

JEA AWARDS COMMITTEE

May 21, 2020 MEETING MINUTES

The JEA procurement Awards Committee met on May 21, 2020, via WebEx

WebEx Meeting Number (access code): 474 922 168

WebEx Password: JEAAwardsMeeting.

Members in attendance were Jenny McCollum as Chairperson, Laure Whitmer as Budget Representative, Julie Davis as Office of General Counsel Representative; with Alan McElroy, Joe Orfano, Shawn Eads, Deryle Calhoun, and Caren Anders as voting Committee Members.

Chair McCollum called the meeting to order at 10:00 a.m., introduced the Awards Committee Members, and confirmed that there was a quorum of the Committee membership present.

Chair McCollum announced that the meeting was being held remotely to slow the spread of the Covid-19 virus and to encourage social distancing and that pursuant to Governor DeSantis' Executive Order 20-69, local governments were allowed to hold public meetings using communications media technology rather than in a physical location. She stated that the JEA Awards Committee meeting was being held by virtual means via WebEx which allows interested persons to view and participate in the meeting remotely. Additionally, Chair McCollum and Shawn Eads reviewed the WebEx meeting instructions and how public comment would be received and taken during the meeting.

Public Comments:

Chair McCollum recognized the public comment speaking period and opened the meeting floor to public comments. No public comments were provided by email, phone or videoconference.

Awards:

Chair McCollum verbally presented the Committee Members the proposed May 14, 2020 minutes contained in the board packet.

MOTION: Deryle Calhoun made a motion to approve the May 07, 2020 minutes (Award Item 1). The motion was seconded by Joe Orfano and approved unanimously by the Awards Committee (5-0).

The Committee Members reviewed and discussed the following Awards Items 2-4, 6-7:

2. 033-20 - Request approval to rescind this solicitation, and reject all Responses received in anticipation of rebidding.

MOTION: Shawn Eads made a motion to approve Award Item 2 as presented in the board packet. The motion was seconded by Caren Anders and approved unanimously by the Awards Committee (5-0).

3. Request approval to award a contract to the developer, Sonoc Company LLC, for the construction of the water main and reclaimed water main by John Woody, Inc. for Nocatee Crosswater Pkwy Ext 2 in the amount of \$437,405.00, subject to the availability of lawfully appropriated funds.

MOTION: Deryle Calhoun made a motion to approve Award Item 3 as presented in the board packet. The motion was seconded by Caren Anders and approved unanimously by the Awards Committee (5-0).

4. Request approval to award a contract to the developer, Sonoc Company LLC, for the construction of the water main and reclaimed water main by John Woody, Inc. for Nocatee Crosswater Pkwy Ext 3 in the amount of \$594,750.00, subject to the availability of lawfully appropriated funds.

MOTION: Alan McElroy made a motion to approve Award Item 4 as presented in the board packet. The motion was seconded by Shawn Eads and approved unanimously by the Awards Committee (5-0).

6. 054-20 – Request approval to award one (1) contract for the installation of eight (8) generators to Zabatt Power Systems in the amount of \$995,591.02, subject to the availability of lawfully appropriated funds.

MOTION: Joe Orfano made a motion to approve Award Item 6 as presented in the board packet. The motion was seconded by Alan McElroy and approved unanimously by the Awards Committee (5-0). Deryle Calhoun made a motion to rescind the approval. The motion to rescind was seconded by Caren Anders and approved unanimously by the Awards Committee (5-0). Joe Orfano made a motion to approve Award Item 6 as presented in the board packet subject to budget approval. The motion was seconded by Deryle Calhoun and approved unanimously by the Awards Committee (5-0).

7. 031-20 – Request approval to award a contract to Liquid Solutions Group, LLC, for consulting services for Program Manager - Water Supply Planning and Advocacy in the amount of \$1,500,000.00, subject to the availability of lawfully appropriated funds.

MOTION: Deryle Calhoun made a motion to approve Award Item 7 as presented in the board packet. The motion was seconded by Shawn Eads and approved unanimously by the Awards Committee (5-0).

Informational Item:

No informational items were presented to the Awards Committee.

Ratifications:

No ratifications were presented to the Awards Committee for consideration.

Public Comments:

No additional public comment speaking period was taken.

Adjournment:

Chair McCollum adjourned the meeting at 10:35 a.m.

NOTE: These minutes provide a brief summary only of the Awards Committee meeting. For additional detail regarding the content of these minutes or discussions during the meeting, please review the meeting

recording. The recording of this meeting as well as other relevant documents can be found at the link below: [https://www.jea.com/About/Procurement/Awards Meeting Agendas and Minutes/](https://www.jea.com/About/Procurement/Awards_Meeting_Agendas_and_Minutes/)

AWARDS COMMITTEE AGENDA

DATE: Thursday, May 21, 2020
TIME: 10:00 A.M.
PLACE: WebEx/Teleconference
WebEx Meeting Number (access code): 474 922 168
WebEx Password: JEAAwardsMeeting

Public Comments:

Awards:

