

## **AWARDS COMMITTEE MINUTES**

Awards Committee met on **October 31, 2019**, in the Conference Room, 8th Floor, JEA Tower, 21 West Church Street, Jacksonville, Florida. The meeting was called to order at 10:05 a.m.

Members in attendance were Jenny McCollum as Chairperson, Laure Whitmer as Budget Representative, Miriam Hill as General Counsel Representative; with Deryle Calhoun, John McCarthy, Ted Hobson, Caren Anders, Shawn Eads, and Jonathan Kendrick as voting Committee Members;

Lynn Rix, Jason Behr, Maurice Scarboro, Joe Perez, Rodney Lovgren, Lisa Pleasants, David King, Dan Kruck, Chad Yeager, Heather Beard, Brian Phillips, Allan Boree, Mila Williams, Elaine Selders, Thaliah Smith, Colin Roddy, Kenny Pearson, Brad Collier, and Blake Osner

### **Awards:**

1. Approval of the minutes from the last meeting (10/24/2019). **APPROVED**
2. Request approval to award a change order to Jacobs Engineering Group, Inc. for additional (design/engineering) (and services during construction, if applicable) for the T-Line - JTB to Town Center Parkway – New Transmission FM project in the amount of \$42,100.00, for a new not-to-exceed amount of \$512,523.79, subject to the availability of lawfully appropriated funds. **APPROVED/W DISCUSSION**
3. 102-19 – Request approval to award a two (2) year contract to PVS Technologies, Inc. for Bulk Ferric Chloride Supply in the amount of \$1,242,460.00, subject to the availability of lawfully appropriated funds.  
**APPROVED/W DISCUSSION**
4. Request approval to award a change order to Leadership Surge for additional employee development consulting services in the amount of \$220,000.00, for a new not-to-exceed amount of \$370,355.00, subject to the availability of lawfully appropriated funds. **APPROVED/W DISCUSSION**
5. Request approval to award a change order to Flowserve Corporation Inc. for additional repairs for boiler feed pumps at BBGS in the amount of \$140,354.00, for a not-to-exceed amount of 617,040.00, subject to the availability of lawfully appropriated funds. **APPROVED/W DISCUSSION**
6. 116-19 - Request approval to award a contract to Ring Power Corporation (\$1,549,716.00), HERC Rentals, Inc. (\$352,428.00), Sunbelt Rentals, Inc. (\$290,932.00), Beard Equipment Company (\$227,680.00), and Global Equipment CO, Inc. (\$156,400.00) for the supply of Rental Equipment Assets for a total not-to-exceed amount of \$2,577,156.00, subject to the availability of lawfully appropriated funds. **APPROVED/W DISCUSSION**
7. Request approval to award a change order to Gresco Supply (\$2,552,874.34) and Anixter (\$194,064.00) and WEG Transformers, Inc. (-2,708,100.00), for the supply of Three-Phase Transformers carried in JEA Inventory Stock, for a new total not-to-exceed amount of \$2,552,874.34 for Gresco Supply and \$194,064.00 for Anixter and \$0.00 for WEG Transformers, USA, subject to the availability of lawfully appropriated funds. **APPROVED/W DISCUSSION**

8. 133-19 - Request approval to award a contract to Transformer Maintenance & Service, Inc. for JEA Investment Recovery Painting Program in the amount of \$1,029,375.00, subject to the availability of lawfully appropriated funds. **APPROVED/W DISCUSSION**
9. Request approval for a change order to award Jacobs Engineering Group, Inc. for design, and services during construction of D2 WWTP Primary Clarifier No. 2 and No. 3 Rehabilitation project in the amount of \$43,130.00, for a new not-to-exceed amount of \$491,144.50, subject to the availability of lawfully appropriated funds.  
**APPROVED/W DISCUSSION**
10. Request approval to amend and award a contract to Sawcross, Inc. to relocate the twenty-inch raw water well due to the unacceptable underground debris encountered during the pilot hole drilling for the initial well in the amount of \$99,703.00, for a total award amount of \$713,703.00 subject to the availability of lawfully appropriated funds.  
**APPROVED/W DISCUSSION**
11. **DEFERRED** - Request approval to award one (1) contract to AWC Inc in the amount of \$3,750,000.00 to provide Maintenance, Repair and Overhaul (MRO) materials subject to availability of lawfully appropriated funds.

**Informational Item:** N/A

**Ratifications:** N/A

**Public Comments:** N/A

**Adjournment:** 10:38 a.m.



## Formal Bid and Award System

Award #2   October 31, 2019

**Type of Award Request:** CHANGE ORDER

**Request #:** 1828

**Requestor Name:** Williams, Michael S.

**Requestor Phone:** (904) 665-7454

**Project Title:** T-Line - JTB to Town Center Parkway – New Transmission Force Main (FM)

**Project Number:** 8004196

**Project Location:** JEA

**Funds:** Capital

**Budget Estimate:** N/A

**Scope of Work:**

This request is to award engineering services for the design of the T-Line JTB to Town Center Parkway FM project. Currently, there is a thirty-inch (30") FM within this corridor that is nearing capacity. Due to growth in the area of the St. Johns Town Center (JTB and I-295), additional capacity is required. To accommodate this additional growth JEA will construct a new, approximately 8,700 feet, twenty-four inch (24") parallel force main. As part of this project, there will be two (2) separate directional drills underneath the crossroads of JTB and Gate Parkway.

**JEA IFB/RFP/State/City/GSA#:** 060-17

**Purchasing Agent:** King, David

**Is this a Ratification?:** NO

**RECOMMENDED AWARDEE(S):**

Name	Contact Name	Email	Address	Phone	Amount
JACOBS ENGINEERING GROUP, INC.	Samantha Hanzel	samantha.hanzel @jacobs.com	200 W. Forsyth Street, Suite 1520, Jacksonville, FL 32202	(904) 224-3146	\$42,100.00

**Amount of Original Award:** \$428,118.79

**Date of Original Award:** 08/27/2017

**Change Order Amount:** \$42,100.00

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

CPA #	Amount	Date
167811	\$42,305.00	07/09/2019

**New Not-To-Exceed Amount:** \$512,523.79

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

**Begin Date (mm/dd/yyyy):** 11/29/2017

**End Date (mm/dd/yyyy):** Project Completion (Expected: June 2020)

**JSEB Requirement:** Evaluation Criteria

**Comments on JSEB Requirements:**

Original award:

C&ES - 7.7%; CSI Geo – 6.85%

This award:

No additional effort by JSEB in this change order. The nature of the work is all specialty engineering design to be performed by Jacobs.

