

Welcome to the JEA Awards Meeting

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

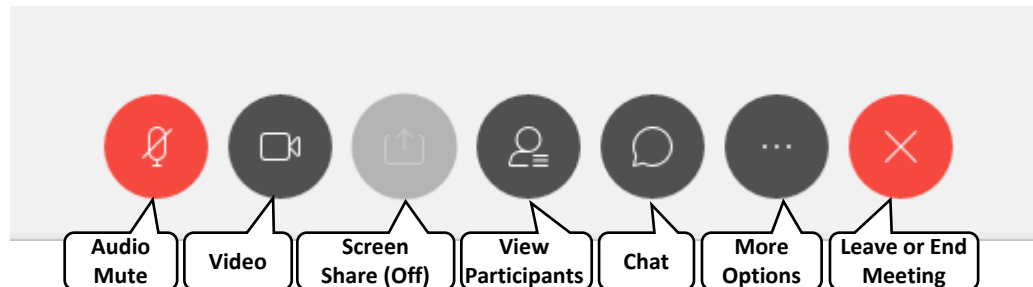
We will unmute your lines during the public comment time and provide opportunity for you to speak.

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, January 13, 2022

TIME: 10:00 A.M.

PLACE: JEA, Customer Center, Bid Office, 1st Floor, 21 West Church Street, Jacksonville, FL
32202 OR
WebEx/Teleconference
WebEx Meeting Number (access code): 160 199 4252
WebEx Password: pxP6CqUSt63

Public Comments:

Awards:

1. Approval of the minutes from the last meeting (12/16/2021).
2. 1410510246 - Request approval to rescind this solicitation and reject all Responses received in anticipation of rebidding.
3. Request approval to award a contract increase to CDM Smith Inc. for additional services during construction for the Mandarin WRF Reuse System Modifications-Equalization Tank and Transfer Pump Station - High Level UV Disinfection Upgrade project in the amount of \$39,625.00, for a new not-to-exceed amount of \$950,375.30, subject to the availability of lawfully appropriated funds.
4. Request approval to award a one (1) year contract renewal to Lionbridge Global Solutions, LLC for Customer Call Center Interpretation Language Services in the amount of \$98,263.25, for a not-to-exceed amount of \$326,451.88 subject to the availability of lawfully appropriated funds.
5. 1410470046 - Request approval to award a contract to The Davey Tree Expert Company in the amount of \$1,292,078.35, subject to the availability of lawfully approved funds.
6. **DEFERRED** - Request approval to award a contract extension to Vesta modular for Leased Modular Buildings for Technical Training at NGS in the amount of \$73,800.00, for a new not-to-exceed amount of \$464,470.66, subject to the availability of lawfully appropriated funds.
7. 1410510446-21– Request approval to award contracts to G & W Electric Co. for the Radio Control Switches carried in JEA’s inventory stock for a total amount of \$1,788,685.00 subject to the availability of lawfully appropriated funds.
8. Request approval to award a contract increase to Gate Fleet Services for Fuel Supply, Fuel Cards, & Related Services in the amount of \$3,176,246.76, for a new total not-to-exceed amount of \$9,932,787.98, subject to the availability of lawfully appropriated funds.

Informational Items: Conflict of Interest training (Walette Stanford)

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.

01-13-2022 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 12/16/2021 meeting.
2	Rescind	McElroy	\$600,000.00	N/A	N/A	N/A	<p><u>Facilities HVAC Repair and Installation Services for up to 20 Tons</u></p> <p>The purpose of this Request for Proposal (RFP) is to evaluate and select a vendor that can provide economical pricing for as needed HVAC services. Services include, but are not limited to, repairs and installation for units up to 20-ton split, package cooling and heat pump systems, and supply/exhaust ventilation fans.</p> <p>After Proposal opening, and upon further review with legal, it was determined that the portion of work for installation services were considered construction, and payment and performance bonds would be required. This was missed due to the solicitation being a combination of services and installations, which caused some confusion about whether the bonds in the solicitation were needed. JEA sought clarification from all bidders to see if pricing would change once the bonds were added, and some of the feedback provided was it would change the price. Due to the clarification provided, it was deemed to be a material change, making it necessary to rebid. JEA intends to rebid as an RFP and add bonds to cover statute requirements.</p> <p>Request approval to rescind this solicitation and reject all Responses received in anticipation of rebidding.</p>
3	Contract Increase	Vu	N/A	\$39,625.00	CDM Smith, Inc.	Project Completion (Expected: March 2022)	<p><u>Engineering Services for Mandarin WWTP Reuse System Modifications-Equalization Tank and Transfer Pump Station - High Level UV Disinfection</u></p> <p>Originally approved by Awards Committee on 11/06/2014 in the amount of \$855,227.00 to CDM Smith Inc. Two administrative increases have been approved for additional services during construction (SDC).</p> <p>This project experienced multiple delays in the construction schedule due to non-performance by the construction contractor. It is worth mentioning the contractor was subsequently debarred by JEA and had a claim issued against their bonding company. The claim will include the cost of this contract increase. This award request is for a contract increase for additional SDC for the Mandarin WWTP projects due to the lengthy construction delays. This includes additional requests for information (RFIs), drawing reviews, meeting attendance and testing. The original construction contractor has</p>

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							<p>been replaced, and construction is expected to be finished in March of 2022. The hourly rates for this amendment are the same as originally negotiated.</p> <p>A new not-to-exceed amount of \$950,375.30.</p>
4	Renewal	Pressley	\$100,000.00 (Line BL01)	\$98,263.25	LIONBRIDGE GLOBAL SOLUTIONS II, INC.	Three (3) Years w/One (1) One (1) Year Renewal	<p><u>Customer Call Center Interpretation Language Services</u></p> <p>This contract provides a phone based language interpretation service provider for the JEA Customer Call Center.</p> <p>Advertised on 09/11/2018. JEA received four (4) Responses. In addition to the Quotation of Rates, the supplier Responses were also evaluated on Past Performance, Professional Staff Experience, Ability to Design an Approach and Workplan and Meet the Project Requirements. Lionbridge was determined to be the highest evaluated and responsible Respondent and awarded informally on 12/13/2018. An administrative increase of \$19,008.14 was completed on 06/24/2021 to make additional funds available to satisfy invoice requirements in advance of budgeting cycles.</p> <p>This request is for additional funding of \$98,263.25 for a one (1) year contract renewal from 12/13/2021 to 12/12/2022 to maintain the existing scope of services for this contract. Included in this award amount is a ratification of \$6,788.78 for November 2021 invoice that is included in the \$98,263.25 renewal amount. Lionbridge has performed well over the initial term of the contract and will keep rates the same for the one (1) year renewal.</p> <p>A not-to-exceed amount of \$326,451.88.</p>
5	Request for Proposal (RFP) 5 Proposers	Erixton	\$1,292,087.35	\$1,292,078.35	The Davey Tree Expert Company	One (1) Year w/One (1) - 1 Yr. Renewal	<p><u>Vegetation Management</u></p> <p>JEA's general plan will be to employ 3 – 5 crews on a forty hour a week/time and equipment rates (T&E) basis to provide coverage for additional supplemental vegetation management services over the three (3) year contract term, and if needs provide emergency storm support services.</p> <p>The Davey Tree Expert Company is the incumbent has held their rates for the past three years and submitted the same rates for this bid, which provides JEA fixed rates until the new master vegetation management services are bid out, resulting in a net zero rate and budget estimate change.</p> <p>This one-year award for the secondary service contract will allow both contracts to sync up at the end of calendar year 2022. When both contracts are rebid at the end of this year, JEA will use the approach of having a primary and a secondary service provider to foster competition and provide a back-up service provider.</p>

