

Welcome to the JEA Awards Meeting

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

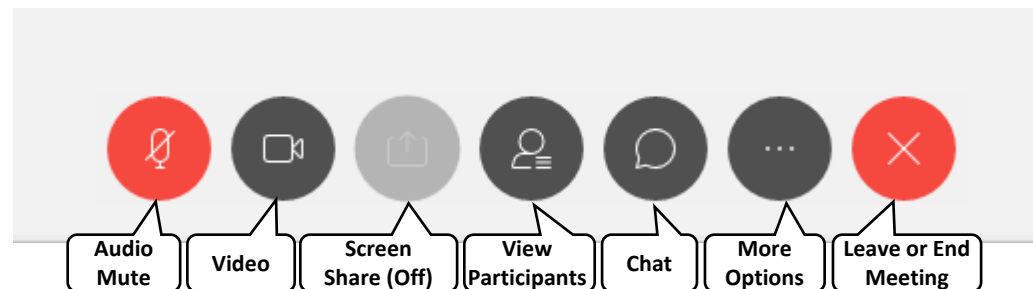
We will unmute your lines during the public comment time and provide opportunity for you to speak.

During the meeting, interested persons can also email **Victoria Holloway** at hollvl@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 **Victoria Holloway** by telephone at **(904) 651-7171** or by email at hollvl@jea.com if you experience any technical difficulties during the meeting.

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



AWARDS COMMITTEE AGENDA

DATE: Thursday, October 6, 2022

TIME: 10:00 A.M.

PLACE: JEA, Customer Center, Bid Office, 1st Floor, 21 West Church Street, Jacksonville, FL32202
OR
WebEx/Teleconference
WebEx Meeting Number (access code): 2309 526 2709
WebEx Password: cQMmJPHA823

Public Comments:

Awards:

1. Approval of the minutes from the last meeting(09/22/2022)
2. 1410831446 – Request approval to award a contract to Miller Electric Company for the Greenland Energy Center LED Fixture Installation Services in the amount of \$123,462.30, subject to the availability of lawfully appropriated funds.
3. 1410746046–Request approval to award a contract to Badger Meter, Inc. for equipment, software, and services for Water Advanced Metering Infrastructure (AMI), Field Area Network (FAN) and Headend System (HES) in the amount of \$56,364,950.70, subject to the availability of lawfully appropriated funds.
4. 1410591646 – Request approval to award contracts to KSI, Boot Barn, Inc, Tyndale Enterprises Inc. and Simmons & Co. Inc., for supply of Fire-Resistant Clothing each in the amount of \$307,500, for a not to exceed amount of \$1,230,000.00, subject to the availability of lawfully appropriated funds.
5. Request approval to award a contract renewal to The Davey Tree Expert Company for a one (1) year renewal and an increase in the amount of \$872,466.70, for a new not-to-exceed amount of \$2,293,752.05, subject to the availability of lawfully appropriated funds.
6. Request approval to award a contract increase to The Haskell Company for construction of the Nassau Water Reclamation Facility (WRF) Upgrade projects in the amount of \$85,235,958.00, for a new not-to-exceed amount of \$105,555,375.00, subject to the availability of lawfully appropriated funds.
7. Request approval of a contract increase to US Ecology/NRC Gulf Environmental Services Inc. in the amount of \$125,000.00, for a new not-to-exceed amount of \$564,542.00, and ratification to Hulls Environmental Services, Inc in the amount of \$32,158.50 and a contract increase of \$67,841.50, for a new not-to-exceed amount of \$333,253.75, for Special Waste Handling Services for Non-Hazardous Waste/Hazardous Waste, subject to the availability of lawfully appropriated funds.
8. 1410804046– Request approval to award contracts to Engineered Spray Solutions, LLC (\$4,000,000.00), Concrete Conservation, LLC (\$3,000,000.00), Vortex Services, LLC (\$3,000,000.00) for continuing services for the Sanitary Sewer Manhole Structural Rehabilitation and Repair Program in the amount of \$10,000,000.00, subject to the availability of lawfully appropriated funds.

Informational Items: N/A

Open Discussion: N/A

Public Notice: N/A

General Business: N/A

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

10-06-2022 Awards Committee

	<u>Type of Award</u>	<u>Business Unit</u>	<u>Estimated/Budgeted Amount</u>	<u>Amount</u>	<u>Awardee</u>	<u>Term</u>	<u>Summary</u>
1	Minutes	N/A	N/A	N/A	N/A	N/A	Approval of minutes from the 09/22/2022 meeting.
2	INVITATION FOR BID (IFB) 2 BIDDERS	MCELROY	\$170,000.00	\$123,462.30	MILLER ELECTRIC COMPANY	Project Completion	<p><u>Greenland Energy Center LED Fixture Installation Services</u> JEA is soliciting Bids for construction services from contractors (hereinafter referred to as “Company”) for Greenland Energy Center (GEC) located at 6850 Energy Center Drive in Jacksonville, FL. The Company shall provide electrical services per the scope and bid design drawing. The contractor will install JEA supplied fixtures and equipment as well as modify electrical circuits. The supplied fixtures will be stored at a JEA facility and shall be transported by the Company to GEC for installation.</p> <p>This Bid for the lighting installation is considered a formal solicitation as it is electrical work as defined in Section 255.20 of the Florida Statutes. JEA completed a separate RFQ to purchase the lighting equipment which was awarded to Jacksonville Winlectric in the amount of \$56,957.06, on 08/01/2022. The bid for the installation project is \$123,462.30, which is approximately twenty-seven percent (27%) lower than the original budget estimate of \$170,000.00. The bid was reviewed by JEA and was deemed reasonable.</p> <p>Request approval to award a contract to Miller Electric Company for the Greenland Energy Center LED Fixture Installation Services in the amount of \$123,462.30, subject to the availability of lawfully appropriated funds.</p>
3	INVITATION TO NEGOTIATE (ITN) 3 RESPONDENTS	PRESSLEY	\$50,000,000.00	\$56,364,950.70	BADGER METER, INC.	Ten (10) Years w/ Two (2) - 1 Yr. Renewals	<p><u>Equipment, Software, and Services for Water Advanced Metering Infrastructure (AMI), Field Area Network (FAN) and Headend System (HES)</u></p> <p>This solicitation request is to provide equipment, software, and services for JEA’s comprehensive Advanced Metering Infrastructure (“AMI”) project, with a Water AMI Field Area Network (“FAN”) and Headend System (“HES”). The AMI FAN consists of a system capable of delivering, register and interval reads as well as alarms and events from 100% of water customer meters. This includes the necessary network infrastructure, installation, and water meter endpoints. The HES will receive the register and interval reads to attain functionality and monitor network health, along with integration services to tie the HES to Customer to Meter (“C2M”) business-critical systems.</p>