**Background/Recommendations:**

Originally approved by Awards Committee on 08/24/2017 in the amount \$428,118.79 to Jacobs Engineering Group, Inc. A copy of the original award is attached as backup. A previous change order was issued on 07/09/2019 for additional scope of work including pipeline corridor route evaluation and design, site survey, environmental services and permitting assistance. A copy of this change order is attached as backup.

This award request is for a change order to the design contract of Jacobs Engineering Group, Inc. for the T-Line - JTB to Town Center Parkway – New Transmission FM project. This change order will fund additional engineering and inspection services during construction for this project. Specifically, the change order will fund the following tasks:

Task 1 - RFI Review: Jacobs will review and respond to Contractor Requests for Information (RFI) related to the work. This may include limited site visits as required to address the RFI.

Task 2 - Auger Bore Submittal Review: Jacobs will review all Contractor submittals required in Supplemental Technical Specification Sections 02342, 02344, and the project documents. Jacobs will provide comments on the submittals to JEA. This proposal includes one initial review and the first review of a resubmittal for each item.

JEA used the original negotiated hourly rates to develop the award amount for this new scope of work. The change order quote is attached as backup. Budget has been increased to match award amount.

The project details are below:

- Original Project Budget: \$2,620,919.00
  - Engineering Estimate: \$382,195.00
  - Construction Estimate: \$2,072,893.00
  - JEA Services Cost: \$165,831.00
- Estimate at Completion: \$3,980,972.79
  - Engineering Cost: \$512,523.79
    - Design Services: \$428,118.79 (13.2% of construction costs)
    - Additional Scope/Services During Construction: \$84,405.00 (Change Orders #1 & #2, 2.6% of construction costs)
  - Construction Bid: \$3,247,007.00 (TG Utility)
  - JEA Services Cost: \$221,442.00
- Original Schedule:
  - Engineering Completion: January 2018
  - Construction Completion: February 2019
- Revised Schedule:
  - Engineering Completion: October 2019
  - Construction Completion: June 2020

Request approval to award a change order to Jacobs Engineering Group, Inc. for additional (design/engineering) (and services during construction, if applicable) for the T-Line - JTB to Town Center Parkway – New Transmission FM project in the amount of \$42,100.00, for a new not-to-exceed amount of \$512,523.79, subject to the availability of lawfully appropriated funds.

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

**APPROVALS:**

 10/31/19

Chairman, Awards Committee

Date

 10/31/19

Manager, Capital Budget Planning

Date



## Formal Bid and Award System

Award #3 October 31, 2019

**Type of Award Request:** INVITATION TO NEGOTIATE (ITN)**Requestor Name:** Blackley, Peter J.**Requestor Phone:** (904) 665-8377**Project Title:** Bulk Ferric Chloride Supply**Project Number:** 30140 (lines 977, 991)**Project Location:** JEA**Funds:** O&M**Budget Estimate:** \$1,225,670.00**Scope of Work:**

JEA requires the services of a Supplier(s) to provide Ferric Chloride ( $\text{FeCl}_3$ ) and/or Ferric Sulfate ( $\text{Fe}_2(\text{SO}_4)_3$ ) which is used for struvite control in our wastewater treatment process. The product will be delivered by the supplier in a bulk shipment via tanker to JEA Buckman Residuals Management Facility.

This project will positively affect the following JEA Measure of Value:

- Community/Environmental: Ferric chloride has been shown to reduce the amount of hydrogen sulfide in the biogas (methane) produced at the Buckman Water Reclamation Facility (WRF). The biogas, when combusted in Buckman's flare, results in emissions of sulfur dioxide to the environment. Sulfur dioxide is a regulated and controlled emission under JEA's United States Environmental Protection Agency (USEPA) Title V Air Operating permit, reportable annually in tons of sulfur dioxide released. Use of ferric chloride during the pilot program has reduced hydrogen sulfide to record low levels and decreased sulfur dioxide emissions by over 99%.
- Financial: Reduced hydrogen sulfide content results in a higher quality gas and increases its commercial value, and decreases future capital and O&M costs by reducing the size of equipment needed to scrub the gas prior to use or sale. It also reduces damage caused by hydrogen sulfide to equipment, tanks and structures. Hydrogen sulfide is particularly aggressive in the destruction of concrete and ferrous metals. Ferric chloride, through binding with phosphorus in wastewater, eliminates free phosphorus that when released in the Buckman WRF anaerobic digestion process combines with other constituents to form struvite, a hard mineral deposit that occurs throughout the piping and process machinery that is difficult and costly to remove. The associated downtime and loss of production time and capacity is even more costly.

**JEA IFB/RFP/State/City/GSA#:** 102-19**Purchasing Agent:** Kruck, Daniel R.**Is this a Ratification?:** NO**RECOMMENDED AWARDEE(S):**

Name	Contact Name	Email	Address	Phone	Amount
PVS TECHNOLOGIES, INC.	Roshonda Gray	rgray@pvschemicals.com	10900 Harper Ave, Detroit, MI, 48213	(313) 571-1100	\$1,242,460.00

**Amount for entire term of Contract/PO:** \$1,242,460.00**Award Amount for remainder of this FY:** \$569,460.83**Length of Contract/PO Term:** Two (2) Years w/Two (2) – One (1) Yr. Renewals**Begin Date (mm/dd/yyyy):** 11/01/2019

