

## **AWARDS COMMITTEE MINUTES**

Awards Committee met on **May 30, 2019**, in the Conference Room, 8th Floor, JEA Tower, 21 West Church Street, Jacksonville, Florida. The meeting was called to order at 10:00 a.m. Members in attendance were Jenny McCollum as Chairperson, Laure Whitmer as Budget Representative, Emerson Lotzia as General Counsel Representative; with Caren Anders, John McCarthy, Ted Hobson, Sean Conner and Stephen Datz as voting Committee Members;

Jason Behr, Lynn Rix, Dan Kruck, Jeff Close, Joe Perez, Thomas Hamilton, Maurice Scarboro, Colin Roddy, Robert Growcock, Brian Phillips, Nathan Woyak, Chrissy Nunziatio, Kenny Pearson, Elizabeth DiMeo, Pat Maillis, Michael Durrett, Heather Beard, Lena Caramagno, Nick Dambrose

### **Awards:**

1. Approval of the minutes from the last meeting (05/16/2019). **APPROVED**
2. Request approval of purchase from Willis Towers Watson Inc. for Compensation Study Consulting Services in the amount of \$122,000.00, subject to the availability of lawfully appropriated funds. **APPROVED w/DISCUSSION**
3. **DEFERRED** - Request approval a change order to increase funds with Altec Industries, Inc. for maintenance and repair services for the JEA Aerial Equipment Maintenance and Repair services in the amount of \$817,415.00, for a new not-to-exceed total of \$2,723,427.64, subject to the availability of lawfully appropriated funds.
4. 065-19 – Request approval to award a contract to TG Utility Company, Inc. for construction services for T-Line – JTB to Town Center Parkway – Transmission Force Main in the amount of \$3,247,007.00, subject to the availability of lawfully appropriated funds. **APPROVED**
5. 134-17 - Request approval to award a change order to T.G. Utility Company, Inc. for the Huffman Blvd – Tulip Circle N to St Johns Bluff Rd Force Main project in the amount \$999,215.74, for a new not-to-exceed amount of \$2,839,060.46, subject to the availability of lawfully appropriated funds. **APPROVED**
6. Request approval to award a contract increase to Aerotek, Inc., for supplemental staffing services in the residential customer contact center in the amount of \$1,369,810.22, for a new not to exceed amount of \$7,371,883.22, subject to the availability of lawfully appropriated funds. **APPROVED w/DISCUSSION**
7. Request approval to award a change order to Jacobs Engineering Group Inc. for additional engineering and services during construction for the McDuff Water Treatment Plant Wellfield Rehabilitation project in the amount of \$1,681,345.00, for a new not-to-exceed amount of \$3,811,560.00, subject to the availability of lawfully appropriated funds. **APPROVED w/DISCUSSION**

8. Request approval to award a change order to Jacobs Engineering Group Inc. for additional engineering and services during construction for the Fairfax Water Treatment Plant (WTP) Wellfield Rehabilitation project in the amount of \$317,132.00, for a new not-to-exceed amount of \$2,307,132.00, subject to the availability of lawfully appropriated funds. **APPROVED**
9. 051-19 – Request approval to rescind the solicitation for Sand/Grit Channel Cleaning and Hauling Service at Buckman WRF, and reject all Responses. **APPROVED**
10. 082-17 – Request approval to award a contract to England Thims & Miller Inc. for engineering services for the Beverly Hills East Septic Tank Phase-Out project in the amount of \$1,444,689.00, subject to the availability of lawfully appropriated funds. **APPROVED w/DISCUSSION**
11. **DEFERRED** - 97069 – Request approval to award a contract to Cogburn Brothers Inc. for replacement in the amount of \$349,759.48, subject to the availability of lawfully appropriated funds
12. **DEFERRED** - Request approval to award a change order to CDM Smith Inc. for additional engineering services for the Norwood Water Treatment Plant (WTP) High Service Pump Replacement project in the amount of \$61,418.00, for a new not-to-exceed amount of \$528,347.00, subject to the availability of lawfully appropriated funds
13. 070-19 - Request approval to award a contract to Stuart C Irby CO. (\$2,527,957.16), Anixter Inc. (\$674,572.82), Electric Supply Inc. (\$309,212.41), Wesco Distribution, Inc. (\$210,549.91), Gresco Supply Inc. (\$205,074.70), Englewood Electrical Supply CO (\$139,698.12), Beckwith Electric Co, Inc. (\$32,024.00), and Lawson Products (\$9,152.23) for the supply of Miscellaneous Electrical Items carried in JEA's inventory stock in the amount of \$3,838,241.35, subject to the availability of lawfully appropriated funds. **APPROVED w/DISCUSSION**
14. **DEFERRED** - 067-19 – Request approval to award a contract to T.G. Utility Company, Inc. for construction services for Gate Parkway - Glen Kernan to T-Line Transmission New Reclaimed Water Main in the amount of \$5,278,700.00, subject to the availability of lawfully appropriated funds.
15. **DEFERRED** - Request approval to award a change order to Jacobs Engineering Group Inc. for additional engineering and services during construction for the Gate Pkwy- Glen Kernan to T-Line New Reclaimed Water Transmission Main project in the amount of \$387,721.00, for a new not-to-exceed amount of \$1,271,568.00, subject to the availability of lawfully appropriated funds.
16. **DEFERRED** - 040-19 – Request approval to award a contract to Garney Companies, Inc., for design-build services for the Greenland WRF Pipelines: Water, Reclaimed Water and Sanitary Sewer Force Mains project in the amount of \$3,605,160.00, subject to the availability of lawfully appropriated funds.
17. **DEFERRED** - 071-19 – Request approval to award a contract to Keville Enterprises Inc., for staffing support services for Water/Wastewater Construction Management and Project Management Services in the amount of \$TBD, subject to the availability of lawfully appropriated funds.

**Ratifications:** N/A

**Informational Items:** N/A

**Public Comments:** N/A

**Adjournment:** 10:42 a.m.



## Formal Bid and Award System

Award #2 May 30, 2019

**Type of Award Request:** SOLE SOURCE  
**Requestor Name:** Pat Maillis  
**Requestor Phone:** 904-665-4132  
**Project Title:** Compensation Study Consulting Services  
**Project Number:** A0000  
**Project Location:** JEA  
**Funds:** O&M  
**Budget Estimate:** \$38,000.00

**Scope of Work:**

JEA intends to award a sole source contract to Willis Towers Watson to complete additional Compensation Study Consulting Services for JEA. JEA has determined it is in our best interest to complete a follow-up study using the competitively procured services as a Sole Source agreement. The company will complete the core analyses listed below:

- Market and Peer Assessment of CEO compensation
- Market assessment of all employee compensation
- Market assessment of short-term incentive practices
- Design recommendations for a long-term incentive plan
- Best practices in total rewards

**Purchasing Agent:** Selders, Elaine

**Is this a Ratification?:** YES

**If yes, please explain:** The follow-up compensation study services were initiated in January of 2019. Payment for the services rendered will occur when the study is complete.