1. Approval of the minutes from the last meeting (05/14/2020).
2. 033-20 - Request approval to rescind this solicitation, and reject all Responses received in anticipation of rebidding.
3. Request approval to award a contract to the developer, Sonoc Company LLC, for the construction of the water main and reclaimed water main by John Woody, Inc. for Nocatee Crosswater Pkwy Ext 2 in the amount of \$437,405.00, subject to the availability of lawfully appropriated funds.
4. Request approval to award a contract to the developer, Sonoc Company LLC, for the construction of the water main and reclaimed water main by John Woody, Inc. for Nocatee Crosswater Pkwy Ext 3 in the amount of \$594,750.00, subject to the availability of lawfully appropriated funds.
5. **DEFERRED** - Request approval to award a three (3) year contract to Schweitzer Engineering Laboratories, Inc. for the supply of relays and services for transmission and distribution services in the amount of \$3,092,628.96, subject to the availability of lawfully appropriated funds.
6. 054-20 – Request approval to award one (1) contract for the installation of eight (8) generators to Zabatt Power Systems in the amount of \$995,591.02, subject to the availability of lawfully appropriated funds.
7. 031-20 – Request approval to award a contract to Liquid Solutions Group, LLC, for consulting services for Program Manager - Water Supply Planning and Advocacy in the amount of \$1,500,000.00, subject to the availability of lawfully appropriated funds.

Informational Item: N/A

Open Discussion: N/A

Public Notice: N/A

General Business: N/A

SPECIAL NOTES: Copies of the above items are available in JEA Procurement, if needed for review. If a person decides to appeal any decision made by the Awards Committee, with respect to any matter considered at this meeting, that person will need a record of the proceedings, and, for such purpose, needs to ensure that a verbatim record of the proceedings is made, which record includes the evidence and testimony upon which the appeal is to be based. If you have a disability that requires reasonable accommodations to participate in the above meeting, please call 665-8625 by 8:30 a.m. the day before the meeting and we will provide reasonable assistance for you.

05-21-2020 Awards Committee

<u>Award #</u>	<u>Type of Award</u>	<u>Business Unit</u>	<u>Estimated/ Budgeted Amount</u>	<u>Amount</u>	<u>Awardee</u>	<u>Term</u>	<u>Summary</u>
1	Minutes	N/A	N/A	N/A	N/A	N/A	Approval of minutes from the 05/14/2020 meeting.
2	Rescind	Calhoun	\$500,000.00	N/A	N/A	N/A	<u>Dewatering Centrifuge Unit</u>
3	Miscellaneous	McInall	\$611,999.00	\$437,405.00	Sonoc Company LLC/John Woody, Inc.	Project Completion	<u>2020-0594 Nocatee Crosswater Pkwy Ext 2</u> The developer requested Bids for the utility work (JEA portion) and the project was awarded based upon the lowest lump sum total John Woody, Inc. being the lowest bidder at \$437,405.00. This is \$174,594.00 or approx. 28.5% less than JEA's estimate.
4	Miscellaneous	McInall	\$875,664.00	\$594,750.00	Sonoc Company LLC/John Woody, Inc.	Project Completion	<u>2020-0594 Nocatee Crosswater Pkwy Ext 3</u> The developer requested bids for the utility work (JEA portion) and the project was awarded based upon the lowest lump sum total. John Woody, Inc. being the lowest bidder at \$594,750.00. This is \$280,914.00.00 or approx. 32.1% less than JEA's estimate.
5 - Defer	Defer	Defer	Defer	Defer	Defer	Defer	Defer
6	Invitation To Negotiate (ITN) 2 Respondents	Eads	\$ 914,547.84	\$995,591.02	Zabatt Power Systems	Project Completion	<u>Purchase and Installation of Generators for JEA Communication Tower Sites</u> FY 20 - \$995,591.02
7	Request For Proposal (RFP) 2 Respondents	Steinbrecher	\$1,500,000.00	\$1,500,000.00	Liquid Solutions Group, LLC	Five (5) Years w/Two (2) – One (1) Yr. Renewals	<u>Program Manager - Water Supply Planning and Advocacy</u> For hydrologic modeling, water supply planning, ecological, water resource evaluation and permit support and other services as required.
Total Award				\$3,527,746.02			



Formal Bid and Award System

Award #2 May 21, 2020

Type of Award Request: RESCIND
Requestor Name: Smith, Thaliah D., Contract Specialist
Requestor Phone: (904) 665-8165
Project Title: Dewatering Centrifuge Unit
Project Number: N/A
Project Location: JEA
Funds: Capital
Award Estimate: \$500,000.00
Scope of Work:

The purpose of this Invitation to Negotiate (the "ITN") is to evaluate and select a vendor that can provide a new or remanufactured skid mounted dewatering centrifuge unit and provide the best value to JEA (the "Work" or "Services"). "Best Value" means the highest overall value to JEA with regards to pricing, quality, design, and workmanship.

IFB/RFP/State/City/GSA#: 033-20
Purchasing Agent: Kruck, Daniel
Is this a Ratification?: NO
JSEB Requirement: N/A

BIDDERS:

Vendor Name	Amount
CENTRISYS	N/A

Background/Recommendations:

Advertised 02/26/2020. Three (3) prime companies attended the optional Pre-Response meeting held on 03/09/2020. At Response opening on 03/26/2020, JEA received one (1) Response. JEA received two (2) no-response letters stating that the companies did not have any new or refurbished centrifuges immediately available. JEA reviewed the specifications of the submitted centrifuge, and determined that it did not meet our technical specifications.

