



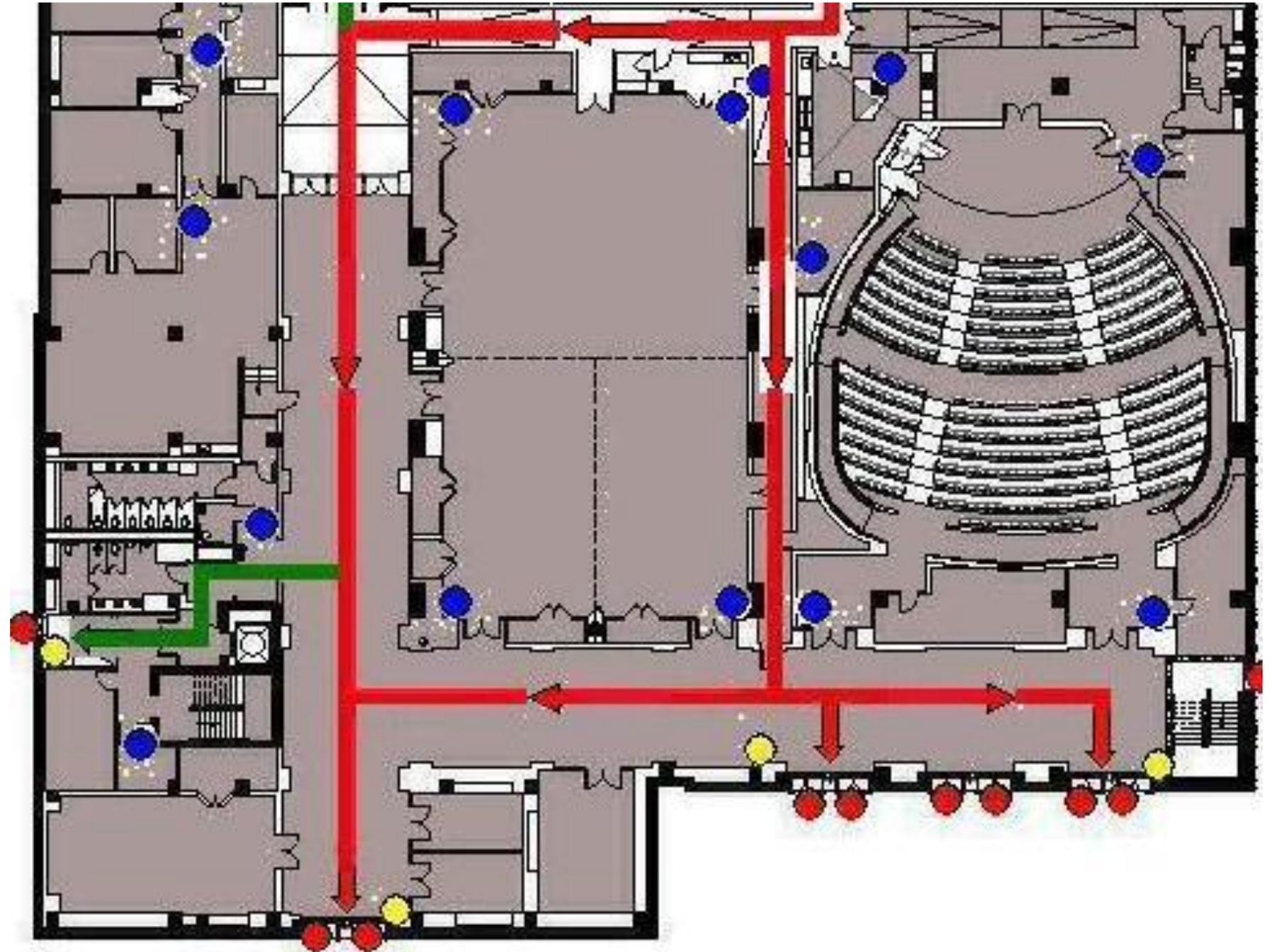
# 2023 JSEB PROCUREMENT SUMMIT



*September 8, 2023*

# SAFETY BRIEFING

- Emergency Routes
- Fire Extinguisher
- Headcount
- Assembly Point
- 911
- Security
- CPR
- Safety Hazards
- Cell Phones on Silent



# AGENDA

- Safety Briefing
- Welcome
- Opening Remarks
- JSEB Spotlight
- JSEB Transformational Focus
- FY24 Upcoming Opportunities
- What's New in FY24
- Panel Discussion with the Small Business Resource Partners
- Networking





