

## AWARDS COMMITTEE

### MINUTES

Awards Committee met on **March 7, 2019**, in the Conference Room, 8th Floor, JEA Tower, 21 West Church Street, Jacksonville, Florida. The meeting was called to order at 10:01 a.m. Members in attendance were Jenny McCollum as Chairperson, Laure Whitmer as Budget Representative, Emerson Lotzia as General Counsel Representative; with John McCarthy, Deryle Calhoun, Steve Tuten, and Gabor Acs as voting Committee Members;

Jason Behr, Cecil Camacho, David King, Rodney Lovgren, Joe Perez, Baley Brunell, Steve McInall, Samuel Ramirez, Jin Woo Mir Roh, Lisa Pleasants, Colin Roddy, Heather Beard, Rachelle Weir, Maurice Scarborough, Kenny Pearson, Dan Kruck, Michael Dvoroznak, Shannon Tremain, Thaliah Smith

#### Awards:

1. Approval of the minutes from the last meeting (02/28/2019). **APPROVED**
2. 156-18 – Request approval to award a contract to CDM Smith Inc., for engineering services for the Integrated Water Resource Plan (IWRP) project in the amount of \$1,095,792.00, subject to the availability of lawfully appropriated funds. **APPROVED w/Discussion**
3. Request approval to award a change order to Reliable Substation Services, Inc., for construction services for the Kennedy 69/13 kV Substation Switchgear in the amount of \$129,714.00, for a new not-to-exceed amount of \$478,214.00, subject to the availability of lawfully appropriated funds. **APPROVED w/Discussion**
4. **DEFERRED** - 036-19 - Request approval to award a contract to Coggin Ford (\$5,486,429.55), Kenworth of Jacksonville Inc. (\$5,042,030.58), AutoNation Ford and Lincoln (\$2,666,871.77), and Maudlin International Truck & Trailer (\$1,037,366.00) for JEA Fleet Services Light, Medium, and Heavy Duty Vehicle Equipment Maintenance and Repair in the amount of \$14,396,040.90, subject to the availability of lawfully appropriated funds.
5. Request approval to award a contract increase to Gate Fleet Services for Fuel Supply, Fuel Cards, & Related Services in the amount of \$3,069,171.48, for a new total not-to-exceed amount of \$4,509,973.11, subject to the availability of lawfully appropriated funds. **APPROVED w/Discussion**
6. Request approval to award a contract renewal to Ace Pole Inc. for the supply of Wood Utility Poles in the amount of \$687,561.64, for a new total not-to-exceed amount of \$2,850,074.74, subject to the availability of lawfully appropriated funds. **APPROVED w/Discussion**
7. 017-19 – Request approval to award a five (5) year contract to Bob’s Barricades, for Barricade Services in the amount of \$1,685,175.00, subject to the availability of lawfully appropriated funds. **APPROVED w/Discussion**
8. 018-19 – Request approval to award a five (5) year contract to Premier Communications, Williams Industrial and Cogburn Bros Inc, for Electrical GC Services in the amount of \$2,677,600.00, subject to the availability of lawfully appropriated funds. **APPROVED w/Discussion**

9. **DEFERRED** - Request approval to award a change order to Capps Land Management & Material LLC, for construction services for the Beaver St - Lane Ave to Carnegie St - Trans Water Main Project in the amount of \$78,508.14 for a new not-to-exceed amount of \$425,756.80, subject to the availability of lawfully appropriated funds.
  
10. 034-19 – Request approval to award a contract to Petticoat-Schmitt Civil Contractors, Inc. for construction services for the District II Primary Clarifier #2 and #3 Rehabilitation project in the amount of \$3,576,554.13, subject to the availability of lawfully appropriated funds. Approval of the minutes from the last meeting (02/21/2019). **APPROVED w/Discussion**

**Ratifications:** N/A

**Informational Items:** N/A

**Public Comments:** N/A

**Adjournment:** 10:34 a.m.



## Formal Bid and Award System

Award #2 March 7, 2019

**Type of Award Request:** PROPOSAL (RFP)  
**Request #:** 6273  
**Requestor Name:** Porter, George L. - Water Sewer System Planning Specialist  
**Requestor Phone:** (904) 665-8965  
**Project Title:** Integrated Water Resource Plan (IWRP)  
**Project Number:** 20427  
**Project Location:** JEA  
**Funds:** O&M  
**Budget Estimate:** \$1,000,000.00

### Scope of Work:

The intent of this project is to develop a holistic, comprehensive, integrated and sustainable plan and schedule for managing the production, treatment, transmission, and delivery of JEA's water supplies for the next 50 years. Additionally a targeted and cost-effective Demand Side Management (DSM) strategy with recommendations for implementation will be developed in order to assist with future JEA water conservation program development. This Integrated Water Resource Plan (IWRP) will recommend the next beneficial incremental water supply needed to increase system flexibility and resiliency.

