

Welcome to the JEA Awards Meeting

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

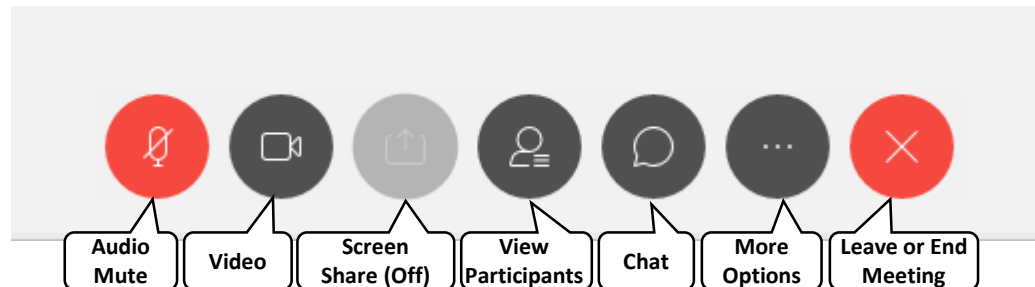
We will unmute your lines during the public comment time and provide opportunity for you to speak.

During the meeting, interested persons can also email **Halley Reiman** at reimhj@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 **Halley Reiman** by telephone at **(904) 665-8815** or by email at reimhj@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, October 28, 2021

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): 160 199 4252
WebEx Password: pxP6CqUSt63

Public Comments:

Awards:

1. Approval of the minutes from the last meeting (10/21/2021).
2. 1410316846 – Request approval to award a contract to Jacobs Engineering Group, Inc, Four Waters Engineering, Inc, Mott MacDonald Florida, LLC, Jones Edmunds & Associates, Inc, McKim & Creed, Inc, Ardurra Group, Inc, and Black & Veatch Corporation, for General Engineering Services for Pipeline Projects and Studies 16” Pipe Diameter or Greater in the amount of \$6,000,000.00, subject to the availability of lawfully appropriated funds.
3. Request approval to decrease the contract with Brasfield & Gorrie LLC, for the Arlington East Water Reclamation Facility (WRF) Upgrade Projects in the amount of (\$476,957.19), for a new not-to-exceed amount of \$3,091,449.39, subject to the availability of lawfully appropriated funds.
4. 1410440046 - Request approval to award a contract to Duval Ford and Garber Ford Inc for the combined purchase of Sixty-two (62) vehicles found within vehicle class categories of 116, 116X, 117, 117C, 117X, 122, 122+, & 130 for JEA’s FY 22 Light and Medium Duty Fleet Capital Purchases for a total not-to-exceed amount of Duval Ford in the amount of \$1,996,149.00 and Garber Ford Inc in the amount of \$619,317.00 for a total of \$2,615,466.00, 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.

10-28-2021 Awards Committee

<u>Award #</u>	<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 10/21/2021 meeting.
2	Request for Proposal (RFP) 15 proposers	Vu	\$6,000,000.00	\$1,000,000.00 \$1,000,000.00 \$1,000,000.00 \$750,000.00 \$750,000.00 \$750,000.00 \$750,000.00	Jacobs Engineering Group Four Waters Engineering Group, Inc. Mott MacDonald Florida, LLC Jones Edmunds & Associates, Inc. McKim & Creed, Inc. Ardurra Group, Inc. Black & Veatch Corporation	Three (3) Years w/Two (2) - 1 Yr. Renewals	<p><u>General Engineering Services for Pipeline Projects and Studies 16” Pipe Diameter or Greater</u> JEA is soliciting qualifications for professional design and engineering services for water, sewer and reclaimed water projects with a pipe diameter of greater than or equal to sixteen (16) inches. The work is generally described as performing engineering and design services as requested from time to time by JEA for water, sewer and reclaimed water projects for which the estimated engineering fees and construction costs are within the threshold set forth in Florida Statutes Section 287.055, known as the Consultants' Competitive Negotiation Act (CCNA), as amended.</p> <p>JEA anticipates the need for contracts with seven firms under this solicitation in order to complete the projected workload. This is continuing services contract, so task orders will be issued for each project/study as the jobs come available. JEA is awarding to the projected budget estimate for engineering for each anticipated project. Each task order will be billed using the negotiated hourly rates. The hourly rates were compared to current contracts and deemed reasonable. The hourly rates may be increased by CPI annually, if requested by the firm.</p> <p>Request approval to award a contract to Jacobs Engineering Group, Inc, Four Waters Engineering, Inc, Mott MacDonald Florida, LLC, Jones Edmunds & Associates, Inc, McKim & Creed, Inc, Ardurra Group, Inc, and Black & Veatch Corporation, for General Engineering Services for Pipeline Projects and Studies 16” Pipe Diameter or Greater in the amount of \$6,000,000.00.</p>
3	Contract Decrease	Vu	N/A	(\$476,957.19)	Brasfield & Gorrie, LLC	Project Completion (Expected: March 2023)	<p><u>Construction Management-at-Risk (CMAR) Services for the Arlington East Water Reclamation Facility (WRF) Upgrade Projects</u> Originally bid and approved by Awards Committee on 01/16/2020 in the amount of \$840,546.58 for pre-construction services to Brasfield & Gorrie LLC. On 06/25/2020 the Awards Committee approved a contract increase of \$2,727,880.00 for the purchase of odor control</p>

10-28-2021 Awards Committee

							<p>equipment. A copy of the previous awards are attached as backup.</p> <p>This contract decrease is to reduce the scope of this contract to the purchase of the odor control equipment approved by the Awards Committee on 06/25/2020. JEA has determined to bid out the previously planned projects for this contract separately using traditional design-bid-build rather than the CMAR approach due budget considerations. JEA issued a scope reduction notice to Brasfield & Gorrie LLC on 08/09/2021. The scope reduction letter is attached for reference. The reduction in contract price is due to pre-construction services that will not be performed. The amount the contract is being reduced is \$163,839.24 less than listed in the letter, because the final invoice for pre-construction services was received after the letter was issued. With this scope reduction, the contract will end once the odor control units are received by JEA's installation contractor, and Brasfield & Gorrie will still be responsible for any warranty work for those odor control units.</p> <p>Request approval to decrease the contract with Brasfield & Gorrie LLC, for the Arlington East Water Reclamation Facility (WRF) Upgrade Projects in the amount of (\$476,957.19), for a new not-to-exceed amount of \$3,091,449.39.</p>
4	Invitation for Bid (IFB) 2 bidders	McElroy	\$2,581,596.00	\$1,996,149.00 \$619,317.00	DUVAL FORD GARBER FORD INC	Project Completion (Expected: September 2022)	<p><u>FY22 Light & Medium Duty Trucks and Vans Capital Procurement</u></p> <p>JEA received two (2) responses. It should be noted that during the bidding process, JEA eliminated all Liquidated Damages (LD) from the solicitation as well as extended the bid one (1) week in response to supplier feedback for means to develop more competition. This was done via addendum prior to bid opening after discussions with the supply base. JEA still only received two bids. Volatility and uncertainty in the market has been the common theme when discussing lack of participation with prospective bidders.</p> <p>The basis of award is to contract with the lowest cost Respondent for each light and medium duty vehicle groupings included in this solicitation; companies were encouraged to bid multiple groupings for efficiency purposes. Three (3) original groupings were included in the solicitation, but only two (2) of the three (3) groupings were bid on by Duval Ford and only</p>

