

**METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY**

January 4, 2019

Mr. Randy Dyce  
D & D Events, Inc.  
P.O. Box 100295  
Nashville, TN 37224  
Re: **RFQ # 1034660, Concessionaire Services**

Dear Mr. Dyce:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ # 1034660 for Concessionaire Services. This letter hereby notifies you of Metro's intent to award to D & D Events, Inc., contingent upon Municipal Auditorium Commission approval and successful contract negotiations. Please provide a certificate of Insurance indicating all applicable coverages within 15 business days of the receipt of this letter.

If the Procurement Nondiscrimination Program requirements were a part of this solicitation, the awardee must forward a signed copy of the "Letter of Intent to Perform as Subcontractor/Subconsultant/Supplier/Joint Venture" for any minority/women-owned business enterprises included in the response to the Business Assistance Office within two business days from this notification.

Additionally the awardee will be required to submit evidence of participation of and contractor's payment to all Small, Minority, and Women Owned Businesses participation in any resultant contract. This evidence shall be submitted monthly and include copies of subcontracts or purchase orders, the Prime Contractor's Application for Payment, or invoices, and cancelled checks or other supporting payment documents. Should you have any questions concerning this requirement, please contact Tina Burt, BAO Representative, at 615-880-2783 or at [tina.burt@nashville.gov](mailto:tina.burt@nashville.gov).

Depending on the file sizes, the responses to the procurement solicitation and supporting award documentation can be made available either by email, CD for pickup, or in person for inspection. If you desire to receive or review the documentation or have any questions, please contact Terri Troup by email at [terri.troup@nashville.gov](mailto:terri.troup@nashville.gov) Monday through Friday between 8:30am and 3:30pm.

Thank you for participating in Metro's competitive procurement process.

Sincerely,



Michelle A. Hernandez Lane  
Purchasing Agent

Cc: Solicitation File, Other Offerors

**Pursuant to M.C.L. 4.36.010 Authority to resolve protested solicitations and awards.**

**A. Right to Protest.** 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.

**RFQ # 1034660 - Concessionaire Services**  
**Scoring and Justification**  
**Municipal Auditorium Facility**

| Criteria/Offeror                                   | D & D Events  |
|----------------------------------------------------|---------------|
| <b>Qualifications &amp; Experience (35 Points)</b> | 28.000        |
| <b>Detailed Plan (30 Points)</b>                   | 19.000        |
| <b>Diversity Plan (5 Points)</b>                   | 0.375         |
| <b>Financing Proposal (30 Points)</b>              | 21.000        |
| <b>Total (100 Points)</b>                          | <b>68.375</b> |

D & D Events

**Strengths** – 30+ years of experience in food & beverage management/logistics. Strong Experience with the Metro departments Nashville Fairgrounds (including the Speedway) & Municipal Auditorium. Other highly notable events for which they provided service are: Luke Bryan’s Farm Tour, Live on the Green, Iroquois Steeplechase, July 4<sup>th</sup> Celebration at Riverfront Park, the Nashville Predators Playoff Party, Nashville’s New Year’s Eve Bash on Broadway, Vanderbilt University’s Rites of Spring Festival, St. Jude’s Rock N Roll Marathon & Half Marathon, and Summer Lights in Music City.

**Weaknesses** – Financial or in-kind support vendor is requesting of the city not provided. Did not provide response related to information, including quotes, related to the venue's designated main concession location on NON-CONCERT EVENT/CIVIC EVENT days, Monday thru Friday. Lacked details related to the financial capabilities of the team, including “minimizing and protecting the role of Metro”. Proposal failed to provide a response to litigation. Proposal lacked details related to company's knowledge and understanding of the overall scope of services. Proposal lacked details related to company’s experience in performing similar scope of services will ensure that there is top quality concessions and food service management for the proposed facility. Proposal outlined initial training provided but no on-going training demonstrated. Proposal only provided menu boards as a response to the approach to aesthetics and any photos or rendering of stands. Proposal failed to provide a response to a detailed plan for staffing, product selection, and other plans to create a differentiated, upscale experience for NON-CONCERT EVENT/CIVIC EVENT days, Monday thru Friday. Proposal failed to address financial viability related to a longer term contract. Overall diversity plan lacking detail and key components of the plan not provided.

| Proposer #  | Commitment to SMWBE<br>Participation on the project (2 pts) | Strategic Approach to maximizing<br>SMWBE (2 pts) | Monitoring and Reporting of SMWBE<br>participation (.5 pts) | Efforts ensure prompt<br>payment (.5 pts) | Total | Strength | Weakness                                                                                    |
|-------------|-------------------------------------------------------------|---------------------------------------------------|-------------------------------------------------------------|-------------------------------------------|-------|----------|---------------------------------------------------------------------------------------------|
| D& D Events | 0.25                                                        | 0                                                 | 0                                                           | 0.125                                     | 0.375 |          | Overall diversity plan<br>lacking detail and key<br>components of the plan not<br>provided. |