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						<p>This request is for ten (10) years from 10/01/2022 to 09/30/2032, in the amount of \$56,364,950.70. This award request also includes a twenty (20) year warranty on the solution endpoints and service level agreement of 99% network uptime. Compared to the other solutions, the Badger solution received the highest evaluation scores primarily due to no requirement for JEA to install, operate or maintain network devices, the use of ubiquitous cellular LTE communication strategy (could be transitioned into a future JEA Private LTE network), the maturity of the endpoint and customer portal, and the high performance of the technical staff and interface with JEA IT personnel and systems.</p> <p>The overall implementation period for this award is expected to span 48 months. Of this period, approximately 4 -9 months will be dedicated to the “Initial Deployment,” encompassing project planning, systems architecture design and configuration, integrations, network stand-up, and a limited deployment of meters. The number of meters to be installed during the Initial Deployment is yet to be determined by JEA. JEA expects that all software configurations, integrations, and training will be complete during the Initial Deployment. The remaining 39 - 44 months will be dedicated to “Full Deployment.” During Full Deployment, Company will be expected to deliver endpoints necessary for the installation of meters and resolve any FAN or HES issues discovered during this time. JEA is planning to publish a separate solicitation for the installation of endpoints immediately following approval of this award.</p> <p>1410746046– Request approval to award a contract to Badger Meter, Inc. for equipment, software, and services for Water Advanced Metering Infrastructure (AMI), Field Area Network (FAN) and Headend System (HES) in the amount of \$56,364,950.70, subject to the availability of lawfully appropriated funds.</p>	
4	<p>REQUEST FOR QUALIFICATIONS (RFQ)</p> <p>4 PROPOSERS</p>	ERIXTON	\$1,230,000.00	<p>\$307,500.00</p> <p>\$307,500.00</p> <p>\$307,500.00</p> <p>\$307,500.00</p>	<p>BOOT BARN, INC.</p> <p>SIMMONS & CO INC.</p> <p>KIM J. SPRUELL INC.</p> <p>TYNDALE ENTERPRISES INC</p>	<p>Three (3) Years w/ Two – 1 Yr. Renewals</p>	<p>Fire Resistant Clothing Services</p> <p>The purpose of this Request for Qualifications (the "RFQ") is to evaluate and select vendors that can provide Hazard Risk Category (HRC) 2 Fire Resistant (FR) Clothing (the “Clothing”) for JEA field employees and provide the best value to JEA. JEA employees obtain the necessary FR Clothing through a voucher system similar to the safety boot program and approvals are required for all invoices to monitor for compliance.</p> <p>KSI, Simmons & Co. Inc. (Store name: Callie Kay’s General Store), Boot Barn and Tyndale will provide in person, in store and online services.</p> <p>1410591646 – Request approval to award contracts to KSI, Boot Barn Inc., Tyndale Enterprises Inc. and Simmons & Co. Inc., for supply of</p>

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							Fire-Resistant Clothing each in the amount of \$307,500, for a not to exceed amount of \$1,230,000.00, subject to the availability of lawfully appropriated funds.
5	CONTRACT RENEWAL	ERIXTON	\$872,466.70	\$872,466.70	THE DAVEY TREE EXPERT COMPANY	One (1) Years w/Two (2) - 1 Yr. Renewals	<p>The purpose of this solicitation is to contract the services of a vegetation management services contractor to provide services described herein (“Work”).</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 needed provide emergency storm support services.</p> <p>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.</p> <p>The pricing was fixed for the first year of the contract, with annual price adjustment in accordance with CPI in the following years. Request approval to award a contract renewal to The Davey Tree Expert Company for a one (1) year renewal and an increase in the amount of \$872,466.70, for a new not-to-exceed amount of \$2,293,752.05, subject to the availability of lawfully appropriated funds.</p>
6	CONTRACT INCREASE	VU	\$87,052,670.00	\$85,235,958.00	THE HASKELL COMPANY	Project Completion	<p><u>Construction Management-at-Risk (CMAR) Services for the Nassau Water Reclamation Facility (WRF) Upgrade Projects</u></p> <p>The scope of work to be performed under this solicitation consists of Construction Management-at-Risk services for the Nassau WRF Upgrade Projects. The upgrade projects include, but are not limited to, new common headworks, oxidation ditches, secondary clarifiers, UV disinfection upgrades, in plant pump stations, sludge holding tank, and new operations and maintenance buildings. The Nassau WRF currently provides treatment for up to 2 million gallons per day (MGD) annual average daily flow (AADF) of wastewater, a planned future expansion will bring the total treatment capability up to 4 MGD AADF.</p> <p>This award request is for a contract increase to the CMAR contract of The Haskell Company for Nassau WRF Upgrade project. This contract increase is for the guaranteed maximum price (GMP) based on the 75% design documents. The negotiated GMP is approximately 2.1% below the JEA estimate for this work. Once design reaches 100% a true-up will be</p>

