

Welcome to the JEA Awards Meeting

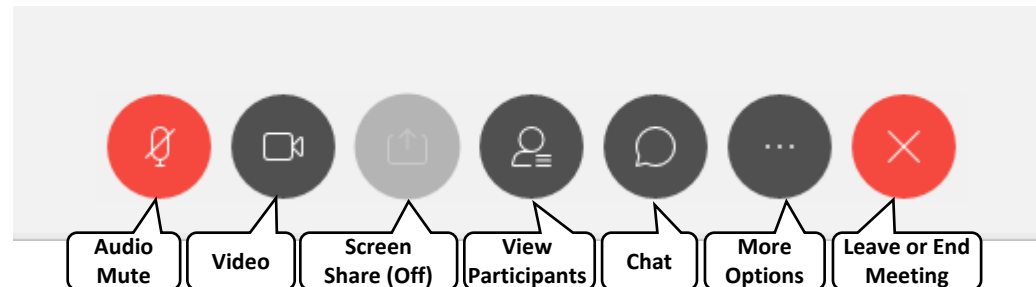
You have been joined to the meeting with your **audio muted** by default.

We will unmute your lines during the public comment time and provide opportunity for you to speak.

During the meeting, interested persons can also email **Aileen Cruz** at **cruza@jea.com** to submit public comments to be read during the meeting regarding any matter on the agenda for consideration. Public comments by e-mail must be received no later than 9:00 a.m. to be read during the public comment portion of the meeting.

Please contact **Aileen Cruz** by telephone at **(904) 703-0996** or by email at **cruza@jea.com** if you experience any technical difficulties during the meeting.

Below is a summary of the meeting controls you will see at the bottom of your screen.



AWARDS COMMITTEE AGENDA

DATE: Thursday, June 2, 2022

TIME: 10:00 A.M.

PLACE: JEA, Customer Center, Bid Office, 1st Floor, 21 West Church Street, Jacksonville, FL 32202 OR
WebEx/Teleconference
WebEx Meeting Number (access code): 2309 526 2709
WebEx Password: cQMmJPHA823

Public Comments:

Awards:

1. Approval of the minutes from the last meeting (05/26/2022).
2. Request approval to award a contract increase to CDM Smith Inc., for additional services during construction for the Southwest WRF Expansion project in the amount of \$1,152,507.00, for a new not-to-exceed amount of \$10,112,954.00, subject to the availability of lawfully appropriated funds.
3. 1410693646 – Request approval to award a contract to Tietjen Technologies for Material, Installation, Commissioning and Maintenance Services for Digital Distributed Antenna System (DAS) at JEA's new Headquarters in the amount of \$399,059.35, subject to the availability of lawfully appropriated funds.
4. Request approval to award The Haskell Company a contract for engineering services for the Ricker Road – Old Middleburg to Morse Ave-Water and Sewer Replacement project in the amount of \$223,963.38, subject to the availability of lawfully appropriated funds.
5. Request approval to award a contract increase to First Coast Security for security services in the amount of \$724,000.00, for a new not-to-exceed amount of \$19,829,231.87, subject to the availability of lawfully appropriated funds.
6. Request approval to award a contract increase to Armstrong Fence Co. for fence installation and repair services in the amount of \$770,000.00, for a new not-to-exceed amount of \$3,660,226.90, subject to the availability of lawfully appropriated funds.

Informational Items: N/A

Open Discussion: N/A

Public Notice: N/A

General Business: N/A

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

06-02-2022 Awards Committee

	<u>Type of Award</u>	<u>Business Unit</u>	<u>Estimated/ Budgeted Amount</u>	<u>Amount</u>	<u>Awardee</u>	<u>Term</u>	<u>Summary</u>
1	Minutes	N/A	N/A	N/A	N/A	N/A	Approval of minutes from the 05/26/2022 meeting.
2	CONTRACT INCREASE	Vu	\$1,200,000.00	\$1,152,507.00	CDM SMITH INC.	Project Completion (Expected: August 2025)	<p><u>Southwest Water Reclamation Facility (WRF) Expansion</u></p> <p>The scope of work to be performed under this contract consists of preliminary design, final detailed design, support, services during construction, and acceptance testing for the Southwest WRF Expansion to 16 million gallons per day (MGD) project. This project is needed to meet wastewater flow demands in the Southwest services territory. This project is being constructed using Construction Manager-at-Risk (CMAR) method.</p> <p>Originally approved by the Awards Committee on 03/14/2019 in the amount of \$732,210.00 to CDM Smith, Inc. On 12/19/2019 the Awards Committee approved a \$7,589,600.00 for final design services. Administrative increases were approved on 08/26/2020 in the amount of \$223,009.00 and 05/13/2021 in the amount of \$415,628.00 for JEA directed scope changes.</p> <p>Negotiations with CDM Smith, Inc. were successfully completed for additional services during construction for the Southwest WRF expansion project. The construction schedule has been extended by 53 weeks from what was originally estimated. This amendment will ensure that appropriate project/quality management and inspector services are available throughout the construction period. As part of the final design amendment approved on 12/19/2019, JEA included a \$250,000.00 supplemental work allowance (SWA) into the contract to be used for JEA directed scope changes. This amendment includes \$113,247.00 to bring the SWA back to the original amount for any changes that are needed during construction. The hourly rates for this amendment were increased by the consumer price index (CPI), as allowed by the contract.</p> <p>A new not-to-exceed amount of \$10,112,954.00, subject to the availability of lawfully appropriated funds.</p>
3	INVITATION FOR BID (IFB) 2 Bidders	Datz	\$400,000.00	\$399,059.35	TIETJEN TECHNOLOGIES, INC	Five (5) Years (Maintenance only, Project completion	<p><u>Material, Installation, Commissioning and Maintenance Services for Digital Distributed Antenna System (DAS) at JEA's New Headquarters</u></p>

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						estimated by September 2022)	<p>The purpose of this Solicitation is to evaluate and select a vendor that can provide material, installation, commissioning and maintenance services for a new in-building, end-to-end digital, cellular Distributed Antenna System(DAS) in JEA's new headquarters building located at 225 Pearl Street North in Jacksonville, FL 33202. Distributed Antenna Systems(DAS) serve as a critical part of both carrier cellular and enterprise infrastructure by creating a partnership between the parties to ensure that cellular customers of carriers such as Verizon, T-Mobile, AT&T, etc. are able to reliably utilize carrier cellular services within the building of the enterprise/agency. This solicitation also includes ongoing maintenance and support for a term of five (5) years.</p> <p>JEA separately solicited the assistance of a third-party vendor to specify its requirements. A brief description of the DAS is seen below:</p> <ul style="list-style-type: none"> a) Provide complete antenna coverage of all interior, occupied areas of the new office building and 3 outdoor terraces on the upper floors of the building (approx. 160,000 sqft.). Excluded from the scope of work are outdoor spaces at ground level unless previously mentioned otherwise as well as the attached parking garage. b) Provide a fully digital solution utilizing CAT6A cabling to each antenna and existing inter-building fiber optic cabling to connect the head-end equipment to each floor's distribution equipment. c) Provide a complete solution with all signal source equipment, active distribution equipment, passive distribution equipment and all incidental materials. d) The system shall use JEA's cellular DAS standard for all system components: Manufacturer: CommScope; System: ERA Digital Distributed Antenna System; Antennas: CommScope ERA Universal Access Point (UAP)
4	JOINT PROJECT	Vu	\$250,000.00	\$223,963.38	THE HASKELL COMPANY	Project Completion (Expected: September 2023)	<p><u>Ricker Road – Old Middleburg to Morse Ave-Water and Sewer Replacement - JP with COJ</u></p> <p>The scope of work for this project includes replacing and upsizing various mains and adding new fire hydrants throughout the project area.</p> <p>The City of Jacksonville (City) issued a request for proposals (RFP) to solicit engineering services for the City's Ricker Road reconstruction project from Morse Ave. to Old Middleburg Road. The City selected the Haskell Company as the most qualified firm. The project will follow the</p>

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						<p>standard design-bid-build methodology, and is one of the City's Better Jacksonville Plan projects. The City included the JEA scope of utility replacement in the original advertisement. The City entered into an engineering contract with Haskell on 11/05/2021.</p> <p>This project will be designed as a joint project in conjunction with the City's project that will widen the roadway to 3 lanes with curb and gutter and construct bike lanes and sidewalks. Haskell's subconsultant GAI Consultants will be performing the design work for the JEA portion of the project with oversight of The Haskell Company. JEA reviewed the proposed scope and fee from Haskell and GAI Consultants and deemed it reasonable compared to past projects.</p> <p>JEA's utility construction work will be included in the City's future construction bid documents, and JEA will enter into a separate construction contract with the low-bid contractor for JEA's project work at that time.</p>
5	CONTRACT INCREASE	McElroy	\$724,000.00	\$724,000.00	FIRST COAST SECURITY SERVICES INC.	<p>Five (5) Years w/One (1) – 1 Yr. Renewal</p> <p><u>Security Services for JEA</u></p> <p>This solicitation is a joint effort between JEA, COJ, JSO, JTA and JPA to create a single solicitation and provide the identified services for all agencies as a collaborative sourcing effort. This scope of work is to establish a contract with personnel and related equipment for contract security workforce. This includes stationary posts, foot and vehicle patrols, and workforce management. This also includes security systems and console operation for monitoring various access control, alarm, CCTV, fire, life safety and other integrated security systems. Each agency will award contracts based off the Response Workbook.</p> <p>This request is to increase the contract amount based on the current burn rate of approximately \$72,000.00 per week, which will allow continued use of the contract through the original term of 09/30/2022. The current rates will remain fixed for the term of the contract.</p> <p>It should be noted that JEA had preliminary discussions with FCS for the potential to negotiate a renewal; however, FCS presented a billable increase of over 2 times what last year's annual CPI was of 7.04%. FCS has also had some performance issues and has been losing manpower for what FCS calls an imbalance of pay for the work force. JEA is addressing the issues and has issued a notice to cure letter. JEA believes it is in the best interest to not accept FCS's proposal and to rebid these services due to the information stated above. JEA understands there will likely be a rate increase, but competitively bidding will ensure JEA benchmarks the market for rates, and plans to include additional contractual performance</p>

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							<p>terms to address gaps in the contract key performance metrics based on lessons learned from this contract.</p> <p>A new not-to-exceed amount of \$19,829,231.87, subject to the availability of lawfully appropriated funds.</p>
6	CONTRACT INCREASE	McElroy	\$3,290,000.00	\$770,000.00	ARMSTRONG FENCE CO.	Five (5) Years, Two (2) – 1 Yr. Renewals	<p><u>Fence Repair Services</u></p> <p>The scope of this contract is to secure the services of a qualified contractor which will provide procurement, installation, and maintenance of security fencing and gates at various JEA facilities and sites. The security fencing and gates will consist of multiple compositions including, but not limited to, ornamental metal, galvanized, wood, and black vinyl chain link. In addition, this work may include trenching, excavation, ground clearing, and concrete work.</p> <p>This contract increase is to provide additional funds to support continued use of the contract. JEA funds contract not to exceed amounts based on current or forecast of the next fiscal year funds available, which typically does not support the full term of the contract when established for a five-year term. Supply Chain will return to the Awards Committee as necessary to add funds to support continued use through the term of the contract, as long as supplier performance and rates are acceptable.</p> <p>A new not-to-exceed amount of \$3,660,226.90, subject to the availability of lawfully appropriated funds.</p>
Total Award				\$3,269,529.73			

JEA AWARDS COMMITTEE MAY 26, 2022 MEETING MINUTES

The JEA procurement Awards Committee met on May 26, 2022, in person with a WebEx option.

WebEx Meeting Number (access code): 2309 526 2709

WebEx Password: cQMmJPHA823

Members in attendance were Jenny McCollum as Chief Procurement Officer (onsite), Stephen Datz as Chairperson (onsite), Hai Vu as Vice Chairperson (onsite), Laure Whitmer as Budget Representative, Rebecca Lavie as Office of General Counsel Representative; Ricky Erixton (onsite), Joe Orfano, and Laura Dutton (onsite). Unless otherwise indicated, all attendees were via WebEx.

Chair Datz called the meeting to order at 10:01 a.m., introduced the Awards Committee Members, and confirmed that there was an in-person quorum of the Committee membership present.

Public Comments:

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

Awards:

1. Approval of the minutes from the last meeting (5/19/2022). Chair Datz verbally presented the Committee Members the proposed May 19, 2022 minutes as presented.

MOTION: Ricky Erixton made a motion to approve the May 19, 2022 minutes (Award Item 1). The motion was seconded by Laura Dutton and approved unanimously by the Awards Committee (5-0).

The Committee Members reviewed and discussed the following Awards Items 2-6 and 8-11; Award 7 was deferred:

2. Request approval for a one (1) year renewal award to Utility Consumer Analytics, a Division of N. Harris Computer Corporation for Utility Tracker Portal Tool in the amount of \$274,033.56, with a new not-to-exceed amount of \$796,002.24, subject to the availability of lawfully appropriated funds.

MOTION: Joe Orfano made a motion to approve Award Item 2 as presented in the committee packet. The motion was seconded by Hai Vu and approved unanimously by the Awards Committee (5-0).

3. Request approval to award contract to Fisher Scientific Company, LLC for the purchase of laboratory supplies and equipment in the amount of \$126,217.65, for a new not to exceed amount of \$426,217.65, subject to lawfully appropriated funds.

MOTION: Laura Dutton made a motion to approve Award Item 3 as presented in the committee packet. The motion was seconded by Ricky Erixton and approved unanimously by the Awards Committee (5-0).

4. Request approval to award a one (1) year renewal to Bill2Pay LLC, for customer payment processing services in the amount of \$138,695.02, with a new not to exceed amount of \$640,761.82, subject to the availability of lawfully appropriated funds.

MOTION: Hai Vu made a motion to approve Award Item 4 as presented in the committee packet. The motion was seconded by Joe Orfano and approved unanimously by the Awards Committee (5-0).

5. 1410618646 - Request approval to award a contract to Evanlily Contracting, LLC for Fiber Engineering Services in the amount of \$237,343.00, subject to the availability of lawfully appropriated funds.

MOTION: Ricky Erixton made a motion to approve Award Item 5 as amended in the committee packet. The motion was seconded by Hai Vu and approved unanimously by the Awards Committee (5-0).

6. Request approval to award a contract renewal and increase to Zabatt Power Systems for Repair and Maintenance of Generators in the amount of \$1,911,434.20, for a total not-to-exceed amount of \$6,441,786.40, subject to the availability of lawfully appropriated funds.

MOTION: Laura Dutton made a motion to approve Award Item 6 as presented in the committee packet. The motion was seconded by Ricky Erixton and approved unanimously by the Awards Committee (5-0).

7. **DEFERRED** - 1410569646-22 - Request approval to award a contract to Cumberland International Trucks of Florida, LLC. for JEA Fleet Straight Trucks in the amount of \$4,235,024.00, subject to the availability of lawfully appropriated funds.
8. Request approval to award a change order to Pickett & Associates Inc for additional engineering support & services during construction in the amount of \$67,304.00, for a new not-to-exceed amount of \$928,746.00, subject to the availability of lawfully appropriated funds.

MOTION: Joe Orfano made a motion to approve Award Item 8 as presented in the committee packet. The motion was seconded by Hai Vu and approved unanimously by the Awards Committee (5-0).

9. Request approval to award a change order to Milton J. Wood Fire Protection Inc. for construction services for electrical and mechanical upgrades to Kennedy Generating Station Unit K38 in the amount of \$189,480.00, for a new not-to-exceed amount of \$1,068,105.00, subject to the availability of lawfully appropriated funds.

MOTION: Ricky Erixton made a motion to approve Award Item 9 as presented in the committee packet. The motion was seconded by Laura Dutton and approved unanimously by the Awards Committee (5-0).

10. Request approval to award a contract to Florida Aquastore and Utility Construction, Inc. to disassemble the sludge holding tank and re-assemble it at the Mandarin WTF in the amount of \$655,395.00, subject to the availability of lawfully appropriated funds.

MOTION: Laura Dutton made a motion to approve Award Item 10 as presented in the committee packet. The motion was seconded by Joe Orfano and approved unanimously by the Awards Committee (5-0).

11. Request approval to award a contract renewal and a contract extension to Gresco Supply, Inc. for Primary Underground Cable for JEA Inventory Stock in the amount of \$15,617,388.21, for a new total not-to-exceed amount of \$34,326,377.07, subject to the availability of lawfully appropriated funds.

MOTION: Ricky Erixton made a motion to approve Award Item 11 as amended in the committee packet. The motion was seconded by Hai Vu and approved unanimously by the Awards Committee (5-0).

Informational Item:

No informational items were presented to the Awards Committee.

Ratifications:

No ratifications were presented to the Awards Committee

Public Comments:

No additional public comment speaking period was taken.

Adjournment:

Chair Datz adjourned the meeting at 10:41 a.m.

NOTE: These minutes provide a brief summary only of the Awards Committee meeting. For additional detail regarding the content of these minutes or discussions during the meeting, please review the meeting recording. The recording of this meeting as well as other relevant documents can be found at the link below:
https://www.jea.com/About/Procurement/Awards_Meeting_Agendas_and_Minutes/



Formal Bid and Award System

Award #2 June 2, 2022

Type of Award Request: CONTRACT INCREASE

Requestor Name: May, Andrew R. - Consulting Engineer

Requestor Phone: (904) 759-8035

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

Project Number: 8005555

Project Location: JEA

Funds: Capital

Budget Estimate: \$1,200,000.00

Scope of Work:

The scope of work to be performed under this contract consists of preliminary design, final detailed design, support, services during construction, and acceptance testing for the Southwest WRF Expansion to 16 million gallons per day (MGD) project. This project is needed to meet wastewater flow demands in the Southwest services territory. This project is being constructed using Construction Manager-at-Risk (CMAR) method.

JEA IFB/RFP/State/City/GSA#: 105-18

Purchasing Agent: Kruck, Daniel R.

Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
CDM SMITH INC.	Patrick Victor	victorpr@cdmsmith.com	8381 Dix Ellis Trail Suite 400, Jacksonville FL 32256	(904) 527-6736	\$1,152,507.00

Amount of Original Award: \$732,210.00

Date of Original Award: 03/14/2019

Contract Increase Amount: \$1,152,507.00

List of Previous Change Order/Amendments:

CPA #	Amount	Date	Reason
181004	\$7,589,600.00	12/19/2019	Design services to 100%, final permitting and services during construction
181004	\$223,009.00	08/26/2020	Additional design services based on changes requested by JEA
181004	\$415,628.00	05/13/2021	Added engineer's estimates for construction costs to scope of work for cost comparison

New Not-To-Exceed Amount: \$10,112,954.00

Length of Contract/PO Term: Project Completion

Begin Date: 03/28/2019

End Date: Project Completion (Expected: August 2025)

JSEB Requirement: Ten Percent (10%) Evaluation Criteria

Comments on JSEB Requirements:

Original Award

R.E. Holland (Survey) – 14.78%

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

Total: 15.35%

1st Contract Amendment

R.E. Holland (Survey/SUE) – 0.65%

2nd Contract Amendment

N/A

3rd Contract Amendment

N/A

This Amendment

N/A

Background/Recommendations:

Originally approved by the Awards Committee on 03/14/2019 in the amount of \$732,210.00 to CDM Smith, Inc. On 12/19/2019, the Awards Committee approved a \$7,589,600.00 for final design services. Administrative increases were approved on 08/26/2020 in the amount of \$223,009.00 and 05/13/2021 in the amount of \$415,628.00 for JEA directed scope changes. A copy of the previous awards are attached as for reference.