10-28-2021 Awards Committee

						<p>one (1) of the three (3) groupings were bid on by Garber Ford Inc..</p> <p>It should be noted that these grouping are all items previously not bid by any supplier during a previous solicitation; the items during that solicitation were awarded September 30, 2021. In response to that solicitation, alternative sourcing strategies were implement to meet supplier feedback on how they would need a bid structured to participate given current market complexities. The changes are listed below:</p> <ul style="list-style-type: none"> • We are changing the sourcing method from ITN to IFB for a more simplistic bid and faster turnaround time. • We eliminated the LDs previously listed at \$100/day. • We eliminated hard dates for delivery in this solicitation. • We revised language on LED lighting and tow hooks as optional to up-fitting. • We converted the Chevrolet to Ford F-series since Chevrolet is no longer taking FY22 orders. <p>When comparing JEA's past pricing to the proposed winning supplier for each respective grouping, on average JEA's new pricing will be nine percent (10%) higher, largely based on inflation and current market conditions. This percentage was determined by taking the last price paid and comparing those prices to the quoted unit prices of this solicitation from FY20 through FY21 purchases. There were some units where no past pricing information was available for comparison purposes, as the specific assets have never been purchased prior to this solicitation; those items were not included in the calculations when determining the increase. JEA will see a cost increase of \$218,341.00 across comparable light and medium duty vehicles . Feedback during the solicitation indicated that previous incentives for government purchases have been suspended by most OEMs to combat rising costs in the supply chain and that while incentives will most likely return in the future, this timeline is not certain and vehicle costs will continue to rise.</p> <p>We believe it is in the best interest of JEA to move forward with award to groupings one (1), two (2) & three (3) as proposed despite low competition, as we believe pricing is reasonable</p>
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10-28-2021 Awards Committee

							<p>with current market conditions. Grouping One (1) consisting of the vehicle class categories of 116, 116X, 117, 117C, & 117X for JEA's FY 22 fleet capital requirements in the amount of \$1,488,071.00 to Duval Ford, Grouping Two (2) consisting of the vehicle class category of 130 for JEA's FY 22 fleet capital requirements in the amount of \$619,317.00 to Garber Ford Inc, and Grouping Three (3) consisting of the vehicle class categories of 122 & 122+ for JEA's FY 22 fleet capital requirements in the amount of \$508,078.00 to Duval Ford. It should be noted that Duval Ford was the largest awardee on the FY21 solicitation performed in 2020 and the awardee on an earlier FY22 Light and Medium Duty solicitation that was awarded September 30, 2021. Duval Ford and Garber Ford Inc. has also been a historically well performing vendor for both quality of work and timeliness of capital purchases, and also historically very competitive in past solicitations as well.</p> <p>Request approval to award a contract to Duval Ford and Garber Ford Inc. for the combined purchase of Sixty-two (62) vehicles found within vehicle class categories of 116, 116X, 117, 117C, 117X, 122, 122+, & 130 for JEA's FY 22 Light and Medium Duty Fleet Capital Purchases for a total not-to-exceed amount of Duval Ford in the amount of \$1,996,149.00 and Garber Ford Inc. in the amount of \$619,317.00 for a total of \$2,615,466.00, subject to the availability of lawfully appropriated funds.</p>
Total Award				\$8,138,508.81			

JEA AWARDS COMMITTEE

OCTOBER 21, 2021 MEETING MINUTES

The JEA procurement Awards Committee met on October 21, 2021, in person with a WebEx option

WebEx Meeting Number (access code): 160 199 4252

WebEx Password: pxP6CqUSt63

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

Chair Datz called the meeting to order at 10:00 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 (10/14/2021). Chair Datz verbally presented the Committee Members the proposed October 14, 2021 minutes contained in the committee packet.

MOTION: Laura Dutton made a motion to approve the October 14, 2021 minutes (Award Item 1). The motion was seconded by Ricky Erixton and approved unanimously by the Awards Committee (5-0).

The Committee Members reviewed and discussed the following Awards Items 2-7:

2. 1410375246 - Request approval to award a contract to Prosys for the Cisco Contact Center Managed Services in the amount of \$1,248,858.00, subject to the availability of lawfully appropriated funds.

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

3. Request approval to award a contract increase to AT&T for Telephony, Network, Internet & Telecommunications Services in the amount of \$658,737.00, for a new not-to-exceed amount of \$6,013,346.60 subject to the availability of lawfully appropriated funds.

MOTION: Hai Vu 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 new two (2) year contract to AT&T for Telephony, Network, Internet & Telecommunications Services in the amount of \$3,210,071.76, subject to the availability of lawfully appropriated funds.

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

5. 1410415448 – Request approval to award a contract to Ring Power Corporation for the Brandy Branch Generating Station Operations and DC Power Backup Generator for a total not-to-exceed amount of \$833,300.00, subject to the availability of lawfully appropriated funds.

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

6. 1410360246 – Request approval to award a contract to Franklin Energy Demand, Inc. for the Design and Implementation of JEA’s Residential and Field Services Electric and Water Demand Side Management (DSM) Programs for a total not-to-exceed amount of \$22,302,730.00 and to ICF Resources LLC. for the Design and Implementation of JEA’s Commercial Electric and Water Demand Side Management (DSM) Program for a total not-to-exceed amount of \$6,022,110.00, subject to the availability of lawfully appropriated funds.

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

7. Request approval to award a contract increase to Opin LLC, DBA American FR and Safety for FY22 fire protective clothing in the amount of \$194,000.00, for a new not-to-exceed amount of \$527,500.00, subject to the availability of lawfully appropriated funds.

MOTION: Ricky Erixton made a motion to approve Award Item 7 as presented in the committee packet. The motion was seconded by Joe Orfano and approved unanimously by the Awards Committee (5-0).

Informational Item:

No informational items were presented to the Awards Committee.

Ratifications:

Award 3

Public Comments:

No additional public comment speaking period was taken.

Adjournment:

Chair Datz adjourned the meeting at 10:52 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 October 28, 2021

Type of Award Request: PROPOSAL (RFP)
Requestor Name: DiMeo, Elizabeth
Requestor Phone: (904) 665-8139
Project Title: General Engineering Services for Pipeline Projects and Studies 16” Pipe Diameter or Greater
Project Number: Various
Project Location: JEA
Funds: Capital
Budget Estimate: \$6,000,000.00

Scope of Work:

JEA is soliciting qualifications for professional design and engineering services for water, sewer and reclaimed water projects with a pipe diameter of greater than or equal to sixteen (16) inches. The work is generally described as performing engineering and design services as requested from time to time by JEA for water, sewer and reclaimed water projects for which the estimated engineering fees and construction costs are within the threshold set forth in Florida Statutes Section 287.055, known as the Consultants' Competitive Negotiation Act (CCNA), as amended.

The scope for specific projects may include, but are not limited to:

- Surveys
- Geotechnical investigations
- Detailed design and engineering including hydraulic calculations
- Drawings
- Specifications
- Bid document preparation
- All permitting activities and applications for construction
- Real estate easements (temporary and permanent)
- Maintenance of traffic plans
- Other utility coordination; and
- Coordination with state and local agencies including but not limited to COJ, FDOT, JTA, etc.

JEA IFB/RFP/State/City/GSA#: 1410316846
Purchasing Agent: Kruck, Dan
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
JACOBS ENGINEERING GROUP	Christine Ellenberger	christine.ellenberger@jacobs.com	200 W. Forsyth St, Suite 1520, Jacksonville, FL 32202	(904) 612-8892	\$1,000,000.00
FOUR WATERS ENGINEERING GROUP, INC	Angela Bryan	abryan@4weng.com	324 6 th Avenue N., Jacksonville Beach, FL 32250	(904) 414-2400	\$1,000,000.00

MOTT MACDONALD FLORIDA, LLC	Leslie Samel	leslie.samel@ mottmac.com	10245 Centurion Parkway N, Suite 320, Jacksonville, FL 32256	(904) 203- 1081	\$1,000,000.00
JONES EDMUNDS & ASSOCIATES, INC	Ken Fraser	kfraser@ jonesedmunds.com	8657 Baypine Rd, Building 5, Suite 300, Jacksonville, FL 32256	(904) 744- 5401	\$750,000.00
MCKIM & CREED, INC	Robert Garland	rgarland@ mckimcreed.com	139 Executive Dr Cir #201, Daytona Beach, FL 32114	(386) 274- 2828	\$750,000.00
ARDURRA GROUP, INC	Kartik Vaith	kvaith@ardurra.com	100 Center Creek Rd, Suite 108, St. Augustine, FL 32084	(904) 562- 2185	\$750,000.00
BLACK & VEATCH CORPORATION	Ricardo Vieira	vieirarj@bv.com	127 Gran Bay Parkway W, Suite 2140, Jacksonville, FL 32258	(786) 347- 1306	\$750,000.00