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6 - Defer	Defer	Defer	Defer	Defer	Defer	Defer	Defer
7	Invitation for Bid (IFB) 2 Bidders	McElroy	\$1,844,409.00	\$1,788,685.00	G & W Electric Co.	Two (2) Years	<p><u>Radio Control Switches</u></p> <p>The purpose of this Invitation for Bid (IFB) is to solicit pricing for Radio Control Switches, (SWERC001, SWERC002, & SWERC003). During the last 12 months, the commodity spend for these three items was \$930,933.54. At the time of the bid release, the inventory balance for the items found in this solicitation was \$352,448.53 with the average current lead time of 112 days depending on the item.</p> <p>The evaluation criteria for this bid was that the total lowest cost provider for each respective item would win, as long as the minimum qualifications were met, and they quoted the correct JEA approved manufacturer and manufacturer part number. G & W Electric Co. has been deemed the most Responsive and Responsive bidder based on the prices for year one having been the lower of both bidders for all three items.</p> <p>This solicitation is the result of a multi-year joint effort by Standards and Procurement to develop alternative suppliers for single sourced items with high spend; the proposed awardee is a newly approved vendor. It should be noted that SWERC003 item is still a single sourced. As part of the development of the alternative source, we moved to the new vendor because of the robust offerings of the supplier and our desire to standardize on their offering. Their design for SWERC003 is found to be far superior to the competition while still being cost competitive. These items have backwards and forward capability, so from a risk standpoint JEA will be better off having developed an alternative source. We have tested these items in various applications in the field in advance of this bid and know that these items will meet and exceed the JEA requirements. This portion of the award amount is only approximately 2% of the overall amount.</p> <p>JEA will realize an estimated cost decrease via unit price decrease totaling \$57,450.54 for the first year of the contract and \$15,731.54 for the second year of the contract for a total decrease of \$73,182.08, or 3.93% over two (2) years.</p>
8	Contract Increase		\$3,176,246.76	\$3,176,246.76	Gate Fleet Services	Five (5) Years w/One (1) - 1 Yr. Renewal	<p><u>Joint Agency Fuel Supply, Fuel Cards, & Related Services</u></p> <p>This agreement provides fuel supply products, fuel cards, and related services to JEA, City of Jacksonville (COJ), and the Duval County Public School System.</p>

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						<p>This request is to add additional funding in the amount of \$3,176,246.76 to cover the forecasted requirements for the duration of the contract term, which expires 07/31/2022. This amount was calculated using fuel demand estimates from the Fleet Operations Group and was derived from actual expenditures under the current contract. To date, the average realized spend per day under the agreement is \$4,801.63 dollars.</p> <p>Fuel estimates and the award estimates were based on three levers, price of fuel, consumption of fuel by each vendor, and overall fuel consumption by JEA; the need for a third contract increase is driven primary by two of these factors. The first is attributed to an evolution in JEA's fueling operations due to COVID. The second is due to an increase in fuel pricing most notably in 2021. This increase is forecasted to continue at elevated levels throughout 2022. Changes to operations, began slowly after contract effectiveness, as JEA crews began migrating away from COJ fueling locations. The convenience of yard fueling, and Gate retail locations improved operational efficiency. As well, JEA's price for fueling with Gate proved advantageous. In early 2020, further utilization of Gate retail locations increased as the JEA field employees base began dispatching from locations other than the service centers to navigate COVID protocols. This change contributed to many of the crews that previously were fueled by the overnight wet fueling supplier, Jacobus, continue to fuel themselves at the Gate stations. Jacobus, is unable to fit safely into the substations for fueling, and consequently unable to fuel trucks overnight. The Jacobus wet hose fueling for JEA has a forecasted spend for their five (5) year contract at less than 44% of original spend projection.</p> <p>Regarding the second primary factor, price increases in 2021 fuel rates, U.S. Energy Information Administration January 5, 2022 report has shown increases in the price of fuel of 46% in 2021* which was not information that was we were able to capture in the 2017 award. It should be noted that JEA operates on a rack rate, plus pricing model where the Gate Fleet Services receives a fixed rate per gallon for their services regardless of what the industry does and JEA is solely being impacted by fuel increases based on the fuel market as a whole increasing.</p> <p>This is labelled as a ratification due to there being a few invoices for Gate pending this Contract Increase and employees continue to utilize Gate for fueling activities.</p>
Total Award				\$6,394,898.36		

JEA AWARDS COMMITTEE
DECEMBER 16, 2021 MEETING MINUTES

The JEA procurement Awards Committee met on December 16, 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 (12/09/2021). Chair Datz verbally presented the Committee Members the proposed December 9, 2021 minutes contained in the committee packet.

MOTION: Hai Vu made a motion to approve the December 9, 2021 minutes (Award Item 1). The motion was seconded by Joe Orfano and approved unanimously by the Awards Committee (5-0).

The Committee Members reviewed and discussed the following Awards Items 2-15:

2. 1410432846– Request approval to award contracts to Petticoat-Schmitt Civil Contractors, Inc. (\$7,410,724.00) and Sawcross, Inc. (\$5,730,643.75) for construction services for Construction Services for the Southwest-5104 118th St. and 6217 Wilson Blvd. - Class III/IV Pump Station Upgrades projects in the amount of \$13,141,367.75, 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 Ricky Erixton and approved unanimously by the Awards Committee (5-0).

3. Request approval to award a contract increase to Constantine Engineering, LLC for services during construction for the 5104 118th St - Class III/IV PS and 6217 Wilson Blvd. - Class III/IV PS Rehabilitation projects in the amount of \$815,957.00, for a new not-to-exceed amount of \$1,686,410.00, subject to the availability of lawfully appropriated funds.

MOTION: Joe Orfano made a motion to approve Award Item 3 as presented in the committee packet. The motion was seconded by Hai Vu and approved unanimously by the Awards Committee (5-0).

4. Request approval to award a renewal and contract increase to England-Thims & Miller, Inc. for the Design, Permitting and Construction Management for the Galvanized Pipe Replacement Program in the

amount of \$2,830,957.00, for a new not-to-exceed amount of \$6,130,957.00, subject to the availability of lawfully appropriated funds.

MOTION: Laura Dutton 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. Request approval to award a one (1) year renewal to Bob's Backflow, Inc. for backflow prevention testing services in the amount of \$690,000.00, for a new not-to-exceed amount of \$2,070,000.00, subject to the availability of lawfully appropriated funds.

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

6. Request approval to award a three (3) year contract to AvePoint, Inc. to continue using JEA's existing backup/restore for Cloud and On-premise software in the amount of \$584,640.00, subject to the approval of lawfully appropriated funds.

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

7. Request approval to increase the contract with Insituform Technologies, LLC for Cured-In-Place Pipe (CIPP) Unit Price Construction in the amount of \$957,877.00, for a new, not-to-exceed amount of \$2,457,877.00, subject to the availability of lawfully appropriated funds.

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

8. Request approval to award a contract increase to The Haskell Company for construction services for CMAR Services for the Greenland WRF project in the amount of \$108,505,039.00, for a new not-to-exceed amount of \$118,554,450.01, subject to the availability of lawfully appropriated funds.

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

9. Request approval to award a change order to CGC, Inc. for the Deerwood Park Blvd. Roadway and Bridge Improvements project in the amount of \$21,908.75, for a new, not-to-exceed amount of \$320,415.75, subject to the availability of lawfully appropriated funds.

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

10. Request approval to award a contract to Sentient Energy Inc. for the SAIDI Reduction Program in amount of \$1,333,641.00, subject to the availability of lawfully appropriated funds.

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

11. 1410462046 – Request approval to award a contract to Dis-Tran Steel LLC in the amount of \$953,934.00 for Steel Poles & Caissons services, subject to the availability of lawfully appropriated funds. **MOTION:** Ricky Erixton made a motion to approve Award Item 11 as amended in the committee packet. The motion was seconded by Hai Vu and approved unanimously by the Awards Committee (5-0).
12. Request approval to award a contract increase to Merrell Bros, Inc. for residuals hauling and disposal in the amount of \$924,690.51, for a new not-to-exceed amount of \$4,545,401.23, subject to the availability of lawfully appropriated funds.
MOTION: Ricky Erixton made a motion to approve Award Item 12 as presented in the committee packet. The motion was seconded by Hai Vu and approved unanimously by the Awards Committee (5-0).
13. Request approval to award a contract renewal increase to Allied Universal Corporation for sodium hypochlorite in the amount of \$1,905,090.77, for a new not-to-exceed of \$10,814,090.77, subject to the availability of lawfully appropriated funds.
MOTION: Joe Orfano made a motion to approve Award Item 13 as presented in the committee packet. The motion was seconded by Laura Dutton and approved unanimously by the Awards Committee (5-0).
14. 1410431046 – Request approval to award a contract to Thompson Industrial Services in the amount of \$765,030.00 and MPW Industrial Services in the amount of \$327,870.00 for Industrial Cleaning services, for a not-to-exceed amount of \$1,092,900.00, subject to the availability of lawfully appropriated funds.
MOTION: Hai Vu made a motion to approve Award Item 14 as presented in the committee packet. The motion was seconded by Ricky Erixton and approved unanimously by the Awards Committee (5-0).
15. Request approval to award a contract renewal to Polydyne Inc. for Liquid Emulsion Polymer in the amount of \$1,488,178.77, for a new not-to-exceed of \$4,978,678.77, subject to the availability of lawfully appropriated funds.
MOTION: Joe Orfano made a motion to approve Award Item 15 as presented in the committee packet. The motion was seconded by Hai Vu and approved unanimously by the Awards Committee (5-0).

