

# Welcome to the JEA Awards Meeting

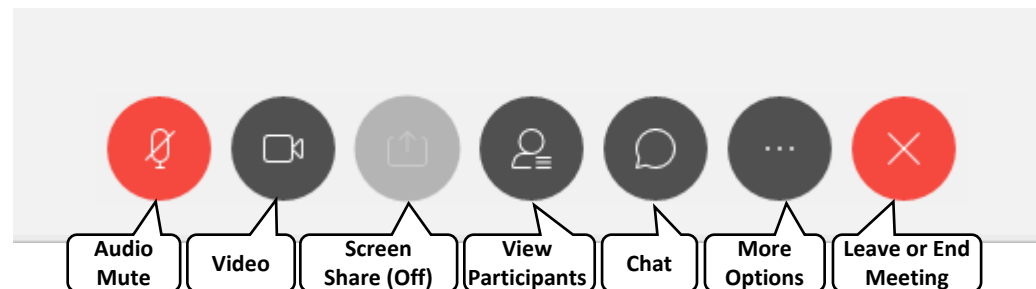
You have been joined to the meeting with your **audio muted** by default.

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 **Lynn Rix** at [rixlw@jea.com](mailto:rixlw@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 **Lynn Rix** by telephone at **(904) 665-8621** or by email at [rixlw@jea.com](mailto:rixlw@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, February 10, 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 (02/03/2022).
2. Request approval to award a change order to H. Stephen Jones and Associates, Inc. for Owner's Representative Services for Technology, Security, and Facilities Systems for new JEA Headquarters (HQ1) contract in the amount of \$497,772.00 for a new not-to-exceed amount of \$1,229,008.00, subject to the availability of lawfully appropriated funds.
3. 1410468246– Request approval to award a contract to Sawcross, Inc. for construction services for the McDuff WTP and Norwood WTP Refurbishment Projects in the amount of \$11,223,795.00, subject to the availability of lawfully appropriated funds.
4. Request approval to award a contract to Duval Ford for the purchase of six (6) vehicles for JEA's FY23 fleet capital requirements in the amount of \$396,330.00, 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.

## 02-10-2022 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 02/03/2022 meeting.
2	Change Order	McElroy	\$497,772.00	\$497,772.00	H. Stephen Jones and Associates, Inc.	Project Completion (Expected: September 2022)	<p><b><u>Owner's Representative Services for Technology, Security, and Facilities Systems for New JEA Headquarters (HQ1)</u></b></p> <p>JEA retained H. Stephen Jones (HSJ) to provide design, coordination, project management, owner's representation and construction administration services for the technology, security, and facilities systems associated with the new JEA Headquarters.</p> <p>Additional information: The original award from April 2020 included much of the security and telecommunications system design and <i>coordination</i> for building automation integration. The building automation systems design was added in January 2021. Similarly, the original scope included <i>coordination</i> but not design of the audio/visual systems. It also did not include detailed project management and assistance in scoping complex planning for integration of technology services equipment. This addition includes design and specification for the balance of technology services equipment and planning scope for integration services and move management sequencing to be performed by others. JEA's intent and goal is to provide project continuity and support for additional identified scopes of work as the project has evolved.</p> <p>The work on the new HQ is complex and requires additional support work. Much of this work was anticipated from the beginning of the project but was not to a point in the overall and interior design to be defined. This work is for the next phases of design and specification of audio/visual systems for conference, collaboration and multi-purpose spaces and for coordinated oversight for multi-faceted technology services equipment and planning for integration of all the technology systems. There will be another scope defined for integration to perform the hands-on installation and coordination through a different contracted vendor. The Proposal for</p>

## 02-10-2022 Awards Committee

						<p>these additional services has been attached as backup.</p> <p>Request approval to award a change order to H. Stephen Jones and Associates, Inc. for Owner's Representative Services for Technology, Security, and Facilities Systems for new JEA Headquarters (HQ1) contract in the amount of \$497,772.00, for a new not-to-exceed amount of \$1,229,008.00, subject to the availability of lawfully appropriated funds.</p>
3	<p>Invitation for Bid (IFB)</p> <p>3 bidders</p>	Vu	<p>\$7,383,000.00 (McDuff: \$4,381,000.00, Norwood: \$3,002,000.00)</p>	\$11,223,795.00	Sawcross, Inc.	<p><b><u>Construction Services for the McDuff WTP Refurbishment Project and Norwood WTP Refurbishment Project</u></b></p> <p>The McDuff Water Treatment Plant (WTP), which is located at 1040 McDuff Ave South, and Norwood WTP, which is located at 1033 Escambia Street, are important components of JEA's potable (e.g., drinking) water treatment and distribution system in JEA's North Grid in Jacksonville, Florida. Both WTPs were constructed in the 1950's and are in need of refurbishment.</p> <p>The refurbishment of the McDuff WTP and Norwood WTP contains similar work scope/components such as, but not limited to: removal and replacement of the high service pumps, removal and replacement of the motor control centers, installation of variable frequency controllers for the high service pumps, removal and replacement of chlorine analyzers, removal and replacement of flow monitoring devices, and refurbishment of the high service pump building.</p> <p>Advertised on 10/29/2021. Six (6) prime contractors attended the mandatory pre-bid meeting held on 11/10/2021. At Bid opening on 12/14/2021, JEA received three (3) Bids. Sawcross, Inc. is the lowest responsive and responsible Bidder.</p> <p>The award amount of \$11,223,795.00 is approximately 52% higher than the budget estimate. The bid prices were higher than JEA's internal estimates and the engineering consultant's estimates due to high inflationary conditions for electrical and instrumentation and control (I&amp;C) costs. Other factors include an overheated construction market, supply chain uncertainties and bidder's</p>

## 02-10-2022 Awards Committee

							<p>risks associated with refurbishing an old water treatment plant.</p> <p>The age of the facilities is a significant factor in the urgency for their refurbishment; this work is needed to ensure reliability and resiliency of service. For example, at McDuff, two of the six pumps have gone down in recent years and have required temporary replacements until refurbishment can be completed. Further delaying this work will impact the ability for JEA to continue to provide quality potable water to the surrounding communities. For these reasons, it is recommended to proceed with these projects to ensure safe drinking water for our customers.</p> <p>After bids were received, it was learned that the interior of underground water storage reservoir at the McDuff WTP has deterioration of the coating system and concrete roof and beams in the vicinity of the aerators. Firms with expertise in repairing these structures are being consulted regarding rehabilitation of the coating and structure. If needed, a change order will be brought for review and approval by the Awards Committee.</p> <p>Request approval to award a contract to Sawcross, Inc. for construction services for the McDuff WTP and Norwood WTP Refurbishment Projects in the amount of \$11,223,795.00.</p>
4	<p>Invitation for Bid (IFB)</p> <p>2 respondents</p>	McElroy	\$298,700.00	\$396,330.00	Duval Ford	Project Completion	<p><b><u>Acquisition of Six (6) All Electric Trucks</u></b></p> <p>The purpose of this Invitation to Negotiate (the "ITN") is to solicit pricing for the purchase of six (6) fully electric vehicles within the light duty vehicle class for JEA's FY23 capital requirements for replacement for the Energy departments expansion needs.</p> <p>When comparing JEA's past pricing to the proposed winning supplier, we utilized a similar configuration ICE (Internal Combustion Engine) even though this is an all electric model and have a considerably different long term maintenance model given the design. JEA's new pricing will be sixty-four percent (64%) higher, largely based on the differences in technology from an all electric platform to an ICE. This percentage was determined by taking the last price paid and comparing those</p>

## 02-10-2022 Awards Committee

						<p>prices to the quoted unit prices of this solicitation for FY22 light duty pickup purchases. It is well documented that long term maintenance combined with reduced fuel cost offsets a majority of the higher entry costs of the all electric and JEA has seen this in many of its other electric platforms. Ford Motor publishes a forty percent (40%) reduction in scheduled maintenance costs over the life of the asset. JEA is looking to expand the electric fleet to this larger platform to allow further electricification and the economic and environmental benefits associated with the expansion.</p> <p>When the bids came back, both proposals were over budget. JEA Procurement reached out to the lowest bidder to clarify exactly what was being proposed and if there was work being proposed above what we required. It was confirmed that the model priced had significantly more features and upgrades than our technical specification required. We believe in lieu of a rescind and rebid, the best interest of JEA is to move forward with award to Duval Ford and allow JEA procurement to continue dialog regarding future change order reductions, and place the order timely to hopefully meet the 2022 model year ordering deadlines. A rescind would not allow the time needed to make that window, and in turn would delay the purchase of these vehicles for another year. We believe a post award change order can be completed and still completely comply with our technical specification. This should yield approximately eighteen percent (18%), or \$66,055.00, reduction in overall costs or alternatively only a thirty-five percent (35%) increase over an ICE unit.</p> <p>It should be noted that Duval Ford was the largest awardee on the FY21 solicitation performed in 2020. Duval Ford 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 for the purchase of six (6) vehicles for JEA's FY23 fleet capital requirements in the amount of</p>
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## 02-10-2022 Awards Committee

