

AWARDS COMMITTEE

MINUTES

Awards Committee met on **February 22, 2019**, in the Conference Room, 8th Floor, JEA Tower, 21 West Church Street, Jacksonville, Florida. The meeting was called to order at 10:00 a.m.

Members in attendance were Jenny McCollum as Chairperson, Laure Whitmer as Budget Representative, Emerson Lotzia as General Counsel Representative; with John McCarthy, Caren Anders, Deryle Calhoun, Ted Hobson, Steve Selders as voting Committee Members;

Jason Behr, Cecil Camacho, Dan Kruck, Chrissy Nunziato, Elaine Selders, Maurice Scarboro, Payson Tilden, Nathan Woyak, Rachelle Weir, Rodney Lovgren, Lisa Pleasants, Heather Beard, Vicki Nichols, Melinda Fischer, Delphine Maiden, Steven Bossier

Awards:

1. Approval of the minutes from the last meeting (02/21/2019). **APPROVED**
2. Request approval for a one (1) year renewal to CLEAResult Consulting, Inc., for the energy efficient products program and electric vehicle rebate and processing program in the amount of \$585,750.00, for a new not-to-exceed amount of \$2,594,333.33, subject to the availability of lawfully appropriated funds. **APPROVED w/Discussion**
3. Request approval to award a change order to Ernst & Young, U.S. LLP for Hurricane Irma grant consulting services in the amount of \$500,000.00, for a new not-to-exceed amount of \$1,220,000.00, subject to the availability of lawfully appropriated funds. **APPROVED w/Discussion**
4. Request approval to add funds to Howard Services, Inc. for HVAC preventative maintenance and repair services for JEA's electric generating stations in the amount of \$100,000.00, for a new not-to-exceed amount of \$792,112.30, subject to the availability of lawfully appropriated funds. **APPROVED w/Discussion**

Ratifications: N/A

Informational Items: N/A

Public Comments: N/A

Adjournment: 10:27 a.m.



Formal Bid and Award System

Award #2 February 28, 2019

Type of Award Request: RENEWAL
Request #: 6435
Requestor Name: Tilden, Payson
Requestor Phone: (904) 665-6187
Project Title: CLEAResult Energy Efficient Products
Project Number: 10001
Funds: O&M
Budget Estimate: \$584,583.33 (O&M budget lines 585, 622, 618, and 573)

Scope of Work:

The Implementation Contractor negotiates with energy efficient product suppliers to provide JEA customers incentives to purchase discounted products. The energy efficient products include lighting, appliances, and now electric lawn and small motor equipment that result in energy savings and/or a reduction in carbon emissions.

Additionally the Implementation Contractor will manage the program structure to model incentives (downstream rebates, mid-stream retail incentives and upstream manufacturer incentives), as well as provide project management services for the program including data management, cost savings, field services as well as rebate fulfillment, to include verification and validation of data and reporting on project metrics.

This contract positively affect the JEA Measures of Value:

- Customer Value: provided by the awareness of energy efficient alternatives available at a lower price
- Community and Environmental Value: provided via the reduction of carbon emissions and noise pollution to JEA's communities
- Financial Value: The shift from fossil fuels to electricity, to power electric lawn and small motor equipment helps to benefit JEA's revenue growth

JEA IFB/RFP/State/City/GSA#: 1100 OPJ 0111
Purchasing Agent: Woyak, Nathan J
Is this a ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
CLEAResult CONSULTING INC.	Zachary Elbert	zachary.elbert@clearresult.com	4301 WESTBANK DR BLDG A SUITE 250, AUSTIN TX 78746	(501) 221-4031	\$584,583.33

Amount of Original Award: \$491,250.00
Date of Original Award: 05/05/2016
Change Order Amount: \$584,583.33

List of Previous Change Order/Amendments:

CPA #	Amount	Date
154990	\$192,000.00	11/10/2016
154990	\$683,250.00	1/26/2017
154990	\$643,250.00	3/12/2018

