

AWARDS COMMITTEE MINUTES

Awards Committee met on **March 14, 2019**, in the Conference Room, 8th Floor, JEA Tower, 21 West Church Street, Jacksonville, Florida. The meeting was called to order at 10:01 a.m. Members in attendance were Jenny McCollum as Chairperson, Kristina Quarterman as Budget Representative, Emerson Lotzia as General Counsel Representative; with Alan McElroy, Sean Conner, Steve Selders, Ted Hobson, and Caren Anders as voting Committee Members;

Jason Behr, Cecil Camacho, David King, Colin Roddy, Maurice Scarboro, Rachelle Weir, Mickey Willoughby, Kenny Pearson, Lisa Pleasants, Kyle Schoettler, Micheal Eaton, Rodney Lovgren, Dan Kruck, Baley Brunell, Nathan Woyak, Michael Short, Gabor Acs, Bradley Collier, Tom Hawk, Joe Perez

Awards:

1. Approval of the minutes from the last meeting (03/07/2019). **APPROVED**
2. 046-19 – Request approval to award a contract to C&L Landscape Inc. for Restoration of Disturbed Sod in the amount of \$1,021,375.00, subject to the availability of lawfully appropriated funds. **APPROVED w/Discussion**
3. Request approval to award a contract increase to American Construction Enterprises for Restoration of Disturbed Sod in the amount \$994,875.00, for a new not to exceed amount of \$1,294,875.00, subject to the availability of lawfully appropriated funds. **APPROVED**
4. 036-19 - Request approval to award a contract to Coggin Ford (\$5,446,045.29), Kenworth of Jacksonville Inc. (\$5,042,030.58), AutoNation Ford and Lincoln (\$2,445,394.21), and Maudlin International Truck & Trailer (\$1,086,766.00) for JEA Fleet Services Light, Medium, and Heavy Duty Vehicle Equipment Maintenance and Repair in the amount of \$14,190,696.08, subject to the availability of lawfully appropriated funds. **APPROVED w/Discussion**
5. 105-18 – Request approval to award a contract to CDM Smith Inc., for Engineering Services for the Southwest Water Reclamation Facility Expansion to 18 MGD in the amount of \$732,210.00, subject to the availability of lawfully appropriated funds. **APPROVED**
6. 013-19 – Request approval to award a contract to Sawcross, Inc. for construction services for the Bartram Re-Pump Facility THM Removal System project in the amount of \$806,000.00, subject to the availability of lawfully appropriated funds. **APPROVED**
7. **DEFERRED** - 028-19 – Request approval to award a contract to Advanced Technology Management Inc. in the amount of \$1,012,301.25 and Eagle Lawn Care of N.E. Florida, Inc. for landscape maintenance and chemical spraying in the amount of \$1,041,166.35, for a total not-to-exceed amount of \$2,053,467.60, subject to the availability of lawfully appropriated funds.
8. 057-19 – Request approval to award a contract to Reliable Substation Services Inc. for construction services for Bartram Substation upgrade in the amount of \$682,605.00, subject to the availability of lawfully appropriated funds. **APPROVED w/Discussion**

9. Request approval for a contract increase to Sims Crane (\$580,483.65) and Beyel Brothers (\$248,778.71) for crane, rigging and heavy hauling services for JEA in the amount of \$829,262.36, for a new not-to-exceed amount of \$1,977,262.36, subject to the availability of lawfully appropriated funds. **APPROVED**

10. 033-19 - Request approval to award a contract to Wesco Distribution (\$309,576.00), Gresco Supply Inc. (\$211,268.00), Anixter Inc. (\$181,295.00) and Tri-State Utility Products (\$93,864.00) for the supply of Miscellaneous Transformers carried in JEA's inventory stock in the amount of \$796,003.00, subject to the availability of lawfully appropriated funds. **APPROVED**

11. Request approval to award a change order to Xtensible for support for the first set of projects to follow the original EIM Architecture project in the amount of \$500,000.00, for a new not-to-exceed amount of \$1,144,600.00 subject to the availability of lawfully appropriated funds. **APPROVED w/Discussion**

Ratifications: N/A

Informational Items: N/A

Public Comments: N/A

Adjournment: 10:25 a.m.



Formal Bid and Award System

Award #2 March 14, 2019

Type of Award Request: BID (IFB)
Request #: 6459
Requestor Name: Smith, Thaliah D. – Contract Specialist
Requestor Phone: (904) 665-8165
Project Title: Restoration of Disturbed Sod (North/West) JSEB Sheltered Market
Project Number: 8005184, 8005119, 8005153, 8005179
Project Location: JEA
Funds: Capital and O&M (line 411)
Budget Estimate: \$1,020,000.00 (50% Capital, 50% O&M)
Scope of Work:

JEA is soliciting bids from qualified Jacksonville Small and Emerging Business (JSEB) vendors for the restoration of sod in Municipal, City, County and Florida Department of Transportation (FDOT) rights of way and easements (the “Work”). The Work may also include hydro seeding, fill placement, moderate compacting, and removal and hauling of site debris and extra fill to another site. The Work will be in JEA service territory on the North and West side of the St. John’s River to include parts of Nassau and Clay Counties.

This award will impact the following Measures of Value:

- Community Impact Value: This contract will restore customer lawns to the pre-maintenance/pre-construction state or better.