**RECOMMENDED AWARDEE(S):**

Name	Contact Name	Address	Amount
WILLIS TOWERS WATSON INC.	Andrea Deeb	901 NORTH GLEBE ROAD ARLINGTON, VA 22203	\$122,000.00

**Amount for entire term of Contract/PO:** \$122,000.00  
**Award Amount for remainder of this FY:** \$122,000.00  
**Length of Contract/PO Term:** Project Completion  
**Begin Date (mm/dd/yyyy):** 01/30/2019  
**End Date (mm/dd/yyyy):** Project Completion  
**JSEB Requirement:** N/A

**Background/Recommendations:**

Pursuant to the JEA Operational Procedures, a Contract may be awarded for Supplies or Services as a Sole Source when the Chief Procurement Officer or Designee determines that a service is a follow-up of Services that may only be done efficiently and effectively by the Company that rendered the initial Services to JEA, provided the initial procurement was competitive.



JEA competitively solicited bids for Compensation Study Consulting Services and received four (4) Proposals on 02/22/2017. An informal contract was awarded to Willis Towers Watson Inc. as the highest evaluated Proposer.

This request is for Willis Towers Watson to perform a follow-up compensation study using historical data from the comprehensive benchmarking that was completed in 2011, 2013 and 2017. Utilizing the same company is more cost efficient due to their knowledge and experience working with JEA on the previous studies. A summary of the work completed is included below with the letters attached as backup.

Letter Dated:	Description	Dollar Value
January 30, 2019	Original scope of study	\$33,000- \$38,000
February 12, 2019	Email approval of additional work - competitive market analysis	\$20,000-\$25,000
March 6, 2019	Additional meetings, calls and market analysis	\$19,000
April 22, 2019	Additional research, gap analysis, cost modeling, reward programs	\$25,000 - \$30,000
April 22, 2019	Meetings based on feedback	\$5,000 - \$10,000
<b>TOTAL</b>		<b>\$102,000 – \$122,000</b>

Request approval of purchase from Willis Towers Watson Inc. for Compensation Study Consulting Services in the amount of \$122,000.00, subject to the availability of lawfully appropriated funds.

**Director:** Maillis, Patricia - Director, Employee Services

**VP:** Kendrick, Jonathan A. - Interim VP & Chief Human Resources Officer

**APPROVALS:**

 5/30/19  
Chairman, Awards Committee Date

\_\_\_\_\_  
Manager, Capital Budget Planning Date

 5/30/19



## Formal Bid and Award System

Award #4 May 30, 2019

**Type of Award Request:** BID (IFB)  
**Request #:** 6532  
**Requestor Name:** Williams, Michael S.  
**Requestor Phone:** (904) 665-7454  
**Project Title:** T-Line – JTB to Town Center Parkway – Transmission Force Main  
**Project Number:** 8004196  
**Project Location:** JEA  
**Funds:** Capital  
**Budget Estimate:** \$3,876,000.00 (Construction Budget)

### Scope of Work:

The scope of work specified includes the installation of approximately 8,925 linear feet (LF) of 24-inch PVC wastewater force main, 20 LF of 36-inch PVC wastewater force main, and 380 LF of 24-inch PVC wastewater force main (via two auger bores) along with associated fittings and appurtenances, located within an existing JEA Electric Transmission Line (T-Line) Corridor and along Forest Boulevard South.

This award positively impacts the following JEA Measures of Value:

- Customer Value – Provides a high quality and reliable wastewater system to customers in the St John's Town Center area of JEA's Arlington East Grid.
- Community Value – Utilizing the T-Line as the project location eliminates the community impacts of placing such a large force main within the right-of-way.
- Environmental Value – The redundant force main allows for a more efficient system the will aid in preventing SSOs as well as allow for diverging flow if a main break were to occur.
- Financial Value – The parallel force main will provide system redundancy and reduce/eliminate fines related to sanitary sewer overflows (SSOs).

**JEA IFB/RFP/State/City/GSA#:** 065-19  
**Purchasing Agent:** King, David  
**Is this a Ratification?:** NO

### RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
TG UTILITY COMPANY, INC.	Ryan Preeschl	<a href="mailto:rpreeschl@tgutility.com">rpreeschl@tgutility.com</a>	526 Stockton St, Jacksonville FL 32204	(904) 394-7367	\$3,247,007.00

**Amount for entire term of Contract/PO:** \$3,247,007.00  
**Award Amount for remainder of this FY:** \$1,350,400.00  
**Length of Contract/PO Term:** Project Completion  
**Begin Date (mm/dd/yyyy):** 06/20/2019  
**End Date (mm/dd/yyyy):** Project Completion (Expected: 04/20/2020)

**JSEB Requirement:**

Ten Percent (10%) Goal

**Comments on JSEB Requirements:**

Donna J. Hamilton (Pipe, valves, &amp; fittings) - 10%

**BIDDERS:**

Name	Amount
UNITED BROTHERS DEVELOPMENT CORP	Disqualified
T.G. UTILITY COMPANY, INC.	\$3,247,007.00
TB LANDMARK CONSTRUCTION, INC.	\$3,278,550.00
CALLAWAY CONTRACTING, INC.	\$4,364,700.00
J.B. COXWELL CONTRACTING, INC.	\$5,963,713.00

**Background/Recommendations:**

Advertised on 03/19/2019. Nine (9) prime contractors attended the Mandatory pre-bid meeting held on 03/26/2019. At Bid opening on 04/30/2019, JEA received five (5) Bids. T.G. Utility Company, Inc. is the lowest responsive and responsible Bidder. United Brothers' bid was disqualified, as their company did not meet the minimum qualifications. A copy of T.G. Utility's Bid Form and workbook are attached as backup.

This solicitation request is for a parallel force main from John Turner Butler Blvd (JTB) to Town Center Parkway. Located in the Arlington East Wastewater Treatment Facility (WWTF) area, this main will be a parallel pipe for the existing 30-inch pipe north and south of JTB. The existing force main connects the 36-inch force main at JTB and Southside Boulevard to the 36-inch force main on the north at the University of North Florida. The 24-inch force main will also tie-in to these lines.

The phase-out of the San Jose WWTF (January 2013) and the Royal Lakes WWTF (February 2013) significantly decreased the remaining capacity in the existing 30-inch force main just west of the St. Johns Town Center. In-fill and build-out in the area of the St. Johns Town Center (JTB and SR 9A), have creating a need for additional capacity for JEA's customers in this area.

A parallel force main would be more cost effective than upsizing the existing 30-inch main. The parallel force main will be within the existing 75-ft JEA easement on the north-south leg and within the 150-ft easement on the east-west leg. Installing this force main within a JEA easement limits the potential community impact constructing within the right-of-way would cause.

The award amount of \$3,247,007.00 is approximately sixteen percent (16%) lower than the current budget estimate and deemed reasonable. Budget has been adjusted to match award amount.