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							<p>completed to finalize the construction cost. It is expected that most of the true-up will be covered by the included contingency and allowance items in the GMP. Those contingency and allowances are based on a risk register that has been agreed upon by JEA and The Haskell Company. The GMP was reviewed by JEA project staff and JEA's owner's representative and deemed reasonable when compared with other plant projects.</p> <p>A not-to-exceed amount of \$105,555,375.00.</p>
7	CONTRACT INCREASE	YOUNG	\$225,000.00	<p>\$125,000.00</p> <p>\$100,000.00</p>	<p>US ECOLOGY</p> <p>HULLS ENVIRONMENTAL SERVICES, INC.</p>	<p>Three (3) Years w/Two (2) – One (1) Yr. Renewals</p>	<p><u>Special Waste Handling Services for Non-Hazardous Waste/Hazardous Waste</u></p> <p>The purpose of this Invitation to Negotiate (the "ITN") is to evaluate and select a vendor that can provide special waste (non-hazardous waste/hazardous waste) handling, transportation and disposal services for JEA facilities and field operations while providing the best value to JEA (the "Work" or "Services"). JEA's facilities, field operations, generating facilities and transformers produce non-hazardous waste and hazardous waste material on a daily basis that requires spill response, handling, disposal and transport services on an as-needed basis.</p> <p>The services will include, but are not limited to the following:</p> <ul style="list-style-type: none"> • Handling, transportation, and disposal of oily wastewater and used oil • Handling, transportation, and disposal of hazardous and non-hazardous waste including solid oily waste • Providing twenty-four (24) hour spill response services for hazardous and non-hazardous waste including solid oily waste at electric facilities, other sites and around transformers (non-PCB & PCB) <p>Originally approved by Awards Committee on 03/31/2020 to NRC Gulf Environmental Services Inc. in the amount of \$339,542.00, Cliff Berry, Inc. in the amount of \$237,679.40, and Hulls Environmental Services, Inc. in the amount of \$101,862.60 for Special Waste Handling Services for Non-Hazardous Waste/Hazardous Waste. On 09/09/2021 the Awards Committee approved contract increases due to eliminating P-card spend and unexpected spill incidents. A copy of the previous awards are attached for reference. NRC Gulf Environmental Services Inc. was purchased by US Ecology, and US Ecology has assumed the contract with NRC Gulf Environmental Services Inc.</p> <p>This request is to execute the first one-year renewal and to increase the award amount due to disposal costs for hazardous and non-hazardous waste above what was originally forecasted and increases in costs for labor, supplies and fuel. Due to these cost increases JEA was forced to re-negotiate rates with our contractors. The original contracts for all three</p>

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							vendors were renewed and unit prices were increased by a combination of CPI (9%) and Trucking (27%) indices in August of 2022 due to the large increases the companies were facing, primarily in transportation costs. The contract increase amount was estimated based off current spend rates and available funds in each contract and awarded to that estimate.
8	INVITATION FOR BID (IFB) 3 BIDDERS	VU	\$10,000,000.00	\$4,000,000.00 \$3,000,000.00 \$3,000,000.00	ENGINEERED SPRAY SOLUTIONS, LLC CONCRETE CONSERVATION, LLC VORTEX SERVICES, LLC	Three (3) Years w/Two (2) - One (1) Yr. Renewals	<p><u>Sanitary Sewer Manhole Structural Rehabilitation and Repair</u></p> <p>The scope of work includes the sealing, resealing, coating, repair and rehabilitation, along with any related incidental work, for sanitary sewer manholes located within JEA's service territory, which includes Duval and surrounding counties.</p> <p>The purpose of this solicitation was to contract for broader types of services for the rehabilitation and repair of sanitary sewer manholes beyond the manhole structural coatings services that were previously awarded to ESS. JEA reviewed the bid submissions and determined the best mix of services offered by each supplier that would fulfill JEA's projected needs. JEA is awarding to the budget for Sanitary Sewer Manhole Structural Rehabilitation and Repair and payment for task orders will be based on the unit prices which are attached for reference.</p> <p>Request approval to award contracts to Engineered Spray Solutions, LLC. (\$4,000,000.00), Concrete Conservation, LLC. (\$3,000,000.00), Vortex Services, LLC. (\$3,000,000.00) for continuing services for the Sanitary Sewer Manhole Structural Rehabilitation and Repair Program in the amount of \$10,000,000.00.</p>
Total Award				\$154,051,837.70			

JEA AWARDS COMMITTEE

SEPTEMBER 22, 2022, MEETING MINUTES

The JEA procurement Awards Committee met on September 22, 2022, in person with a WebEx option.

WebEx Meeting Number (access code): 2309 526 2709

WebEx Password: cQMmJPHA823

Members in attendance were Jenny McCollum as Chief Procurement Officer, Stephen Datz as Chairperson (onsite), Sean Conner for Hai Vu as Vice Chairperson, Stephanie Nealy as Budget Representative, Rebecca Lavie as Office of General Counsel Representative; Todd Skinner for Ricky Erixton, Joe Orfano (onsite), Laura Schepis (onsite). 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 (09/15/2022). Chair Datz verbally presented the Committee Members the proposed September 15, 2022, minutes as presented.

MOTION: Joe Orfano made a motion to approve the September 15, 2022, minutes (Award Item 1). The motion was seconded by Laura Schepis and approved unanimously by the Awards Committee (5-0).

The Committee Members reviewed and discussed the following Awards Items 2 –6.