This request is to rescind with the intent to rebid. JEA will update the technical specifications for the rebid. All pricing will be held confidential for 12 months or, if earlier, such time as JEA provides notice of an intended decision concerning the reissued ITN or until JEA withdraws the reissued ITN.

033-20 - Request approval to rescind this solicitation, and reject all Responses received in anticipation of rebidding.

Manager: Ruiz, Melinda Michelle - Mgr Business Operations
Director: Vu, Hai X. - Dir W/WW & Reuse Treatment
VP: Calhoun, Deryle I. - VP/GM Water Wastewater Systems

APPROVALS:

 05/21/2020

Chairman, Awards Committee **Date**

Budget Representative **Date**



Formal Bid and Award System

Award #3 May 21, 2020

Type of Award Request: MISCELLANEOUS
Request #: 6828
Requestor Name: Davis, Deanna L. - Manager Development
Requestor Phone: (904) 665-8451
Project Title: 2020-0594 Nocatee Crosswater Pkwy Ext 2
Project Number: 167-W, 167-R, 167-S
Project Location: JEA
Funds: Capital
Award Estimate: \$611,999.00

Scope of Work:

This project is a Developer Agreement that includes approximately 1,200 linear feet (LF) of 16-inch water main, 300 LF of 12-inch water main, 1,480 LF of 16-inch reclaimed main, 350 LF of 12-inch reclaimed main, 1,500 LF of 6-inch force main.

Purchasing Agent: King, David

Is this a ratification?: NO

If yes, explain:

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
SONOC COMPANY LLC/JOHN WOODY, INC.	John Zachary Brecht	brechtz@etminc.com	c/o England-Thims & Miller, Inc., 14775 Old St. Augustine Rd. Jacksonville FL 32258	(904) 642-8990	\$437,405.00

Amount for entire term of Contract/PO: \$437,405.00
Award Amount for remainder of this FY: \$437,405.00
Length of Contract/PO Term: Project Completion
Begin Date (mm/dd/yyyy): 06/01/2020
End Date (mm/dd/yyyy): Project Completion (Estimated: August 2020)
JSEB Requirement: N/A-Developer reimbursement

BIDDERS:

Name	Amount
SONOC COMPANY LLC/JOHN WOODY, INC.	\$437,405.00
VALLENCOURT CONSTRUCTION CO INC.	\$472,530.00
R & B CONTRACTING INC.	\$592,750.00

Background/Recommendations:

The Nocatee Crosswater Pkwy Ext 2 project is part of the Developer and Utility Service Agreement dated December 6, 2004 and subsequent amendments, which outlines that certain JEA system improvements are reimbursable to the Developer. Per Exhibit D of the Agreement, JEA will reimburse the Developer, Sonoc Company LLC, for the improvements associated with the Nocatee Crosswater Pkwy Ext 2 project. This request includes approximately 1,200 LF of 16-inch water main, 300 LF of 12-inch water main, 1,480 LF of 16-inch reclaimed main, 350 LF of 12-inch reclaimed main, 1,500 LF of 6-inch force main.

The developer requested Bids for the utility work (JEA portion) and the project was awarded based upon the lowest lump sum total. All of the Bidders to the Sonoc Company, LLC are listed above, with John Woody, Inc. being the lowest Bidder at \$437,405.00. This is \$174,594.00, or approx. 28.5%, less than JEA's estimate and is deemed acceptable.

Request approval to award a contract to the developer, Sonoc Company LLC, for the construction of the water main and reclaimed water main by John Woody, Inc. for Nocatee Crosswater Pkwy Ext 2 in the amount of \$437,405.00, subject to the availability of lawfully appropriated funds.

Director: Zammataro, Robert J. (Rob) - Dir W/WW Planning & Development
VP: McInall, Steven G. - VP & Chief Energy & Water Planning

APPROVALS:

 _____ 05/21/2020

Chairman, Awards Committee **Date**

 _____ 5/21/2020

Budget Representative **Date**

PROPOSAL

(Official Bid Form)

FOR

**CROSSWATER PARKWAY EXTENSION TO PINE ISLAND ROAD PHASE 2
JEA WATER, FORCEMAIN AND REUSE IMPROVEMENTS**

FOR

SONOC COMPANY, LLC

TO BE SUBMITTED TO:

Sonoc Company, LLC
C/O ENGLAND-THIMS & MILLER, INC.
14775 Old St. Augustine Road
Jacksonville, FL 32258

on or before April 10, 2020 @ 2:00 P.M.
PRIVATE OPENING

TO: Sonoc Company, LLC

FROM: John Woody, Inc.
(Contractor)

In accordance with the Request for Proposal inviting proposals for Crosswater Parkway Extension to Pine Island Road Phase 2 JEA Water, Forcemain and Reuse Improvements, the undersigned proposes to perform all work necessary to construct a complete utility system, including water main, reclaimed water main and forcemain, as shown on the plans released for bid and the Geotechnical Report prepared by ECS Florida, LLC, and in accordance with all JEA and St. Johns County requirements, JEA Standards and Specifications, St. Johns County Standard Specifications and the Florida Department of Environmental Protection Potable Water and Domestic Wastewater permits.