Informational Item:

No informational items were presented to the Awards Committee.

Ratifications:

Award 15 is a partial ratification.

Public Comments:

No additional public comment speaking period was taken.

Adjournment:

Chair Datz adjourned the meeting at 11:07 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/](https://www.jea.com/About/Procurement/Awards_Meeting_Agendas_and_Minutes/)



Formal Bid and Award System

Award #2 January 13, 2022

Type of Award Request: RESCIND
Request #: 320
Requestor Name: Ventura, Mildred - Contract Specialist
Requestor Phone: (904) 665-5201
Project Title: Facilities HVAC Repair and Installation Services for up to 20 Tons
Project Number: 30801
Project Location: JEA
Funds: O&M
Budget Estimate: \$600,000.00

Scope of Work: The purpose of this Request for Proposal (RFP) is to evaluate and select a vendor that can provide economical pricing for as needed HVAC services. Services include, but are not limited to, repairs and installation for units up to 20-ton split, package cooling and heat pump systems, and supply/exhaust ventilation fans. JEA owns approximately 717 systems located primarily in Duval County, with some additional systems in St. Johns, Clay, and Nassau. Less than ten (10) percent of these systems are rooftop package units which may require lifts to perform the work. The work to be performed by the Company includes all labor, supervision, materials (when requested), tools and equipment, as necessary for repair and installation. The specifications ensure that the Company performs these services with skilled personnel in a safe and professional manner adhering to all JEA, City, County and State regulations and requirements. These services will be scheduled on an as needed basis. Contract(s) may be awarded to a single company or multiple companies based on price and JEA needs.

JEA IFB/RFP/State/City/GSA#: 1410510246
Purchasing Agent: Selders, Elaine
Is this a Ratification?: NO
JSEB Requirement: N/A - Optional

BIDDERS:

Vendor Name	Amount
BROOKS BUILDING SOLUTIONS, INC.	N/A
HOWARD SERVICES, INC.	N/A
THERMASERVE, INC.	N/A
W. W. GAY MECHANICAL CONTRACTORS INC.	N/A

Background/Recommendations:

This solicitation was advertised on 12/09/2021. Six (6) prime contractors attended the optional Pre-Proposal meeting held on 12/16/2021. At Proposal opening on 01/04/2022, JEA received four (4) Proposals.

After Proposal opening, and upon further review with legal, it was determined that the portion of work for installation services were considered construction, and payment and performance bonds would be required. This was missed due to the solicitation being a combination of services and installations, which

caused some confusion about whether the bonds in the solicitation were needed. JEA sought clarification from all bidders to see if pricing would change once the bonds were added, and some of the feedback provided was it would change the price. Due to the clarification provided, it was deemed to be a material change, making it necessary to rebid. JEA intends to rebid as an RFP and add bonds to cover statute requirements.

This request is to rescind with the intent to rebid. All pricing will be held confidential for up to twelve (12) months until such time JEA provides notice of an intended decision with the rebid.

1410510246 - Request approval to rescind this solicitation and reject all Responses received in anticipation of rebidding.

Manager: Newton-Green, Melanie - Mgr Business Operations
Director: Brunell, Baley L. - Dir Facilities & Fleet Services
VP: McElroy, Alan D. - VP Supply Chain & Operations Support

APPROVALS:

 4/13/22

Chairman, Awards Committee **Date**

Budget Representative **Date**



Formal Bid and Award System

Award #3 January 13, 2022

Type of Award Request: CONTRACT INCREASE
Requestor Name: Phillips, Brian R.
Requestor Phone: (904) 665-7461
Project Title: Engineering Services for Mandarin WWTP Reuse System Modifications- Equalization Tank and Transfer Pump Station - High Level UV Disinfection Upgrade
Project Number: 8007037
Project Location: JEA
Funds: Capital
Budget Estimate: N/A

Scope of Work:

Engineering services (including design, permitting, and services during construction), for the following two (2) components for the project located at the Mandarin Wastewater Treatment Plant (WWTP), 11828 Hampton Road, Jacksonville, Florida:

1) The Mandarin WWTP Equalization Tank and Transfer Pump Station includes (1) pre-stressed concrete storage tank, transfer pumps and appurtenances, (1) control valve and flow meter, inflow and outflow yard piping, and associated SCADA controls.

2) The Mandarin High Level UV Disinfection System includes (1) concrete UV channel with system upgrades to allow a high level flow rate of 5.7 MGD, a new low pressure UV disinfection system, and associated SCADA controls. The project also includes evaluation of the existing high pressure UV disinfection system for possible replacement with a new low pressure system, and a life cycle analysis to evaluate the possibility of using ozone disinfection in lieu of UV disinfection.

JEA IFB/RFP/State/City/GSA#: 050-14
Purchasing Agent: Kruck, Dan
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
CDM SMITH INC.	Shayne Wood	WoodSH@cdmsmith.com	4651 Salisbury Rd Suite 420, Jacksonville, FL 32256	(904) 504-3621	\$39,625.00

Amount of Original Award: \$855,227.00

Date of Original Award: 11/06/2014

Change Order Amount: \$39,625.00

List of Previous Change Order/Amendments:

CPA #	Amount	Date	Reason
140554	\$11,240.00	03/05/2018	Additional SDC for record drawings
140554	\$44,283.30	07/16/2019	Additional SDC for RFIs, drawings and system integrator coordination

New Not-To-Exceed Amount: \$950,375.30
Length of Contract/PO Term: Project Completion
Begin Date: 11/15/2014
End Date: Project Completion (Expected: March 2022)
JSEB Requirement: Optional
Comments on JSEB Requirements:

Original Award

J. Collins Engineering: 4%
 Meskel & Associates: 3%
 RE Holland and Associates: 2%
 Landwise Design: 1%

This Change Order

N/A

Background/Recommendations:

Originally approved by Awards Committee on 11/06/2014 in the amount of \$855,227.00 to CDM Smith Inc. A copy of the original award is attached as backup. Two administrative increases have been approved for additional services during construction (SDC) as shown in the table above.

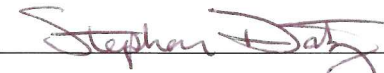
This project experienced multiple delays in the construction schedule due to non-performance by the construction contractor. It is worth mentioning the contractor was subsequently debarred by JEA and had a claim issued against their bonding company. The claim will include the cost of this contract increase. This award request is for a contract increase for additional SDC for the Mandarin WWTP projects due to the lengthy construction delays. This includes additional requests for information (RFIs), drawing reviews, meeting attendance and testing. The original construction contractor has been replaced, and construction is expected to be finished in March of 2022. The hourly rates for this amendment are the same as originally negotiated.