**End Date (mm/dd/yyyy):**

10/31/2021

**Renewal Options:**

Yes – Two (2) – 1 Yr. Renewals

**JSEB Requirement:**

N/A - Optional

**BIDDERS:**

Name	Description	First Round	BAFO	Rank
PVS TECHNOLOGIES, INC.	Ferric Chloride (Basis of Award)	\$1,863,690.00	\$1,863,690.00	1
	Ferric Sulfate (Alternate)	No Bid	No Bid	
KEMIRA WATER SOLUTIONS, INC.	Ferric Chloride (Basis of Award)	No Bid	No Bid	2
	Ferric Sulfate (Alternate)	\$1,538,299.80	\$1,538,299.80	
CHEMTRADE CHEMICAL US LLC	Ferric Chloride (Basis of Award)	No Bid	No Bid	3
	Ferric Sulfate (Alternate)	\$3,522,483.60	\$3,522,483.60	

**Background/Recommendations:**

Advertised on 07/16/2019. Two (2) companies attended the optional pre-response meeting held on 07/26/2019. At response opening on 08/20/2019, JEA received three (3) Responses. JEA stated the basis of award would be pricing for ferric chloride, which is currently being used to control struvite scaling. In addition to pricing for ferric chloride, JEA requested pricing of ferric sulfate, an alternate chemical that is being considered for use. However, ferric sulfate must be injected at a different location to limit additional hydrogen sulfide generation. In addition, JEA will need good mixing of the ferric sulfate with sludge and the right chemistry conditions. Capital improvements, which are estimated to be \$100,000, would be needed in order to inject ferric sulfate. A pilot study of ferric sulfate will also need to be conducted to determine its effectiveness and detrimental effects, if any.

PVS Technologies was the only Respondent that provided pricing for ferric chloride. Kemira Water Solutions, Inc. and Chemtrade Chemical US LLC only provided pricing for ferric sulfate. All three companies were short-listed to and invited to submit Best and Final Offers (BAFO) to increase the competition. During the BAFO round, PVS Technologies, Inc. was still the only company to provide pricing for ferric chloride. JEA evaluated the companies on price, and PVS Technologies, Inc. is deemed the lowest responsive and responsible Respondent. A copy of the Response Form and Workbook are attached as backup.

In consideration of the lower costs for the ferric sulfate option, JEA has reduced the term of this contract to two (2) years while the pilot study for ferric sulfate is completed. The difference between the BAFO total and the award total is due to the reduction in length of the contract.

PVS Technologies Inc. is the only bulk manufacturer of ferric chloride in this region, thus, reducing competition for this solicitation. JEA currently buys ferric chloride from PVS Technologies Inc. as part of the recent trial to reduce hydrogen sulfide and control struvite formation. The award estimate was based on the current pricing from the pilot program. The unit price is 1.4% higher than current pricing from the pilot program, resulting in a cost increase of \$17,394.44 over the term of the contract. The unit prices may be increased annually with industry documentation support; however, in no event will the annual price adjustment exceed five percent (5%).

The contract spend details are below:

- FY20: \$569,460.83
- FY21: \$621,230.00
- FY22: \$51,769.17

102-19 – Request approval to award a two (2) year contract to PVS Technologies, Inc. for Bulk Ferric Chloride Supply in the amount of \$1,242,460.00, subject to the availability of lawfully appropriated funds.

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

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

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

**APPROVALS:**

Chairman, Awards Committee

10/31/19

Date

Manager, Capital Budget Planning

10/31/19

Date



## Formal Bid and Award System

Award #4   October 31, 2019

**Type of Award Request:** CHANGE ORDER

**Request #:** 6708

**Requestor Name:** Osner, Blake M. - Dir Learning and Development

**Requestor Phone:** (904) 665-6503

**Project Title:** Employee Development Consulting Services

**Project Number:** A0103

**Project Location:** JEA

**Funds:** O&M

**Budget Estimate:** N/A

**Scope of Work:**

This request is to award a change order for additional employee development consulting services to affect employee change based off of JEA's core values to transform business and culture forward. The Consultant will be required to work directly with JEA's Chief Executive Officer (CEO), Chief Operating Officer (COO) the Senior Leadership Team (SLT), and various frontline managers and employees in order to build a workforce for a utility of the future.

This award will impact the following Measures of Value:

Community Impact Value: Training to address Organizational Health Survey (OHI) results. Preparing Employees to address change for the future of JEA and create flexibility and creativity to address future service needs.

Customer Impact Value: Training in Sense of Purpose, Adaptability, Self-Awareness, Accountability, Confidence all building Resilience for each employee to better serve the JEA customer.

**JEA IFB/RFP/City/GSA#:** 95205

**Purchasing Agent:** Selders, Elaine L.

**Is this a Ratification?:** Yes

**If Yes, explain:**

The ratification portion of this award to cover training items already completed totals \$139,700.00.

**RECOMMENDED AWARDEE(S):**

Name	Contact Name	Email	Address	Phone	Amount
LEADERSHIP SURGE	Alex Willis	alex@leadershipsurge.com	5745 SW 75th St #98 Gainesville, FL 32608	(904) 735- 1978	\$220,000.00

**Amount of Original Award:** \$100,355.00

**Date of Original Award:** 08/21/2018

**Change Order Amount:** \$220,000.00

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

CPA #	Amount	Date
176848	\$50,000.00	8/27/2019

**New Not-To-Exceed Amount:** \$370,355.00

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

**Begin Date (mm/dd/yyyy):** 9/14/2018

**End Date (mm/dd/yyyy):** Project Completion (Expected: 3/31/2020)

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

**Background/Recommendations:**

Originally approved and awarded informally on 08/21/2018. A copy of the Response Form is attached as backup. A previous change order was administratively approved on 08/27/2019 for additional leadership skills training and director coaching. This award request is for a change order to provide resiliency training services. A copy of this change order quote is attached as backup.

The employee development services contract was competitively bid last year for phase one (1) which included a training program for the JEA Customer Service Department and director level assessments. The solicitation contained an option for JEA to proceed with phase two (2) development services. The decision was made to negotiate phase two (2) services and provide a resiliency program for JEA employees. The program will include kickoff and close out trainings at multiple sites, six (6) training videos, training materials and bounce back interviews.