Amount for entire term of Contract/PO: \$6,000,000.00
Award Amount for remainder of this FY: \$1,032,497.36
Length of Contract/PO Term: Three (3) Years w/Two (2) - 1 Yr. Renewals
Begin Date: 12/01/2021
End Date: 11/30/2024
Renewal Options: Yes – Two (2) – 1 Yr. Renewals
JSEB Requirement: N/A

Comments on JSEB Requirements:

- Each Task Order will be given a JSEB requirement at time of issue.
- Four Waters Engineering is a JSEB

PROPOSERS:

Name	Amount	Rank
JACOBS ENGINEERING GROUP INC	\$1,000,000.00	1
FOUR WATERS ENGINEERING, INC	\$1,000,000.00	2
MOTT MACDONALD FLORIDA, LLC	\$1,000,000.00	3
JONES EDMUNDS & ASSOCIATES, INC	\$750,000.00	4
MCKIM & CREED, INC	\$750,000.00	5
ARDURRA GROUP, INC	\$750,000.00	6
BLACK & VEATCH CORPORATION	\$750,000.00	7
WRIGHT-PIERCE, INC	N/A	8
AECOM TECHNICAL SERVICES, INC	N/A	9
ARCADIS U.S., INC	N/A	9
CPH, INC	N/A	11
CES CONSULTANTS, INC	N/A	12
BURNS & MCDONNELL ENGINEERING COMPANY, INC	N/A	13
CMTS LLC	N/A	13

Background/Recommendations:

Advertised on 04/09/2021. Nineteen (19) prime companies attended the mandatory pre-proposal meeting held on 04/19/2021. At proposal opening on 05/11/2021, JEA received fifteen (15) proposals. The public evaluation meeting was held on 08/02/2021 and JEA deemed Jacobs Engineering Group, Inc, Four Waters Engineering, Inc, Mott MacDonald Florida, LLC, Jones Edmunds & Associates, Inc, McKim & Creed, Inc, Ardurra Group, Inc, and Black & Veatch Corporation most qualified to perform the work. A copy of the evaluation matrix and negotiated hourly rates are attached as backup.

JEA anticipates the need for contracts with seven firms under this solicitation in order to complete the projected workload. This is continuing services contract, so task orders will be issued for each project/study as the jobs come available. JEA is awarding to the projected budget estimate for engineering for each anticipated project. Each task order will be billed using the negotiated hourly rates. The hourly rates were compared to current contracts and deemed reasonable. The hourly rates may be increased by CPI annually, if requested by the firm.

1410316846 – Request approval to award a contract to Jacobs Engineering Group, Inc, Four Waters Engineering, Inc, Mott MacDonald Florida, LLC, Jones Edmunds & Associates, Inc, McKim & Creed, Inc, Ardurra Group, Inc, and Black & Veatch Corporation, for General Engineering Services for Pipeline Projects and Studies 16” Pipe Diameter or Greater in the amount of \$6,000,000.00, 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:

Chairman, Awards Committee

Date

Budget Representative

Date

1410316846 General Engineering Services for Pipeline Projects and Studies 16" Pipe Diameter or Greater

Vendor Rankings	Elizabeth DiMeo	Justin Sencer	Todd Mackey	Σ Rank	Rank	Score Total
Jacobs Engineering Group Inc.	3	1	1	5	1	253.50
Four Waters Engineering, Inc.	1	3	2	6	2	250.00
Mott MacDonald Florida, LLC	2	2	4	8	3	249.80
Jones Edmunds & Associates, Inc.	6	4	5	15	4	222.70
McKim & Creed, Inc.	5	12	2	19	5	213.40
Ardurra Group, Inc.	7	7	6	20	6	213.50
Black & Veatch Corporation	4	9	8	21	7	212.10
Wright-Pierce, Inc.	8	8	10	26	8	205.90
AECOM Technical Services, Inc.	9	12	7	28	9	203.60
Arcadis U.S., Inc.	10	5	13	28	9	193.00
CPH, Inc.	11	6	12	29	11	196.40
CES Consultants, Inc.	12	11	9	32	12	192.10
Burns & McDonnell Engineering Company, Inc.	14	12	11	37	13	185.30
CMTS LLC	13	10	14	37	13	181.20
Chen Moore and Associates	15	15	15	45	15	144.60

Elizabeth DiMeo	Professional Staff Experience (45 Points)	Company Experience (50 Points)	JSEB (5 Points)	Total	Rank
AECOM Technical Services, Inc.	36.1	25	0	61.10	9
Arcadis U.S., Inc.	32.4	24	0	56.40	10
Ardurra Group, Inc.	40	25.5	0	65.50	7
Black & Veatch Corporation	36.6	31	0	67.60	4
Burns & McDonnell Engineering Company, Inc.	30.8	18	0	48.80	14
CES Consultants, Inc.	33	18.5	0	51.50	12
Chen Moore and Associates	16.6	16	0	32.60	15
CMTS LLC	35.6	15	0	50.60	13
CPH, Inc.	32.1	24	0	56.10	11
Four Waters Engineering, Inc.	42	37.5	5	84.50	1
Jacobs Engineering Group Inc.	43.5	39	0	82.50	3
Jones Edmunds & Associates, Inc.	34.3	31.5	0	65.80	6
McKim & Creed, Inc.	34.9	31	0	65.90	5
Mott MacDonald Florida, LLC	42.8	41	0	83.80	2
Wright-Pierce, Inc.	37	27	0	64.00	8

Justin Sencer	Professional Staff Experience (45 Points)	Company Experience (50 Points)	JSEB (5 Points)	Total	Rank
AECOM Technical Services, Inc.	40	30	0	70.00	12
Arcadis U.S., Inc.	42.6	33	0	75.60	5
Ardurra Group, Inc.	41	33	0	74.00	7
Black & Veatch Corporation	41	32	0	73.00	9
Burns & McDonnell Engineering Company, Inc.	40	30	0	70.00	12
CES Consultants, Inc.	40.2	30	0	70.20	11
Chen Moore and Associates	28	31	0	59.00	15
CMTS LLC	42.6	29	0	71.60	10
CPH, Inc.	42.3	32	0	74.30	6
Four Waters Engineering, Inc.	45	38	5	88.00	3
Jacobs Engineering Group Inc.	45	48	0	93.00	1
Jones Edmunds & Associates, Inc.	42.4	38	0	80.40	4
McKim & Creed, Inc.	40	30	0	70.00	12
Mott MacDonald Florida, LLC	44	45	0	89.00	2
Wright-Pierce, Inc.	42.4	31	0	73.40	8

Todd Mackey	Professional Staff Experience (45 Points)	Company Experience (50 Points)	JSEB (5 Points)	Total	Rank
AECOM Technical Services, Inc.	39	33.5	0	72.50	7
Arcadis U.S., Inc.	30	31	0	61.00	13
Ardurra Group, Inc.	39	35	0	74.00	6
Black & Veatch Corporation	36.5	35	0	71.50	8
Burns & McDonnell Engineering Company, Inc.	32	34.5	0	66.50	11
CES Consultants, Inc.	33.4	37	0	70.40	9
Chen Moore and Associates	20.5	32.5	0	53.00	15
CMTS LLC	29	30	0	59.00	14
CPH, Inc.	30	36	0	66.00	12
Four Waters Engineering, Inc.	35.5	37	5	77.50	2
Jacobs Engineering Group Inc.	38	40	0	78.00	1
Jones Edmunds & Associates, Inc.	39	37.5	0	76.50	5
McKim & Creed, Inc.	39	38.5	0	77.50	2
Mott MacDonald Florida, LLC	38	39	0	77.00	4
Wright-Pierce, Inc.	36.5	32	0	68.50	10