Request approval to award a contract increase to CDM Smith Inc. for additional services during construction for the Mandarin WRF Reuse System Modifications-Equalization Tank and Transfer Pump Station - High Level UV Disinfection Upgrade project in the amount of \$39,625.00, for a new not-to-exceed amount of \$950,375.30, 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**

 11/13/22

Budget Representative **Date**

Laure A Whitmer 1/14/22



Formal Bid and Award System

Award #7

November 6, 2014

Award #:
Type of Award Request:
Request #:
Requestor Name:
Requestor Phone:
Project Title:
Project Number:
Project Location:
Funds:
Award Estimate:

Award Date:
PROPOSAL (RFP)
107
Phillips, Brian R.
(904) 665-7461
Engineering Services For Mandarin WRF Reuse System Modifications-
Equalization Tank and Transfer Pump Station - High Level UV Disinfection
Upgrade
8001890 and 8002367
JEA
Capital
\$711,491.00

Description of Request:

Engineering services (including design, permitting, and services during construction), for the following two (2) components for the project located at the Mandarin WRF, 11828 Hampton Road, Jacksonville, Florida:

- 1) The Mandarin WRF Equalization Tank and Transfer Pump Station includes (1) pre-stressed concrete storage tank, transfer pumps and appurtenances, (1) control valve and flow meter, inflow and outflow yard piping, and associated SCADA controls.
- 2) The Mandarin High Level UV Disinfection System includes (1) concrete UV channel with system upgrades to allow a high level flow rate of 5.7 MGD, a new low pressure UV disinfection system, and associated SCADA controls. The project also includes evaluation of the existing high pressure UV disinfection system for possible replacement with a new low pressure system, and a life cycle analysis to evaluate the possibility of using ozone disinfection in lieu of UV disinfection.

Requisition Number: TBD
JEA IFB/RFP/State/City/GSA#: 050-14
Purchasing Agent: Baker, Deirdre Smith
Is this a ratification?: NO
If yes, explain:

RECOMMENDED AWARDEE(S):

140554

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)731-7109	\$855,227.00

Amount for entire term of Contract/PO: \$855,227.00**Award Amount for remainder of this FY:** \$652,699.00**Length of Contract/PO Term:** Project Completion (26 months)**Begin Date (mm/dd/yyyy):** 11/15/2014**End Date (mm/dd/yyyy):** 12/31/2016**Renewal Options:** NO**JSEB Requirement:** Optional**Comments on JSEB Requirements:** JSEB was an evaluation criterion

J Collins Engineering – 4%; Meskel & Associates – 3%; RE Holland and Assoc – 2%; Landwise Design – 1%

BIDDER:

Name	Amount	Rank	Score	Disqualified	Reason
CDM SMITH INC	\$855,227.00	1	77.98	NO	
CH2M HILL ENGINEERS INC	N/A	2	77.53	NO	
CAROLLO ENGINEERS INC	N/A	3	76.65	NO	
JACOBS ENGINEERING GROUP INC	N/A	4	72.61	NO	

Background/Recommendations:

Advertised 2/13/2014, JEA Qualified Proposers List (QPL) in the following category:

WE1 – Wastewater Treatment Plants. Ten (10) companies attended the pre-proposal meeting on 3/6/2014. At bid opening on 4/1/2014, JEA received four (4) proposals. The proposals were independently scored and ranked. The scores and rankings were approved at JEA's public evaluation meeting on 5/20/2014. CDM Smith had the highest average ranking score. Subsequently a cost proposal in the amount of \$855,227.00 was successfully negotiated.

The cost proposal included the design services and services during construction for both projects and the following additional services:

Mandarin WRF Equalization Tank and Transfer Pump Station (CP 417-32)

Design: \$242,699
14.47%

**EXHIBIT A
DETAILED COSTS BY TASK**

MANDARIN WRF EQUALIZATION TANK AND HIGH-LEVEL DISINFECTION UPGRADES - AMENDMENT 3									
Labor Category	Expert	Senior Engineer	Senior Professional	Professional 3	Support Staff	Project Assistant	Reimbursables	TOTAL HOURS	TOTAL LABOR COST
<i>Billing Rate</i>	\$205.00	\$175.00	\$160.00	\$120.00	\$80.00	\$90.00	(Lump Sum)		
TASK 1 - Request for Information (RFI)/Design Clarifications	6	0	0	14	0	0	\$0.00	20	\$2,910.00
TASK 2 - Shop Drawing Submittal Reviews	2	8	8	18	0	4	\$0.00	40	\$5,610.00
TASK 3 - Construction Progress Review Meetings	16	16	8	55	0	10	\$0.00	105	\$14,860.00
TASK 4 - Operational Readiness (ORT) and Functional Demonstration Testing (FDT)	1	4	32	8	0	0	\$750.00	45	\$6,985.00
TASK 5 - Project and Quality Management	9	25	0	0	12	12	\$250.00	58	\$8,260.00
<i>Totals</i>	34	53	48	95	12	26	\$1,000.00	268	\$38,625.00

TOTAL LABOR TASKS 1-5 (LUMP SUM)	\$ 38,625.00
TOTAL OTHER DIRECT COSTS (LUMP SUM)	\$1,000.00

TOTAL LUMP SUM	\$ 39,625.00
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Formal Bid and Award System

Award #4 January 13, 2022

Type of Award Request: RENEWAL
Requestor Name: Crawford, Danielle N.
Requestor Phone: (904) 665-7830
Project Title: Customer Call Center Interpretation Language Services
Project Number: Cost Center 40110
Project Location: JEA
Funds: O&M
Budget Estimate: \$100,000.00 (Line BL01)
Scope of Work:

This contract provides a phone based language interpretation service provider for the JEA Customer Call Center. The service provider provides 24 hour, 7 days per week, 365 days per year, interpretation services for thirty-six (36) languages in addition to Spanish with a minimum uptime of 99.7%. Spanish is the primary language that requires interpretation and in the recent past comprises over 90% of requested interpretation calls. Expected call subjects are related to:

- Starting, stopping and transferring utility service including running a credit check.
- Exploring and analyzing the reasons behind a large utility bill.
- Billing structure questions and negotiating payment arrangements extending past due debt for payment over multiple months.
- Explaining program offerings such as appliance and energy services rebates. Explaining the differences in services offered such as traditional services vs. prepaid and other electric, water, sewer and irrigation utility questions.

JEA IFB/RFP/State/City/GSA#: #149-18
Purchasing Agent: Dambrose, Nickolas C.
 Yes, \$6,788.78 in November due to delay in awards. Note the invoice for December services will not be paid until mid-January.

Is this a Ratification?:

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Amount
LIONBRIDGE GLOBAL SOLUTIONS II, INC.	John Drugan	John.Drugan@lionbridge.com	1050 Winter St., Suite 2300 Waltham, MA 02451	\$98,263.25

Amount of Original Award: \$209,180.49
Date of Original Award: 12/13/2018
Renewal Amount: \$98,263.25

List of Previous Change Orders / Amendments:

CPA #	Amount	Date
179845	\$19,008.14	06/24/2021

Length of Contract / PO Term: Three (3) Years w/One (1) – 1 Yr. Renewal
New Not-To-Exceed Amount: \$326,451.88
Begin Date (mm/dd/yyyy): 12/13/2018
End Date (mm/dd/yyyy): 12/12/2022
Renewal Options: None remaining
JSEB Requirement: JSEBs were reviewed and no opportunities available.

Background/Recommendations:


Advertised on 09/11/2018. Four (4) prime contractors attended the optional pre-Response meeting held on 09/14/2018. At Response opening on 10/02/2018, JEA received four (4) Responses. In addition to the Quotation of Rates, the supplier Responses were also evaluated on Past Performance, Professional Staff Experience, Ability to Design an Approach and Workplan and Meet the Project Requirements. On 11/15/2018, JEA requested a Best and Final Offer (BAFO) from all four (4) Respondents. Lionbridge was determined to be the highest evaluated and responsible Respondent and awarded informally on 12/13/2018. An administrative increase of \$19,008.14 was completed on 06/24/2021 to make additional funds available to satisfy invoice requirements in advance of budgeting cycles. Attached is the evaluation matrix summary and BAFO as back-up.

This request is for additional funding of \$98,263.25 for a one (1) year contract renewal from 12/13/2021 to 12/12/2022 to maintain the existing scope of services for this contract. Included in this award amount is a ratification of \$6,788.78 for November 2021 invoice that is included in the \$98,263.25 renewal amount. Note the invoice for December services will not be paid until mid-January. Lionbridge has performed well over the initial term of the contract and will keep rates the same for the one (1) year renewal. The one (1) year renewal estimate is attached as backup.