JEA IFB/RFP/State/City/GSA#: 046-19
Purchasing Agent: Kruck, Daniel R.
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
C & L LANDSCAPE INC.	Tana Hamburger	tana@clandscape.com	1601 E Duval St, Jacksonville FL 32202	(904) 353-6620	\$1,021.375.00

Amount for entire term of Contract/PO: \$1,021,375.00
Award Amount for remainder of this FY: \$170,229.17
Length of Contract/PO Term: Three Years w/ Two (2) - One (1) Year Renewals
Begin Date (mm/dd/yyyy): 03/28/2019
End Date (mm/dd/yyyy): 03/28/2022
Renewal Options: Yes, Two (2) - One (1) Year Renewals
JSEB Requirement: JSEB Sheltered
Comments on JSEB Requirements:

C&L Landscaping Inc. is a JSEB

BIDDERS:

Name	Amount
C&L LANDSCAPE INC.	\$1,021,375.00
KIRBY DEVELOPMENT, INC.	\$4,818,608.59

Background/Recommendations:

Advertised on 01/10/2019. Five (5) prime contractors attended the mandatory pre-bid meeting held on 01/22/2019. At Bid opening on 02/12/2019, JEA received two (2) Bids. Prior to the solicitation advertisement JEA conducted a JSEB workshop reviewing the scope of work for this solicitation in an attempt to increase participation. After bid opening companies that attended the pre-bid, but did not submit stated a lack of experience in this type of sod contract, as the reason for not submitting a bid. C&L Landscape Inc. is the lowest responsive and responsible Bidder. A copy of the bid form and workbook are attached as backup.

The award amount of \$1,021,375.00 is approximately 0.13% higher than the budget estimate and deemed reasonable. This pricing is approximately three percent (3%) lower than a similar contract for sod restoration services with American Construction Enterprises for JEA's service territory on the South and East sides of the St. John's River. The work for this contract will be completed on a task order basis, and payments will be made in accordance with the unit prices on the bid workbook. The unit prices are fixed for one (1) year then may be increased via a Consumer Price Index (CPI) adjustment. The quantities on the bid workbook used to determine the award total are based on JEA's historical task order volume over the past three years for this service territory. It should be noted that the original bid amount from C&L Landscape Inc. was \$1,148,005.00. Due to the higher than estimated unit prices JEA negotiated with C&L Landscape Inc. for a savings of \$126,630.00.

046-19 – Request approval to award a contract to C&L Landscape Inc. for Restoration of Disturbed Sod in the amount of \$1,021,375.00, subject to the availability of lawfully appropriated funds.

Manager: Schoettler, Kyle C. - Mgr W/WW System Operations & Customer Response

Director: Scheel, Jackie B. – Dir W/WW Reuse Delivery & Collection

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

APPROVALS:

 3/14/19

Chairman, Awards Committee

Date

 3/14/19

Manager, Operating Budgets

Date



Formal Bid and Award System

Award #3 March 14, 2019

Type of Award Request: CONTRACT INCREASE
Request #: 6555
Requestor Name: Smith, Thaliah D. – Contract Specialist
Requestor Phone: (904) 665-8165
Project Title: Restoration of Disturbed Sod (South/East)
Project Number: 8005184, 8005119, 8005153, 8005179
Project Location: JEA
Funds: Capital and O&M (lines 415, 418)
Budget Estimate: \$994,875.00 (50% Capital, 50% O&M)

Scope of Work:

JEA is soliciting bids from qualified Jacksonville Small and Emerging Business (JSEB) vendors for the restoration of sod in Municipal, City, County and Florida Department of Transportation (FDOT) rights of way and easements (the "Work"). The Work may also include hydro seeding, fill placement, moderate compacting, and removal and hauling of site debris and extra fill to another site. The Work will be in JEA's service territory on the South and East sides of the St. John's River.

This award will impact the following Measures of Value:

- Community Impact Value: This contract will restore customer lawns to the pre-maintenance/pre-construction state or better.

JEA IFB/RFP/State/City/GSA#: 083-18
Purchasing Agent: Kruck, Daniel R.
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
AMERICAN CONSTRUCTION ENTERPRISES OF NE FL. INC.	George Smith	gsmithace@yahoo.com	4951 Rue St, Jacksonville, FL 32258	(904) 262-3622	\$994,875.00

Amount of Original Award: \$300,000.00
Date of Original Award: 07/09/2018
Contract Increase Amount: \$994,875.00
New Not-To-Exceed Amount: \$1,294,875.00
Length of Contract/PO Term: Five (5) Years w/ One (1) - One (1) Year Renewal
Begin Date (mm/dd/yyyy): 07/09/2018
End Date (mm/dd/yyyy): 03/28/2022

Renewal Options: Yes - One (1) - One (1) Year Renewal

JSEB Requirement: JSEB Sheltered

Comments on JSEB Requirements:

American Construction Enterprises is a JSEB

Background/Recommendations:

Advertised on 03/27/2018. Six (6) prime contractors attended the mandatory pre-bid meeting held on 04/04/2018. At Bid opening on 04/17/2018, JEA received two (2) bids. The low Bidder was approximately 43% higher than current pricing at the time. Negotiations were held with the low Bidder and the unit prices were reduced by approximately 1.3%. American Construction Enterprises of NE FL (ACE) was the lowest responsive and responsible Bidder. A copy of the revised bid form and workbook are attached as backup.

Due to increased pricing from past contracts, only a one (1) year informal award was made on 07/09/2018. ACE has performed well under the informal contract. Recently a solicitation for these services was bid for another part of JEA's service territory. The unit prices were similar to those received under this contract, so JEA has determined to continue with this contract.

This award is to request a contract increase through 03/28/2022. The intent is to combine both sod restoration contracts into one solicitation in an attempt to increase competition at that time. The work for this contract will be completed on a task order basis, and payments will be made in accordance with the unit prices on the bid workbook. The unit prices are fixed for one (1) year then may be increased via a CPI adjustment. The quantities used to determine the award total are based on JEA's historical task order volume over the past three years for this service territory. The award amount is the current budget forecast.

Request approval to award a contract increase to American Construction Enterprises for Restoration of Disturbed Sod in the amount \$994,875.00, for a new not to exceed amount of \$1,294,875.00, subject to the availability of lawfully appropriated funds.