New Not-To-Exceed Amount: \$2,594,333.33
Length of Contract/PO Term: One (1) Year w/ Three (3) – 1 Yr. Renewals
Begin Date (mm/dd/yyyy): 05/12/2016
End Date (mm/dd/yyyy): 05/11/2020
Renewal Options: NO – None remaining
JSEB Requirement: N/A - LPPC Procured through the City of Austin

Background/Recommendations:

The scope of work was competitively sourced through Large Public Power Committee (LPPC) with the City of Austin, Texas, with JEA participation. The original award was approved by the Awards Committee for a one (1) year contract, with three (3), one (1) year renewals to CLEARResult Consulting, Inc., on 05/05/2016.

On 11/10/2016, the Awards Committee approved a change order to add \$192,000.00 in funding for electric vehicle rebate processing (scope and funding not included in the original award), and an increase in customer conservation incentive for LEDs. Subsequent renewals were approved by the awards committee, and are attached as backup.

This request is for approval to execute the final one (1) year renewal through 05/12/2020, and add scope to launch a series of new products based on electric lawn and small motor equipment. The past performance of CLEARResult has been successful with the goal to increase customer satisfaction and save energy, and as a result has significantly improved JEA’s customer satisfaction ranking through J.D. Power. The new electric lawn and small motor equipment campaign will begin in early spring 2019 to include price discounts or mail in rebates as an incentive to switch from air polluting diesel, propane, or natural gas-powered lawn equipment, to an electric series of lawn and small motor equipment. On 10/01/2018, JEA began cutting back on the existing LED lighting campaign. This reduction will allow JEA to use the remaining funds on the contract to cover the cost of the additional lawn and small motor equipment products campaign scope, through the existing term of the contract ending 05/12/2019. The award total of \$585,750.00 will cover the one (1) year renewal for the original scope of work, with the lawn and small motor equipment campaign included. This new campaign is a significant part of JEA’s new revenue growth strategy in addition to reducing air and noise pollution. In addition, the electric vehicle program processing are included with this request. A breakdown of the cost is provided below:

Cost breakdown for the Energy Efficient Products Program (EEP):

Energy Efficient Products Program (EEP)	Avg. Cost per unit	# of unit	Total Cost
Electric Lawn and Small Motor Equipment Incentive	\$25.00	10,000	\$250,000.00
LED Incentive	\$1.00	47,000	\$47,000.00
Implementation Cost Paid to Vendor	\$3.16	57,000	\$180,000.00
Processing Admin Cost Paid to Vendor	\$.25	57,000	\$14,250.00
Total Cost:			\$491,250.00

Program Operations

*break out \$3.16
 - LED unit cost
 - electric unit cost*

No change in costs for Electric Vehicles (EV) Rebate Program, funds for the remaining of the contract to May 12, 2020.

EV Rebate Program	Avg. Cost per unit	# of unit	Total Cost
Electric Vehicles Incentive	\$1,001.27	87	\$87,110.19
Electric Vehicles Processing Admin Cost Paid to Vendor	\$71.53	87	\$6,223.11
Total Cost:			\$93,333.33

As the Implementation contractor for JEA's Energy Efficient Products program, CLEAResult is responsible for designing, merchandising, marketing and implementing the program. This includes corporate handling all program negotiations with leading manufacturers and national retailers who partner with JEA to provide discounted prices for chosen products. CLEAResult local field staffs merchandise stores weekly, set up and maintain in-store/product displays including providing in-store marketing and promotional items, re-occurring incentive and product training of store personnel, conducting periodic in-store consumer events to promote the chosen products and assisting customers in product awareness and best choice of products. In addition, CLEAResult maintains all data tracking of sales, processing and payment of rebates to the manufacturers, and monthly reporting as required by JEA.

All rates will remain the same as originally awarded. The rate sheet is attached as back-up. JEA will rebid these services following this renewal. This request is on budget with current trends.