All proposals shall be for complete work in accordance with the construction plans. (No partial proposals accepted.)

**CROSSWATER PARKWAY EXTENSION TO PINE ISLAND ROAD PHASE 2
JEA WATER, FORCEMAIN AND REUSE IMPROVEMENTS**

BID SUMMARY

A. MOBILIZATION	<u>\$ 5,000.00</u>
B. PREVENTION CONTROL AND ABATEMENT OF EROSION AND WATER POLLUTION	<u>\$ 4,500.00</u>
C. WATER MAIN	<u>\$ 171,250.00</u>
D. RECLAIMED WATER MAIN	<u>\$ 156,465.00</u>
E. SANITARY SEWER FORCEMAIN	<u>\$ 82,090.00</u>
F. COORDINATION WITH OTHER ON-SITE CONTRACTORS	<u>\$ 100.00</u>
G. STORMWATER POLLUTION PREVENTION PLAN	<u>\$ 1,500.00</u>
H. TESTING	<u>\$ 5,000.00</u>
I. AS-BUILTS	<u>\$ 6,500.00</u>
J. CONTRACTOR EDUCATION REQUIREMENTS/NEWRAP	<u>\$ 1,000.00</u>
K. BONDING	<u>\$ 4,000.00</u>

SUBTOTAL LUMP SUM BID (ITEMS A – K)

\$ 437,405.00



Formal Bid and Award System

Award #4 May 21, 2020

Type of Award Request: MISCELLANEOUS
Request #: 6829
Requestor Name: Davis, Deanna L. - Manager Development
Requestor Phone: (904) 665-8451
Project Title: 2020-0594 Nocatee Crosswater Pkwy Ext 3
Project Number: 167-W, 167-R
Project Location: JEA
Funds: Capital
Award Estimate: \$875,664.00

Scope of Work:

This project is a Developer Agreement that includes approximately 1,400 linear feet (LF) of 20-inch water main, 1,000 LF of 16-inch water main, 2,300 LF of 16-inch reclaimed main.

Purchasing Agent: King, David

Is this a ratification?: NO

If yes, explain:

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
SONOC COMPANY LLC/JOHN WOODY, INC.	John Zachary Brecht	brechtz@etminc.com	c/o England-Thims & Miller, Inc., 14775 Old St. Augustine Rd. Jacksonville FL 32258	(904) 642-8990	\$594,750.00

Amount for entire term of Contract/PO: \$594,750.00

Award Amount for remainder of this FY: \$594,750.00

Length of Contract/PO Term: Project Completion

Begin Date (mm/dd/yyyy): 06/01/2020

End Date (mm/dd/yyyy): Project Completion (Estimated: September 2020)

JSEB Requirement: N/A-Developer reimbursement

BIDDERS:

Name	Amount
SONOC COMPANY LLC/JOHN WOODY, INC.	\$594,750.00
VALLENCOURT CONSTRUCTION CO INC.	\$616,978.00
R & B CONTRACTING INC.	\$657,720.00

Background/Recommendations:

The Nocatee Crosswater Pkwy Ext 3 project is part of the Nocatee Utility Service Agreement dated December 6, 2004 and subsequent amendments, which outlines that certain JEA system improvements are reimbursable to the Developer. Per Exhibit D of the Agreement, JEA will reimburse the Developer, Sonoc Company LLC, for the improvements associated with the Nocatee Crosswater Pkwy Ext 3 project. This request includes approximately 1,400 LF of 20-inch water main, 1,000 LF of 16-inch water main, 2,300 LF of 16-inch reclaimed main.

The developer requested bids for the utility work (JEA portion) and the project was awarded based upon the lowest lump sum total. All of the Bidders to the Sonoc Company, LLC are listed above, with John Woody, Inc. being the lowest Bidder at \$594,750.00. This is \$280,914.00.00, or approx. 32.1%, less than JEA's estimate and is deemed acceptable.

Request approval to award a contract to the developer, Sonoc Company LLC, for the construction of the water main and reclaimed water main by John Woody, Inc. for Nocatee Crosswater Pkwy Ext 3 in the amount of \$594,750.00, subject to the availability of lawfully appropriated funds.