**Project Budget and Schedule Details:**

- Original Project Budget: \$2,570,387.00
  - Engineering Estimate: \$331,663.00
  - Construction Estimate: \$2,072,893.00



- Internal JEA Costs: \$165,831.00
- Revised Budget: \$4,512,255.00
  - Revised Engineering Cost: \$470,424.00 (12.1% of Construction Costs. Firm: Jacobs)
  - Revised Construction Cost: \$3,876,000.00
  - Revised Internal JEA Costs: \$165,831.00
- Estimate at Completion: \$3,938,873.00
  - Engineering Cost: \$470,424.00
  - Actual Construction Cost: \$3,247,007.00
  - Internal JEA Costs: \$221,442.00
- Original Project Schedule:
  - Engineering Completion: January 2018
  - Construction Completion: February 2019
- Revised Project Schedule:
  - Engineering Completion: February 2019
  - Construction Completion: April 2020

Major Changes/Issues:

Several budget trends have increased the price of this project. These included a change from directional drill to jack-and-bore for two roadway crossings, increased engineering and survey cost for an alignment change along Forest Blvd, and increase material pricing since the original estimate was created. Project commencement was delayed approximately one year to move funding into later budget years.

065-19 – Request approval to award a contract to T.G. Utility Company, Inc. for construction services for T-Line – JTB to Town Center Parkway – Transmission Force Main in the amount of \$3,247,007.00, subject to the availability of lawfully appropriated funds.

**Manager:** Sulayman, Mickhael S. – Mgr W/WW Project Management  
**Director:** Conner, Sean M. - Dir W/WW Project Engineering & Construction  
**VP:** Calhoun, Deryle I. - VP/GM Water Wastewater Systems

**APPROVALS:**

 5/30/19

Chairman, Awards Committee Date

 5/30/19

Manager, Capital Budget Planning Date



## Formal Bid and Award System

Award #5 May 30, 2019

**Type of Award Request:** CHANGE ORDER  
**Request #:** 3985  
**Requestor Name:** Hamilton, Thomas R. - Water Wastewater Engineer  
**Requestor Phone:** (904) 665-5797  
**Project Title:** Huffman Blvd – Tulip Circle N to St Johns Bluff Rd Force Main  
**Project Number:** 8002892  
**Project Location:** JEA  
**Funds:** Capital  
**Budget Estimate:** \$2,839,060.46 (Construction Budget)

### Scope of Work:

JEA seeks to procure the installation of 6,400 linear feet (LF) of replacement thirty inch (30") PVC sewage force main (FM), valves, fittings and related appurtenances north of and adjacent to the existing thirty inch (30") ductile iron force main. The force main corridor originates at the Huffman Master Pump Station (MPS) located on Huffman Road just north of Tulip Circle North and continues west through a JEA Transmission line (T-Line) utility easement, crosses under I-295 within the Saints Road right of way (ROW), and continues along Saints Road to St Johns Bluff Road. The proposed force main will tie into the existing force main at Huffman Master Pump Station (MPS) and an existing thirty inch (30") PVC force main located in St Johns Bluff Road ROW. The installation method will be open cut within the utility easements and Saints Road ROW with wet tap tie-ins.

This award will impact the following Measures of Value:

- Customer Value – Reduces likelihood of force main breaks that creates service interruptions to the customer and inconveniences to the surrounding businesses
- Community Value - Provides reliable wastewater service for the area and minimizes impact to adjacent roadways
- Environmental Value – Reduces sanitary sewer overflows (SSOs) which have the potential to damage the environment
- Financial Value – Reduces the likelihood of Florida Department of Environmental Protection (FDEP) fines due to SSOs

**JEA IFB/RFP/State/City/GSA#:** 134-17  
**Purchasing Agent:** King, David  
**Is this a Ratification?:** NO

### RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
T.G. UTILITY COMPANY INC.	Ryan Preeschl	<a href="mailto:rpreeschl@tgutility.com">rpreeschl@tgutility.com</a>	526 Stockton St., Jacksonville, FL 32204	(904) 394-7367	\$999,215.74

**Amount of Original Award:** \$1,811,797.00  
**Date of Original Award:** 10/12/2017

**Change Order Amount:** \$999,215.74

**List of Previous Change Order/Amendments:**

CPA #	Amount	Date
169281	\$28,047.72	08/01/2018

**New Not-To-Exceed Amount:** \$2,839,060.46

**Length of Contract/PO Term:** Project Completion

**Begin Date (mm/dd/yyyy):** 10/20/2017

**End Date (mm/dd/yyyy):** Project Completion (Expected: August 2019)

**JSEB Requirement:** Six Percent (6%) Goal

**Comments on JSEB Requirements:**

Original Award:

Donna J. Hamilton, Inc. (materials) - \$91,900.00 (5.0%)

D&J Erosion Control Specialist, Inc. (erosion control) - \$12,800.00 (0.7%)

Landscape Construction, Inc. LLC (sod/seed) - \$14,600.00 (0.8%)

This Change Order:

N/A

**Background/Recommendations:**

Originally bid and approved by Awards Committee on awarded on 10/12/2017 in the amount of \$1,811,797.00 to T.G. Utility Company, Inc. A copy of the original intent to award email is attached for reference.

This change order request is to add a total of \$999,215.74 for unforeseen site conditions, including a tie-in (\$253,025.83) and ditch crossing (\$746,189.91). The existing tie-in conditions for the 30-inch at the corner of Saints Road and St. John's Bluff were found to be differing than shown on the contract drawings and JEA as-builts. During exploratory excavations it was determined a single 30-inch line stop is required at the edge of pavement in the median along St. John's Bluff in order to remove the existing 30-inch force main (at the tie-in point) and reconfigure the existing force main. The new tie-in will include ductile iron fittings in lieu of the existing PVC fittings and create a location to utilize the originally planned tapping sleeve and valve for connection.

The ditch crossing (located within the JEA T-Line easement and Saints Road ROW) was shown on the contract drawings to be installed via direct bury, which called for a JEA electrical transmission line outage to facilitate pole holding near the excavation. Due to electrical grid conditions, which changed subsequent to the FM design period, JEA is no longer able to honor its previous electrical outage commitment. As the alternative to direct bury, an aerial crossing was considered/evaluated and ultimately determined to be cost prohibitive, as well as logistically problematic. The only viable option remaining is horizontal directional drill (HDD), which is non-obtrusive, has a relatively short installation duration, and most importantly, can be performed without an electrical transmission outage.

**Project Budget and Schedule Details:**

- Original Project Budget: \$3,074,936.00
  - Engineering Estimate: \$210,246.00
  - Construction Estimate: \$2,628,164.00
  - Internal JEA Costs: \$236,526.00
- Revised Budget: \$2,464,546.05



- Revised Engineering Cost: \$385,462.33 (17.4% of Construction Cost Estimate, Firm: Mott MacDonald)
- Revised Construction Cost: \$1,839,844.72
- Revised Internal JEA Costs: \$239,239.00
- Estimate at Completion: \$3,463,761.79
  - Engineering Cost: \$385,462.33
  - Actual Construction Cost: \$2,839,060.46
  - Internal JEA Costs: \$239,239.00
- Original Project Schedule:
  - Engineering Completion: September 2015
  - Construction Completion: July 2016
- Revised Project Schedule:
  - Engineering Completion: February 2016
  - Construction Completion: August 2019

**Major Changes/Issues:**

Between design and construction advertisement the project was held in abeyance for several months, while the JEA Large Diameter Pipeline Program consultant completed an evaluation of the condition of the existing FM. Ultimately, the evaluation results verified that the condition of the existing FM did indeed call for the construction to proceed.