2. 1410797646 - Request approval to award contracts to Beard Equipment Co. in the amount of \$26,426.71, Global Rental Company in the amount of \$179,008.05, Ring Power Corporation in the amount of \$368,369.14, Sunbelt Rentals, Inc. in the amount of \$177,436.79 and United Rentals (NA), Inc. in the amount of \$289,065.11 for JEA Fleet Services Vehicle and Equipment Rentals for a total amount of \$1,040,305.80 subject to the availability of lawfully appropriated funds.

MOTION: Todd Skinner made a motion to approve Award Item 2 as presented in the committee packet. The motion was seconded by Sean Conner and approved unanimously by the Awards Committee (5-0).

3. Request approval to award a contract increase to Callaway Contracting, Inc. in the amount of \$6,300,000.00 and to Petticoat-Schmitt Civil Contractors Inc in the amount of \$1,000,000.00 for construction services for Underground Water, Wastewater and Reuse Grid Repair and Installation Services, for a new total not-to-exceed amount of \$11,150,000.00, subject to the availability of lawfully approved funds.

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

4. Request approval to award a change order to Williams Industrial Services, LLC, for construction services for 4511 Spring Park Rd Pump Station Rehab and Upgrade project in the amount of \$630,459.75 for a new not-to-exceed amount of 3,988,597.73, subject to the availability of lawfully appropriated funds.

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

5. Request approval to award a contract to Garney Companies, Inc., for construction management at risk services for the Greenland SIPS projects in the amount of \$625,057.00, subject to the availability of lawfully appropriated funds.

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

6. Request approval to award a change order to Clean Power Research for PowerClerk Cloud Software Program, Support, and Training for Distributed Energy Resource (DER) workflow and Automation Service in the amount of \$307,190.00, for a new not-to-exceed amount of \$576,510.00, subject to the availability of lawfully appropriated funds.

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

Informational Item:

No informational items were presented to the Awards Committee.

Ratifications:

No ratifications were presented to the Awards Committee

Public Comments:

No additional public comment speaking period was taken.

Adjournment:

Chair Datz adjourned the meeting at 10:19 a.m.

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



Formal Bid and Award System

Award #2 October 6, 2022

Type of Award Request: INVITATION FOR BID (IFB)
Request #: 573
Requestor Name: Plicque, Jacob A. - Professional Engineer
Requestor Phone: (904) 665-6238
Solicitation Title: Greenland Energy Center LED Fixture Installation Services
Project Number: 8007778
Project Location: JEA
Funds: Capital
Budget Estimate: \$170,000.00

Scope of Work:

JEA is soliciting Bids for construction services from contractors (hereinafter referred to as “Company”) for Greenland Energy Center (GEC) located at 6850 Energy Center Drive in Jacksonville, FL. The Company shall provide electrical services per the scope and bid design drawing. The contractor will install JEA supplied fixtures and equipment as well as modify electrical circuits. The supplied fixtures will be stored at a JEA facility and shall be transported by the Company to GEC for installation.

JEA IFB/RFP/State/City/GSA#: 1410831446
Purchasing Agent: Selders, Elaine
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
MILLER ELECTRIC COMPANY	Robbie Thomas	rthomas@mecojax.com	6805 Southpoint Parkway, Jacksonville, FL 32216	(904)388-8000	\$123,462.30

Amount for entire term of Contract/PO: \$123,462.30
Award Amount for remainder of this FY: \$123,462.30
Length of Contract/PO Term: Project Completion
Begin Date: 12/20/2022
End Date: Project Completion (Expected: June 2023)
JSEB Requirement: N/A - Optional

Name	Amount
MILLER ELECTRIC COMPANY	\$123,462.30
FERREIRA CONSTRUCTION COMPANY, INC.	\$155,873.00

Background/Recommendations:

Advertised on 08/12/2022. Seven (7) prime contractors attended the mandatory pre-bid meeting held on 08/23/2022. The Bid due date was extended by one week as only two bids were received on 09/13/2022. JEA received feedback that Bids were not submitted due to workloads and the project completion date. The project completion date was extended to June of 2023. At Bid opening on 09/20/2022, JEA still only received two (2) Bids. Miller Electric Company is the lowest responsive and responsible Bidder. A copy of the Bid Form is attached as backup.

This Bid for the lighting installation is considered a formal solicitation as it is electrical work as defined in Section 255.20 of the Florida Statutes. JEA completed a separate RFQ to purchase the lighting equipment which was awarded to Jacksonville Winlectric in the amount of \$56,957.06, on 08/01/2022. The bid for the installation project is \$123,462.30, which is approximately twenty-seven percent (27%) lower than the original budget estimate of \$170,000.00. The bid was reviewed by JEA and was deemed reasonable.

1410831446 – Request approval to award a contract to Miller Electric Company for the Greenland Energy Center LED Fixture Installation Services in the amount of \$123,462.30, subject to the availability of lawfully appropriated funds.

Manager: Poteet, Matthew D. - Manager Facilities Construction & Planning
Director: Brunell, Baley L. - Dir Facilities & Fleet Services
VP: McElroy, Alan D. - VP Supply Chain & Operations Support
Chief: Phillips, Ted B. - Chief Financial Officer

APPROVALS:

Stephen Datz 10/06/2022

Chairman, Awards Committee **Date**

Stephanus M Healy 10/06/2022

Budget Representative **Date**

1410831446 APPENDIX B - BID FORM
GREENLAND ENERGY CENTER LED FIXTURE INSTALLATION SERVICES

Submit the Bid electronically as described in section 1.1.3. and 1.1.4. of the Solicitation.