Request approval to award a change order to Leadership Surge for additional employee development consulting services in the amount of \$220,000.00, for a new not-to-exceed amount of \$370,355.00, subject to the availability of lawfully appropriated funds.

**Director:** Osner, Blake M. - Dir Learning and Development

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

**APPROVALS:**

Chairman, Awards Committee

Date

Manager, Capital Budget Planning

Date



## Formal Bid and Award System

Award #5 October 31, 2019

**Type of Award Request:** CHANGE ORDER  
**Request #:** 6400  
**Requestor Name:** Lafayette, Michael A.  
**Requestor Phone:** (904) 665-7945  
**Project Title:** Brandy Branch Generating Station (BBGS) Boiler Feed Pump Overhaul  
**Project Number:** R12X30402 line 491  
**Project Location:** JEA  
**Funds:** O&M  
**Budget Estimate:** N/A  
**Scope of Work:**

This request is to have the OEM manufacturer provide removal, inspection and refurbishment services for boiler feed pumps during the 2019 Spring outage at BBGS. These pumps are used to pump feedwater into a steam boiler. Unit B52 and Unit B53 have two (2) boiler feed pumps each, for a total of four (4) pumps to be overhauled. These units were installed new with the commissioning of the plant in 2004 and have reached their periodic scheduled rebuild.

**JEA IFB/RFP/State/City/GSA#:** OEM  
**Purchasing Agent:** Lovgren, Rodney  
**Is this a Ratification?:** YES

### RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Amount
FLOWSERVE US INC.	Tim Hope	thope@flowserve.com	2431 S. Hwy 14, Greer, SC 29650	\$140,354.00

**Amount of Original Award:** \$476,686.00  
**Date of Original Award:** 10/18/2018  
**Change Order Amount:** \$140,354.00  
**New Not-To-Exceed Amount:** \$617,040.00  
**Length of Contract/PO Term:** Project Completion  
**Begin Date (mm/dd/yyyy):** 06/01/2018  
**End Date (mm/dd/yyyy):** Project Completion (Estimate: Jan 2020)  
**JSEB Requirement:** N/A – OEM

### Background/Recommendations:

Originally approved by Awards Committee on 10/18/2018 to Flowserve US Inc. (original award attached as backup).

The BBGS Units B52 and B53 went into operation in 2004. Since that time, the original boiler feed pumps have not been overhauled. BBGS has completed two (2) of the four (4) pump overhauls to restore

the equipment to OEM specifications. BBGS is and will continue to be one of the primary base load sites for JEA, and it is critical that this equipment operate at peak performance.

JEA and Flowserve have previously negotiated terms, conditions and rates for this work. During inspections for the first two pumps, discovery work was found. JEA authorized the additional repairs to facilitate providing the equipment for the outage.

The additional labor & repair parts included: sandblasting, machining, fitting, shaft work, o-rings, sleeves, keys, connectors, thrust disc, wearing rings, mechanical seal repair.

The remaining two (2) pumps are scheduled for removal in November 2019. Pending the outcome of teardown inspections, one additional change order may be processed.

Request approval to award a change order to Flowserve Corporation Inc. for additional repairs for boiler feed pumps at BBGS in the amount of \$140,354.00, for a not-to-exceed amount of 617,040.00, subject to the availability of lawfully appropriated funds.

**Manager:** Anderson, Kristin M., Mgr Combustion Turbines Ops & Maint  
**Director:** Pineda, Joseph R. - Dir Electric Production Eng & Outage Svcs  
**VP:** Anders, Caren B. - VP/GM Energy

**APPROVALS:**

 10/31/19

Chairman, Awards Committee

Date

 10/31/19

Manager, Capital Budget Planning

Date



## Formal Bid and Award System

Award #6 October 31, 2019

**Type of Award Request:** INVITATION TO NEGOTIATE (ITN)

**Request #:** 6635

**Requestor Name:** Brunell, Baley

**Requestor Phone:** (904) 665-6992

**Project Title:** JEA Fleet Rental Assets

**Project Number:** Multiple

**Project Location:** JEA

**Funds:** O&M

**Budget Estimate:** \$3,545,400.00

**Scope of Work:**

The purpose of this solicitation is to bid out the JEA rental requirements to augment the JEA Company owned Fleet vehicles and equipment supporting JEA as a whole as well as incorporating requirements from NGS and Brandy Branch. The intent is to offer a single solicitation with five different rental categories covering the gamut of needs from Trucks to Tools with the ability to award contracts for a three (3) year period to multiple vendors, by asset type.

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

- Customer Value – Ensures JEA can continue to efficiently and effectively operate the electric and water network grid
- Community Impact Value – Minimizes network outages by ensuring a consistent flow of rental equipment 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#:** 116-19

**Purchasing Agent:** Roddy, Colin Patrick

**Is this a Ratification?:** No

**RECOMMENDED AWARDEES:**

Name	Vendor Contact	Email	Address	Phone	Amount
RING POWER CORPORATION	Will Courtney	<a href="mailto:will.courtney@ringpower.com">will.courtney@ringpower.com</a>	500 World Commerce Pkwy, Saint Augustine, FL 32092	904-300-5143	\$1,549,716.00
HERC RENTALS, INC.	Troy Turner	<a href="mailto:Troy.Turner@hercrentals.com">Troy.Turner@hercrentals.com</a>	27500 Riverview Center Blvd, Bonita Springs, FL	904-262-5838	\$352,428.00
SUNBELT RENTALS, INC.	Donavan Bardier	<a href="mailto:Donavan.bardier@sunbeltrentals.com">Donavan.bardier@sunbeltrentals.com</a>	5415 Philips Hwy, Jacksonville, FL 32207	904-443-2955	\$290,932.00
BEARD EQUIPMENT COMPANY	Ace Waters	<a href="mailto:awaters@BeardEqui">awaters@BeardEqui</a>	6870 Phillips Hwy, Jacksonville, FL 32216	904-295-5000	\$227,680.00