# Welcome

**Alan McElroy**

*Vice President Supply Chain  
and Operations Support*





# Opening Remarks

**Jay Stowe**

*Managing Director  
and Chief Executive Officer*





**ALPHA ENVIROTECH  
CONSULTING, INC.**

**Garmon Trucking, Inc.**



**"You call, we haul"**



## **JSEB Spotlight**

**Rita Scott**

*Manager Supplier Diversity Programs &  
Procurement Services*





# **JSEB Transformational Focus**

**Gregory Grant**  
*EBO/JSEB Program Administrator  
City of Jacksonville*



# Jacksonville Small & Emerging Business



Education



Community



Capital



Contract



# JEA JSEB Program

**Rita Scott**

*Manager Supplier Diversity Programs &  
Procurement Services*



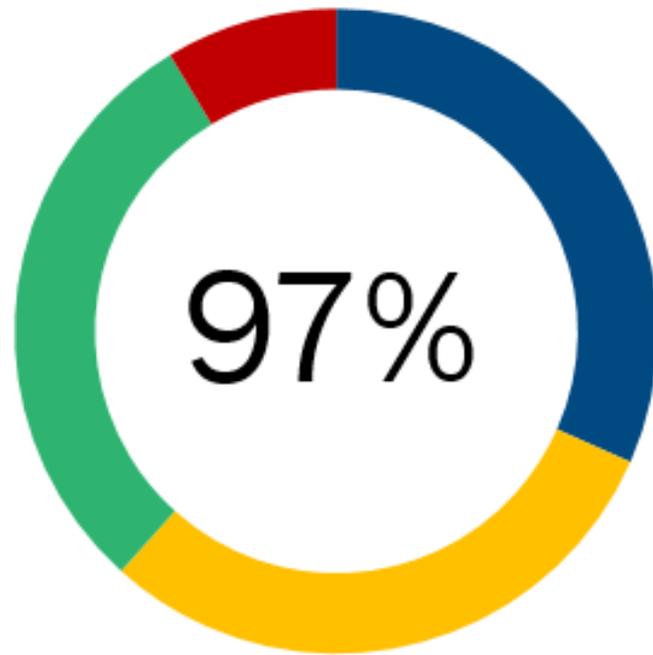
# FY23 JSEB Scorecard

As of July 2023

## JSEB Goal

AVAILABLE SPEND

\$111,000,000

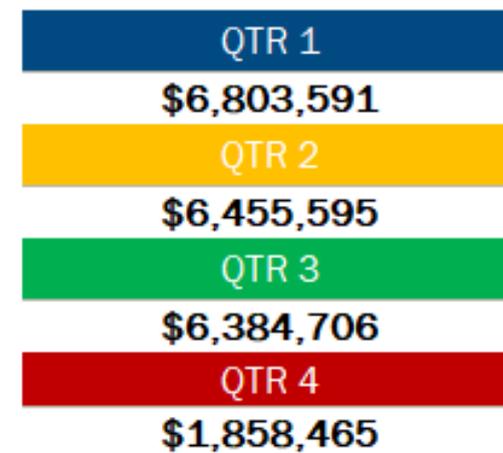


JSEB GOAL

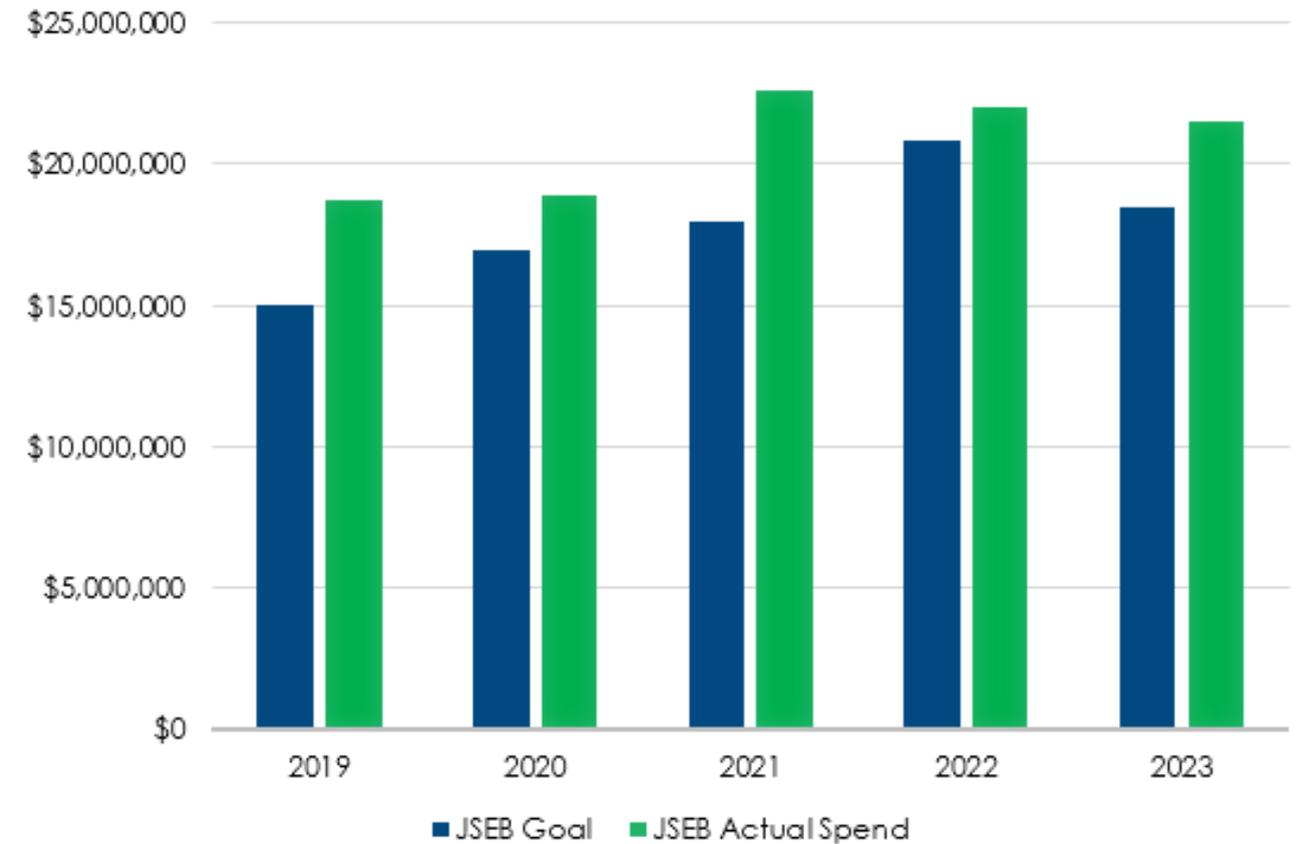
\$22,200,000

JSEB ACTUAL SPEND

\$21,502,357



## Past 5 Years - JSEB Goal vs. Actual Spend



# FY23 NEW JSEB Vendors

As of July 2023



New JSEB	Date Added
The Pollock Group LLC	October 2022
Breaking Ground Contracting Co	December 2022
TRC Energy Engineering, Professional LLC	February 2023
GEC Trucking & Construction, Inc.	April 2023
Intron Technologies, Inc.	April 2023
J. L. Ruby Construction, LLC	April 2023
ZHL Services, LLC	April 2023
J. Williams Industrial Group, Inc.	May 2023

# FY23 Contracts Awarded to JSEB Vendors



As of July 2023

**\$26M**  
**Contracts Awarded to JSEB Vendors**  
*(Contract awards range from 1 to 5 Years)*

Prime JSEB Vendors	Contract Award
A Sanctuary House of N. FL, Inc.	\$306,768
Almond Engineering, PA	\$900,000
American Construction Enterprises of NE FL, Inc.	\$470,070
Breaking Ground Contracting Company	\$1,169,965
C & L Landscape, Inc.	\$390,197
Complete Services Well Drilling, Inc.	\$500,000
Concrete Advantage	\$777,158
Construction & Engineering Services Consultants, Inc.	\$900,000

Prime JSEB Vendors	Contract Award
Eagle Lawn Care of N.E. Florida, Inc.	\$133,572
Four Waters Engineering, Inc.	\$954,206
Freedom Landscape and Lawn Maintenance, Inc.	\$900,000
	\$463,809
	\$1,027,630
GEC Trucking & Construction, Inc.	\$2,654,819
H Trent Elson Underground Sprinkler Systems	\$2,443,738
J. Collins Engineering Associates, LLC	\$65,200
Kirby Development, Inc.	\$694,622
PQH Group Design, Inc.	\$194,560
	\$171,900

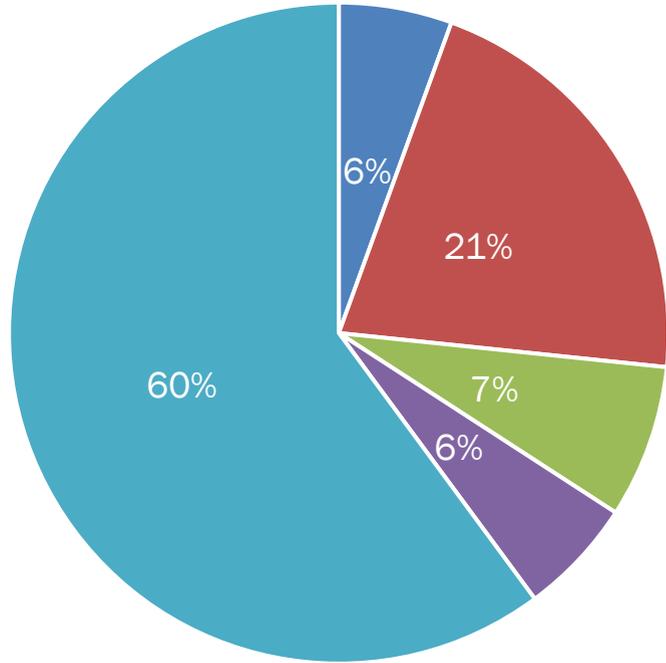


# JEA FY24 Upcoming Opportunities

**Chrissy Nunziato**  
*Portfolio Manager*



# FY24-25 Procurement Summary



- Electric & Compliance
- Operations Support
- Professional Services
- Technology & Customer Services
- Water/Wastewater & Environmental Services

Category	Spend	JSEB Opportunity
Electric & Compliance	\$53M	Yes
Operations Support - Fleet, Inventory, Investment Recovery	\$202M	Yes
Professional Services - Facilities, HR, Finance	\$71M	Yes
Technology & Customer Services	\$55M	Yes
Water/Wastewater & Environmental Services	\$577M	Yes

# Professional Services

## FY24-25 Sourcing Initiatives



## Continuing Services - Facilities

BUSINESS UNIT	CONTRACT TYPE	CURRENT VENDOR	ANNUAL CONTRACT VALUE	EXPIRATION	ACTION	FY24 Available Action
FACILITIES	PRINT AND DIRECT MAILING SERVICES	MINUTEMAN PRESS	\$75,000.00	10/18/2023	BID	Bid
FACILITIES	POND MAINTENANCE - ALL LOCATIONS	BLUE WATER ENVIRONMENTAL OF FL INC	\$32,156.93	11/8/2023	BID	Bid
FACILITIES	JEA PRIMARY DATA CENTER RELOCATION AND EMERGENCY OPERATIONS	COLOGIX, INC.	\$500,000.00	11/20/2023	RENEW	Renew
FACILITIES	CUBICLE BUILDOUT AND FURNITURE INSTALLATION	COMMERCIAL DESIGN SERVICES, INC.	\$60,000.00	12/9/2023	BID	Bid
FACILITIES	PLUMBING SERVICES	DREW HARTMANN PLUMBING INC	\$88,144.49	12/25/2023	BID	Bid
FACILITIES	ELECTRICAL SERVICES	PREMIER COMMUNICATIONS GROUP INC	\$126,400.00	1/31/2024	BID	Bid
FACILITIES	ELEVATOR MAINTENANCE - ALL LOCATIONS PASSENGER ELEVATORS	TK ELEVATOR CORPORATION	\$140,407.80	3/11/2024	BID	Bid
FACILITIES	FACILITIES PEST CONTROL	MASSEY SERVICES, INC.	\$46,654.00	3/13/2024	BID	Bid
FACILITIES	FACILITIES LANDSCAPING MAINTENANCE SHELTERED	ADVANCED TECHNOLOGY, INC	\$631,070.82	4/17/2024	BID	Bid
FACILITIES	FACILITIES HVAC REPAIR AND INSTALL FOR UP TO 20 TONS	W W GAY MECHANICAL CONTRACTORS INC	\$100,000.00	5/27/2024	RENEW	Renew
FACILITIES	FACILITIES HVAC REPAIR AND INSTALL FOR UP TO 20 TONS	Mechanical Services of Central Florida, Inc. / Certified Control System / Certified Air Contractors	\$100,000.00	5/27/2024	RENEW	Renew
FACILITIES	FACILITIES ROOFING REPAIR AND INSTALLATION SERVICES	REGISTER ROOFING & SHEET METAL INC	\$500,000.00	5/31/2024	RENEW	Renew
FACILITIES	FACILITIES JANITORIAL SERVICE- OPEN DT, SERVICE CENTERS, SITES	TRUSTED HAND SERVICE, INC.	\$500,000.00	5/31/2024	BID	Bid
FACILITIES	FACILITIES JANITORIAL SERVICES (JSEB) SHELTERED MKT-GENERATING STATIONS	EVERSAFE BUILDING MAINTENANCE CORPORATION	\$320,000.00	9/30/2024	BID	Bid
FACILITIES	MOLD REMEDIATION SERVICES	SERVPRO OF ARLINGTON/JACKSONVILLE EAST SOUTH	\$30,000.00	3/3/2025	BID	Bid
FACILITIES	FACILITIES LANDSCAPING - OPEN MARKET	FREEDOM LANDSCAPE AND LAWN MAINTENANCE INC	\$500,000.00	3/31/2025	BID	Bid
FACILITIES	FACILITIES LANDSCAPING - OPEN MARKET	J & D MAINTENANCE AND SERVICES	\$2,000,000.00	3/31/2025	BID	Bid
FACILITIES	FACILITIES LANDSCAPING - OPEN MARKET	A SANCTUARY HOUSE OF N. FL, INC.	\$100,000.00	3/31/2025	BID	Bid
FACILITIES	FACILITIES AUTO TRANSFER SWITCH (ATS) MAINTENANCE AND REPAIR SERVICES	ASCO POWER SERVICES, INC.	\$223,483.32	4/30/2025	BID	Bid
FACILITIES	JTA RFP #P-20-006 CARPET CLEANING SERVICES	CUBIX INC	\$35,000.00	6/10/2025	BID	Bid