Overall Averages	Professional Staff Experience (45 Points)	Company Experience (50 Points)	JSEB (5 Points)	Total
AECOM Technical Services, Inc.	38.37	29.50	0.00	67.87
Arcadis U.S., Inc.	35.00	29.33	0.00	64.33
Ardurra Group, Inc.	40.00	31.17	0.00	71.17
Black & Veatch Corporation	38.03	32.67	0.00	70.70
Burns & McDonnell Engineering Company, Inc.	34.27	27.50	0.00	61.77
CES Consultants, Inc.	35.53	28.50	0.00	64.03
Chen Moore and Associates	21.70	26.50	0.00	48.20
CMTS LLC	35.73	24.67	0.00	60.40
CPH, Inc.	34.80	30.67	0.00	65.47
Four Waters Engineering, Inc.	40.83	37.50	5.00	83.33
Jacobs Engineering Group Inc.	42.17	42.33	0.00	84.50
Jones Edmunds & Associates, Inc.	38.57	35.67	0.00	74.23
McKim & Creed, Inc.	37.97	33.17	0.00	71.13
Mott MacDonald Florida, LLC	41.60	41.67	0.00	83.27
Wright-Pierce, Inc.	38.63	30.00	0.00	68.63

Jacobs Engineering	
Position	Hourly Rate
Design Technician 1	\$ 74.65
Design Technician 2	\$ 104.51
Design Technician 3	\$ 134.36
Design Technician 3	\$ 164.23
Engineer/Technologist 1	\$ 74.65
Engineer/Technologist 2	\$ 104.51
Engineer/Technologist 3	\$ 134.36
Engineer/Technologist 4	\$ 164.23
Engineer/Technologist 5	\$ 194.09
Engineer/Technologist 6	\$ 223.95
Engineer/Technologist 7	\$ 253.81
Engineer/Technologist 8	\$ 273.53
Project Assistant	\$ 89.58

Four Waters Engineering	
Position	Hourly Rate
Principal Engineer	\$ 189.83
Project Manager/EOR	\$ 169.00
QA/QC Engineer	\$ 182.24
Senior Engineer	\$ 154.14
Staff Engineer	\$ 145.03
Associate Engineer	\$ 125.29
Engineer Intern	\$ 90.36
Senior W/WW Modeler	\$ 154.14
W/WW Modeler	\$ 132.88
Senior GIS Specialist	\$ 132.88
GIS Technician	\$ 108.58
CADD Designer	\$ 111.62
CADD Technician	\$ 100.99
CEI	\$ 96.34
Administrative	\$ 70.24

Mott MacDonald	
Position	Hourly Rate
Principal	\$ 225.00
Principal Project Manager/Principal Engineer	\$ 210.00
Senior Project Manager	\$ 195.00
Senior Project Engineer	\$ 185.00
Project Engineer III/IV	\$ 170.00
Project Engineer I/II	\$ 160.00
Engineer IV	\$ 145.00
Engineer III	\$ 130.00
Engineer II	\$ 110.00
Engineer I	\$ 98.00
Specialist/Designer	\$ 90.00
Administrative Assistant	\$ 80.00

Jones Edmunds	
Position	Hourly Rates
Project Officer	\$ 248.00
Senior Project Manager	\$ 220.00
Project Manager	\$ 183.00
Senior Engineer	\$ 223.00
Senior Scientist	\$ 161.00
Project Engineer	\$ 180.00
Project Scientist	\$ 146.00
Engineer	\$ 136.00
Engineer Intern	\$ 105.00
Senior CADD Designer	\$ 121.00
CADD Designer	\$ 105.00
Senior Construction Administrator	\$ 155.00
Construction Administrator	\$ 130.00
Senior Field Representative Construction	\$ 112.00
Field Representative Construction	\$ 90.00
Construction Project Coordinator	\$ 81.00
Senior Administrative Assistant	\$ 93.00
Senior Technical Editor	\$ 136.00

McKim & Creed	
Position	Hourly Rates
Principal	\$ 352.00
Engineering Manager	\$ 320.00
Project Manager III	\$ 288.00
Project Manager II	\$ 224.00
Project Manager I	\$ 208.00
Technical Specialist	\$ 304.00
Project Engineer IV	\$ 256.00
Project Engineer III	\$ 240.00
Project Engineer II	\$ 224.00
Project Engineer I	\$ 192.00
Engineer Intern	\$ 144.00
Land Planner/Landscape Architect	\$ 176.00
I&C Specialist III	\$ 192.00
I&C Specialist II	\$ 176.00
I&C Specialist I	\$ 160.00
Programmer III	\$ 176.00
Programmer II	\$ 160.00
Programmer I	\$ 144.00
Designer IV	\$ 176.00
Designer III	\$ 144.00
Designer II	\$ 128.00
Designer I	\$ 112.00
Senior CAD Technician	\$ 112.00
CAD Technician	\$ 96.00
Senior Project Administrator	\$ 144.00
Project Administrator	\$ 112.00
Administrative Assistant	\$ 112.00
Construction Administrator IV	\$ 192.00
Construction Administrator III	\$ 176.00
Construction Administrator II	\$ 160.00
Construction Administrator I	\$ 144.00
Project Representative III	\$ 160.00
Project Representative II	\$ 144.00
Project Representative I	\$ 128.00
Field Services Manager	\$ 144.00
Field Technician II	\$ 112.00
Field Technician I	\$ 80.00
Utility Engineering Senior Project Manager	\$ 272.00
Utility Engineering Project Manager	\$ 208.00
Utility Coordinator I	\$ 169.60
Utility Engineering Technician II	\$ 144.00
Utility Engineering Technician I	\$ 96.00
Utility Engineering Analyst	\$ 112.00
Utility Engineering Specialist	\$ 150.40
Utility Engineering Party (2-Person Crew)	\$ 192.00

GIS Technician II	\$ 144.00
GIS Technician I	\$ 112.00
GIS Specialist	\$ 128.00
GIS Analyst II	\$ 128.00
GIS Analyst I	\$ 121.60
LiDAR Technician III	\$ 144.00
LiDAR Technician II	\$ 128.00
LiDAR Technician I	\$ 118.40
LiDAR Field Technician	\$ 96.00
Photogrammetrist	\$ 169.60
Photogrammetrist Technician	\$ 115.20
Hydrographic Specialist II	\$ 112.00
Hydrographic Specialist I	\$ 96.00

Audurra	
Positions	Hourly Rates
QA/QC Manager	\$ 255.00
Principal	\$ 245.00
Senior Reviewer / Consultant	\$ 245.00
Project Director	\$ 235.00
Senior Project Manager	\$ 210.00
Project Manager	\$ 192.00
Professional Engineer V	\$ 175.00
Professional Engineer IV	\$ 165.00
Professional Engineer III	\$ 155.00
Professional Engineer II	\$ 140.00
Professional Engineer I	\$ 125.00
Engineering Associate II	\$ 118.00
Engineering Associate I	\$ 98.00
Senior Electrical Engineer	\$ 205.00
Environmental Scientist	\$ 108.00
IT Specialist / Manager	\$ 170.00
Senior GIS/Database Programmer	\$ 112.00
GIS Tech	\$ 72.00
Senior Designer	\$ 138.00
CADD Designer	\$ 90.00
CADD Technician	\$ 71.00
Clerical/Administrative III	\$ 88.00
Clerical/Administrative III	\$ 77.00
Clerical/Administrative II	\$ 68.00
Clerical/Administrative I	\$ 60.00
Senior Construction Manager	\$ 212.00
Construction Manager	\$ 192.00
Construction Inspector III	\$ 110.00
Construction Inspector II	\$ 100.00
Construction Inspector I	\$ 78.00
SUE Supervisor	\$ 105.00
Field / SUE Tech II	\$ 69.00
Field / SUE Tech I	\$ 62.00
2- Man Line Verification Field Team	\$ 192.00
2-Man Manhole Inspection Crew	\$ 167.00
1-Man GPR/Locating Crew	\$ 147.00
1-Man GPS Crew	\$ 123.00