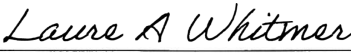
Request approval to award a one (1) year contract renewal to Lionbridge Global Solutions, LLC for Customer Call Center Interpretation Language Services in the amount of \$98,263.25, for a not-to-exceed amount of \$326,451.88 subject to the availability of lawfully appropriated funds.

Director: Ford, Howard Mann - Dir Residential Customer Experience
Chief: Pressley, Sheila E. - Chief Customer Officer

APPROVALS:

 1/13/22

Chairman, Awards Committee **Date**

 1/14/22

Budget Representative **Date**

1) Customer Call Center Interpretation Language Services					Lionbridge			
Provider shall submit pricing to perform all Services described in Appendix A - Technical Specifications. No additional fees shall apply.								
Description of Services								
1.0 Telephonic Language Interpration Services								
Item No	Description	Estimated Three (3) Year Qty	Unit of Measure	Pricing		Service Level Agreement - per Section 2.7.11 of Solicitation Document		
				Unit Price	Total Price	Quality Criteria	% Total Price at Risk	\$ Total Price at Risk
1.0.1	<u>Spanish Interpretation Services</u> Per Addendum 2 Appendix A - Annual JEA Interpretation Calls by Language (Revised), JEA's historic volume of interpretation minutes has been >90% Spanish.	402,273	per minute	\$ 0.48	\$ 193,091.04	> 12 seconds per quarterly average answer time	5%	10459.0245
1.0.2	<u>Other Language Interpretation Services</u>	24,753	per minute	\$ 0.65	\$ 16,089.45			
1.0.3	<u>Other Cost</u> Other cost may include setup, implementation, or any other fees necessary to deliver the Interpretation Language Services.	1	per lump sum	\$ -	\$ -	N/A		
1.0.4					TOTAL BID PRICE (BAFO)	\$ 209,180.49	TOTAL AT RISK \$ (BAFO)	10459.0245

ITN# 149-18 - Customer Call Center Language Interpretation Services

	Appendix B - Quotation of Rates (40 Points)	Past Performance (10 Points)	Professional Staff Experience (10 Points)	Ability to Design an Approach and Workplan to Meet the Project Requirements (40 Points)	Total	Rank
Overall Average Vendor Scores						
Lionbridge Global Solutions II, Inc.	40.00	7.47	7.25	32.33	87.05	1
Language Line Services, Inc.	34.81	9.06	7.50	30.00	81.37	2
Telelanguage Inc.	30.04	8.80	5.50	32.67	77.00	3
Interpeters Unlimited, Inc.	34.38	8.07	6.33	25.00	73.78	4

Bryant, James E.	Appendix B - Quotation of Rates (40 Points)	Past Performance (10 Points)	Professional Staff Experience (10 Points)	Ability to Design an Approach and Workplan to Meet the Project Requirements (40 Points)	Total	Rank
Interpeters Unlimited, Inc.	34.38	8.21	6.00	27.00	75.59	3
Language Line Services, Inc.	34.81	8.97	7.00	33.00	83.78	2
Lionbridge Global Solutions II, Inc.	40.00	8.30	6.00	34.00	88.30	1
Telelanguage Inc.	30.04	8.60	4.00	32.00	74.64	4

Growcock, Robert	Appendix B - Quotation of Rates (40 Points)	Past Performance (10 Points)	Professional Staff Experience (10 Points)	Ability to Design an Approach and Workplan to Meet the Project Requirements (40 Points)	Total	Rank
Interpeters Unlimited, Inc.	34.38	8.50	8.00	28.00	78.88	3
Language Line Services, Inc.	34.81	9.20	8.00	32.00	84.01	2
Lionbridge Global Solutions II, Inc.	40.00	8.60	8.00	32.00	88.60	1
Telelanguage Inc.	30.04	8.80	7.00	33.00	78.84	4

Livers, Rick	Appendix B - Quotation of Rates (40 Points)	Past Performance (10 Points)	Professional Staff Experience (10 Points)	Ability to Design an Approach and Workplan to Meet the Project Requirements (40 Points)	Total	Rank
Interpeters Unlimited, Inc.	34.38	7.50	5.00	20.00	66.88	4
Language Line Services, Inc.	34.81	9.00	7.50	25.00	76.31	3
Lionbridge Global Solutions II, Inc.	40.00	5.50	7.75	31.00	84.25	1
Telelanguage Inc.	30.04	9.00	5.50	33.00	77.54	2

Total Vendor Scores	Bryant, James E.	Growcock, Robert	Livers, Rick
Interpeters Unlimited, Inc.	75.59	78.88	66.88
Language Line Services, Inc.	83.78	84.01	76.31
Lionbridge Global Solutions II, Inc.	88.30	88.60	84.25
Telelanguage Inc.	74.64	78.84	77.54

Quotation Amounts	Total Bid Price	Total Bid Price (BAFO)
Interpeters Unlimited, Inc.	\$ 243,404.82	\$ 243,404.82
Language Line Services, Inc.	Not Responsive per Addendum 2	\$ 240,372.21
Lionbridge Global Solutions II, Inc.	\$ 213,203.22	\$ 209,180.49
Telelanguage Inc.	\$ 294,647.94	\$ 278,557.02



Formal Bid and Award System

Award #5 January 13, 2022

Type of Award Request: REQUEST FOR PROPOSAL (RFP)
Requestor Name: Souder, Scott
Requestor Phone: (904) 665-6132
Project Title: Supplemental Vegetation Management Services JEA
Project Location: JEA
Project Number: See Attachment
Funds: O&M & Capital
Award Estimate: \$1,292,087.35
Scope of Work:

The purpose of this solicitation is to contract the services of a vegetation management services contractor to provide services described herein ("Work").

JEA's general plan will be to employ 3 – 5 crews on a forty hour a week/time and equipment rates (T&E) basis to provide coverage for additional supplemental vegetation management services over the three (3) year contract term, and if needs provide emergency storm support services. This work shall consist of furnishing all labor, equipment, and material necessary for line clearance of all designated JEA electric, water, and wastewater facilities, in accordance with the requirements of this specification. The location of the work shall be any job site within the boundaries of JEA's service territory. This includes, but is not limited to, urban, suburban, and rural environments, work within the travel way of single and multi-lane roadways, wooded rights-of-way, plants (power, water, wastewater), electric substations, lift stations, well sites, timberland, and near commercial/industrial facilities. No minimum quantities are guaranteed.

A complete listing of products to be delivered and services to be provided is defined in the Appendix A, Technical Specifications.

JEA IFB/RFP/State/City/GSA#: 1410470046
Purchasing Agent: Lovgren, Rodney D.
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Address	Phone	Amount
THE DAVEY TREE EXPERT COMPANY	John Page	1500 North Mantua Street, Kent, Ohio	(330) 673 – 9511	\$1,292,078.35

Amount for entire term of Contract/PO: \$1,292,078.35
Award Amount for remainder of this FY: \$861,392.00
Length of Contract/PO Term: One (1) Year w/Two (2) - 1 Yr. Renewal
Begin Date (mm/dd/yyyy): 02/01/2022
End Date (mm/dd/yyyy): 01/31/2023
Renewal Options: YES – Two (1) – 1 Yr. Renewal
JSEB Requirement: N/A - Specialty Services

BIDDER:

Name	Outage Pricing (Option A Pricing)	Rank
THE DAVEY TREE EXPERT COMPANY	\$1,292,078.35	1
ASPHLUNDH TREE EXPERTS LLC	\$1,400,657.70	2
ZIELLES TREE SERVICE INC. (DBA ALDER VEGETATION GROUP)	\$1,553,506.78	3
WRIGHT TREE SERVICES INC.	\$1,602,490.68	4
WA KENDALL AND COMPANY LLC (DBA KENDALL VEGETATION SERVICES)	\$1,833,837.32	5

Background/Recommendations:

Advertised on 10/27/2021. Six (6) companies attended the optional pre-response meeting on 11/04/2021. At response opening on 12/07/2021, JEA received five (5) Responses. The evaluation is 100% price and The Davey Tree Expert Company was deemed the lowest priced responsible and responsive respondent. A copy of the Bid Form and Bid Workbook is attached as back up.