		<a href="http://pment.com">pment.com</a>			
GLOBAL EQUIPMENT CO, INC.	Charlie Matthews	<a href="mailto:Charlie.Matthews@Altec.Com">Charlie.Matthews@Altec.Com</a>	33 Inverness Center Parkway, Suite 250, Birmingham, AL 25242	352-512-8679	\$156,400.00

**Amount for entire term of Contract/PO:** \$2,577,156.00

**Award Amount for remainder of this FY:** \$859,052.00

**Length of Contract/PO Term:** Three (3) Years

**Begin Date (mm/dd/yyyy):** 10/01/2019

**End Date (mm/dd/yyyy):** 09/30/2022

**Renewal Options:** No Renewals

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

#### BIDDERS:

Name	First Round Total Extended Price	Initial Rental Assets Bid	Initial Low Priced Rental Assets	BAFO Total Extended Price	BAFO Rental Assets Bid	BAFO Low Priced Rental Assets	Secondary Supplier Rental Assets	Awarded Amount
RING POWER CORPORATION	\$2,127,838.00	65	21	\$2,127,838.00	65	31	24	\$1,549,716.00
HERC RENTALS, INC.	\$801,948.00	65	34	\$800,100.00	65	33	22	\$352,428.00
SUNBELT RENTALS, INC.	\$760,899.25	57	31	\$760,899.25	57	29	16	\$290,932.00
BEARD EQUIPMENT COMPANY	\$1,263,406.00	57	31	\$1,263,406.00	22	3	-	\$227,680.00
GLOBAL EQUIPMENT CO, INC.	\$264,050.00	18	14	\$264,050.00	18	15	3	\$156,400.00

#### Background/Recommendation:

Advertised 06/24/2019, Five (5) vendors attended the optional pre-response meeting on 07/11/2019. At Response opening on 07/23/2019, JEA received five (5) Responses.

In order to leverage JEA's spend for its rental equipment needs, the internal team identified one hundred and forty five (145) equipment rental assets deemed to be a good fit to be included in this initiative. In the past, JEA's rental needs have been purchased through a spot buy basis from numerous providers. By establishing contracts with local rental companies, JEA can more quickly deploy rental units at prearranged rates to requesting business units. An additional benefit to the Rental Resource List is the ability to establish large rental reservations in the event of an emergency. This will offer less price fluctuations during emergencies that can occur without a pre-established contract, as well ensure availability of rental units specifically for JEA.

The basis for award for this bid was that JEA would award a contract(s) to the Respondent(s) that met the Minimum Qualifications and were deemed the lowest cost Respondent as the "Primary Award" for each rental asset. JEA will also Award another Contract to the responsive and responsible Bidder represented as the "Secondary Award" whose

Response meets or exceeds the Minimum Qualifications set forth in this Solicitation, and proposes the second lowest total cost to JEA respectively for each rental asset. There will be no value associated with the Secondary Award of being the backup supplier other than JEA having a contingent plan in place in case of emergency or issues with the primary awarded supplier.

After the evaluations were complete, Ring Power Corporation, Sunbelt Rentals, Inc., Beard Equipment Company, HERC Rentals, Inc., and Global Equipment CO, Inc. were determined to be the Respondents that was the highest evaluated for this work scope.

Even with utilizing best practices of aggregation of items and competitive bidding, JEA will realize an estimated three (3) year cost increase averaging 13.62% due to market conditions. The percentage was determined by taking the previous contract pricing and applying the average percentage increase/decrease for each rental item that JEA had financial information for, and applying that amount to the final estimated total cost of \$2,577,156.00, which equals (\$351,014.93). There was no previous price information found for fifty-eight of the one hundred and forty four items. The BAFO resulted in a reduction of \$6,799.00. Unit pricing for the contract(s) will adjust annually, with adjustments corresponding to the Consumer Price Index.

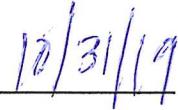
Procurement tracks two different types of savings. The total cost difference is comparing the current pricing with the proposed pricing (+/-). The total sourcing savings is determined by negotiations, BAFO savings and value added savings. Below is the breakdown:

- **Total cost difference:** \$351,014.93 (unit price increase) = (\$351,014.93)
- **Total sourcing savings:** \$6,779.00 BAFO Savings

116-19 - Request approval to award a contract to Ring Power Corporation (\$1,549,716.00), HERC Rentals, Inc. (\$352,428.00), Sunbelt Rentals, Inc. (\$290,932.00), Beard Equipment Company (\$227,680.00), and Global Equipment CO, Inc. (\$156,400.00) for the supply of Rental Equipment Assets for a total not-to-exceed amount of \$2,577,156.00, subject to the availability of lawfully appropriated funds.

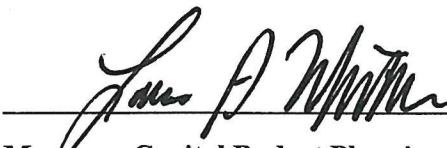
**Manager:** Pearson, Kenny – Procurement Category Manager  
**Director:** McCollum, Jenny – Director, Procurement Services  
**VP:** McCarthy, John P. – VP Logistics & Chief Supply Chain Officer

**APPROVALS:**

   
\_\_\_\_\_  
10/31/19

Chairman, Awards Committee

Date

  
\_\_\_\_\_  
10/31/19

Manager, Capital Budget Planning

Date



## Formal Bid and Award System

Award #7      October 31, 2019

**Type of Award Request:** CHANGE ORDER  
**Request #:** 6693  
**Requestor Name:** Keeler, Jessica – Manager Procurement Inventory Control  
**Requestor Phone:** (904) 665-6403  
**Project Title:** Three-Phase Transformers for JEA Inventory Stock  
**Project Number:** Various  
**Project Location:** JEA  
**Funds:** Inventory Blanket  
**Budget Estimate:** \$3,157,487.00

**Scope of Work:**

The agreements with WEG Transformers USA and Wesco Distribution provide Three-Phase Transformers carried in JEA's inventory. The current agreements combine to include thirty-nine (39) items utilized throughout the electric system to increase or decrease the voltage from one side of the transformer to the other. The current inventory balance for these items is \$1,637,292.90 with the average current lead-time of eight (8) weeks depending upon the item.