Manager: Schoettler, Kyle C. - Mgr W/WW System Operations & Customer Response

Director: Scheel, Jackie B. - Dir W/WW Reuse Delivery & Collection

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

APPROVALS:



Chairman, Awards Committee **Date** 3/14/19



Manager, Operating Budgets **Date** 3/14/19



Formal Bid and Award System

Award #4 March 7, 2019

Type of Award Request: INVITATION TO NEGOTIATE (ITN)
Request #: 6463
Requestor Name: Brunell, Baley
Requestor Phone: (904) 665-6403
Project Title: JEA Fleet Services Light, Medium, and Heavy Duty Vehicle Equipment Maintenance and Repair
Project Number: A0800
Project Location: JEA
Funds: O&M
Budget Estimate: \$13,993,603.00

Scope of Work:

The purpose of this Invitation to Negotiate (ITN) is to solicit pricing for JEA Fleet Services Light, Medium, and Heavy Duty Vehicle Equipment Maintenance and Repair. The primary purpose of these services are to oversee all fleet maintenance in order to increase productivity and asset utilization to help JEA's business run as smoothly as possible for both the Electric and Water departments. The services that will be performed under this scope will be at a minimum preventative maintenance, corrective maintenance, yard checks, and road calls. To date, there are 422 Light Duty assets, 519 Medium Duty assets, and 284 Heavy Duty assets that will be part of this program. During FY18, the annual spend for these services was \$3,122,730.59.

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

- Customer Value – Ensures JEA can continue to efficiently and effectively operate the electric network grid.
- Community Impact Value – Minimize network outages by ensuring a high utilization rate of our Fleet Assets. In addition, all recommended awardees are located within Duval County which helps support the local economy.
- Financial Value – This ITN aims to reduce long term operating expenses along with reduce capital expenditures through improved maintenance practices for these items.

JEA IFB/RFP/State/City/GSA#: 036-19
Purchasing Agent: Roddy, Colin Patrick
Is this a Ratification?: No

RECOMMENDED AWARDEES:

Name	Vendor Contact	Email	Address	Phone	Amount
COGGIN FORD	Ray Hernandez	rhernandez6@asburyauto.com	9650 Atlantic BLVD, Jacksonville FL 32225	407-509-8788	\$5,446,045.29
KENWORTH OF JACKSONVILLE INC.	Rex Steven	rexsteven@kwjax.com	833 Picketville RD, Jacksonville, Duval, FL 32220	904-739-2296	\$5,042,030.58
AUTONATION FORD AND LINCOLN	Barry Keene	keeneb@autonation.com	7700 Blanding BLVD, Jacksonville, FL 32244	904-317-7730	\$2,615,854.21

MAUDLIN INTERNATIONAL TRUCK & TRAILER	Mike O'Brien	mobrien@maudlinintl.com	1881 Pickettville Rd. Jacksonville, FL 32220	904-783- 9822	\$1,086,766.00
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Amount for entire term of Contract/PO: \$14,190,696.08

Award Amount for remainder of this FY: \$2,562,209.01

Length of Contract/PO Term: Three (3) Years w/Two (2) - 1 Yr. Renewals

Begin Date (mm/dd/yyyy): 03/15/2019

End Date (mm/dd/yyyy): 03/14/2022

Renewal Options: Two (2) – 1 Yr. Renewals

JSEB Requirement: N/A - Optional .

BIDDERS:

Name	Original Amount	Original Number of Vehicle Groupings to be Awarded	BAFO Amount	BAFO Number of Vehicle Groupings to be Awarded
COGGIN FORD	\$7,269,823.28	4	\$7,210,214.66	5
TOM NEHL TRUCK COMPANY	\$4,585,731.25	0	\$4,254,900.05	0
AUTONATION FORD AND LINCOLN	\$8,970,897.21	2	\$8,354,861.41	6
MAUDLIN INTERNATIONAL TRUCK & TRAILER	\$8,870,774.53	0	\$8,480,354.42	2
KENWORTH OF JACKSONVILLE INC.	\$13,863,942.58	4	\$13,863,942.58	3
ARLINGTON JACKSONVILLE CHRYSLER DODGE	\$233,112.40	0	\$233,112.40	0
DUVAL FORD	\$6,816,687.02	0	\$6,636,593.68	0
ADVANCED MAINTENANCE	\$2,640,424.64	0	**\$2,836,017.64	0

*See attached spreadsheet for grouping breakdown

** Advanced Maintenance bid three (3) additional yardwork locations on their BAFO proposal causing their BAFO price to be higher than their initial price.

Background/Recommendation:

Advertised 12/10/2018. Five (5) vendors attended the optional pre-response meeting on 11/20/2018. At Response opening on 01/08/2019, JEA received eight (8) Responses.

During FY18, it was determined that the existing fleet maintenance agreements had two (2) primary issues: the model was structured around a service methodology that did not adequately cover the current demands of JEA's fleet, and the agreements did not have a mechanism to evolve with the fleet as the fleet profile adapts year to year through replacements and expansion. The fleet team along with procurement addressed these concern by constructing both a new fleet maintenance strategy and a corresponding solicitation that would more adequately correlate to JEA's dynamic needs.

The internal JEA team which included members from Procurement, Operations Support Services, and Fleet Services worked together to improve the commodity as a whole by focusing on the following areas:

- Leveraging JEA's buy through 1) bidding all on-road fleet maintenance in one solicitation, 2) grouping like vehicles together, and 3) more accurate maintenance forecasts.
- Moving to a maintenance model that incorporated more OEM service intervals and new technology
- Reverse engineering a solicitation based upon what actual costs were occurring and feedback from the supply chain.
 - JEA modeled each individual vehicle's projected maintenance per year based upon its current mileage and hours along with its past and projected mileage and hours per year to determine what OEM preventative maintenance could be expected. In the past we only built our estimates on PM1, PM2, and PM3 maintenances. Ex. A vehicle with 92,000 miles current and 10,000 per year average driving will have that vehicle getting two oil changes in year one, two and three along with a major milestone service at 100,000 miles in year one and a small milestone of 120,000 miles in year 3. Because higher mileage services are more expensive, it is important to differentiate the additional costs of these services vs. a low mileage vehicle.
 - JEA have current fleet expansion plans along with purchases contracted to FY19 that have not delivered. We estimated the services needed for the existing units being retired until their estimated time of retirement, along with added in units to the maintenance projections at their estimated arrival. Given we are buying different vehicles than we have currently both Make and Model, we felt this was important to be accurate in the projected maintenance.
 - JEA split off yard work and up-fitting / down-fitting into their own respective areas to separate these items on their own agreement allowing us to more accurately review costs incurred during the term of the agreement.
- Exploring additional vendors besides the traditional OEMs

The evaluation criteria for this bid was that the highest evaluated provider for each maintenance category would win as long as the vendor met the minimum qualifications. For the Yardwork and Up-fitting and Down-fitting work scopes, a provider must have won one of the Light Duty Dodge, Medium Duty Dodge, Light Duty, Medium Duty, Heavy Duty International, Heavy Duty Freightliner or Heavy Duty Ford categories to be considered for Award.