This award positively impacts three (3) of JEA's Measures of Value:

- Customer Value – This study will provide JEA with a plan to provide water service throughout the next 50 years.
- Environmental Value – This study will allow JEA to plan for a sustainable future water supply for our growing customer base.
- Financial Value – Multiple water supply options will be evaluated as part of this study to assure the most economical solutions are chosen.

**JEA IFB/RFP/State/City/GSA#:** 156-18  
**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	\$1,095,792.00

**Amount for entire term of Contract/PO:** \$1,095,792.00  
**Award Amount for remainder of this FY:** \$420,00.00  
**Length of Contract/PO Term:** Project Completion  
**Begin Date (mm/dd/yyyy):** 03/28/2019  
**End Date (mm/dd/yyyy):** Project Completion (Expected: September 2020)

**JSEB Requirement:**

Five Percent (5%) Evaluation Criteria

**Comments on JSEB Requirements:**

Four Waters Engineering (Cost Analysis) – 6.4%

**PROPOSERS:**

Name	Amount	Rank
CDM SMITH INC.	\$1,095,792.00	1
JACOBS ENGINEERING GROUP INC.	N/A	2

**Background/Recommendations:**

Advertised on 09/05/2018. Six (6) prime companies attended the mandatory pre-proposal meeting held on 09/12/2018. At proposal opening on 10/09/2018, JEA received two (2) Proposals. The public evaluation meeting was held on 11/26/2018 and JEA deemed CDM Smith Inc. most qualified to perform the work. A copy of the evaluation matrix and negotiated schedule and fees are attached as backup. It should be noted that other companies did not submit proposals due to the specialty nature of this work.

Negotiations with CDM Smith Inc. were successfully completed. The proposed fee of \$1,095,792.00 is 9.6% higher than estimated, and is deemed reasonable when compared to past IWRP studies from other utilities. This award covers two areas of focus for JEA. The first is a plan for managing JEA's water supply for the next fifty (50) years, providing the most economical future water supply sources and options. The second area of focus is to develop a targeted and cost-effective demand-side management (DSM) strategy, focusing on ways to reduce future customer water demand. This study is not intended to design any construction projects, but the study will identify future projects to ensure JEA's future water supply. A budget trend was not needed for this award.

The project details are below:

- Study Budget Estimate (at the time of Proposal): \$1,000,00.00
- Total Study Cost: \$1,095,792.00 (IWRP: \$685,154.00, DSM: \$410,638.00)
- Study Completion Date: Expected - September 2020

156-18 – Request approval to award a contract to CDM Smith Inc. for engineering services for the Integrated Water Resource Plan (IWRP) project in the amount of 1,095,792.00, subject to the availability of lawfully appropriated funds.

**Manager:** Dvoroznak, Michael T. - Manager, W/WW System Planning

**Director:** Marshall, Raynetta C. - Dir W/WW Planning & Development

**VP:** McInall, Steven G. - VP & Chief Energy & Water Planning

**APPROVALS:**

 3/7/19

**Chairman, Awards Committee** **Date**

 3/7/19

**Manager, Capital Budget Planning** **Date**



## Formal Bid and Award System

Award #3 March 7, 2019

**Type of Award Request:** CHANGE ORDER  
**Request #:** 6544  
**Requestor Name:** JinWoo (Mir) Roh.  
**Requestor Phone:** (904) 665-5887  
**Project Title:** Construction Services for the Kennedy 69/13 kV Substation Switchgear and Station Service Replacement  
**Project Number:** 8003453  
**Project Location:** JEA  
**Funds:** Capital  
**Budget Estimate:** \$300,000.00

**Scope of Work:**

The Kennedy Substation 13 kV switchgear (placed in service in the 1950's) has reached the end of its serviceable life and many replacement parts are no longer available. The tie breaker and adjacent cubicles experienced a catastrophic fault in FY14. Temporary repairs were made to restore the circuits but the repairs are not considered a long-term solution. New switchgear equipment has been ordered and is scheduled to be delivered in August 2018. The switchgear foundation must be ready before the delivery of the switchgear.

The general scope of work for construction includes installing new 13 kV switchgear foundation, manhole, ground grid, conduits, cables, and AC yard panels. The existing structure will be modified in order to replace the station service transformers and install underground cables. The work will also include removal of the existing switchgear.

This project will positively affect JEA Measures of Value:

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

**JEA IFB/RFP/State/City/GSA#:** 95047  
**Purchasing Agent:** Lovgren, Rodney Dennis  
**Is this a ratification?:** YES

**If yes, explain:**

The change order work is already > 80% complete. The items needed to be started to allow continuity of work. The original scope is still in progress and on schedule.