# Professional Services

## FY24-25 Sourcing Initiatives



JSEB opportunities highlighted in yellow

### Capital Projects - Facilities

PROJECT DESCRIPTION	FY24 Forecast	FY25 Forecast
<b>FACILITIES - JEA HEADQUARTERS</b>	<b>\$1,700,000</b>	<b>\$0</b>
FACILITIES - SSSC RENOVATIONS - PHASE II	\$115,000	\$0
FACILITIES - BUCKMAN WRF - STREET LIGHTING AND PAVING UPGRADES	\$0	\$150,000
FACILITIES - MANDARIN WRF - FACILITY PARKING, STORM WATER AND NEW WAREHOUSE UPGRADES	\$820,659	\$1,868,046
FACILITIES - DISTRICT II WRF - NEW STORAGE BUILDING AND SITE UPGRADES	\$466,900	\$0
FACILITIES - CWSC - ADMIN UPGRADES	\$6,530,347	\$0
FACILITIES - WSSC BUILDING 5 GLOVE LAB UPGRADES	\$1,300,000	\$0
FACILITIES - SSSC ASPHALT PAVEMENT UPGRADE	\$200,000	\$0
FACILITIES - KGS PUMP SHOP BLDG DEMOLITION	\$0	\$301,345
FACILITIES - BLACKS FORD WRF NEW PARKING AND STORAGE BUILDING	\$454,028	\$0
FACILITIES - DISTRICT II WRF NEW PLANT ENTRANCE	\$385,000	\$0
<b>FACILITIES - BLANDING BLVD LIFT STATION ENTRANCE DRIVE</b>	<b>\$343,870</b>	<b>\$0</b>
<b>FACILITIES - FUSION CENTER NOC TI UPGRADES (OLD EOC)</b>	<b>\$945,000</b>	<b>\$0</b>
<b>FACILITIES - BUILDING UPGRADES - E</b>	<b>\$200,000</b>	<b>\$200,000</b>
FACILITIES - ELEVATORS - E	\$1,000	\$1,000
FACILITIES - ELECTRICAL AND LIGHTING - E	\$100,000	\$100,000
FACILITIES - BUILDING UPGRADES - W	\$400,000	\$400,000
FACILITIES - ELEVATORS - W	\$250,000	\$1,000
<b>FACILITIES - PLUMBING UPGRADES - E</b>	<b>\$100,000</b>	<b>\$100,000</b>
<b>FACILITIES - PLUMBING UPGRADES - W</b>	<b>\$250,000</b>	<b>\$250,000</b>
FACILITIES - ELECTRIC AND LIGHTING SYSTEMS - W	\$400,000	\$400,000
FACILITIES - PAVING AND SITE IMPROVEMENTS - E	\$485,000	\$250,000
FACILITIES - PAVING AND SITE IMPROVEMENTS - W	\$250,000	\$250,000
FACILITIES - HEATING, VENTILATION, AND AIR - E	\$430,000	\$430,000
FACILITIES - HEATING, VENTILATION, AND AIR - W	\$520,000	\$520,000
FACILITIES - ROOF REPLACEMENTS - E	\$200,000	\$200,000
FACILITIES - ROOF REPLACEMENTS - W	\$435,000	\$435,000

# Professional Services

## FY24-25 Sourcing Initiatives



### Continuing Services – HR, Finance, Special Projects

BUSINESS UNIT	CONTRACT DESCRIPTION	CURRENT VENDOR	ANNUAL CONTRACT VALUE	EXPIRATION	ACTION
HUMAN RESOURCES	INDUSTRIAL PERFORMANCE PROGRAM	UNIFY HEALTH SERVICES, LLC	\$135,000.00	10/14/2023	BID
GOVERNMENT RELATIONS	State Government Relations Consulting Services	GRAY ROBINSON PA	\$126,000.00	10/22/2023	RENEW
HUMAN RESOURCES	FIRST AID EQUIPMENT SERVICE/INSPECTION	CINTAS CORPORATION	\$50,000.00	11/12/2023	BID
HUMAN RESOURCES	DENTAL INSURANCE PLAN	MET LIFE INS CO	\$1,373,937.10	12/31/2023	RENEW
HUMAN RESOURCES	FSA, HSA, HRA ADMINISTRATION SERVICES	HSA BANK	\$5,000.00	12/31/2023	RENEW
FINANCE	PROPERTY AND CASUALTY INSURANCE BROKERAGE SERVICES	ARTHUR J. GALLAGHER RISK MANAGEMENT SERVICES, INC	\$8,333,333.00	12/31/2023	RENEW
HUMAN RESOURCES	MEDICAL ASO, PHARM BENEFIT MGMR SERVICES, STOP LOSS, CHRONIC CONDITION MGMT ETC.	FLORIDA BLUE	\$31,974,077.00	12/31/2023	RENEW
HUMAN RESOURCES	BASIC LIFE/ACCIDENTAL DEATH & DISMEMBERMENT (AD&D), VOLUNTARY LIFE/AD&D, STAND-ALONE VOLUNTARY AD&D, SHORT TERM DISABILITY, LONG TERM DISABILITY AND FAMILY MEDICAL LEAVE ACT (FMLA) ADMINISTRATION SERVICES	STANDARD INSURANCE CO	\$2,572,472.00	12/31/2023	RENEW
HUMAN RESOURCES	SAFETY LEADERSHIP TRAINING	UTILITY BUSINESS MEDIA, INC.	\$47,300.00	1/15/2024	BID
HUMAN RESOURCES	BACKGROUND SCREENING SERVICES	HIRERIGHT LLC	\$42,507.00	5/9/2024	BID
GOVERNMENT RELATIONS	FEDERAL GOVT RELATIONS CONSULTING SERVICES	TALLEY & ASSOCIATES, INC.	\$120,000.00	5/31/2024	RENEW
HUMAN RESOURCES	EMPLOYEE ASSISTANCE PROGRAM (EAP)	HEALTH ADVOCATE SOLUTIONS	\$40,000.00	7/1/2024	BID
HUMAN RESOURCES	EXECUTIVE COACHING	RIGHT MANAGEMENT	\$25,000.00	7/8/2024	BID
HUMAN RESOURCES	MANAGED SERVICES (MSP & VMS)	WORKSPEND INC	\$17,106,446.35	9/30/2024	RENEW
HUMAN RESOURCES	OCCUPATIONAL MEDICAL SERVICES	CARE NOW	\$500,000.00	9/30/2024	RENEW
GOVERNMENT RELATIONS	Government Relations Consulting Services	THE VOGEL GROUP, LLC	\$192,000.00	9/30/2024	RENEW
GOVERNMENT RELATIONS	INTERLOCAL NEGOTIATION CONSULTING SERVICES	TBD	0	NEW	BID
GOVERNMENT RELATIONS	REGIONAL DEVELOPMENT CONSULTING SERVICES (for surrounding counties) water use, consumptive use, etc.	TBD	0	NEW	BID
HUMAN RESOURCES	LEADERSHIP DEVELOPMENT PROGRAMS	TBD	\$60,000.00	NEW	BID

# Professional Services



## FY24-25 Sourcing Initiatives

### Capital Projects – Strategy, Real Estate, Economic Development

BUSINESS UNIT	CONTRACT DESCRIPTION	CURRENT VENDOR	ANNUAL CONTRACT VALUE	EXPIRATION	ACTION
STRATEGY	INTERLOCAL WORK	STANTEC	\$120,000.00	NEW	BID
STRATEGY	HOLD FOR POTENTIAL RECRUITING		\$20,000.00	OPEN	RENEW
STRATEGY	BENCHMARKING STUDY DIRECTOR ENTERPRISE ANALYTICS		\$25,000.00	NEW	BID
STRATEGY	EXECUTIVE COACHING	TRANSCEND	\$200,000.00	5/21/2024	RENEW
STRATEGY	WORKFORCE DEVELOPMENT	JACKSONVILLE UNIVERSITY	\$125,000.00		SINGLE SOURCE
STRATEGY	STRATEGIC CONSULTING		\$175,000.00	NEW	BID IN PROCESS
STRATEGY	PROFESSIONAL SERVICES FUNDS FOR CONSULTANT TO HELP GROW/EXPAND OUR BUSINESS		\$50,000.00	NEW	BID
STRATEGY	CONSULTANCY FOR THE CREATION OF A JEA SITE READINESS AND DISPOSITION STRATEGY FOR STRATEGIC ASSETS		\$56,245.00	NEW	BID
STRATEGY	ENGAGING IN REGIONAL ECONOMIC DEVELOPMENT ASSET MAPPING PROJECT AND STRATEGY INITIATIVE.		\$25,105.00	NEW	BID
STRATEGY	REAL ESTATE AND SITE CERTAINTY SERVICES FOR SURPLUS JEA PROPERTY, SUCH AS SJRPP, STRATEGIC SITES, AND GIS MAPPING FOR JEA'S REAL PROPERTY ASSETS. APPROVED AT THE 12/5/19 AWARDS COMMITTEE AND CONTRACT # IS 186554. THE CONTRACT IS FOR THREE YEARS AND HAS A NOT-TO-EXCEED AMOUNT OF \$3M (FY20 - \$750K; FY21 - \$1M; FY22- \$1M; FY23 - \$250K) WITH TWO OPTIONAL 1 YEAR RENEWALS. THIS AND ADDITIONAL CONTRACTS WILL SUPPORT THE REDEVELOPMENT OF SJRPP, REAL ESTATE ASSET MAPPING AND OTHER TASKS THAT ARE RELATE TO JEA'S REAL PROPERTY REDEVELOPMENT OR REAL ESTATE ASSET MAPPING PROJECTS.	ETM CBRE	\$410,630.00	NEW	BID
STRATEGY	PROFESSIONAL SERVICES FOR LCCA FOR POTENTIAL DES (CHILLED WATER) CUSTOMERS, PILOT PROJECT FOR SUB-METERING CHILLED WATER, RECRUITING SERVICES.		\$165,000.00	NEW	BID
ECONOMIC DEVELOPMENT	REAL ESTATE DEVELOPMENT SERVICES	ENGLAND, THIMS & MILLER	\$400,000.00	12/31/2023	RENEW
ECONOMIC DEVELOPMENT	ECONOMIC DEVELOPMENT INCENTIVE CONSULTING SERVICES		\$50,000.00	NEW	BID
ECONOMIC DEVELOPMENT	ECONOMIC DEVELOPMENT MARKETING/WEBSITE DEVELOPMENT SERVICES		\$150,000.00	NEW	BID
ECONOMIC DEVELOPMENT	ECONOMIC DEVELOPMENT GIS SOFTWARE AND SUPPORT SERVICES		\$150,000.00	NEW	BID
ECONOMIC DEVELOPMENT	RE/ED CONSULTANT	TBD	\$1,000,000.00	NEW	BID