Negotiations with CDM Smith, Inc. were successfully completed for additional services during construction for the Southwest WRF expansion project. The construction schedule has been extended by 53 weeks from what was originally estimated. This amendment will ensure that appropriate project/quality management and inspector services are available throughout the construction period. As part of the final design amendment approved on 12/19/2019, JEA included a \$250,000.00 supplemental work allowance (SWA) into the contract to be used for JEA directed scope changes. This amendment includes \$113,247.00 to bring the SWA back to the original amount for any changes that are needed during construction. The hourly rates for this amendment were increased by the consumer price index (CPI), as allowed by the contract. A copy of the scope and fee letter is attached for reference.

Request approval to award a contract increase to CDM Smith Inc., for additional services during construction for the Southwest WRF Expansion project in the amount of \$1,152,507.00, for a new not-to-exceed amount of \$10,112,954.00, subject to the availability of lawfully appropriated funds.

Director: Conner, Sean M. - Dir W/WW Project Engineering & Construction

VP: Vu, Hai X. - VP Water Wastewater Systems

APPROVALS:

 6-02-22

Chairman, Awards Committee

Date



6/2/22

Budget Representative

Date



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 #2 December 19, 2019

Type of Award Request: CONTRACT INCREASE**Request #:** 6241**Requestor Name:** Hawk, Thomas C.**Requestor Phone:** (904) 665-8829**Project Title:** Engineering Services for the Southwest Water Reclamation Facility (WRF)
Expansion - Phase 2**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, support, services during construction, and acceptance testing for the Southwest WRF Expansion to 18 millions of gallons per day (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: Provide the most energy efficient process equipment and upgrades to improve operations and reduce energy requirements.

JEA IFB/RFP/State/City/GSA#: 105-18**Purchasing Agent:** Kruck, Daniel R.**Is this a Ratification?:** NO**RECOMMENDED AWARDEE(S):**

Name	Contact Name	Email	Address	Phone	Phase 2 Amount
CDM SMITH INC.	Patrick Victor	victorpr@cdmsmith.com	8381 Dix Ellis Trail Suite 400, Jacksonville FL 32256	(904) 527-6736	\$7,589,600.00

Amount for entire term of Contract/PO: \$7,589,600.00**Award Amount for remainder of this FY:** \$5,422,500.00**Length of Contract/PO Term:** Project Completion**Begin Date (mm/dd/yyyy):** 03/28/2019**End Date (mm/dd/yyyy):** Project Completion (Expected: October 2023)**JSEB Requirement:** Ten Percent (10%) Evaluation Criteria

Comments on JSEB Requirements:

Phase 1

R.E. Holland (Survey) – 14.78%

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

Total: 15.35%

Phase 2

R.E. Holland (Survey/SUE) – 0.65%

Background/Recommendations:

Originally approved by the Awards Committee on 03/14/2019 in the amount of \$732,210.00 to CDM Smith, Inc. A copy of the original award is attached as backup.

Negotiations with CDM Smith, Inc. were successfully completed for Phase 2 of this project. Due to extensive environmental reviews and permitting required for the expansion of the water reclamation facility, the engineering effort was split into two (2) phases. Phase 1 covered environmental reviews, permitting, contractor coordination and initial design services to 10% design. Phase 2 covers engineering to 100%, final permitting and services during construction.

The project details are below:

- Planning Project Budget: \$65,501,000.00
 - Engineering Budget: \$5,647,000.00
 - Construction Budget: \$56,466,000.00
 - Internal JEA Costs: \$3,388,000.00
- Revised Project Budget (10% Design): \$77,035,660.00
 - Engineering Budget (CDM Smith): \$8,321,810.00
 - Phase 1: \$732,210.00
 - **Phase 2: \$7,589,600.00 (this award)**
 - Construction Budget (Garney Companies): \$65,586,178.00
 - Phase 1: \$704,232.00
 - Phase 2: \$64,881,946.00
 - Internal JEA Costs: \$3,127,672
- Original Project Schedule:
 - Engineering Completion: August 2020
 - Construction Completion: May 2023
- Revised Schedule:
 - Engineering Completion: December 2020
 - Construction Completion: October 2023

Major Changes/Issues

The original budget of \$65.5M was derived from the project definition that only accounted for treatment process expansion. Upon project steering committee review, additional scope was added to the project (listed below). The scope addition and subsequent engineering and indirect costs were the cause for the budget increase to \$77M. This estimate is the engineer's opinion of probable construction cost at 10% design. Once the CMAR contract is awarded, they will be responsible for providing construction estimates at 30% and 60% design leading up to a guaranteed maximum price.

Additional Southwest WRF Projects

1. New Electrical Building #1 - \$588,804: Preliminary design indicated that a new electrical building would be more economical than replacing/upgrading current electrical system
2. Additional Instrumentation and Control - \$1,855,922: Preliminary design indicated that it is more economical to replace existing plant controls using a fiber optic loop rather than patch together new controls with existing
3. New Administration Building - \$4,867,028: Originally planned for rehabilitation by facilities and transferred to this project per facilities request. It was determined that it would be a larger added value to build new buildings rather than rehab the existing due to space limitations.

4. New Workshop Building - \$1,740,478: Originally planned for rehabilitation by facilities and transferred to this project per facilities request. It was determined that it would be a larger added value to build new buildings rather than rehab the existing due to space limitations.

A breakdown of the increases in costs is shown below.

Construction Costs: \$9,052,232

Engineering Costs: \$1,457,409

Total Increases: \$10,509,641

Request approval to award a contract increase to CDM Smith Inc., for Phase 2 for Engineering Services for the Southwest Water Reclamation Facility Expansion to 18 MGD in the amount of \$7,589,600.00, subject to the availability of lawfully appropriated funds.

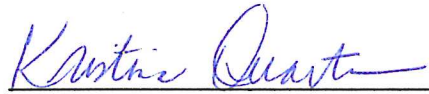
Manager: Collier, Bradley W. - Mgr WW Plants & Pump Stations E&C
Director: Conner, Sean M. - Dir W/WW Project Engineering & Construction
VP: Calhoun, Deryle I. - VP/GM Water Wastewater Systems

APPROVALS:

_____

Chairman, Awards Committee

Date

_____ 12/19/19

Manager, Operating Budgets

Date

AMENDMENT NO. 4
TO
CONTRACT NO. 181004
AMENDED CONSTRUCTION PHASE SERVICES
FOR THE SOUTHWEST WRF EXPANSION PROJECT
May 6, 2022

This Amendment, when executed, shall be incorporated in and become part of the Contract (Contract No. 181004) for Professional Services between JEA (OWNER), and CDM Smith Inc. (CONSULTANT), dated March 28, 2019, hereafter referred to as the Contract.

PROJECT BACKGROUND

The OWNER is finalizing the construction contract to expand the capacity of the Southwest Water Reclamation Facility (SWWRF) located at 5420 118th Street, Jacksonville, Florida 32224 (Project). CONSULTANT completed the preparation of the design plans and specifications in January 2022.

The OWNER has selected Garney Construction (Garney) to construct the Project using the construction manager at risk (CMAR) delivery process. The construction of the Project is planned to be executed via four distinct Guaranteed Maximum Price (GMP) packages as follows:

- GMP 1 – Early Procurement of UV Equipment
- GMP 2 – UV Construction
- GMP 3 – Equipment and Materials Procurement
- GMP 4 – Balance of Construction

The final contract amendment between the OWNER and CMAR for GMP 4 was awarded in April 2022. CONSULTANT is currently contracted to provide Construction Phase Services to OWNER based on a 30-month (120 week) schedule. An Amendment is needed to expand the scope of the existing agreement to provide Services during Construction based on the current GMP 4 scheduled duration of 42 months (173 weeks).

WORK SUMMARY

CONSULTANT requests and amendment to the existing contract for:

Part A – Construction Services Extension.

CMAR has developed the proposed GMP 4 Package including a baseline schedule for the construction of the Project. The GMP 4 NTP is April 18, 2022, and the Final Completion date is August 9, 2025. This is an expected duration of 173 weeks, which is 53 weeks longer than the originally estimated 120-week construction duration that is currently authorized by the Contract. This Amendment is to continue to provide services during the extended duration of construction:

1. Additional 53 weeks of Project Management/Quality Management.

2. Additional 53 weeks of Engineering Support for Resident Project Representation (RPR).
3. Additional 2,000 hours of RPR time bringing the total hours for RPR to 6,800 hours.
(Assumes full time RPR beginning May 15, 2022)

The estimated level of effort is shown in **Attachment A** (Amendment 4 - PART A Detailed Fee Schedule).

Part B – Annual Rate Adjustment.

In accordance with the Contract provisions, this Part B requests an adjustment the contract billing rates due to labor rate escalation. The estimated increase is based on the CPI Index values from March 2021 to February 2022. **Attachment B** provides the calculations for the Proposed Escalated Billing Rates.

Part C- Owners Allowance during Construction

Currently a budget of \$136,753 remains unspent. Part C requests that \$113,247 be added to the OWNERS Allowance to return the budget to a total of \$250,000. Budgeting for OWNERS Allowance will only to be used with an approved Supplemental Work Authorization (SWA). **Attachment C** (Summary SWA Funding and Expenditures) provides an accounting of the OWNERS allowance to date.

SCOPE OF WORK

Task 4 - Project and Quality Management (added scope to Task 4)

This task provides for the continued project coordination on an internal and external basis including:

CONSULTANT will conduct project management, contract administration, and financial management during the additional 53 weeks project duration through construction.

Conducting and recording internal technical reviews for submittals, RFIs, and design clarifications during the additional 53 weeks project duration through construction.

Bi-weekly Phone Conferences – CONSULTANT will attend bi-weekly conference calls throughout construction. PM and PTL will attend up to 26 calls with an expected duration of 2 hours each. Specialists may be included in the telephone conference calls to address specific issues.

CONSULTANT will assist with Value Engineering (VE) discussions and proposals. A log of the Allowance/Contingency Authorizations (ACAs) Log will be maintained to track review and approvals for VE proposals and changes.

Task 11 – Services During Construction (added scope to Task 11)CONSULTANT will review and provide recommendation to OWNER for change order requests, allowance, and/or contingency

requests submitted by Garney including review of the cost estimates associated with the allowance or contingency request. A summary (either memorandum or email) with the recommended course of action will be presented to OWNER.

CONSULTANT will provide periodic support for the RPR throughout the additional 53 weeks of estimated construction duration including to direct and supervise the RPR, prepare supporting documentation in dealings with the CMAR, manage documentation (daily reports, test reports, EAM worksheets, etc.) The overall duration for support is 173 weeks for this effort.

CONSULTANTs task leads and specialty disciplines will attend bi-weekly coordination meetings to consult regarding clarifications/minor modifications on an as-needed basis.

Task 11.9 – RPR Services (Added Scope to Task 11.9 – T&M)

CONSULTANT will provide a Resident Project Representative (RPR) for construction observation during the planned additional construction duration in accordance with the previously authorized Task 11.9 on a time and materials basis. An additional 2,000 hours are expected for this effort. The new total level of effort for this task is 6,800 labor-hours.

TIME OF COMPLETION/SCHEDULE

The current NTP for construction is April 18, 2022. According to the current baseline schedule developed by Garney and OWNER, the Substantial Completion and Final Completion dates are July 10, 2025, and August 9, 2025, respectively. A copy of the current baseline schedule is shown in **Attachment D** for reference.

PAYMENT AND COMPENSATION

For performing the services of this Amendment authorization, OWNER agrees to pay CONSULTANT a lump sum amount of \$621,260 for Tasks 4 and 11 and a not-to-exceed amount of \$531,247 for Tasks 11.9 and 13, for a total not-to-exceed amount of \$1,153,624 as shown in **Table 1** below. The amended grand total not-to-exceed amount of this Contract is **\$10,112,954**.

CONSULTANT will submit monthly invoices based on a percentage complete basis for the lump sum tasks. For the not-to-exceed tasks, monthly invoices will be based on the hours expended and the billing rates in the Contract plus direct costs. The OWNERs Allowance will not be invoiced without written authorization from the OWNER.

Table 1 Task Value for Invoice Purposes Only (Under JEA Southwest WRF Expansion Project Only)

Task	Description	Value
PART A - Extended Construction Phase Services		
Task 4	Project and Quality Management (Lump Sum)	\$ 285,781
Task 11	Construction Engineering Support (Lump Sum)	\$ 153,022
Task 11.9	Additional RPR Services (Not-to-Exceed)	\$ 418,000
PART B - Labor Escalation		
Task 4 & 11	Labor Escalation (Lump Sum)	\$ 182,457
PART C - OWNERS Allowance		
Task 13	OWNERS Allowance (Written Authorization Required)	\$ 113,247
TOTAL AMENDMENT NO. 4 =		\$ 1,152,507

Table 2 Contract Summary

Original Authorization	\$732,210
Amendment 1	\$7,589,600
Amendment 2	\$223,009
Amendment 3	\$415,628
Amendment 4 (This Amendment)	\$1,152,507
TOTAL CONTRACT VALUE (NOT-TO-EXCEED)	\$10,112,954



Formal Bid and Award System

Award #3 June 2, 2022

Type of Award Request: INVITATION FOR BID (IFB)
Request #: 476
Requestor Name: Williams, Clint J. - Manager Technical Services
Requestor Phone: (904) 665-6028
Project Title: Material, Installation, Commissioning and Maintenance Services for Digital Distributed Antenna System (DAS) at JEA's New Headquarters
Project Number: 8006820, HE30903
Project Location: JEA
Funds: Capital and O&M (O&M years 2-5 maintenance)
Budget Estimate: \$400,000.00

Scope of Work:

The purpose of this Solicitation is to evaluate and select a vendor that can provide material, installation, commissioning and maintenance services for a new in-building, end-to-end digital, cellular Distributed Antenna System(DAS) in JEA's new headquarters building located at 225 Pearl Street North in Jacksonville, FL 33202. Distributed Antenna Systems(DAS) serve as a critical part of both carrier cellular and enterprise infrastructure by creating a partnership between the parties to ensure that cellular customers of carriers such as Verizon, T-Mobile, AT&T, etc. are able to reliably utilize carrier cellular services within the building of the enterprise/agency. This solicitation also includes ongoing maintenance and support for a term of five (5) years.

JEA IFB/RFP/State/City/GSA#: #1410693646
Purchasing Agent: Dambrose, Nick
Is this a ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
TIETJEN TECHNOLOGIES, INC	Ernie Brewbaker	Ernie.Brewbaker@cabletti.com	6609 Commonwealth Ave, Jacksonville, FL 32254	904.270.0070	\$399,059.35

Amount for entire term of Contract/PO: \$399,059.35

Award Amount for remainder of this FY: \$320,638.43

Length of Contract/PO Term: Five (5) Years (Maintenance only; Project completion estimated by September 2022)

Begin Date (mm/dd/yyyy): 06/10/2022

End Date (mm/dd/yyyy): 06/09/2027

Renewal Options: None

JSEB Requirement: N/A – Optional

Bidders:

Bidder	Amount	Rank
TIETJEN TECHNOLOGIES, INC.	\$399,059.35	1
MILLER ELECTRIC COMPANY	\$684,666.00	2

Background/Recommendations:

Advertised on 04/29/2022. Two (2) vendors attended the optional Pre-Bid Meeting on 05/09/2022. At Bid Due Date on 05/17/2022, JEA received one (1) Bid. JEA extended two (2) additional days to 05/19/2022 to accommodate additional submissions. JEA surveyed all known possible bidders and determined extending further than 5/19/2022 would not have yielded more bidders. Also, JEA needs a PO in place by 06/10/2022 for project completion prior to the opening of JEA Headquarters. At bid opening on 05/19/2022, JEA received two bids. JEA sought correspondence with other potential bidders to understand reasons for low participation. Two additional invitees could not satisfy JEA's scope of work requirements. JEA also specified all bidders to be licensed cabling contractors in the State of Florida for a minimum of 10 years, and to have a listed licensed address located within 25 miles of the project site. In addition, this project is unique in scope and price comparison against similar projects is not feasible. After review, Tietjen Technologies, Inc. is deemed to be the lowest responsive and responsible Bidder. A copy of the Bid Workbook is attached as backup.

This award is for \$399,059.35 for supply, installation, commissioning by September 2022, and five (5) year maintenance of an end-to-end Distributed Antenna System (DAS). JEA separately solicited the assistance of a third-party vendor to specify its requirements.

A brief description of the DAS is seen below:

- a. Provide complete antenna coverage of all interior, occupied areas of the new office building and 3 outdoor terraces on the upper floors of the building (approx. 160,000 sqft.). Excluded from the scope of work are outdoor spaces at ground level unless previously mentioned otherwise as well as the attached parking garage.
- b. Provide a fully digital solution utilizing CAT6A cabling to each antenna and existing inter-building fiber optic cabling to connect the head-end equipment to each floor's distribution equipment.
- c. Provide a complete solution with all signal source equipment, active distribution equipment, passive distribution equipment and all incidental materials.
- d. The system shall use JEA's cellular DAS standard for all system components:
 - i. Manufacturer: CommScope
 - ii. System: ERA Digital Distributed Antenna System
 - iii. Antennas: CommScope ERA Universal Access Point (UAP)

1410693646 – Request approval to award a contract to Tietjen Technologies for Material, Installation, Commissioning and Maintenance Services for Digital Distributed Antenna System (DAS) at JEA's new Headquarters in the amount of \$399,059.35, subject to the availability of lawfully appropriated funds.

Director: Traylor, Kymberly A. - Dir Network & Telecommunication Services
VP: Datz, Stephen H. - VP Technical Services
Chief: Krol, Bradley D. (Brad) - Chief Information Officer

APPROVALS:

 C-02-22

Chairman, Awards Committee

Date

Laure A Whitmer

6/2/22

Budget Representative

Date

SUBMITTED TO: Intenna Systems, Inc
ATTENTION: Eric McCarthy
REGARDING: JEA DAS System Installation Proposal.

Tietjen Technologies is pleased to provide this proposal for the installation of a cellular DAS equipment (antennas, headend and riser coax) for the JEA Headquarters in Jacksonville, FL.

Statement of Work

- A. Install (40) DAS antennas in the locations as shown on the DAS drawings. A Cat. 6A patch cable will route from the 2-port biscuit to the DAS AP.
- B. Install the ½” coax, connectors etc. FBO to the roof top. The 500 coax will be installed in a conduit system FBO. Note: Roof penetrations are not included in this proposal.
- C. Install the rooftop antenna and mounts FBO.
- D. Install the DAS headend in existing racks on the 2nd, 4th & 7th floors based on the DAS design.
- E. Install fiber optic patch cables from the owners OM4 fiber backbone to connect to the DAS switches and headend equipment.
- F. Commission the DAS system and co-ordinate with mobile carriers for integration into the JEA DAS system.