**RECOMMENDED AWARDEE(S):**

Name	Contact Name	Email	Address	Phone	Amount
RELIABLE SUBSTATION SERVICES INC.	SANDY REID	SREID@RELIABLE SUBSTATION.COM	PO BOX 520505, LONGWOOD FL 32752-0505	(407) 869-7440	\$129,714.00

**Amount of Original Award:** \$348,500.00  
**Date of Original Award:** 07/26/2018  
**Change Order Amount:** \$129,714.00  
**New Not-To-Exceed Amount:** \$478,214.00  
**Length of Contract/PO Term:** Project Completion  
**Begin Date (mm/dd/yyyy):** 08/08/2018  
**End Date (mm/dd/yyyy):** Project Completion (expected 04/30/2019)  
**JSEB Requirement:** N/A - Optional

**Background/Recommendations:**

Originally bid and approved by Awards Committee on 07/26/2018 in the amount of \$348,500.00 to Reliable Substation Services Inc. A copy of the original award is attached as backup.

During the construction phase of the project, JEA and Contractor found significant discovery work, which required the following changes:

- Unknown underground obstructions, caused multiple reroutes and some abandonment of previously installed conduits
- An out of original scope conduit relocation and repair to support manhole installation
- An out of original scope conduit road crossing
- An out of original scope fence grounding

The existing as-built drawings lacked clarity as a result the construction contractor encounter issues with existing conduits and needed to install new in several instances. The contractor performed this work on a time and materials basis with markups consistent in their standard agreements, which is deemed reasonable. The project has the funds available a PUF has been submitted to revise the trend.

The project details are below:

- Construction Budget Estimate (at the time of Bid): \$300,000.00
- Total Construction Cost: \$478,214.00
- Total Engineering Cost - Initial Engineering was performed by Stantec for \$182,958.00, JEA took over engineering work and performed the balance in house. Total engineering to date is \$380,000.00.
- Original Project Completion Date: Expected - 02/28/2019
- Revised Project Completion Date: Expected – 04/30/2019

Request approval to award a change order to Reliable Substation Services Inc, for construction services for the Kennedy 69/13 kV Substation Switchgear in the amount of \$129,714.00, for a new not-to-exceed amount of \$478,214.00, subject to the availability of lawfully appropriated funds.

**Director:**

Acs, Gabor - Director Electric T&D Projects

**VP:**

Anders, Caren B. - VP/GM Electric Systems

**APPROVALS:**

 3/7/19  
**Chairman, Awards Committee** **Date**

 3/7/19  
**Manager, Capital Budget Planning** **Date**



## Formal Bid and Award System

Award #5      March 7, 2019

**Type of Award Request:** CONTRACT INCREASE  
**Request #:** 6537  
**Requestor Name:** Brunell, Baley – Manager Fleet Services & Business Operations  
**Requestor Phone:** (904) 665-6992  
**Project Title:** Joint Agency Fuel Supply, Fuel Cards, & Related Services  
**Project Number:** A0800  
**Project Location:** JEA  
**Funds:** O&M  
**Budget Estimate:** See Attached

**Scope of Work:**

This agreement provides fuel supply products, fuel cards, and related services to JEA, City of Jacksonville (COJ), and the Davul County Public School System (the “Participating Agencies”).

This contract increase impacts the following two (2) JEA Measures of Value:

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

**JEA IFB/RFP/State/City/GSA#:** 088-17  
**Purchasing Agent:** Roddy, Colin P.  
**Is this a ratification?:** YES – To incorporate existing Standard PO’s into the contract value for tracking purposes which were previously not linked to the CPA in Oracle

**RECOMMENDED AWARDEE(S):**

Name	Vendor Contact	Email	Address	Phone	Amount
GATE FLEET SERVICES	Emilie Fletcher	<a href="mailto:efletcher@gatefleet.com">efletcher@gatefleet.com</a>	PO Box 40505, Jacksonville, FL 32203	904-732-2336	\$3,069,171.48

**Amount of Original Award:** \$1,440,801.63  
**Date of Original Award:** 07/20/2017  
**Contract Increase Amount:** \$3,069,171.48  
**New Not-To-Exceed Amount:** \$4,509,973.11  
**Length of Contract/PO Term:** Five (5) Years w/One (1) - 1 Yr. Renewal  
**Begin Date (mm/dd/yyyy):** 08/01/2017  
**End Date (mm/dd/yyyy):** 07/31/2022  
**Renewal Options:** Yes – One (1) – 1 Yr. Renewal



**JSEB Requirement:**

N/A – No JSEBs available

**Background/Recommendations:**

Originally bid and approved by the Awards Committee on 07/20/2017 to Gate Fleet Services in the amount of \$1,440,801.63 as a result of a collaborative Joint Agency bid process for Fuel Supply, Fuel Cards, & Related Services featuring JEA, City of Jacksonville (COJ), and the Davul County Public School System (the "Participating Agencies"). The original award item is attached for reference.