Black & Veatch	
Positions	Hourly Rates
Senior Engineering Manager/Technical Expert	\$320
Project Director	\$310
Project Manager III	\$250
Project Manager II	\$230
Project Manager I	\$210
Senior Technical Specialist	\$255
Engineer Manager II	\$230
Engineer Manager I	\$210
Senior Engineer III	\$220
Senior Engineer II	\$210
Senior Engineer II (Global Workforce)	\$150
Senior Engineer I	\$190
Senior Engineer I (Global Workforce)	\$136
Project Engineer IV (Global Workforce)	\$103
Project Engineer III	\$180
Project Engineer 3 (Global Workforce)	\$89
Project Engineer II	\$170
Project Engineer 2 (Global Workforce)	\$78
Project Engineer I	\$160
Project Engineer 1 (Global Workforce)	\$65
Senior Designer/Senior Technician	\$150
Technician/Staff Designer III	\$145
Technician/Staff Designer III (Global Workforce)	\$86
Technician/Staff Designer II	\$135
Technician/Staff Designer II (Global Workforce)	\$71
Technician/Staff Designer I	\$125
Technician/Staff Designer I (Global Workforce)	\$60
Project Controls	\$160
Accountant	\$115
Administrator Support II	\$95
Administrative Support I	\$80



Formal Bid and Award System

Award #3 October 28, 2021

Type of Award Request: CONTRACT DECREASE
Requestor Name: Doherty, Peter
Requestor Phone: (651) 356-5287
Project Title: Construction Management-at-Risk (CMAR) Services for the Arlington East Water Reclamation Facility (WRF) Upgrade Projects
Project Number: 135-11, 135-14, 135-15, 417-76
Project Location: JEA
Funds: Capital
Budget Estimate: N/A

Scope of Work:

The scope of work to be performed under this solicitation consists of construction management at risk (CMAR) services for the Arlington East WRF Upgrade Projects. The projects to be constructed are listed below. This project is needed to update the treatment process at the Arlington East WRF to meet current and future needs.

- Odor Control Improvements
- New Aeration Basin & Blowers
- Influent Channel Rehabilitation
- Secondary MCC Replacement and Building Improvements

JEA IFB/RFP/State/City/GSA#: 137-19
CPA# 188159
Purchasing Agent: Kruck, Daniel R.
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
BRASFIELD & GORRIE LLC.	Tom Marcum	tmarcum@brasfieldgorrie.com	3021 7 th Avenue South, Birmingham, AL 35233	(407) 562-4533	(\$476,957.19)

Amount of Original Award: \$840,526.58
Date of Original Award: 01/16/2020
Contract Decrease Amount: (\$476,957.19)

List of Previous Change Orders/Amendments

CPA #	Amount	Date
188159	\$2,727,880.00	06/25/2020

New Not-To-Exceed Amount: \$3,091,449.39
Length of Contract/PO Term: Project Completion
Begin Date: 04/29/2020
End Date: Project Completion (Expected: March 2023)
Renewal Options: N/A

JSEB Requirement: Optional for Phase 1

Comments on JSEB Requirements:

Original Award

N/A

Previous Contract Increase

N/A (specialty equipment purchase)

Background/Recommendations:

Originally bid and approved by Awards Committee on 01/16/2020 in the amount of \$840,546.58 for pre-construction services to Brasfield & Gorrie LLC. On 06/25/2020 the Awards Committee approved a contract increase of \$2,727,880.00 for the purchase of odor control equipment. A copy of the previous awards are attached as backup.

This contract decrease is to reduce the scope of this contract to the purchase of the odor control equipment approved by the Awards Committee on 06/25/2020. JEA has determined to bid out the previously planned projects for this contract separately using traditional design-bid-build rather than the CMAR approach due budget considerations. JEA issued a scope reduction notice to Brasfield & Gorrie LLC on 08/09/2021. The scope reduction letter is attached for reference. The reduction in contract price is due to pre-construction services that will not be performed. The amount the contract is being reduced is \$163,839.24 less than listed in the letter, because the final invoice for pre-construction services was received after the letter was issued. With this scope reduction, the contract will end once the odor control units are received by JEA's installation contractor, and Brasfield & Gorrie will still be responsible for any warranty work for those odor control units.

Request approval to decrease the contract with Brasfield & Gorrie LLC, for the Arlington East Water Reclamation Facility (WRF) Upgrade Projects in the amount of (\$476,957.19), for a new not-to-exceed amount of \$3,091,449.39, subject to the availability of lawfully appropriated funds.

Manager: Phillips, Brian R. - Mgr W/WW Project Management

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

VP: Vu, Hai X. - Interim GM Water/Wastewater Systems

APPROVALS:

Chairman, Awards Committee **Date**

Budget Representative **Date**



Formal Bid and Award System

Award #6 January 16, 2020

Type of Award Request: PROPOSAL (RFP)
Request #: 6688
Requestor Name: West, Hugh G.
Requestor Phone: (904) 665-4409
Project Title: Construction Management-at-Risk (CMAR) Services for the Arlington East Water Reclamation Facility (WRF) Upgrade Projects - Phase 1
Project Number: 8004225, 8004916, 8003776, 8005521
Project Location: JEA
Funds: Capital
Budget Estimate: \$1,046,893.60 (Phase 1 Estimate)

Scope of Work:

The scope of work to be performed under this solicitation consists of construction management at risk (CMAR) services for the Arlington East WRF Upgrade Projects. The projects to be constructed are listed below. This project is needed to update the treatment process at the Arlington East WRF to meet current and future needs.

1. Odor Control Improvements
2. New Aeration Basin & Blowers
3. Influent Channel Rehabilitation
4. Secondary MCC Replacement and Building Improvements

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 and will reduce the odor associated with the WRF
- 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#: 137-19
Purchasing Agent: Kruck, Daniel R.
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
BRASFIELD & GORRIE LLC.	Tom Marcum	tmarcum@brasfieldgorrie.com	3021 7 th Avenue South, Birmingham, AL 35233	(407) 562-4533	\$840,526.58

Amount for entire term of Contract/PO: \$840,546.58
Award Amount for remainder of this FY: \$535,587.93

Length of Contract/PO Term: Project Completion
Begin Date (mm/dd/yyyy): 02/14/2020
End Date (mm/dd/yyyy): Project Completion (Expected: March 2023)
JSEB Requirement: Optional for Phase 1
Comments on JSEB Requirements:
 No JSEB participation in Phase 1. Contractor will meet JSEB goals during Phase 2.

PROPOSERS:

Name	Amount	Rank
BRASFIELD & GORRIE, LLC	\$840,546.58	1
THE HASKELL COMPANY	N/A	2
GARNEY COMPANIES, INC	N/A	3
CLARK CONSTRUCTION GROUP, LLC	N/A	4
PC CONSTRUCTION COMPANY	N/A	5

Background/Recommendations:

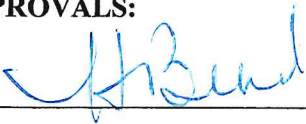
Advertised on 08/29/2019. Six (6) prime companies attended the mandatory pre-proposal meeting held on 09/09/2019. At proposal opening on 10/08/2019, JEA received five (5) Proposals. The public evaluation meeting was held on 12/30/2019 and JEA deemed Brasfield & Gorrie LLC most qualified to perform the work. A copy of the evaluation matrix and negotiated fees are attached as backup.

Negotiations with Brasfield & Gorrie LLC were successfully completed for Phase 1 of this project. Phase 1 consists of developing the project schedule, design and constructability reviews, developing work packages, value engineering and developing the Guaranteed Maximum Price (GMP). The total preconstruction costs are 2.4% of the estimated total construction costs, which includes a \$100,000.00 subsurface investigation allowance, and the fee is deemed reasonable (typically 0.5% - 3% of total construction costs). If negotiations for the final GMP are not successful, JEA reserves the right not to proceed with construction with this contractor.

137-19 – Request approval to award a contract to Brasfield & Gorrie, LLC, for pre-construction services for the Arlington East Water Reclamation Facility Upgrade Projects in the amount of \$840,526.58, subject to the availability of lawfully appropriated funds.

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

APPROVALS:

 1/16/2020

Chairman, Awards Committee

Date

 1/16/2020

Manager, Capital Budget Planning

Date



Formal Bid and Award System

Award #3 June 25, 2020

Type of Award Request: CONTRACT INCREASE
Requestor Name: West, Hugh G.
Requestor Phone: (904) 665-4409
Project Title: Construction Management-at-Risk (CMAR) Services for the Arlington East Water Reclamation Facility (WRF) Upgrade Projects
Project Number: 8004225
Project Location: JEA
Funds: Capital
Budget Estimate: \$3,120,000.00 (Odor Control Equipment Only)

Scope of Work:

The scope of work to be performed under this solicitation consists of construction management at risk (CMAR) services for the Arlington East WRF Upgrade Projects. The projects to be constructed are listed below. This project is needed to update the treatment process at the Arlington East WRF to meet current and future needs.