Schedule of Values

Equipment - Signal Source Equipment, Active Distribution Equipment, Passive Distribution Equipment, Incidental Materials - \$213,260.00

DAS Installation - Design, benchmark, survey, Construction Engineering, Project management, System Acceptance. Installation of the DAS headend equipment, DAS antennas, roof mount donor antenna, coax backbone and DAS network switches. The DAS network will connect floor to floor via customer OM4 fiber optic backbone. - \$61,725.00

Commissioning - Mobile Network Operator Coordination, MNO Commissioning. \$29,181.00

Maintenance - Year 1-5 Service and Maintenance and Extended Warranty –
1st Year System Monitoring , Maintenance and Warranty – \$16,472.44
2nd Year System Monitoring , Maintenance and Warranty \$17,369.78
3rd Year System Monitoring , Maintenance and Warranty \$18,614.34
4th Year System Monitoring , Maintenance and Warranty \$20,221.35

5th Year System Monitoring , Maintenance and Warranty \$22,215.45

See Maintenance & Warranty outline below

5 Year Duration

Maintenance & Monitoring Program

Next Business Day Response - If onsite repairs are required, Intenna Systems field tech will respond by the end of the next business day and dispatch to site as soon as possible. Business day is defined as M-F 8:00am - 5:00pm excluding all National Holidays.

Onsite Repairs – All labor required for onsite repairs is included.

Customer Call Center - 24/7 Toll Free.

24/7 Remote System NOC Monitoring – DAS is remotely connected to Intenna Systems' Network Operations Center for 24/7 electronic monitoring via client-provided always-on internet connection or wireless modem.

Semi-Annual Network Analysis - Beginning 6 months after the official commissioning date, Intenna Systems will perform visual inspections of the infrastructure and DAS equipment.

Semi - Annual Data Collection and Optimization - Beginning 6 months after the official commissioning date, Intenna Systems will test and optimize the overall performance for each connected wireless service with close coordination and direction of the connected carrier (when required).

Engineering/Redesign Services - Intenna Systems will perform any design and survey functions that relate to expansion, modification or deactivation of the existing DAS system.

MNO Oversight and Coordination - Intenna Systems will work directly with the Mobile Network Operators to coordinate service restoration for problems related to their signal source equipment.

Software Upgrades - All DAS related equipment will be eligible for software or firmware updates available from the equipment manufacturer.

Technical Phone & Email Support - Fault identification and remote response during normal business hours will occur within 4 hours of receiving a support request through the call center or support email.

Maintenance Reports - Intenna will provide a summary report following any maintenance activities, semi-annual visits, and a quarterly summary of Maintenance and Monitoring activities.

Extended Warranty Program

Extended Manufacturers' Warranty - Extension of manufacturers' warranty covering cost of specified active replacement components.

Spares Depot - Specified active replacement components for the DAS are stored with Intenna Systems' field technicians. This allows for immediate restoration of service in the event of a component failure, eliminating down time due to long lead times on equipment orders.

Work hours M-F 0730-1630.

Current market conditions indicate material lead times may be an issue due to manufacturing and logistics shortfalls. Project pricing is valid for 30 days from this proposal date and pricing is subject to change.

TERMS

- THIS QUOTATION IS BASED ON ACCEPTANCE WITHIN (30) DAYS OF THE DATE OF THIS DOCUMENT.
- WORK WILL BE SCHEDULED UPON RECEIPT OF SIGNED PROPOSAL OR PURCHASE ORDER.
- TIETJEN TECHNOLOGIES INC. SHALL HAVE THE RIGHT TO STOP WORK FOR NONPAYMENT WITHIN THE TERMS UPON (10) DAYS WRITTEN NOTIFICATION.
- BILLINGS ARE RENDERED BASED ON WORK COMPLETED. PAYMENT IS DUE NET (30) DAYS.
- 3% PROCESSING FEE WILL BE ADDED FOR CREDIT CARD PAYMENTS.
- ALL LABOR AND MATERIALS SUPPLIED BY TTI SHALL BE WARRANTED FOR THE PERIOD OF ONE (1) YEAR
- 1.5% CHARGED ON ALL INVOICES OVER 30 DAYS PAST DUE.
- IN THE EVENT OF SUIT FOR COLLECTION, REASONABLE ATTORNEY'S FEES WILL BE ADDED TO THE COST OF THE INVOICE.

We look forward in working with you on this and other upcoming projects. Feel free to contact my office with any questions on the proposal.

Regards,

Ernie Brewbaker RCDD
Tietjen Technologies, Inc.
931-205-9471 Cell
904-270-0070 Office
Ernie.Brewbaker@cabletti.com
www.cableTTI.com



Formal Bid and Award System

Award #4 June 2, 2022

Type of Award Request: JOINT PROJECT**Requestor Name:** Robiou, Leo**Requestor Phone:** (904) 665-8713**Project Title:** Ricker Road – Old Middleburg to Morse Ave-Water and Sewer Replacement**Project Numbers:** 8007868W, 8007867S**Project Location:** JEA**Funds:** Capital**Budget Estimate:** \$250,000.00**Scope of Work:**

The scope of work for this project includes the engineering design for replacing and upsizing various mains and adding new fire hydrants throughout the project area. New water mains consist of approximately 55 linear feet (LF) of 8" PVC, 4,440 LF of 12" PVC, and 6" PVC tie ins to side streets while adding new fire hydrants. Place out of service 1,440 LF of 10" and 3,290 LF of 6" Asbestos-Cement water mains and 2,680 LF of 14" Ductile Iron water main. New gravity sewer main to resolve conflicts with new storm sewer between Indian Lakes Dr. and Strato Rd. that will require approx. 365 LF of pipe and 2 manholes.

JEA IFB/RFP/State/City/GSA#: COJ RFP P-44-19**Purchasing Agent:** Kruck, Daniel R.**Is this a Ratification?:** NO**RECOMMENDED AWARD.EE(S):**

Name	Contact Name	Email	Address	Phone	Amount
THE HASKELL COMPANY	Peter Kinsley	peter.kinsley@haskell.com	111 Riverside Avenue, Jacksonville, Florida 32202	(904) 357-4868	\$223,963.38

Amount for entire term of Contract/PO: \$223,963.38**Award Amount for remainder of this FY:** \$100,000.00**Length of Contract/PO Term:** Project Completion**Begin Date:** 06/15/2022**End Date:** Project Completion (Expected: September 2023)**JSEB Requirement:** Twenty Percent (20%) – COJ Joint Project**Notes on JSEB Requirement:**

JSEB participation was reached with the City's portion of the work.

BIDDER:

Name	Amount
THE HASKELL COMPANY	\$223,963.38

Background/Recommendations:

The City of Jacksonville (City) issued a request for proposals (RFP) to solicit engineering services for the City's Ricker Road reconstruction project from Morse Ave. to Old Middleburg Road. The City selected the Haskell Company as the most qualified firm. The project will follow the standard design-bid-build methodology, and is one of the City's Better Jacksonville Plan projects. The City included the JEA scope of utility replacement in the original advertisement. The City entered into an engineering contract with Haskell on 11/05/2021.

This project will be designed as a joint project in conjunction with the City's project that will widen the roadway to 3 lanes with curb and gutter and construct bike lanes and sidewalks. Haskell's subconsultant, GAI Consultants, will be performing the design work for the JEA portion of the project with oversight of The Haskell Company. JEA reviewed the proposed scope and fee from Haskell and GAI Consultants and deemed it reasonable compared to past projects. A copy of the scope and fee is attached for reference.

JEA's utility construction work will be included in the City's future construction bid documents, and JEA will enter into a separate construction contract with the low-bid contractor for JEA's project work at that time after returning to the Awards Committee for approval of the construction contract.

Request approval to award The Haskell Company a contract for engineering services for the Ricker Road – Old Middleburg to Morse Ave-Water and Sewer Replacement project in the amount of \$223,963.38, subject to the availability of lawfully appropriated funds.

Manager: Sulayman, Mickhael S. - Senior Manager, Project Management

Director: Conner, Sean M. - Dir W/WW Project Engineering & Construction

VP: Vu, Hai X. - VP Water Wastewater Systems

APPROVALS:

Stephen J. Daly 6-02-22

Chairman, Awards Committee

Date

Laure A Whitmer 6/2/22

Budget Representative

Date



Robert Jackson, PE
Project Manager

February 1, 2022

Re: JEA Water & Sewer Utility Coordination
Scope and Fee Negotiations
Professional Design Services

Mr. Ronald Hoogland, P.E.
Director of Engineering
GAI Consultants, Inc.
12574 Flagler Center Blvd.; Suite 202
Jacksonville, Florida 32258

Dear Mr. Hoogland:

We are pleased to present this Scope and Fee for Professional Design Services for the proposed **JEA Water and Sewer Design** project. This letter sets forth the cost of various services to proceed with negotiations. The professional design services are as follows:

Utilities

This Activity consists of all effort needed as the sub-consultant to GAI Consultants, Inc. (GAI) to coordinate all contract documents, memos and transmittals associated with the design phase of the project. The project duration is assumed to span 18-months. Total effort for this activity is **88 hours**.

Services

The scope of work involves the following:

- Adjusting water & sewer lines due to JEA Design effort.
- Effort includes plan adjustment for 60%, 90% and 100% milestones.
- Traffic control analysis will have to be modified.
- Field visits, survey inventory and coordination meetings.

Total effort for this activity is **88 hours**. See Haskell's Activity 7: Utilities for detailed information.

If this scope proposal meets your approval, please indicate, otherwise contact me to discuss further measures. Thank you for the opportunity to be of service. We are looking forward to working with you.

Sincerely yours,

A handwritten signature in blue ink, appearing to read 'Robert Jackson', with a long horizontal flourish extending to the right.

Robert Jackson, PE
Project Manager

Estimator: The Haskell Company

Name of Project: Ricker Road Project
County: Duval
JEA 0
The Haskell Company

Consultant Name: The Haskell Company
Consultant No.:
Date: 2/1/2022
Estimator:

Staff Classification	Total Staff Hours From *SH Summary -	Sr. Project Manager	Project Manager	Sr. Civil Engineer	Sr. Struct Engineer	Civil Engineer	Struct Engineer	Senior Cadd Technician	Cadd Technician	Engineering Intern	Administator	Staff Classi- fication 11	Staff Classi- fication 12	SH By Activity	Salary Cost By Activity	Average Rate Per Task
3. Project General and Project Common Tasks	0	0	0	0	0	0	0	0	0	0	0	0	0	0	\$0	#DIV/0!
4. Roadway Analysis	0	0	0	0	0	0	0	0	0	0	0	0	0	0	\$0	#DIV/0!
5. Roadway Plans	0	0	0	0	0	N/A	0	0	0	0	0	0	0	0	\$0	#DIV/0!
6a. Drainage Analysis	0	0	0	0	0	0	0	0	0	0	0	0	0	0	\$0	#DIV/0!
6b. Drainage Plans	0	0	0	0	0	0	0	0	0	0	0	0	0	0	\$0	#DIV/0!
7. Utilities	88	0	0	0	0	35	0	0	53	0	0	0	0	88	\$3,520	\$40.00
8. Environmental Permits, Compliance & Clearances	0	0	0	0	0	0	0	0	0	0	0	0	0	0	\$0	#DIV/0!
9. Structures - Misc. Tasks, Dwgs, Non-Tech.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	\$0	#DIV/0!
10. Structures - Bridge Development Report	0	0	0	0	0	0	0	0	0	0	0	0	0	0	\$0	#DIV/0!
11. Structures - Temporary Bridge	0	0	0	0	0	0	0	0	0	0	0	0	0	0	\$0	#DIV/0!
12. Structures - Short Span Concrete Bridge	0	0	0	0	0	0	0	0	0	0	0	0	0	0	\$0	#DIV/0!
13. Structures - Medium Span Concrete Bridge	0	0	0	0	0	0	0	0	0	0	0	0	0	0	\$0	#DIV/0!
14. Structures - Structural Steel Bridge	0	0	0	0	0	0	0	0	0	0	0	0	0	0	\$0	#DIV/0!
15. Structures - Segmental Concrete Bridge	0	0	0	0	0	0	0	0	0	0	0	0	0	0	\$0	#DIV/0!
16. Structures - Movable Span	0	0	0	0	0	N/A	0	0	0	0	0	0	0	0	\$0	#DIV/0!
17. Structures - Retaining Walls	0	0	0	0	0	0	0	0	0	0	0	0	0	0	\$0	#DIV/0!
18. Structures - Miscellaneous	0	0	0	0	0	0	0	0	0	0	0	0	0	0	\$0	#DIV/0!
19. Signing & Pavement Marking Analysis	0	0	0	0	0	0	0	0	0	0	0	0	0	0	\$0	#DIV/0!
20. Signing & Pavement Marking Plans	0	0	0	0	0	N/A	0	0	0	0	0	0	0	0	\$0	#DIV/0!
21. Signalization Analysis	0	0	0	0	0	N/A	0	0	0	0	0	0	0	0	\$0	#DIV/0!
22. Signalization Plans	0	0	0	0	0	N/A	0	0	0	0	0	0	0	0	\$0	#DIV/0!
23. Lighting Analysis	0	0	0	0	0	0	0	0	0	0	0	0	0	0	\$0	#DIV/0!
24. Lighting Plans	0	0	0	0	0	N/A	0	0	0	0	0	0	0	0	\$0	#DIV/0!
25. Landscape Architecture Analysis	0	0	0	0	0	0	0	0	0	0	0	0	0	0	\$0	#DIV/0!
26. Landscape Architecture Plans	0	0	0	0	0	N/A	0	0	0	0	0	0	0	0	\$0	#DIV/0!
27. Survey (Field & Office Support)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	\$0	#DIV/0!
28. Photogrammetry	0	0	0	0	0	0	0	0	0	0	0	0	0	0	\$0	#DIV/0!
29. Mapping	0	0	0	0	0	0	0	0	0	0	0	0	0	0	\$0	#DIV/0!
30. Terrestrial Mobile LiDAR	0	0	0	0	0	0	0	0	0	0	0	0	0	0	\$0	#DIV/0!
31. Architecture Development	0	0	0	0	0	0	0	0	0	0	0	0	0	0	\$0	#DIV/0!
32. Noise Barriers Impact Design Assessment	0	0	0	0	0	0	0	0	0	0	0	0	0	0	\$0	#DIV/0!
33. Intelligent Transportation Systems Analysis	0	0	0	0	0	0	0	0	0	0	0	0	0	0	\$0	#DIV/0!
34. Intelligent Transportation Systems Plans	0	0	0	0	0	0	0	0	0	0	0	0	0	0	\$0	#DIV/0!
35. Geotechnical	0	0	0	0	0	0	0	0	0	0	0	0	0	0	\$0	#DIV/0!
36. 3D Modeling	0	0	0	0	0	0	0	0	0	0	0	0	0	0	\$0	#DIV/0!
Total Staff Hours	88	0	0	0	0	35	0	0	53	0	0	0	0	88		
Total Staff Cost		\$0.00	\$0.00	\$0.00	\$0.00	\$1,647.45	\$0.00	\$0.00	\$1,872.49	\$0.00	\$0.00	\$0.00	\$0.00		\$3,519.94	\$40.00

Check = \$3,519.94

Survey Field Days by Subconsultant
4 - Person Crew:

Notes: 0
0
1. This sheet to be used by Prime Consultant to calculate the Grand Total fee.
2. Manually enter fee from each subconsultant. Unused subconsultant rows may be hidden.

SALARY RELATED COSTS:					\$3,519.94
OVERHEAD:		165.54%			\$5,826.91
		0%			\$0.00
SUBTOTAL					\$9,346.85
Profit:		10.00%			\$934.69
Survey (Field - if by Prime)	0	4-person crew days @	\$ -	/ day	\$0.00
SUBTOTAL ESTIMATED FEE:					\$10,281.54
Optional Services					\$0.00
GRAND TOTAL ESTIMATED FEE:					\$10,281.54

Project Activity 7: Utilities

Estimator:

Ricker Road Project

0

Representing	Print Name	Signature / Date
JEA		
The Haskell Company		

NOTE: Signature Block is optional, per District preference

Task No.	Task	Units	No of Units	Hours/ Unit	Total Hours		Comments
7.1	Utility Kickoff Meeting	LS	1	0	0		Meeting is listed below
7.2	Identify Existing Utility Agency Owners (UAO(s))	LS	1	0	0		
7.3	Make Utility Contacts	LS	1	0	0		
7.4	Exception Processing	LS	1	0	0		
7.5	Preliminary Utility Meeting	LS	1	0	0		Meeting is listed below
7.6	Individual/Field Meetings	LS	1	0	0		Meetings are listed below
7.7	Collect and Review Plans and Data from UAO(s)	LS	1	0	0		
7.8	Subordination of Easements Coordination	LS	1	0	0		
7.9	Utility Design Meeting	LS	1	0	0		Meeting is listed below
7.10	Review Utility Markups & Work Schedules, and Processing of Schedules & Agreements	LS	1	0	0		
7.11	Utility Coordination/Followup	LS	4	16	64		10 hrs coord to address design at 30%-60%-90%-100%
7.12	Utility Constructability Review	LS	1	24	24		Effort includes TCP evaluation
7.13	Additional Utility Services	LS	1	0	0		
7.14	Processing Utility Work by Highway Contractor (UWHC)	LS	1	0	0		
7.15	Contract Plans to UAO(s)	LS	1	0	0		
7.16	Certification/Close-Out	LS	1	0	0		
7.17	Other Utilities	LS	1	0	0		

Project Activity 7: Utilities

7. Utilities Total	88	
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Technical Meetings	Units	No of Units	Hours/ Unit	Total Hours	Comments	PM Attendance at Meeting Required?	Number
Kickoff (see 7.1)	EA	0	0	0			0
Preliminary Meeting (see 7.5)	EA	0	0	0			0
Individual UAO Meetings (see 7.6)	EA	0	0	0			0
Field Meetings (see 7.6)	EA	0	0	0			0
Design Meeting (see 7.9)	EA	0	0	0			0
Other Meetings <i>(this is automatically added into Utilities Total (cell F27))</i>	EA	0	0	0			0
Total Meetings				0	Total Project Manager Meetings (carries to Tab 3)		0

Carries to Tab 3

December 7th, 2021

Leandro Robiou
Manager – Joint Agency Projects
W/WW Project Engineering & Construction
21 West Church Street, T-3
Jacksonville, Florida 32202

Subject: JEA Water and Sewer Design Services for Ricker Rd. Widening from Morse Ave. to Old Middleburg Rd.

Dear Mr. Robiou,

GAI Consultants, Inc. (GAI) respectfully submits the following Scope of Services and Fee Proposal for engineering design services for subject contract, as requested by yourself and Mickhael Sulayman.

The water and sewer design and relocations will be designed concurrently with the roadway design of Ricker Rd. Widening from Morse Ave. to Old Middleburg Rd. being completed by Haskell and GAI Consultants on behalf of the City of Jacksonville Department of Public Works. The projects will be let for construction simultaneously as part of the same construction contract.

This scope and fee is based off of the previously designed Ricker Rd. Improvements Project plan set dated September 2008. The major change which either have already been completed from this previous plan set to date or have been determined to no longer be required are the installation of the: 30" PVC WM from 118th Street to Wheat Rd., 16" PVC WM from Strato Rd. to Old Middleburg Rd., 20" PVC RW from 118th Street to Wheat Rd., and the 8" Sanitary FM from Strato Rd. to Gregory Dr.