# Operations Support

## FY24-25 Sourcing Initiatives



### Fleet Maintenance

JSEB opportunity →

Project	Type	Contract Expiration	Est. Project Start	Estimated Value	Department
FLEET PRESSURE WASHING	Informal Solicitation	5/13/2024	FY24	\$200,000.00	Fleet Maintenance
MUTUAL AID AERIAL EQUIPMENT RENTAL AGREEMENT	Informal Solicitation	5/17/2024	FY24	\$150,000.00	Fleet Rental
Off Road Vehicle and Equipment Maintenance and Repair - Deere	Informal Solicitation	6/20/2024	FY24	\$300,000.00	Fleet Maintenance
Off Road Vehicle and Equipment Maintenance and Repair - Kubota	Informal Solicitation	6/20/2024	FY24	\$635,765.29	Fleet Maintenance
TRAILER MAINTENANCE AND REPAIR SERVICES	Informal Solicitation	9/30/2025	FY25	\$645,859.15	Fleet Maintenance
VEHICLE AND EQUIPMENT RENTALS	Formal Solicitation	9/30/2025	FY24	\$900,000.00	Fleet Rental
LIGHT DUTY MAINTENANCE AND REPAIR	Formal Solicitation	5/31/2025	FY25	\$2,500,000.00	Fleet Maintenance
FUEL (GAS AND DIESEL FOR VEHICLES AND GENERATORS)	Formal Solicitation	6/30/2025	FY25	\$3,240,732.85	Fleet Fuel
MEDIUM DUTY MAINTENANCE AND REPAIR	Formal Solicitation	4/30/2025	FY25	\$3,458,151.12	Fleet Maintenance

# Operations Support

## FY24-25 Sourcing Initiatives



### Fleet Capital

Project	Type	Contract Expiration	Estimated Value	Department
FY24, FY25, FY26, & FY27 AERIAL DUTY CAPITAL BUY	Formal Solicitation	N/A	\$10,390,000.00	Fleet Capital
FY24 & FY25 LIGHT AND MEDIUM DUTY CAPITAL BUY	Formal Solicitation	N/A	\$5,127,300.00	Fleet Capital
FY24 & FY25 VACUUM TRUCK CAPITAL BUY	Formal Solicitation	N/A	\$2,597,000.00	Fleet Capital
FY24, FY25, & FY26 HEAVY DUTY CAPITAL BUY	Formal Solicitation	N/A	\$2,507,000.00	Fleet Capital
FY24 & FY25 SMALL OFF ROAD CAPITAL BUY	Formal Solicitation	N/A	\$1,003,000.00	Fleet Capital
FY24 & FY25 TRANSIT VAN CAPITAL BUY	Formal Solicitation	N/A	\$840,800.00	Fleet Capital
FY24 & FY25 TRAILER CAPITAL BUY	Formal Solicitation	N/A	\$840,000.00	Fleet Capital
FY24 & FY25 LARGE OFF ROAD CAPITAL BUY	Formal Solicitation	N/A	\$712,000.00	Fleet Capital
FY24 & FY25 TENSIONER AND PULLER CAPITAL BUY	Formal Solicitation	N/A	\$342,000.00	Fleet Capital

# Operations Support

## FY24-25 Sourcing Initiatives



### Investment Recovery

Project	Type	Contract Expiration	Estimated Value	Department
TRANSFORMER REFURBISHING SERVICES	Formal Solicitation	6/30/2024	\$800,000.00	Investment Recovery
TRASH SERVICES	Formal Solicitation	9/30/2024	\$1,800,001.00	Investment Recovery

# Operations Support

## FY24-25 Sourcing Initiatives



### Inventory - Electrical

Project	Type	Contract Expiration	Estimated Value	Department
Radio Control Switches	Formal Solicitation	10/1/2023	\$2,300,000.00	Inventory - Electrical
CONCRETE UTILITY POLES	Formal Solicitation	1/3/2024	\$1,537,581.88	Inventory - Electrical
PLASTIC MANHOLES AND BOXES	Formal Solicitation	1/23/2024	\$1,106,652.08	Inventory - Electrical
SECONDARY WIRE	Renewal	2/28/2024	\$9,024,345.28	Inventory - Electrical
WOOD UTILITY POLES	Formal Solicitation	3/1/2024	\$2,537,563.71	Inventory - Electrical
Distribution Transformers	Renewal	5/14/2024	\$80,000,000.00	Inventory - Electrical
MISC ELECTRICAL	Formal Solicitation	5/28/2024	\$1,000,000.00	Inventory - Electrical
PRIMARY WIRE	Renewal	6/8/2024	\$7,830,853.03	Inventory - Electrical
STREETLIGHT MATERIAL FOR JEA INVENTORY	Formal Solicitation	6/30/2024	\$13,000,000.00	Inventory - Electrical
ELECTRICAL CONDUIT FOR JEA INVENTORY STOCK	Formal Solicitation	8/31/2024	\$5,424,073.69	Inventory - Electrical
Pole Line Hardware	Formal Solicitation	1/25/2025	\$8,000,000.00	Inventory - Electrical
NETWORK PROTECTORS	Formal Solicitation	2/5/2025	\$3,686,475.21	Inventory - Electrical
CONCRETE MANHOLES AND BOXES	Formal Solicitation	2/12/2025	\$2,400,289.55	Inventory - Electrical

# Operations Support

## FY24-25 Sourcing Initiatives



### Inventory – W/WW & Customer Service

Project	Type	Contract Expiration	Estimated Value	Department
W/WW ITEMS FOR INVENTORY	Formal Solicitation	1/2/2024	\$6,844,068.03	Inventory - W & WW
RESIDENTIAL WATER METERS FOR JEA INVENTORY STOCK	Formal Solicitation	5/10/2024	\$15,461,444.55	Inventory - W & WW
COMMERCIAL WATER METERS FOR JEA INVENTORY STOCK	Formal Solicitation	FY24	\$3,400,000.00	Inventory - Customer Service



# JEA FY24 Upcoming Opportunities

**Joe Perez**  
*Portfolio Manager*



# Electric and Compliance



## FY24-25 Sourcing Initiatives

## Continuing Services

Contract Description	Annual Contract Amount	Expires	Target JSEB
Transformers (50 MVA)	\$2,601,580.62	10/17/23	Optional
CEMS Gases	\$150,205.76	10/20/23	Optional
Crane, Rigging and Heavy Hauling	\$668,827.65	11/14/23	Optional
NGS Elevator Maintenance and Repair (rack & pinion)	\$189,860.00	12/02/23	Optional
Standardized Relays, Control Components and Services for T&D substations	\$988,606.10	12/31/23	Optional
Project Services Agreement for TEA Connected Analytics™ Services	\$162,960.26	12/31/23	Optional
Substation Battery Bank Testing and Inspection	\$100,000.00	01/01/24	Optional
General Eng Svcs for Electr Gen Plants	\$713,333.33	01/14/24	Optional
Transmission Planning Services using PSS/E for Stability and Steady State Analysis	\$181,600.00	01/29/24	Optional
Vegetation Management	\$8,085,671.78	01/31/24	Optional
Motor Repair Services	\$432,758.00	02/08/24	Optional
T&M Fire Protection Services	\$300,824.18	02/21/24	Optional
Weather Service	\$19,978.11	03/01/24	Optional
Electrical General Contractor Services	\$1,000,471.80	03/19/24	Optional
Preventative Maintenance & Repairs for Caterpillar Heavy Equipment	\$150,000.00	04/11/24	Optional
Electric Plant Fire Protection System Inspection, Testing & Maintenance Services	\$412,974.35	04/30/24	Optional
Bulk Sulfuric Acid Supply & Delivery	\$300,000.00	04/30/24	Optional
CoalTrol Dust Controls	\$300,000.00	05/08/24	Optional
Overhead Crane and Hoist Maintenance, Inspection and Repair Services	\$175,803.67	06/27/24	Optional
JEA Electric Plant HVAC Inspection & Maintenance Services	\$241,225.82	06/27/24	Optional
Scaffolding Services	\$1,194,444.82	07/02/24	Optional
Refractory Repair Services	\$877,352.22	09/29/24	Optional
NGS Distributive Control System (DCS) Maintenance	\$193,860.00	09/30/24	Optional
Waste Hauling Services for JEA	\$687,080.00	09/30/24	Optional