This change order impacts the following two (2) JEA Measures of Value:

- Customer Value – This change order ensures JEA can continue to efficiently and effectively operate the electric network grid through storm season
- Community Impact Value – This change order will minimize network outages by ensuring a consistent flow of materials from strategic supply chain partners

**JEA IFB/RFP/State/City/GSA#:** 095-19

**Purchasing Agent:** Roddy, Colin P.

**Is this a ratification?:** NO

**RECOMMENDED AWARDEE(S):**

Name	Vendor Contact	Email	Address	Phone	Amount
WEG TRANSFORMERS USA	Raymundo Chapa	rchapa@weg.net	One Pauwels Drive, Washington, MO 63090	678-699-7840	-2,708,100.00
Gresco Supply	Chris Therien	Christopher.therien@gresco.com	6421 County Road 219, Wildwood, FL 34785	352-446-7536	\$2,552,874.34
Anixter	Renee Lackey	<a href="mailto:Renee.lackey@anixter.com">Renee.lackey@anixter.com</a>	3881 Old Winter Garden Road, Orlando, FL 32805	352-408-3898	\$194,064.00

<b>Amount of Original <u>WEG</u> Award:</b>	\$2,708,100.00
<b>Amount of Original <u>Gresco</u> Award:</b>	\$0.00
<b>Amount of Original <u>Anixter</u> Award:</b>	\$0.00
<b>Date of Original Awards:</b>	08/01/2019
<b>WEG Change Order Amount:</b>	<b>-\$2,708,100.00</b>
<b>Gresco Change Order Amount:</b>	\$2,552,874.34
<b>Anixter Change Order Amount:</b>	\$194,064.00
<b>WEG New Not-To-Exceed Amount:</b>	\$0.00
<b>Gresco New Not-To-Exceed Amount:</b>	\$2,552,874.34
<b>Anixter New Not-To-Exceed Amount:</b>	\$194,064.00
<b>Length of Contract/PO Term:</b>	Eighteen (18) Months
<b>Begin Date (mm/dd/yyyy):</b>	09/01/2019
<b>End Date (mm/dd/yyyy):</b>	03/01/2021
<b>Renewal Options:</b>	No Renewals
<b>JSEB Requirement:</b>	N/A – Optional

#### **Background/Recommendations:**

Originally bid and approved by the Awards Committee on 08/01/2019 to WEG Transformers USA and Wesco Distribution, Inc. in the amount of \$3,157,487.00. The original award item is attached for reference.

This request is for a change order to cover the redistribution of all the items that WEG Transformers USA originally won. During the contracting process, WEG informed JEA that while procuring the raw materials up for the upcoming contract from JEA they were informed that their ability to procure 409 Stainless Steel material was no longer an option. Because of that, WEG would have no access to this material and could not execute the contract at the previous quoted price.

After analyzing the updated unit costs and applying them to the recent bid results, it was determined, that the changes in WEG price would have materially affected the original award. In fact, Gresco Supply and Anixter will be new awardees entirely. Because this change was brought to JEA's attention so close to the original award, JEA seeks to revert back and utilize the previous bid pricing in order to further mitigate WEG's proposed increases. Gresco Supply and Anixter are willing to keep the original pricing however, when provided the opportunity.

Name	Original Low Priced Items	Original Award Amount	Updated Low Priced Items	Updated Award Amount
ANIXTER	0	0	7	\$194,064.00
ELECTRIC SUPPLY	0	0	0	\$0.00
GRESCO	0	0	20	\$2,552,874.34
IRBY	0	0	0	\$0.00
TRI STATE	-	-	-	-
WEG	27	\$2,708,100.00	-	-
WESCO	12	\$449,387.00	12	\$449,387.00
<b>TOTALS</b>	<b>39</b>	<b>\$3,157,487.00</b>	<b>39</b>	<b>\$3,196,325.34</b>

Because of these changes, JEA will still realize an estimated cost increase via unit price increases totaling \$38,838.34, or 1.23% due to the conditions described above. However, this amount was mitigated by utilizing a competitive bid process.

Request approval to award a change order to Gresco Supply (\$2,552,874.34) and Anixter (\$194,064.00) and WEG Transformers, Inc. (-2,708,100.00), for the supply of Three-Phase Transformers carried in JEA Inventory Stock, for a new total not-to-exceed amount of \$2,552,874.34 for Gresco Supply and \$194,064.00 for Anixter and \$0.00 for WEG Transformers, USA, 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:**

 10/31/19

Chairman, Awards Committee

Date

 10/31/19

Manager, Capital Budget Planning

Date



## Formal Bid and Award System

Award #8 October 31, 2019

**Type of Award Request:** INVITATION TO NEGOTIATE (ITN)

**Request #:** 6676

**Requestor Name:** Ramsubhag, Carl

**Requestor Phone:** (904) 665-7567

**Project Title:** JEA Investment Recovery Painting Program

**Project Number:** OSC2006

**Project Location:** JEA

**Funds:** O&M

**Budget Estimate:** \$555,000.00 (Budget)

**Scope of Work:**

The purpose of this Invitation to Negotiate (ITN) is to solicit pricing for the furnishing of labor, equipment, tools, expendables, and miscellaneous supplies to properly apply paint to JEA 14' to 18' decorative street light poles and light-heads, pad-mounted & three phase transformers, and switch cabinets in the JEA service territory and to be accomplished on a unit price basis.