JEA uses two vegetation management service contracts, one primary service contract (80% of the spend, currently Tree's Inc. – contract expires at the end of 2022), and a secondary service contract (20% of the spend, incumbent is The Davey Tree Expert Company).

This one-year award for the secondary service contract will allow both contracts to sync up at the end of calendar year 2022. When both contracts are rebid at the end of this year, JEA will use the approach of having a primary and a secondary service provider to foster competition and provide a back-up service provider.

The Davey Tree Expert Company is the incumbent, holding their rates for the past three years and submitted the same rates for this bid, which provides JEA fixed rates until the new master vegetation management services are bid out, resulting in a net zero rate and budget estimate change. Considering the level of competition and rates comparison from all other competitor's rates are deemed reasonable. The contract rates are fixed for the one (1) year term.

1410470046 - Request approval to award a contract to The Davey Tree Expert Company in the amount of \$1,292,078.35, subject to the availability of lawfully approved funds.

Manager: Pitre, John D. - Mgr T&D Preventative Maintenance
Director: Wheeler, Kim M. - Dir Preventative Maintenance & Contract Management
VP: Erixton, Ricky D. - VP Electric Systems

APPROVALS:

 1/13/22

Chairman, Awards Committee

Date

Laure A Whitmer

1/14/22

Budget Representative

Date

Appendix B - Proposal Forms
1410470046 Supplemental Vegetation Management Services for JEA

Submit the Response an electronic pdf in accordance with the procedures in the solicitation

Company Name: The Davey Tree Expert Company

Company's Address: 1500 North Mantua Street, Kent, Ohio 44240

License Number: FL Good Standing # 801672

Phone Number: 330-673-9511 FAX No: 330-673-0702 Email Address: EUBids@davey.com, Johnny.Page@davey.com

BID SECURITY REQUIREMENTS <input checked="" type="checkbox"/> None required <input type="checkbox"/> Certified Check or Bond Five Percent (5%)	TERM OF CONTRACT <input type="checkbox"/> One Time Purchase <input checked="" type="checkbox"/> Term - 1 Years - Two, 1 Yr. Renewal <input type="checkbox"/> Other, Specify - Project Completion
---	--

SAMPLE REQUIREMENTS <input checked="" type="checkbox"/> None required <input type="checkbox"/> Samples required prior to Bid Opening <input type="checkbox"/> Samples may be required subsequent to Bid Opening	SECTION 255.05, FLORIDA STATUTES CONTRACT BOND <input checked="" type="checkbox"/> None required <input type="checkbox"/> Bond required 100% of Bid Award
---	--

QUANTITIES <input type="checkbox"/> Quantities indicated are exacting <input checked="" type="checkbox"/> Quantities indicated reflect the approximate quantities to be purchased Throughout the Contract period and are subject to fluctuation in accordance with actual requirements.	INSURANCE REQUIREMENTS Insurance required
--	--

PAYMENT DISCOUNTS
 1% 20, net 30
 2% 10, net 30
 Other _____
 None Offered

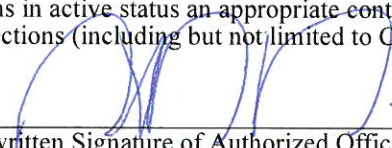
Item No.	ENTER YOUR BID FOR THE FOLLOWING DESCRIBED ARTICLES OR SERVICES:	TOTAL BID PRICE
1	Total Bid Price (From Bid Workbook)	\$1,292,078.35

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

BIDDER CERTIFICATION

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

We have received addenda _____ through _____


 Handwritten Signature of Authorized Officer of Company or Agent

12/6/2021
Date

Brent R. Repenning, Executive Vice President
 Printed Name and Title

1410470046 Vegetation Management - Supplemental Services

Appendix B - Bid Workbook

Companies will populate yellow cells only with labor rates, unit prices or markup percentages. All other cells are JEA provided forecasts, references and calculations

Labor Rates (including all overhead and profit)

Description	General Foreman (ISA Certified Arborist)			Crew Leader (per person)			Trimmer (per person)			Field Operation Helper (per person)		
	ST	OT	DT	ST	OT	DT	ST	OT	DT	ST	OT	DT
1 Labor Rate (All inclusive of overhead, tax, insurance, profit)	\$ 41.95	\$ 58.73	\$ 75.51	\$ 30.42	\$ 42.59	\$ 54.76	\$ 26.87	\$ 37.62	\$ 48.37	\$ 23.66	\$ 33.12	\$ 42.59
1 Year Hours Forecast	2,080	146	21	10,400	728	104	10,400	728	104	4,160	291	42
Extended Price	\$97,377.70			\$353,068.56			\$311,865.84			\$ 109,841.89		
Labor Subtotal										\$872,153.98		

* Double time, when worked shall be 2 X straight time

JEA Equipment Rates

Equipment Rates are subject to fuel price adjustment only, based on the percentage of the equipment, the company bids

Item	JEA Specification Reference	Equipment - Description	UOM	Unit Price	Price Adjustment	Three year Forecast	Extended Price
11		60/70' Aerial Unit Dump Body Unit	hour	\$ 21.98	Fixed First Year, Fuel adjust annually	11232	\$ 246,879.36
12		60/70 Aerial Unit 4X4 Body Unit with Winch	hour	\$ 32.00	Fixed First Year, Fuel adjust annually	1	\$ 32.00
13		60/70 Aerial Unit 4X4 Flatbed with Winch	hour	\$ 28.95	Fixed First Year, Fuel adjust annually	1	\$ 28.95
14		55' Aerial Dump Body Unit	hour	\$ 16.00	Fixed First Year, Fuel adjust annually	1	\$ 16.00
15		Split Dump Truck – Crew-Cab, 4-Door, 4 X 4 with Winch	hour	\$ 12.93	Fixed First Year, Fuel adjust annually	1	\$ 12.93
16		Split Dump Truck –Non-Crew-Cab, 2-Door	hour	\$ 12.00	Fixed First Year, Fuel adjust annually	1	\$ 12.00
17		Disc Brush Chipper	hour	\$ 5.45	Fixed First Year, Fuel adjust annually	10400	\$ 56,680.00
18		Large Disc Brush Chipper	hour	\$ 15.07	Fixed First Year, Fuel adjust annually	1	\$ 15.07
19		Grapple Loader/Hydraulic Dump Truck	hour	\$ 44.50	Fixed First Year, Fuel adjust annually	1	\$ 44.50
20		Gasoline Powered Hand Tool (Saws, Blowers, Pole Pruner, Weed Eater)	hour	\$ 0.70	Fixed First Year, Fuel adjust annually	31200	\$ 21,840.00
21		Pick-Up 3/4 Ton, with Stump Grinder	hour	\$ 25.95	Fixed First Year, Fuel adjust annually	1	\$ 25.95
22		Pick-Up 1/2 Ton, 4X4 (Gf Truck)	hour	\$ 10.95	Fixed First Year, Fuel adjust annually	2246	\$ 24,593.70
23		Pick-Up 3/4 Ton, 4X4, Crew Cab	hour	\$ 12.00	Fixed First Year, Fuel adjust annually	1	\$ 12.00
24		Pick-Up 1/2 Ton., 4X4	hour	\$ 10.95	Fixed First Year, Fuel adjust annually	1	\$ 10.95
25		Tractor 4X4, with Transporter	hour	\$ 42.53	Fixed First Year, Fuel adjust annually	1	\$ 42.53
26		(Brown) Tree Cutter	hour	\$ 27.45	Fixed First Year, Fuel adjust annually	1	\$ 27.45
27		Batwing Mower	hour	\$ 28.95	Fixed First Year, Fuel adjust annually	1	\$ 28.95
28		75' Jarraff - Tracked	hour	\$ 64.38	Fixed First Year, Fuel adjust annually	1	\$ 64.38
29		75' Jarraff - Rubber Tired	hour	\$ 52.00	Fixed First Year, Fuel adjust annually	1	\$ 52.00
30		ATV(s)	hour	\$ 5.25	Fixed First Year, Fuel adjust annually	1	\$ 5.25
31		Squirt Boom Bucket	hour	\$ 16.50	Fixed First Year, Fuel adjust annually	1	\$ 16.50
32		Back Yard Bucket 35"	hour	\$ 21.95	Fixed First Year, Fuel adjust annually	1	\$ 21.95
33		127 hp Caterpillar Skid Steer - Fecon	hour	\$ 55.84	Fixed First Year, Fuel adjust annually	1	\$ 55.84
34		Stump Grinder	hour	\$ 14.50	Fixed First Year, Fuel adjust annually	1	\$ 14.50
35		Split Dump Truck – Crew-Cab, 4-Door	hour	\$ 10.17	Fixed First Year, Fuel adjust annually	1	\$ 10.17
Subtotal Equipment without Fuel							\$ 350,542.93
36	Fuel Price Adjustment - Fuel Impact (the percentages listed in this Section shall be applied to the price adjustment methodology for equipment) (Not to Exceed 15%)				15.0%		\$ 52,581.44
Subtotals (Equipment including fuel)							\$ 403,124.37
SUBCONTRACTING AND MATERIALS MARK UPS							
#	Description		Estimated Amount	Move to adjust	5% NTE	Extended Price	
37	Subcontractor Mark up - For services that Primary contractor does not provide. Company will need to provide copies of subsupplier invoices with Company invoice marked up.		\$ 8,000.00		5.0%	\$ 8,400.00	
38	Materials Mark up (Miscellaneous Expenses - subject to JEA approval). Company will need to provide copies of subsupplier invoices with Company invoice marked up.		\$ 8,000.00		5.0%	\$ 8,400.00	
JEA Total Bid Price (Enter this amount on the Response Form Page 1)						\$	1,292,078.35
Equipment Overtime Discount							
Companies are requested to provide a discount percentage for Equipment Rates, when Equipment is utilized greater than 40 hours per week							
39	Percentage Discount for equipment overtime hours (Company shall bid a minimum of 10%)						10.0%