# Electric and Compliance



## FY24-25 Sourcing Initiatives

### Capital Projects

Status	Project Name	FY24	FY25	FY26	Target JSEB
Schematic Design	Nocatee 230-26kV T2 Addition	Engineering - \$375k	Construction - \$1.8M		5 - 10%
Final Design	Kennedy Substation Control Cable and Protection System Replacement	Construction - \$1.7M			5 - 10%
Schematic Design	St Johns 4kV Substation Rebuild	Engineering - \$230k Equipment - \$2.6M	Construction - \$2.2M		5 - 10%
Schematic Design	SJRPP 230-26kV Distribution Substation	Construction - \$3.3M			
Schematic Design	Normandy Substation - New Control House	Construction - \$1.5M			5 - 10%
Schematic Design	Starratt 138-26kV T2 Addition - Substation	Equipment - \$1.7M	Engineering - \$375k Construction - \$1.8M		5 - 10%
Schematic Design	Steelbald T4 Spare Transformer Addition for CMC Steel	Construction - \$244k			5 - 10%
Schematic Design	Imeson 138-26kV T2 Addition	Construction - \$1.4M			5 - 10%
Construction	Hartley Rd Substation T1 Replacement	Equipment - \$1.5M	Engineering - \$37.5k	Construction - \$246.5k	5 - 10%
Schematic Design	Paxon T1 Replacement	Equipment - \$1.5M	Engineering - \$37.5k	Construction - \$246.5k	5 - 10%
Planned	Mayo Sub 230 kV Addition-phase 2	Engineering - \$80k Equipment - \$3.4M	Construction - \$865k		5 - 10%
Planned	North Jacksonville Area 138kV Transmission Loop	Engineering - \$1.3M Equipment - \$13.2M	Construction - \$21M		5 - 10%

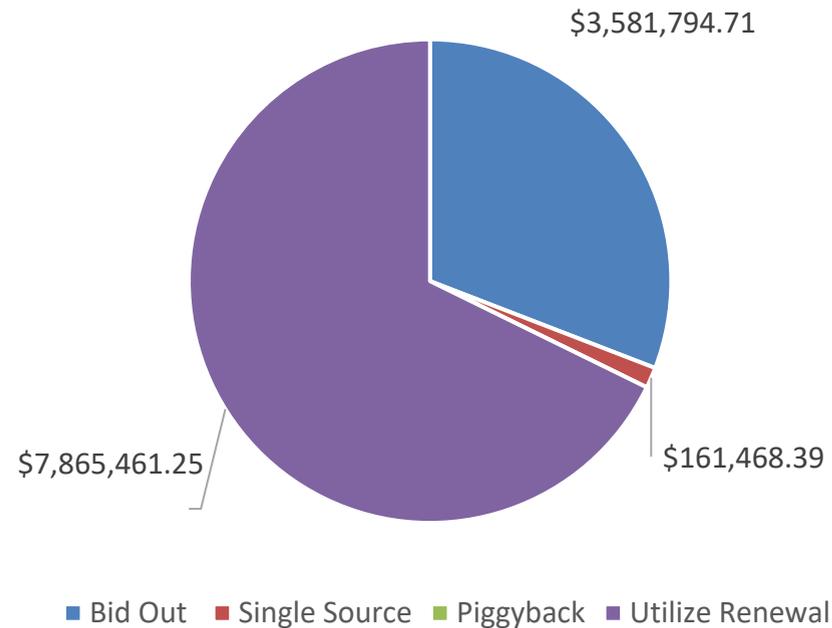
# Technology and Customer Services



## FY24-25 Customer Sourcing Initiatives

## Formal Continuing Services

Customer Cont Service Spend



Contract Description	Annual Spend	Expiration Date	Chief	Action
Project Services Agreement for TEA Connected Analytics Services	\$161,468.39	12/31/2023	Pressley	2 one year renewal options/Single Source
Customer Text, Email, Voice Alerts	\$603,000.00	03/11/2024	Schepis	No renewals remaining rebid in FY24
Drive Electric Program Administrative Services PY 3 (Concierge, BYOC, & Electric Upgrades)	\$400,000.00	04/30/2024	Dutton	Rebid in FY24 needed
Third Party Walk in Payments, Large Merchants	\$405,750.00	06/19/2024	Pressley	2 one year renewal options or rebid
Customer E-Bill Distribution Services	\$218,400.00	10/10/2024	Pressley	2 one year renewal options/Single Source
Design and Implementation of Electric and Water Demand side Management DSM Programs-Commercial	\$1,204,422.00	11/30/2024	Dutton	2 one year renewal options or rebid
Design and Implementation of Electric and Water Demand side Management DSM Programs-Residential	\$4,460,546.00	11/30/2024	Dutton	2 one year renewal options or rebid, FY24 rebid probable due to performance issues
Customer Hosted PV System Removal or Refresh for Grid Management	\$425,000.00	New	Dutton	Trending towards Refresh as opposed to removal. FY24 project bid
Economic Development Incentive Consulting Services, Marketing Website, GIS Software and Support	\$350,000.00	New	Dutton	FY24 Project Bid
New Business, Credit Monitoring Services	\$103,616.00	02/17/2025	Pressley	2 one year renewal options or rebid
Public Education Services/Marketing	\$1,703,794.71	04/30/2025	Schepis	No renewals remaining rebid in FY25
Customer Kiosk Payment Services	\$100,000.00	05/26/2025	Pressley	No renewals remaining rebid in FY25
Electrification Rebate Program	\$1,472,727.25	09/30/2025	Dutton	1 one year renewals remaining/Single Source

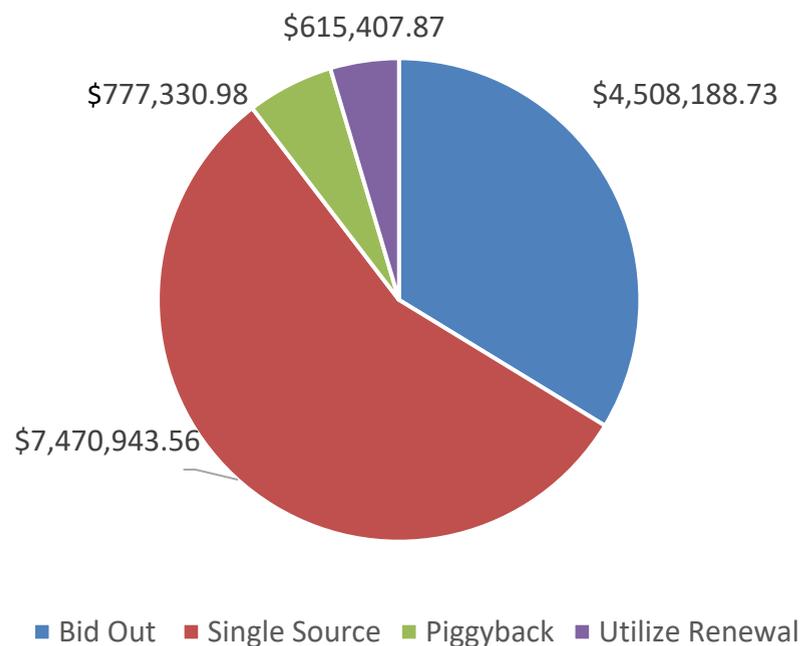
# Technology and Customer Services



## FY24-25 Technology Sourcing Initiatives

## Formal Continuing Services (1 of 2)

Technology Cont Service Spend



Contract Description	Annual Spend	Expiration Date	Action
FY24 Hewlett Packard Equipment Purchases	\$403,691.63	New Contract	JEA standard FY24 Bid to resellers
FY24 Cisco Network Equipment Purchases	\$1,200,000.00	New Contract	JEA standard FY24 Bid to resellers
Splunk Storage/Monitoring cloud subscription	\$466,000.00	05/08/2023	New Piggyback?
GIS Design Solution Software and support	\$227,566.67	07/02/2023	No renewals remaining rebid in FY24? \$30K support standard?
Oracle Software maintenance R12, E-Bus, Database	\$2,488,582.32	09/30/2023	Single Source Award
OSISoft Annual Support PI Software Licenses Collects distributes electronic information	\$163,080.00	09/30/2023	Single Source Award, no multi year commitment
Arrosoft Backup and recover maintenance restore data/replication	\$224,473.65	09/30/2023	Single source ongoing maintenance
Powerplan Maintenance for Power Plant (Fixed Assets) System	\$400,514.25	10/31/2023	JEA Standard Single Source
ESRI GIS Software support all agency mapping interchange information	\$186,683.56	11/30/2023	JEA Standard Single Source
Customer MyWay Pre-Paid Account Management Software Support -Exceleron	\$848,147.00	01/03/2024	FY23 RFI, FY24 Bid, 1 one year renewal remaining
Copier Lease and Printer Maintenance	\$202,593.50	11/30/2023	Active FY23 Bid
Telephony, Network, Internet, and DdOS Services	\$642,014.35	11/30/2023	JEA Standard Single Source
Hewlett Packard Hardware/Software Infrastructure Maintenance Support Faulty Components	\$758,580.31	11/30/2023	JEA Standard FY24 Rebid to resellers
Primary Fiber Optic Cable Underground Repair and Maintenance	\$387,841.20	11/30/2023	1 one year renewal remaining or FY24 rebid
Dell Equipment and Support Purchases 1 year	\$900,272.65	12/31/2023	Two - One (1) Year Renewals or FY24 rebid