							\$396,330.00, subject to the availability of lawfully appropriated funds.
<b>Total Award</b>				<b>\$12,117,897.00</b>			

## **JEA AWARDS COMMITTEE FEBRUARY 3, 2022 MEETING MINUTES**

The JEA procurement Awards Committee met on February 3, 2022, 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), Sean Conner for Hai Vu as Vice Chairperson, Laure Whitmer as Budget Representative, Rebecca Lavie as Office of General Counsel Representative; with Ricky Erixton (on site), Russell Caffey for Joe Orfano (on site), and Jordan Pope for Laura Dutton. 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 (01/27/2022). Chair Datz verbally presented the Committee Members the proposed January 27, 2022 minutes as amended.

**MOTION:** Ricky Erixton made a motion to approve the January 27, 2022 minutes (Award Item 1). The motion was seconded by Russell Caffey and approved unanimously by the Awards Committee (5-0).

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

2. Request approval to award a change order to J.B. Coxwell Contracting, Inc., for construction services for COJ Hart Expressway Modification: Bay Street to Talleyrand Avenue, in the amount of \$132,339.78 for a new not-to-exceed amount of \$522,591.17, subject to the availability of lawfully appropriated funds.

**MOTION:** Jordan Pope 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 to Orlando Freightliner (\$1,001,043.00), Cumberland International Trucks of Florida, LLC (\$810,096.17), and Kenworth of Jacksonville Inc. (\$460,888.00), for the purchase of eleven (11) vehicles within the vehicles for JEA's FY22 and FY23 heavy duty fleet capital requirements, for a total not-to-exceed amount of \$2,272,027.17, subject to the availability of lawfully appropriated funds.

**MOTION:** Sean Conner made a motion to approve Award Item 3 as presented in the committee packet. The motion was seconded by Jordan Pope and approved unanimously by the Awards Committee (5-0).



4. Request approval to award a contract to PowerPlus Cleaning Systems for a NGS N01 CFB HRA Impulse Cleaning System in the amount of \$434,283.00, subject to the availability of lawfully appropriated funds.

**MOTION:** Ricky Erixton made a motion to approve Award Item 4 as presented in the committee packet. The motion was seconded by Russell Caffey and approved unanimously by the Awards Committee (5-0).

5. Request approval to award a contract to the developer, Mattamy Jacksonville, LLC for the construction of the reclaimed water main and sewer force main by Dirtworks Jax for the Rivertown Parcel 47 project in the amount of \$1,369,819.08, subject to the availability of lawfully appropriated funds.

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

6. Request approval to award a change order to Constantine Engineering, LLC. for additional engineering for the Lofton Oaks Water Treatment Plant Improvements Project in the amount of \$73,474.56, for a new not-to-exceed amount of \$641,142.81, subject to the availability of lawfully appropriated funds.

**MOTION:** Sean Conner 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 award a contract to Time Manufacturing Company (\$1,807,661.00) and Altec Industries, Inc. (\$2,854,202.00), for the purchase of twenty-one (21) vehicles for JEA's FY23 aerial duty fleet capital requirements, for a total not-to-exceed amount of \$4,661,863.00, 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 Jordan Pope and approved unanimously by the Awards Committee (5-0).

Informational Item:

No informational items were presented to the Awards Committee.

Ratifications:

Award 4 is a partial ratification.

Public Comments:

No additional public comment speaking period was taken.

Adjournment:

Chair Datz adjourned the meeting at 10:29 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 February 10, 2022

**Type of Award Request:** CHANGE ORDER

**Requestor Name:** Kilgo Veasey, Nancy A. – Dir Special Projects

**Requestor Phone:** (904) 665-6439

**Project Title:** Owner’s Representative Services for Technology, Security, and Facilities Systems for New JEA Headquarters (HQ1)

**Project Number:** 8006820

**Project Location:** JEA

**Funds:** Capital

**Award Estimate:** \$497,772.00

**Scope of Work:**

JEA retained H. Stephen Jones (HSJ) to provide design, coordination, project management, owner’s representation and construction administration services for the technology, security, and facilities systems associated with the new JEA Headquarters. These services included, but were not limited to, the following:

- Openings, doors, frame and door hardware
- Telecommunications systems
- Electronic safety and security systems
- Building automation systems
- Architectural and MEP coordination for low-voltage technology and security systems supporting Owner’s requirements and building systems
- Coordination of Architectural components, low-voltage, AHJ / UL product verification services, IT product coordination and support, AHJ inspection support and all related AHJ final inspection processes.

Additional information: The original award from April 2020 included much of the security and telecommunications system design and *coordination* for building automation integration. The building automation systems design was added in January 2021. Similarly, the original scope included *coordination* but not design of the audio/visual systems. It also did not include detailed project management and assistance in scoping complex planning for integration of technology services equipment. This addition includes design and specification for the balance of technology services equipment and planning scope for integration services and move management sequencing to be performed by others.

The scope for this additional work is attached and includes:

- Owner requested technology design
- Technology engineering
- Construction administration
- Related move-in project management services related to technology equipment and planning for integration.

JEA’s intent and goal is to provide project continuity and support for additional identified scopes of work as the project has evolved.

**JEA IFB/RFP/State/City/GSA#:** GSA # Schedule 84, 47QSWA19D007N

**Purchasing Agent:** Selders, Elaine

**Is this a Ratification?:** NO

**RECOMMENDED AWARDEE(S):**

Name	Contact Name	Email	Address	Phone	Amount
H. STEPHEN JONES AND ASSOCIATES, INC.	Steve Jones	Steve_jones@hsjtech.com	11945 San Jose Boulevard, STE. 201, Jacksonville, FL 32223	904-260-0024	\$497,772.00

**Amount of Original Award:** \$619,396.00

**Date of Original Award:** 04/16/2020

**Change Order Amount:** \$497,772.00

**List of Previous Change Orders:**

CPA #	Amount	Date
189485	(\$36,660.00)	07/13/2020
189485	\$148,500.00	01/14/2021

**New Not-To-Exceed Amount:** \$1,229,008.00

**Length of Contract/PO Term:** Project Completion

**Begin Date (mm/dd/yyyy):** 04/30/2020

**End Date (mm/dd/yyyy):** Project Completion (Expected: September 2022)

**JSEB Requirement:** N/A – GSA Contract

**Background/Recommendations:**

Originally bid and approved by the Awards Committee on 04/16/2020 to H. Stephen Jones and Associates, Inc. (HSJ) in the amount of \$619,396.00. After award, additional reviews were completed, and the contract pricing was reduced by \$36,660.00 for a new not-to-exceed amount of \$582,736.00. On 01/14/2021, a change order was approved in the amount of \$148,500.00 for HSJ to oversee an integrated design for building controls as well as the earlier awarded security and technology scope of work. The original award and previous change order award have been attached as back-up.

The work on the new HQ is complex and requires additional support work. Much of this work was anticipated from the beginning of the project but was not to a point in the overall and interior design to be defined. This work is for the next phases of design and specification of audio/visual systems for conference, collaboration and multi-purpose spaces and for coordinated oversight for multi-faceted technology services equipment and planning for integration of all the technology systems. There will be another scope defined for integration to perform the hands-on installation and coordination through a different contracted vendor. The Proposal for these additional services has been attached as backup.

Request approval to award a change order to H. Stephen Jones and Associates, Inc. for Owner's Representative Services for Technology, Security, and Facilities Systems for new JEA Headquarters (HQ1) contract in the amount of \$497,772.00, for a new not-to-exceed amount of \$1,229,008.00, subject to the availability of lawfully appropriated funds.