This request is to add funding in the amount of \$3,069,171.48 to cover the forecasted requirements for the rest of the contract term, which runs until 07/31/2022. This amount was calculated using demand estimates from the Fleet Operations Group and incorporating variable pricing based on eia.gov fuel pricing forecasts. The need for this contract increase are:

- JEA has transitioned most fueling efforts away from the COJ pumps to the Gate fuel cards as the total cost is less and the logistics and reliability of Gate is exponentially better. JEA employees now have the convenience of utilizing Gate's extensive network of fuel centers located across the JEA network instead of the few COJ locations.
- JEA's internal fuel truck drivers once fueled their tankers up at the COJ pump. This practice has been discontinued as the practice was taking in excess of one hour longer than filling at the alternative Gate location allowing for a more efficient use of time, while still utilizing the contracted rate for bulk fuel.
- An increase in the fleet size of 140 units (10%) means more vehicles utilizing this service than when the Gate contract was originally awarded.

Because of these reasons, JEA has moved some fuel purchasing away from COJ to Gate and continues to only see a slight increase in commodity spend despite the increase in fuel consumption as shown below. The breakout for the rest of the contract term by FY is attached as backup.

Request approval to award a contract increase to Gate Fleet Services for Fuel Supply, Fuel Cards, & Related Services in the amount of \$3,069,171.48, for a new total not-to-exceed amount of \$4,509,973.11, subject to the availability of lawfully appropriated funds.

**Manager:**

Brunell, Baley – Manager, Fleet Services &amp; Business Operations

**Director:**

McElroy, Alan – Director, Operations Support Services

**VP:**

McCarthy, John P. – VP Logistics &amp; Chief Supply Chain Officer

**APPROVALS:**  
\_\_\_\_\_ 3/7/19**Chairman, Awards Committee****Date**  
\_\_\_\_\_ 3/7/19**Manager, Capital Budget Planning****Date**

Vendor Fuel Dollars Spent					
Vendor	FY15	FY16	FY17	FY18	
COJ	\$ 3,599,479.82	\$ 1,623,039.21	\$ 1,455,213.73	\$ 1,333,834.63	
Gate	\$ 205,315.06	\$ 283,378.74	\$ 455,299.04	\$ 849,535.17	
Quickfuel <sup>1</sup>	\$ -	\$ 779,265.35	\$ 1,281,096.58	\$ 1,183,101.43	
Totals	\$ 3,804,794.88	\$ 2,685,683.30	\$ 3,191,609.35	\$ 3,366,471.24	



	FY 19 ANNUAL BUDGET	FORECASTED ANNUAL SPEND	YTD BUDGET	YTD EXPENSES	BUDGET VARIANCE
<b>FUELS, NON-GENERATION</b>	1,661,532	2,075,403.00	553,844	691,801	-25%
Gate Fleet Services (Retail Fuel Cards)	507,306	1,102,905.00	169,102	367,635	-117%
Gate Fuel Services (Terminal Fuel)	-	342,954.00	-	114,318	100%
Quick Fuel Wet Hose Fueling	1,154,226	629,544.00	384,742	209,848	45%
<b>MOTOR POOL - COJ FUEL</b>	1,325,360	1,025,979	441,787	341,993	23%
<b>TOTAL</b>	2,986,892	3,101,382			
	Over Budget FY19	\$ 114,490			



## Formal Bid and Award System

Award #6 March 7, 2019

**Type of Award Request:** RENEWAL  
**Request #:** 6534  
**Requestor Name:** Keeler, Jessica – Manager Procurement Inventory Control  
**Requestor Phone:** (904) 665-6403  
**Project Title:** Wood Utility Poles for JEA Inventory Stock  
**Project Number:** Various  
**Project Location:** JEA  
**Funds:** Inventory Blanket  
**Budget Estimate:** \$3,091,122.56 (Original Forecast was \$55K/Month)

### Scope of Work:

This agreement provides Wood Utility Poles, carried in JEA's inventory. The current agreement includes thirteen (13) wood pole line items ranging from thirty-five to ninety feet in length with a primary application of supporting overhead power lines and various other materials such as electrical cable, fiber optic cable, and related equipment such as transformers and streetlights. The current inventory balance for the items found in this solicitation is \$88,932.35 with the average current lead-time of twenty four to forty eight hours depending upon the item.