The Scope of Services for the new water and sewer main design are as follows and are based off of the JEA Ricker Rd. Scope Consolidation previously provided by JEA to GAI in April 2020:

Water Main;

1. Rickman Street. Replace 2" WM connection with 6". Add fire hydrant.
2. Del Road. Replace 2" WM connection with 6".
3. Coach Park Drive. Replace 2" WM connection with 6". Add fire hydrant.
4. King Royce Drive. Replace 2" WM connection with 6".
5. Blank Drive. Install 60 LF of a 8" WM connection to the existing dead end 8" WM stubout.
6. Countryman Ln to Wheat Rd. Abandon by grout fill 1440 LF of 10" AC WM and move existing connections to the existing 16" WM to remain.
7. Wheat Rd to Strato Rd. Replace 10" and 8" AC WM abandon by grout fill with 4440 LF of 12" WM.
8. Strato Rd to Wendell Dr. Abandon by grout fill 3300 LF of the 6" AC WM and move connections to the existing 12" WM to remain.
9. At cross street connections to existing Galvanized, AC, or CI mains, provide a tee, valve and plug for use as a connection when existing main on the cross street is replaced in future.
10. Soft digs as required to confirm lateral and service line locations and pipe materials for items 1-9 above.

Sanitary Sewer Force Main:

11. Morse Ave. to 118th St. Abandon by grout fill 2700 LF of 14" DI FM after confirmation that flow moved to 20" FM.
12. Indian Lakes Dr Sta 102+00 to Strato Rd. Sta 106+00 Determine if the two conflict drainage structures and 400 LF of the 8" DI sewer main can be separated and replaced.

The below additional scope items are based off of a review by GAI of the existing roadway and utility relocation plans dated September 2008:

Water Main:

1. 15 Case A or B Crossings of existing 16" Water Main to remain due to proposed storm crossings underneath Ricker Rd. to connect to proposed storm trunk line.
2. Relocate 112 water meter boxes and services as necessary due to roadway widening of Ricker Rd. mainline.
3. Relocate existing fire hydrants as necessary due to roadway widening of Ricker Rd, mainline.

Sanitary Sewer Force Main:

4. Morse Ave. to Del Road Relocate 1500 LF of 20" DI FM due to proximity to proposed storm trunk line
5. Morse Ave. to Del Road abandon by removal 1500 LF of 20" DI FM due to proximity to proposed storm trunk line
6. Relocate 620 LF of existing 8" sanitary force main from Somerton Dr. Sta 99 to Strato Rd. STA 105+20. Install new line in roadway and abandon existing force main by removal.
7. 3 Case B Crossings of existing 20" Sanitary FM.

Gravity Sanitary Sewer:

8. STA 47+20 to STA 61+50 the existing gravity sanitary sewer which varies in size from 8" to 10" should be relocated out into the roadway due to conflicts with the proposed storm sewer system.

In general, GAI will look to design the proposed stormwater closed conveyance system for the widening of Ricker Rd. to avoid JEA facilities to the extent feasible. The proposed Maintenance of Traffic (MOT) Plans created to construct the roadway and drainage improvements within the Ricker Rd. right of way will be used as the basis to install the majority of the water and sewer improvements and relocations. GAI will coordinate with Haskell the City of Jacksonville prime engineering consultant completing this work.

Deliverables:

1. GAI will coordinate with the JEA PM and submit 30%, 90% and 100% Plans with associated construction cost estimates and quantities at the 90% and 100% Submittals.
2. Once final review and approval has been conducted by the JEA PM GAI will then submit to the JEA Permitting Dept. with a signed and sealed full size 24" x 36" plans submittal and original applications for final approval.
3. GAI will submit a draft bid form and specifications to JEA PM for initial review and then for final inclusion by the City of Jacksonville PM in the bid package.

Permitting:

1. GAI will acquire a JEA Permit for Construction of an Extension to a JEA Drinking Water Distribution System and / or JEA Wastewater Collection System
2. GAI will acquire an FDOT Utility Permit for the work within the SR 134 (103rd St.) right of way.

Exclusions - The following items are not included in this scope of work:

1. All of the proposed installations are based on open cut means and methods. No directional drilling is included in this scope of work and no geotechnical investigation necessary for directional drilling is included.
2. No sheet pile design or calculations. All installations are assumed to be completed by the contractor using a trench box or open cut as necessary.
3. No FDEP or City of Jacksonville EQD permitting is included as part of this scope and fee per JEA PM.

These engineering and design services are broken down as follows:

GAI Consultants Inc. Design Fee (Lump Sum)	\$188,018.40
GAI Consultants Inc. Supplemental Survey (Hourly / Reimbursable)	\$10,783.44
GAI Consultants Expenses (Lump Sum)	\$1,880.00
England Thims and Miller (ETM) (SUE) (Limiting Amount / Allowance)	\$13,000.00
<u>Total Design Fee</u>	<u>\$213,681.84</u>

A design schedule will be provided to you for your approval within 10 days of Notice to Proceed (NTP),

We look forward to completing the engineering design services requested and assisting JEA during the construction of this project. Let us know if you have any questions.

Sincerely,



Matthew Bolyard, PE
Project Manager

Ricker Rd. Widening JEA Water and Sewer Improvements and Relocations			GAI Estimate By:			Matthew Bolyard			12/7/2021	
Sheet	Title	EOR	Project Engineer	EIT	Designer	PSM	Survey CAD	Survey Field Crew		Labor Hrs.
		\$ 230.23	\$ 162.18	\$ 123.93	\$ 120.87	\$ 203.49	\$ 113.22	\$ 183.60		
	Task 1 - Project Definition, Project Kickoff and Project Management	12	7							19
		\$ 2,762.81	\$ 1,135.26	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 3,898.07	
	Task 2 - Conceptual Design - 15% Line and Grade	34	38	22	28	0	0	0		122
		\$ 7,827.97	\$ 6,162.84	\$ 2,726.46	\$ 3,384.36	\$ -	\$ -	\$ -	\$ 20,101.63	
	Task 3 - Project Design Development Stage - 15% to 90%	66	72	82	102	0	0	0		322
		\$ 15,195.47	\$ 11,676.96	\$ 10,162.26	\$ 12,328.74	\$ -	\$ -	\$ -	\$ 49,363.43	
	Task 4 - Project Design Development Stage - 90% to 100%	54	60	68	92	0	0	0		274
		\$ 12,432.66	\$ 9,730.80	\$ 8,427.24	\$ 11,120.04	\$ -	\$ -	\$ -	\$ 41,710.74	
	Task 5 - Final Design and JEA WM and Sewer Permit	36	42	46	78	0	0	0	0	202
		\$ 8,288.44	\$ 6,811.56	\$ 5,700.78	\$ 9,427.86	\$ -	\$ -	\$ -	\$ 30,228.64	
	Task 6 - FDOT Utility Permit	10	10	10	24	0	0	0		54
		\$ 2,302.34	\$ 1,621.80	\$ 1,239.30	\$ 2,900.88	\$ -	\$ -	\$ -	\$ 8,064.32	
	Task 7 - Specifications, Bidding Services and Support	20	20	26	26	0	0	0		92
		\$ 4,604.69	\$ 3,243.60	\$ 3,222.18	\$ 3,142.62	\$ -	\$ -	\$ -	\$ 14,213.09	
	Task 8 - Public Information Assistance	10	7	8	16	0	0	0		41
		\$ 2,302.34	\$ 1,135.26	\$ 991.44	\$ 1,933.92	\$ -	\$ -	\$ -	\$ 6,362.96	
	Task 9 - Quantities, Construction Cost Estimate and Bid Form	16	16	20	44	0	0	0		96
		\$ 3,683.75	\$ 2,594.88	\$ 2,478.60	\$ 5,318.28	\$ -	\$ -	\$ -	\$ 14,075.51	
	Task 10 - Supplemental Survey	0	0	0	0	8	16	40		64
		\$ -	\$ -	\$ -	\$ -	\$ 1,627.92	\$ 1,811.52	\$ 7,344.00	\$ 10,783.44	
									\$ 198,801.84	1286
	Cost per title	\$ 59,400.48	\$ 44,112.96	\$ 34,948.26	\$ 49,556.70	\$ 1,627.92	\$ 1,811.52	\$ 7,344.00		
	Hours per title	258	272	282	410	8	16	40		
	Hours percent distribution	20%	21%	22%	32%	1%	1%	3%		

Ricker Rd. Widening JEA Water and Sewer Improvements and Relocations					GAI Estimate By:		Matthew Bolyard		12/7/2021	
Sheet	Title	EOR	Project Engineer	EIT	Designer	PSM	Survey CAD	Survey Field Crew		Labor Hrs.
		\$ 230.23	\$ 162.18	\$ 123.93	\$ 120.87	\$ 203.49	\$ 113.22	\$ 183.60		
	Plan Preparation									
1	Cover Sheet	2	3	2	2					9
2	Typical Utility Section	2	4	4	8					18
2	General Notes / Pavement Repair Detail	2	4	6	8					20
3	Qty tab (SUE table)	4	16	14	24					58
27	Water and Sewer Plan and Profile (1"=40' scale)	32	89	114	150					385
3	Profile Only Sheets of Water Main Service Laterals at Intersections	12	16	18	36					82
4	Intersection Watermain Connection Details	12	16	16	36					80
8	Water and Sewer Standard Details	12	12	16	30					70
5	MOT Typical Section and Phasing Notes	10	12	12	12					46
27	MOT plans and surface restorations	20	40	38	48					146
2	Sanitary Sewer Bypass Pumping Sheets	8	6	8	8					30
	Cost Estimate/Quantities	14	24	8	10					56
	Utility Coordination	14	10	8	8					40
	JEA and FDOT Permitting	10	10	14	22					56
	Specifications	6	10	4	8					28
	Subtotal hours	160	272	282	410					1124
	QaQC and Supervision 8%	90	0	0	0					90
	Field Meetngs	8	0	0	0					8
	Subtotal w QaQC/Supervision/Field Meetings	258	272	282	410					1222
					Lump Sum			Eng/Prod	\$ 188,018.40	
					Hourly / Reimbursable			Survey	\$ 10,783.44	
					Lump Sum	1% of Eng. / Prod. Subtotal		Expenses	\$ 1,880.00	
					Limiting Amount / Allowance	26 Locates at \$500 each		ETM (SUE)	\$ 13,000.00	
					Total				\$ 213,681.84	



Formal Bid and Award System

Award #5 June 2, 2022

Type of Award Request: CONTRACT INCREASE
Requestor Name: Degraw, David – Manager Security Operations
Requestor Phone: 904-665-4924
Project Title: Security Services
Project Number: HE31000
Project Location: JEA
Funds: O&M
Budget Estimate: \$724,000.00

Scope of Work:

This solicitation is a joint effort between JEA, COJ, JSO, JTA and JPA to create a single solicitation and provide the identified services for all agencies as a collaborative sourcing effort. This scope of work is to establish a contract with personnel and related equipment for contract security workforce. This includes stationary posts, foot and vehicle patrols, and workforce management. This also includes security systems and console operation for monitoring various access control, alarm, CCTV, fire, life safety and other integrated security systems. Each agency will award contracts based off the Response Workbook.

JEA IFB/RFP/State/City/GSA#: 093-17
Purchasing Agent: Lovgren, Rodney Dennis
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
FIRST COAST SECURITY SERVICES INC.	Earle Ginn	eginn@fcssl.com	1 Independent Dr #117 Jacksonville FL 32202	(904) 592-1993	\$724,000.00

Amount of Original Award: \$18,105,231.87
Date of Original Award: 09/21/2017
Change Order Amount: \$724,000.00

List of Previous Change Order/Amendments:

CPA #	Amount	Date
168517	\$1,000,000.00	10/12/2021

New Not-To-Exceed Amount: \$19,829,231.87
Length of Contract/PO Term: Five (5) Years w/One (1) – 1 Yr. Renewal
Begin Date (mm/dd/yyyy): 10/01/2017
End Date (mm/dd/yyyy): 09/30/2022
Renewal Options: YES – One (1) – 1 Yr. Renewal

JSEB Requirement:

JSEB - Optional, DBE goal set by JTA

Background/Recommendations:

Originally competitively bid and approved by Awards Committee on 09/21/2021 in the amount of \$18,105,231.87 to First Coast Security. A copy of the original award is attached as backup.

A \$1,000,000.00 administrative increase was processed on October 12, 2021 to support continued use of the contract.

This request is to increase the contract amount based on the current burn rate of approximately \$72,000.00 per week, which will allow continued use of the contract through the original term of 09/30/2022. The current rates will remain fixed for the term of the contract.

It should be noted that JEA had preliminary discussions with FCS for the potential to negotiate a renewal; however, FCS presented a billable increase of over 2 times what last year's annual CPI was of 7.04%. FCS has also had some performance issues and has been losing manpower for what FCS calls an imbalance of pay for the work force. JEA is addressing the issues and has issued a notice to cure letter. JEA believes it is in the best interest to not accept FCS's proposal and to rebid these services due to the information stated above. JEA understands there will likely be a rate increase, but competitively bidding will ensure JEA benchmarks the market for rates, and plans to include additional contractual performance terms to address gaps in the contract key performance metrics based on lessons learned from this contract.

Request approval to award a contract increase to First Coast Security for security services in the amount of \$724,000.00, for a new not-to-exceed amount of \$19,829,231.87, subject to the availability of lawfully appropriated funds.

Sr. Director: Edwards, Brandon L. - Director Security & Emergency Preparedness

VP: McElroy, Alan D. - VP Supply Chain & Operations Support

APPROVALS:

 6-02-22

Chairman, Awards Committee **Date**

Laure A Whitmer 6/2/22

Budget Representative **Date**



Formal Bid and Award System

Award #11 September 21, 2017

Type of Award Request: BID (ITN)
Request #: 1847
Requestor Name: Edwards, Brandon L. - Manager, Physical Security
Requestor Phone: (904) 665-6584
Project Title: Security Services
Project Number: 31000
Project Location: JEA and SJRPP
Funds: O&M
Award Estimate: \$20,000,000.00

Scope of Work:

This solicitation is a joint effort between JEA, COJ, JSO, JTA and JPA to create a single solicitation and provide the identified services for all agencies as a collaborative sourcing effort.

This scope of work is to establish a contract with personnel and related equipment for contract security workforce. This includes stationary posts, foot and vehicle patrols, and workforce management. This also includes security systems and console operation for monitoring various access control, alarm, CCTV, fire, life safety and other integrated security systems. Each agency will award contracts based off the Response Workbook.

JEA IFB/RFP/State/City/GSA#: 093-17
Purchasing Agent: Lovgren, Rodney Dennis
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	JEA Amount
FIRST COAST SECURITY SERVICES INC	Earle Ginn	eginn@fcssfl.com	1 Independent Dr #117 Jacksonville FL 32202	(904) 592-1993	\$18,105,231.87

Amount for entire term of Contract/PO: \$18,105,231.87
Award Amount for remainder of this FY: \$0.00
Length of Contract/PO Term: Five (5) Years w/One (1) – 1 Yr. Renewal
Begin Date (mm/dd/yyyy): 10/01/2017
End Date (mm/dd/yyyy): 09/30/2022
Renewal Options: YES – One (1) – 1 Yr. Renewal
JSEB Requirement: JSEB Optional goal, DBE goal set by JTA

BIDDERS:***Total Comparison used in Award Evaluation**

Name	All Agency Amount	First Round Score	Score	BAFO Amount	BAFO Score	BAFO Rank
FIRST COAST SECURITY SERVICES INC.	\$69,217,937.78	91.7	1	\$69,217,937.78	93.3	1
ALLIED UNIVERSAL CORPORATION	\$72,514,385.32	85.5	2	\$71,518,098.39	86.8	2
G4S SECURITY SERVICES	\$84,974,708.25	76.4	3	N/A	N/A	N/A
SECURITY ALLIANCE	\$79,756,886.30	73.8	4	N/A	N/A	N/A
NORTHERN SECURITY FORCE	\$70,349,779.19	N/A	Did not meet Minimum Qualifications			
DYNAMIC SECURITY INC.	\$69,283,706.01	N/A	Did not meet Minimum Qualifications			
SECURITAS SECURITY SERVICES USA INC.	\$74,718,704.49	N/A	Did not meet Minimum Qualifications			
BARKLEY SECURITY SERVICES	\$76,634,594.56	N/A	Did not meet Minimum Qualifications			

Background/Recommendations:

Advertised 05/25/2017. Twenty-four (24) companies attended the mandatory pre-response meeting held on 06/14/2017. At Response opening on 07/25/2017, JEA received eight (8) Responses. Four (4) companies were evaluated on rates, incentive and approach to performing the work. First Coast Security Services (FCSS) and Allied Universal Corporation were short listed and invited to submit Best and Final Offers (BAFO). FCSS is the highest evaluated company and the lowest aggregate cost. Note, FCSS did not change their pricing in the BAFO round.

COJ, JSO, JTA and JPA participated in the bid process and their forecast spend was aggregated with JEA's spend for a five (5) year multi-agency Bid. The participating agencies were approximately seventy-five percent (75%) of the forecast. The submitted Bid price included all five (5) agencies forecasts. Price adjustment is CPI annually. The evaluation matrix and BAFO Response Workbook is attached as back-up.

When comparing JEA's FCSS current contract pricing with the new contract price, the aggregate savings is \$179,982.50, or approximately one-percent (1%) for the five (5) year term. There is also an incentive spend that reduces the mark-up by 0.5% for the following year if all participating agencies spend \$14M annually, and a 1.5% reduction if they spend \$18M annually. The price comparison spreadsheet is attached as back-up.

It should be noted that FCSS is a privately held, locally headquartered company with additional offices in Ohio, Virginia and California. They provide approximately 3.2 million hours (40% armed) guard services annually. If all participating agencies awarded contracts the total number of hours would be approximately 350,000 hours, or eleven (11%) of the total hours of service provided. FCSS is incumbent to COJ and JEA,

and is sufficiently positioned to provide service to the remaining three (3) agencies should they elect to piggyback on JEA's contract.

093-17 – Request approval to award a five (5) year contract to First Coast Security Services, Inc. for security services for JEA and SJRPP in the amount of \$18,105,231.87, subject to the availability of lawfully appropriated funds.

VP: Hobson, Ted E. - Chief Compliance Officer

APPROVALS:

 9-21-17
Chairman, Awards Committee Date

 9/21/17
Manager, Capital Budget Planning Date

Sr Mgr, Business Services for SJRPP Date

APPENDIX B
BEST AND FINAL OFFER (BAFO) RESPONSE FORM
093-17 Security Services for JEA

COMPANY INFORMATION:

COMPANY NAME: First Coast Security Services, Inc.

BUSINESS ADDRESS: 1 Independent Drive, Suite 117

CITY, STATE, ZIP CODE: Jacksonville, Florida 32202

TELEPHONE: (904) 598-1993

FAX: (904) 598 1998

EMAIL OF CONTACT: eginn@fcssf.com

Enter Company Total Bid Price from the Bid Workbook	\$ 69,217,937.78
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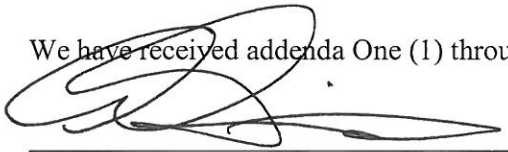
X I have read and understood the Sunshine Law/Public Records clauses contained within this solicitation. I understand that in the absence of a redacted copy my proposal will be disclosed to the public "as-is".