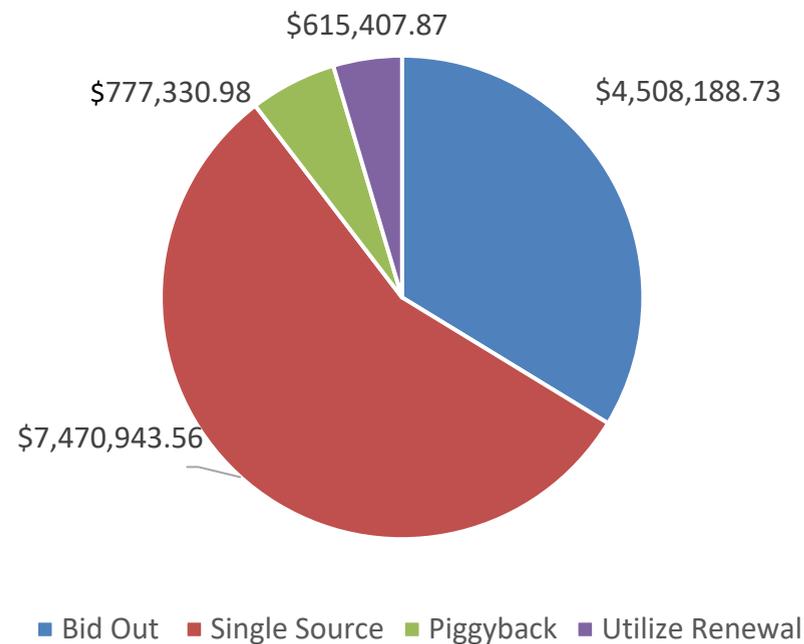
# Technology and Customer Services



## FY24-25 Technology Sourcing Initiatives

### Formal Continuing Services (2 of 2)

Technology Cont Service Spend



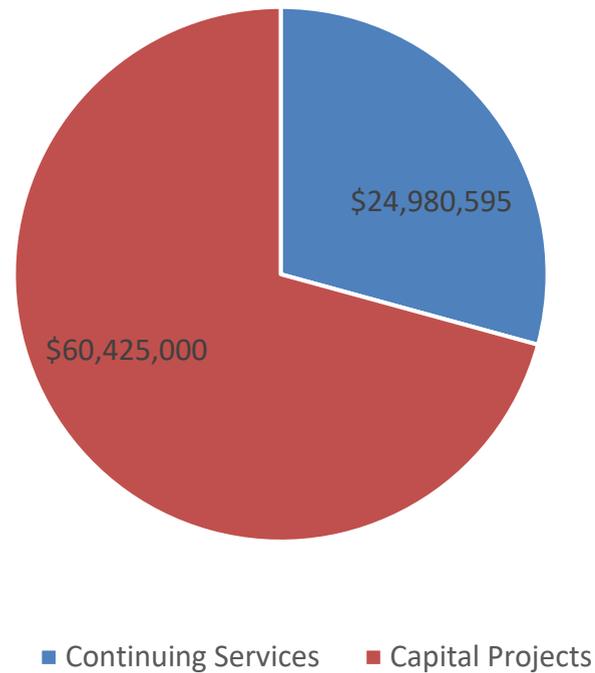
Contract Description	Annual Spend	Expiration Date	Action
CGI Field Management System (FMS-CAD) Software	\$422,964.00	11/30/2023	FY 23-24 Bid or Single Source
Fiber Optic Splicing and Repair & Maintenance	\$182,035.92	01/14/2024	FY24 Rebid Needed no renewals remaining
Citrix Annual Support Licenses Citrix Products	\$263,970.00	01/19/2024	JEA Standard Single Source
VMWare Server Virtualization Licenses and Support	\$139,097.68	01/31/2024	GSA Piggyback no renewals
ESP Dseris Workload/CA Inc annual software Maintenance Monitoring	\$134,274.66	03/29/2024	JEA standard FY24 rebid to resellers
Kubra Annual Support Storm Center, Outage Map/Alerts	\$194,050.00	04/05/2024	Single Source Award, no multi year commitment
Utility Tracker Jea.com	\$274,033.56	06/30/2024	Rebid has already happened work on hold until 01/01/2024 and 07/01/2024 go live estimate
Help Desk Services Ticketing System	\$172,233.30	08/29/2024	NASP Piggyback no renewal options
Cisco Contact Center Managed Services	\$381,595.50	10/31/2024	Two (2) – 1 Yr. Renewals or FY24 Rebid
Pinnacle Communication Tower Site Lease	\$139,107.42	12/31/2024	Single Source
Version Wireless Cell phones/Mifi/Field techs	\$1,973,987.81	01/19/2025	JEA Standard Single Source
SBA Communication Tower Site Lease Connectivity between sites	\$101,218.25	04/30/2025	Single Source
COJ P25 Radio System safety/Emergency Communications	\$693,261.95	09/30/2025	Single Source

# Technology and Customer Services



## FY24-25 Sourcing Initiatives

## Capital Projects (1 of 2)



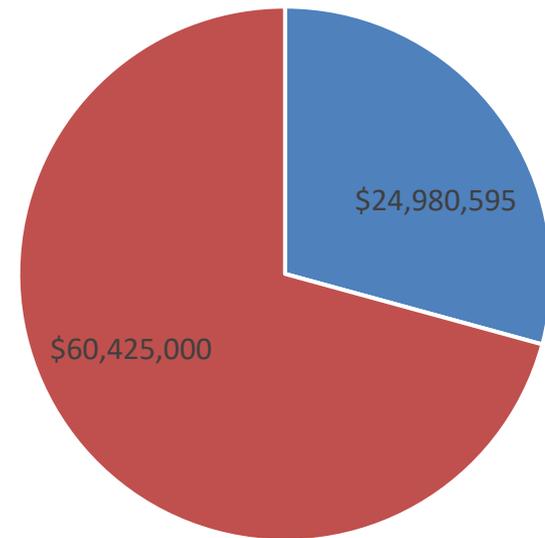
Project Description	Project Status	FY24 Proposed Expenditure	FY25 Proposed Expenditure	JEA Service Categories
TS - Asset360 Mobile Program	Program	\$350,000	\$350,000	Water Other Capital Projects
TS - AV Equipment R&R	Program	\$25,000	\$25,000	Water Other Capital Projects
TS - Customer Experience Apps R&R	Program	\$300,000	\$300,000	Electric Other Capital Projects
TS - ERP Major Enhancements	Program	\$250,000	\$0	Electric Other Capital Projects
TS - ERP Major Enhancements (HR)	Program	\$0	\$0	Electric Other Capital Projects
TS - FCRS - Upgrades & Radios - E	Program	\$50,000	\$50,000	Electric Other Capital Projects
TS - Fiber Optic Catv Replacement	Program	\$800,000	\$800,000	Electric Other Capital Projects
TS - Fiber Relocates	Program	\$150,000	\$150,000	Electric Other Capital Projects
TS - IT Infrastructure (San, Databases)	Program	\$1,200,000	\$1,200,000	Water Other Capital Projects
TS - JEA Data Lab E	Program	\$125,000	\$125,000	Electric Other Capital Projects
TS - JEA Data Lab W	Program	\$125,000	\$0	Water Other Capital Projects
TS - Mobile Devices	Program	\$50,000	\$50,000	Water Other Capital Projects
TS - Network Equipment - R&R	Program	\$500,000	\$500,000	Electric Other Capital Projects
TS - NMR Growth - New MCC Additions And Takeout Points - Smart Grid	Program	\$400,000	\$75,000	Electric Other Capital Projects
TS - PC and Laptop Refresh (4-yr cycle) - E	Program	\$750,000	\$750,000	Electric Other Capital Projects
TS - Projects - E	Program	\$9,877,500	\$12,000,000	Electric Other Capital Projects
TS - Projects - W	Program	\$9,452,500	\$7,125,000	Water Other Capital Projects
TS - Technology Security R&R	Program	\$50,000	\$50,000	Electric Other Capital Projects
TS - Towers	Program	\$1,500,000	\$1,500,000	Electric Other Capital Projects
TS - Wireless Network R&R	Program	\$400,000	\$400,000	Water Other Capital Projects
TS - 2-Way Water Meter Integration	Construction	\$25,000	\$0	Water Other Capital Projects
TS - Bill Print and Presentment Upgrade to Kubra	Construction	\$300,000	\$0	Electric Other Capital Projects
TS - Cloud Service Build Out	Construction	\$0	\$0	Water Other Capital Projects
TS - Contact Center Workforce Optimization (NICE)	Construction	\$1,025,000	\$0	Electric Other Capital Projects
TS - Containerization Platform	Construction	\$15,000	\$0	Water Other Capital Projects
TS - Corporate AD Upgrade	Construction	\$0	\$0	Water Other Capital Projects
TS - DAS Retrofit	Construction	\$0	\$0	Water Other Capital Projects
TS - EIM Foundation Database	Construction	\$0	\$0	Water Other Capital Projects