**Director:**

Veasey, Nancy A. – Dir. Special Projects

**VP:**

McElroy, Alan D. – VP Supply Chain & Operations Support

**APPROVALS:**

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

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**Budget Representative**                      **Date**



## Formal Bid and Award System

Award #4 January 14, 2021

**Type of Award Request:** CHANGE ORDER

**Requestor Name:** Kilgo Veasey, Nancy A. – Dir Special Projects

**Requestor Phone:** (904) 665-6439

**Project Title:** Owner's Representative Services for Technology, Security, and Facilities Systems for New JEA Headquarters (HQ1)

**Project Number:** 8006820

**Project Location:** JEA

**Funds:** Capital

**Award Estimate:** \$148,500.00

**Scope of Work:**

JEA retained H. Stephen Jones (HSJ) to provide Design, Coordination, Project Management, Owner's Representation and Construction Administration services for the Technology, Security, and Facilities systems associated with the new JEA headquarters. These services included, but were not limited to, the following:

- Openings, doors, frame and door hardware
- Telecommunications systems
- Electronic safety and security systems
- Building automation systems
- Architectural and MEP coordination for low-voltage technology and security systems supporting Owner's requirements and building systems
- Coordination of Architectural components, low-voltage, AHJ / UL product verification services, IT product coordination and support, AHJ inspection support and all related AHJ final inspection processes.

Additional information: The original award from April included much of the security and telecommunications system design and *coordination* for building automation integration but did not include building automation system (BAS) design until the need was identified through the overall project design through coordination with Ryan Companies, Inc. (Ryan). Further overall design coordination identified the desire by JEA to oversee this portion of the design in close coordination with Ryan and JEA Tenant Improvement design by RS&H. The BAS integrates HVAC designs for both the building core and shell and for the interior tenant improvements. Integration and coordination between all systems is critical to a functioning BAS.

The scope for this additional work is attached and includes:

HSJ will provide consulting services for the planning, design, coordination and owner's representation for oversight of construction and commissioning of new Building Automation and Controls System for the new HQ1 Office Building and Parking Structure. JEA's intent and goal of this portion of the overall project will provide a single, fully integrated and overarching system for command, control, monitoring, automation and reporting of the multiple building energy systems at the new facility. The BAS will provide one platform providing applicable functionality to downstream systems including safety and security, lighting, energy monitoring, HVAC controls along with various other building and office systems listed herein.

**JEA IFB/RFP/State/City/GSA#:** GSA # Schedule 84, 47QSWA19D007N

**Purchasing Agent:** Selders, Elaine

**Is this a Ratification?:** NO

**RECOMMENDED AWARDEE(S):**

Name	Contact Name	Email	Address	Phone	Amount
H. STEPHEN JONES AND ASSOCIATES, INC.	Steve Jones	Steve_jones@hsjtech.com	11945 San Jose Boulevard, STE. 201, Jacksonville, FL 32223	904-260-0024	\$148,500.00

**Amount of Original Award:** \$619,396.00

**Date of Original Award:** 04/16/2020

**Change Order Amount:** \$148,500.00

**List of Previous Change Orders:**

CPA #	Amount	Date
189485	(\$36,660.00)	07/13/2020

**New Not-To-Exceed Amount:** \$731,236.00

**Length of Contract/PO Term:** Project Completion

**Begin Date (mm/dd/yyyy):** 04/30/2020

**End Date (mm/dd/yyyy):** Project Completion (Expected: September 2022)

**JSEB Requirement:** N/A – GSA Contract

**Background/Recommendations:**

Originally bid and approved by the Awards Committee on 04/16/2020 to H. Stephen Jones and Associates, Inc. (HSJ), in the amount of \$619,396.00. After award, additional reviews were completed and the contract pricing was reduced by \$36,660.00 for a new not-to-exceed amount of \$582,736.00. The intent of this award is to have HSJ oversee an integrated design for building controls as well as the earlier awarded security and technology scope of work. The original award and proposal have been attached as back-up.

Additional review by the JEA Facilities Team indicated that HSJ is responsible for the low voltage package which is a large part of the Building Automation System (BAS). It is in JEA's best interest to add the BAS design to the HSJ scope of work, as breaking this out would significantly impact Tenement Improvement (TI) and slow the project down due to project familiarity and time spent on reviewing current design. This change order is to add BAS design to the contract scope to provide continuity and integration of systems for the HQ1 through project completion. The BAS will be sharing resources with the Security/Fire Systems and Technology systems; these three should be designed and integrated together. HSJ will continue to invoice JEA on a monthly basis, based on the hours devoted to the project. The consultant rates for this change order remained the same and are included in the GSA contract.

Request approval to award a change order to increase the H. Stephen Jones Owner's Representative Services for Technology, Security, and Facilities Systems for new JEA Headquarters (HQ1) contract in the amount of \$148,500.00, for a new not-to-exceed amount of \$731,236.00, subject to the availability of lawfully appropriated funds.

**Director:**

Kilgo, Nancy A. – Dir. Special Projects

**Chief:**

McElroy, Alan D. – Interim Chief Supply Chain Officer

**APPROVALS:**

*Heather Beard*

1/15/2021

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**Chairman, Awards Committee**

**Date**

*Stephanie M. Nealy*

1/15/2021

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**Budget Representative**

**Date**





## Formal Bid and Award System

Award #4 April 16, 2020

**Type of Award Request:** GSA CONTRACT  
**Request #:** N/A  
**Requestor Name:** Edwards, Brandon L.  
**Requestor Phone:** 904-665-6584  
**Project Title:** Owner's Representative Services for Technology, Security, and Facilities Systems for new JEA Headquarters  
**Project Number:** 8005628  
**Project Location:** JEA  
**Funds:** O&M  
**Budget Estimate:** \$625,654.00

**Scope of Work:**

JEA is requesting to retain H. Stephen Jones (HSJ) to provide Design, Coordination, Project Management, Owner's Representation and Construction Administration services for the Technology, Security, and Facilities systems associated with the new JEA headquarters. These services include, but are not limited to, the following:

- Openings, doors, frame and door hardware
- Telecommunications systems
- Electronic safety and security systems
- Building automation systems
- Architectural and MEP coordination for low-voltage technology and security systems supporting Owner's requirements and building systems
- Coordination of Architectural components, low-voltage, AHJ / UL product verification services, IT product coordination and support, AHJ inspection support and all related AHJ final inspection processes

This award will impact the following JEA Measures of Value:

- Financial Value – Utilization of third party representatives for industry specific expertise assists JEA in receiving the best value solution on proposed projects, improving delivery and overall project cost, thereby providing financial value to JEA and the community.

**JEA IFB/RFP/State/City/GSA#:** GSA # Schedule 84, 47QSWA19D007N (6/12/19-6/11/2024)

**Purchasing Agent:** Lovgren, Rodney D.

**Is this a ratification?:** NO

**RECOMMENDED AWARDEE(S):**

Name	Contact Name	Email	Address	Phone	Amount
H. STEPHEN JONES AND ASSOCIATES INC.	Steve Jones	Steve_jones@hsjtech.com	11945 San Jose Boulevard, STE. 201, Jacksonville, FL 32223	904-260-0024	\$619,396.00

**Amount for entire term of Contract/PO:** \$619,396.00

**Award Amount for remainder of this FY:** \$216,738.00

**Length of Contract/PO Term:** Project Completion

**Begin Date (mm/dd/yyyy):** 04/30/2020

**End Date (mm/dd/yyyy):** Project Completion (Expected: September 2022)

**JSEB Requirement:** N/A – GSA Contract

**Background/Recommendations:**

JEA is in the process of designing and constructing of a new corporate downtown headquarters building. This project includes the design, coordination, and installation of numerous advanced security, facilities, and technology services systems. In addition, the project requires the integration of existing JEA systems to ensure the operational functionality and long term supportability by the respective JEA departments.

Based on the types of systems and standards employed by JEA, and the desire to enhance their level of integration in the new facility, JEA requires the services of an owner’s representative that specializes in low-voltage system development, integration, and installation. The use of a specialized owner’s representative will ensure all JEA standards are met, system interoperability is achieved, and all potential cost savings are realized in the project.

H. Stephen Jones & Associates is a Jacksonville based firm with a GSA contract that has established rates for the services identified in this request. The GSA Contract is 47QSWA19D007N and the period covered by Contract is June 12, 2019 - June 11, 2024. In addition, H. Stephen Jones & Associates in particular has been a JEA contractor for facilities and security services for many years with unique knowledge of JEA’s security and infrastructure and protocols making them well positioned to ensure JEA receives their desired outcome in this project.