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

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

**JEA IFB/RFP/State/City/GSA#:** MPA-0109  
**Purchasing Agent:** Roddy, Colin P.  
**Is this a ratification?:** NO

### RECOMMENDED AWARDEE(S):

Name	Vendor Contact	Email	Address	Phone	Amount
ACE POLE INC.	Chris Thrift	cthrift@acepole.com	PO Box 1323, Waycross, GA 31502	912-449-4011	\$687,561.64

**Amount of Original Award:** \$1,965,921.00  
**Date of Original Award:** 03/26/2015  
**Renewal Amount:** \$687,561.64

### List of Previous Change Order/Amendments:

CPA #	Amount	Date
143757	\$196,592.10	03/13/2018

**New Not-To-Exceed Amount:** \$2,850,074.74  
**Length of Contract/PO Term:** Three (3) Years w/Two (2) - 1 Yr. Renewals  
**Begin Date (mm/dd/yyyy):** 04/01/2015  
**End Date (mm/dd/yyyy):** 11/30/2019  
**Renewal Options:** Yes – 4 months  
**JSEB Requirement:** N/A – Colectric sourcing venture

**Background/Recommendations:**

Originally bid and approved by the Awards Committee on 03/26/2015 to Ace Pole Inc. in the amount of \$1,965,921.00 as a result of a collaborative bid process for wood utility pole needs utilizing the Colectric platform featuring Gainesville Regional Utilities, Beaches Energy, and Orlando Utility Commission. The original award item is attached for reference.

On 03/13/2018, a change order was approved in the amount of \$196,592.10 and to execute the first one-year renewal option available to JEA extending the term until 03/31/2019.

This request is for a partial renewal of eight (8) months and to add funding in the amount of \$687,561.64 to cover the forecasted requirements. This period of time will cover storm season and allow the team to conduct a thorough ITN solicitation. The new term of the agreement will end 11/30/2019. The amount of this renewal was calculated using demand estimates from the Inventory Planning Group. Below is a summary of the purchases of these goods and the future forecast.

Spend by Period	Dollars
Year 1 (April 2015 - April 2016)	\$283,916.00
Year 2 (April 2016 - April 2017)	\$297,186.40
Year 3 (April 2017 - April 2018)	\$562,502.48
Year 4 (April 2018 - Current)	\$763,861.03
Year 4 (Current - April 2019)	\$255,047.19
Additional 8 Months Forecast	\$687,561.64
Total Planned Spend	\$2,850,074.74
Summary	Dollars
Original Contract Amount	\$1,987,150.22
Previous Change Order	\$196,592.10
Current Contract Amount	\$2,162,513.10
Contract Increase Amount	\$687,561.64
New Not to Exceed	\$2,850,074.74

Request approval to award a contract renewal to Ace Pole Inc. for the supply of Wood Utility Poles in the amount of \$687,561.64, for a new total not-to-exceed amount of \$2,850,074.74, subject to the availability of lawfully appropriated funds.

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

**APPROVALS:**

  
\_\_\_\_\_ 3/7/19  
**Chairman, Awards Committee**                      **Date**

  
\_\_\_\_\_ 3/7/19  
**Manager, Capital Budget Planning**                      **Date**



## Formal Bid and Award System

Award #7 March 7, 2019

**Type of Award Request:** INVITATION TO NEGOTIATE (ITN)  
**Request #:** 6433  
**Requestor Name:** Kyle Schoettler, Mgr W/WW System Operations & Customer Response  
**Requestor Phone:** 904-665-8946  
**Project Title:** Barricade Services  
**Project Number:** 8005184, 8005119, 8005153 and 8005179  
**Project Location:** JEA  
**Funds:** O&M and Capital (30601 line 421, Capital: 8005184, 8005119, 8005153 and 8005179)  
**Budget Estimate:** \$2,600,000.00

### Scope of Work:

The purpose of this Invitation to Negotiate (the "ITN") is to evaluate and select a vendor that can provide barricade services to JEA. Work will include, however, is not limited to:

- Mobilization/Demobilization
- Barricade set up and take down
- Providing flaggers
- Providing equipment, lighted signs and other equipment
- Executing lane closures and detours per direction

This award impacts the following JEA Measures of Value:

- Community Impact Value – Barricades are needed for proper maintenance of traffic around JEA constructions sites in to provide a safe environment where workers and transportation modes may compete for common or adjacent space.
- Financial Value – This contract will reduce operational costs over the current incumbent.