# Technology and Customer Services



## FY24-25 Sourcing Initiatives

## Capital Projects (2 of 2)



■ Continuing Services ■ Capital Projects

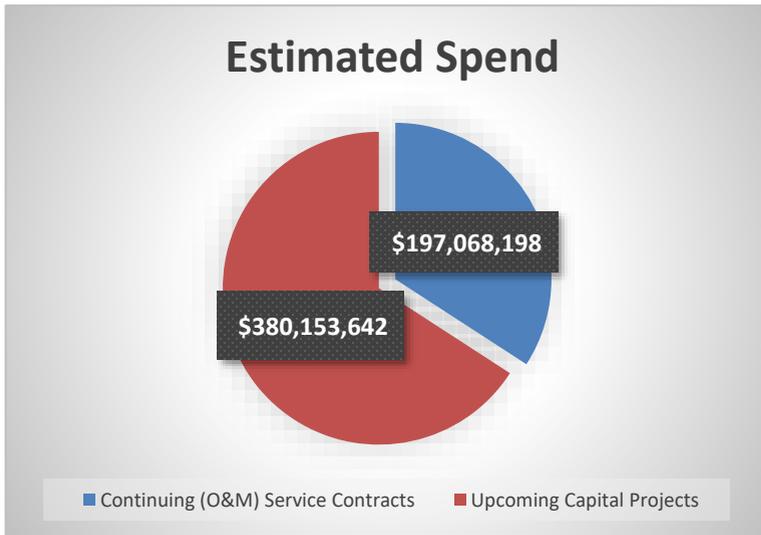
Project Description	Project Status	FY24 Proposed Expenditure	FY25 Proposed Expenditure	JEA Service Categories
TS - EIR Application Enhancements	Construction	\$0	\$0	Water Other Capital Projects
TS - Enterprise SIEM	Construction	\$0	\$0	Electric Other Capital Projects
TS - ETL Upgrade	Construction	\$100,000	\$0	Electric Other Capital Projects
TS - EXA Migration to Oracle Cloud (OCI)	Construction	\$0	\$0	Water Other Capital Projects
TS - Field Area Network - GPON	Construction	\$0	\$0	Electric Other Capital Projects
TS - Generators for JEA Communication Tower Sites	Construction	\$0	\$0	Electric Other Capital Projects
TS - GIS Upgrade and Enhancement	Construction	\$0	\$0	Electric Other Capital Projects
TS - GPS and Telematics with HotSpot	Construction	\$0	\$0	Water Other Capital Projects
TS - IVR Upgrade for Contact Center	Construction	\$0	\$0	Water Other Capital Projects
TS - JEA Employee Mobile App	Construction	\$0	\$0	Water Other Capital Projects
TS - JEA iMobile Customer App	Construction	\$0	\$0	Water Other Capital Projects
TS - KIP Printer Replacements	Construction	\$0	\$0	Electric Other Capital Projects
TS - Lead Copper Rule Revision	Construction	\$450,000	\$0	Water Other Capital Projects
TS - MDM Modernization	Construction	\$1,500,000	\$0	Electric Other Capital Projects
TS - PMIS	Construction	\$250,000	\$0	Water Other Capital Projects
TS - PowerPlan AFUDC	Construction	\$0	\$0	Electric Other Capital Projects
TS - Private LTE Field Network Build	Construction	\$0	\$0	Electric Other Capital Projects
TS - Supply Chain Inventory Upgrades	Construction	\$0	\$0	Water Other Capital Projects
TS - Tasktop Implementation	Construction	\$0	\$0	Water Other Capital Projects
TS - Warehouse Mgmt System	Construction	\$0	\$0	Water Other Capital Projects
TS - Website Content Management Solution	Construction	\$0	\$0	Water Other Capital Projects
TS - B2GNow Implementation	Complete	\$0	\$0	Water Other Capital Projects
TS - Class III and IV Pump Station Fiber Build	Complete	\$0	\$0	Water Other Capital Projects
TS - Data Center Migration	Complete	\$0	\$0	Electric Other Capital Projects
TS - EIM M2 - Business Initiatives	Complete	\$0	\$0	Water Other Capital Projects
TS - Environmental Incident Response App	Complete	\$0	\$0	Water Other Capital Projects
TS - KIOSK	Complete	\$0	\$0	Water Other Capital Projects
TS - Master Premise Solution & API Factory	Complete	\$0	\$0	Electric Other Capital Projects
TS - Work Planning and Scheduling	Complete	\$0	\$0	Electric Other Capital Projects
TS - zLink Facilities Space Mgmt	Complete	\$0	\$0	Electric Other Capital Projects

# Water/Wastewater



## FY24-25 Sourcing Initiatives

## Continuing Services



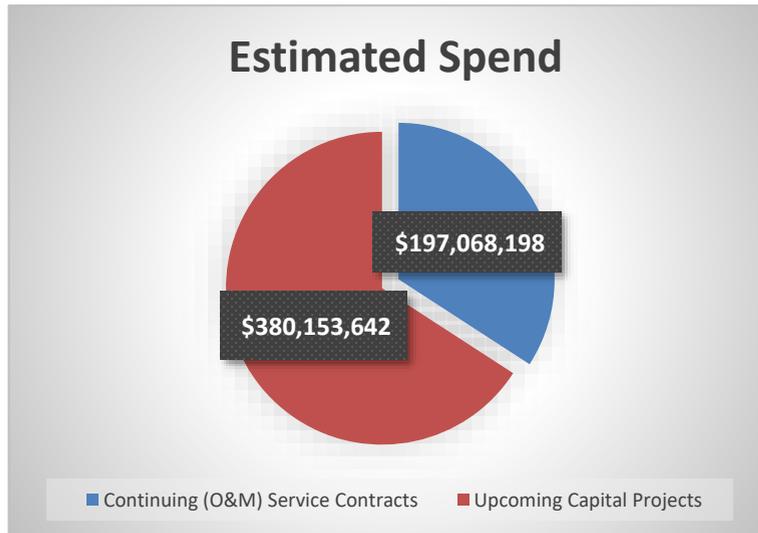
Continuing (O&M) Service Contracts	Estimated Contract Value	JSEB Opportunity	Planned Advertisement	Planning Renewal?
Environmental General Services - Large Scope	\$ 10,000,000	Yes	October 2023	Bid Out
Environmental General Services - Small Scope	\$ 4,000,000	Yes	October 2023	Bid Out
Residential Backflow Prevention Inspections	\$ 2,677,000	Yes	November 2023	Bid Out
Delivery of A-3 Fill Dirt for JEA	\$ 1,725,034	Yes		Renew
Process Tank and Class IV Lift Station Cleaning Services (O&M)	\$ 2,229,875	Yes		Renew
Grit, Waste & Sludge Disposal Management Services for the Buckman Water Reclamation Facility (WRF)	\$ 9,545,118	Yes		Renew
Bulk Ferric Chloride Supply	\$ 3,682,163	Yes		Renew
Cured-In-Place Pipe (CIPP) Unit Price Construction	\$ 5,197,877	Yes		Renew
Pipe Bursting Unit Price Construction	\$ 13,449,389	Yes		Renew
Construction Debris Area Maintenance and Disposal	\$ 2,165,086	Yes	January 2024	Bid Out
Barricade Services	\$ 1,685,175	Yes		Renew
Wet-Well Degreaser	\$ 535,000	Yes		Renew
Restoration of Disturbed Sod (North/West) JSEB Sheltered Market	\$ 2,109,561	Yes	January 2024	Bid Out
General Engineering Services for Pipeline Projects and Studies Less than 16" Pipe Diameter	\$ 8,968,956	Yes		Renew
Emergency Waste Water Clean Up Services	\$ 1,334,850	Yes	February 2024	Bid Out
Concrete Restoration Services (South/East) - Open Market	\$ 4,360,945	Yes	December 2023	Bid Out
Residuals Hauling and Disposal	\$ 7,180,972	Yes	March 2024	Bid Out
Water/Wastewater Project Support Services	\$ 26,783,429	Yes		Renew
Water/Wastewater Capital Program Management	\$ 46,789,158	Yes		Renew
Suez Commodities Contract	\$ 2,602,345	No	May 2024	Bid Out
Restoration of Disturbed Sod (South/East) JSEB Sheltered	\$ 2,836,465	Yes	May 2024	Bid Out
Armorock Sewer Manholes - JEA Approved Standard	\$ 900,000	No		Renew
Owner Advisor Services for Water/Wastewater Capital Improvement Plan	\$ 4,609,800	Yes		Renew
Water/Wastewater CEI	\$ 30,000,000	Yes		Renew
Subsurface Utility Engineering and Locate Services	\$ 500,000	Yes		Renew
Sewer Main Cleaning and CCTV Inspection	\$ 1,200,000	Yes		Renew