Director: Zammataro, Robert J. (Rob) - Dir W/WW Planning & Development
VP: McInall, Steven G. - VP & Chief Energy & Water Planning

APPROVALS:

 _____ 05/21/2020

Chairman, Awards Committee **Date**

 _____ 5/21/2020

Budget Representative **Date**

PROPOSAL

(Official Bid Form)

FOR

**CROSSWATER PARKWAY EXTENSION TO PINE ISLAND ROAD PHASE 3
JEA WATER AND REUSE IMPROVEMENTS**

FOR

SONOC COMPANY, LLC

TO BE SUBMITTED TO:

Sonoc Company, LLC
C/O ENGLAND-THIMS & MILLER, INC.
14775 Old St. Augustine Road
Jacksonville, FL 32258

on or before April 28, 2020 @ 2:00 P.M.
PRIVATE OPENING

TO: Sonoc Company, LLC

FROM: _____
John Woody, Inc.
(Contractor)

In accordance with the Request for Proposal inviting proposals for Crosswater Parkway Extension to Pine Island Road Phase 3 JEA Water and Reuse Improvements, the undersigned proposes to perform all work necessary to construct a complete utility system, including water main, reclaimed water main and forcemain, as shown on the plans released for bid and the Geotechnical Report prepared by ECS Florida, LLC, and in accordance with all JEA and St. Johns County requirements, JEA Standards and Specifications, St. Johns County Standard Specifications and the Florida Department of Environmental Protection Potable Water and Domestic Wastewater permits.

All proposals shall be for complete work in accordance with the construction plans. (No partial proposals accepted.)

**CROSSWATER PARKWAY EXTENSION TO PINE ISLAND ROAD PHASE 3
JEA WATER AND REUSE IMPROVEMENTS**

BID SUMMARY

A. MOBILIZATION	<u>\$ 5,000.00</u>
B. PREVENTION CONTROL AND ABATEMENT OF EROSION AND WATER POLLUTION	<u>\$ 4,500.00</u>
C. WATER MAIN	<u>\$ 368,910.00</u>
D. RECLAIMED WATER MAIN	<u>\$ 198,740.00</u>
E. COORDINATION WITH OTHER ON-SITE CONTRACTORS	<u>\$ 100.00</u>
F. STORMWATER POLLUTION PREVENTION PLAN	<u>\$ 1,500.00</u>
G. TESTING	<u>\$ 3,000.00</u>
H. AS-BUILTS	<u>\$ 5,500.00</u>
I. CONTRACTOR EDUCATION REQUIREMENTS/NEWRAP	<u>\$ 1,000.00</u>
J. BONDING	<u>\$ 6,500.00</u>

SUBTOTAL LUMP SUM BID (ITEMS A – J)

\$ 594,750.00



Formal Bid and Award System

Award #6

May 21, 2020

Type of Award Request: INVITATION TO NEGOTIATE (ITN)
Request #: 6816
Requestor Name: Tanner, Steve C. - Communications Analyst Senior
Requestor Phone: (904) 665-7953
Project Title: Purchase and Installation of Eight (8) Generators for JEA Communication Tower Sites
Project Number: 8006025 (3 new sites, \$367,050.34) & 8006371 (5 existing sites, \$628,540.68)
Funds: Capital
Award Estimate: \$914,547.84

Scope of Work:

This purchase is to furnish material, labor, equipment and install one (1) 50 KW diesel generator at each of the following eight (8) JEA communication tower sites. Installation shall include one (1) Automatic Transfer Switch. The self-contained emergency electric system shall consist of an electric generating unit, which upon interruption of normal power from transformer, will start automatically and, by an automatic transfer switch, will disconnect load from normal supply and connect load to emergency generator.

The eight (8) communication tower sites are listed below:

- 1) St. John's Forest
- 2) Nocatee Re-Pump
- 3) West Lake
- 4) Mayport
- 5) Yulee Outflow
- 6) Nassau Substation
- 7) Otis Road
- 8) Baymeadows Substation

JEA IFB/RFP/State/City/GSA#: 054-20
Purchasing Agent: Dambrose, Nickolas Charles (Nick)
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
ZABATT POWER SYSTEMS	Jeremy Siegel	jeremy.siegel@zabatt.com	4612 Highway Ave, Jacksonville FL 32254-4124	(904) 421-9825	\$995,591.02

Amount for entire term of Contract/PO: \$995,591.02
Award Amount for remainder of this FY: \$995,591.02
Length of Contract/PO Term: Project Completion
Begin Date (mm/dd/yyyy): 05/22/2020
End Date (mm/dd/yyyy): Project Completion (Completion by 09/30/2020)
JSEB Requirement: N/A - Optional JSEB

BIDDERS:

Respondent	Original Amount	Original Rank	BAFO Amount	BAFO Rank
ZABATT POWER SYSTEMS	\$998,231.06	1	\$995,591.02	1
CUMMINS POWER SOUTH, LLC	\$1,071,305.40	2	\$1,071,305.40	2

Background/Recommendations:

Advertised 04/24/2020. Three (3) companies attended the optional pre-bid meeting on 04/28/2020. At Bid opening on 05/20/2020, JEA received two (2) Responses. JEA utilized the facilities pre-qualified list of three (3) generator installers (Zabatt, Cummins, and, Ring Power) and four (4) pre-qualified generator manufacturers (Caterpillar, AKSA, Cummins, and Generac) for this bid. JEA originally qualified the three (3) generator installers and three (3) manufacturers (Caterpillar, AKSA, Cummins) during a competitive Request for Qualification (RFQ) 041-16 in 2016 for five (5) years. In addition companies can also request to be qualified and added at any time through a request through facilities standards and a fourth manufacture was added in 2019 (Generac). This project requires utilization of FY20 funds and there is a 16 week lead time on the equipment. The abbreviated timeline was a reason for Ring Power not bidding. A Best and Final Offer (BAFO) was requested on 05/14/2020 and Zabatt was determined to be the lowest responsible respondent. A copy of the Response Form and Workbook for each is attached as back-up.