**JEA IFB/RFP/State/City/GSA#:** 017-19  
**Purchasing Agent:** Lovgren, Rodney  
**Is this a Ratification?:** NO

### RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
BOB'S BARRICADES	John Baldwin	<a href="mailto:jbaldwin@bobsbarricades.com">jbaldwin@bobsbarricades.com</a>	921 Shotgun Rd, Sunrise, FL 33326	(954)473-8737	\$1,685,175.00

**Amount for entire term of Contract/PO:** \$1,685,175.00  
**Award Amount for remainder of this FY:** \$168,517.50  
**Length of Contract/PO Term:** Five (5) years, One (1) - 1 Yr. Renewal  
**Begin Date (mm/dd/yyyy):** 03/20/2019  
**End Date (mm/dd/yyyy):** 03/19/2024

**Renewal Options:**  
**JSEB Requirement:**

One (1) – 1 Yr. Renewal  
N/A - Optional

**BIDDERS:**

Name	First Round	BAFO	Rank
BOB'S BARRICADES: Total Bid Price	<b>\$2,758,509.40</b>	<b>\$1,786,000.00</b>	1
JEA Bid	\$2,681,434.40	\$1,685,175.00	
COJ Bid	\$77,075.00	\$100,825.00	
ACME BARRICADES: Total Bid Price	<b>\$2,169,465.00</b>	<b>\$1,832,950.00</b>	2
JEA Bid	\$2,045,790.00	\$1,708,600.00	
COJ Bid	\$123,675.00	\$123,350.00	

**Background/Recommendations:**

Advertised on 12/17/2018. Three (3) companies attended the optional pre-response meeting held on 12/21/2018. At response opening on 01/29/2019, JEA received two (2) Responses. JEA reached out to other barricade companies who did not participate and the provided feedback showed that unit prices is not their typical business model. They also wanted to split the business and ramp up incrementally since it was a new territory, which fell more in line with their risk tolerance in business development. Bob's Barricades and ACME Barricades were short-listed and invited to submit Best and Final Offers (BAFO). JEA evaluated the companies 100% on price and Bob's Barricades is deemed the lowest responsive and responsible Respondent. A copy of the Response Form, Workbook and pricing evaluation are attached as backup.

The award amount of \$1,685,175.00 is approximately thirty-four percent (34.0%) lower than the estimate due to changes to the unit price scope of work of after hour callouts, the solar message board charge approach (from per day rates, to per event) and better pricing offered by Bob's Barricades. Bob's Bid Price is \$883,395.00 lower than ACME's incumbent normalized Bid Price. The BAFO round (after taking into account a forecast correction) resulted in a savings of \$577,509.40. The FY2020 budget will be adjusted accordingly.

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

JEA Total Cost Difference: \$883,395.00

JEA Total Sourcing Savings: \$577,509.40 (BAFO savings of \$577,509.40 is included in the total cost difference)

017-19 – Request approval to award a five year contract to Bob's Barricades, for Barricade Services in the amount of \$1,685,175.00, subject to the availability of lawfully appropriated funds.

**Manager:** Kyle Schoettler, Mgr W/WW System Operations & Customer Response  
**Director:** Scheel, Jackie B. - Dir W/WW Reuse Delivery & Collection  
**VP:** Calhoun Jr., Deryle I. - VP/GM Water Wastewater Systems

**APPROVALS:**

 3/7/19  
\_\_\_\_\_  
**Chairman, Awards Committee**                      **Date**

 3/7/19  
\_\_\_\_\_  
**Manager, Capital Budget Planning**                      **Date**





## Formal Bid and Award System

Award #8      March 7, 2019

**Type of Award Request:** INVITATION TO NEGOTIATE (ITN)  
**Request #:** 6420  
**Requestor Name:** Larry Guevarra, Project Administrator Senior Construction  
**Requestor Phone:** 904-665-6332  
**Project Title:** Electrical General Contractor Services  
**Project Number:** 30402, 30403, CP#'s (see attached budget spreadsheet), 8005081  
**Project Location:** JEA  
**Funds:** Capital/O&M (see attached budget sheet)  
**Budget Estimate:** \$2,677,600.00 (Budget)

**Scope of Work:**

The purpose of this Invitation to Negotiate (the "ITN") is to solicit pricing and select a up to three (3) companies (the "Company") that can provide electrical contractor and support services (the "Services" or "Work") at the lowest cost to JEA.

JEA intends to award up to three (3) continuing service Contracts for the Work. The Work will consist primarily of Capital and Operation and Maintenance (O&M) projects that are planned or developed throughout the course of a five (5) year Contract period (the "Term"). Individual projects may vary widely in size and scope. The services that are performed by the Company will be those not already contracted for in other JEA service contracts.