Company's Certification

By submitting this Response, the Respondent certifies (1) that it has read and reviewed all of the documents pertaining to this ITN and agrees to abide by the terms and conditions set forth therein, (2) that the person signing below is an authorized representative of the Respondent, (3) that the Respondent is legally authorized to do business and maintains an active status in the State of Florida. The Respondent certifies that its recent, current, and projected workload will not interfere with the Respondent's ability to work in a professional, diligent and timely manner, and (4) that their organization acts as an independent consultant. (5) it shall execute in good faith Piggyback contracts of the Participant Agencies which incorporate this Solicitation terms and conditions, including any requirements in section 8 of the solicitation on a Participant Agency basis. In addition to the affirmative statement, full disclosure must be provided of any ownership interests or affiliations with any insurance companies, third party administrative agencies or any direct services provider networks. The Respondent certifies, under penalty of perjury, that it holds all licenses, permits, certifications, insurances, bonds, and other credentials required by law, contract or practice to perform the Work. The Respondent also certifies that, upon the prospect of any change in the status of applicable licenses, permits, certifications, insurances, bonds or other credentials, the Respondent shall immediately notify JEA of status change.

By signing the Respondent's Certification, the Respondent acknowledges that I have read and understood the Sunshine Law/Public Records clauses contained within this solicitation. I understand that in the absence of a redacted copy my proposal will be disclosed to the public "as-is".

We have received addenda One (1) through Four (4)



Signature of Authorize Officer of Company or Agent

August 23, 2017

Date

Earle Ginn, Senior Vice President

Printed Name & Title

(904) 598-1993

Phone Number

Acknowledge receipt of this addendum on the Response Form



Building Community®

Procurement Bid Office
Customer Center 1st Floor, Room 002
21 W. Church Street
Jacksonville, Florida 32202

August 22, 2017

ADDENDUM NUMBER: **FOUR (4)**

TITLE: **SECURITY SERVICES FOR JEA**

JEA ITN NUMBER: **093-17**

BEST AND FINAL OFFER RESPONSE DUE DATE: **August 23, 2017**

TIME OF RECEIPT: **12:00 PM (EST)**

THIS ADDENDUM IS FOR THE PURPOSE OF MAKING THE FOLLOWING CHANGES

ADD: This Addendum 4 requests the Short-Listed Respondents to submit their Best and Final Offers (BAFOs) by August 23, 2017, 12:00 PM Noon (EST), by email to: lovgrd@jea.com. Respondents not submitting a BAFO will have their first round submitted Total Bid Price and Incentive schedule used in calculating points. Individual Unit Prices for specific materials or scopes of work may change (increase or decrease), however, the submitted BAFO Total Bid Price cannot be higher than the submitted first round Total Bid Price.

Attached this Addendum 4, Short Listed Respondents will find attached the following;

- 093-17 Appendix B Best and Final Offer Response Form
- 093-17 Appendix B Best and Final Offer Bid Workbook

Companies shall submit:

093-17 Appendix B Best and Final Offer Response Form (PDF version)
093-17 Appendix B Best and Final Offer Bid Workbook (PDF version)
093-17 Appendix B Best and Final Offer Bid Workbook (excel version)

093-17 Security Services for JEA - First Round for Manager Approval										
Vendor Rankings	Edwards	Solano	Degraw	Total	Average	Rank	Price 77 pts	Price	Incentive totals	3 Points
First Coast Security Services	97.4	83.4	94.4	275.2	91.7	1	77.0	\$ 69,217,937.78	\$ 340,000.00	1.4
Security Alliance Group LLC	71.8	75.8	73.8	221.4	73.8	4	66.8	\$ 79,756,886.30	\$ 755,000.00	3.0
Allied Universal Security Services, LLC	89.2	80.2	87.2	256.6	85.5	2	73.5	\$ 72,514,385.32	\$ 185,000.00	0.7
G4S Secure Solutions	81.7	65.7	81.7	229.1	76.4	3	62.7	\$ 84,974,708.25	\$ -	

Edwards	Quotation of Rates (77 Points)	Quotation of Rates (3 points)	Ability to Design Approach & Workplan (20 points)	DBE Compliance for JTA (20%min for JTA)				Total	Rank
First Coast Security Services	77.0	1.4	19.0	42.6%				97.4	1
Security Alliance Group LLC	66.8	3.0	2.0	25%				71.8	4
Allied Universal Security Services, LLC	73.5	0.7	15.0	20%				89.2	2
G4S Secure Solutions	62.7	0.0	19.0	0%				81.7	3

Solano	Quotation of Rates (77 Points)	Quotation of Rates (3 points)	Ability to Design Approach & Workplan (20 points)	DBE Compliance for JTA (20%min for JTA)				Total	Rank
First Coast Security Services	77.0	1.4	5.0	42.6%				83.4	1
Security Alliance Group LLC	66.8	3.0	6.0	25%				75.8	3
Allied Universal Security Services, LLC	73.5	0.7	6.0	20%				80.2	2
G4S Secure Solutions	62.7	0.0	3.0	0%				65.7	4

Degraw	Quotation of Rates (77 Points)	Quotation of Rates (3 points)	Ability to Design Approach & Workplan (20 points)	DBE Compliance for JTA (20%min for JTA)				Total	Rank
First Coast Security Services	77.0	1.4	16.0	42.6%				94.4	1
Security Alliance Group LLC	66.8	3.0	4.0	25%				73.8	4
Allied Universal Security Services, LLC	73.5	0.7	13.0	20%				87.2	2
G4S Secure Solutions	62.7	0.0	19.0	0%				81.7	3

	Quotation of Rates (77 Points)	Quotation of Rates (3 points)	Ability to Design Approach & Workplan (20 points)					Total
Overall Averages								
First Coast Security Services	77.0	1.4	13.3					91.7
Security Alliance Group LLC	66.8	3.0	4.0					73.8
Allied Universal Security Services, LLC	73.5	0.7	11.3					85.5
G4S Secure Solutions	62.7	0.0	13.7					76.4

093-17 Security Services for JEA - BAFO for Manager Approval												
Vendor Rankings	Edwards	Solano	Degraw	Total	Average	Rank	Price 77 pts	Price	Incentive totals	3 Points	First Round Price	BAFO Reduction
First Coast Security Services	99.0	85.0	96.0	280.0	93.3	1	77.0	\$ 69,217,937.78	\$ 340,000.00	3.0	\$ 69,217,937.78	\$ -
Allied Universal Security Services, LLC	90.5	81.5	88.5	260.5	86.8	2	74.5	\$ 71,518,098.39	\$ 109,000.00	1.0	\$ 72,514,385.32	\$ 996,286.93

Edwards	Quotation of Rates (77 Points)	Quotation of Rates (3 points)	Ability to Design Approach & Workplan (20 points)	DBE Compliance for JTA (20%min for JTA)		Total	Rank
First Coast Security Services	77.0	3.0	19.0	42.6%		99.0	1
Allied Universal Security Services, LLC	74.5	1.0	15.0	20%		90.5	2

Solano	Quotation of Rates (77 Points)	Quotation of Rates (3 points)	Ability to Design Approach & Workplan (20 points)	DBE Compliance for JTA (20%min for JTA)		Total	Rank
First Coast Security Services	77.0	3.0	5.0	42.6%		85.0	1
Allied Universal Security Services, LLC	74.5	1.0	6.0	20%		81.5	2

Degraw	Quotation of Rates (77 Points)	Quotation of Rates (3 points)	Ability to Design Approach & Workplan (20 points)	DBE Compliance for JTA (20%min for JTA)		Total	Rank
First Coast Security Services	77.0	3.0	16.0	42.6%		96.0	1
Allied Universal Security Services, LLC	74.5	1.0	13.0	20%		88.5	2

Overall Averages	Quotation of Rates (77 Points)	Quotation of Rates (3 points)	Ability to Design Approach & Workplan (20 points)			Total
First Coast Security Services	77.0	3.0	13.3			93.3
Allied Universal Security Services, LLC	74.5	1.0	11.3			86.8

Notes:
FCSS did not make any changes to pricing or incentives in the first round or BAFO Round.

Allied Universal Security Services LLC Lowered their Bid price by \$996,286.93 and decreased their incentive offered by \$76,000.00

FCS ADDENDUM 4 BAFO - Addendum 4 - 093-17 Appendix B Bid Workbook Security Services for JEA (includes COJ, JAXPORT, JTA AND JSO forecasts)
Respondents will only enter percentage or dollar amounts in the yellow cells

Posts by hours per Agency

[illegible]

Post	JEA	JPA	JTA	COJ	JSO	Estimated weekly Hours per Post	Base Rate (established by JEA)	Overhead & Profit Margin (Respondent provides this figure)	Billable Rate (fully Burdened Labor including Overhead & Profit Margin)	JEA Bid Amount	JPA Bid Amount	JTA Bid Amount	COJ Bid Amount	JSO Bid Amount
Account Manager	40	40	40	40	0	160	\$ 24.66	24%	\$ 30.58	\$ 1,223.14	\$ 1,223.14	\$ 1,223.14	\$ 1,223.14	\$ -
Assistant Account Manager	40	245	-	-	0	285	\$ 21.39	22%	\$ 26.10	\$ 1,043.83	\$ 6,393.47	\$ -	\$ -	\$ -
Site Manager	40	568	-	-	40	648	\$ 15.80	23%	\$ 19.43	\$ 777.36	\$ 11,038.51	\$ -	\$ -	\$ 777.36
Dispatch Supervisor	168	40	-	-	0	208	\$ 16.66	32%	\$ 21.99	\$ 3,694.52	\$ 879.65	\$ -	\$ -	\$ -
Shift Supervisor	208	-	-	-	732	940	\$ 15.50	24%	\$ 19.22	\$ 3,997.76	\$ -	\$ -	\$ -	\$ 14,069.04
Dispatch Officer	504	200	-	168	0	872	\$ 15.68	28%	\$ 20.07	\$ 10,115.48	\$ 4,014.08	\$ -	\$ 3,371.83	\$ -
Senior Security Officer - Armed	720	-	-	-	0	720	\$ 14.50	32%	\$ 19.14	\$ 13,780.80	\$ -	\$ -	\$ -	\$ -
Security Officer - Armed	2,000	77	496	1,510	1403	5,486	\$ 12.60	28%	\$ 16.13	\$ 32,256.00	\$ 1,241.86	\$ 7,999.49	\$ 24,353.28	\$ 22,627.58
Senior Security Officer - Unarmed	40	-	-	-	0	40	\$ 11.92	27%	\$ 15.14	\$ 605.54	\$ -	\$ -	\$ -	\$ -
Security Officer - Unarmed	-	2,956	524	1,890	1393	6,763	\$ 10.50	29%	\$ 13.55	\$ -	\$ 40,039.02	\$ 7,097.58	\$ 25,600.05	\$ 18,868.19
Total weekly hrs / agency	3,760	4,126	1,060	3,608	3,568									

Annual Spend Incentives discount eRespondents will enter discounts on a percentage basis the reductions to the Overhead and profit margin for aggregate spend for interagencies (IEA, JPA, JAXPORT, COJ, JSO, JAA) spend (from ERP systems) exceeds the following. If spend on a Contract Year basis exceeds the spend level, the Company shall discount the billable rates by the listed percentage	If interagency agg spend breaks	Next Year Discount	following years discount	Evaluated rebate percentage (3 points total)	Weekly Bid Amount for All Agencies Posts		\$ 259,736.16
	>6M annually	0.000%	\$ -		Annual Amount for All Agencies Posts		\$ 13,506,280.20
	>10M annually	0.000%	\$ -		Five Year Bid Total for all Agencies Posts		\$ 67,531,400.98
	>14M annually	0.500%	\$ 70,000.00				
	>18M annually	1.500%	\$ 270,000.00				
				\$ 340,000.00			

Vehicles Rates and Forecast by Agency									
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	# of Vehicles / Agency							
Vehicles	JEA	JPA	JTA	COJ	JSO	Estimated Totals	Bill Rate / Each Vehicle Type / week	Bill Rate / Each Vehicle Type
Contract Approved Passenger Vehicle	7	0	4	1	0	12	\$ 253.85	\$ 3,046.20
Contract Approved 4 X 4 Pickup	1	0	0	0	0	1	\$ 207.69	\$ 207.69
Contract Approved 4 X 2 Pickup	0	18	0	0	0	18	\$ 164.39	\$ 2,959.02
Golf Crat / Electric	4	0	1	2	0	7	\$ 39.11	\$ 273.77
						Weekly Bill Rate		\$ 6,486.68
						Annual Vehicle Bill Rate		\$ 337,307.36
						5 Year Bill Rate		\$ 1,686,536.80

JEA Bid Amount Vehicles	JPA Bid Amount Vehicles	JTA Bid Amount Vehicles	COJ Bid Amount Vehicles	JSO Bid Amount Vehicles
\$ 1,776.95	\$ -	\$ 1,015.40	\$ 253.85	\$ -
\$ 207.69	\$ -	\$ -	\$ -	\$ -
\$ -	\$ 2,959.02	\$ -	\$ -	\$ -
\$ 156.44	\$ -	\$ 39.11	\$ 78.22	\$ -
\$ 2,141.08	\$ 2,959.02	\$ 1,054.51	\$ 332.07	\$ -

JEA Estimated Award Amount	JPA Estimated Award Amount	JTA Estimated Award Amount	COJ Estimated Award Amount	JSO Estimated Award Amount	Weekly Bid Amount for Vehicles all agencies	\$ 6,486.68
<p>The amounts listed below are the estimate award amounts for each Agency. Note each Agency shall independently make a decisions regarding Award and the Awarded amount.</p>					Annual Amount for Vehicles all agencies	\$ 337,307.36
					Five Year Bid Amount for Vehicles all agencies	\$ 1,686,536.80
\$ 18,105,231.87	\$ 17,625,073.18	\$ 4,517,425.64	\$ 14,268,894.43	\$ 14,648,963.94		

Total five bid Amount Posts and Vehicles (enter this amount on the Response Form page 1)		\$ 69,217,937.78
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[illegible]



Formal Bid and Award System

Award #6 June 2, 2022

Type of Award Request: CONTRACT INCREASE
Requestor Name: Summers, Matt K.
Requestor Phone: (904) 665-7285
Project Title: Repair and Installation of Security Fencing
Project Number: Multiple
Project Location: JEA
Funds: Capital and O&M
Budget Estimate: \$3,290,000.00

Scope of Work:

The scope of this contract is to secure the services of a qualified contractor which will provide procurement, installation, and maintenance of security fencing and gates at various JEA facilities and sites. The security fencing and gates will consist of multiple compositions including, but not limited to, ornamental metal, galvanized, wood, and black vinyl chain link. In addition, this work may include trenching, excavation, ground clearing, and concrete work.)

JEA IFB/RFP/State/City/GSA#: 037-19
Purchasing Agent: Lovgren, Rodney
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
ARMSTRONG FENCE CO.	DON MILLER	DMILLER@ARMSTRONG-FENCE.COM	3226 TALLEYRAND AVE, JACKSONVILLE FL 32206	(904) 356-2333	\$770,000.00

Amount of Original Award: \$2,627,479.00
Date of Original Award: 11/19/2019
Change Order Amount: \$770,000.00

List of Previous Change Order/Amendments:

CPA #	Amount	Date
186110	\$262,747.90	05/09/2022

New Not-To-Exceed Amount: \$3,660,226.90
Length of Contract/PO Term: Five (5) Years, Two (2) – 1 Yr. Renewals
Begin Date (mm/dd/yyyy): 11/30/2019
End Date (mm/dd/yyyy): 11/29/2024
Renewal Options: YES – Two (2), 1 Yr. Renewals
JSEB Requirement: 10 %

Comments on JSEB Requirements:

The Goodly Group of Northeast Florida Inc - 5.0%

Background/Recommendations:

Originally bid and approved by Awards Committee on 11/14/2019 in the amount of \$2,627,479.00 to Armstrong Fence Co. A copy of the original award is attached as backup.

This contract increase is to provide additional funds to support continued use of the contract. JEA funds contract not to exceed amounts based on current or forecast of the next fiscal year funds available, which typically does not support the full term of the contract when established for a five-year term. Supply Chain will return to the Awards Committee as necessary to add funds to support continued use through the term of the contract, as long as supplier performance and rates are acceptable.



Armstrong agrees to the labor rates in accordance with the original contract terms. However, like most contractors, Armstrong has struggled with materials prices. The contract contains a fifteen percent (15%) cost plus markup rate included to support materials where pricing has experienced volatility. Considering the market, the rates and markup structure is deemed reasonable.

Cost Center or PN	Fiscal Year 2022	Fiscal Year 2023
Security 208-SS11 Water	\$40,000.00	\$260,000.00
Security 208-SS10 Electric	\$50,000.00	\$260,000.00
O&M 3100		\$160,000.00
Total	\$90,000.00	\$680,000.00

Request approval to award a contract increase to Armstrong Fence Co. for fence installation and repair services in the amount of \$770,000.00, for a new not-to-exceed amount of \$3,660,226.90, subject to the availability of lawfully appropriated funds.

Manager: Summer, Matt K. – Manager Physical Security
Director: Edwards, Brandon L. - Director Security & Emergency Preparedness
VP: McElroy, Alan D. - VP Supply Chain & Operations Support

APPROVALS:

	6-02-22
Chairman, Awards Committee	Date
	6/2/22
Budget Representative	Date



Formal Bid and Award System

Award 2 November 14, 2019

Type of Award Request: INTENT TO NEGOTIATE (ITN)
Request #: 6453
Requestor Name: Summers, Matt K.
Requestor Phone: (904) 665-7285
Project Title: Repair and Installation of Security Fencing
Project Number: Multiple
Project Location: JEA
Funds: Capital and O&M
Award Estimate: \$3,290,000.00

Description of Request:

The scope of this contract is to secure the services of a qualified contractor which will provide procurement, installation, and maintenance of security fencing and gates at various JEA facilities and sites. The security fencing and gates will consist of multiple compositions including, but not limited to, ornamental metal, galvanized, wood, and black vinyl chain link. In addition, this work may include trenching, excavation, ground clearing, and concrete work.

JEA IFB/RFP/State/City/GSA#: 037-19
Purchasing Agent: Moore, Elizabeth Ann Ellis
Is this a ratification?: NO
If yes, explain:

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
ARMSTRONG FENCE CO.	DON MILLER	DMILLER@ARMSTRONG-FENCE.COM	3226 TALLEYRAND AVE, JACKSONVILLE FL 32206	(904) 356-2333	\$2,627,479.00

Amount for entire term of Contract/PO: \$2,627,479.00
Award Amount for remainder of this FY: \$437,913.20
Length of Contract/PO Term: Five (5) Years, Two (2) - 1 Yr. Renewals
Begin Date (mm/dd/yyyy): 11/30/2019
End Date (mm/dd/yyyy): 11/29/2024
Renewal Options: YES - Two (2), 1 Yr. Renewals

JSEB Requirement:

10%

Comments on JSEB Requirements:

The Goodly Group of Northeast Florida Inc

BIDDERS:

Name	Amount	BAFO	Final Ranking
ARMSTRONG FENCE CO.	\$3,260,134.00	\$2,627,479.00	1
A NORMAN FENCE CO INC.	\$3,057,845.00	\$3,057,845.00	2
VIGNEAUX CORPORATION	\$3,396,654.31	N/A	N/A

Background/Recommendations:

Advertised on 08/23/2019. Six (6) companies attended the mandatory pre-Response meeting held on 08/28/2019. At Response opening on 09/17/2019, JEA received three (3) Responses. Two Respondents were shortlisted and invited to submit Best and Final Offers (BAFOs). JEA evaluated the companies on price and Armstrong Fence Co. is deemed the lowest responsive and responsible Respondent. A copy of the Response Forms and Workbooks are attached as backups.