Company Name: Miller Electric Company

Company's Address: 6805 Southpoint Parkway Jacksonville, FL 32216

License Number: EC-11

Phone Number: 904.388.8000 FAX No: _____ Email Address: ajackson@mecojax.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 type="checkbox"/> Annual Requirements <input checked="" type="checkbox"/> Other, Specify - Project Completion
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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 if Bid Price is under \$200,000.00 <input checked="" type="checkbox"/> Bond required 100% of Bid Award if Bid Price is over \$200,000.00
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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 <p align="center">Insurance required</p>
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PAYMENT DISCOUNTS <input type="checkbox"/> 1% 20, net 30 <input type="checkbox"/> 2% 10, net 30 <input type="checkbox"/> Other _____ <input type="checkbox"/> None Offered	_____
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ENTER YOUR BID FOR SOLICITATION 1410682846	TOTAL BID PRICE
Total Bid Price for the Project	\$ 123,462.30

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 1


 Handwritten Signature of Authorized Officer of Company or Agent _____ Date _____

Mike Brannen, Sr. Vice President
 Printed Name and Title _____



Formal Bid and Award System

Award #3 October 6, 2022

Type of Award Request: INVITATION TO NEGOTIATE (ITN)
Request #: 510
Requestor Name: Ellison, Glenn L. – Mgr Automated Meter Infrastructure
Requestor Phone: (904) 665-4051
Project Title: Equipment, Software, and Services for Water Advanced Metering Infrastructure (AMI), Field Area Network (FAN) and Headend System (HES)
Project Number: Capital (#736-08), O&M (BL40401 & BL2006)
Project Location: JEA
Funds: Capital & O&M
Award Estimate: \$50,000,000.00

Scope of Work:

This solicitation request is to provide equipment, software, and services for JEA's comprehensive Advanced Metering Infrastructure ("AMI") project, with a Water AMI Field Area Network ("FAN") and Headend System ("HES"). The AMI FAN consists of a system capable of delivering, register and interval reads as well as alarms and events from 100% of water customer meters. This includes the necessary network infrastructure, installation, and water meter endpoints. The HES will receive the register and interval reads to attain functionality and monitor network health, along with integration services to tie the HES to Customer to Meter ("C2M") business-critical systems.

JEA IFB/RFP/State/City/GSA#: 1410746046
Purchasing Agent: Dambrose, Nickolas C.
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
BADGER METER, INC.	Brad Lowe	BLowe@badgermeter.com	4545 W Brown Deer Rd, Milwaukee, WI, 53223	727-424-4193	\$56,364,950.70

Amount for entire term of Contract/PO: \$56,364,950.70
Award Amount for remainder of this FY: \$7,500,000.00
Length of Contract/PO Term: Ten (10) Years w/ Two (2) - 1 Yr. Renewals
Begin Date (mm/dd/yyyy): 10/01/2022
End Date (mm/dd/yyyy): 09/30/2032
Renewal Options: Two (2) - 1 Yr. Renewals
JSEB Requirement: N/A – No JSEBs identified

Respondents:

Name	Rank	Bid Amount	Score	BAFO Amount	Final Score
BADGER METER, INC.	1	\$58,779,422.28	87.63	\$56,364,950.70	87.22
SENSUS USA	2	\$44,716,444.00	80.09	\$41,938,942.19	80.09

LANDIS + GYR	3	\$46,114,598.72	61.91	N/A	N/A
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Background/Recommendations:

JEA originally solicited by Request for Proposal (RFP) and informally awarded a six (6) month small scale (2,000 meter) Proof of Concept (POC) to the open market in which six (6) Respondents were scored and qualified. Three (3) Respondents (Badger Meter, Inc., Sensus USA, and Landis + Gyr) were shortlisted to participate in the POC.

The POC was completed in July 2022 and all three Respondents were then qualified to participate in the large scale ITN #1410746046 which was advertised on 07/06/2022. The three (3) POC qualified Companies attended the optional pre-response meeting held on 07/15/2022. At Response opening on 08/09/2022, JEA received three (3) Responses. The Responses were evaluated on price, use cases, solution design and architecture, design approach and work plan, ability to meet project requirements, and company experience. JEA evaluators shortlisted Badger Meter, Inc. and Sensus USA and then solicited Best and Final Offers (BAFO). Original Bid Amount was \$58,779,422,28; BAFO was \$56,364,950.70 which is \$2,414,471.58 (4.1%) savings. Service unit pricing shall be fixed for all ten (10) years and endpoint hardware shall be fixed four (4) years. Any price increases thereafter are tied to Consumer Price Index (“CPI”) annual adjustments. In addition, JEA negotiated value added concessions with Badger Meter, Inc. including but not limited to improved initial endpoint delivery times. Badger Meter, Inc. is deemed the highest ranking responsible and responsive Respondent. The proof of concept (POC) results are attached as back-up. Badger Meter’s solution was also reviewed and approved by JEA Information Security. A summary of the POC, a copy of the ITN evaluation matrix summary, and Response workbook are attached as back-up.

The implementation of a new Water AMI System will benefit JEA’s customers. The expected Customer Service and satisfaction improvements are:

- Increased ability to detect and prevent water theft;
- Improved ability to detect water leaks and thereby decrease unaccounted water;
- Better availability to customers to manage consumption by provision of online meter readings;
- Increased bill accuracy and thus decrease high bill complaints, and
- Reduced reliability on manually obtained reads

This request is for ten (10) years from 10/01/2022 to 09/30/2032, in the amount of \$56,364,950.70. This award request also includes a twenty (20) year warranty on the solution endpoints and service level agreement of 99% network uptime. Compared to the other solutions, the Badger solution received the highest evaluation scores primarily due to no requirement for JEA to install, operate or maintain network devices, the use of ubiquitous cellular LTE communication strategy (could be transitioned into a future JEA Private LTE network), the maturity of the endpoint and customer portal, and the high performance of the technical staff and interface with JEA IT personnel and systems.