The scope of work for this Contract involves providing the personnel, equipment, and materials to complete the following task assignments:

- Electrical repairs (installing replacement panels, motor control centers, drives and other miscellaneous electrical equipment)
- Electrical new equipment construction, up to a maximum of \$75,000.00 per project
- Electrical support services, providing trades and equipment to provide supplemental support during outages

Work may be assigned by the following methods:

- Lump Sum Bidding between contract holders
- Time and Materials on a Task Authorization method

Work assigned by defined scope of work, will be bid on lump sum bids between the contract holders. Work assigned by task authorization method will be paid for by the Cost Reimbursable/Time and Material (T&M) payment method. The construction and maintenance activities performed under this Contract will take place in the five county JEA service territory.

These contract services will positively affect JEA Measures of Value:

- Customer Value: Providing right sized project support minimizes cost to the customer, while maintaining project workload to maintain and upgrade the grid, increasing overall value of the utility to the customer.

- Community Impact Value: Improved contracting flexibility, improves the level of serviceability to the plant, grid and water & wastewater infrastructure and positively impacts the community.
- Environmental Value: JEA's maintenance and capital improvement projects that will be performed under this contract makes JEA infrastructure more effective at making the most efficient use of JEA resourcing, lessening the utilities impact on the environment.
- Financial Value: This contract will support planned maintenance and capital upgrades to JEA infrastructure, make the best use of JEA financial resources which provides a better return on investment and creates financial value.

**JEA IFB/RFP/State/City/GSA#:** 018-19  
**Purchasing Agent:** Lovgren, Rodney  
**Is this a Ratification?:** NO

**RECOMMENDED AWARDEE(S):**

Name	Contact Name	Email	Address	Phone	Amount
PREMIER COMMUNICATIONS GROUP INC.	Troy Watson	<a href="mailto:troy@precommgrp.com">troy@precommgrp.com</a>	110 Cumberland Park Drive, Suite 109, St. Augustine, FL 32095	904-230-0431	\$892,533.34
WILLIAMS INDUSTRIAL SERVICES	Jason Arnett	<a href="mailto:jarnett@wisgrp.com">jarnett@wisgrp.com</a>	591 Picketville Rd, Jacksonville, FL 32220	904-696-9994	\$892,533.33
COGBURN BROS.	Damon Driggers	<a href="mailto:ddriggers@cogburnbros.com">ddriggers@cogburnbros.com</a>	3300 Faye Rd, Jacksonville, FL 32226	904-358-7344	\$892,533.33

**Amount for entire term of Contract/PO:** \$2,677,600.00  
**Award Amount for remainder of this FY:** \$741,920.00  
**Length of Contract/PO Term:** Five (5) years w/ One (1) - 1 Yr. Renewal  
**Begin Date (mm/dd/yyyy):** 03/20/2019  
**End Date (mm/dd/yyyy):** 03/19/2024  
**Renewal Options:** One (1) – 1 Yr. Renewal  
**JSEB Requirement:** N/A - Optional

**BIDDERS:**

Name	First Round	BAFO	Rank
PREMIER COMMUNICATIONS	\$2,954,959.35	\$2,954,959.35	1
WILLIAM INDUSTRIAL SERVICES	\$3,198,761.14	\$3,198,761.14	2

COGBURN BROS INC.	\$3,917,347.38	\$3,817,764.40	3
WHITE ELECTRICAL	\$4,807,256.79	N/A	

**Background/Recommendations:**

Advertised on 12/03/2018. Two (2) companies attended the optional pre-response meeting held on 12/13/2018. At the response opening on 01/29/2019, JEA received four (4) Responses. Premier, Williams and Cogburn were short-listed and invited to submit Best and Final Offers (BAFO). JEA evaluated the companies 100% on price and Premier Communications, Williams Industrial Services, White Electrical are deemed the lowest responsive and responsible respondents. A copy of the Response Form, Workbook and pricing evaluation are attached as backup.

The award amount of \$2,677,600.00 is based on a budget forecast from the JEA Power Generation, T&D Protection and Controls and Water & Waste Water business units, which will use contract electrical services over the contract term. The award amounts are balanced between the GC's, which will be called out on a T&M basis, lump sum bidding.

The hourly rates vary between the electrical contractors, due to considerations, such as union vs. non-union and expertise, I&C technician, Journeyman electrician and Fiber technician and are deemed reasonable. JEA currently has mechanical GC contracts with support electrician rates. The new rate are the same or better than those in the mechanical contracts.

Rates are fixed for the first three (3) years of the Contract and subject to CPI adjustment in years four (4) and five (5).

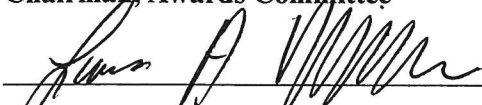
018-19 – Request approval to award a five (5) year contract to Premier Communications, Williams Industrial and Cogburn Bros Inc, for Electrical GC Services in the amount of \$2,677,600.00, subject to the availability of lawfully appropriated funds.