- Odor Control Improvements
- New Aeration Basin & Blowers
- Influent Channel Rehabilitation
- Secondary MCC Replacement and Building Improvements

JEA IFB/RFP/State/City/GSA#: 137-19
CPA# 188159
Purchasing Agent: Kruck, Daniel R.
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
BRASFIELD & GORRIE LLC.	Tom Marcum	tmarcum@brasfieldgorrie.com	3021 7 th Avenue South, Birmingham, AL 35233	(407) 562-4533	\$2,727,880.00

Amount of Original Award: \$840,526.58
Date of Original Award: 01/16/2020
Contract Increase Amount: \$2,727,880.00
New Not-To-Exceed Amount: \$3,568,406.58
Length of Contract/PO Term: Project Completion
Begin Date (mm/dd/yyyy): 04/29/2020
End Date (mm/dd/yyyy): Project Completion (Expected: March 2023)
Renewal Options: N/A
JSEB Requirement: Optional for Phase 1

Comments on JSEB Requirements:

Original Award

N/A

This Contract Increase

N/A (specialty equipment purchase)

Background/Recommendations:

Originally bid and approved by Awards Committee on 01/16/2020 in the amount of \$840,546.58 for pre-construction services to Brasfield & Gorrie LLC. A copy of the original award is attached as backup.

This contract increase is for an early out package with a guaranteed maximum price (GMP) for the purchase of the new odor control equipment for the Arlington East WRF Upgrades project. The negotiations for the installation of the odor control equipment are still underway. The odor control equipment is a critical component in order for the new Bradley Rd booster pump station to come online. The Bradley Rd pump station currently has some of the highest levels of hydrogen sulfide off gassing in the Arlington East basin due to the high flows and large area it services. With its conversion into a booster station, the gasses currently being released at this station would stay entrained in the wastewater until reaching the Arlington East WRF headworks. The impact of this additional loading at the treatment plant on the old odor control systems may lead to dangerous conditions at the facility for personnel and equipment. As a safety precaution, the startup of the new Bradley Rd Booster Station would be delayed until the new odor control equipment at Arlington East has been completed and released for service. Due to the five month lead time for equipment delivery the project schedule requires the equipment secured as soon as possible.

Negotiations with Brasfield & Gorrie LLC were successfully completed for the purchase of the odor control equipment. The negotiated price of \$2,727,880.00 is approximately 12.6% below the planning estimate for the odor control equipment and deemed reasonable. A budget trend will be performed once the negotiations for the installation are completed.


The contract increase spend details are below:

- FY20: \$300,000.00
- FY21: \$2,427,880.00

Request approval to award a change order to Brasfield & Gorrie LLC, for the purchase of equipment for the Arlington East Water Reclamation Facility (WRF) Upgrade Projects in the amount of \$2,727,880.00, for a new not-to-exceed amount of \$3,568,406.58, subject to the availability of lawfully appropriated funds.

Manager: Collier, Bradley W. - Mgr Project Management
Director: Conner, Sean – W/WW Project Engineering & Construction
VP: Vu, Hai – Interim GM Water/Wastewater Systems

APPROVALS:

 06/25/2020

Chairman, Awards Committee **Date**

Steven Elmore 06/25/2020

Budget Representative **Date**

21 West Church Street
Jacksonville, Florida 32202-3139



VIA EMAIL

August 9, 2021

Scott Shoemaker
Brasfield & Gorrie, L.L.C.
3021 7th Avenue South
Birmingham, Alabama 35233

E L E C T R I C

W A T E R

S E W E R

RE: Contract 188159 - CMAR Services for the Arlington East Water Reclamation Facility (WRF) Upgrade Projects - Phase 1 (the "Contract")

Dear Mr. Shoemaker:

As previously discussed, JEA has made a decision to reduce scope of work associated with the above referenced Contract. The current Contract includes preconstruction services and a guaranteed maximum price (GMP) to furnish odor control equipment for a total contract amount of \$3,568,406.58. However, JEA intends to reduce the scope of work in the amount of \$640,796.43 to exclude all services except for the GMP established for furnishing the odor control equipment. Once approved by the JEA Awards Committee a Contract amendment will be sent for execution.

JEA has elected not to exercise the installation of the Odor Control GMP submitted by Brasfield & Gorrie, L.L.C. ("B&G") and the resulting competitive bid which showed a savings of over \$1 million. As discussed, the submitted GMP for the Secondary MCC Replacement and Building Improvements reveals excessive costs associated with the general conditions (labor, equipment, mobilization, per diem, travel, etc.). While these B&G costs are justified, they are proving to be costs that local contractors do not have. This coupled with the current pricing for the JEA book of work will result in further deferment of the program bid packages, which unbundles the subject program and exacerbates the decision to conduct the work in the current delivery method.

This in no way reflects on B&G's ability to execute the work; rather a business decision made by JEA to defer the program design and construction over an extended period of time rather than bundled per the original solicitation.

If there are any outstanding invoices associated with the Contract please let us know immediately.

If you should require additional information, please contact Joe Perez at perejl@jea.com.

21 West Church Street
Jacksonville, Florida 32202-3139



Sincerely,

A handwritten signature in black ink, appearing to read "Jenny McCollum". The signature is fluid and cursive.

Jenny McCollum
Director Procurement Services

E L E C T R I C

W A T E R

S E W E R

CC: Tom Marcum, Brasfield & Gorrie
Sean Conner, JEA, Director W/WW Project Engineering & Construction
Bradley Collier, JEA, Manager W/WW Project Management
Bryan Dewberry, JEA, Manager Project Support & Controls
Joe Perez, JEA, Procurement Category Manager
Heather Beard, JEA, Manager Procurement Contracts



Formal Bid and Award System

Award #4 October 28, 2021

Type of Award Request: INVITATION FOR BID (IFB)
Requestor Name: Hightower, Justin
Requestor Phone: (904) 665-8357
Project Title: JEA Light and Medium Duty Vehicle Procurement Acquisition
FY22 Project Numbers: 8007294,8007295,8007344, & 8007352
FY23 Project Numbers: TBD (As needed)
Project Location: JEA
Funds: Capital
Budget Estimate: \$2,581,596.00

Scope of Work:

The purpose of this Invitation For Bid (the "IFB") is to solicit pricing for the purchase of sixty-two (62) vehicles within the vehicle class categories of 116, 116X, 117, 117C, 117X, 122, 122+, and 130 for JEA's FY22 fleet capital requirements for replacement for the Electric and Water departments and expansion for the Electric and Water department. During the solicitation process, it was determined to be in the best interests for JEA to proceed with an award of only the following subset of assets:

- Electric Replacement – 35 Units (8007294)
- Electric Expansion – 19 Units (8007295)
- Water Replacement – 2 Units (8007344)
- Water Expansion – 6 Units (8007352)

JEA IFB/RFP/State/City/GSA#: 1410440046-22
Purchasing Agent: Pearson, Kenny R.
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Amount
DUVAL FORD	Bambi Darr	bambi.darr@duvalfleet.com	1615 Cassat Ave. Jacksonville, FL 32210	\$1,996,149.00
GARBER FORD INC	Todd Brandt	tbrandt@garberautomall.com	3340 Highway 17 Green Cove Springs, FL 32043	\$619,317.00

Amount for entire term of Contract/PO: \$2,615,466.00
Award Amount for remainder of this FY: \$2,455,986.00
Length of Contract/PO Term: Project Completion
Begin Date (mm/dd/yyyy): 11/01/2021
End Date (mm/dd/yyyy): Project Completion
JSEB Requirement: N/A – No JSEBs available

BIDDERS:

Name	Original Bid Amount	# of Vehicle Groupings Bid	Proposed Award Amount	# of Vehicle Groupings to be Awarded
DUVAL FORD	\$1,996,149.00	2	\$1,996,149.00	2
GARBER FORD INC	\$619,317.00	1	\$619,317.00	1

Background/Recommendations:

Advertised on 10/01/2021. At Response opening on 10/26/2021, JEA received two (2) responses. During the bidding process, JEA eliminated all Liquidated Damages (LDs) from the solicitation as well as extended the bid one (1) week in response to supplier feedback to encourage more competition. This was done via addendum prior to bid opening after discussions with the supplier base. JEA still only received two bids. Volatility and uncertainty in the market has been the common theme when discussing lack of participation with prospective bidders.