The JEA electrical grid conditions have changed since the design of the project and electrical transmission outages are not possible in the T-Line where the Saints Road ditch is located.

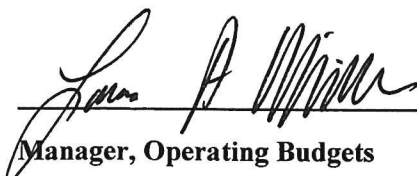
Material costs for pipe and appurtenances have risen since the Texas hurricane in 2018, which affected plastic pipe production facilities.

Request approval to award a change order to T.G. Utility Company, Inc. for the Huffman Blvd – Tulip Circle N to St Johns Bluff Rd Force Main project in the amount \$999,215.74, for a new not-to-exceed amount of \$2,839,060.46, subject to the availability of lawfully appropriated funds.

**Manager:** DiMeo, Elizabeth A. - Mgr W/WW Project Management  
**Director:** Conner, Sean M. - Dir W/WW Project Engineering & Construction  
**VP:** Calhoun, Deryle I. - VP/GM Water Wastewater Systems

**APPROVALS:**

 5/30/19  
 Chairwoman, Awards Committee Date

 5/30/19  
 Manager, Operating Budgets Date



## Formal Bid and Award System

Award #6 May 30, 2019

**Type of Award Request:** CONTRACT INCREASE  
**Request #:** 6619  
**Requestor Name:** Bryant, James E. - Dir Customer Experience Centers  
**Requestor Phone:** 904-665-5627  
**Project Title:** Residential Contact Center Supplemental Staffing Services  
**Project Number:** 40110  
**Project Location:** JEA  
**Funds:** O&M  
**Budget Estimate:** \$2,598,482.00 (Line 853 & 854, FY19 and Partial FY20)

**Scope of Work:**

JEA seeks a supplemental staffing services provider that can design and implement strategies to attract and retain the best qualified candidates for a public utility, specifically for the residential customer contact center (the "Services"). Given the unique needs of the contact center, JEA has opted to pursue a supplemental staffing agreement separate from the overall JEA supplemental staffing agreement. JEA invests more than \$12,000.00 per person to prepare an individual to work in the customer contact center, and is seeking to increase the return on that investment by reducing supplemental staff attrition.

This award positively impacts the following JEA Measures of Value:

- Customer Value - Supports JEA's customer value by augmenting the resources of the JEA residential customer contact center.
- Financial Value – This contract reduces the expense and amount of JEA staff required.

**JEA IFB/RFP/State/City/GSA#:** 066-16  
**Purchasing Agent:** Dambrose, Nickolas Charles (Nick)  
**Is this a Ratification?:** NO

**RECOMMENDED AWARDEE(S):**

Name	Contact Name	Email	Address	Phone	Amount
AEROTEK, INC.	ROBERT MCKIMM	rmckimm@aerotek.com	7301 Parkway Drive Hanover, MD 21076	(904) 527-5582	\$1,369,810.22

**Amount of Original Award:** \$5,456,430.00  
**Date of Original Award:** 11/10/2016  
**Change Order Amount:** \$1,369,810.22

**List of Previous Change Order/Amendments:**

CPA #	Amount	Date
160132	\$545,643.00	02/01/2019



**New Not-To-Exceed Amount:** \$7,371,883.22  
**Length of Contract/PO Term:** Three (3) Years w/No Renewals  
**Begin Date (mm/dd/yyyy):** 11/14/2016  
**End Date (mm/dd/yyyy):** 11/13/2019  
**Renewal Options:** No  
**JSEB Requirement:** ACE Schedule Consulting Services - 20%

**Background/Recommendations:**

Competitively bid and approved by Awards Committee on 11/10/2016 for a three (3) year term ending 11/13/2019, in the amount of \$5,456,430.00. On 02/01/2019, a ten percent (10%) increase was approved in the amount of \$545,643.00 due to actual hours exceeding budgeted hours from a late implementation of NextGen Project, as well as overtime hours not previously budgeted to cover scheduling disruptions and disaster recovery for three months. A copy of the original award is attached as backup.

This contract increase is to request additional funds of \$1,369,810.22 through its original term expiring 11/13/2019. JEA underestimated the billable hours for this engagement by twenty percent (20%). JEA anticipated a transition of some supplemental employees provided by Aerotek to become JEA employees with the NextGen project. The transition process has taken longer than expected but has now identified its first wave of employees that will transition to become JEA employees. In addition, any disruption in scheduling is typically covered by supplemental staffing including weekends and storm events.

Overtime hours were not included in the original award amount. JEA has and will utilize a considerable amount of estimate overtime totaling \$632,055.64 of the \$1,369,810.22 contract increase that includes incurred and forecasted overtime through the end of the contract not previously accounted for in the award. Regular hourly rates will remain the same as the original award throughout the remainder of the contract. Overtime rates are paid at time and a half per industry standard. Any employee hourly rate increases require approval by JEA. Upon expiration, this contract will be replaced by the new Managed Service provider (MSP) contract and will transition the Aerotek employees under the new contract.

Request approval to award a contract increase to Aerotek, Inc., for supplemental staffing services in the residential customer contact center in the amount of \$1,369,810.22, for a new not to exceed amount of \$7,371,883.22, subject to the availability of lawfully appropriated funds.

**Director:** Bryant, James E. - Dir Customer Experience Centers  
**VP:** Stewart, Kerri - VP & Chief Customer Officer

**APPROVALS:**

 5/30/19  
Chairman, Awards Committee Date

 5/30/19  
Manager, Capital Budget Planning Date

**Formal Bid and Award System**

Award #7 May 30, 2019

**Type of Award Request:** CHANGE ORDER  
**Requestor Name:** May, Andrew R.  
**Requestor Phone:** (904) 665-4510  
**Project Title:** McDuff Water Treatment Plant (WTP) Wellfield Rehabilitation Project  
**Project Number:** 8003363  
**Project Location:** JEA  
**Funds:** Capital  
**Budget Estimate:** \$1,085,000.00

**Scope of Work:**

The scope of work to be performed consists of a testing and evaluation plan, well rehabilitation, wellhead final detailed design, bid phase, engineering support services during construction and acceptance testing for the McDuff Water Treatment Plant (WTP) Wellfield Rehabilitation project.

This project impacts the following JEA Measures of Value:

- Customer Value: This project insures the supply of potable water to customers.
- Environmental Value: Allows JEA to put less stress on the South Grid Consumptive Use Permit (CUP) by supplying water from the North Grid.