After the evaluations were complete, Kenworth of Jacksonville, Inc., Coggin Ford and AutoNation Ford and Lincoln were determined to be the vendors that were the highest evaluated to JEA for this work scope. JEA has also elected to award a 4th vendor, Maudlin International, to mitigate risk in the supply chain as a backup contract to the new Heavy Duty vendor, Kenworth of Jacksonville, Inc. Maudlin's primary function will be to service the Heavy Duty International fleet for the first of three years, to allow the new vendor to ramp up with focus on the Heavy Duty Freightliners. They will also have a backup contract for the Heavy Duty Freightliners for the first year to help with emergency operations if needed due to storms or the new vendor's ability to perform. Maudlin International is the authorized OEM distributor and service provider in Northeast Florida for a large portion of the Heavy Duty Fleet, and they have capacity within their current operations with a good track record of service performance on their current agreement with storm support. They scored second highest on the Heavy Duty International and Freightliner categories.

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:** Model changed completely, can't compare to current contract
- **Total sourcing savings:** BAFO savings of \$186,209.78

Although JEA will realize a cost increase, this is not an apples to apple comparison with the current contract, as the model has changed dramatically. Some of these changes are described above, but the largest reasons are new maintenance model for preventative maintenance, new compensation model for services and parts, improved agreement KPIs, deferred maintenance in past years vs. our model which anticipates every projected maintenance, and a different fleet profile than previous years.



Formal Bid and Award System

Award #5 March 14, 2019

Type of Award Request: PROPOSAL (RFP)

Request #: 6241

Requestor Name: Hawk, Thomas C.

Requestor Phone: (904) 665-6493

Project Title: Engineering Services for the Southwest Water Reclamation Facility Expansion

Project Number: 8005555

Project Location: JEA

Funds: Capital

Budget Estimate: \$5,647,000.00 (Phase 1 and Phase 2 Engineering Budget)

Scope of Work:

The scope of work to be performed under this task consists of preliminary design, final detailed design, bid phase support, services during construction, and acceptance testing for the Southwest Water Reclamation Facility Expansion to 18 MGD project. This project is needed to meet wastewater flow demands in the Southwest services territory. This project will be constructed using Construction Manager at Risk (CMAR) method.

This award positively impacts all of JEA's Measures of Value:

- Customer Value: Improve customer's service by providing additional capacity and reliable operation.
- Community Value: Provide additional capacity and redundancy to meet existing and future growth in the service area.
- Environmental Value: Provide high level treatment of wastewater to produce a high quality and consistent effluent for discharge to the St. Johns River while meeting the most current resiliency requirements.
- Financial Value: Will provide the most energy efficient process equipment and upgrades to improve operations and reduce energy requirements.

JEA IFB/RFP/State/City/GSA#: 105-19

Purchasing Agent: Kruck, Daniel R.

Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Phase 1 Amount
CDM SMITH INC.	Patrick Victor	victorpr@cdmsmith.com	8381 Dix Ellis Trail Suite 400, Jacksonville FL 32256	(904) 527-6736	\$732,210.00

Amount for entire term of Contract/PO: \$732,210.00

Award Amount for remainder of this FY: \$721,338.89

Length of Contract/PO Term: Project Completion

Begin Date (mm/dd/yyyy): 03/28/2019

End Date (mm/dd/yyyy): Project Completion (Expected: February 2023)

JSEB Requirement:

Ten Percent (10%) Evaluation Criteria

Comments on JSEB Requirements:

R.E. Holland (Survey) – 14.78%

Environmental Resource Solutions, Inc. (Wetlands Delineation) – 0.57%

Total: 15.35%

PROPOSERS:

Name	Phase 1 Amount	Rank
CDM SMITH INC.	\$732,210.00	1
HAZEN SAWYER	N/A	2
BROWN AND CALDWELL	N/A	3
WRIGHT-PIERCE INC.	N/A	4
AECOM TECHNICAL SERVICES, INC.	N/A	5

Background/Recommendations:

Advertised on 06/15/2018. Eleven (11) prime companies attended the mandatory pre-proposal meeting held on 07/24/2018. At proposal opening on 08/21/2018, JEA received five (5) proposals. The public evaluation meeting was held on 11/20/2018, and JEA deemed CDM Smith Inc. most qualified to perform the work. A copy of the evaluation matrix and negotiated fees are attached as backup.

Due to extensive environmental reviews and permitting required for the expansion of the water reclamation facility, this engineering effort will be split into two (2) phases. The first phase will be for the required environmental reviews, permitting, contractor coordination and initial design services to 10% design. The fee for phase 2, which includes final design and services during construction, will be negotiated and brought to the Awards Committee once the ten percent (10%) design is completed. If negotiations with CDM Smith are unsuccessful for Phase 2, JEA reserves the right to terminate negotiations and contract with the next highest ranked firm. Negotiations with CDM Smith Inc. were successfully completed for Phase 1 of this project. The proposed engineering fee is eighty-seven percent (87%) lower than estimated due to phase 2 costs not being included. A budget trend will be performed once a construction price has been agreed upon with the CMAR firm.

The project details are below:

- Total Project Budget: \$65,501,000.00
- Estimated Construction Cost: \$56,466,000.00
- Estimated Engineering Cost (at time of Proposal): \$5,647,000.00
- Estimated Services During Construction: \$1,694,000.00
- Phase 1 Engineering Cost: \$732,210.00 (1.3% of estimated construction costs)
- Estimated Construction Start Date: July 2020
- Estimated Construction Completion: February 2023

105-18 – Request approval to award a contract to CDM Smith Inc., for Engineering Services for the Southwest Water Reclamation Facility Expansion to 18 MGD in the amount of \$732,210.00, subject to the availability of lawfully appropriated funds.