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

- Community Impact Value – Ensures our Streetlights and Transformers within community are kept up to JEA's high community standards
- Financial Value – Reduces operating expenses for these items and optimize the supplier portfolio for this commodity category

**JEA IFB/RFP/State/City/GSA#:** 133-19

**Purchasing Agent:** Roddy, Colin Patrick

**Is this a Ratification?:** No

**RECOMMENDED AWARDEES:**

Name	Vendor Contact	Email	Address	Phone	Amount
TRANSFORMER MAINTENANCE & SERVICE INC	Bill Outlaw	<a href="mailto:boutlaw@transmainc.com">boutlaw@transmainc.com</a>	PO Box 189 Newton Grove, NC 28366	910-594-1495	\$1,029,375.00

**Amount for entire term of Contract/PO:** \$1,029,375.00

**Award Amount for remainder of this FY:** \$343,125.00

**Length of Contract/PO Term:** Three (3) Years

**Begin Date (mm/dd/yyyy):** 10/01/2019

**End Date (mm/dd/yyyy):** 09/30/2022

**Renewal Options:** No Renewals

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

**BIDDERS:**

Name	First Round Total Extended Price	Initial Ranking	BAFO Total Extended Price	Final Ranking	Awarded Amount
TRANSFORMER MAINTENANCE & SERVICE INC	\$1,057,875.00	1	\$1,029,375.00	1	\$1,029,375.00
MIDSUN GROUP INC	\$1,230,600.00	2	\$1,105,425.00	2	\$0.00
WORTH CONTRACTING	\$1,311,000.00	3	\$1,311,000.00	3	\$0.00
THE ROSE GROUP	\$1,732,500.00	4	-	-	\$0.00
COMPLETE COATINGS	\$4,496,250.00	5	-	-	\$0.00
WILLIAMS INDUSTRIAL	\$6,533,160.00	6	-	-	\$0.00

**Background/Recommendation:**

Advertised 08/21/2019. Five (5) vendors attended the optional pre-response meeting on 08/30/2019. At Response opening on 09/17/2019, JEA received six (6) Responses.

In order to leverage JEA's spend for its Investment Recovery Painting Program, the internal team identified service requirements that would require painting services for its 14' to 18' decorative street light poles and light-heads, pad-mounted & three phase transformers, and switch cabinets in the JEA service territory. Prior to FY19, these services were completed by internal JEA employees until an informal award was made to Worth Contracting for JEA's FY19 requirements.

The basis for award for this bid was that JEA would award a contract(s) to the Respondent(s) that meet the Minimum Qualification and propose the total lowest cost to JEA for all related service requirements. After the evaluations were complete, Transformer Maintenance & Service, Inc. (TMS) was determined to be the vendor that provided the lowest cost to JEA for this work scope. TMS is the current provider for the same scope of work for Clay Electric in the local area. The total award amount will be higher than originally anticipated from a budget estimate standpoint as the original FY20 budget did not incorporate the full work scope into the budget and has since transferred money into the budget.

With utilizing best practices of aggregation of items and competitive bidding, JEA will realize an estimated three year cost savings via unit price decreases totaling \$243,525.00, or -19.13%. The BAFO resulted in a reduction of \$28,500.00. Unit pricing for the contract(s) will be adjusted annually with adjustments corresponding to fluctuations of the Consumer Price Index for all urban consumers for all US City Average published monthly by the U.S. Department of Labor, Bureau of Labor Statistics.

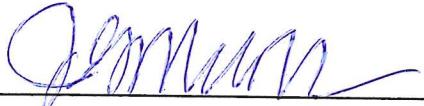
Procurement tracks two different types of savings. The total cost difference is comparing the current pricing with the proposed pricing (+/-). The total sourcing savings is determined by negotiations, BAFO savings and value added savings. Below is the breakdown:

- **Total cost difference:** \$243,525.00 (unit price savings)

133-19 - Request approval to award a contract to Transformer Maintenance & Service, Inc. for JEA Investment Recovery Painting Program in the amount of \$1,029,375.00, 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:**

 10/31/19

Chairman, Awards Committee

Date

 10/31/19

Manager, Capital Budget Planning

Date



## Formal Bid and Award System

Award #9   October 31, 2019

**Type of Award Request:** CHANGE ORDER

**Request #:** 6266

**Requestor Name:** Ramirez, Samuel T.

**Requestor Phone:** (904) 665-6960

**Project Title:** District II Primary Treatment Train Rehabilitation

**Project Number:** 8004342

**Project Location:** JEA

**Funds:** Capital

**Budget Estimate:** N/A

**Scope of Work:**

Jacobs Engineering Group, Inc. is providing design services and limited services during construction for the rehabilitation of the District II Water Reclamation Facility (WRF) northerly treatment train. This train is comprised of the headworks, two (2) 0.248 million gallon primary clarifiers and aeration basins, all of which were constructed in the mid-1970s and are in need of rehabilitation. Additionally, in October 2016, Hurricane Matthew inflicted damage to the headworks and clarifiers. During the thirty percent (30%) project design phase, JEA identified additional ancillary items that support the treatment train, such as clarifier piping, covers on the headworks effluent channels, etc., to be included in the project. These changes will improve the safety and operation of the facility.

**JEA IFB/RFP/State/City/GSA#:** 108-17

**Purchasing Agent:** King, David

**Is this a Ratification?:** NO

**RECOMMENDED AWARDEE(S):**

Name	Contact Name	Email	Address	Phone	Amount
JACOBS ENGINEERING GROUP, INC.	James Wallace	jameywallace@ jacobs.com	200 W. Forsyth Street, Suite 1520, Jacksonville, FL 32202	(904) 224-3146	\$43,130.00

**Amount of Original Award:** \$356,619.00

**Date of Original Award:** 10/26/2017

**Change Order Amount:** \$43,130.00

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

CPA #	Amount	Date
169653	\$53,682.50	07/19/2018
169653	\$37,712.50	10/10/2018

**New Not-To-Exceed Amount:** \$491,144.00

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

**Begin Date (mm/dd/yyyy):** 11/29/2017

**End Date (mm/dd/yyyy):** Project Completion (Expected: 7/15/2020)

**End Date (mm/dd/yyyy):** Project Completion (Expected: 7/15/2020)

**JSEB Requirement:** Twenty Percent (20%) Goal

**Comments on JSEB Requirements:**

Original award:

R.E. Holland: 4.5%, C&ES: 3.9%, J. Collins Engineering Associates: 9.8%

This award:

No additional effort by JSEB in this change order. The nature of the work is all specialty engineering design to be performed by Jacobs.