- The fiscal year expected cash flows are as follows:
  - FY20 - \$216,788.00
  - FY21 - \$201,304.00
  - FY22 - \$201,304.00


Request approval to award a contract to H. Stephen Jones & Associates Inc., for Owner’s Representative Services for Technology, Security, and Facilities Systems for the new JEA Headquarters in the amount of \$619,396.00, subject to the availability of lawfully appropriated funds.

**Director:** Kilgo, Nancy A. - Dir Special Projects

**Director:** Edwards, Brandon – Director Security

**VP:** Vineyard, Herschel T. – Chief Administrative Officer

**APPROVALS:**

 04/16/2020

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

Laure A Whitmer 4/16/2020

**Budget Representative** **Date**



PROPOSAL FOR ADDITIONAL SERVICES
PROPRIETARY AND CONFIDENTIAL

Table with client and project details including Client (JEA), Project (JEA Corporate Headquarters), Date (01.31.2022), Proposal Version (1), Scope Summary, Client Project ID (TBD), HSJ Project ID (430-1902), Project Director (Nancy Kilgo Veasey), Project Manager (Matt Poteet), Email, and Phone.

A. | Project | Definition & Understanding

1 PROJECT DESCRIPTION:

Project | JEA Corporate Headquarters (HQ#1) Location | 325 W. Adams St., Jacksonville, FL

Project will construct a new Corporate Headquarters for JEA in Downtown Jacksonville and connected, private parking garage for JEA’s sole use. JEA will lease the building and garage in their entirety from LANDLORD listed herein. The office building will be seven stories with approx. 150,000 usable square feet of Class 1 office space. Parking structure similar in height with ability to park approx. 650 vehicles with 2nd floor “connector” between the two structures.

2 ADDITIONAL SERVICES REQUEST SCOPE:

HSJ to provide additional Owner requested professional design, engineering, construction administration, move-in project management, and owner’s representatives services for:

- Audio/Visual systems
Technology Services (TS) Equipment

3 BASIS OF SCOPE:

JEA requests via email, meeting minutes and project documentation.

4 DEFINITIONS:

Table with 3 columns: Role, Company Name, and Address. Roles include Owner/Tenant (JEA), Project Mgr/Owner's Rep (CBRE), Architect (C+S) (RYAN COMPANIES US, INC.), Architect (TI) (REYNOLDS, SMITH & HILLS, INC.), General Contractor (RYAN COMPANIES US, INC.), and Consultant (H. STEPHEN JONES & ASSOCIATES, INC.).

B. | Scope of Services |

1 Audio / Visual Systems

- 1.1 Gather and document final functional requirements from business stakeholders for audio/visual systems in all conference rooms.
1.2 Create technical system architecture diagrams for each room type to be approved by Owner/Tenant.
1.3 Design audio/visual systems for each conference room type.
1.4 Propose options for basic and advanced audio/visual systems for consideration by Owner/Tenant.
1.5 Prepare construction documents and specifications for audio/visual systems.
1.6 Create roles and responsibilities matrix for Owner/Tenant, Architect, General Contractor, Consultant, and Subcontractor(s).

- 1.7 Develop integrated project schedule for installation, configuration, and commissioning of systems.
- 1.8 Draft bid documents for procurement of audio/visual systems.
- 1.9 Review subcontractor bids for audio/visual systems.
- 1.10 Recommend and support selection of subcontractor(s) for audio/visual systems.
- 1.11 Facilitate weekly meetings with stakeholders to provide status updates and identify and mitigate risks to project schedule/budget.
  - 1.11.1 Distribute formal meeting minutes for approval within 3-business days of meeting occurrence.
- 1.12 Manage subcontractor(s) for installation of audio/visual systems.
- 1.13 Coordinate installation of audio/visual systems with overall construction schedule and actual progress.
- 1.14 Inspect installation of audio/visual systems to ensure conformance with design documents.
- 1.15 Manage and coordinate configuration of audio/visual systems.
- 1.16 Commission (QA/QC) audio/visual systems with subcontractor(s).
  - 1.16.1 Provide documentation of commissioning (QA/QC) as necessary for warranty conveyance.

## 2 Technology Services (TS) Equipment

- 2.1 Design, Procurement, and Management of Installation, Configuration, and Commissioning of the following TS Equipment:
  - 2.1.1 Computers
  - 2.1.2 Monitors
  - 2.1.3 Docking Stations
  - 2.1.4 Printers
  - 2.1.5 Network Switches / UPS
  - 2.1.6 Wireless Access Points
  - 2.1.7 Distributed Antennae System
  - 2.1.8 Fiber
- 2.2 Prepare construction documents and specifications for TS Equipment as required.
- 2.3 Create roles and responsibilities matrix for Owner/Tenant, Architect, General Contractor, Consultant, and Subcontractor(s).
- 2.4 Develop integrated project schedule for installation, configuration, and commissioning of TS Equipment.
- 2.5 Draft bid documents for procurement of TS Equipment.
- 2.6 Review subcontractor bids for TS Equipment.
- 2.7 Recommend and support selection of subcontractor(s) for TS Equipment.
- 2.8 Facilitate weekly meetings with stakeholders to provide status updates and identify and mitigate risks to project schedule/budget.
  - 2.8.1 Distribute formal meeting minutes for approval within 3-business days of meeting occurrence.
- 2.9 Manage subcontractor(s) for installation of TS Equipment.
- 2.10 Coordinate installation of TS Equipment with overall construction schedule and actual progress.
- 2.11 Inspect installation of TS Equipment to ensure conformance with design documents.
- 2.12 Manage and coordinate configuration of TS Equipment.
- 2.13 Commission (QA/QC) TS Equipment with subcontractor(s).
  - 2.13.1 Provide documentation of commissioning (QA/QC) as necessary for warranty conveyance.
- 2.14 Coordinate network infrastructure requirements and installation schedule for the following additional systems:
  - 2.14.1 Digital Signage
  - 2.14.2 Queue Management Systems and Self-Service Kiosks in Customer Experience Center
  - 2.14.3 Sound-Masking

## C. | Additional Clarifications |

### 1 TERMS & CONDITIONS

- a. Inclusive package. Omitting any portion of this scope will affect coordination of all components and overall price.
- b. Services shall be invoiced monthly based on rate chart in the Fee section.
- c. Additional services request will be issued prior to exceeding fee schedule allocation below for any outstanding scope required for project completion.
- d. Fees allocated to Contingency in the Fee section of this proposal are for unanticipated complexities and requirements with systems defined within the Audio/Visual and Technology Services Equipment scope of this agreement.
- e. Additional scope requested on behalf of the owner and not listed within this base proposal will be documented as ADDITIONAL SCOPE and notification of hours used on additional scope will be shown on monthly invoice.
- f. Due to the nature of the project lifecycle, time reported and charged to the project will be allocated to a specific phase, however, all phases are available at any point during the project for time reporting. All time entry information will be listed as supplemental information with the invoice.

- g. Consultant shall notify and request approval from owner prior to commencing services outside of this established scope.
- h. This proposal and all previous versions, subsequent addendums and/or amendments contain language deemed as intellectual property of the Consultant and may only be used for the execution of this Agreement. No part of this proposal may be reproduced or repurposed without written consent from the Consultant.
- i. The following items are inclusive to the project fee proposal:
  - Attendance, at minimum via phone/web conference, to all regularly scheduled design coordination, preconstruction and construction coordination meetings as they pertain to the consultant's scope of work.
  - Communications (Fax, internet access and e-mail)
  - Consumable project supplies (reprographic materials and plotting time, computer time, drafting/modeling time and various other physical project supplies)

## D. | Fee |

### 1 2022 - HOURLY RATE CHART (GSA SCHEDULE RATES – QUANTITY DISCOUNT)

STAFF LEVEL	HOURLY RATE	STAFF LEVEL	HOURLY RATE
PRINCIPAL	\$185	ASSISTANT ENGINEER	\$123
SR. ENGINEER	\$171	CAD / DRAFTING	\$79
PROJECT MANAGER	\$148	ADMINISTRATIVE	\$49

NOTE: GSA 1% quantity discount based on final contact amount > \$200,000. Discounted amount will be retroactively applied to final invoice if this requirement is not met.

