



Notice of Intent to Award

Solicitation Number	387465	Award Date	2/14/2025 1:44 PM CST
Solicitation Title	Davidson County Ecological Conservation Strategy		
Buyer Name	Scott Ferguson	Buyer Email	scott.ferguson@nashville.gov
BAO Rep	Evans Cline	BAO Email	evans.cline@nashville.gov

Awarded Supplier(s)

In reference to the above solicitation and contingent upon successful contract negotiation, it is the intent of the Metropolitan Government of Nashville and Davidson County to award to the following supplier(s):

Company Name	Biohabitats	Company Contact	James Way
Street Address	2081 Clipper Park Rd		
City	Baltimore	State	MD
		Zipcode	21211

Company Name		Company Contact	
Street Address			
City		State	
		Zipcode	

Company Name		Company Contact	
Street Address			
City		State	
		Zipcode	

Certificate of Insurance

The awarded supplier(s) must submit a certificate of insurance (COI) indicating all applicable coverage required by the referenced solicitation. The COI should be emailed to the referenced buyer no more than 15 days after the referenced award date.

Equal Business Opportunity Program

Where applicable, the awarded supplier(s) must submit a signed copy of the letter of intent to perform for any and all minority-owned (MBE) or woman-owned (WBE) subcontractors included in the solicitation response. The letter(s) should be emailed to the referenced business assistance office (BAO) rep no more than two business days after the referenced award date.



Yes, the EBO Program is applicable.



No, the EBO Program is not applicable.

Monthly Reporting

Where applicable, the awarded supplier(s) will be required monthly to submit evidence of participation and payment to all small (SBE), minority-owned (MBE), women-owned (WBE), LGBT-owned (LGBTBE), and service disabled veteran owned (SDV) subcontractors. Sufficient evidence may include, but is not necessarily limited to copies of subcontracts, purchase orders, applications for payment, invoices, and cancelled checks.

Questions related to contract compliance may be directed to the referenced BAO rep.



Yes, monthly reporting is applicable.



No, monthly reporting is not applicable.

Public Information and Records Retention

Solicitation and award documentation are available upon request. Please email the referenced buyer to arrange.

A copy of this notice will be placed in the solicitation file and sent to all offerors.

Right to Protest

Per MCL 4.36.010 – any actual or prospective bidder, offeror, or contractor who is aggrieved in connection with the solicitation or award of a contract may protest to the purchasing agent. The protest shall be submitted in writing within ten (10) days after such aggrieved person knows or should have known of the facts giving rise thereto.

DR

Assistant Purchasing Agent (Initial)

Dennis Rowland

Dennis Rowland
Purchasing Agent & Chief Procurement Officer

RFQ# 387465 - Davidson County Ecological Conservation Strategy						
Evaluation Criteria	Agency Landscape + Planning LLC	Biohabitats	Design Workshop, Inc	Hawkins Partners Inc	LandDesign, Inc.	Trinity Consultants, Inc.
Round 1						
Solicitation Acceptance	Yes	Yes	Yes	Yes	Yes	Yes
Contract Acceptance	Yes	Yes	Yes	Yes	Yes	Yes
ISA Questionnaire Completed and Terms Accepted	Yes	Yes	Yes	Yes	Yes	Yes
Team Qualifications and Experience (30 Points)	25	28	26	25	25	20
Business Plan (30 Points)	20	28	20	17	19	10
Financing Proposal (40 Points)	29	35	23	24	26	15
Totals	74	91	69	66	70	45
Strength & Weaknesses						
Agency Landscape + Planning LLC						
Team Qualifications with Org Chart and Key Team Members (30 Points)						
Strengths: Firm's response addressed everything we requested in the RFP except for the weaknesses noted below.						
Weaknesses: Firm's lack of specialized expertise in policy or economics. Firm's team lacked specialized knowledge required to execute scope.						
Statement of Experience with Similar Projects (30 Points)						
Strengths: Firm's response addressed everything we requested in the RFP except for the weaknesses noted below.						
Weaknesses: Firm's projects were not of similar size and scope to as this project.						
Statement of Project Approach (40 Points)						
Strengths: Firm's response addressed everything we requested in the RFP except for the weaknesses noted below.						
Weaknesses: Firm's plan of their teams proposed approach. Firm's list of assumptions that were made to successfully achieve their approach. Firm's identification of risk lacked thoroughly outlined mitigation strategies.						
Biohabitats						
Team Qualifications with Org Chart and Key Team Members (30 Points)						
Strengths: Firm's response addressed everything we requested in the RFP except for the weaknesses noted below. Firm's team contains required backgrounds to product desired outcomes.						
Weaknesses: Firm's lack of specialized expertise in tax or regulatory expertise.						
Statement of Experience with Similar Projects (30 Points)						
Strengths: Firm's response addressed everything we requested in the RFP except for the weaknesses noted below. Firm provided two (2) projects of like size and scope to this project.						
Weaknesses: Firm's description of how their experience on previous projects could apply to their approach on this project.						
Statement of Project Approach (40 Points)						
Strengths: Firm's response addressed everything we requested in the RFP except for the weaknesses noted below. The firm's proposed approach and understanding of specific local challenges in Nashville.						
Weaknesses: Firm's approach to bridging conservation and development lacks detail. Firm's project implementation and risk mitigation not clearly defined on timeline.						
Design Workshop, Inc						
Team Qualifications with Org Chart and Key Team Members (30 Points)						
Strengths: Firm's response addressed everything we requested in the RFP except for the weaknesses noted below.						
Weaknesses: Firm's team lacks experience with Southeast projects.						
Statement of Experience with Similar Projects (30 Points)						
Strengths: Firm's response addressed everything we requested in the RFP except for the weaknesses noted below.						
Weaknesses: Firm's projects were not of similar scope and complexity to as this project.						
Statement of Project Approach (40 Points)						
Strengths: Firm's response addressed everything we requested in the RFP except for the weaknesses noted below.						
Weaknesses: Firm's approach lacks clarity of how it comes together. Firm's presentation of durations for each consultant-led task lacked details. Overall response in this section lacked details.						