The overall implementation period for this award is expected to span 48 months. Of this period, approximately 4 - 9 months will be dedicated to the “Initial Deployment,” encompassing project planning, systems architecture design and configuration, integrations, network stand-up, and a limited deployment of meters. The number of meters to be installed during the Initial Deployment is yet to be determined by JEA. JEA expects that all software configurations, integrations, and training will be complete during the Initial Deployment. The remaining 39 - 44 months will be dedicated to “Full Deployment.” During Full Deployment, Company will be expected to deliver endpoints necessary for the installation of meters and resolve any FAN or HES issues discovered during this time. JEA is planning to publish a separate solicitation for the installation of endpoints immediately following approval of this award.

Note a significant value add for Badger meter uses ORION Cellular technology. JEA will not have to install or manage network infrastructure. Unlike traditional fixed network solutions in the other responses, the BEACON solution does not require the purchase, licensing, installation, or maintenance of network infrastructure, such as collectors, routers and repeaters. Instead, we utilize existing secure network

infrastructure from our Cellular Partners, who maintain all elements and absorb all costs associated with operating and maintaining the network. As a result, JEA has access to one of the largest and most robust cellular networks in North America.

The award amount is approximately \$6,364,950.70 higher than the budget estimate. The \$50M budget was derived using an endpoint price of \$75 (Badger's bid was \$80) and a read rate of \$0.30 per meter per month (Badger's bid was \$0.40). JEA has completed a capital budget transfer into the capital budget account 736-08 to cover the additional funds needed for this project.

1410746046– Request approval to award a contract to Badger Meter, Inc. for equipment, software, and services for Water Advanced Metering Infrastructure (AMI), Field Area Network (FAN) and Headend System (HES) in the amount of \$56,364,950.70, subject to the availability of lawfully appropriated funds.

Manager: Ellison, Glenn L. – Mgr. Automated Meter Infrastructure
Director: Wiertsema, Thomas D. – Dir Customer Field & Meter Services
Chief: Pressley, Sheila E. – Chief Customer Officer

APPROVALS:

Stephen Datz 10/06/2022

Chairman, Awards Committee **Date**

Stephanie M. Healy 10/06/2022

Budget Representative **Date**

S.No	Question	Weightage	Scorer	Scores		
				SENSUS USA, INC. (Griff.Machinski@xyleminc.com)	LANDIS+GYR TECHNOLOGY, INC. (Mark.Ortega@landisgyr.com)	BADGER METER INC (bids@badgermeter.com)
				Weighted Scores	Weighted Scores	Weighted Scores
Grand Total of Scores				80.09	61.91	87.22
Supplier Rank				2	3	1
1	(25) Quotation of Rates	25		25 (\$44,716,444)	24.25 (\$46,114,598.72)	19 (\$58,779,422.28)
1.2	Quotation of Rates	100		25	24.25	19
			Nick Dambrose	25	24.25	19
	(25) Quotation of Rates (BAFO)	25		25 (\$41,938,942.19)	N/A	18.6 (\$58,465,487.88)
	Quotation of Rates (BAFO)	100		25	N/A	18.6
			Nick Dambrose	25	N/A	18.6
2	(15) Use Cases	15		12	7.65	14
2.1	Use CasesMaximum Score: 15 PointsRespondent shall co	100		12	7.65	14
			Melisa Robinette	7.95	9	13.95
			Brandon Cottrell	13.05	9	13.05
			Glenn Ellison	15	4.95	15
3	(25) Solution Design and Architecture	25		17	11.33	22
3.1	Solution Design and ArchitectureMaximum score: 25 Poi	100		17	11.33	22
			Melisa Robinette	16	12	20
			Brandon Cottrell	20	17	21
			Glenn Ellison	15	5	25
4	(15) Design Approach and Workplan	15		8	6.7	13.65
4.1	Design Approach and WorkplanMaximum Score for this C	100		8	6.7	13.65
			Melisa Robinette	7.05	7.2	12
			Brandon Cottrell	12	7.95	13.95
			Glenn Ellison	4.95	4.95	15
5	(10) Ability to Meet Project Requirements	10		9	5.33	9.33
5.1	Ability to Meet Project RequirementsMaximum Score for f	100		9	5.33	9.33
			Melisa Robinette	8	5	9
			Brandon Cottrell	9	8	9
			Glenn Ellison	10	3	10
6	(10) Company Experience	10		9.09	6.64	9.64
6.1	Prior Performance RecordSee Appendix A - Response For	33.4		2.43	1.76	2.98
			Melisa Robinette	1.94	1.94	2.94
			Brandon Cottrell	2	1.34	2.67
			Glenn Ellison	3.34	2	3.34
6.2	ated on whether the vendor has demonstrated the ability	33.3		3.33	2.44	3.33
			Melisa Robinette	3.33	2	3.33
			Brandon Cottrell	3.33	3.33	3.33
			Glenn Ellison	3.33	2	3.33
6.3	ated on whether the vendor has demonstrated the ability	33.3		3.33	2.44	3.33
			Melisa Robinette	3.33	2	3.33
			Brandon Cottrell	3.33	3.33	3.33
			Glenn Ellison	3.33	2	3.33

Proof of Concept (POC) Summary:

L+G’s advantages were utilization of existing network devices (used for current AMI system) and newly validated streetlight controller devices. The validation of the Interpreter radio module, which integrates the meter register and radio into one device, was also a plus, along with a cooperative technical staff the collaborated well with JEA IT personnel.