**JEA IFB/RFP/State/City/GSA#:** 017-15  
**Purchasing Agent:** Kruck, Daniel R.  
**Is this a Ratification?:** NO

**RECOMMENDED AWARDEE(S):**

Name	Contact Name	Email	Address	Phone	Amount
JACOBS ENGINEERING GROUP INC.	Mike Dykes	mike.dykes@jacobs.com	200 W Forsyth Street, Suite 1520, Jacksonville FL 32202	(904) 442-2286	\$1,681,345.00

**Amount of Original Award:** \$2,130,215.00  
**Date of Original Award:** 06/11/2015  
**Change Order Amount:** \$1,681,345.00  
**New Not-To-Exceed Amount:** \$3,811,560.00  
**Length of Contract/PO Term:** Project Completion  
**Begin Date (mm/dd/yyyy):** 06/11/2015  
**End Date (mm/dd/yyyy):** Project Completion (Expected: March 2021)  
**JSEB Requirement:** Five Percent (5%) Evaluation Criteria

**Comments on JSEB Requirements:**Original Award:

Complete Services (Well Drilling) – 20%  
Meskel & Associates (Geotechnical) – 1%  
Clarson & Associates (Survey) – 1%

This Change Order:

Complete Services (Well Investigation/Rehab) – 56.56%



RE Holland (Survey) – 1.6%

**Background/Recommendations:**

Originally approved by Awards Committee on 06/11/2015 in the amount of \$2,130,215.00 to CH2M Hill Engineering. A copy of the original award is attached as backup. CH2M Hill Engineering has since merged with Jacobs Engineering Group Inc. This merger has not affected the staff assigned to this project. This project, as well as the Fairfax WTP wells were bid together, but awarded under separate contracts for budget and project tracking purposes.

This contract was set up as a program to allow engineering and well drilling work, managed by Jacobs and their sub, Complete Services (well driller), prior to the start of the rehabilitation/construction of the wellheads. This change order request is to add engineering services for the rehabilitation of three additional wells and wellheads to the scope of work. The construction of the wellhead improvement will then be performed by Sawcross, Inc. under a previously awarded, unit-price contract. The rehabilitation of these three additional wells is necessary to meet the growing water demands in the South Grid. JEA used the original negotiated hourly rates increased by a CPI adjustment to develop the award amount for this new scope of work. The change order quote is attached as backup. A new budget trend has been submitted and approved for this change order.

**Project Budget and Schedule Details:**

- Original Project Budget: \$2,921,000.00
  - Engineering Estimate: \$1,085,000.00
  - Construction Estimate: \$1,243,000.00
  - JEA Services Cost: \$593,000.00
- Revised Project Budget (100% Design): \$4,970,000.00
  - Engineering Estimate: \$2,130,215.00
  - Construction Estimate: \$2,721,785.00
  - JEA Services Cost: \$118,000.00
- Estimate at Completion: \$8,817,697.00
  - Engineering Cost: \$3,811,560.00
  - Construction Cost Estimate: \$4,729,000.00
  - JEA Services Cost: \$277,500.00
- Original Schedule:
  - Engineering Completion: December 2017
  - Construction Completion: July 2018
- Revised Schedule:
  - Engineering Completion: June 2020
  - Construction Completion: March 2021

**Major Changes/Issues:**

The original planning budget was based on older cost estimates from O&M rehabilitations and JEA added three additional wells to the scope of work after the planning budget was completed. As each well investigation was completed, the construction budget was increased accordingly and during this time commodity prices increased, resulting in increased construction costs. The project schedule has lengthened because the investigation of the wells took longer than expected due to the condition of the wells when the project started. The addition of these three additional wells will increase the project schedule by thirteen months.

Request approval to award a change order to Jacobs Engineering Group Inc. for additional engineering and services during construction for the McDuff Water Treatment Plant Wellfield Rehabilitation project in the amount of \$1,681,345.00, for a new not-to-exceed amount of \$3,811,560.00, subject to the availability of lawfully appropriated funds.

**Manager:** Phillips, Brian R. - Mgr W/WW Project Management  
**Director:** Conner, Sean M. - Dir W/WW Project Engineering & Construction  
**VP:** Calhoun, Deryle I. - VP/GM Water Wastewater Systems

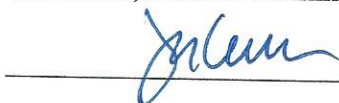
**APPROVALS:**



5/30/19

Chairman, Awards Committee

Date



05-30-19

~~Manager, Capital Budget Planning~~

Date

VP/GM W/WW



## Formal Bid and Award System

Award #8 May 30, 2019

**Type of Award Request:** CHANGE ORDER  
**Requestor Name:** May, Andrew R.  
**Requestor Phone:** (904) 665-4510  
**Project Title:** Fairfax Water Treatment Plant (WTP) Wellfield Rehabilitation Project  
**Project Number:** 8002473  
**Project Location:** JEA  
**Funds:** Capital  
**Budget Estimate:** \$1,309,000.00

**Scope of Work:**

The scope of work to be performed consists of a testing and evaluation plan, wellhead final detailed design, bid phase, engineering support services during construction and acceptance testing for the Fairfax Water Treatment Plant (WTP) Wellfield Rehabilitation project.

This project impacts the following JEA Measures of Value:

- Customer Value: This project insures the supply of potable water to customers.
- Environmental Value: Allows JEA to put less stress on the South Grid Consumptive Use Permit (CUP) by backing up the Main Street WTP and allow Main Street to be dedicated to pumping to the South Grid.

**JEA IFB/RFP/State/City/GSA#:** 017-15

**Purchasing Agent:** Kruck, Daniel R.

**Is this a Ratification?:** NO

**RECOMMENDED AWARDEE(S):**

Name	Contact Name	Email	Address	Phone	Amount
JACOBS ENGINEERING GROUP INC	Mike Dykes	mike.dykes@jacobs.com	200 W Forsyth Street, Suite 1520, Jacksonville FL 32202	(904) 442-2286	\$317,132.00

**Amount of Original Award:** \$1,990,000.00  
**Date of Original Award:** 06/11/2015  
**Change Order Amount:** \$317,132.00  
**New Not-To-Exceed Amount:** \$2,307,132.00  
**Length of Contract/PO Term:** Project Completion  
**Begin Date (mm/dd/yyyy):** 06/11/2015  
**End Date (mm/dd/yyyy):** Project Completion (Expected: May 2020)  
**JSEB Requirement:** Five Percent (5%) Evaluation Criteria

**Comments on JSEB Requirements:**
Original Award

Complete Services (Well Drilling) – 20%  
 Meskel & Associates (Geotechnical) – 1%  
 Clarson & Associates (Survey) – 1%%



### This Change Order

Complete Services (Well Rehab) – 33.33%

RE Holland (Survey) – 2.53%

### **Background/Recommendations:**

Originally approved by Awards Committee on 06/11/2015 in the amount of \$1,990,000.00 to CH2M Hill Engineering. A copy of the original award is attached as backup. CH2M Hill Engineering has since merged with Jacobs Engineering Group Inc. This merger has not affected the staff assigned to this project. This project, as well as the McDuff WTP wells were bid together, but awarded under separate contracts for budget and project tracking purposes.

This contract was set up as a program to allow engineering and well drilling work, managed by Jacobs and their sub, Complete Services (well driller), prior to the start of the rehabilitation/construction of the wellheads. This change order request is to add engineering services for the rehabilitation of an additional well and wellhead to the scope of work. The construction of the wellhead improvement will then be performed by Sawcross, Inc. under a previously awarded, unit-price contract. The rehabilitation of this additional well is necessary to meet the growing water demands in the South Grid. JEA used the original negotiated hourly rates increased by a CPI adjustment to develop the award amount for this new scope of work. The change order quote is attached as backup. A new budget trend has been submitted and approved for this change order.