The basis of award is to contract with the lowest cost Respondent for each light and medium duty vehicle groupings included in this solicitation; companies were encouraged to bid multiple groupings for efficiency. Three (3) original groupings were included in the solicitation, but only two (2) of the three (3) groupings were bid on by Duval Ford and only one (1) of the three (3) groupings were bid on by Garber Ford Inc. and no grouping was bid by the other vendor. A copy of the detailed bid analysis is attached as backup and the proposed award breakout by vehicle grouping is identified below:

Vehicle Grouping	Vehicles	Proposed Awardee	Award Price
Group 1	½ Ton Trucks (116, 116X, 117, 117C, & 117X)	DUVAL FORD	\$1,488,071.00
Group 2	1 Ton Vans (130)	GARBER FORD INC	\$619,317.00
Group 3	1 Ton Trucks (122 & 122+)	DUVAL FORD	\$508,078.00

It should be noted that these grouping are all items previously not bid by any supplier during a previous solicitation; the items during that solicitation were awarded September 30, 2021. In response to that solicitation, alternative sourcing strategies were implement to meet supplier feedback on how they would need a bid structured to participate given current market complexities. The changes are listed below:

- Changed the sourcing method from ITN to IFB for a more simplistic bid and faster turnaround time.
- Eliminated the LDs previously listed at \$100/day.
- Eliminated hard dates for delivery in this solicitation.
- Revised language on LED lighting and tow hooks as optional to up-fitting.
- Converted the Chevrolet to Ford F-series since Chevrolet is no longer taking FY22 orders.

When comparing JEA's past pricing to the proposed winning supplier for each respective grouping, on average JEA's new pricing will be nine percent (9%) higher, largely based on inflation and current market conditions. This percentage was determined by taking the last price paid and comparing those prices to the quoted unit prices of this solicitation from FY20 through FY21 purchases. There were some units where no direct past pricing information was available for comparison purposes, as the exact assets had never been

purchased prior to this solicitation; those items used an estimated cost model based on what we believe those features cost and those modeled costs were included in the calculations when determining the increase. JEA will see a cost increase of \$218,341.00 across comparable light and medium duty vehicles. Feedback during the solicitation indicated that previous incentives for government purchases have been suspended by most OEMs to combat rising costs in the supply chain. While incentives will most likely return in the future, this timeline is not certain and vehicle costs will continue to rise. Even though we are in a market that is topsy-turvy, our budget estimate was only exceeded by \$33,820.

We believe it is in the best interest of JEA to move forward with award to groupings one (1), two (2) & three (3) as proposed despite low competition, as we believe pricing is reasonable with current market conditions. Grouping One (1) consisting of the vehicle class categories of 116, 116X, 117, 117C, & 117X for JEA's FY 22 fleet capital requirements in the amount of \$1,488,071.00 to Duval Ford, Grouping Two (2) consisting of the vehicle class category of 130 for JEA's FY 22 fleet capital requirements in the amount of \$619,317.00 to Garber Ford Inc, and Grouping Three (3) consisting of the vehicle class categories of 122 & 122+ for JEA's FY 22 fleet capital requirements in the amount of \$508,078.00 to Duval Ford. It should be noted that Duval Ford was the largest awardee on the FY21 solicitation performed in 2020 and the awardee on an earlier FY22 Light and Medium Duty solicitation that was awarded September 30, 2021. Duval Ford and Garber Ford Inc. has also been a historically well performing vendors for both quality of work and timeliness of capital purchases, and historically very competitive in past solicitations as well.

1410440046 - Request approval to award a contract to Duval Ford and Garber Ford Inc. for the combined purchase of Sixty-two (62) vehicles found within vehicle class categories of 116, 116X, 117, 117C, 117X, 122, 122+, & 130 for JEA's FY 22 Light and Medium Duty Fleet Capital Purchases for a total not-to-exceed amount of Duval Ford in the amount of \$1,996,149.00 and Garber Ford Inc. in the amount of \$619,317.00 for a total of \$2,615,466.00, subject to the availability of lawfully appropriated funds.

Manager: Hightower, Justin - Manager, Fleet Services & Business Operations

VP: McElroy, Alan - VP of Supply Chain and Operations Support

APPROVALS:

Chairman, Awards Committee **Date**

Budget Representative **Date**

AWARD CATEGORY	Fiscal Year	Item Number	Item Name	DESCRIPTION
Group 1				
1	FY22	1a	Truck 1	TRUCK 1/2 T PICKUP 6'4"
1	FY22	1b	Truck 2	TRUCK 1/2 T PICKUP 6'4"
1	FY22	1c	Truck 3	TRUCK 1/2 T PICKUP 6'4"
1	FY22	1d	Truck 4	TRUCK 1/2 T 4X4 PICKUP 6'4"
1	FY22	1e	Truck 5	TRUCK 1/2 T EXT PICKUP 6'4"
1	FY22	1f	Truck 6	TRUCK 1/2 T EXT PICKUP 6'4"
1	FY22	1g	Truck 7	TRUCK 1/2 T CREW CAB 4X4 PICKUP 6'4"
1	FY22	1h	Truck 8	TRUCK 1/2 T CREW CAB 4X4 PICKUP 6'4"
1	FY22	1i	Truck 9	TRUCK 1/2 T CREW CAB 4X4 PICKUP 6'4"
1	FY22	1j	Truck 10	TRUCK 1/2 T EXT 4X4 PICKUP 6'4"
1	FY22	1k	Truck 11	TRUCK 1/2 T EXT 4X4 PICKUP 6'4"
1	FY22	1l	Truck 12	TRUCK 1/2 T EXT 4X4 PICKUP 6'4"
1	FY22	1m	Truck 13	TRUCK 1/2 T EXT 4X4 PICKUP 6'4"
1	FY22	1n	Truck 14	TRUCK 1/2 T 4X4 PICKUP 6'4"
Group 2				
2	FY22	2a	Van1	VAN 1 T CARGO MID HEIGHT
2	FY22	2b	Van2	VAN 1 T CARGO MID HEIGHT
2	FY22	2c	Van3	VAN 1 T CARGO MID HEIGHT
2	FY22	2d	Van4	VAN 1 T CARGO MID HEIGHT
2	FY22	2e	Van5	VAN 1 T CARGO MID HEIGHT
Group 3				
3	FY22	3a	Truck 18	TRUCK 1 T EXT CAB SRW 4X4 UTILITY 8'
3	FY22	3b	Truck 19	TRUCK 1 T EXT CAB SRW UTILITY 8'
Grand Total				

CLASS CODE	Basic	A	B	C	E	F	G	H	J	L	M	QTY
	Upfit Package											42.00
116	2											2.00
116		1										1.00
116						20						20.00
117				1								1.00
116X				1								1.00
116X						2						2.00
117C		3										3.00
117C					1							1.00
117C						2						2.00
117X	3											3.00
117X		1										1.00
117X			2									2.00
117X						1						1.00
117	2											2.00
	Upfit Package											12.00
130		4										4.00
130				2								2.00
130						1						1.00
130							3					3.00
130								2				2.00
	Upfit Package											8.00
122+ (UNL COMPOSITE)					2							6.00
122 (UNL COMPOSITE)						6						2.00
												62.00