When comparing the price between the current contract and the new contract, it resulted in a fifteen percent (15%) savings, or \$121,756.67 annually. Armstrong Fence Co. is the incumbent supplier and JEA is satisfied with their services.

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 determine by negotiations, BAFO savings and value added savings. Below is the result for this award:

- Total cost difference (decrease) for five (5) year contract: \$608,783.40

037-19 - Request approval to award a contract to Armstrong Fence Co. in the amount of \$2,627,479.00, subject to the availability of lawfully appropriated funds.

Manager: Summers, Matt K. - Manager Physical Security
Director: Edwards, Brandon L. - Manager, Physical Security
VP: Hobson, Ted E. - Chief Compliance Officer

APPROVALS:

 11/14/19
Chairman, Awards Committee Date

 11/14/19
Financial Analyst, Capital Budget Planning Date

ADDENDUM THREE (3) BAFO - APPENDIX B - RESPONSE FORM

ITN 037-19 REPAIR AND INSTALLATION OF SECURITY FENCING

Submit this Response Form via e-mail to: moorea@jea.com.Company Name: Armstrong Fence Co.Company's Address: 3226 Talleyrand Ave, Jacksonville, FL 32206Phone Number: 904-356-2333 FAX No: 904-356-2334 Email Address: dmiller@Armstrong-Fence.com**BID SECURITY REQUIREMENTS**

- ☒ None required
☐ Certified Check or Bond Five Percent (5%)

TERM OF CONTRACT

- ☐ One-Time Purchase
☒ Annual Requirements – Five (5) years with Two (2) One (1) Year Options
☐ Other, Specify- Project Completion

SAMPLE REQUIREMENTS

- ☒ None required
☐ Samples required prior to Bid Opening
☐ Samples may be required subsequent to Bid Opening

SECTION 255.05, FLORIDA STATUTES CONTRACT BOND

- ☒ None required
☐ Bond required 100% of Bid Award

QUANTITIES

- ☐ Quantities indicated are exacting
☒ Quantities indicated reflect the approximate quantities to be purchased Throughout the Contract period and are subject to fluctuation in accordance with actual requirements.

INSURANCE REQUIREMENTS

Insurance required

PAYMENT DISCOUNTS

- ☐ 1% 20, net 30
☒ 2% 10, net 30
☐ Other
☐ None Offered

Item No.	ENTER YOUR BID FOR THE FOLLOWING DESCRIBED ARTICLES OR SERVICES: 037-19 REPAIR AND INSTALLATION OF SECURITY FENCING	Total Five (5) Year Response
1	Enter total from Appendix B – Response Workbook Section 1 Labor Rates	\$ <u>903,000.00</u>
2	Enter total from Appendix B – Response Workbook Section 2 Materials	\$ <u>1,724,479.00</u>
3	TOTAL RESPONSE PRICE for Repair And Installation Of Security Fencing – Total of Section 1 Labor Rates and Section 2 Materials	\$ <u>2,627,479.00</u>

☒ I have read and understood the Sunshine Law/Public Records clauses contained within this solicitation. I understand that in the absence of a redacted copy my proposal will be disclosed to the public "as-is".

RESPONDENT'S CERTIFICATION

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

We have received addenda

1 through 3

Handwritten Signature of Authorized Officer of Company or Agent

Date

Printed Name and Title

Don Miller President10/25/2019

APPENDIX B - BID WORKBOOK
XXX-XX REPAIR AND INSTALLATION OF SECURITY FENCING

ADDENDUM THREE (3) - BAFO - Appendix B - Response Workbook
ITN 037-19 REPAIR AND INSTALLATION OF SECURITY FENCING

Company:	ARMSTRONG FENCE CO
Contact:	DON MILLER
Phone No.:	904-356-2333

1. Labor Rates – Labor used for the repair and installation of the security fencing will be provided by the contractor. All services required (including attendance at meetings, back office support, preparation of reports, and travel) will be included in the below rates. Quantities below are the estimated hours for the entirety of the contract term. These quantities are for evaluation purposes and are not a guarantee of future business.

LABOR TYPE	LABOR FUNCTION	SERVICE	UNIT RATE	EST. 5 YEAR QTY	TOTAL
Project Manager	Responsible for the account management, documentation, scheduling, estimation, billing, etc.	Standard Rate	\$ 25.00	1700	\$ 42,500.00
Fence Installation Foreman	Responsible for the management of helpers, jobsite efforts, sign-offs, installation, quality control for repairs, etc.	Standard Rate	\$ 40.00	8200	\$ 328,000.00
		Emergency Rate	\$ 60.00	2500	\$ 150,000.00
Fence Installation Helper	Responsible for assisting foreman, installation, cleaning jobsites, etc.	Standard Rate	\$ 30.00	9000	\$ 270,000.00
		Emergency Rate	\$ 45.00	2500	\$ 112,500.00
GRAND TOTAL -TRANSFER TO RESPONSE FORM ITEM No. 1 LABOR RATES				\$	903,000.00

APPENDIX B - BID WORKBOOK
XXX-XX REPAIR AND INSTALLATION OF SECURITY FENCING

ADDENDUM THREE (3) - BAFO - Appendix B - Response Workbook
ITN 037-19 REPAIR AND INSTALLATION OF SECURITY FENCING

Company:	ARMSTRONG FENCE CO
Contact:	DON MILLER
Phone No.:	904-356-2333

2. Materials – All materials used for the installation and repairs of the security fencing will be provided by the contractor. The material unit pricing below should include all standard delivery shipping and handling charges. Quantities below are estimated for the entirety of the contract term. These quantities are for evaluation purposes and are not a guarantee of future business.

TYPE	DESCRIPTION	UNIT	UNIT PRICE	QTY	EXT. PRICE
1	6' CHAIN LINK FABRIC, 9 AWG, 2" MESH, GALV, W/HARDWARE	L.F.	\$ 2.60	5000	\$ 13,000.00
2	8' CHAIN LINK FABRIC, 9 AWG, 2" MESH, GALV, W/HARDWARE	L.F.	\$ 4.10	15000	\$ 61,500.00
3	TENSION WIRE, 7 AWG, GALV	L.F.	\$ 0.20	20000	\$ 4,000.00
4	TOP GUARD, (3) STRANDS BARBED WIRE, GALV	L.F.	\$ 0.50	20000	\$ 10,000.00
5	TOP GUARD, ANGLE ARM BRACKET, GALV	EACH	\$ 2.75	2000	\$ 5,500.00
6	TOP RAIL, 1 5/8" SCH 40 TUBING, GALV	L.F.	\$ 1.60	20000	\$ 32,000.00
7	10' CORNER/END POST, 3" O.D. SCH 40, GALV, W/HARDWARE	EACH	\$ 40.00	750	\$ 30,000.00
8	12' CORNER/END POST, 3" O.D. SCH 40, GALV, W/HARDWARE	EACH	\$ 75.00	750	\$ 56,250.00
9	8' INTERMEDIATE POST, 2.5" O.D. SCH 40, GALV, W/HARDWARE	EACH	\$ 18.00	500	\$ 9,000.00
10	10' 6" INTERMEDIATE POST, 2.5" O.D. SCH 40, GALV, W/HARDWARE	EACH	\$ 40.00	1500	\$ 60,000.00
11	10' GATE POST, 4" O.D. SCH 40, GALV, W/HARDWARE	EACH	\$ 60.00	400	\$ 24,000.00
12	12' GATE POST, 4" O.D. SCH 40, GALV, W/HARDWARE	EACH	\$ 110.00	400	\$ 44,000.00
13	4" GATE HINGE, BULLDOG, GALV	EACH	\$ 8.00	1500	\$ 12,000.00
14	6' X 3' SINGLE GATE, GALV, W/HARDWARE	EACH	\$ 125.00	3	\$ 375.00
15	6' X 3' SINGLE GATE, GALV, W/HARDWARE AND (3) SBW (7' H)	EACH	\$ 150.00	3	\$ 450.00
16	6' X 12' DOUBLE GATE (2-6'), GALV, W/HARDWARE	EACH	\$ 400.00	3	\$ 1,200.00
17	6' X 12' DOUBLE GATE (2-6'), GALV, W/HARDWARE AND (3) SBW (7' H)	EACH	\$ 450.00	3	\$ 1,350.00
18	6' X 16' DOUBLE GATE (2-8'), GALV, W/HARDWARE	EACH	\$ 500.00	30	\$ 15,000.00
19	6' X 16' DOUBLE GATE (2-8'), GALV, W/HARDWARE AND (3) SBW (7' H)	EACH	\$ 550.00	30	\$ 16,500.00
20	6' X 20' DOUBLE GATE (2-10'), GALV, W/HARDWARE	EACH	\$ 650.00	15	\$ 9,750.00

APPENDIX B - BID WORKBOOK
028-15 REPAIR AND INSTALLATION OF SECURITY FENCING

21	6' X 20' DOUBLE GATE (2-10'), GALV, W/HARDWARE AND (3) SBW (7' H)	EACH	\$ 700.00	15	\$ 10,500.00
22	6' X 20' SLIDING GATE, GALV, W/HARDWARE	EACH	\$ 750.00	2	\$ 1,500.00
23	6' X 20' SLIDING GATE, GALV, W/HARDWARE AND (3) SBW (7' H)	EACH	\$ 800.00	2	\$ 1,600.00
24	8' X 3' SINGLE GATE, GALV, W/HARDWARE	EACH	\$ 150.00	3	\$ 450.00
25	8' X 3' SINGLE GATE, GALV, W/HARDWARE AND (3) SBW (9' H)	EACH	\$ 175.00	3	\$ 525.00
26	8' X 12' DOUBLE GATE (2-6'), GALV, W/HARDWARE	EACH	\$ 500.00	5	\$ 2,500.00
27	8' X 12' DOUBLE GATE (2-6'), GALV, W/HARDWARE AND (3) SBW (9' H)	EACH	\$ 550.00	5	\$ 2,750.00
28	8' X 16' DOUBLE GATE (2-8'), GALV, W/HARDWARE	EACH	\$ 525.00	25	\$ 13,125.00
29	8' X 16' DOUBLE GATE (2-8'), GALV, W/HARDWARE AND (3) SBW (9' H)	EACH	\$ 575.00	25	\$ 14,375.00
32	6' PVT MAXI-SLATS INSERTS, ALL COLORS	L.F.	\$ 5.00	15000	\$ 75,000.00
33	8' PVT MAXI-SLATS INSERTS, ALL COLORS	L.F.	\$ 6.00	9500	\$ 57,000.00
34	4' X 12' SINGLE T-LINE GATE, GALV, W/HARDWARE	EACH	\$ 125.00	100	\$ 12,500.00
35	4' X 16' SINGLE T-LINE GATE, GALV, W/HARDWARE	EACH	\$ 125.00	100	\$ 12,500.00
36	6' CHAIN LINK FABRIC, 9 AWG, 2" MESH, GALV, VINYL COATED, W/HARDWARE	L.F.	\$ 5.00	6000	\$ 30,000.00
37	8' CHAIN LINK FABRIC, 9 AWG, 2" MESH, GALV, VINYL COATED, W/HARDWARE	L.F.	\$ 6.10	21500	\$ 131,150.00
38	TENSION WIRE, 7 AWG, GALV, VINYL COATED	L.F.	\$ 0.40	21500	\$ 8,600.00
39	TOP GUARD, (3) STRANDS BARBED WIRE, GALV, VINYL COATED	L.F.	\$ 0.75	21500	\$ 16,125.00
40	TOP GUARD, ANGLE ARM BRACKET, GALV, VINYL COATED	EACH	\$ 3.75	2700	\$ 10,125.00
41	TOP RAIL, 1 5/8" SCH 40 TUBING, GALV, VINYL COATED	L.F.	\$ 2.20	27000	\$ 59,400.00
42	10' CORNER/END POST, 3" O.D. SCH 40, GALV, W/HARDWARE, VINYL COATED	EACH	\$ 80.00	1000	\$ 80,000.00
43	12' CORNER/END POST, 3" O.D. SCH 40, GALV, W/HARDWARE, VINYL COATED	EACH	\$ 90.00	1040	\$ 93,600.00
44	8' INTERMEDIATE POST, 2.5" O.D. SCH 40, GALV, W/HARDWARE, VINYL COATED	EACH	\$ 40.00	600	\$ 24,000.00
45	10' 6" INTERMEDIATE POST, 2.5" O.D. SCH 40, GALV, W/HARDWARE, VINYL COATED	EACH	\$ 50.00	2500	\$ 125,000.00
46	10' GATE POST, 4" O.D. SCH 40, GALV, W/HARDWARE, VINYL COATED	EACH	\$ 110.00	300	\$ 33,000.00
47	12' GATE POST, 4" O.D. SCH 40, GALV, W/HARDWARE, VINYL COATED	EACH	\$ 120.00	500	\$ 60,000.00
48	4" GATE HINGE, BULLDOG, GALV, VINYL COATED	EACH	\$ 15.00	1500	\$ 22,500.00
49	6' X 3' SINGLE GATE, GALV, W/HARDWARE, VINYL COATED	EACH	\$ 170.00	3	\$ 510.00
50	6' X 3' SINGLE GATE, GALV, W/HARDWARE AND (3) SBW (7' H), VINYL COATED	EACH	\$ 175.00	3	\$ 525.00
51	6' X 12' DOUBLE GATE (2-6'), GALV, W/HARDWARE, VINYL COATED	EACH	\$ 620.00	3	\$ 1,860.00
52	6' X 12' DOUBLE GATE (2-6'), GALV, W/HARDWARE AND (3) SBW (7' H), VINYL COATED	EACH	\$ 770.00	3	\$ 2,310.00
53	6' X 16' DOUBLE GATE (2-8'), GALV, W/HARDWARE, VINYL COATED	EACH	\$ 645.00	30	\$ 19,350.00
54	6' X 16' DOUBLE GATE (2-8'), GALV, W/HARDWARE AND (3) SBW (7' H), VINYL COATED	EACH	\$ 800.00	30	\$ 24,000.00
55	6' X 20' DOUBLE GATE (2-10'), GALV, W/HARDWARE, VINYL COATED	EACH	\$ 700.00	17	\$ 11,900.00

APPENDIX B - BID WORKBOOK
028-15 REPAIR AND INSTALLATION OF SECURITY FENCING

56	6' X 20' DOUBLE GATE (2-10'), GALV, W/HARDWARE AND (3) SBW (7' H), VINYL COATED	EACH	\$ 850.00	17	\$ 14,450.00
57	6' X 20' SLIDING GATE, GALV, W/HARDWARE, VINYL COATED	EACH	\$ 1,000.00	4	\$ 4,000.00
58	6' X 20' SLIDING GATE, GALV, W/HARDWARE AND (3) SBW (7' H), VINYL COATED	EACH	\$ 1,100.00	6	\$ 6,600.00
59	8' X 3' SINGLE GATE, GALV, W/HARDWARE, VINYL COATED	EACH	\$ 175.00	3	\$ 525.00
60	8' X 3' SINGLE GATE, GALV, W/HARDWARE AND (3) SBW (9' H), VINYL COATED	EACH	\$ 180.00	3	\$ 540.00
61	8' X 12' DOUBLE GATE (2-6'), GALV, W/HARDWARE, VINYL COATED	EACH	\$ 720.00	5	\$ 3,600.00
62	8' X 12' DOUBLE GATE (2-6'), GALV, W/HARDWARE AND (3) SBW (9' H), VINYL COATED	EACH	\$ 870.00	5	\$ 4,350.00
63	8' X 16' DOUBLE GATE (2-8'), GALV, W/HARDWARE, VINYL COATED	EACH	\$ 745.00	15	\$ 11,175.00
64	8' X 16' DOUBLE GATE (2-8'), GALV, W/HARDWARE AND (3) SBW (9' H), VINYL COATED	EACH	\$ 925.00	15	\$ 13,875.00
65	8' X 16' CANTILEVER GATE, GALV, W/HARDWARE AND (3) SBW (9' H), VINYL COATED	EACH	\$ 1,300.00	4	\$ 5,200.00
66	8' X 24' CANTILEVER GATE, GALV, W/HARDWARE AND (3) SBW (9' H), VINYL COATED	EACH	\$ 1,600.00	4	\$ 6,400.00
67	6' AEGIS II CLASSIC 3-RAIL	LF	\$ 78.50	1074	\$ 84,309.00
69	8' AEGIS II INVINCIBLE 3-RAIL W/TOP GUARD	LF	\$ 90.00	600	\$ 54,000.00
70	8' IMPASS II GAUNTLET 3-RAIL W/TOPGUARD	LF	\$ 150.50	600	\$ 90,300.00
71	TEMPORARY FENCING	LF	\$ 1.75	2000	\$ 3,500.00

MATERIAL SUBTOTAL: \$ 1,666,979.00

OTHER MATERIAL MARKUP PERCENTAGE (NOT TO EXCEED 20%): \$ 50,000.00 15% \$ 57,500.00

GRAND TOTAL -TRANSFER TO RESPONSE FORM ITEM No. Materials : \$ **1,724,479.00**

ARMSTRONG FENCE PRICE COMPARISON OLD CONTRACT VS. NEW		New Rates (5-YEAR)			Old Rates (3-YEAR)			Apples to Apples	
LABOR TYPE	LABOR FUNCTION	SERVICE	UNIT RATE	QTY	TOTAL	UNIT RATE	QTY	TOTAL	New Rates w/old quantities
Project Manager	Responsible for the account management, documentation, scheduling, estimation, billing, etc.	Standard Rate	\$ 25.00	1700	\$ 42,500.00	\$ 10.00	2,000	\$ 20,000.00	\$ 50,000.00
Fence Installation Foreman	Responsible for the management of helpers, jobsite efforts, sign-offs, installation, quality control for repairs, etc.	Standard Rate	\$ 40.00	8200	\$ 328,000.00	\$ 50.00	4,000	\$ 200,000.00	\$ 160,000.00
		Emergency Rate	\$ 60.00	2500	\$ 150,000.00	\$ 75.00	1,000	\$ 75,000.00	\$ 60,000.00
Fence Installation Helper	Responsible for assisting foreman, installation, cleaning jobsites, etc.	Standard Rate	\$ 30.00	9000	\$ 270,000.00	\$ 40.00	4,000	\$ 160,000.00	\$ 120,000.00
		Emergency Rate	\$ 45.00	2500	\$ 112,500.00	\$ 60.00	1,000	\$ 60,000.00	\$ 45,000.00
TOTAL			\$	903,000.00			\$	515,000.00	\$ 435,000.00