L+G’s disadvantages were the inability to cover meters in areas where JEA has no electric service (cannot energize network devices) and the high failure rate of the pit lid mount radio device. The hardware failures were indicative of a lack of technical know-how to support the product and system. Additionally, a splice is required to connect the radio to the meter.

Badger’s advantages were the utilization of an existing AT&T cellular network for data transmissions, thus ensuring total meter coverage, the ability to perform valve turn on/off service, the ability to perform RF drive by read collection, the ability to obtain pressure reads, and a can-do technical staff that performed well in interfacing with JEA’s IT staff and systems.

Badger’s disadvantage was the requirement to splice the radio to the meter.

L+G’s advantages were utilization of existing network devices (used for current AMI system) and newly validated streetlight controller devices. The validation of the Interpreter radio module, which integrates the meter register and radio into one device, was also a plus, along with a cooperative technical staff the collaborated well with JEA IT personnel.

L+G’s disadvantages were the inability to cover meters in areas where JEA has no electric service (cannot energize network devices) and the high failure rate of the pit lid mount radio device. The hardware failures were indicative of a lack of technical know-how to support the product and system. Additionally, a splice is required to connect the radio to the meter.

Sensus’ advantages were the use of a powerful radio signal, thus ensuring total meter coverage, the ability to perform valve turn on/off service, the ability to perform RF drive by read collection, the ability to obtain pressure reads, and the lack of any splice required to connect the radio to the meter.

Sensus’ disadvantages were the need for extensive infrastructure at JEA facilities, and a difficult non-flexible technical staff that performed unsatisfactorily in interfacing with JEA’s IT staff and systems.

Badger		L+G		Sensus	
Advantages	Disadvantages	Advantages	Disadvantages	Advantages	Disadvantages
Pressure sensor	Splice req'd	Vendor rel	Splice req'd	No splice req'd	Data syncing difficulties
Shutoff valve			endpoint failures	Pressure sensor	Latching alarms
RF Drive-by			no shutoff valve	Shutoff valve	Vendor rel
98% int rate			no pressure sensor	RF Drive-by	
Vendor rel			no RF Drive-by	96% int rate	
Customer Portal			94% int rate		
			Poor coverage outside of elect terr		

The Badger solution is superior due to the lack of installation, operation and maintenance of network devices, the use of ubiquitous cellular LTE communication strategy (could be transitioned into a future JEA Private LTE network), the maturity of the endpoint and customer portal, and the high performance of the technical staff and interface with JEA IT personnel and systems.



Formal Bid and Award System

Award #4 October 6, 2022

Type of Award Request: REQUEST FOR QUALIFICATIONS (RFQ)
Requestor Name: Smith, Anthony J. – Mgr Energy Construction & Maint.
Requestor Phone: 904-600-7582
Project Title: Purchase of Fire-Resistant Clothing
Project Number: Various See Below
Project Location: JEA
Funds: O&M
Budget Estimate: \$1,230,000.00

Scope of Work:

The purpose of this Request for Qualifications (the "RFQ") is to evaluate and select vendors that can provide Hazard Risk Category (HRC) 2 Fire Resistant (FR) Clothing (the "Clothing") for JEA field employees and provide the best value to JEA. JEA employees obtain the necessary FR Clothing through a voucher system similar to the safety boot program and approvals are required for all invoices to monitor for compliance.

The Clothing will have a minimum Arc Rating of 8 Cal/Cm². All shirts should have a material weight of 9 oz. or less, and all pants should have a material weight of 14 oz. or less.

A more detailed description of the Work is provided in the Technical Specifications included as Appendix A to this RFQ.

JEA IFB/RFP/State/City/GSA#: 1410591646
Purchasing Agent: Lovgren, Rodney
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
BOOT BARN, INC.	Bill Ledet	bledet@Bootbarn.com	15345 Barranca Blvd, Irvine, CA 92618	346-330-0604	\$307,500.00
SIMMONS & CO INC.	Dawn Colley	Calliekaysbilling@gmail.net	55307 US Highway 1, Hilliard, FL 32046	904-845-6924	\$307,500.00
KIM J. SPRUELL INC.	Kim Spruell	ksiprofessional@gmail.com	4600 Phillips Highway, Jacksonville, FL 32207	904-398-7233	\$307,500.00
TYNDALE ENTERPRISES INC	Brian Moore	bmooris@tyndaleusa.com	5050 Applebutter Road, Pipersville, PA 18947	318-547-9753	\$307,500.00

Amount for entire term of Contract/PO: \$1,230,000.00
Award Amount for remainder of this FY: \$410,400.00

Length of Contract/PO Term: Three (3) Years w/ Two – 1 Yr. Renewals
Begin Date (mm/dd/yyyy): 10/01/2022
End Date (mm/dd/yyyy): 09/30/2025
Renewals: Yes – Two – 1 Yr. Renewals
JSEB Requirement: N/A – Optional
Comments on JSEB Requirements:

PROPOSERS:

Name	Minimum Qualifications
BOOT BARN, INC.	Pass
SIMMONS & CO INC. (Store Name: Callie Kays)	Pass
KIM J. SPRUELL, INC. (KSI)	Pass
TYNDALE ENTERPRISES INC.	Pass

Background/Recommendations:

Advertised on 07/29/2022. Two (2) companies attended the optional pre-proposal meeting held on 08/04/2022. At proposal opening on 09/06/2022, JEA received four (4) qualification packages. JEA evaluated the companies on a pass / fail basis and being able to provide the services required by JEA. JEA intended to qualify up to six (6) companies. If greater than six (6) companies responded, JEA would evaluate the submission on the basis of markups and fees, clothing selection, services and payment tracking. JEA did not require evaluations due to the number of responses received. A copy of the supplier’s proposals, product offerings, markup and fees are attached as backup.