### Project Budget and Schedule Details:

- Original Project Budget: \$3,398,000.00
  - Engineering Estimate: \$1,309,000.00
  - Construction Estimate: \$1,365,000.00
  - JEA Services Cost: \$824,000.00
- Revised Project Budget (100% Design): \$4,063,000.00
  - Engineering Estimate: \$1,990,000.00
  - Construction Estimate: \$1,878,000.00
  - JEA Services Cost: \$195,000.00
- Estimate at Completion: \$4,651,485.00
  - Engineering Cost: \$2,307,132.00
  - Construction Cost Estimate: \$2,220,000.00
  - JEA Services Cost: \$124,353.00
- Original Schedule:
  - Engineering Completion: May 2019
  - Construction Completion: May 2020
- Revised Schedule:
  - Engineering Completion: October 2019
  - Construction Completion: May 2020

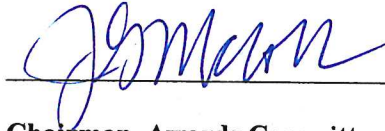
### Major Changes/Issues:

The original planning budget was based on older cost estimates from O&M rehabilitations. As each well investigation was completed the construction budget was increase accordingly and during this time commodity prices increased resulting in increased construction costs. The project schedule has lengthened because the investigation of the wells took longer than expected due to the condition of the wells when the project started. The addition of these additional wells will increase the project schedule by eleven months.

Request approval to award a change order to Jacobs Engineering Group Inc. for additional engineering and services during construction for the Fairfax Water Treatment Plant (WTP) Wellfield Rehabilitation project in the amount of \$317,132.00, for a new not-to-exceed amount of \$2,307,132.00, subject to the availability of lawfully appropriated funds.

**Manager:** Phillips, Brian R. - Mgr W/WW Project Management  
**Director:** Conner, Sean M. - Dir W/WW Project Engineering & Construction  
**VP:** Calhoun, Deryle I. - VP/GM Water Wastewater Systems

**APPROVALS:**

 5/30/19

Chairman, Awards Committee

Date

 5/30/19

Manager, Capital Budget Planning

Date

**Formal Bid and Award System**

Award #9 May 30, 2019

**Type of Award Request:** RESCIND  
**Request #:** 6482  
**Requestor Name:** Smith, Thaliah  
**Requestor Phone:** (904) 665-8165  
**Project Title:** Sand/Grit Channel Cleaning and Hauling Service at Buckman Water Reclamation Facility (WRF)  
**Project Number:** N/A  
**Project Location:** JEA  
**Funds:** O&M  
**Award Estimate:** N/A

**Scope of Work:**

The purpose of this Invitation to Negotiate (the "ITN") is to evaluate and select a vendor that can provide JEA Water Reclamation Facility grit and sand removal, channel Cleaning Services (the "Work" or "Services") and provide the best value to JEA. "Best Value" means the highest overall value to JEA with regards to pricing, quality, design, and workmanship.

The scope of work includes, but is not limited to, industrial services to clean/remove and dispose of approximately two thousand four hundred (2,400) tons of sand and grit annually from the sand/grit channels at Buckman Water Reclamation Facility located at 2400 Talleyrand Ave., Jacksonville, Florida 32206. Buckman WRF has six (6) open-air sand/grit channels that are approximately two hundred (200) feet long by eight (8) feet wide with walls that are ten (10) feet tall. JEA requires three (3) channels to be cleaned at a time, quarterly, which is approximately six hundred (600) tons of sand/grit. Therefore, all six (6) channels will be cleaned twice a year.

**JEA IFB/RFP/State/City/GSA#:** 051-19  
**Purchasing Agent:** Lovgren, Rodney D.  
**Is this a Ratification?:** NO

**BIDDERS:**

Name	Amount
US SUBMERGENT TECHNOLOGIES	N/A
HYDRO INTERNATIONAL	N/A
UNIVERSAL SERVICES	N/A

**Background/Recommendations:**

Advertised 03/08/2019. Three (3) vendors attended the optional pre-bid meeting held on 03/18/2019. At Bid opening on 04/02/2019, JEA received three (3) Responses. JEA allowed all three (3) companies to participate in the Best and Final Offers, which were submitted on 05/02/2019.

JEA brought all three (3) companies in and discussed the work approach and options to improve prices. JEA elected to remove the responsibility of trucking sand and grit materials to the landfill from the Bidders scope of services in an effort to improve the overall price to JEA. As the participants noted, the material handling and trucking portion of the work was a cost driver and an added inefficiency for which the Bidders had to



build in additional cost. JEA's contract for waste hauling off the Buckman Water Reclamation facility pad is less than any of the participants' prices for the same scope of service.

Even with the removal of the scope of services, the Respondents prices are over JEA's cost to perform the work in house.

This request is to rescind the solicitation and continue to perform the work in-house.

051-19 – Request approval to rescind the solicitation for Sand/Grit Channel Cleaning and Hauling Service at Buckman WRF, and reject all Responses.

**Manager:** Durrett, Michael E. - Mgr Wastewater Treatment and Reuse

**Director:** Vu, Hai X. - Dir W/WW & Reuse Treatment

**VP:** Calhoun Jr., Deryle I. - VP/GM Water Wastewater Systems

**APPROVALS:**



5/30/19

**Chairman, Awards Committee**

**Date**

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**Manager, Capital Budget Planning**

**Date**

**Formal Bid and Award System**

Award #10 May 30, 2019

**Type of Award Request:** PROPOSAL (RFP)  
**Requestor Name:** Hallock, Peter C. - Randstad  
**Requestor Phone:** (904) 665-8689  
**Project Title:** Beverly Hills East Septic Tank Phase-Out Project - Engineering Design and Permitting  
**Project Number:** 8005629  
**Project Location:** JEA  
**Funds:** O&M & Capital  
**Award Estimate:** \$850,000.00

**Scope of Work:**

Provide engineering services for preliminary design, final design, permitting, and bid phase services for the Beverly Hills East Septic Tank Phase-Out Area. This project will serve approximately 259 lots. The scope of work includes design of individual connections to each home and proper abandonment of existing septic tanks. The scope also includes work to replace the existing asbestos cement, galvanized and cast iron water mains and the design of an offsite force main required to connect the neighborhood to JEA sewer services. The engineering services to be provided include surveying and geotechnical investigation. This is a joint project with the City of Jacksonville created under ordinance 2016-490 to reduce the nitrogen and phosphorus levels going into impacted waterways.