Strength & Weaknesses
Hawkins Partners Inc
Team Qualifications with Org Chart and Key Team Members (30 Points)
<u>Strengths:</u> Firm's response addressed everything we requested in the RFP except for the weaknesses noted below. Firm's team heavily reliant on subconsultants. Firm's leadership appears limited with lack of track record in Southeast.
Statement of Experience with Similar Projects (30 Points)
<u>Strengths:</u> Firm's response addressed everything we requested in the RFP except for the weaknesses noted below. <u>Weaknesses:</u> Firm's projects were not of similar size and complexity as this project.
Statement of Project Approach (40 Points)
<u>Strengths:</u> Firm's response addressed everything we requested in the RFP except for the weaknesses noted below. Firm's understanding of the desired deliverables and task scope. <u>Weaknesses:</u> Firm's plan of their teams proposed approach. Firm's list of assumptions that were made to successfully achieve their approach. Firm's details on methodology and coordination not cohesive.
LandDesign, Inc.
Team Qualifications with Org Chart and Key Team Members (30 Points)
<u>Strengths:</u> Firm's response addressed everything we requested in the RFP except for the weaknesses noted below. <u>Weaknesses:</u> Firm's team lacks conservation and design elements. Firm's leadership local presence and how it impacts ability to lead.
Statement of Experience with Similar Projects (30 Points)
<u>Strengths:</u> Firm's response addressed everything we requested in the RFP except for the weaknesses noted below. <u>Weaknesses:</u> Firm's projects were not of similar size and complexity as this project. Firm's demonstration of their approach and ability to deliver within established schedules and budgets.
Statement of Project Approach (40 Points)
<u>Strengths:</u> Firm's response addressed everything we requested in the RFP except for the weaknesses noted below. <u>Weaknesses:</u> Firm's understanding of the project conditions and the desired deliverables. Firm's plan of their teams proposed approach.
Trinity Consultants, Inc.
Team Qualifications with Org Chart and Key Team Members (30 Points)
<u>Strengths:</u> Firm's response addressed everything we requested in the RFP except for the weaknesses noted below. <u>Weaknesses:</u> Firm lacks landscape architectural and design expertise. Firm lacks certain skill sets such as planning, policy and stakeholder engagement.
Statement of Experience with Similar Projects (30 Points)
<u>Strengths:</u> Firm's response addressed everything we requested in the RFP except for the weaknesses noted below. <u>Weaknesses:</u> Firm's projects were not of similar size, scope or complexity to as this project.
Statement of Project Approach (40 Points)
<u>Strengths:</u> Firm's response addressed everything we requested in the RFP except for the weaknesses noted below. <u>Weaknesses:</u> All responses in this section lacked details.

From: [Cline, Evans \(Finance\)](#)
To: [Ferguson, Scott \(Finance\)](#)
Subject: RE: Final BAO Review for RFQ# 387465 - Davidson County Ecological Conservation Strategy
Date: Friday, February 14, 2025 12:40:57 PM
Attachments: [387465 Davidson County Ecological Conservation Strategy IDIQ \(A&E\) EBO assessment.pdf](#)
[387465 Davidson County Ecological Conservation Strategy IDIQ \(A&E\) SBE assessment.pdf](#)

Good afternoon. I have attached the final assessment documents for this solicitation. The awardee met the EBO subcontracting goals and supplied all required documents. The awardee also met the SBE utilization threshold. The contract will require monitoring in B2GNow.