### 2 PROFESSIONAL FEES SCHEDULE

PHASE	PRINCIPAL	SR. ENGINEER	PROJECT MANAGER	ASST. ENGINEER	DRAFTING	ADMIN.	FEE AMOUNT
AUDIO/VISUAL SYSTEMS	11%	2%	10%	2%	2%	1%	\$138,229
TECHNOLOGY SERVICES (TS) EQUIPMENT	24%	16%	10%	6%	6%	2%	\$313,669
CONTINGENCY [10% of total]	3%	2%	2%	1%	1%	1%	\$45,873
<b>MAX. NOT TO EXCEED PROFESSIONAL SERVICES FEE ESTIMATE</b>							<b>\$497,772</b>

## E. | Authorization |

**PAYMENT TERMS:** PROFESSIONAL FEES | NET 30 DAYS FROM INVOICE  
 REIMBURSABLE EXPENSES | NET 10 DAYS FROM INVOICE (SUBJECT TO JEA POLICY/APPROVAL)

THE TERMS, FEES AND CONDITIONS NOTED HEREIN ARE HEREBY ACCEPTED AND AUTHORIZATION IS GRANTED FOR SERVICES TO COMMENCE.

FOR:	JEA	FOR:	H. Stephen Jones & Associates, Inc.
NAME:	Nancy Kilgo Veasey	NAME:	H. Stephen Jones
TITLE:	Director, Special Projects	TITLE:	President
SIGNATURE:	_____	SIGNATURE:	_____
DATE:	_____	DATE:	_____



# Formal Bid and Award System

Award #3 February 10, 2022

**Type of Award Request:** INVITATION FOR BID (IFB)  
**Request #:** 270  
**Requestor Name:** Willoughby, Mickey  
**Requestor Phone:** (865) 661-7494  
**Project Title:** Construction Services for the McDuff WTP Refurbishment Project and Norwood WTP Refurbishment Project  
**Project Number:** 8003457 (McDuff) and 8004397 (Norwood)  
**Project Location:** JEA  
**Funds:** Capital  
**Budget Estimate:** \$7,383,000.00 (McDuff: \$4,381,000.00, Norwood: \$3,002,000.00)

**Scope of Work:**

The McDuff Water Treatment Plant (WTP), which is located at 1040 McDuff Ave South, and Norwood WTP, which is located at 1033 Escambia Street, are important components of JEA’s potable (e.g., drinking) water treatment and distribution system in JEA’s North Grid in Jacksonville, Florida. Both WTPs were constructed in the 1950’s and are in need of refurbishment.

The refurbishment of the McDuff WTP and Norwood WTP contains similar work scope/components such as, but not limited to: removal and replacement of the high service pumps, removal and replacement of the motor control centers, installation of variable frequency controllers for the high service pumps, removal and replacement of chlorine analyzers, removal and replacement of flow monitoring devices, and refurbishment of the high service pump building.

**JEA IFB/RFP/State/City/GSA#:** 1410468246  
**Purchasing Agent:** Brown, Darriel  
**Is this a Ratification?:** No

**RECOMMENDED AWARDEE(S):**

Name	Contact Name	Email	Address	Phone	Amount
SAWCROSS, INC.	Mark Hickinbotham	markh@sawcross.com	10970 New Berlin Road, Jacksonville, FL 32226	(904) 751-7500	\$11,223,795.00

**Amount for entire term of Contract/PO:** \$11,223,795.00  
**Award Amount for remainder of this FY:** \$2,900,000.00  
**Length of Contract/PO Term:** Project Completion  
**Begin Date:** 04/04/2022  
**End Date:** Project Completion (Estimated: June 2023)  
**JSEB Requirement:** Three Percent (3%) Requirement

**Comments on JSEB Requirements:**  
 RZ Service Group (Mechanical Supply) - 4%

**BIDDERS:**

Name	McDuff	Norwood	Total
SAWCROSS, INC.	\$6,581,300.00	\$4,642,495.00	\$11,223,795.00
PBM CONSTRUCTORS, INC.	\$5,282,495.00	\$6,684,300.00	\$11,966,795.00
WILLIAMS INDUSTRIAL SERVICES, LLC	\$7,195,318.00	\$5,225,090.00	\$12,420,408.00

**Background/Recommendations:**

Advertised on 10/29/2021. Six (6) prime contractors attended the mandatory pre-bid meeting held on 11/10/2021. At Bid opening on 12/14/2021, JEA received three (3) Bids. Sawcross, Inc. is the lowest responsive and responsible Bidder. A copy of the Bid Form and Workbook are attached as backup.

The award amount of \$11,223,795.00 is approximately 52% higher than the budget estimate. The bid prices were higher than JEA's internal estimates and the engineering consultant's estimates due to high inflationary conditions for electrical and instrumentation and control (I&C) costs. Other factors include an overheated construction market, supply chain uncertainties and bidder's risks associated with refurbishing an old water treatment plant.

The following table presents JEA's and engineer's (CDM Smith) estimates for the plants, the bid results from Sawcross for the plants and the percent of JEA and engineer's estimates. JEA estimating group reviewed the bids and deemed them reasonable compared to current market conditions.

	JEA Estimate (Aug 2021)	CDM Smith Estimate (Sep 2021)	Sawcross, Inc. Bid	% of JEA Estimate	% of CDM Estimate
McDuff WTP	\$4,380,885.00	\$4,485,593.00	\$6,581,300.00	150%	147%
Norwood WTP	\$3,001,983.00	\$3,373,573.00	\$4,642,495.00	155%	138%
Total	\$7,382,868.00	\$7,859,166.00	\$11,223,795.00	152%	143%

The age of the facilities is a significant factor in the urgency for their refurbishment; this work is needed to ensure reliability and resiliency of service. For example, at McDuff, two of the six pumps have gone down in recent years and have required temporary replacements until refurbishment can be completed. Further delaying this work will impact the ability for JEA to continue to provide quality potable water to the surrounding communities. For these reasons, it is recommended to proceed with these projects to ensure safe drinking water for our customers.

After bids were received, it was learned that the interior of underground water storage reservoir at the McDuff WTP has deterioration of the coating system and concrete roof and beams in the vicinity of the aerators. Firms with expertise in repairing these structures are being consulted regarding rehabilitation of the coating and structure. If needed, a change order will be brought for review and approval by the Awards Committee.

1410468246– Request approval to award a contract to Sawcross, Inc. for construction services for the McDuff WTP and Norwood WTP Refurbishment Projects in the amount of \$11,223,795.00, subject to the availability of lawfully appropriated funds.



**Manager:** Phillips, Brian R. - Mgr W/WW Project Management  
**Director:** Conner, Sean M. - Dir W/WW Project Engineering & Construction  
**VP:** Vu, Hai X. - VP Water Wastewater Systems

**APPROVALS:**

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

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**Budget Representative** **Date**

Addendum 2 Appendix B - Bid Forms

1410468246 Construction Services for the McDuff WTP Refurbishment Project and Norwood WTP Refurbishment Project

Submit the Bid electronically as described in section 1.1.3 of the Solicitation.

Company Name: Sawcross, Inc.