This project will affect the following JEA Measures of Value:

- Customer Value: This project will provide customers with reliable water and wastewater services
- Community Impact Value: This project will provide the opportunity for those without water/wastewater service to connect to JEA's system at no cost
- Environmental Value: This project will connect customers to JEA's wastewater system allowing for septic tanks to be abandoned that may have caused environmental damage to the St. Johns River
- Financial Value: This project will connect new customers to JEA's water/wastewater service providing additional revenues

**JEA IFB/RFP/State/City/GSA#:** 082-17  
**Purchasing Agent:** Kruck, Daniel Robert (Dan)  
**Is this a Ratification?:** NO

**RECOMMENDED AWARDEE(S):**

Name	Contact Name	Email	Address	Phone	Amount
ENGLAND-THIMS & MILLER INC.	Robert Kermitz	kermitzr@etminc.com	14775 Old St Augustine Rd, Jacksonville, FL 32258	(904) 265-3112	\$1,444,689.00

**Amount for entire term of Contract/PO:** \$1,444,689.00  
**Award Amount for remainder of this FY:** \$985,183.62  
**Length of Contract/PO Term:** Project Completion  
**Begin Date (mm/dd/yyyy):** 05/31/2019  
**End Date (mm/dd/yyyy):** Project Completion (Estimated May 2020)  
**JSEB Requirement:** Twenty Percent (20%) Evaluation Criteria Goal

**Comments on JSEB Requirements:**

Baldwin's Quality Plumbing – Septic Tank Location/Parcel Design – 2.46%  
Meskel & Associates Inc. – Geotechnical – 6.7%  
Peters & Yaffee Inc. – MOT Engineering – 6.28%  
Acuity Design Group – Public Outreach/Coordination – 0.76%  
Total JSEB Participation = 16.2%

**BIDDERS:**

Name	Amount	Rank
ENGLAND-THIMS & MILLER INC.	\$1,444,689.00	1
DEWBERRY ENGINEERS INC.	N/A	2
J COLLINS ENGINEERING ASSOCIATES LLC	N/A	3
JONES EDMUNDS ENGINEERING INC.	N/A	4
CMTS	N/A	5

**Background/Recommendations:**

Advertised on 03/20/2017. Nine (9) companies attended the mandatory pre-proposal meeting on 04/07/2017. JEA received nine (9) Proposals for the Phase 1 qualification section of the RFP. The public evaluation meeting for Phase 1 was held on 08/09/2017. The top six (6) firms were shortlisted for selection to move into Phase 2.

On 05/08/2018, JEA issued an addendum requesting Phase 2 RFP proposals for the Beverly Hills project to the shortlisted companies. The Beverly Hills neighborhood, the second project area of this program, was split into two geographic areas, East and West, in order to reduce the engineering design timeframe required prior to construction. At the Phase 2 Proposal opening on 06/05/2018, JEA received ten (10) Proposals; five (5) for Beverly Hills West and five (5) for Beverly Hills East. One shortlisted firm chose not to submit proposals due to the value of previous work evaluation section in the Phase 2 scoring.

The Phase 2 public evaluation meeting for the Beverly Hills East project was held on 12/06/2018, and JEA deemed England-Thims & Miller Inc. as the most qualified to perform the work. A copy of the evaluation matrix is attached as backup.

The negotiated total proposed engineering fee is based on hourly rates for a not-to-exceed amount of \$1,444,689.00. This fee includes design, permitting, and bidding services. A copy of the negotiated fee is attached. Once the design is completed, a fee for construction management services will be negotiated with England-Thims & Miller Inc. and brought back to the Awards Committee for approval. Cost savings of \$140,891.00 from the original proposed price were realized through negotiations. A budget trend is not required for this award.

The award amount includes \$177,382.00 for engineering services to replace asbestos cement and galvanized water main pipe that is located within the Beverly Hills East footprint as part of the galvanized pipe replacement project.

**Project Budget and Schedule Details:**

- 2016 Original Project Budget (Beverly Hills East Neighborhood): \$6,079,000.00
  - Original Engineering Budget: \$850,000.00
  - Original Construction Budget: \$5,080,000.00
  - Original JEA Costs: \$149,000.00
- Revised Project Budget: \$12,875,425.00
  - Revised Engineering Budget: \$1,444,689.00
  - Revised Construction Budget: \$11,300,000.00
  - Revised JEA Costs: \$130,736.00
- Original Schedule:
  - Engineering Completion: February 2020
  - Construction Completion: August 2021



- Revised Schedule:
  - Engineering Completion: May 2020
  - Construction Completion: November 2021

Major Issues/Changes:

Schedule was delayed when Beverly East RFP was held pending Beverly West award. Original project budget was doubled from the 2016 estimate due the scope addition of on-site water main replacements and off-site force main design, as well as commodity price increases. JEA added the on-site water main replacements to this scope work to reduce costs associated with restoration efforts. JEA did not make a final determination of the point of connection to the JEA sewer system until after this project was originally planned resulting in the need to add the off-site force main design to this scope of work.

082-17 - Request approval to award a contract to England-Thims & Miller Inc. for engineering services for the Beverly Hills East Septic Tank Phase-Out project in the amount of \$1,444,689.00, subject to the availability of lawfully appropriated funds.

**Manager** Sulayman, Mickhael S. - Mgr, Joint Agency Projects  
**Director:** Marshall, Raynetta C. - Dir, WWW Planning & Development  
**VP:** McInall, Steven G. - VP & Chief Energy & Water Planning

**APPROVALS:**

 5/30/19

Chairman, Awards Committee Date

 5/30/19

Manager, Capital Budget Planning Date

**Formal Bid and Award System**

Award #13 May 30, 2019

**Type of Award Request:** INVITATION TO NEGOTIATE (ITN)  
**Request #:** 6477  
**Requestor Name:** Keeler, Jessica  
**Requestor Phone:** (904) 665-6403  
**Project Title:** Miscellaneous Electrical Items for JEA Inventory Stock  
**Project Number:** Various  
**Project Location:** JEA  
**Funds:** Inventory Blanket Account  
**Budget Estimate:** \$4,056,088.94

**Scope of Work:**

The purpose of this Invitation to Negotiate (ITN) is to solicit pricing for eight hundred and forty five (845) Miscellaneous Electrical Items for JEA Inventory Stock. The primary use of these items are to support the operations of JEA and can be best described as general electrical items ranging from meter locking rings to bushings and capacitor banks. During 2018, the annual spend for these items was \$1,151,709.16. Our current inventory balance for the items found in this solicitation is \$1,598,465.08, with the average current lead-time of over (4) weeks depending upon the item.