Manager: Collier, Bradley W. - Mgr WW Plants & Pump Stations E&C
Director: Conner, Sean M. - Dir W/WW Project Engineering & Construction
VP: Calhoun, Deryle I. - VP/GM Water Wastewater Systems

APPROVALS:

 3/14/19

Chairman, Awards Committee **Date**

 3/14/19

Manager, Operating Budgets **Date**



Formal Bid and Award System

Award #6 March 14, 2019

Type of Award Request: BID (IFB)
Request #: 6389
Requestor Name: Willoughby, Mickey
Requestor Phone: (865) 661-7494
Project Title: Bartram Re-Pump Facility Trihalomethanes (THM) Removal System
Project Number: 8004931
Project Location: JEA
Funds: Capital
Budget Estimate: \$800,000.00

Scope of Work:

The Bartram Re-Pump Facility, located at 4503 Race Track Road, receives finished water from the grid and re-pumps it to the surrounding community. The facility currently has (1) 2.5 million gallon (MG) potable water storage tank and is undergoing upgrades to add another 2.5 MG tank, that is expected to be completed in March 2019. The finished water has been disinfected with chlorine for safe drinking water distribution. Residual chlorine within the water distribution system may react with naturally present natural organic matter and iodide and bromide ions to produce disinfection by-products such as THMs. THMs are volatile compounds and can be removed by air stripping and mechanical mixing. When air comes into contact with the water, THMs are transferred into the air and removed due their volatility. JEA has designed and specified such a THM removal system to be installed at the Bartram Re-Pump Facility.

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

- Customer Value: Provides a cost efficient method of removing THMs as they increase in concentration in the water distribution system while maintaining high quality water and compliance with the drinking water regulations.
- Environmental Value: Provides for compliance with environmental regulations by removal of THMs from potable water.
- Financial value: Provides a THM removal system with a lower cost than other THM removal systems such as activated carbon

JEA IFB/RFP/State/City/GSA#: 013-19
Purchasing Agent: King, David
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
SAWCROSS, INC.	Mark Hickinbotham	markh@sawcross.com	10970 New Berlin Rd, Jacksonville FL 32226	(904) 751-7500	\$806,000.00

Amount for entire term of Contract/PO: \$806,000.00
Award Amount for remainder of this FY: \$806,000.00
Length of Contract/PO Term: Project Completion
Begin Date (mm/dd/yyyy): 04/05/2019
End Date (mm/dd/yyyy): Project Completion (Expected: August 2019)
JSEB Requirement: N/A - Optional

BIDDERS:

Name	Amount
SAWCROSS, INC.	\$806,000.00
PETTICOAT-SCHMITT CIVIL CONTRACTORS, INC.	\$920,162.00

Background/Recommendations:

Advertised on 01/24/2019. Two (2) prime contractors attended the mandatory pre-bid meeting and mandatory site visit on 02/04/2019. At Bid opening on 03/05/2019, JEA received two (2) Bids. The work involves the installation and startup of a coordinated system of submerged mixers in the tank, floating aerators in the tank, and ventilation equipment on the tank for trihalomethane (THM) removal. The work also includes performance monitoring to confirm a minimum THM removal efficiency of 40%. This is a small, specialized project with a small pool of general contractors that pursued the project. Sawcross, Inc. is the lowest responsive and responsible Bidder. A copy of the Bid Form is attached as backup.

The award amount of \$806,000.00 is approximately one percent (1.0%) higher than the budget estimate and deemed reasonable. A new budget trend will be submitted to match the award.

Project Budget and Schedule Details:

- Construction Budget Estimate (at the time of Bid): \$800,000.00
- Construction Cost: \$806,000.00
- Engineering Budget Estimate (at the time of Proposal): \$86,000.00
- Total Engineering Cost (including any Change Orders): \$86,000.00 (10.8% of Construction Budget Estimate)
- Engineering Firm: Carollo Engineers
- Project Completion Key Dates (Estimated):
 - Construction Start: 04/05/2019
 - Substantial Completion: 07/04/2019
 - Final Completion: 08/03/2019

013-19 – Request approval to award a contract to Sawcross, Inc. for construction services for the Bartram Re-Pump Facility THM Removal System project in the amount of \$806,000.00, subject to the availability of lawfully appropriated funds.

Director: Conner, Sean M. - Dir W/WW Project Engineering & Construction
VP: Calhoun, Deryle I. - VP/GM Water Wastewater Systems

APPROVALS:

 3/14/19

Chairman, Awards Committee

Date

 3/14/19

Manager, Operating Budgets

Date



Formal Bid and Award System

Award #8 March 14, 2019

Type of Award Request: BID (IFB)
Request #: 6484
Requestor Name: Rinehart, Jason
Requestor Phone: 904-665-7380
Project Title: Bartram Substation 230kV Bay Addition
Project Number: 8004784
Project Location: JEA
Funds: Capital
Budget Estimate: \$603,943.00 (included 10% contingency)

Scope of Work:

JEA is soliciting Bids from electrical construction contractors (hereinafter referred to as "Company") for construction services for the 230 kV Switchyard at the Bartram Substation, located at 4513 Race Track Road in Jacksonville, FL 32259.

The overall project comprises of modifications to the existing Bartram 230kV Substation to facilitate the required changes to allow for an additional transmission interconnection. The interconnection will consist of one (1) new 230kV transmission line entering the Bartram Substation. The modifications at the Bartram Substation will be performed to accommodate the changes to the transmission system to include two new 230kV power circuit breakers, two A-frame dead-end structures (one for a future line), four 230kV switches, three 230kV potential voltage transformers, relaying equipment and buswork. Below grade and above grade work will be required for the completion of the facility modifications. Lightning probe poles #1 and #2 will be removed.

This project will positively affect JEA Measures of Value:

- Customer Value: substation upgrades, provide right sized system improvements which minimize cost to the customer, while maintaining service levels, increasing overall value of the utility to the customer.
- Community Impact Value: Improved operational reliability and flexibility of the substation and grid improves the level of service and positively impacts the community.
- Financial Value: Correctly planned & timed upgrades to substations make the best use of capital resources while keeping the grid operating within design limitations, which provides a better return on investment and creates financial value.