Company's Address: 10970 New Berlin Road, Jacksonville, FL 32226

License Number: CGC036203

Phone Number: (904) 751-7500 FAX No: (904) 751-0600 Email Address: markh@sawcross.com

**BID SECURITY REQUIREMENTS**

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

**TERM OF CONTRACT**

- One Time Purchase
- Annual Requirements
- Other, Specify - Project Completion

**SAMPLE REQUIREMENTS**

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

**SECTION 255.05, FLORIDA STATUTES CONTRACT BOND**

- None required
- Bond required 100% of Bid Award

**QUANTITIES**

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

**INSURANCE REQUIREMENTS**

Insurance required

**PAYMENT DISCOUNTS**

- 1% 20, net 30
- 2% 10, net 30
- Other \_\_\_\_\_
- None Offered

ENTER YOUR BID FOR SOLICITATION 1410468246

TOTAL BID PRICE

Total Bid Price for the Project  
(enter total from cell G35 in the Bid Workbook)

\$ **11,223,795.00**

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

1 through 3

Handwritten Signature of Authorized Officer of Company or Agent 12/14/2021 Date

Mark Hickenbotham, President  
Printed Name and Title

**1410468246 Addendum 3 - Appendix B - Bid Workbook**  
**Construction Services for the McDuff WTP Refurbishment Project and Norwood WTP Refurbishment Project**

Version: 12/6/2021

Company: **Sawcross, Inc.**

(Only complete the Prices in Yellow Cells)

<b>McDuff WTP Refurbishment Project (Project No. 8003457)</b>						
Project	Item No.	Description	Quantity	Unit	Unit Price	Extended Price
McDuff WTP	1	General Conditions	1	LS	\$160,000.00	\$160,000.00
McDuff WTP	2	Mobilization	1	LS	\$60,000.00	\$60,000.00
McDuff WTP	3	Refurbishment of the McDuff WTP in accordance with <i>Technical Specifications for the McDuff Water Treatment Plant Refurbishment Project and Construction Drawings for McDuff Water Treatment Plant Refurbishment Project</i>	1	LS	\$5,853,000.00	\$5,853,000.00
McDuff WTP	4	Demobilization	1	LS	\$30,000.00	\$30,000.00
McDuff WTP	5	Testing Allowance (i.e., Density and Concrete Testing)	1	Allowance	\$10,000.00	\$10,000.00
McDuff WTP	6	Allowance for removal and replacement of five (5) access hatches and provision of handrail on the existing reservoir.	5	Allowance	\$6,000.00	\$30,000.00
McDuff WTP	7	Allowance for demolition of chimney, patching and repair roof deck opening, installing new rigid insulation to match existing thickness, patching roof membrane to match existing, and maintaining all current roof warranties	1	Allowance	\$15,000.00	\$15,000.00
McDuff WTP	8	Supplemental Work Authorization (SWA)	1	SWA	\$392,100.00	\$392,100.00
<b>Subtotal for the McDuff WTP Refurbishment Project - Base Bid Items</b>						<b>\$6,550,100.00</b>
<b>McDuff WTP - Alternate Bid Items</b>						
McDuff WTP	9	Remove and replace the 24-inch pipe between the 24-inch check valve (located in finished water discharge header from the high service pumps) to the concrete vault containing the venturi meter. This includes all related work (e.g., backfill, thrust block, pavement repairs, etc.)	1	LS	\$16,000.00	\$16,000.00
McDuff WTP	10	Remove and replace floor tile in pump room area.	1520	SF	\$10.00	\$15,200.00
<b>Subtotal for the McDuff WTP Refurbishment Project - Base Bid Plus Alternate Bid Items</b>						<b>\$6,581,300.00</b>

<b>Norwood WTP Refurbishment Project (Project No. 8004397)</b>						
Project	Item No.	Description	Quantity	Unit	Unit Price	Extended Price
Norwood WTP	1	General Conditions	1	LS	\$120,000.00	\$120,000.00
Norwood WTP	2	Mobilization	1	LS	\$50,000.00	\$50,000.00
Norwood WTP	3	Refurbishment of the Norwood WTP in accordance with <i>Technical Specifications for the Norwood Water Treatment Plant Refurbishment Project and Construction Drawings for Norwood Water Treatment Plant Refurbishment Project</i>	1	LS	\$4,120,000.00	\$4,120,000.00
Norwood WTP	4	Demobilization	1	LS	\$20,000.00	\$20,000.00
Norwood WTP	5	Testing Allowance (i.e., Density and Concrete Testing)	1	Allowance	\$10,000.00	\$10,000.00
Norwood WTP	6	Allowance for demolition of chimney, patching and repair roof deck opening, installing new rigid insulation to match existing thickness, patching roof membrane to match existing, and maintaining all current roof warranties	1	Allowance	\$15,000.00	\$15,000.00
Norwood WTP	7	Supplemental Work Authorization (SWA)	1	SWA	\$294,895.00	\$294,895.00
<b>Subtotal for the Norwood WTP Refurbishment Project - Base Bid Items</b>						<b>\$4,629,895.00</b>
<b>Norwood WTP - Alternate Bid Items</b>						
Norwood WTP	8	Remove and replace floor tile in pump room area.	1260	SF	\$10.00	\$12,600.00
<b>Subtotal for the Norwood WTP Refurbishment Project - Base Bid Plus Alternate Bid Items</b>						<b>\$4,642,495.00</b>

<b>McDuff WTP &amp; Norwood WTP</b>	<b>Total Bid Price for McDuff WTP Refurbishment Project and Norwood WTP Refurbishment Project</b>	<b>\$11,223,795.00</b>
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<b>Sum of All General Conditions, Mobilization, and Demobilization Bid Items:</b>	<b>\$440,000.00</b>
<b>The "Sum of All General Conditions, Mobilization, and Demobilization Bid Items" divided by the "Total Bid Price for McDuff WTP Refurbishment Project and Norwood WTP Refurbishment Project" shall not exceed 10%:</b>	<b>3.92%</b>

<b>JSEB Overview</b>	
Base Bid Total	<b>\$9,973,000.00</b>
JSEB Requirement %	<b>3%</b>
JSEB Requirement \$	<b>\$299,190.00</b>

BID BOND

STATE OF FLORIDA

COUNTY OF:  Duval \_\_\_\_\_

KNOW ALL PERSONS BY THESE PRESENTS, That we, Sawcross, Inc. (hereinafter called "Principal"), and Western Surety Company as Surety (hereinafter called "Surety"), are held and firmly bound unto the JEA of the City of Jacksonville, Florida (hereinafter called the "JEA"), in the sum of \$5% of Amt Bid lawful money of the United States of America, for the payment which sum well and truly to be made, we bind ourselves, our heirs, executors, administrators, and successors, jointly and severally, firmly by these presents:

WHEREAS, the Principal contemplates submitting or has submitted a Bid to the JEA for:

1410468246: Construction Services for the McDuff WTP Refurbishment Project and Norwood WTP Refurbishment Project  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
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\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

WHEREAS, it was a condition precedent to the submission of said Bid that a certified check or Bid Bond in the amount of 5% of Amt Bid be submitted with said Bid as a guaranty that the Principal would, if awarded the contract, enter into a written contract with the JEA and furnish a Section 255.05 Florida Statutes Contract Bond in an amount equal to 100% of Contract Price for the performance of said contract, within ten consecutive calendar days after written notice being given of acceptance by the JEA.

NOW, THEREFORE, THE CONDITIONS OF THIS OBLIGATION ARE SUCH, that if the Bid of the Principal herein be accepted and said Principal, within ten consecutive calendar days after written notice being given of such acceptance, enters into a written contract with the JEA, and furnishes a Section 255.05, Florida Statutes Contract Bond in an amount equal to 100% of Contract Price satisfactory to the JEA, then this obligation shall be void; otherwise, the sum herein stated shall be due and payable to the JEA, and the Surety herein agrees to pay said sum immediately upon demand of said JEA, in good and lawful money of the United States of America; as liquidated damages for failure thereof of said Principal.

IN WITNESS WHEREOF, the said Principal and the said Surety have duly executed this bond the 14th day of December, 2021.

ATTEST:

[Signature]  
Signature

Christina Parker, Witness  
Type/Print Name

[Signature]  
Signature

Debbie Shortz, Witness  
Type/Print Name

Signed, Sealed and Delivered in the Presence of:

[Signature]  
Signature

Kelly Phelan, Witness  
Type/Print Name

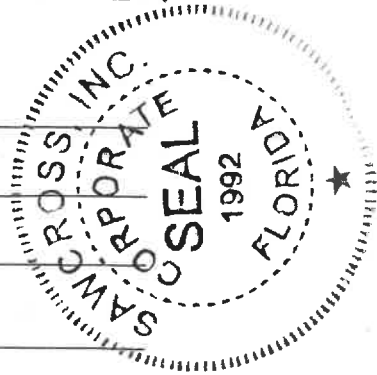
[Signature]  
Signature

Christine Morton, Witness  
Type/Print Name

[Signature]  
Sawcross, Inc.  
(Principal Company Name)

[Signature]  
Signature  
Mark Hickinbotham  
Type/Print Name

[Signature]  
President  
Title  
**AS PRINCIPAL**



[Signature]  
Western Surety Company  
(Surety Company Name)  
Signature

Allyson Foss Wing  
Type/Print Name

Attorney-in-Fact & FL Licensed Resident Agent  
Title  
**AS SURETY**      Inquiries: (407) 821-0032



Name of Agent: Guignard Company - Allyson Foss Wing

Address: 1904 Boothe Circle

Longwood, FL 32750

Countersigned:

By [Signature]  
Resident Agent Allyson Foss Wing  
State of Florida

Name of Firm: Guignard Company

Address: 1904 Boothe Circle

Longwood, FL 32750

Form Approved:

[Signature]  
Assistant General Counsel

# Western Surety Company

## POWER OF ATTORNEY APPOINTING INDIVIDUAL ATTORNEY-IN-FACT

Know All Men By These Presents, That WESTERN SURETY COMPANY, a South Dakota corporation, is a duly organized and existing corporation having its principal office in the City of Sioux Falls, and State of South Dakota, and that it does by virtue of the signature and seal herein affixed hereby make, constitute and appoint

**Bryce R Guignard, M Gary Francis, April L Lively, Paul J Ciambriello, Jennifer L Hindley, Margie L Morris, Deborah Ann DeFoe, Christine A Morton, Allyson Foss Wing, Kelly Phelan, Individually**

of Longwood, FL, its true and lawful Attorney(s)-in-Fact with full power and authority hereby conferred to sign, seal and execute for and on its behalf bonds, undertakings and other obligatory instruments of similar nature

### - In Unlimited Amounts -

and to bind it thereby as fully and to the same extent as if such instruments were signed by a duly authorized officer of the corporation and all the acts of said Attorney, pursuant to the authority hereby given, are hereby ratified and confirmed.

This Power of Attorney is made and executed pursuant to and by authority of the By-Law printed on the reverse hereof, duly adopted, as indicated, by the shareholders of the corporation.

In Witness Whereof, WESTERN SURETY COMPANY has caused these presents to be signed by its Vice President and its corporate seal to be hereto affixed on this 14th day of June, 2021.



WESTERN SURETY COMPANY

*Paul T. Bruflat*

Paul T. Bruflat, Vice President

State of South Dakota }  
County of Minnehaha } ss

On this 14th day of June, 2021, before me personally came Paul T. Bruflat, to me known, who, being by me duly sworn, did depose and say: that he resides in the City of Sioux Falls, State of South Dakota; that he is the Vice President of WESTERN SURETY COMPANY described in and which executed the above instrument; that he knows the seal of said corporation; that the seal affixed to the said instrument is such corporate seal; that it was so affixed pursuant to authority given by the Board of Directors of said corporation and that he signed his name thereto pursuant to like authority, and acknowledges same to be the act and deed of said corporation.

My commission expires  
March 2, 2026



*M. Bent*

M. Bent, Notary Public

### CERTIFICATE

I, L. Nelson, Assistant Secretary of WESTERN SURETY COMPANY do hereby certify that the Power of Attorney hereinabove set forth is still in force, and further certify that the By-Law of the corporation printed on the reverse hereof is still in force. In testimony whereof I have hereunto subscribed my name and affixed the seal of the said corporation this 14th day of December, 2021

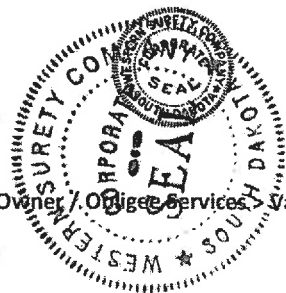
WESTERN SURETY COMPANY

*L. Nelson*

L. Nelson, Assistant Secretary

Form F4280-7-2012

Go to [www.cnasurety.com](http://www.cnasurety.com) > Owner / Office Services. Validate Bond Coverage, if you want to verify bond authenticity.



**Authorizing By-Law**

**ADOPTED BY THE SHAREHOLDERS OF WESTERN SURETY COMPANY**

This Power of Attorney is made and executed pursuant to and by authority of the following By-Law duly adopted by the shareholders of the Company.

Section 7. All bonds, policies, undertakings, Powers of Attorney, or other obligations of the corporation shall be executed in the corporate name of the Company by the President, Secretary, and Assistant Secretary, Treasurer, or any Vice President, or by such other officers as the Board of Directors may authorize. The President, any Vice President, Secretary, any Assistant Secretary, or the Treasurer may appoint Attorneys in Fact or agents who shall have authority to issue bonds, policies, or undertakings in the name of the Company. The corporate seal is not necessary for the validity of any bonds, policies, undertakings, Powers of Attorney or other obligations of the corporation. The signature of any such officer and the corporate seal may be printed by facsimile.

Addendum 2 Appendix B - Bid Forms

1410468246 Construction Services for the McDuff WTP Refurbishment Project and Norwood WTP Refurbishment Project

**Subcontractor Form**

JEA Solicitation Number 1410468246 requires certain major Subcontractors be listed on this form, unless the work will be self-performed by the Company.

The undersigned understands that failure to submit the required Subcontractor information on this form will result in bid rejection, and the Company agrees to employ the Subcontractors specified below: (Use additional sheets as necessary)

Note: This list of Subcontractors shall not be modified subsequent to bid opening, without a showing of good cause and the written consent of JEA.

Scope of Work	Subcontractor	Point of Contact	Phone Number	Dollar / %
Electrical	Cogburn Bros.	Chad Walker	(904) 358-7344	41%
Bridge Crane	MHS	Bob Wensits	(407) 373-0022	.6%
I & C	Tesco	Kyle Hady	(407) 352-3984	5.7%
Paving	Keelco	Ray Grode	(904) 654-9020	.1%
OHD of Daytona	Overhead Door	Doug Fisher	(386) 226-3820	.1%
Aerator Installation	Precon	Rick Moore	(352) 332-1200	3%





# JSEB BID FORM

## List of JSEB Subcontractors

The following JSEB Subcontractors will be utilized in fulfilling the terms and conditions of a Project Authorization arising from award of **JEA Solicitation Number 1410468246**. I (We) the undersigned understand that failure to submit said information will result in bid rejection. I (We) will employ the JSEB Subcontractors specified below: *(Use additional sheets as necessary)*

**1) JSEB Vendor Name:** RZ Service Group

Primary Contact Name:	Wali Murphy	
Email:	wmurphy@rzservicegroup.com	
Phone:	(904) 512-5772	
Scope of Work:	Mechanical supply	
Percentage of Total Job:	4%	Dollar Amount: \$371,000.00

**2) JSEB Vendor Name:**

Primary Contact Name:		
Email:		
Phone:		
Scope of Work:		
Percentage of Total Job:		Dollar Amount:

**3) JSEB Vendor Name:**

Primary Contact Name:		
Email:		
Phone:		
Scope of Work:		
Percentage of Total Job:		Dollar Amount:

**Company** Sawcross, Inc.  
**Signed**  Mark Hickenbotham  
**Title** President  
**Email** markh@sawcross.com  
**Phone** (904) 751-7500 **Date** 12/14/2021

Note: All fields are required to be completed on this form. This list shall not be modified subsequent to bid opening without a showing of good cause and the written consent of the JEA. Also, in case of discrepancy, the dollar amount stands.

CONFLICT OF INTEREST  
CERTIFICATE

JEA IFB No. 1410468246

Bidder must execute this form, if applicable, relative to Florida Statute 112.313. Failure to submit this form, if applicable, shall result in rejection of this bid.

I hereby certify that the following named JEA official(s) and employee(s) having material financial interest(s) (in excess of 5%) in this company have filed Conflict of Interest statements with the Supervisor of Elections, 105 East Monroe Street, Jacksonville, Duval County, Florida, prior to bid opening.

Name	Title or Position	Date of Filing
<u>None</u>	<u>None</u>	<u>None</u>

  
\_\_\_\_\_  
Signature

Sawcross, Inc.  
\_\_\_\_\_  
Company Name

Mark Hickenbotham, President  
\_\_\_\_\_  
Name of Certifying Official  
(type or print)

10970 New Berlin Road  
\_\_\_\_\_  
Business Address

Jacksonville, FL 32226  
\_\_\_\_\_  
City, State, Zip Code

CONSTRUCTION AND DEMOLITION DEBRIS DISPOSAL

(See Subsection \_\_\_\_ - Instructions to Bidders)

Construction and demolition debris at the worksite will be disposed of at Realco Recycling Co., Inc.;  
8707 Somers Road, Jacksonville, FL 32226

This location is subject to Certificate of Necessity No. 91-623-363, and is designated by  
Public Works Department Permit No. 91-2.