This award impacts the following three (3) JEA Measures of Value:

- Customer Value – Ensures JEA can continue to efficiently and effectively operate the electric network grid
- Community Impact Value – Minimizes network outages by ensuring a consistent flow of materials from strategic supply chain partners
- Financial Value – Reduces operating expenses for these items and optimize the supplier portfolio for this commodity category

**JEA IFB/RFP/State/City/GSA#:** 070-19  
**Purchasing Agent:** Roddy, Colin Patrick  
**Is this a Ratification?:** No

**RECOMMENDED AWARDEES:**

Name	Vendor Contact	Email	Address	Phone	Amount
STUART C IRBY CO.	Erich Ewoldt	<a href="mailto:ewoldt@irby.com">ewoldt@irby.com</a>	38 Skyline Drive, Lake Mary, FL 32746	407-415-6268	\$2,257,957.16
ANIXTER INC.	Renee Lackey	<a href="mailto:renee.lackey@anixter.com">renee.lackey@anixter.com</a>	3881 Old Winter Garden Road, Orlando, FL 32805	407-204-7304	\$674,572.82
ELECTRIC SUPPLY INC.	Chris Burns	<a href="mailto:chris.burns@electricssupplyinc.com">chris.burns@electricssupplyinc.com</a>	4407 N Manhattan Ave, Tampa, FL 33614	813-879-0049	\$309,212.41

WESCO DISTRIBUTION INC.	Ashely Cirlot	<a href="mailto:acirlot@wesco.com">acirlot@wesco.com</a>	5971 Pershing Ave, Orlando, FL 32822	407-434-4025	\$210,549.91
GRESKO SUPPLY INC.	Chris Therien	<a href="mailto:christopher.therien@gresko.com">christopher.therien@gresko.com</a>	6421 County Road 219, Wildwood, FL 34785	352-446-7536	\$205,074.70
ENGLEWOOD ELECTRICAL SUPPLY	Joseph Love	<a href="mailto:jlove@eescodist.com">jlove@eescodist.com</a>	6500 Bowdendale Ave, Jacksonville, FL 32216	904-731-5900	\$139,698.12
BECKWITH ELECTRIC CO INC.	Sem Sourn	<a href="mailto:ssourn@beckwithelectric.com">ssourn@beckwithelectric.com</a>	6190 118 <sup>th</sup> Ave N, Largo, FL 33773	727-541-9530	\$32,024.00
LAWSON PRODUCTS	Michael Cook	<a href="mailto:Michael.cook@lawsonproducts.com">Michael.cook@lawsonproducts.com</a>	938 Brook Hollow Court, Orange Park, FL 32065	904-575-1634	\$9,152.23

**Amount for entire term of Contract/PO:** \$3,838,241.35

**Award Amount for remainder of this FY:** \$1,008,625.37

**Length of Contract/PO Term #1:** One (1) Year w/ No Renewals (211 Items)

**Length of Contract/PO Term #2:** Five (5) Years w/ No Renewals (499 Items)

**Begin Date (mm/dd/yyyy):** 05/30/2019

**End Date #1 (mm/dd/yyyy):** 05/29/2020 (211 Items)

**End Date #2 (mm/dd/yyyy):** 05/29/2024 (499 Items)

**Renewal Options:** No Renewals

**JSEB Requirement:** N/A - Optional

**BIDDERS:**

Name	Initial Low Priced Items	Original Bid Value	BAFO Low Priced Items	BAFO Bid Value	BAFO Awarded Amount
STUART C IRBY CO.	67	\$2,495,967.80	63	\$2,495,967.80	\$2,257,957.16
ANIXTER INC.	150	\$3,154,158.10	176	\$3,132,865.33	\$674,572.82
ELECTRIC SUPPLY INC.	109	\$2,693,820.54	192	\$2,554,691.17	\$309,212.41
WESCO DISTRIBUTION INC	159	\$1,575,798.25	38	\$1,575,789.50	\$210,549.91
GRESKO SUPPLY INC	10	\$592,984.30	10	\$465,151.65	\$205,074.70
ENGLEWOOD ELECTRICAL SUPPLY	169	\$3,102,165.27	194	\$3,049,836.16	\$139,698.12
BECKWITH ELECTRIC CO INC	4	\$32,024.00	4	\$32,024.00	\$32,024.00
LAWSON PRODUCTS	26	\$21,709.19	32	\$10,279.02	\$9,152.23
RELIANCE SUPPLY	9	\$30,768.03	0	\$30,768.03	\$0.00

**Background/Recommendation:**

Advertised 02/27/2019. Seven (7) vendors attended the optional pre-response meeting on 03/14/2019. At Response opening on 04/02/2019, JEA received nine (9) Responses.

In order to leverage JEA's spend for Miscellaneous Electrical Items included in JEA Inventory, the internal team initially identified eight hundred and forty five (845) items deemed to be a good fit to be included in this initiative. During the last 12 months, most of these items were purchased on spot buy purchases through twenty-one different vendors.



The evaluation criteria for this bid was that the total lowest cost provider for each respective item would win, as long as the minimum qualifications were met and they quoted the correct JEA approved manufacturer and manufacturer part number. After the initial evaluations were complete, it was determined that reducing the term period from five (5) years to one (1) year for 344 of the 845 items was determined to be in the best interest of JEA. JEA was expected to see an estimated cost increase of \$298,304.20 if an award(s) were made from the initial proposals. However through the ITN discussions with vendors, it was clear that these higher costs were contributed to pricing risk factored into the quoted prices do to general market concerns which led to a change in sourcing strategy.

After the BAFO evaluations were complete, Stuart C. Irby CO, Anixter Inc., Electric Supply Inc., Wesco Distribution, Inc., Gresco Supply, Inc., Englewood Electrical Supply, Beckwith Electric Co, Inc., and Lawson Products were determined to be the vendors that provided the lowest cost to JEA for this work scope for 710 items. There will not be an award made for 135 of the items as no vendors submitted unit pricing during the BAFO round.

Through aggregation of items and competitive bidding, JEA will realize an estimated cost savings via unit price decreases totaling \$217,846.89, or 6.23%. The savings included a BAFO reduction of \$352,022.82. Unit pricing for the contract(s) will be adjusted monthly in accordance with the changes to Aluminum, Copper, and Plastic & Resins metal market indexes obtained from PLATTS Metals Week (Aluminum & Copper) and the Bureau of Labor Statistics (Plastic & Resins).

Procurement tracks two different types of savings. The total cost difference is comparing the current pricing with the proposed pricing (+/-). The total sourcing savings is determined by negotiations, BAFO savings and value added savings. Below is the breakdown:

- **Total cost difference:** \$217,846.89 (unit price savings) = \$217,846.89
- **Total sourcing savings:** \$134,175.93 BAFO savings

The total savings for the one (1) year and five (5) year term items was determined by adding the total cost difference and total sourcing savings together to equal \$352,022.82.

By working holistically, the internal team was able to meet its target goals of lowering the total cost of ownership for these inventory items, ensuring external competition, improving the procurement process, and reducing supply chain risk.

070-19 - Request approval to award a contract to Stuart C Irby CO. (\$2,527,957.16), Anixter Inc. (\$674,572.82), Electric Supply Inc. (\$309,212.41), Wesco Distribution, Inc. (\$210,549.91), Gresco Supply Inc. (\$205,074.70), Englewood Electrical Supply CO (\$139,698.12), Beckwith Electric Co, Inc. (\$32,024.00), and Lawson Products (\$9,152.23) for the supply of Miscellaneous Electrical Items carried in JEA's inventory stock in the amount of \$3,838,241.35, subject to the availability of lawfully appropriated funds.

**Manager:** Pearson, Kenny – Procurement Category Manager  
**Director:** McCollum, Jenny – Director, Procurement Services  
**VP:** McCarthy, John P. – VP Logistics & Chief Supply Chain Officer

**APPROVALS:**

	
Chairman, Awards Committee	Date
	
Manager, Capital Budget Planning	Date