JEA IFB/RFP/State/City/GSA#: 057-19
Purchasing Agent: Lovgren, Rodney Dennis
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
RELIABLE SUBSTATION SERVICES INC.	Dave Boisvert	Dboisvert_rss@hotmail.com	P.O. Box 520505 Longwood, FL 32752-0505	(407)869-7440	\$682,605.00

Amount for entire term of Contract/PO: \$682,605.00
Award Amount for remainder of this FY: \$682,605.00
Length of Contract/PO Term: Project Completion
Begin Date (mm/dd/yyyy): 03/30/2019
End Date (mm/dd/yyyy): Project Completion (Expected: 09/30/2019)
JSEB Requirement: Five (5%) Goal

Comments on JSEB Requirements:

Landscape Construction to install geoweb road and rock (5%)
 M. Gay Constructors to drill shaft foundations (as needed)
 DB Construction for flat foundations (as needed)

BIDDERS:

Name	Amount	Comment
ENERGY ERECTORS, INC.	\$630,000.00	Withdrew
RELIABLE SUBSTATION SERVICES, INC.	\$682,605.00	
HOOPER CORPORATION	\$769,700.00	
SAYERS CONSTRUCTION, LLC	\$793,650.00	
C AND C POWER LINE, INC.	\$854,267.70	
J. L. MALONE & ASSOCIATES, LLC	\$914,892.74	

Background/Recommendations:

Advertised on 02/08/2019. Ten (10) prime contractors attended the optional pre-bid meeting held on 02/19/2019. At Bid opening on 03/05/2019, JEA received six (6) Bids. Reliable Substation Services Inc. is the lowest responsive and responsible Bidder. A copy of the Bid Form (and Workbook, if applicable) (is/are) attached as backup.

The award amount of \$682,605.00 is approximately thirteen percent (13%) higher than the budget estimate. Budget has been increased to match award amount. Any excess capital funds will be returned to the capital project holding accounts, after project completion.

The project details are below:

- Construction Budget Estimate (at the time of Bid): **\$603,943.00**
- Construction Cost: **\$682,605.00** (includes 10% contingency)
- Engineering Budget Estimate (at the time of Proposal): **\$35,553.00**
- Total Engineering Cost (Fred Wilson): **\$44,860.00**, which is 7.2% of the construction cost
- Project Completion Date: Expected – **09/30/2019**

057-19 – Request approval to award a contract to Reliable Substation Services Inc. for construction services for Bartram Substation upgrade in the amount of \$682,605.00, subject to the availability of lawfully appropriated funds.

Manager: Short, Michael L. - Manager, Project Design
Director: Pinkstaff, Larry G. - Dir Energy Joint Assets
VP: Anders, Caren B. - VP/GM Energy

APPROVALS:


_____ 3/14/19
Chairman, Awards Committee **Date**


_____ 3/14/19
Manager, Operating Budgets **Date**



Formal Bid and Award System

Award #9 March 14, 2019

Type of Award Request: CONTRACT INCREASE
Request #: 6557
Requestor Name: Lovgren, Rodney D.
Requestor Phone: (904) 665-6631
Project Title: Crane, Rigging and Heavy Hauling
Project Number: Various
Project Location: JEA
Funds: ~~O&M~~ & Capital (see back-up)
Budget Estimate: See attached

Scope of Work:

The purpose of this solicitation is to provide contract services for crane rental and heavy hauling services. The Primary users of these services are the Transmission Group, Substations Distribution Group, Water and Sewer Department and the various JEA Generating Plants. This contract can also be used by any other Group or Department within JEA. JEA currently spends approximately \$260,000.00 per year on Time and Materials (T&M) for crane and rigging services. Two contracts are to be awarded on a 70/30 split.

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

- Customer and Community Value: Outsourced service contracts support operational reliability and grid stability.
- Environmental Value: using contractors to perform intermittent services, allows JEA to not expend dollars on equipment, maintenance and operations, which limits JEA's impact in environment.
- Financial Value: Outsourced service contracts allows JEA to focus on core competencies and spend financial resource in areas that create greater value.

JEA IFB/RFP/State/City/GSA#: 113-18
Purchasing Agent: Lovgren, Rodney Dennis
Is this a ratification?: NO

RECOMMENDED AWARDEE:

Name	Contact Name	Email	Address	Phone	Amount
SIMS CRANE AND EQUIPMENT CO.	Tanya Scott	tanya.scott@sims Crane.com	1219 Highway 301 N. Tampa FL 33619	(904)448-9275	\$580,483.65
BEYEL BROTHERS INC.	Kevin McElveen	kevin.mcelveen@beyel.com	550 Cidco Road, Cocoa, FL 32926	(904)654-9696	\$248,778.71

Amount of Original Award:	\$1,148,000.00
Date of Original Award:	11/08/2018
Change Order Amount:	\$829,262.36
New Not-To-Exceed Amount:	\$1,977,262.36
Length of Contract/PO Term:	Three (3) Years w/ Two (2) - 1 Yr. Renewals
Begin Date (mm/dd/yyyy):	11/15/2018
End Date (mm/dd/yyyy):	11/14/2021
Renewal Options:	Yes - Two (2) – 1Yr. Renewals
JSEB Requirement:	NA - Optional

Background/Recommendations:

Competitively bid and approved by Awards Committee on 11/15/2018. The original award and renewal are attached as back-up.

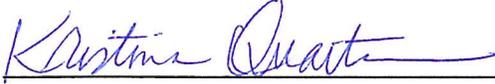
This request is to add funds for capital projects in the amount of \$829,262.36, to allow the contract to run through expiration. The original award amount was based on historical usage and budget estimates. As the Brandy Branch outage project released and quotes were solicited through the awarded companies, JEA noted a change order would be required. Procurement elected to wait to process the change order until a better estimate of contract increase required was determined. The original Bid Form is attached as backup and pricing remains the same. The additional funds are in line with the original award where the primary contractor, Sims Crane and Equipment Co. continues to hold 70% of the award. Should additional capital projects be approved in the coming years, funds will need to be added to the contract.