This request is for a total of eight (8) JEA communication tower generator location sites. Five (5) sites are existing communication tower sites and three (3) sites will be new communication tower site that will be completed by 09/30/2020. The reason for this project is to improve its operational reliability of its internal communications in the event of AC power loss during an emergency or catastrophic event.

When reviewing the award amount for price reasonableness, JEA compared it to a similar unit installation at 11300 Rolling River Blvd in January 2019. The average unit price including installation has decreased in the amount of \$9,134.66, or seven percent (7%) per unit. Note a Supplemental Work Allowance (SWA) of \$90,508.27 or 10% was not included in the unit cost comparison but is included in the award total. The SWA was included for unforeseen costs during installation but may or may not be used. Liquidated Damages have also been included in this contract to ensure successful completion prior to the end of FY20 and to allow the use of FY20 funding. There is an original budget shortage of \$81,043.16 due to the SWA not being included in the original budget however, there will be enough other funds within the allocated project numbers to cover the shortage.

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 result for this award:

- Total sourcing savings: \$2,640.04

054-20 – Request approval to award one (1) contract to Zabatt Power Systems for the installation of eight (8) generators in the amount of \$995,591.02, subject to the availability of lawfully appropriated funds.

Manager: Tanner, Steve - Communications Analyst Senior
Director: Traylor, Kymberly A. - Dir Network & Telecommunication Services
VP: Eads, Shawn W. - VP & Chief Information Officer

APPROVALS:

 05/21/2020

Chairman, Awards Committee **Date**

Laure A Whitmer 5/21/2020

Budget Representative **Date**

APPENDIX B - RESPONSE FORM

SOLICITATION #054-20 Purchase and Installation of Generators for JEA Communication Tower Sites

The Respondent shall email the form below to Nickolas Dambrose at dambnc@jea.com by no later than the time indicated on the Best and Final Offer (BAFO) invitation email.

Company Name: Zabatt Engine Services DBA Zabatt Power Systems

Company's Address 4612 Hwy Ave, Jacksonville, FL 32254

Phone Number: 904-421-9843 FAX No: _____ Email Address: Sales@zabatt.com

<p><u>BID SECURITY REQUIREMENTS</u></p> <input type="checkbox"/> None required <input checked="" type="checkbox"/> Certified Check or Bond Five Percent (5%)	<p><u>TERM OF CONTRACT</u></p> <input checked="" type="checkbox"/> One Time Purchase <input type="checkbox"/> Annual Requirements Two (2) Years w/One (1) – 2Yr. or 1 Yr. Renewal Other, Specify- Project Completion
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<p><u>SAMPLE REQUIREMENTS</u></p> <input checked="" type="checkbox"/> None required <input type="checkbox"/> Samples required prior to Response Opening <input type="checkbox"/> Samples may be required subsequent to Bid Opening	<p><u>SECTION 255.05, FLORIDA STATUTES CONTRACT BOND</u></p> <input type="checkbox"/> None required <input checked="" type="checkbox"/> Bond required 100% of Bid Award
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<p><u>QUANTITIES</u></p> <input type="checkbox"/> Quantities indicated are exacting <input checked="" type="checkbox"/> Quantities indicated reflect the approximate quantities to be purchased Throughout the Contract period and are subject to fluctuation in accordance with actual requirements.	<p><u>INSURANCE REQUIREMENTS</u></p> <p align="center">Insurance required</p>
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PAYMENT DISCOUNTS

 Other _____
 None Offered

Item Number	ENTER YOUR BID FOR THE FOLLOWING DESCRIBED ARTICLES OR SERVICES JEA Quotation of Rates	TOTAL BID PRICE
BAFO	Purchase and Installation of Generators for JEA Communication Tower Sites – TOTAL BID PRICE (This amount is transferred from Appendix B – Response Workbook)	\$ 995,591.02

- I have read and understood the Sunshine Law/Public Records clauses contained within this solicitation. I understand that in the absence of a redacted copy my proposal will be disclosed to the public “as-is”.
- The materials contained in this Response meet or exceed the JEA standards as specified in Appendix A – JEA Generator Standards.

RESPONDENT CERTIFICATION

By submitting this Response, the Respondent certifies that it has read and reviewed all of the documents pertaining to this Solicitation, that the person signing below is an authorized representative of the Responding Company, that the Company is legally authorized to do business in the State of Florida, and that the Company maintains in active status an appropriate contractor's license for the work (if applicable). The Respondent also certifies that it complies with all sections (including but not limited to Conflict Of Interest and Ethics) of this Solicitation.