097-18 Vegetation Management - Supplemental Services

Appendix B - Bid Workbook

Storm and Emergency Restoration Rates

These rates shall only be applied during a mobilization for an emergency event or storm, as described in the Appendix A - Technical Specification.

#	Labor Hourly rate	UOM	Unit Price (ST)	Unit Price (1.5 Time)	Unit Price (DT)
1	General Foreman/Supervisor	hour	\$ 88.62	\$ 119.64	\$ 141.79
2	Crew Leader/Foreman	hour	\$ 68.01	\$ 91.81	\$ 108.82
3	Climber/Trimmer	hour	\$ 58.08	\$ 78.41	\$ 92.93
4	Ground Person	hour	\$ 47.90	\$ 64.67	\$ 76.64
5	Flagman	hour	\$ 47.90	\$ 64.67	\$ 76.64
6	Equipment Operator	hour	\$ 68.01	\$ 91.81	\$ 108.82
#	Equipment Hourly Billing Rate (shall be a single flat rate)	UOM	Unit Price		
7	Communication Equipment	hour	\$ 2.00		
8	50 foot aerial device	hour	\$ 21.63		
9	55 foot aerial device	hour	\$ 21.63		
10	65 foot aerial device	hour	\$ 33.65		
11	70 foot aerial device	hour	\$ 33.65		
12	Split-dump truck/equipped	hour	\$ 16.82		
13	Chipper	hour	\$ 7.92		
14	Tractor with bush hog (without transport)	hour	\$ 35.65		
15	Chainsaw - 12"- 24"	hour	\$ 1.39		
16	Chainsaw - 16"- 20"	hour	\$ 1.39		
17	Pickup truck or car	hour	\$ 14.75		
18	Mobilization charge / 3 man crew	3 man crew	\$ 5,251.00		
19	Mobilization charge mileage rate	mile	\$ 1.45		

Rate Comparison on a per Hour Basis for Our Standard Crew Composition

Current Prices (Davey)			Asplundh Tree (Proposed)	% Increase	Davey Tree (Proposed)	% Increase	WA Kendall (Proposed)	% Increase	Wright Tree (Proposed)	% Increase
General Foreman	\$41.95		\$36.64	-12.66%	\$41.95	0.00%	\$54.00	28.72%	\$47.24	12.61%
Crew Leader	\$30.42		\$34.64	13.87%	\$30.42	0.00%	\$48.60	59.76%	\$40.41	32.84%
Trimmer	\$26.87		\$30.44	13.29%	\$26.87	0.00%	\$43.20	60.77%	\$35.60	32.49%
Pick-up 1/2 Ton, 4x4	\$10.95		\$12.70	15.98%	\$10.95	0.00%	\$12.50	14.16%	\$13.34	21.83%
60/70' Aerial Dump	\$21.98		\$23.96	9.01%	\$21.98	0.00%	\$27.46	24.93%	\$27.01	22.88%
Disc Brush Chipper	\$5.45		\$6.15	12.84%	\$5.45	0.00%	\$7.00	28.44%	\$5.51	1.10%
Gas Powered Hand	\$2.10		\$2.70	28.57%	\$2.10	0.00%	\$2.25	7.14%	\$1.59	-24.29%
Hourly Rate:	\$139.72		\$147.23	5.38%	\$139.72	0.00%	\$195.01	39.57%	\$170.70	22.17%

Rate Comparison on a per Hour Basis for One GF Crew and Five Bucket Crews

Current Prices (Davey)			Asplundh Tree (Proposed)	% Increase	Davey Tree (Proposed)	% Increase	WA Kendall (Proposed)	% Increase	Wright Tree (Proposed)	% Increase
General Foreman	\$41.95		\$36.64	-12.66%	\$41.95	0.00%	\$54.00	28.72%	\$47.24	12.61%
Crew Leader	\$152.10		\$173.20	13.87%	\$152.10	0.00%	\$243.00	59.76%	\$202.05	32.84%
Trimmer	\$134.35		\$152.20	13.29%	\$134.35	0.00%	\$216.00	60.77%	\$178.00	32.49%
Pick-up 1/2 Ton, 4x4 (GF Truck)	\$10.95		\$12.70	15.98%	\$10.95	0.00%	\$12.50	14.16%	\$13.34	21.83%
60/70' Aerial Dump	\$109.90		\$119.80	9.01%	\$109.90	0.00%	\$137.30	24.93%	\$135.05	22.88%
Disc Brush Chipper	\$27.25		\$30.75	12.84%	\$27.25	0.00%	\$35.00	28.44%	\$27.55	1.10%
Gas Powered Hand Tools (3)	\$10.50		\$13.50	28.57%	\$10.50	0.00%	\$11.25	7.14%	\$7.95	-24.29%
Hourly Rate:	\$487.00		\$538.79	10.63%	\$487.00	0.00%	\$709.05	45.60%	\$611.18	25.50%

05d 1410470046 Price Comparison

Overtime and Double Time Rate Comparisons Indicating Lowest Cost

OT & DT Comparisons		Asplundh Tree (Proposed)		Davey Tree (Proposed)		WA Kendall (Proposed)		Wright Tree (Proposed)	
General Foreman Overtime Rate		\$52.76	Lowest	\$58.73		\$77.76		\$62.97	
Crew Leader Overtime Rate		\$49.88		\$42.59	Lowest	\$69.98		\$52.80	
Trimmer Overtime Rate		\$43.83		\$37.62	Lowest	\$62.21		\$46.87	
General Foreman Double Time Rate		\$68.88	Lowest	\$75.51		\$108.00		\$78.70	
Crew Leader Double Rate		\$65.12		\$54.76	Lowest	\$97.20		\$65.20	
Trimmer Double Rate		\$57.23		\$48.37	Lowest	\$86.40		\$58.14	



Formal Bid and Award System

Award #7 January 13, 2022

Type of Award Request: INVITATION FOR BID (IFB)
Requestor Name: Jessica Keeler
Requestor Phone: (904)665-6403
Project Title: Radio Control Switches
Project Number: Various
Project Location: JEA
Funds: Inventory Blanket Account
Budget Estimate: \$1,844,409.00

Scope of Work:

The purpose of this Invitation for Bid (IFB) is to solicit pricing for Radio Control Switches, (SWERC001, SWERC002, & SWERC003). During the last 12 months, the commodity spend for these three items was \$930,933.54. At the time of the bid release, the inventory balance for the items found in this solicitation was \$352,448.53 with the average current lead time of 112 days depending on the item.