\_\_\_\_\_  
(Signature)

Mark Hickinbotham, President

(Title)

**FLORIDA TRENCH SAFETY ACT ACKNOWLEDGMENT**

If this Project involves trench excavations that will exceed a depth of 5 feet, pursuant to Florida Statutes, Chapter 553, Part VI, Trench Safety Act will be in effect and the undersigned Bidder hereby certifies that such Act will be complied with during the construction of this Project.

Bidder acknowledges that included in the various items of the bid and in the total bid price are costs for complying with the Florida Trench Safety Act. Bidder further identifies the cost to be as summarized below:

Trench Safety Measure (Description)	Units of Measure (LF SY)	Quantity	Unit Cost	Extended Cost
A. <b>Sloped Sides</b>	<b>LF</b>	<b>60</b>	<b>\$10.00</b>	<b>\$600.00</b>
B.				
C.				
D.				
TOTAL \$				<u>600.00</u>



Ron DeSantis, Governor

Halsey Beshears, Secretary



**STATE OF FLORIDA**  
**DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION**

**CONSTRUCTION INDUSTRY LICENSING BOARD**

THE GENERAL CONTRACTOR HEREIN IS CERTIFIED UNDER THE  
PROVISIONS OF CHAPTER 489, FLORIDA STATUTES

**HICKINBOTHAM, MARK EDWARD**

SAWCROSS INC  
10970 NEW BERLIN ROAD  
JACKSONVILLE FL 32226-2270

**LICENSE NUMBER: CGC036203**

**EXPIRATION DATE: AUGUST 31, 2022**

Always verify licenses online at [MyFloridaLicense.com](http://MyFloridaLicense.com)



Do not alter this document in any form.

This is your license. It is unlawful for anyone other than the licensee to use this document.

# Request for Taxpayer Identification Number and Certification

**Give Form to the  
 requester. Do not  
 send to the IRS.**

▶ Go to [www.irs.gov/FormW9](http://www.irs.gov/FormW9) for instructions and the latest information.

<b>Print or type.</b> See Specific Instructions on page 3.	<p><b>1</b> Name (as shown on your income tax return). Name is required on this line; do not leave this line blank.  <b>Sawcross, Inc.</b></p> <p><b>2</b> Business name/disregarded entity name, if different from above  <b>Same As Above</b></p> <p><b>3</b> Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only <b>one</b> of the following seven boxes.</p> <p> <input type="checkbox"/> Individual/sole proprietor or single-member LLC                 <input type="checkbox"/> C Corporation                 <input checked="" type="checkbox"/> S Corporation                 <input type="checkbox"/> Partnership                 <input type="checkbox"/> Trust/estate  <input type="checkbox"/> Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership) ▶ _____  <b>Note:</b> Check the appropriate box in the line above for the tax classification of the single-member owner. Do not check LLC if the LLC is classified as a single-member LLC that is disregarded from the owner unless the owner of the LLC is another LLC that is <b>not</b> disregarded from the owner for U.S. federal tax purposes. Otherwise, a single-member LLC that is disregarded from the owner should check the appropriate box for the tax classification of its owner.  <input type="checkbox"/> Other (see instructions) ▶ _____         </p>	<p><b>4</b> Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):</p> <p>Exempt payee code (if any) _____</p> <p>Exemption from FATCA reporting code (if any) _____</p> <p style="font-size: small;">(Applies to accounts maintained outside the U.S.)</p>
	<p><b>5</b> Address (number, street, and apt. or suite no.) See instructions.  <b>10970 New Berlin Road</b></p> <p><b>6</b> City, state, and ZIP code  <b>Jacksonville, Florida 32226</b></p>	<p>Requester's name and address (optional)</p>
	<p><b>7</b> List account number(s) here (optional)</p>	

**Part I Taxpayer Identification Number (TIN)**

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

**Note:** If the account is in more than one name, see the instructions for line 1. Also see *What Name and Number To Give the Requester* for guidelines on whose number to enter.

<b>Social security number</b>									
<b>or</b>									
<b>Employer identification number</b>									
5	9	-	3	1	3	6	6	8	9

**Part II Certification**

Under penalties of perjury, I certify that:

- The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
- I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
- I am a U.S. citizen or other U.S. person (defined below); and
- The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

**Certification instructions.** You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

<b>Sign Here</b>	Signature of U.S. person ▶	<b>Mark Hickenbotham</b>	Date ▶ <b>12/14/2021</b>
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## General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

**Future developments.** For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to [www.irs.gov/FormW9](http://www.irs.gov/FormW9).

## Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following.

- Form 1099-INT (interest earned or paid)

- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)
- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
- Form 1099-C (canceled debt)
- Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

*If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See What is backup withholding, later.*



# Formal Bid and Award System

Award #4 February 10, 2022

**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:** N/A  
**FY23 Project Numbers:** TBD  
**Project Location:** JEA  
**Funds:** Capital  
**Budget Estimate:** \$298,700.00

**Scope of Work:**

The purpose of this Invitation for Bid (the "IFB") is to solicit pricing for the purchase of six (6) fully electric vehicles within the light duty vehicle class for JEA’s FY23 capital requirements for replacement for the Energy departments expansion needs. During the solicitation process, it was determined to be in the best interests for JEA to proceed with an award of the following assets:

- Energy Expansion – 6 Units (211-02E)

**JEA IFB/RFP/State/City/GSA#:** 1410541446-22  
**Purchasing Agent:** Bustamante, John  
**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	\$396,330.00

**Amount for entire term of Contract/PO:** \$396,330.00  
**Award Amount for remainder of this FY:** \$0.00  
**Length of Contract/PO Term:** Project Completion  
**Begin Date (mm/dd/yyyy):** 02/11/2022  
**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	\$396,330.00	1	\$396,330.00	1
GARBER FORD	\$412,626.00	1	\$0.00	1

**Background/Recommendations:**

Advertised on 01/14/2022. There was pre-response meeting held. At Response opening on 01/25/2022, JEA received two (2) Responses. It should be noted that during the previous similar light duty vehicle bids, the two (2) respondents of the solicitation were also the only respondents on the last two (2) bids. These items were not included in the previous light duty bid given they have a unique ordering window with the OEM (Original Equipment Manufacturer) Ford Motor due to the nature of the vehicle, and that this is the first time being made available to the public for this model. The basis of award is to the contract to the lowest cost Respondent for the bid.

When comparing JEA’s past pricing to the proposed winning supplier, we utilized a similar configuration ICE (Internal Combustion Engine) even though this is an all electric model and have a considerably different long term maintenance model given the design. JEA’s new pricing will be sixty-four percent (64%) higher, largely based on the differences in technology from an all electric platform to an ICE. This percentage was determined by taking the last price paid and comparing those prices to the quoted unit prices of this solicitation for FY22 light duty pickup purchases. It is well documented that long term maintenance combined with reduced fuel cost offsets a majority of the higher entry costs of the all electric and JEA has seen this in many of its other electric platforms. Ford Motor publishes a forty percent (40%) reduction in scheduled maintenance costs over the life of the asset. JEA is looking to expand the electric fleet to this larger platform to allow further electricification and the economic and environmental benefits associated with the expansion.

When the bids came back, both proposals were over budget. JEA Procurement reached out to the lowest bidder to clarify exactly what was being proposed and if there was work being proposed above what we required. It was confirmed that the model priced had significantly more features and upgrades than our technical specification required. We believe in lieu of a rescind and rebid, the best interest of JEA is to move forward with award to Duval Ford and allow JEA procurement to continue dialog regarding future change order reductions, and place the order timely to hopefully meet the 2022 model year ordering deadlines. A rescind would not allow the time needed to make that window, and in turn would delay the purchase of these vehicles for another year. We believe a post award change order can be completed and still completely comply with our technical specification. This should yield approximately eighteen percent (18%), or \$66,055.00, reduction in overall costs or alternatively only a thirty-five percent (35%) increase over an ICE unit.

It should be noted that Duval Ford was the largest awardee on the FY21 solicitation performed in 2020. Duval Ford 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.

Request approval to award a contract to Duval Ford for the purchase of six (6) vehicles for JEA’s FY23 fleet capital requirements in the amount of \$396,330.00, subject to the availability of lawfully appropriated funds.

**Manager:** Justin Hightower – Manager, Fleet Services & Business Operations

**VP:** McElroy, Alan – VP of Supply Chain and Operations Support

**APPROVALS:**

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**Chairman, Awards Committee**

**Date**

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**Budget Representative**

**Date**