We have received addenda _____ 5/14/2020



 Handwritten Signature of Authorized Officer of Company or Agent Date

One _____ through Four _____

J. Michael Sabatier, President

 Printed Name and Title

054-20 Purchase and Installation of Generators for JEA Communication Tower Sites

Addendum 2 Appendix B - Response Workbook (Revised)

Bidder shall enter a planned completion date, and a price for each piece of equipment and the * all other items categories listed below

Item Number	Proposed Locations	Type	Bidder Enter Planned Completion Date (NTP by 5/21/20)	Equipment Only			* ALL Other Items/Installation	Bid Price per location
				Generator	ATS	Fuel Tank		
001	725 Wonderwood Dr. 32233	Existing	09/30/20	\$51,881.30	\$12,507.80	\$22,222.22	\$26,450.60	\$113,061.92
002	859 Nocatee Parkway, Ponte Vedra Beach, FL 32081	Existing	09/30/20	\$51,881.30	\$12,507.80	\$22,222.22	\$25,557.16	\$112,168.48
003	2740-1 CR 210 W. 32259	Existing	09/30/20	\$51,881.30	\$12,507.80	\$22,222.22	\$29,915.16	\$116,526.48
004	5090 Jones Rd. 32219	Existing	03/30/20	\$51,881.30	\$12,507.80	\$22,222.22	\$27,914.16	\$114,525.48
005	463260 SR 200 Yulee, Florida 32097	Existing	09/30/20	\$51,881.30	\$12,507.80	\$22,222.22	\$28,506.96	\$115,118.28
006	10357 Deerwood Club Rd. 32256	New	09/30/20	\$51,881.30	\$12,507.80	\$22,222.22	\$24,616.06	\$111,227.38
007	85960 Wilson Neck Rd. Yulee, Florida 32097	New	09/30/20	\$51,881.30	\$12,507.80	\$22,222.22	\$24,616.06	\$111,227.38
008	1257 Otis Rd. Jacksonville, FL 32220	New	09/30/20	\$51,881.30	\$12,507.80	\$22,222.22	\$24,616.06	\$111,227.38
Subtotals				\$415,050.40	\$100,062.40	\$177,777.76	\$212,192.19	
Subtotal (Sum of Item Numbers 001 - 008)							\$905,082.75	
Supplemental Work Allowance (SWA) - 10%							\$90,508.27	
TOTAL BID PRICE <i>(Enter this amount on Page One of Appendix B - Response Form)</i>							\$995,591.02	
<p>* All Other Items include but is not limited to the following: Sizing of equipment, design & layout, all labor, contract & project management, all required permits, site work, excavations, piping installations, all necessary wiring, concrete pad, any additional electrical work if needed including breaker and service entrance, etc.</p>								

Average Unit Price #054-20	January 2019 PO #179581
\$113,135.34	\$ 122,270.00
Difference per unit	\$9,134.66
Total Savings Estimate (x 8 Units)	\$73,077.26
Difference (% of January PO)	7%



Formal Bid and Award System

Award #7 May 21, 2020

Type of Award Request: PROPOSAL (RFP)
Requestor Name: Bartol, Tom - Mgr Water Policy, Permitting & Compliance
Requestor Phone: (904) 665-6373
Project Title: Program Manager - Water Supply Planning and Advocacy
Project Number: 1013685
Funds: O&M
Budget Estimate: \$1,500,000.00

Scope of Work:

JEA is seeking a program manager firm with broad experience to perform hydrologic and/or engineering evaluations, to facilitate the North Florida Utility Coordinating Group (NFUCG), and to directly advocate for JEA and the NFUCG. The program manager firm may also assist, if requested by JEA, in overseeing and coordinating the work of other firms performing related projects, including hydrologic modeling, water supply planning, ecological, water resource evaluation and other support. The program manager will have a broad knowledge of all rules and regulations affecting water supply permitting, water supply planning, and ecological resources evaluation and protection in the State of Florida.

JEA IFB/RFP/State/City/GSA#: 031-20
Purchasing Agent: Kruck, Dan
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
LIQUID SOLUTIONS GROUP, LLC	Roberto Denis	rdenis@liquid solutionsgroup.com	680 Valley Stream Drive, Geneva, FL 32732	(407) 349-3900	\$1,500,000.00

Amount for entire term of Contract/PO: \$1,500,000.00
Award Amount for remainder of this FY: \$80,000.00
Length of Contract/PO Term: Five (5) Years w/Two (2) – One (1) Yr. Renewals
Begin Date (mm/dd/yyyy): 06/01/2020
End Date (mm/dd/yyyy): 05/31/2025
Renewal Options: Yes – Two (2) – One (1) Yr. Renewals
JSEB Requirement: N/A - Optional

PROPOSERS:

Name	Rank
LIQUID SOLUTIONS GROUP, LLC	1
INTERA INCORPORATED	2

Background/Recommendations:

Advertised on 03/24/2020. Ten (10) prime companies attended the mandatory pre-proposal meeting held on 03/31/2020. JEA received feedback after the pre-proposal meeting that the minimum qualifications were restrictive. Updated minimum qualifications were issued via addendum and another pre-proposal meeting was held. Two (2) prime companies attended the second pre-proposal meeting on 04/14/2020. At proposal opening on 04/21/2020, JEA received two (2) Proposals. Companies that did not submit stated the advocacy requirements of the technical specifications or they were subcontracting to submitting companies as to the reasons they did not submit. The public evaluation meeting was held on 05/08/2020 and JEA deemed Liquid Solutions Group, LLC most qualified to perform the work. A copy of the evaluation matrix and negotiated hourly rates are attached as backup.