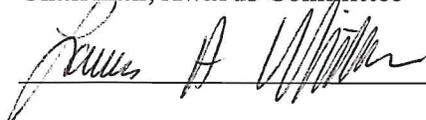
Request approval for a one (1) year renewal to CLEAResult Consulting, Inc., for the energy efficient products program and electric vehicle rebate and processing program in the amount of \$585,750.00, for a new not-to-exceed amount of \$2,594,333.33, subject to the availability of lawfully appropriated funds.

Manager: Tilden, Payson J. - Manager Customer Solutions
Director: Nichols, Vicki D. - Dir Customer Solutions & Market Development
VP: Stewart, Kerri - VP & Chief Customer Officer

APPROVALS:



 Chairman, Awards Committee 2/28/19 Date



 Manager, Capital Budget Planning 2/28/19 Date



Formal Bid and Award System

Award #3 February 28, 2019

Contract Increase

Type of Award Request: ~~CHANGE ORDER~~
Request #: 6523
Requestor Name: Bossier, Steven M. - Director Risk Management Services
Requestor Phone: (904) 665-6019
Project Title: FEMA Grant Consulting - Hurricane Irma
Project Number: 8004206
Project Location: JEA
Funds: O&M
Budget Estimate: N/A

Scope of Work:

JEA procured services in September of 2017 through an emergency contract with Ernst & Young to manage and oversee all aspects of the federal disaster grant recovery process, and obtain any reimbursements available from FEMA and other applicable agencies.

This project will positively affect JEA's Measures of Value:

- Customer Value: Consultant services allowed expedited recovery of outstanding funds due JEA from FEMA, resulting in no additional surcharges to the customers.
- Financial Value: Additional revenue from the FEMA reimbursement will allow JEA to recover costs previously expended.

JEA IFB/RFP/State/City/GSA#: 172105
Purchasing Agent: Selders, Elaine Lynn
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
ERNST & YOUNG U.S. LLP	Bradley (BJ) Nichols	bradley.nichols@ey.com	55 Ivan Allen Blvd Ste. 1000 Atlanta GA 30308	(202) 327-8719	\$500,000.00

Amount of Original Award: \$150,000.00
Date of Original Award: 09/21/2017
Change Order Amount: \$500,000.00

List of Previous Change Order/Amendments:

CPA #	Amount	Date
172105	\$570,000.00	3/22/2018

New Not-To-Exceed Amount: \$1,220,000.00
Length of Contract/PO Term: Project Completion

Begin Date (mm/dd/yyyy): 09/22/2017
End Date (mm/dd/yyyy): Project Completion (Expected by 03/31/2020)
JSEB Requirement: N/A - Emergency

Background/Recommendations:

In response to Hurricane Irma, JEA awarded an emergency contract to Ernst & Young (E&Y) on 09/22/2017 with a maximum indebtedness of \$150,000.00, to perform disaster recovery consulting services for a ninety (90) day period, through 12/21/2017. A copy of the original award and the previous change order are attached as back-up. Justification for the award included that COJ had awarded a similar contract with E&Y.

This request is for additional funding for consultant services to process outstanding Hurricane Irma claims, which will be reimbursed by FEMA. The contract has reached its maximum indebtedness and based on usage and estimated remaining work, the contract will need another extension to 03/31/2020 with additional funds of \$500,000.00. These expenses are expected to be reimbursed by FEMA. JEA estimates claims for Hurricane Irma will total \$29,425,000.00. To date JEA has recovered \$10,000,000.00 of that total estimate with \$19,425,000.00 in outstanding recoveries.

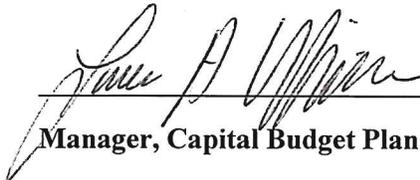
Request approval to award a change order to Ernst & Young, U.S. LLP for Hurricane Irma grant consulting services in the amount of \$500,000.00, for a new not-to-exceed amount of \$1,220,000.00, subject to the availability of lawfully appropriated funds.