TYPE	DESCRIPTION	UNIT	New Rates (5-YEAR)			Old Rates (3-YEAR)			New Rates w/old quantities
			UNIT PRICE	QTY	EXT. PRICE	UNIT PRICE	QTY	EXT. PRICE	
1	6' CHAIN LINK FABRIC, 9 AWG, 2" MESH, GALV, W/HARDWARE	L.F.	\$ 2.60	5000	\$ 13,000.00	\$ 3.00	6,000	\$ 18,000.00	\$ 15,600.00
2	8' CHAIN LINK FABRIC, 9 AWG, 2" MESH, GALV, W/HARDWARE	L.F.	\$ 4.10	15000	\$ 61,500.00	\$ 4.10	20,000	\$ 82,000.00	\$ 82,000.00
3	TENSION WIRE, 7 AWG, GALV	L.F.	\$ 0.20	20000	\$ 4,000.00	\$ 0.15	26,000	\$ 3,900.00	\$ 5,200.00
4	TOP GUARD, (3) STRANDS BARBED WIRE, GALV	L.F.	\$ 0.50	20000	\$ 10,000.00	\$ 0.15	26,000	\$ 3,900.00	\$ 13,000.00
5	TOP GUARD, ANGLE ARM BRACKET, GALV	EACH	\$ 2.75	2000	\$ 5,500.00	\$ 2.50	2,600	\$ 6,500.00	\$ 7,150.00
6	TOP RAIL, 1 5/8" SCH 40 TUBING, GALV	L.F.	\$ 1.60	20000	\$ 32,000.00	\$ 1.75	26,000	\$ 45,500.00	\$ 41,600.00
7	10' CORNER/END POST, 3" O.D. SCH 40, GALV, W/HARDWARE	EACH	\$ 40.00	750	\$ 30,000.00	\$ 65.00	1,000	\$ 65,000.00	\$ 40,000.00
8	12' CORNER/END POST, 3" O.D. SCH 40, GALV, W/HARDWARE	EACH	\$ 75.00	750	\$ 56,250.00	\$ 75.00	1,000	\$ 75,000.00	\$ 75,000.00
9	8' INTERMEDIATE POST, 2.5" O.D. SCH 40, GALV, W/HARDWARE	EACH	\$ 18.00	500	\$ 9,000.00	\$ 30.00	600	\$ 18,000.00	\$ 10,800.00
10	10' 6" INTERMEDIATE POST, 2.5" O.D. SCH 40, GALV, W/HARDWARE	EACH	\$ 40.00	1500	\$ 60,000.00	\$ 40.00	2,000	\$ 80,000.00	\$ 80,000.00
11	10' GATE POST, 4" O.D. SCH 40, GALV, W/HARDWARE	EACH	\$ 60.00	400	\$ 24,000.00	\$ 100.00	300	\$ 30,000.00	\$ 18,000.00
12	12' GATE POST, 4" O.D. SCH 40, GALV, W/HARDWARE	EACH	\$ 110.00	400	\$ 44,000.00	\$ 110.00	500	\$ 55,000.00	\$ 55,000.00
13	8" GATE HINGE, BULLDOG, GALV	EACH	\$ 8.00	1500	\$ 12,000.00	\$ 10.00	1,500	\$ 15,000.00	\$ 12,000.00
14	6' X 3' SINGLE GATE, GALV, W/HARDWARE	EACH	\$ 125.00	3	\$ 375.00	\$ 200.00	3	\$ 600.00	\$ 375.00
15	6' X 3' SINGLE GATE, GALV, W/HARDWARE AND (3) SBW (7' H)	EACH	\$ 150.00	3	\$ 450.00	\$ 250.00	3	\$ 750.00	\$ 450.00
16	6' X 12' DOUBLE GATE (2-6'), GALV, W/HARDWARE	EACH	\$ 400.00	3	\$ 1,200.00	\$ 600.00	3	\$ 1,800.00	\$ 1,200.00
17	6' X 12' DOUBLE GATE (2-6'), GALV, W/HARDWARE AND (3) SBW (7' H)	EACH	\$ 450.00	3	\$ 1,350.00	\$ 750.00	3	\$ 2,250.00	\$ 1,350.00
18	6' X 16' DOUBLE GATE (2-8'), GALV, W/HARDWARE	EACH	\$ 500.00	30	\$ 15,000.00	\$ 625.00	50	\$ 31,250.00	\$ 25,000.00
19	6' X 16' DOUBLE GATE (2-8'), GALV, W/HARDWARE AND (3) SBW (7' H)	EACH	\$ 350.00	30	\$ 16,500.00	\$ 775.00	50	\$ 38,750.00	\$ 27,500.00
20	6' X 20' DOUBLE GATE (2-10'), GALV, W/HARDWARE	EACH	\$ 650.00	15	\$ 9,750.00	\$ 650.00	15	\$ 9,750.00	\$ 9,750.00
21	6' X 20' DOUBLE GATE (2-10'), GALV, W/HARDWARE AND (3) SBW (7' H)	EACH	\$ 700.00	15	\$ 10,500.00	\$ 800.00	15	\$ 12,000.00	\$ 10,500.00
22	6' X 20' SLIDING GATE, GALV, W/HARDWARE	EACH	\$ 750.00	2	\$ 1,500.00	\$ 1,200.00	10	\$ 12,000.00	\$ 7,500.00
23	6' X 20' SLIDING GATE, GALV, W/HARDWARE AND (3) SBW (7' H)	EACH	\$ 800.00	2	\$ 1,600.00	\$ 1,300.00	10	\$ 13,000.00	\$ 8,000.00
24	6' X 3' SINGLE GATE, GALV, W/HARDWARE	EACH	\$ 150.00	3	\$ 450.00	\$ 300.00	3	\$ 900.00	\$ 450.00
25	6' X 3' SINGLE GATE, GALV, W/HARDWARE AND (3) SBW (9' H)	EACH	\$ 175.00	3	\$ 525.00	\$ 350.00	3	\$ 1,050.00	\$ 525.00
26	6' X 12' DOUBLE GATE (2-6'), GALV, W/HARDWARE	EACH	\$ 500.00	5	\$ 2,500.00	\$ 700.00	5	\$ 3,500.00	\$ 2,500.00
27	6' X 12' DOUBLE GATE (2-6'), GALV, W/HARDWARE AND (3) SBW (9' H)	EACH	\$ 550.00	5	\$ 2,750.00	\$ 850.00	5	\$ 4,250.00	\$ 2,750.00
28	6' X 16' DOUBLE GATE (2-8'), GALV, W/HARDWARE	EACH	\$ 525.00	25	\$ 13,125.00	\$ 725.00	25	\$ 18,125.00	\$ 13,125.00
29	6' X 16' DOUBLE GATE (2-8'), GALV, W/HARDWARE AND (3) SBW (9' H)	EACH	\$ 575.00	25	\$ 14,375.00	\$ 875.00	25	\$ 21,875.00	\$ 14,375.00
32	6' PVT MAXI-SLATS INSERTS, ALL COLORS	L.F.	\$ 5.00	15000	\$ 75,000.00	\$ 5.00	15,000	\$ 75,000.00	\$ 75,000.00
33	8' PVT MAXI-SLATS INSERTS, ALL COLORS	L.F.	\$ 6.00	9500	\$ 57,000.00	\$ 6.00	20,000	\$ 120,000.00	\$ 120,000.00
34	6' X 12' SINGLE T-LINE GATE, GALV, W/HARDWARE	EACH	\$ 125.00	100	\$ 12,500.00	\$ 250.00	100	\$ 25,000.00	\$ 12,500.00
35	6' X 16' SINGLE T-LINE GATE, GALV, W/HARDWARE	EACH	\$ 125.00	100	\$ 12,500.00	\$ 350.00	100	\$ 35,000.00	\$ 12,500.00
36	6' CHAIN LINK FABRIC, 9 AWG, 2" MESH, GALV, VINYL COATED, W/HARDWARE	L.F.	\$ 5.00	6000	\$ 30,000.00	\$ 5.00	6,000	\$ 30,000.00	\$ 30,000.00
37	8' CHAIN LINK FABRIC, 9 AWG, 2" MESH, GALV, VINYL COATED, W/HARDWARE	L.F.	\$ 6.10	21500	\$ 131,150.00	\$ 6.10	10,000	\$ 61,000.00	\$ 61,000.00
38	TENSION WIRE, 7 AWG, GALV, VINYL COATED	L.F.	\$ 0.40	21500	\$ 8,600.00	\$ 0.25	16,000	\$ 4,000.00	\$ 6,400.00
39	TOP GUARD, (3) STRANDS BARBED WIRE, GALV, VINYL COATED	L.F.	\$ 0.75	21500	\$ 16,125.00	\$ 0.25	16,000	\$ 4,000.00	\$ 12,000.00
40	TOP GUARD, ANGLE ARM BRACKET, GALV, VINYL COATED	EACH	\$ 3.75	2700	\$ 10,125.00	\$ 3.50	1,600	\$ 5,600.00	\$ 6,000.00
41	TOP RAIL, 1 5/8" SCH 40 TUBING, GALV, VINYL COATED	L.F.	\$ 2.20	27000	\$ 59,400.00	\$ 2.25	16,000	\$ 36,000.00	\$ 35,200.00
42	10' CORNER/END POST, 3" O.D. SCH 40, GALV, W/HARDWARE, VINYL COATED	EACH	\$ 80.00	1000	\$ 80,000.00	\$ 80.00	1,000	\$ 80,000.00	\$ 80,000.00
43	12' CORNER/END POST, 3" O.D. SCH 40, GALV, W/HARDWARE, VINYL COATED	EACH	\$ 90.00	1040	\$ 93,600.00	\$ 90.00	1,000	\$ 90,000.00	\$ 90,000.00
44	8' INTERMEDIATE POST, 2.5" O.D. SCH 40, GALV, W/HARDWARE, VINYL COATED	EACH	\$ 40.00	600	\$ 24,000.00	\$ 40.00	600	\$ 24,000.00	\$ 24,000.00
45	10' 6" INTERMEDIATE POST, 2.5" O.D. SCH 40, GALV, W/HARDWARE, VINYL COATED	EACH	\$ 50.00	2500	\$ 125,000.00	\$ 50.00	1,000	\$ 50,000.00	\$ 50,000.00
46	10' GATE POST, 4" O.D. SCH 40, GALV, W/HARDWARE, VINYL COATED	EACH	\$ 110.00	300	\$ 33,000.00	\$ 110.00	300	\$ 33,000.00	\$ 33,000.00
47	12' GATE POST, 4" O.D. SCH 40, GALV, W/HARDWARE, VINYL COATED	EACH	\$ 120.00	500	\$ 60,000.00	\$ 120.00	500	\$ 60,000.00	\$ 60,000.00
48	8" GATE HINGE, BULLDOG, GALV, VINYL COATED	EACH	\$ 15.00	1500	\$ 22,500.00	\$ 15.00	1,500	\$ 22,500.00	\$ 22,500.00
49	6' X 3' SINGLE GATE, GALV, W/HARDWARE, VINYL COATED	EACH	\$ 170.00	3	\$ 510.00	\$ 210.00	3	\$ 630.00	\$ 510.00
50	6' X 3' SINGLE GATE, GALV, W/HARDWARE AND (3) SBW (7' H), VINYL COATED	EACH	\$ 175.00	3	\$ 525.00	\$ 260.00	3	\$ 780.00	\$ 525.00
51	6' X 12' DOUBLE GATE (2-6'), GALV, W/HARDWARE, VINYL COATED	EACH	\$ 620.00	3	\$ 1,860.00	\$ 620.00	3	\$ 1,860.00	\$ 1,860.00
52	6' X 12' DOUBLE GATE (2-6'), GALV, W/HARDWARE AND (3) SBW (7' H), VINYL COATED	EACH	\$ 770.00	3	\$ 2,310.00	\$ 770.00	3	\$ 2,310.00	\$ 2,310.00
53	6' X 16' DOUBLE GATE (2-8'), GALV, W/HARDWARE, VINYL COATED	EACH	\$ 645.00	30	\$ 19,350.00	\$ 645.00	50	\$ 32,250.00	\$ 32,250.00
54	6' X 16' DOUBLE GATE (2-8'), GALV, W/HARDWARE AND (3) SBW (7' H), VINYL COATED	EACH	\$ 800.00	30	\$ 24,000.00	\$ 800.00	50	\$ 40,000.00	\$ 40,000.00
55	6' X 20' DOUBLE GATE (2-10'), GALV, W/HARDWARE, VINYL COATED	EACH	\$ 700.00	17	\$ 11,900.00	\$ 700.00	15	\$ 10,500.00	\$ 10,500.00
56	6' X 20' DOUBLE GATE (2-10'), GALV, W/HARDWARE AND (3) SBW (7' H), VINYL COATED	EACH	\$ 850.00	17	\$ 14,450.00	\$ 850.00	15	\$ 12,750.00	\$ 12,750.00
57	6' X 20' SLIDING GATE, GALV, W/HARDWARE, VINYL COATED	EACH	\$ 1,000.00	4	\$ 4,000.00	\$ 1,300.00	10	\$ 13,000.00	\$ 10,000.00
58	6' X 20' SLIDING GATE, GALV, W/HARDWARE AND (3) SBW (7' H), VINYL COATED	EACH	\$ 1,100.00	6	\$ 6,600.00	\$ 1,400.00	10	\$ 14,000.00	\$ 11,000.00
59	6' X 3' SINGLE GATE, GALV, W/HARDWARE, VINYL COATED	EACH	\$ 175.00	3	\$ 525.00	\$ 310.00	3	\$ 930.00	\$ 525.00
60	6' X 3' SINGLE GATE, GALV, W/HARDWARE AND (3) SBW (9' H), VINYL COATED	EACH	\$ 180.00	3	\$ 540.00	\$ 360.00	3	\$ 1,080.00	\$ 540.00
61	6' X 12' DOUBLE GATE (2-6'), GALV, W/HARDWARE, VINYL COATED	EACH	\$ 720.00	5	\$ 3,600.00	\$ 720.00	5	\$ 3,600.00	\$ 3,600.00
62	6' X 12' DOUBLE GATE (2-6'), GALV, W/HARDWARE AND (3) SBW (9' H), VINYL COATED	EACH	\$ 870.00	5	\$ 4,350.00	\$ 870.00	5	\$ 4,350.00	\$ 4,350.00
63	6' X 16' DOUBLE GATE (2-8'), GALV, W/HARDWARE, VINYL COATED	EACH	\$ 745.00	15	\$ 11,175.00	\$ 745.00	25	\$ 18,625.00	\$ 18,625.00
64	6' X 16' DOUBLE GATE (2-8'), GALV, W/HARDWARE AND (3) SBW (9' H), VINYL COATED	EACH	\$ 925.00	15	\$ 13,875.00	\$ 925.00	25	\$ 23,125.00	\$ 23,125.00
65	6' X 16' CANTILEVER GATE, GALV, W/HARDWARE AND (3) SBW (9' H), VINYL COATED	EACH	\$ 1,300.00	4	\$ 5,200.00	\$ 1,500.00	40	\$ 60,000.00	\$ 52,000.00
66	6' X 24' CANTILEVER GATE, GALV, W/HARDWARE AND (3) SBW (9' H), VINYL COATED	EACH	\$ 1,600.00	4	\$ 6,400.00	\$ 2,100.00	40	\$ 84,000.00	\$ 64,000.00
67	6' AEGIS II CLASSIC 3-RAIL	L.F.	\$ 78.50	1074	\$ 84,309.00	N/A	N/A	N/A	N/A
69	8' AEGIS II INVINCIBLE 3-RAIL W/TOP GUARD	L.F.	\$ 90.00	600	\$ 54,000.00	N/A	N/A	N/A	N/A
70	8' IMPASS II GAUNTLET 3-RAIL W/TOPGUARD	L.F.	\$ 150.50	600	\$ 90,300.00	N/A	N/A	N/A	N/A
71	TEMPORARY FENCING	L.F.	\$ 1.75	2000	\$ 3,500.00	N/A	N/A	N/A	N/A
	8' x 16' CANTILEVER GATE, GALV, W/HARDWARE AND (3) SBW (9' H)	EACH	N/A	N/A	N/A	\$ 1,400.00	40	\$ 56,000.00	N/A
	8' x 24' CANTILEVER GATE, GALV, W/HARDWARE AND (3) SBW (9' H)	EACH	N/A	N/A	N/A	\$ 2,000.00	40	\$ 80,000.00	N/A
TOTAL					\$ 1,666,979.00	\$ 1,884,540.00			\$ 1,599,270.00
GRAND TOTAL					\$ 2,569,979.00	\$ 2,399,540.00			\$ 2,034,270.00