Negotiations with Liquid Solutions Group, LLC were successfully completed. The work under this contract will be issued on a task order basis. JEA bid out this solicitation for both JEA specific work, and work for the NFUCG. JEA coordinates the tasks for the NFUCG work and pays the vendor directly. JEA then gets reimbursed by the members of NFUCG based on their portion of the work in each task. This process is the same as the one in place for the last five (5) years under the previous contract. The negotiated hourly rates will be used as the basis of each task order. The hourly rates have stayed the same as under the previous contract that was negotiated five (5) years ago. JEA has projected to spend \$250,000.00 for JEA work over the term of the contract. The remaining funds in this award request are projected to be on task orders for other members of the NFUCG.

Tasks under this contract will include the following:

- Groundwater modeling and general Consumptive Use Permit (CUP) permitting support
- Development and review of existing and new groundwater and surface water models
- Participation in development of minimum flows and levels (MFLs), evaluation of other ecological or water resource constraints, and evaluation of alternatives for MFL prevention and recovery strategies.
- All aspects of water supply planning including but not limited to development, review and evaluation of water use projections, water conservation potential, ecological constraints, alternative water supply projects and strategies, and allocation of responsibilities and costs among stakeholders.
- Facilitating routine planning and coordination activities for the NFUCG and advocating on behalf of JEA and or the NFUCG in meetings with staff and senior management, appointed and elected officials at water management districts, Florida Department of Environmental Protection (FDEP), local and state government levels.
- Assisting in development of legal support as needed for CUP, regional water supply plan, and MFL or other related issues

031-20 – Request approval to award a contract to Liquid Solutions Group, LLC, for consulting services for Program Manager - Water Supply Planning and Advocacy in the amount of \$1,500,000.00, subject to the availability of lawfully appropriated funds.

VP: Steinbrecher, Paul K. - VP & Chief Environmental Services Officer

APPROVALS:

 05/21/2020

Chairman, Awards Committee **Date**

Laure A Whitmer 5/21/2020

Budget Representative **Date**

031-20 Program Manager - Water Supply Planning and Advocacy

Vendor Rankings	Tom Bartol	Rob Zammataro	Paul Steinbrecher	Σ Rank	Rank
Liquid Solutions Group	1	1	1	3	1
Intera	2	2	2	6	2

Tom Bartol	Professional Staff Experience (25 Points)	Program Approach and Work Plan (35 Points)	Company Experience (40 Points)	Total	Rank
Intera	20	30	33	83.00	2
Liquid Solutions Group	20.75	29	36	85.75	1

Rob Zammataro	Professional Staff Experience (25 Points)	Program Approach and Work Plan (35 Points)	Company Experience (40 Points)	Total	Rank
Intera	21.75	32	36	89.75	2
Liquid Solutions Group	21.75	31	39	91.75	1

Paul Steinbrecher	Professional Staff Experience (25 Points)	Program Approach and Work Plan (35 Points)	Company Experience (40 Points)	Total	Rank
Intera	19.5	28	33	80.50	2
Liquid Solutions Group	20	31	34	85.00	1

Overall Averages	Professional Staff Experience (25 Points)	Program Approach and Work Plan (35 Points)	Company Experience (40 Points)	Total
Intera	20.42	30.00	34.00	84.42
Liquid Solutions Group	20.83	30.33	36.33	87.50



**JEA Program Manager – Water Supply Planning and Advocacy
Liquid Solutions Group Proposed Rates**

As requested, the following are our proposed job classifications and rates for this project. These rates will be used throughout the duration of the Contract unless modified pursuant to the Contract.

Grade	Category/Typical Job Titles		Billable Unit Labor Rate (\$/hr)
	Technical (P)	Administrative (A)	
1	Intern 1 Technician 1 CADD Operator 1	Administrator 1 Receptionist 1 Clerk 1	\$35.88
2	Intern 2 Technician 2 CADD Operator 2	Administrator 2 Receptionist 2 Clerk 2	\$50.83
3	Intern 3 Technician 3 CADD Operator 3	Administrator 3 Receptionist 3 Clerk 3	\$65.78
4	Engineer 4 Geologist 4 Project Manager 4		\$95.68
5	Engineer 5 Geologist 5 Project Manager 5		\$119.60
6	Engineer 6 Geologist 6 Project Manager 6		\$140.53
6.1	Engineer 6.1 Geologist 6.1 Project Manager 6.1		\$149.50
6.2	Engineer 6.2 Geologist 6.2 Project Manager 6.2		\$164.45
7	Engineer 7 Geologist 7 Project Manager 7		\$179.40
7.1	Engineer 7.1 Geologist 7.1 Project Manager 7.1		\$186.88
8	Engineer 8 Geologist 8 Project Manager 8		\$194.35
9	Engineer 9 Geologist 9 Project Manager 9		\$209.30
10	Engineer 10 Geologist 10 Project Manager 10		\$239.20