

**METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY**

August 31, 2017

Mr. Tony Formosa
Fairground Speedway
625 Smith Ave
Nashville, Davidson, TN 37224

Re: **RFQ # 968645, *Fairgrounds Racetrack Promotion, Operation, and Improvements***

Dear Mr. Formosa:

The Metropolitan Government of Nashville and Davidson County has completed its evaluation of submitted solicitation offers to the above RFQ # 968645 - Fairgrounds Racetrack Promotion, Operation, and Improvements and hereby notifies you of its intent to award to Fairgrounds Speedway, contingent upon approval of the Fair Commissioners Board and successful negotiations of a contract.

Responses to the procurement solicitation and supporting award documentation are available for inspection in the Procurement Division Office, Monday through Friday, between the hours of 8:30 a.m. and 3:30 p.m. If you desire to review the documentation or have any questions, please contact Terri Troup by email at terri.troup@nashville.gov. It is necessary to schedule an appointment with them to review the information.

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. Should you have any questions concerning this requirement, please contact the Business Assistance Office at 615-880-2814.

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

Sincerely,

A handwritten signature in blue ink, reading "Michelle A. Hernandez Lane", is written over a circular blue ink stamp.

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.

Procurement Division

730 Second Avenue South, Suite 112
P.O. Box 196300
Nashville, Tennessee 37219-6300

www.Nashville.gov
Phone: 615-862-6180
Fax: 615-862-6179

RFQ #968645 - Fairgrounds Racetrack Promotion, Operation, and Improvements

Offeror	Alabama Track Ventures LLC	Alexander Racing	Bristol Motor Speedway, LLC	Fairgrounds Speedway
Detailed Plan (40 Points)	20.00	31.00	15.00	29.00
Qualifications and Experience (35 Points)	15.00	25.00	25.00	30.00
Financing Proposal (20 Points)	12.00	17.00	10.00	17.00
Diversity Plan (5 Points)	1.30	1.50	0.50	2.25
Total Evaluation Scores	48.30	74.50	50.50	78.25

Alabama Track Ventures, LLC

Comments: Real estate experience but failed to demonstrate speedway promotional and operational experience; 3 National events; Proposed lighting upgrade; \$72,000 Base lease; Depth of financial capacity questioned and relies heavily on fundraising to fund capital improvements; overall diversity plan provided minimal details; failed to detail strategic approach, prompt payment, and reporting as it relates to SMWBEs.

Alexander Racing

Comments: Great proposal with creative ideas for STEM (Science, Technology, Engineering and Math) activation; 15-year lease with Metro commitment of funding for phase II improvements is not desirable; revenue share is partially based on parking revenue that the Fairgrounds could receive anyway by its normal parking operations; committed more towards improvements while providing less guaranteed revenue; lower guaranteed lease payment to The Fairgrounds; proposed doubling the number of motor sports events which does not align with current desires/priorities of the Fair Board and has a direct noise impact on the surrounding neighborhoods that must be considered; overall diversity plan provided minimal details; failed to detail strategic approach, prompt payment, and reporting as it relates to SMWBEs.

Bristol Motor Speedway, LLC

Comments: The proposal relies on Metro capital funding commitment for improvements with no financial contribution from the proposer ("As the facility owner, it would be desired that Metro would fully fund the renovation capital costs"); shared revenue would be Metro's share of sales tax only with no lease payments or direct revenue to The Fairgrounds; 30-year lease not desirable; lacked details throughout the entire diversity plan.

Fairgrounds Speedway

Comments: Detailed plan evaluation criteria section was slightly less detailed and comprehensive; demonstrated a strong understanding of neighborhood impacts and the fair board operations; proposed the highest guaranteed lease payment for proposed motor sport and non-motor sport events; proposed creative non-motor sport events to activate speedway on non-race days; committed more towards revenue while providing less guarantee towards improvements; while the funding amount of \$500,000 for improvements was not the highest, it did not rely on any Metro funding that may or may not be available; considerations of noise reduction; detailed monitoring and reporting of SMWBE participation approach; failed to detail strategic approach and prompt payment as it relates to SMWBEs.