# Water/Wastewater



## FY24-25 Sourcing Initiatives

## Capital Projects



Upcoming Capital Projects	Estimated Contract Value	JSEB Opportunity	Planned Advertisement
Laboratory - PSSC Offsite Remediation & Parking Lot Expansion	\$ 1,614,000	Yes	October 2023
Nocatee South Reclaimed Water Improvements	\$ 2,444,576	Yes	October 2023
LDP Program - McMillan St PS Effluent Piping S20B - FM	\$ 7,287,879	Yes	October 2023
Lenox Ave - Fouraker Rd to Palisades Dr - Dist - New - FM	\$ 259,403	Yes	October 2023
SWDE - Deep Injection Exploratory Wells	\$ 59,000,000	Yes	October 2023
DII - Key Haven	\$ 4,153,174	Yes	November 2023
JP - SJC - CR210 - Longleaf Pine Pkwy to Shearwater Rd - Trans - RW	\$ 6,555,415	Yes	November 2023
Westlake WTP- Well No 4 and RW Main	\$ 2,804,354	Yes	November 2023
Nocatee North RW Storage Tank	\$ 1,360,061	Yes	November 2023
Arlington East WRF Biosolids Pump Station Rehabilitation	\$ 4,948,536	Yes	December 2023
Blacks Ford WRF - Expansion from 6 to 12 MGD	\$ 179,289,292	Yes	January 2024
Lovegrove WTP - Electric System Upgrade	\$ 5,274,768	Yes	January 2024
SWDE - Water Purification Piloting	\$ 2,460,000	Yes	February 2024
Southeast WTP - Ground Storage Tank	\$ 7,680,293	Yes	March 2024
Monterey - 8043 Carlotta Rd - Class II/III - Pump Upgrade	\$ 2,812,969	Yes	April 2024
Fairfax St 1st St to 26th St WM (W-13)	\$ 10,018,861	Yes	April 2024
Westlake WTP - Expansion from 3.0 to 7.0 MGD	\$ 1,865,129	Yes	April 2024
Brierwood WTP - HSP Expansion	\$ 672,214	Yes	April 2024
Royal Lakes WTP Rehabilitation	\$ 16,324,187	Yes	April 2024
Oakridge WTP - HSP Expansion	\$ 6,693,029	Yes	May 2024
Veterans Pkwy - Longleaf Pine Pkwy to CR210 - Trans - R	\$ 1,671,670	Yes	May 2024
Cisco Dr - Westlake WTP to Garden St - Trans - New - W	\$ 8,920,565	Yes	May 2024
Ridenour WTP - Storage and Repump - R	\$ 14,753,050	Yes	June 2024
Downtown Plant Expansion - New Chiller & Cooling Tower	\$ 5,513,600	Yes	June 2024
Cecil Commerce Center - Well No. 4	\$ 2,963,340	Yes	August 2024
AE Sludge Line East Biosolids Force Main from AE WRF to University Blvd.	\$ 18,563,824	Yes	August 2024
AE Sludge Line West Biosolids FM from Kennedy Generating Station to Buckman WRF	\$ 4,249,453	Yes	August 2024



# What's New In FY24

**Rita Scott**

*Manager Supplier Diversity Programs &  
Procurement Services*



# What's New for FY24

## JEA Supplier Diversity Program

### ADVOCATE

Advocate on behalf of our diverse suppliers and encourage our internal and external customers to utilize our diverse supplier network on prime and subcontractor opportunities.

### NETWORK

Build a diverse and inclusive network of suppliers of any size and location that are certified through a 3<sup>rd</sup> party.

### EDUCATE

Partner with local small business agencies to offer educational events for our diverse suppliers.

### REPORT

Monitor and report on the progress of the supplier diversity program.

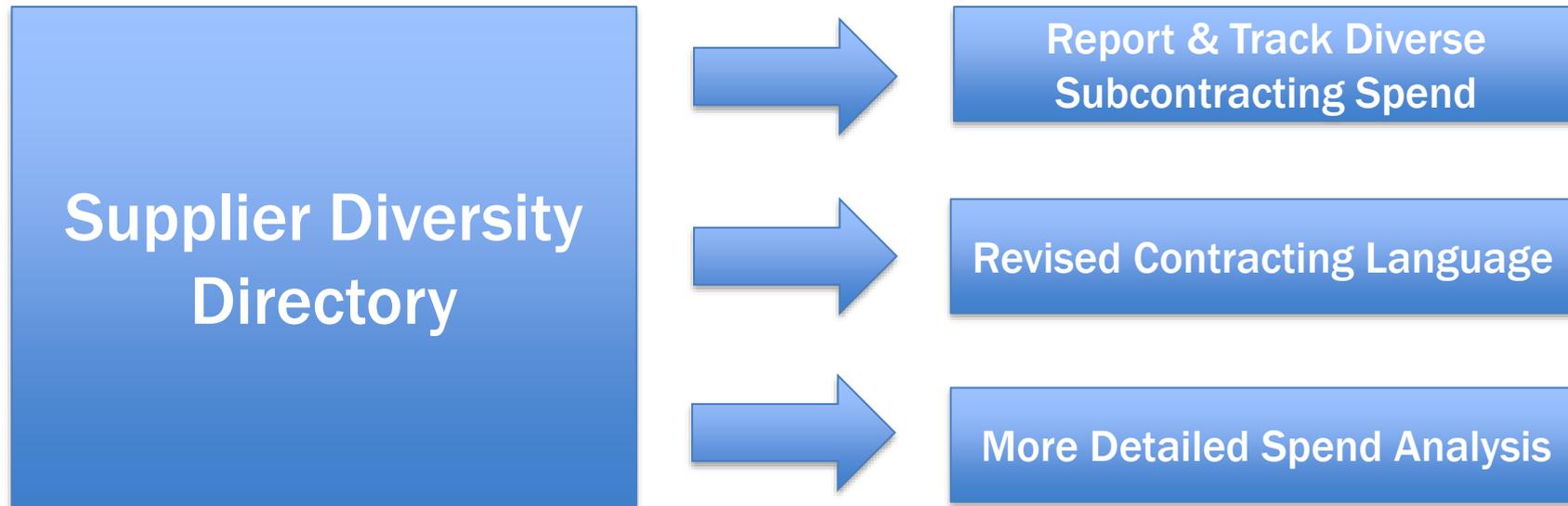


# Supplier Diversity Program

Initiatives To Date



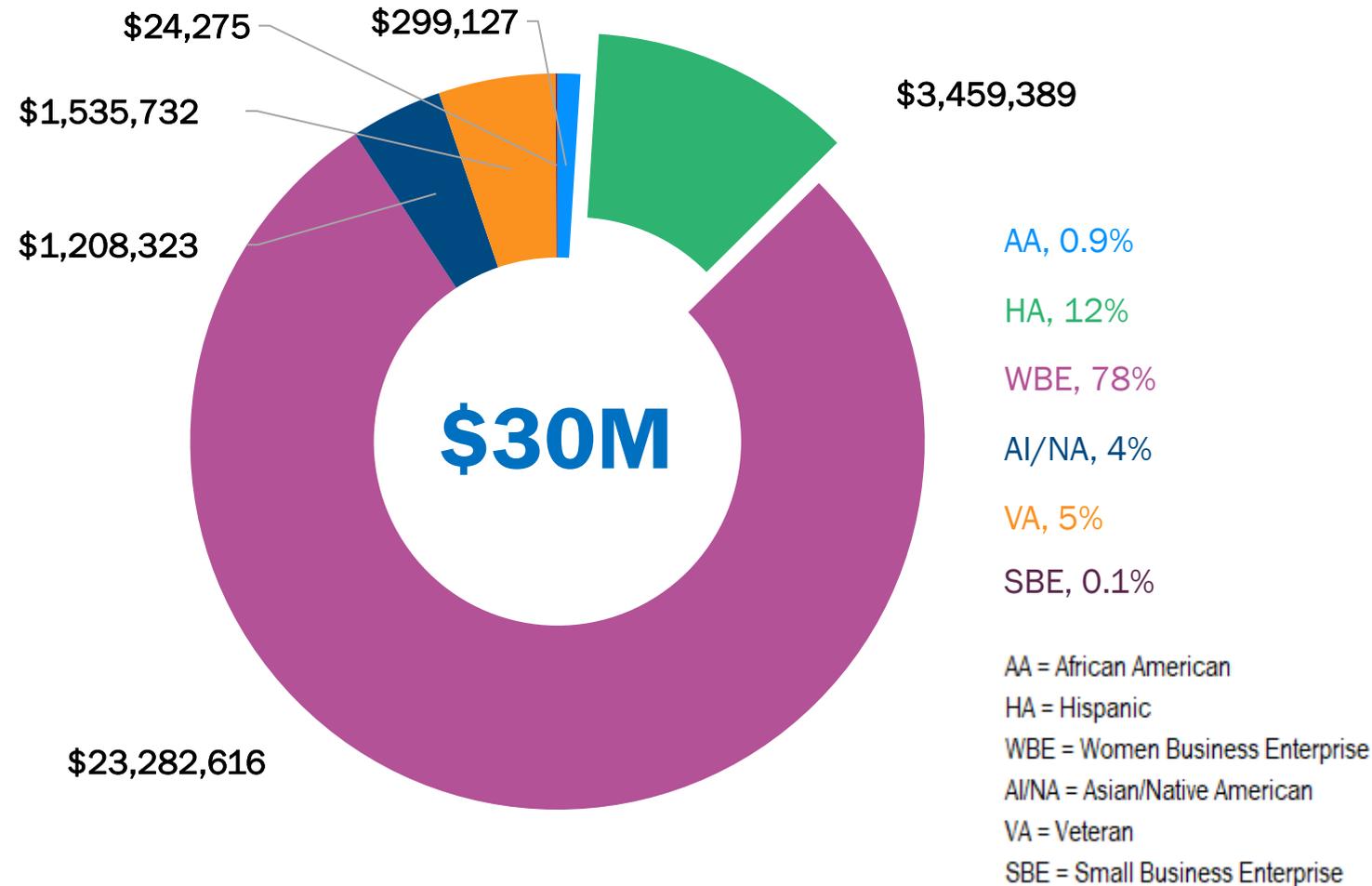
## JSEB Compliance & Diversity Outreach System



# Supplier Diversity Metrics

Oracle Supplier Diversity Data as of July 31, 2023

## Supplier Diversity Spend (Non-JSEB)

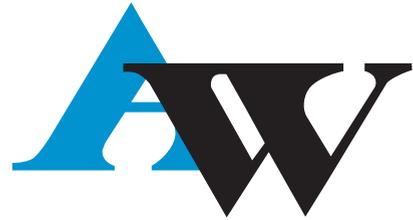


Quarterly Metric	Q3
Outreach Events/Initiatives	22
Supplier Diversity Directory	18
Diverse Suppliers Currently Doing Business With	74



# Panel Discussion with the Small Business Resource Partners





Jacobs

AULD & WHITE  
CONSTRUCTORS



HASKELL



# Networking & Snacks



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