Evans W. Cline, CCA
Department of Finance - Business Assistance Office (BAO)
Metropolitan Government
Nashville & Davidson County
(O) 615-862-6137

From: Ferguson, Scott (Finance) <Scott.Ferguson@nashville.gov>
Sent: Friday, February 14, 2025 11:55 AM
To: Cline, Evans (Finance) <Evans.Cline@nashville.gov>
Subject: RE: Final BAO Review for RFQ# 387465 - Davidson County Ecological Conservation Strategy

Great, thanks for the update.

Thanks!

Scott Ferguson – NIGP CPP
Procurement Officer - Senior
615-862-6670

From: Cline, Evans (Finance) <Evans.Cline@nashville.gov>
Sent: Friday, February 14, 2025 11:50 AM
To: Ferguson, Scott (Finance) <Scott.Ferguson@nashville.gov>
Subject: RE: Final BAO Review for RFQ# 387465 - Davidson County Ecological Conservation Strategy

Good morning. I should have the final assessment ready later today.

Evans W. Cline, CCA
Department of Finance - Business Assistance Office (BAO)
Metropolitan Government
Nashville & Davidson County
(O) 615-862-6137

From: Ferguson, Scott (Finance) <Scott.Ferguson@nashville.gov>
Sent: Wednesday, February 12, 2025 2:44 PM



Statement of M/WBE Utilization **A&E ONLY**

Proposer's/Firm's Name: Biohabitats, Inc.	Proposer's Phone #: 410.554.0156
Solicitation Title: Davidson County Ecological Conservation Strategy	Proposer's Email Address: contracts@biohabitats.com
Solicitation #: 387465,2	Total Bid Amount: IDIQ
EBO Goal (%): 12 MBE% 11 WBE%	EBO Goal Met? (Y/N) Y

The following MWBE* subcontractor(s)/supplier(s) will be utilized for the performance of this project:

MBE/WBE Firm Name		MBE/WBE Firm Address	Phone/E-Mail	Certificate Type (MBE or WBE)	* MBE/WBE Group Type *	Code # UNSPS/NAICS	Description of Work
1	Wilmot Inc.	3102 West End Ave, STE 400 Nashville, TN 37203	615-385-1220 / gogreen@wilmot	WBE	5	77101600	Engagement
2	Pillars Development LLC	1208 3rd Ave S. #7, Nashville, TN 37210	615-668-8257 / info@pillarsdeve	MBE	1	80101600	Engagement / Policy Best Practices
3	SCAPE Landscape Architecture D.P.C.	277 Broadway, Ninth Floor, NY, NY 10007	617-970-3896 / alexia@scapestud	WBE	5	81101517	Graphics/Exhibits/Final Reports
4				Select	Select		
5				Select	Select		
6				Select	Select		
7				Select	Select		

I am the duly authorized representative and certify the facts and representations contained in this form and supporting documents are true and correct.

Authorized Representative (Printed Name/Title/Signature) Adam Feuerstein, CPA / CFO /	Date 12/19/2024
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*Note: MWBE is defined as business enterprise maintaining a significant business prescience in the Program Area & performing a commercial useful function that is owned by one or more of the following: (1) African Americans (2) Native Americans, (3) Hispanic Americans, (4) Asian Americans, and (5) Women.

Has Prime Acknowledged EBO Goals Acheivement?	Yes	▼	For Internal Office Use ONLY If No, Good Faith Efforts Met?	BAO Only
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BAO Representative : Evans Cline Metro Buyer: Scott Ferguson

Project Manager: Date: 02/14/25

BAO Notes:

Prime acknowledges they can achieve both M/WBE subcontracting goals. Consistent with the procurement code, actual dollar amounts and percentages will be confirmed during contract negotiations.

BAO SBE Assessment Sheet

BAO Specialist: Evans Cline
Contract Specialist: Scott Ferguson
Date: 2/14/25
Department Name: General Services
RFP/ITB Number: 384377

Project Name: Davidson County Ecological Conservation Strategy (A&E)

SBE/SDV Requirement		
Primary Contractor	Acknowledged?	Comments
Biohabitats	Yes	Proposer acknowledged the 17% SBE/SDV incentive threshold of the solicitation. The prime is not an approved SBE and proposed the engagement of SBE firms Wilmot Inc and Pillars Development.