UOM	Duval Ford Bid	Duval Ford Bid EXT	Garber Ford Inc Bid	Garber Ford Inc Bid EXT
Truck		\$ 1,488,071.00		N/A
Truck	\$ 32,589.00	\$ 65,178.00	N/A	N/A
Truck	\$ 33,488.00	\$ 33,488.00	N/A	N/A
Truck	\$ 31,896.00	\$ 637,920.00	N/A	N/A
Truck	\$ 41,723.00	\$ 41,723.00	N/A	N/A
Truck	\$ 40,596.00	\$ 40,596.00	N/A	N/A
Truck	\$ 33,915.00	\$ 67,830.00	N/A	N/A
Truck	\$ 42,382.00	\$ 127,146.00	N/A	N/A
Truck	\$ 50,263.00	\$ 50,263.00	N/A	N/A
Truck	\$ 40,245.00	\$ 80,490.00	N/A	N/A
Truck	\$ 36,868.00	\$ 110,604.00	N/A	N/A
Truck	\$ 37,768.00	\$ 37,768.00	N/A	N/A
Truck	\$ 43,511.00	\$ 87,022.00	N/A	N/A
Truck	\$ 36,175.00	\$ 36,175.00	N/A	N/A
Truck	\$ 35,934.00	\$ 71,868.00	N/A	N/A
Van		N/A		\$ 619,317.00
Van	N/A	N/A	\$ 48,464.00	\$ 193,856.00
Van	N/A	N/A	\$ 54,663.00	\$ 109,326.00
Van	N/A	N/A	\$ 57,094.00	\$ 57,094.00
Van	N/A	N/A	\$ 52,023.00	\$ 156,069.00
Van	N/A	N/A	\$ 51,486.00	\$ 102,972.00
Truck		\$ 508,078.00		N/A
Truck	\$ 64,129.00	\$ 384,774.00	N/A	N/A
Truck	\$ 61,652.00	\$ 123,304.00	N/A	N/A

Award Supplier	Supplier's Unit Price	Supplier's Ext.	Budget Estimate
		\$ 1,488,071.00	\$ 1,556,596.00
Duval Ford	\$ 32,589.00	\$ 65,178.00	\$ 72,096.00
Duval Ford	\$ 33,488.00	\$ 33,488.00	\$ 35,500.00
Duval Ford	\$ 31,896.00	\$ 637,920.00	\$ 731,000.00
Duval Ford	\$ 41,723.00	\$ 41,723.00	\$ 38,000.00
Duval Ford	\$ 40,596.00	\$ 40,596.00	\$ 39,000.00
Duval Ford	\$ 33,915.00	\$ 67,830.00	\$ 71,000.00
Duval Ford	\$ 42,382.00	\$ 127,146.00	\$ 114,000.00
Duval Ford	\$ 50,263.00	\$ 50,263.00	\$ 38,000.00
Duval Ford	\$ 40,245.00	\$ 80,490.00	\$ 76,000.00
Duval Ford	\$ 36,868.00	\$ 110,604.00	\$ 114,000.00
Duval Ford	\$ 37,768.00	\$ 37,768.00	\$ 38,000.00
Duval Ford	\$ 43,511.00	\$ 87,022.00	\$ 76,000.00
Duval Ford	\$ 36,175.00	\$ 36,175.00	\$ 38,000.00
Duval Ford	\$ 35,934.00	\$ 71,868.00	\$ 76,000.00
		\$ 619,317.00	\$ 590,000.00
Garber Ford Inc	\$ 48,464.00	\$ 193,856.00	\$ 196,500.00
Garber Ford Inc	\$ 54,663.00	\$ 109,326.00	\$ 98,500.00
Garber Ford Inc	\$ 57,094.00	\$ 57,094.00	\$ 49,000.00
Garber Ford Inc	\$ 52,023.00	\$ 156,069.00	\$ 147,000.00
Garber Ford Inc	\$ 51,486.00	\$ 102,972.00	\$ 99,000.00
		\$ 508,078.00	\$ 435,000.00
Duval Ford	\$ 64,129.00	\$ 384,774.00	\$ 120,000.00
Duval Ford	\$ 61,652.00	\$ 123,304.00	\$ 315,000.00
		\$ 2,615,466.00	\$ 2,581,596.00

% delta from estimate (Positive is Good)	Electric Replacement 8007294	Electric Expansion 8007295	Water Replacement 8007344	Water Expansion 8007352
4.4%	\$ 712,098	\$ 694,450	\$ -	\$ 150,048
9.6%	\$ 36,048			\$ 36,048
5.7%	\$ 35,500			
12.7%	\$ 36,550	\$ 694,450		
-9.8%	\$ 38,000			
-4.1%	\$ 39,000			
4.5%	\$ 71,000			
-11.5%	\$ 76,000			\$ 38,000
-32.3%	\$ 38,000			
-5.9%	\$ 76,000			
3.0%	\$ 114,000			
0.6%	\$ 38,000			
-14.5%	\$ 76,000			
4.8%	\$ 38,000			
5.4%				\$ 76,000
-5.0%	\$ 393,500	\$ -	\$ 98,250	\$ 98,250
1.3%			\$ 98,250	\$ 98,250
-11.0%	\$ 98,500			
-16.5%	\$ 49,000			
-6.2%	\$ 147,000			
-4.0%	\$ 99,000			
-16.8%	\$ 435,000	\$ -	\$ -	\$ -
-220.6%	\$ 120,000			
60.9%	\$ 315,000			
-1.3%	\$ 1,540,598	\$ 694,450	\$ 98,250	\$ 248,298

Previous Price	Previous Price EXT	NEW Estimated Price	% delta from last buy (Positive is Savings)	FY
	\$ 1,428,025		-4.2%	
\$ 32,945	\$ 65,890		1.1%	FY 21
\$ 34,195	\$ 34,195		2.1%	FY 21
\$ 32,145	\$ 642,900	\$ 32,145	0.8%	FY 21
\$ 37,445	\$ 37,445		-11.4%	FY 21
\$ 39,945	\$ 39,945	\$ 39,945	-1.6%	
\$ 34,645	\$ 69,290	\$ 34,645	2.1%	
\$ 35,900	\$ 107,700		-18.1%	FY 21
\$ 41,900	\$ 41,900	\$ 41,900	-20.0%	FY 21
\$ 35,100	\$ 70,200	\$ 35,100	-14.7%	FY 21
\$ 36,250	\$ 108,750	\$ 36,250	-1.7%	FY18
\$ 33,400	\$ 33,400	\$ 33,400	-13.1%	FY18
\$ 36,730	\$ 73,460	\$ 36,730	-18.5%	FY20
\$ 35,450	\$ 35,450	\$ 35,450	-2.0%	FY18
\$ 33,750	\$ 67,500		-6.5%	FY 21
	\$ 546,996		-13.2%	
\$ 42,850	\$ 171,400		-13.1%	FY 21
\$ 49,800	\$ 99,600		-9.8%	FY 21
\$ 42,050	\$ 42,050	\$ 42,050	-35.8%	
\$ 45,650	\$ 136,950	\$ 45,650	-14.0%	
\$ 48,498	\$ 96,996	\$ 48,498	-6.2%	
	\$ 422,104		-20.4%	
\$ 52,763	\$ 316,578	\$ 49,363	-21.5%	FY21
\$ 52,763	\$ 105,526	\$ 44,863	-16.8%	FY21
	\$ 2,397,125.00		-9.1%	

\$ (218,341.00)

Notes
New Option but same as basic without the spot light (est - \$800)
Do not have 1/2 t ext pick ups that are not 4x4 currently in the fleet. They are about \$2-\$3K more expensive (est \$2500)
Do not have 1/2 t ext pick ups that are not 4x4 currently in the fleet. They are about \$2-\$3K more expensive (est \$2500)
Do not have pricing for this option (est \$6000 - lift kit & inverter)
New Option but same as basic without the spot light (est - \$800)
FY18 pricing but I do not know what options (est \$2500)
FY18 pricing but I do not know what options
FY20 pricing but I do not know what options (est \$2500)
FY18 pricing but I do not know what options (est \$800)
FY21 price
FY21 price
FY21 price
I do not know what options previous year vans and there are not any of these options for the most current (est \$800)
I do not know what options previous year vans and there are not any of these options for the most current (est \$2500)
I do not know what options previous year vans and there are not any of these options for the most current (est \$2500)
New options but similar to last year (est - \$3400)
New options but similar to last year (est - \$7900)