Request approval for a contract increase to Sims Crane (\$580,483.65) and Beyel Brothers (\$248,778.71) for crane, rigging and heavy hauling services for JEA in the amount of \$829,262.36, for a new not-to-exceed amount of \$1,977,262.36, 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:

 3/14/19
Chairman, Awards Committee **Date**

 3/14/19
Manager, Operating Budgets **Date**



Formal Bid and Award System

Award #10 March 14, 2019

Type of Award Request: INVITATION TO NEGOTIATE (ITN)
Request #: 6446
Requestor Name: Keeler, Jessica
Requestor Phone: (904) 665-6403
Project Title: Miscellaneous Transformers for JEA Inventory Stock
Project Number: Various
Project Location: JEA
Funds: Inventory Blanket Account
Budget Estimate: \$754,397.92

Scope of Work:

The purpose of this Invitation to Negotiate (ITN) is to solicit pricing for Miscellaneous Transformers for JEA's inventory stock. The primary use of these items are to enable voltage changes from one device to another within our network system and is utilized by the Electric department. During 2018, the annual spend for these items was \$351,960.00. Our current inventory balance for the items found in this solicitation is \$1,064,078.95, with the average current lead-time of thirteen (13) weeks depending upon the item.

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

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

JEA IFB/RFP/State/City/GSA#: 033-19
Purchasing Agent: Roddy, Colin Patrick
Is this a Ratification?: No

RECOMMENDED AWARDEES:

Name	Vendor Contact	Email	Address	Phone	Amount
WESCO DISTRIBUTION	Ashely Cirlot	acirlot@wescodist.com	5971 Pershing Ave, Orlando, FL 32920	407-434-4025	\$309,576.00
GRESKO SUPPLY	Chris Therien	christopher.therien@gresco.com	6421 County Road 219, Wildwood, FL 34785	352-446-7536	\$211,268.00
ANIXTER INC.	Renee Lackey	renee.lackey@anixter.com	3881 Old Winter Garden Road, Orlando, FL 32805	407-204-7304	\$181,295.00

TRI-STATE UTILITY PRODUCTS	Jim Richards	jrichards@tsup.com	160 Garrett Drive, Havana, FL 32333	850-539-8088	\$93,864.00
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Amount for entire term of Contract/PO: \$796,003.00

Award Amount for remainder of this FY: \$322,514.00

Length of Contract/PO Term: Two (2) Years w/ No Renewals

Begin Date (mm/dd/yyyy): 03/14/2019

End Date (mm/dd/yyyy): 03/13/2021

Renewal Options: No Renewals

JSEB Requirement: N/A - Optional

BIDDERS:

Name	First Round Extended Price (5 Years)	Items Bid	Low Priced Items	BAFO Extended Price (5 Years)	Items Bid	Low Priced Items	Awarded Amount (2 Years)
WESCO DISTRIBUTION	\$1,398,918.00	8	2	\$1,398,918.00	8	2	\$309,576.00
GRESKO SUPPLY INC.	\$599,837.00	5	0	\$571,412.00	5	2	\$211,268.00
ANIXTER INC.	\$945,458.00	6	5	\$945,458.00	6	3	\$181,295.00
TRI-STATE UTILITY PRODUCTS	\$1,137,250.00	8	2	\$1,137,250.00	8	2	\$93,864.00
STUART IRBY CO.	\$662,089.07	4	0	\$662,089.07	4	0	\$0.00
ELECTRIC SUPPLY INC.	\$826,927.00	4	0	\$826,927.00	4	0	\$0.00

Background/Recommendation:

Advertised 12/10/2018. Five (5) vendors attended the optional pre-response meeting on 12/18/2018. At Response opening on 01/15/2019, JEA received six (6) Responses.

In order to leverage JEA's spend for miscellaneous transformers included in JEA Inventory, the internal team identified ten (10) items deemed to be a good fit to be included in this initiative. During 2018, these items were purchased on a spot buy basis through five (5) different vendors.

The evaluation criteria for this bid was that the total lowest cost provider for each respective item would win, as long as the minimum qualifications were met and they quoted the correct JEA approved manufacturer and manufacturer part number. After the evaluations were complete, Wesco Distribution, Gresco Supply Inc., Anixter Inc. and Tri-State Utility Products were determined to be the vendors that provided the lowest cost to JEA for this work scope.

Even with utilizing best practices of aggregation of items and competitive bidding, JEA will still realize an estimated two (2) year cost increase via unit price increases totaling \$41,605.08, or 5.52% due to market conditions and tariffs on materials. The BAFO resulted in a reduction of \$2,406.00. Unit pricing for the contract(s) will be adjusted quarterly in accordance with the Producer Price Index by Industry: Electric Power and Specialty Transformer Manufacturing: Power and Distribution Transformers, Except Parts.



Formal Bid and Award System

Award #11 March 14, 2019

Type of Award Request: CHANGE ORDER
Request #: 6554
Requestor Name: Eaton, Michael
Requestor Phone: (904) 665-7473
Project Title: Enterprise Information Management (EIM) for JEA’s Enterprise Asset Management (EAM) Data
Project Number: 8005580
Funds: Capital
Budget Estimate: \$1,185,000.00

Scope of Work:

JEA is seeking a consultant with experience in asset management processes as well as asset data design / management framework and methodologies to assist JEA with the development of a holistic strategy, architecture and approach in linking and controlling JEA’s asset related data for those assets. This work will be integrated with the business excellence assessment and implementation work related the Business Excellence Assessment, so the vendor must be proficient in working in a dynamic environment. All JEA employees will have end-to-end asset visibility with integrated processes of systems and information that effectively and efficiently produce the “golden record” for all assets.