**Manager:** Limbaugh, Margaret Z. - Manager, Project Management  
**Director:** Pineda, Joseph R. - Director Electric Production CTs  
**VP:** Anders, Caren B. - VP/GM Energy

**APPROVALS:**

 3/7/19

Chairman, Awards Committee Date

 3/7/19

Manager, Capital Budget Planning Date



## Formal Bid and Award System

Award #10 March 7, 2019

**Type of Award Request:** BID (IFB)  
**Request #:** 6434  
**Requestor Name:** Ramirez, Samuel  
**Requestor Phone:** (904) 665-6960  
**Project Title:** District II Primary Clarifier #2 and #3 Rehabilitation  
**Project Number:** 8004342  
**Project Location:** JEA  
**Funds:** Capital  
**Budget Estimate:** \$3,250,345.85

### Scope of Work:

Provide construction services for rehabilitation of the District II Water Reclamation Facility existing northerly treatment train. The train is comprised of the headworks, two 0.248 MG primary clarifiers, and aeration basin all of which were constructed in the mid-1970's and in need of rehabilitation. Additionally, in October 2016 Hurricane Matthew inflicted damage to the headworks and clarifiers.

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

- Customer Value: Improves customer's sewer treatment reliability by rehabilitating aging headworks and clarifiers.
- Community Value: Improves sewer treatment system reliability by replacing aging infrastructure.
- Environmental Value: Reduces/eliminates Sanitary Sewer Overflows (SSOs) from lack on treatment redundancy.
- Financial value: Reduces/eliminates potential fines for SSOs from lack on treatment redundancy.

**JEA IFB/RFP/State/City/GSA#:** 034-19  
**Purchasing Agent:** King, David  
**Is this a Ratification?:** NO

### RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
PETTICOAT-SCHMITT CIVIL CONTRACTORS, INC.	Ryan Schmitt	rschmitt@pettitcoatschmitt.com	6380 Philips Hwy, Jacksonville, FL 32216	(904) 751- 0888	\$3,576,554.13

**Amount for entire term of Contract/PO:** \$3,576,554.13  
**Award Amount for remainder of this FY:** \$456,314  
**Length of Contract/PO Term:** Project Completion  
**Begin Date (mm/dd/yyyy):** 04/18/2019

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

Project Completion (Expected: October 2020)

**JSEB Requirement:**

Five (5%) Goal

**Comments on JSEB Requirements:**

Donna J. Hamilton (Materials) - 5.0%

**BIDDERS:**

Name	Amount
PETTICOAT-SCHMITT CIVIL CONTRACTORS, INC.	\$3,576,554.13
SAWCROSS, INC.	\$3,959,871.00
WILLIAMS INDUSTRIAL SERVICES, LLC	\$4,138,526.96
REYNOLDS CONSTRUCTION, LLC	\$4,122,119.00
GARNEY COMPANIES, INC.	\$4,421,800.00

**Background/Recommendations:**

Advertised on 01/9/2019. Six (6) prime contractors attended the optional pre-bid meeting held on 01/16/2019. At Bid opening on 01/26/2019, JEA received five (5). Petticoat-Schmitt Civil Contractors, Inc. is the lowest responsive and responsible Bidder. The bid included several optional and additional items for review; the business chose not to include Item 12 (Slide Gate) and Item 18 (Green Monster Lining) from the total bids received. A copy of the Bid Form is attached as backup.

The award amount of \$3,576,554.13 includes \$46,385.33 of additive alternate bid items and \$224,000.00 cash allowances. The base bid of \$3,306,168.80 is approximately 1.7% higher than the budget estimate and deemed reasonable. A new budget trend will be submitted to match the award.

**Project Budget and Schedule Details:**

- Construction Budget Estimate (at the time of Bid): \$3,250,345.85
- Construction Cost: \$3,576,554.13
- Engineering Budget Estimate (at the time of Proposal): \$356,619.00
- Total Engineering Cost (including any Change Orders): \$448,014.00 (12.5% of Construction Budget Estimate)
- Engineering Firm: Jacobs
- Project Completion Key Dates (Estimated):
  - Construction Start: 04/18/2019
  - Substantial Completion: 09/08/2020
  - Final Completion: 10/08/2020

034-19 – Request approval to award a contract to Petticoat-Schmitt Civil Contractors, Inc. for construction services for the District II Primary Clarifier #2 and #3 Rehabilitation project in the amount of \$3,576,554.13, subject to the availability of lawfully appropriated funds.

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

**APPROVALS:**

 3/7/19  
\_\_\_\_\_

**Chairman, Awards Committee** **Date**

 3/7/19  
\_\_\_\_\_

**Manager, Capital Budget Planning** **Date**