JEA IFB/RFP/State/City/GSA#: 1410510446-21
Purchasing Agent: Eddie Bayouth
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Vendor Contact	Email	Address	Phone	Amount
G & W ELECTRIC CO.	Victor Caine	victor@powerconnections.com	115 Adris Place Dothan, AL 36303	334-702-6645	\$1,788,685.00

Amount for entire term of Contract/PO: \$1,788,685.00
Award Amount for remainder of this FY: \$655,112.25
Length of Contract/PO Term: Two (2) years
Begin Date (mm/dd/yyyy): 01/16/2022
End Date (mm/dd/yyyy): 01/15/2024
Renewal Options: None
JSEB Requirement: N/A – Optional

BIDDERS:

Item	Year One Extended Totals		Year Two Extended Totals		Recommended Awardee Cumulative Total
	STUART C IRBY CO.	G&W ELECTRIC CO	STUART C IRBY CO.	G&W ELECTRIC CO.	G&W ELECTRIC CO.
SWERC001	\$524,749.00	\$474,558.00	No Bid	\$491,190.00	\$965,748.00
SWERC002	\$453,138.00	\$386,400.00	No Bid	\$397,992.00	\$784,392.00
SWERC003	No Bid	\$12,525.00	No Bid	\$26,020.00	\$38,545.00
Totals	\$977,886.00	\$873,483.00	No Bid	\$915,202.00	\$1,788,685.00

Background/Recommendations:

Advertised on 12/07/21. There was no pre-response meeting for this solicitation. At Response opening on 12/20/2021, JEA received two (2) Responses.

To leverage JEA's spend for Radio Control Switches included in JEA Inventory, the internal team identified three (3) items deemed a good fit to be included in this initiative. During the last 12 months, most of these items were purchased through blanket purchase agreements.

The evaluation criteria for this bid was that the total lowest cost provider for each respective item would win, as long as the minimum qualifications were met, and they quoted the correct JEA approved manufacturer and manufacturer part number. JEA evaluated the companies on price only, and the company in the Recommended Awardee Table above is deemed to be the lowest responsive and responsible respondents for all three (3) items. A copy of the Bid Analysis Workbook is attached as backup. G & W Electric Co. has been deemed the most Responsive and Responsive bidder based on the prices for year one having been the lower of both bidders for all three items.

This solicitation is the result of a multi-year joint effort by Standards and Procurement to develop alternative suppliers for single sourced items with high spend; the proposed awardee is a newly approved vendor. It should be noted that SWERC003 is still a single sourced item. As part of the development of the alternative source, we moved to the new vendor because of the robust offerings of the supplier and our desire to standardize on their offering. Their design for SWERC003 is found to be far superior to the competition while still being cost competitive. These items have backward and forward capability, so from a risk standpoint JEA will be better off having developed an alternative source. We have tested these items in various applications in the field in advance of this bid and know that these items will meet and exceed the JEA requirements. This portion of the award amount is only approximately 2% of the overall amount.

Because of this solicitation, JEA will realize an estimated cost decrease via unit price decrease totaling \$57,450.54 for the first year of the contract and \$15,731.54 for the second year of the contract for a total decrease of \$73,182.08, or 3.93% over two (2) years.

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

Total cost difference: \$73,182.08 (unit price decrease) = \$73,182.08

By aggregating spend and locking in pricing for two (2) years, JEA was able to reduce the costs of purchasing the three (3) items on this solicitation along with reducing risk through having a contracted vendor with established pricing.

1410510446-21– Request approval to award contracts to G & W Electric Co. for the Radio Control Switches carried in JEA's inventory stock for a total amount of \$1,788,685.00 subject to the availability of lawfully appropriated funds.

Manager: Kenny Pearson – Procurement Category Manager
Director: Jenny McCollum – Director, Procurement Services
VP: Alan McElroy – VP Supply Chain & Operations Support

APPROVALS:

Stephen Dohy 11/3/22

Chairman, Awards Committee

Date

Laure A Whitmer 1/14/22

Budget Representative

Date



Formal Bid and Award System

Award #8 January 13, 2022

Type of Award Request: CONTRACT INCREASE
Request #: 6919
Requestor Name: Hightower, Justin – Manager, Fleet Services
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: \$3,176,246.76
Scope of Work:

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

JEA IFB/RFP/State/City/GSA#: 088-17
Purchasing Agent: Eddie Bayouth
Is this a ratification?: Yes - (\$941,973.32)

RECOMMENDED AWARDEE(S):

Name	Vendor Contact	Email	Address	Phone	Amount
GATE FLEET SERVICES	Emilie Fletcher	efletcher@gatefleet.com	PO Box 40505, Jacksonville, FL 32203	904-732-2336	\$3,176,246.76

Amount of Original Award: \$1,440,801.63
Date of Original Award: 07/20/2017
Contract Increase Amount: \$3,176,246.76
New Not-To-Exceed Amount: \$9,932,787.98

List of Previous Change Orders/ Renewals:

Agreement #	Amount	Date
166925	\$3,069,171.48	03/07/2019
166925	\$2,246,568.11	11/12/2020

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 because of a collaborative Joint Agency bid process for Fuel Supply, Fuel Cards, & Related Services. The agencies that participated in this joint effort were JEA, City of Jacksonville (COJ), and the Duval County Public School System. Two contract increases were processed on 03/07/2019 in the amount of \$3,069,171.48 and on 11/12/2020 in the amount of \$2,246,568.11. The original award and contract increases are attached as references.

This request is to add additional funding in the amount of \$3,176,246.76 to cover the forecasted requirements for the duration of the contract term, which expires 07/31/2022. This amount was calculated using fuel demand estimates from the Fleet Operations Group and was derived from actual expenditures under the current contract. To date, the average realized spend per day under the agreement is \$4,801.63 dollars.

Fuel estimates and the award estimates were based on three levers, price of fuel, consumption of fuel by each vendor, and overall fuel consumption by JEA; the need for a third contract increase is driven primary by two of these factors. The first is attributed to an evolution in JEA's fueling operations due to COVID. The second is due to an increase in fuel pricing most notably in 2021. This increase is forecasted to continue at elevated levels throughout 2022. Changes to operations, began slowly after contract effectiveness, as JEA crews began migrating away from COJ fueling locations. The convenience of yard fueling, and Gate retail locations improved operational efficiency. As well, JEA's price for fueling with Gate proved advantageous. In early 2020 further utilization of Gate retail locations increased as the JEA field employees base began dispatching from locations other than the service centers to navigate COVID protocols. This change contributed to many of the crews that previously were fueled by the overnight wet fueling supplier, Jacobus, continue to fuel themselves at the Gate stations. Jacobus, is unable to fit safely into the substations for fueling, and consequently unable to fuel trucks overnight. The Jacobus wet hose fueling for JEA has a forecasted spend for their five (5) year contract at less than 44% of original spend projection.

Regarding the second primary factor, price increases in 2021 fuel rates, U.S. Energy Information Administration January 5, 2022 report has shown increases in the price of fuel of 46% in 2021* which was not information that was we were able to capture in the 2017 award. It should be noted that JEA operates on a rack rate, plus pricing model where the Gate Fleet Services receives a fixed rate per gallon for their services regardless of what the industry does and JEA is solely being impacted by fuel increases based on the fuel market as a whole increasing.

This is labelled as a ratification due to there being a few invoices for Gate pending this Contract Increase and employees continue to utilize Gate for fueling activities.

Request approval to award a contract increase to Gate Fleet Services for Fuel Supply, Fuel Cards, & Related Services in the amount of \$3,176,246.76, for a new total not-to-exceed amount of \$9,932,787.98, subject to the availability of lawfully appropriated funds.

Manager:

Hightower, Justin – Manager, Fleet Services

Director:

Brunell, Baley – Director, Facilities and Fleet Services

VP:

McElroy, Alan. – VP Supply Chain & Operations Support

APPROVALS:

Stephen Datz 1/13/22

Chairman, Awards Committee

Date

Laure A Whitmer 1/13/22

Budget Representative

Date