**Background/Recommendations:**

Originally approved by Awards Committee on 10/26/2017 to Jacobs Engineering Group, Inc. in the amount of \$356,619.00. A copy of the original award is attached as backup. Change order #1 was approved by the Awards Committee on 07/19/2018 for additional scope in the amount of \$53,682.50. Change order #2 was issued on 10/10/2018 for design/post-design services in the amount of \$37,712.50. Copies of the change orders are attached as backup.

This change order #3 request will fund additional design/post-design services including additional shop drawings and contractor submitted Request for Information (RFIs). In addition, the number of concrete repair inspections have increased which has resulted in additional site visits.

JEA used the original negotiated hourly rates to develop the award amount for this new scope of work. The change order quote is attached as backup. Budget has been increased to match the award amount.

The project details are below:

- Original Project Budget: \$3,326,870.00
  - Engineering Estimate: \$357,432.00
  - Construction Estimate: \$2,749,480.00
  - JEA Services Cost: \$219,958.00
- Estimate at Completion: \$4,244,346.13
  - Engineering Cost: \$491,144.00
    - Design Services: \$356,619.00 (10.0% of construction costs)
    - Post-Design Services: \$134,525.00 (Change Orders #1-3, 3.8% of construction costs)
  - Construction Bid: \$3,576,554.13 (Petticoat-Schmitt)
  - JEA Services Cost: \$176,648.00
- Original Schedule:
  - Engineering Completion: May 2018
  - Construction Completion: December 2019
- Revised Schedule:
  - Engineering Completion: December 2018
  - Construction Completion: October 2020

Request approval for a change order to award Jacobs Engineering Group, Inc. for design, and services during construction of D2 WWTP Primary Clarifier No. 2 and No. 3 Rehabilitation project in the amount of \$43,130.00, for a new not-to-exceed amount of \$491,144.50, subject to the availability of lawfully appropriated funds.

**Manager:** Collier, Bradley W. - Mgr WW Plants & Pump Stations

**Director:** Conner, Sean - W/WW Project Engineering & Construction

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

**APPROVALS:**

J. M. Murr 10/31/19

Chairman, Awards Committee

Date

James A. Whalen 10/31/19

Manager, Capital Budget Planning

Date



## Formal Bid and Award System

Award #10 October 31, 2019

**Type of Award Request:** CHANGE ORDER

**Request #:** 6699

**Requestor Name:** Boree, Allan

**Requestor Phone:** (904) 665-4468

**Project Title:** Greenland Water Treatment Plant (WTP) Expansion from 6 to 9 MGD Well No. 3

**Project Number:** 8004372

**Project Location:** JEA

**Funds:** Capital

**Budget Estimate:** N/A

**Scope of Work:**

This request is for approval to relocate the twenty-inch raw water well due to the unacceptable underground debris encountered during the pilot hole drilling for the initial well. The original award is for the construction of one new raw water well, designated Well Number No. 3, located along the JEA-owned parcel North of the Greenland WTP, located at 6850 Energy Center Drive, Jacksonville, Florida. The new production well will be a backup well to meet peak demand at the Greenland WTP. Contractor shall also clear the majority of the well facility parcel (clearing, stripping, grubbing and disposal), an area of approximately 200 feet by 130 feet and leave a 10-foot tree buffer inside the parcel perimeter, as noted in the contract drawings.

This award positively impacts the following JEA Measures of Value:

- Customer Value: provides a high quality and reliable potable water supply to customers in the Greenland area of JEA's South Grid.
- Community Value: provides high quality and reliable potable water supply to the Greenland area of JEA's South Grid.
- Environmental Value: provides high quality potable water meeting environmental regulatory requirements.
- Financial Value: the project will provide revenue through sales of potable water.

**JEA IFB/RFP/City/GSA#:** 050-19

**Purchasing Agent:** King, David

**Is this a Ratification?:** NO

**RECOMMENDED AWARDEE(S):**

Name	Contact Name	Email	Address	Phone	Amount
SAWCROSS, INC.	Mark Hickinbotham	<a href="mailto:markh@sawcross.com">markh@sawcross.com</a>	10970 New Berlin Rd., Jacksonville FL 32226	(904) 750-7500	\$99,703.00

**Amount of Original Award:** \$614,000.00

**Date of Original Award:** 05/09/2019

**Change Order Amount:** \$99,703.00

**New Not-To-Exceed Amount:** \$713,703.00

**Length of Contract/PO Term:** Project Completion  
**Begin Date (mm/dd/yyyy):** 05/04/2019  
**End Date (mm/dd/yyyy):** Project Completion (Expected: 12/2019)  
**JSEB Requirement:** Five Percent (5%) Goal

**Comments on JSEB Requirements:**

Original Award:

R.E. Holland (Surveying) - 0.74%

DJ Contracting (Trucking/Hauling) - 0.86%

Total: 1.6% (Note: Vendor submitted a Statement of Good Faith Efforts to comply with the JSEB requirements of the solicitation, which was reviewed and accepted by JEA).

This Change Order:

None.

**Background/Recommendations:**

Originally bid and approved by Awards Committee on 05/19/2019 in the amount of \$614,000.00 to Sawcross, Inc. A copy of the original award is attached as backup.

The original scope of work was the early construction package to drill the well for the expansion of the Greenland WTP. The remaining wellhead construction and plant expansion will be bid once engineering for that portion of the project is completed.

This change order addresses unforeseen conditions at the well site. There was a large area of organic material (tree stumps, branches, etc.) buried on the site. The driller attempted to stabilize the site and casing with grout, however, the area was too large. This change request is to abandon this original pilot hole and relocate to a new well site.

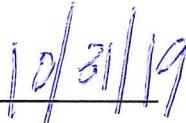
Request approval a change order to Sawcross, Inc., for construction services for the Greenland WTP Expansion, Well No. 3, in the amount of \$99,703.00, for a new not-to-exceed amount of \$713,703.00, subject to the availability of lawfully appropriated funds.

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

**APPROVALS:**



Chairman, Awards Committee



Date



Manager, Capital Budget Planning



Date