This contract positively affect the JEA Measures of Value:

- Customer Value: Reduces reactionary maintenance & equipment failures (i.e. minimize service interruptions to customers)
- Community Value: Improve customer service & reliability; Improve electric network system connectivity & W/WW hydraulic network system modeling for the management of utility services
- Environmental Value: Reduce the risk of environmental events due to early detection of abnormal conditions
- Financial Value: An estimated 10% improvement annually in Capital & O&M spending based on 2019 projected budget (An estimated budget reduction of \$15,000,000 for Energy Solution and 4,200,000 annually for W/WW)

JEA IFB/RFP/State/City/GSA#: 051-17
Purchasing Agent: Woyak, Nathan J
Is this a ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Phase 2 Amount
XTENSIBLE SOLUTIONS DOBLE ENGINEERING	Michael Covarrubias	mcvarrubias@xtensibile.net	85 Walnut St. Watertown, MA 02472	(480) 772-7685	\$500,000.00

Amount of Original Award: \$595,600.00
Date of Original Award: 04/20/2017
Change Order Amount: \$500,000.00

List of Previous Change Order/Amendments:

CPA #	Amount	Date
164911	\$49,000.00	04/04/2018

New Not-To-Exceed Amount: \$1,144,600.00
Length of Contract/PO Term: Project Completion
Begin Date (mm/dd/yyyy): 05/12/2017
End Date (mm/dd/yyyy): Project Completion
JSEB Requirement: N/A – Specialty Service

Background/Recommendations:

Originally approved by Awards Committee on 04/20/2017 in the amount of \$595,600.00, to Xtensible. A copy of the original award is attached as backup.

On 04/04/2018, an administrative increase was completed to add \$49,000.00 in funding for JEA requested further assistance from Xtensible in providing support for the first set of projects to follow the EIM Architecture project. In particular, JEA has requested assistance in the execution of the feasibility phase of the “Asset Creation” project.

This request is for a change order for further assistance from Xtensible in providing support for the first set of projects to follow the original EIM Architecture project. JEA has requested assistance in the execution of the projects related to two identified business cases Asset Creation & Asset Golden Record / 360 and Electric Meter Voltages / Load Analytics. The duration of the support is expected to be ten (10) months for both projects and includes delivery management, information architecture, and integration architecture. After the project initiation, each project will have an analysis and design step where the fundamental conceptual architecture is determined. These will be followed by a series of sprints (approximately 8 weeks each) to iteratively design, build and test components of the target solution. The Asset Creation / Golden Record / 360 project is expected to have 4 sprints. The Electric Meter Voltages / Load Analytics project is expected to have 3 sprints. The scope and benefits of both project will include the following:

Asset Creation & Asset Golden Record / 360 Benefits:

1. Automate Asset Record Creation - When assets are received from procurement process, asset records are automatically created.
 - Reduces the number of lost assets (never entered in system)
 - Eliminates hours for manual asset creation
2. Automate Asset Attribute Data Entry - Receive asset attribute data from manufacturer/vendor and automatically populate asset record in eAM.
 - Improves asset data quality
 - Provides additional data for analysis
3. Asset Barcoding - All new assets will be assigned an industry-standard barcode.
 - Enables verification of physical asset & asset record
 - Improves accuracy of maintenance history
4. Time Card Entry on Work Order or Ticket - Start and stop timecard based on mobile displayed work orders or tickets.
 - Improves accuracy of asset costs reporting
 - Reduces office time for field employees

5. Mobile Work Order Creation & Inspection - Allow creation of eAM work orders on mobile devices.
 - Reduces number of incorrectly coded work orders
 - Increase visibility into asset health

Electric Meter Voltages / Load Analytics:

1. Meter Data Integration & Provisioning - Data from smart meters collected every 15 minutes and pushed to Data Lake via Web Services. Meter data would be integrated with customer, billing, asset/GIS & weather data for advanced insights.
 - Reduces data latency for data analysis
 - Minimizes impact on source system for data access
 - Provides consolidated view of data
2. Fraud Detection Analysis - Predictive model developed to identify electric fraud/tampering
 - Improves accuracy of identifying cases of electric meter tampering
 - Reduces operational costs
 - Ensures payment for services received
3. Distribution Equipment Failure Analysis - Predictive model developed to proactively identify distribution equipment failures
 - Reduces operational costs
 - Reduces costs to replace preventable equipment failures

Xtensible can provide industry experience (e.g. data architecture for Exelon Corporation) and a leadership/accountability role in the implementation of the new data/analytic business initiatives in alignment to the target data/integration architecture blueprint that they developed for JEA in the original engagement. This includes helping JEA prove out the required process adjustments and new role changes needed in order for JEA to be more effective and efficient with implementing data integrations and data persistence for analytics (i.e. loosely coupled architecture). Implementing the pilot business use cases in alignment with the new architecture requires leadership guidance and training in the use of new design and implementation methods that will be required of JEA moving forward as a new repeatable process. All the knowledge gained and many artifacts that were developed from the initial architecture engagement, will be leveraged to mitigate the cost and risk of starting over with another consultant. The architecture plan that was derived from the first engagement has received business stakeholder leadership support and understanding because of their involvement throughout the process. JEA has also validated with Gartner that the architecture blueprint and strategy developed with Xtensible is in alignment with the industry and their other clients.

The original bid and scope of work was a lump sum amount however all hourly rates will remain the same as the previous change order and have been deemed reasonable. The SOW will also be based on milestone payments and details are attached as back-up.

The project and schedule details are below:

- Original Budget Estimate: \$500,000.00 (Awarded - \$595,600.00)
- Change Order Budget Estimate: \$685,000.00
- Total Original and Change Order Budget - \$1,185,000.00
- Change Order Project Cost: \$500,000.00 (2350 hours, Professional Service hourly rates)
- NTE Amount: \$1,144,600.00
- Projects Completion Date: Expected - January 2020

Request approval to award a change order to Xtensible for support for the first set of projects to follow the original EIM Architecture project in the amount of \$500,000.00, for a new not-to-exceed amount of \$1,144,600.00, subject to the availability of lawfully appropriated funds.

Director: Eaton, Michael T. - Special Project-EAM

VP: Selders, Steve G. - Interim VP & Chief Information Officer

APPROVALS:

 3/14/19
Chairman, Awards Committee **Date**

 3/14/19
Manager, Operating Budgets **Date**