Director: Bossier, Steven M. - Director Risk Management Services
VP: Wannemacher, Ryan F. - Chief Financial Officer

APPROVALS:

 2/28/19

Chairman, Awards Committee **Date**

 2/28/19

Manager, Capital Budget Planning **Date**



Formal Bid and Award System

Award #4 February 28, 2019

Contract Increase

Type of Award Request: ~~CHANGE ORDER~~
Request #: 6539
Requestor Name: Lovgren, Rodney D.
Requestor Phone: (904) 665-6631
Project Title: Electric Plant HVAC Maintenance & Repair Services
Project Number: R12X30300
Project Location: JEA
Funds: O&M
Award Estimate: \$100,000.00

Scope of Work:

The purpose of this solicitation is to establish pricing for furnishing HVAC preventative maintenance and repair services for package systems and split systems located at JEA's electric generating stations. The HVAC units to be serviced provide cooling for process-related electrical equipment rooms.

The work to be performed by the successful Contractor consists of furnishing all labor, supervision, materials (when requested), and tools & equipment as necessary to provide full service repair and installation.

Continuing to use this contract through term will positively impact JEA's measures of value:

- Customer and Community Value: Maintenance programs increase operational reliability and grid stability
- Environmental Value: Improved plant efficiency decreases overall plant impact on the environment
- Financial Value: Correctly planned and timed equipment maintenance, decreases emergent repairs, plant downtime and need to purchase power at higher rates

JEA IFB/RFP/State/City/GSA#: 050-15
Purchasing Agent: Lovgren, Rodney Dennis
Is this a ratification?: NO

RECOMMENDED AWARDEE:

Name	Contact Name	Email	Address	Phone	Amount
HOWARD SERVICES INC.	BRITTANY WAY	BWAY@HOWARDSERVICESHVAC.COM	1009 VINE STREET, Jacksonville FL 32207	(904) 398-1414	\$100,000.00

Amount of Original Award: \$417,448.00
Date of Original Award: 06/15/2015
Change Order Amount: \$100,000.00

List of Previous Change Order/Amendments:

CPA #	Amount	Date
145462	\$41,745.00	11/16/2017
145462	\$170,000.00	03/08/2018
145462	\$62,919.30	01/29/2019

New Not-To-Exceed Amount: \$792,112.30
Length of Contract/PO Term: Three (3) Years w/ One (1) - 1 Yr. Renewal
Begin Date (mm/dd/yyyy): 06/15/2015
End Date (mm/dd/yyyy): 06/14/2019
Renewal Options: NO
JSEB Requirement: NA - Optional

Background/Recommendations:

The existing HVAC services were competitively bid and approved by Awards Committee on 05/28/2015. A renewal was awarded on 03/08/2018. The original award and renewal are attached as back-up.

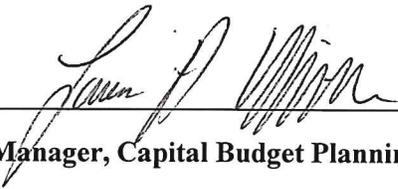
This request is to add funds in the amount of \$100,000.00, to allow the contract to run through expiration. The original award amount was based on historical usage and pricing was fixed for preventative maintenance. However, pricing was estimated for other items such as replacement parts, equipment rental and labor that was not part of preventative maintenance. The original Bid Form is attached as backup. Vendor performance has been good and responsive, and the vendor has agreed to hold the original bid pricing submitted in 2015, through June 14, 2019. The rebidding of these services is in the supply chain pipeline for processing.

Request approval to add funds to Howard Services, Inc. for HVAC preventative maintenance and repair services for JEA's electric generating stations in the amount of \$100,000.00, for a new not-to-exceed amount of \$792,112.30, subject to the availability of lawfully appropriated funds.

Director: Pineda, Joseph R. - Dir Electric Production Eng & Outage Svcs
VP: Anders, Caren B. - VP/GM Electric Systems

APPROVALS:

 2/28/19
Chairman, Awards Committee Date

 2/28/19
Manager, Capital Budget Planning Date