PERCENTAGE MARKUP FOR ITEMS NOT ON LIST

15%

30%

Annual Savings \$ 121,756.67

Savings Percentage 15%

037-19 Comparison of Responses														Armstrong 1st Round		Armstrong BAFO		A Norman Fence 1st Round		A Norman Fence BAFO		Vigneaux Corp 1st Round	
LABOR TYPE	LABOR FUNCTION	SERVICE	QTY	UNIT RATE	TOTAL	UNIT RATE	TOTAL	UNIT RATE	TOTAL	UNIT RATE	TOTAL	UNIT RATE	TOTAL	UNIT RATE	TOTAL	UNIT RATE	TOTAL	UNIT RATE	TOTAL	UNIT RATE	TOTAL	UNIT RATE	TOTAL
Project Manager	Responsible for the account management, documentation, scheduling, estimation, billing, etc.	Standard Rate	1700	\$ 10.00	\$ 17,000.00	\$ 25.00	\$ 42,500.00	\$ 10.00	\$ 17,000.00	\$ 10.00	\$ 17,000.00	\$ 60.00	\$ 102,000.00										
Fence Installation Foreman	Responsible for the management of helpers, jobsite efforts, sign-offs, installation, quality control for repairs, etc.	Standard Rate	8200	\$ 50.00	\$ 410,000.00	\$ 40.00	\$ 328,000.00	\$ 50.00	\$ 410,000.00	\$ 50.00	\$ 410,000.00	\$ 60.00	\$ 492,000.00										
		Emergency Rate	2500	\$ 75.00	\$ 187,500.00	\$ 60.00	\$ 150,000.00	\$ 75.00	\$ 187,500.00	\$ 75.00	\$ 187,500.00	\$ 70.00	\$ 175,000.00										
Fence Installation Helper	Responsible for assisting foreman, installation, cleaning jobsites, etc.	Standard Rate	9000	\$ 40.00	\$ 360,000.00	\$ 30.00	\$ 270,000.00	\$ 40.00	\$ 360,000.00	\$ 40.00	\$ 360,000.00	\$ 30.00	\$ 270,000.00										
		Emergency Rate	2500	\$ 60.00	\$ 150,000.00	\$ 45.00	\$ 112,500.00	\$ 60.00	\$ 150,000.00	\$ 60.00	\$ 150,000.00	\$ 40.00	\$ 100,000.00										
LABOR TOTAL					\$ 1,124,500.00		\$ 903,000.00		\$ 1,124,500.00		\$ 1,124,500.00		\$ 1,139,000.00										
TYPE	DESCRIPTION	UNIT	QTY	UNIT PRICE	EXT. PRICE	UNIT PRICE	EXT. PRICE	UNIT PRICE	EXT. PRICE	UNIT PRICE	EXT. PRICE	UNIT PRICE	EXT. PRICE										
1	6" CHAIN LINK FABRIC, 9 AWG, 2" MESH, GALV, W/WHARDWARE	L.F.	5000	\$ 2.75	\$ 13,750.00	\$ 2.60	\$ 13,000.00	\$ 3.20	\$ 16,000.00	\$ 3.20	\$ 16,000.00	\$ 4.15	\$ 20,750.00										
2	8" CHAIN LINK FABRIC, 9 AWG, 2" MESH, GALV, W/WHARDWARE	L.F.	15000	\$ 4.50	\$ 67,500.00	\$ 4.10	\$ 61,500.00	\$ 4.30	\$ 64,500.00	\$ 4.30	\$ 64,500.00	\$ 5.51	\$ 82,650.00										
3	TENSION WIRE, 7 AWG, GALV	L.F.	20000	\$ 0.25	\$ 5,000.00	\$ 0.20	\$ 4,000.00	\$ 0.20	\$ 4,000.00	\$ 0.20	\$ 4,000.00	\$ 0.15	\$ 3,000.00										
4	TOP GUARD, (3) STRANDS BARBED WIRE, GALV	L.F.	20000	\$ 1.00	\$ 20,000.00	\$ 0.50	\$ 10,000.00	\$ 0.20	\$ 4,000.00	\$ 0.20	\$ 4,000.00	\$ 0.09	\$ 1,800.00										
5	TOP GUARD, SINGLE ARM BRACKET, GALV	EACH	2000	\$ 3.00	\$ 6,000.00	\$ 2.75	\$ 5,500.00	\$ 3.00	\$ 6,000.00	\$ 3.00	\$ 6,000.00	\$ 4.52	\$ 9,040.00										
6	TOP RAIL, 1.5" SCH 40 TUBING, GALV	L.F.	20000	\$ 1.60	\$ 32,000.00	\$ 1.80	\$ 36,000.00	\$ 1.80	\$ 36,000.00	\$ 1.80	\$ 36,000.00	\$ 1.99	\$ 39,800.00										
7	10" CORNER/END POST, 3" O.D. SCH 40, GALV, W/WHARDWARE	EACH	750	\$ 50.00	\$ 37,500.00	\$ 40.00	\$ 30,000.00	\$ 65.00	\$ 48,750.00	\$ 65.00	\$ 48,750.00	\$ 87.05	\$ 65,287.50										
8	12" CORNER/END POST, 3" O.D. SCH 40, GALV, W/WHARDWARE	EACH	750	\$ 85.00	\$ 63,750.00	\$ 75.00	\$ 56,250.00	\$ 80.00	\$ 60,000.00	\$ 80.00	\$ 60,000.00	\$ 89.57	\$ 67,172.50										
9	8" INTERMEDIATE POST, 2.5" O.D. SCH 40, GALV, W/WHARDWARE	EACH	500	\$ 18.00	\$ 9,000.00	\$ 18.00	\$ 9,000.00	\$ 30.00	\$ 15,000.00	\$ 30.00	\$ 15,000.00	\$ 30.63	\$ 15,315.00										
10	10" 6" INTERMEDIATE POST, 2.5" O.D. SCH 40, GALV, W/WHARDWARE	EACH	1500	\$ 50.00	\$ 75,000.00	\$ 40.00	\$ 60,000.00	\$ 40.00	\$ 60,000.00	\$ 40.00	\$ 60,000.00	\$ 40.19	\$ 60,285.00										
11	10" GATE POST, 4" O.D. SCH 40, GALV, W/WHARDWARE	EACH	400	\$ 60.00	\$ 24,000.00	\$ 60.00	\$ 24,000.00	\$ 105.00	\$ 42,000.00	\$ 105.00	\$ 42,000.00	\$ 119.20	\$ 47,680.00										
12	12" GATE POST, 4" O.D. SCH 40, GALV, W/WHARDWARE	EACH	400	\$ 125.00	\$ 50,000.00	\$ 110.00	\$ 44,000.00	\$ 115.00	\$ 46,000.00	\$ 115.00	\$ 46,000.00	\$ 131.74	\$ 52,696.00										
13	4" GATE HINGE, BULLDOG, GALV	EACH	1500	\$ 8.00	\$ 12,000.00	\$ 8.00	\$ 12,000.00	\$ 11.00	\$ 16,500.00	\$ 11.00	\$ 16,500.00	\$ 19.26	\$ 28,890.00										
14	6" X 3" SINGLE GATE, GALV, W/WHARDWARE	EACH	3	\$ 125.00	\$ 375.00	\$ 125.00	\$ 375.00	\$ 150.00	\$ 450.00	\$ 150.00	\$ 450.00	\$ 292.06	\$ 876.18										
15	6" X 3" SINGLE GATE, GALV, W/WHARDWARE AND (1) SBW (7" H)	EACH	3	\$ 150.00	\$ 450.00	\$ 150.00	\$ 450.00	\$ 160.00	\$ 480.00	\$ 160.00	\$ 480.00	\$ 503.14	\$ 1,509.42										
16	6" X 12" DOUBLE GATE (2-6), GALV, W/WHARDWARE	EACH	3	\$ 400.00	\$ 1,200.00	\$ 400.00	\$ 1,200.00	\$ 600.00	\$ 1,800.00	\$ 600.00	\$ 1,800.00	\$ 864.96	\$ 2,594.88										
17	6" X 12" DOUBLE GATE (2-6), GALV, W/WHARDWARE AND (1) SBW (7" H)	EACH	3	\$ 450.00	\$ 1,350.00	\$ 450.00	\$ 1,350.00	\$ 700.00	\$ 2,100.00	\$ 700.00	\$ 2,100.00	\$ 1,139.43	\$ 3,418.29										
18	6" X 16" DOUBLE GATE (2-8), GALV, W/WHARDWARE	EACH	30	\$ 500.00	\$ 15,000.00	\$ 500.00	\$ 15,000.00	\$ 650.00	\$ 19,500.00	\$ 650.00	\$ 19,500.00	\$ 1,101.83	\$ 33,054.90										
19	6" X 16" DOUBLE GATE (2-8), GALV, W/WHARDWARE AND (1) SBW (7" H)	EACH	30	\$ 550.00	\$ 16,500.00	\$ 550.00	\$ 16,500.00	\$ 780.00	\$ 23,400.00	\$ 780.00	\$ 23,400.00	\$ 1,163.36	\$ 34,900.80										
20	6" X 20" DOUBLE GATE (2-10), GALV, W/WHARDWARE	EACH	15	\$ 650.00	\$ 9,750.00	\$ 650.00	\$ 9,750.00	\$ 700.00	\$ 10,500.00	\$ 700.00	\$ 10,500.00	\$ 1,448.00	\$ 21,720.00										
21	6" X 20" DOUBLE GATE (2-10), GALV, W/WHARDWARE AND (1) SBW (7" H)	EACH	15	\$ 700.00	\$ 10,500.00	\$ 700.00	\$ 10,500.00	\$ 700.00	\$ 10,500.00	\$ 700.00	\$ 10,500.00	\$ 1,426.82	\$ 21,402.30										
22	6" X 30" SLIDING GATE, GALV, W/WHARDWARE	EACH	2	\$ 850.00	\$ 1,700.00	\$ 750.00	\$ 1,500.00	\$ 1,200.00	\$ 2,400.00	\$ 1,200.00	\$ 2,400.00	\$ 1,297.54	\$ 2,595.16										
23	6" X 30" SLIDING GATE, GALV, W/WHARDWARE AND (1) SBW (7" H)	EACH	2	\$ 900.00	\$ 1,800.00	\$ 800.00	\$ 1,600.00	\$ 1,300.00	\$ 2,600.00	\$ 1,300.00	\$ 2,600.00	\$ 1,347.98	\$ 2,695.96										
24	8" X 3" SINGLE GATE, GALV, W/WHARDWARE	EACH	3	\$ 150.00	\$ 450.00	\$ 150.00	\$ 450.00	\$ 360.00	\$ 1,080.00	\$ 360.00	\$ 1,080.00	\$ 434.69	\$ 1,304.07										
25	8" X 3" SINGLE GATE, GALV, W/WHARDWARE AND (1) SBW (6" H)	EACH	3	\$ 200.00	\$ 600.00	\$ 175.00	\$ 525.00	\$ 370.00	\$ 1,110.00	\$ 370.00	\$ 1,110.00	\$ 489.03	\$ 1,467.09										
26	8" X 12" DOUBLE GATE (2-6), GALV, W/WHARDWARE	EACH	5	\$ 600.00	\$ 3,000.00	\$ 500.00	\$ 2,500.00	\$ 750.00	\$ 3,750.00	\$ 750.00	\$ 3,750.00	\$ 1,022.20	\$ 5,111.00										
27	8" X 12" DOUBLE GATE (2-6), GALV, W/WHARDWARE AND (1) SBW (6" H)	EACH	5	\$ 650.00	\$ 3,250.00	\$ 550.00	\$ 2,750.00	\$ 800.00	\$ 4,000.00	\$ 800.00	\$ 4,000.00	\$ 1,152.46	\$ 5,762.30										
28	8" X 16" DOUBLE GATE (2-8), GALV, W/WHARDWARE	EACH	25	\$ 600.00	\$ 15,000.00	\$ 525.00	\$ 13,125.00	\$ 750.00	\$ 18,750.00	\$ 750.00	\$ 18,750.00	\$ 1,087.26	\$ 27,181.50										
29	8" X 16" DOUBLE GATE (2-8), GALV, W/WHARDWARE AND (1) SBW (6" H)	EACH	25	\$ 750.00	\$ 18,750.00	\$ 575.00	\$ 14,375.00	\$ 900.00	\$ 22,500.00	\$ 900.00	\$ 22,500.00	\$ 1,221.81	\$ 30,545.25										
32	6" PVT MAXI-SLATS INSERTS, ALL COLORS	L.F.	15000	\$ 5.00	\$ 75,000.00	\$ 5.00	\$ 75,000.00	\$ 5.00	\$ 75,000.00	\$ 5.00	\$ 75,000.00	\$ 6.16	\$ 92,400.00										
33	8" PVT MAXI-SLATS INSERTS, ALL COLORS	L.F.	9500	\$ 6.00	\$ 57,000.00	\$ 6.00	\$ 57,000.00	\$ 6.00	\$ 57,000.00	\$ 6.00	\$ 57,000.00	\$ 8.16	\$ 77,520.00										
34	4" X 12" SINGLE T-LINE GATE, GALV, W/WHARDWARE	EACH	100	\$ 125.00	\$ 12,500.00	\$ 125.00	\$ 12,500.00	\$ 350.00	\$ 35,000.00	\$ 350.00	\$ 35,000.00	\$ 265.90	\$ 26,590.00										
35	4" X 16" SINGLE T-LINE GATE, GALV, W/WHARDWARE	EACH	100	\$ 125.00	\$ 12,500.00	\$ 125.00	\$ 12,500.00	\$ 390.00	\$ 39,000.00	\$ 390.00	\$ 39,000.00	\$ 265.90	\$ 26,590.00										
36	6" CHAIN LINK FABRIC, 9 AWG, 2" MESH, GALV, VINYL COATED, W/WHARDWARE	L.F.	6000	\$ 7.00	\$ 42,000.00	\$ 5.00	\$ 30,000.00	\$ 5.00	\$ 30,000.00	\$ 5.00	\$ 30,000.00	\$ 3.33	\$ 19,980.00										
37	8" CHAIN LINK FABRIC, 9 AWG, 2" MESH, GALV, VINYL COATED, W/WHARDWARE	L.F.	21500	\$ 9.00	\$ 193,500.00	\$ 6.10	\$ 131,150.00	\$ 6.00	\$ 129,000.00	\$ 6.00	\$ 129,000.00	\$ 4.44	\$ 95,460.00										
38	TENSION WIRE, 7 AWG, GALV, VINYL COATED	L.F.	21500	\$ 1.00	\$ 21,500.00	\$ 0.40	\$ 8,600.00	\$ 0.25	\$ 5,375.00	\$ 0.25	\$ 5,375.00	\$ 0.17	\$ 3,655.00										
39	TOP GUARD, (3) STRANDS BARBED WIRE, GALV, VINYL COATED	L.F.	21500	\$ 4.00	\$ 86,000.00	\$ 0.75	\$ 16,125.00	\$ 0.25	\$ 5,375.00	\$ 0.25	\$ 5,375.00	\$ 0.44	\$ 9,460.00										
40	TOP GUARD, SINGLE ARM BRACKET, GALV, VINYL COATED	EACH	2700	\$ 5.00	\$ 13,500.00	\$ 3.75	\$ 10,125.00	\$ 8.00	\$ 21,600.00	\$ 8.00	\$ 21,600.00	\$ 15.60	\$ 42,120.00										
41	TOP RAIL, 1.5" SCH 40 TUBING, GALV, VINYL COATED	L.F.	27000	\$ 2.20	\$ 59,400.00	\$ 2.20	\$ 59,400.00	\$ 2.40	\$ 64,800.00	\$ 2.40	\$ 64,800.00	\$ 2.78	\$ 75,060.00										
42	10" CORNER/END POST, 3" O.D. SCH 40, GALV, W/WHARDWARE, VINYL COATED	EACH	1000	\$ 90.00	\$ 90,000.00	\$ 80.00	\$ 80,000.00	\$ 90.00	\$ 90,000.00	\$ 90.00	\$ 90,000.00	\$ 94.50	\$ 94,500.00										
43	12" CORNER/END POST, 3" O.D. SCH 40, GALV, W/WHARDWARE, VINYL COATED	EACH	1040	\$ 100.00	\$ 104,000.00	\$ 90.00	\$ 93,600.00	\$ 100.00	\$ 104,000.00	\$ 100.00	\$ 104,000.00	\$ 109.50	\$ 113,880.00										
44	8" INTERMEDIATE POST, 2.5" O.D. SCH 40, GALV, W/WHARDWARE, VINYL COATED	EACH	600	\$ 50.00	\$ 30,000.00	\$ 40.00	\$ 24,000.00	\$ 40.00	\$ 24,000.00	\$ 40.00	\$ 24,000.00	\$ 34.83	\$ 20,898.00										
45	10" 6" INTERMEDIATE POST, 2.5" O.D. SCH 40, GALV, W/WHARDWARE, VINYL COATED	EACH	2500	\$ 75.00	\$ 187,500.00	\$ 50.00	\$ 125,000.00	\$ 50.00	\$ 125,000.00	\$ 50.00	\$ 125,000.00	\$ 51.75	\$ 129,375.00										
46	10" GATE POST, 4" O.D. SCH 40, GALV, W/WHARDWARE, VINYL COATED	EACH	300	\$ 200.00	\$ 60,000.00	\$ 110.00	\$ 33,000.00	\$ 120.00	\$ 36,000.00	\$ 120.00	\$ 36,000.00	\$ 127.70	\$ 38,310.00										
47	12" GATE POST, 4" O.D. SCH 40, GALV, W/WHARDWARE, VINYL COATED	EACH	500	\$ 225.00	\$ 112,500.00	\$ 150.00	\$ 60,000.00	\$ 130.00	\$ 65,000.00	\$ 130.00	\$ 65,000.00	\$ 134.43	\$ 67,215.00										
48	4" GATE HINGE, BULLDOG, GALV, VINYL COATED	EACH	1500	\$ 15.00	\$ 22,500.00	\$ 15.00	\$ 22,500.00	\$ 18.00	\$ 27,000.00	\$ 18.00	\$ 27,000.00	\$ 17.64	\$ 26,460.00										
49	6" X 3" SINGLE GATE, GALV, W/WHARDWARE, VINYL COATED	EACH	3	\$ 170.00	\$ 510.00	\$ 170.00	\$ 510.00	\$ 250.00	\$ 750.00	\$ 250.00	\$ 750.00	\$ 449.54	\$ 1,348.62										
50	6" X 3" SINGLE GATE, GALV, W/WHARDWARE AND (1) SBW (7" H), VINYL COATED	EACH	3	\$ 175.00	\$ 525.00	\$ 175.00	\$ 525.00	\$ 300.00	\$ 900.00	\$ 300.00	\$ 900.00	\$ 468.22	\$ 1,404.66										
51	6" X 12" DOUBLE GATE (2-6), GALV, W/WHARDWARE, VINYL COATED	EACH	3	\$ 800.00	\$ 2,400.00	\$ 620.00	\$ 1,860.00	\$ 700.00	\$ 2,100.00	\$ 700.00	\$ 2,100.00	\$ 1,028.75	\$ 3,086.25										
52	6" X 12" DOUBLE GATE (2-6), GALV, W/WHARDWARE AND (1) SBW (7" H), VINYL COATED	EACH	3	\$ 1,000.00	\$ 3,000.00	\$ 770.00	\$ 2,310.00	\$ 800.00	\$ 2,400.00	\$ 800.00	\$ 2,400.00	\$ 1,079.68	\$ 3,239.04										
53	6" X 16" DOUBLE GATE (2-8), GALV, W/WHARDWARE, VINYL COATED	EACH	30	\$ 750.00	\$ 22,500.00	\$ 645.00	\$ 19,350.00	\$ 700.00	\$ 21,000.00	\$ 700.00	\$ 21,000.00	\$ 1,239.15	\$ 37,174.50										
54	6" X 16" DOUBLE GATE (2-8), GALV, W/WHARDWARE AND (1) SBW (7" H), VINYL COATED	EACH	30	\$ 850.00	\$ 25,500.00	\$ 800.00	\$ 24,000.00	\$ 760.00	\$ 22,800.00	\$ 760.00	\$ 22,800.00	\$ 1,369.13	\$ 41,073.90										
55	6" X 20" DOUBLE GATE (2-10), GALV, W/WHARDWARE, VINYL COATED	EACH	17	\$ 900.00	\$ 15,300.00	\$ 700.00	\$ 11,900.00	\$ 800.00	\$ 13,600.00	\$ 800.00	\$ 13,600.00	\$ 1,774.71	\$ 30,170.07										
56	6" X 20" DOUBLE GATE (2-10), GALV, W/WHARDWARE AND (1) SBW (7" H), VINYL COATED	EACH	17	\$ 950.00	\$ 16,150.00	\$ 850.00	\$ 14,450.00	\$ 800.00	\$ 13,600.00	\$ 800.00	\$ 13,600.00	\$ 1,920.68	\$ 32,651.56										
57	6" X 30" SLIDING GATE, GALV, W/WHARDWARE, VINYL COATED	EACH	4	\$ 1,100.00	\$ 4,400.00	\$ 1,000.00	\$ 4,000.00	\$ 1,400.00	\$ 5,600.00	\$ 1,400.00	\$ 5,600.00	\$ 1,489.07	\$ 5,936.28										
58	6" X 30" SLIDING GATE, GALV, W/WHARDWARE AND (1) SBW (7" H), VINYL COATED	EACH	6	\$ 1,200.00	\$ 7,200.00	\$ 1,100.00	\$ 6,600.00	\$ 1,500.00	\$ 9,000.00	\$ 1,500.00	\$ 9,000.00	\$ 1,525.85	\$ 9,155.10										
59	8" X 3" SINGLE GATE, GALV, W/WHARDWARE, VINYL COATED	EACH	3	\$ 175.00	\$ 525.00	\$ 175.00	\$ 525.00	\$ 400.00	\$ 1,200.00	\$ 400.00	\$ 1,200.00	\$ 563.65	\$ 1,690.95										
60	8" X 3" SINGLE GATE, GALV, W/WHARDWARE AND (1) SBW (6" H), VINYL COATED	EACH	3	\$ 180.00	\$ 540.00	\$ 180.00	\$ 540.00	\$ 450.00	\$ 1,350.00	\$ 450.00	\$ 1,350.00	\$ 634.11</											