KSI – Offers full-service operations which includes fitting, ordering, tailoring, repairs, embroidery, returns, replacement (warranty) on a walk-in basis at their store location on Phillips Hwy. KSI offers JEA a 12% discount off retail pricing. KSI will provide website ordering, admin tracking to view dashboard to track purchases.

Simmons & Co. Inc. (Store name: Callie Kay’s General Store) – Offers operations which includes fitting, ordering and replacements (warranty) on a walk-in basis at their store location on US 1 in Hilliard. Simmons offer’s a 10% discount off MAP (which is the low end of the manufacturer’s price range, whereas MRSP is typically the high end). Callie Kay’s provides monthly reporting.

Boot Barn, Inc. - Offers service operations which includes fitting, in person and online ordering, embroidery, returns, replacement (warranty) on a walk-in basis at their two store locations on Blanding in Orange Park and Western Blvd in Jacksonville. Boot Barn, Inc. offers JEA a tiered discount off retail pricing (15% – 18%), which will be on the JEA / Boot Barn portal (website). Boot Barn, Inc. provides fully customizable website with admin access for tracking to view dashboard to track purchases, as well as make online orders.

Tyndale – Offers services by onsite fitting events and online ordering, embroidery, returns, replacement (warranty) by online ordering or in person service events. They have online tracking, dashboard and reports available. Tyndale as a manufacturer carries a significant inventory and is providing firm pricing

for six months. Any price increase is subject to mutual agreement, or the item maybe removed from the catalog.

Due to market volatility and supply challenges, and ease of doing business JEA has elected to have providers provide discount structures off retail price available to JEA on websites, to allow JEA trades to shop products and select a location of their choice. Only Tyndale has offered pricing for a fixed period of time (a minimum of six months). The vendor location will be responsible for receiving voucher, validating JEA employee status and providing monthly billing.

The following is the listing of cost centers from each business and their FY23 budget.

- 30702: \$28,500.00
 - 30703: \$17,000.00
 - 30704: \$135,850.00
 - 30705: \$58,000.00
 - 30706: \$1,200.00
 - 30711: \$3,000.00
 - 30712: \$135,850.00
 - 40307: \$31,000.00
- Total: **\$410,400.00**

1410591646 – Request approval to award contracts to KSI, Boot Barn, Inc, Tyndale Enterprises Inc. and Simmons & Co. Inc., for supply of Fire-Resistant Clothing each in the amount of \$307,500, for a not to exceed amount of \$1,230,000.00, subject to the availability of lawfully appropriated funds.

Sr. Manager: Hiscox, Walter - Sr Mgr Distribution Construction & Maintenance
VP: Erixton, Ricky – VP Electric Systems
Chief: Marshall, Raynetta C. - Chief Operating Officer

APPROVALS:

Stephen Datz 10/06/2022

Chairman, Awards Committee **Date**

Stephanie M Healy 10/06/2022

Budget Representative **Date**

Appendix B Proposal Form

COMPANY INFORMATION:

COMPANY NAME: Simmons & Co., Inc.

BUSINESS ADDRESS: 553027 US Highway 1

CITY, STATE, ZIP CODE: Hilliard, FL 32046

TELEPHONE: 904-845-6924

EMAIL OF CONTACT: callicaysbilling@gmail.com

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”.

The Company shall submit one electronic copy of the signed proposal documents on the sourcing platform, prior to the Bid Due Date and Time.

THE COMPANY SHALL SUBMIT (FREE FORM) DOCUMENTATION TO DEMONSTRATE MEETING THE MINIMUM QUALIFICATIONS AND THE EVALUATION CRITERIA ON THE ATTACHED PROPOSAL FORM.

PHYSICAL STORE LOCATION: 553027 US Highway 1 Hilliard, FL 32046

Company's Certification

By submitting this Proposal, the Company certifies that the Company has read and reviewed all of the documents pertaining to this RFP and agrees to abide by the terms and conditions set forth therein, that the person signing below is an authorized representative of the 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 license for the work.

The Company certifies, under penalty of perjury, that it holds all licenses, permits, certifications, insurances, bonds and other credentials required by law, Contract or practice to perform the Work. The Company also certifies that, upon the prospect of any change in the status of applicable licenses, permits, certifications, insurances, bonds or other credentials, the Company shall immediately notify JEA of status change.

We have received addenda _____ through _____

A. Simmons
Signature of Authorize Officer of Firm or Agent

09/02/2022
Date

Ashley Simmons, Owner/President
Printed Name & Title

904-845-6924
Phone Number

1.1.1. MARK UPS AND FEES

Maximum score for criterion is: 35

Respondent shall provide a breakdown of the product offering pricing structure. The Respondent is encouraged to share as much commercial information as possible regarding list pricing, JEA pricing, any discounts JEA may receive, as well as other cost information and if it is included in the article of clothing cost or is an add on such as:

- Tailoring fees
- Embroidery fee
- Returns
- Restocking fees
- Replacement (warranty)

Please note the prices quoted by Respondent on the Response Form must be firm-fixed prices, not estimates.

1.1.2. CLOTHING SELECTION

Maximum score for criterion is: 30

The Clothing Selection (catalog / online offerings) should be in categories and be consistent technical requirements listed in Appendix A Technical Specifications with evaluators considering the variety of different styles and sizes available, the accessibility to view different clothing, in store, online or via catalog.

1.1.3. SERVICE LEVELS, REPORTING AND PAYMENT TRACKING

Maximum score for this criterion: 35

The company may provide information regarding their capabilities with regards to:

- Having an Available local (Duval or contiguous) county storefront with hours of operations
- Flexibility in delivery options – JEA’s preference is for the pickup, shipping, return, etc to have handled between the company and the JEA employee directly.
- Purchase tracking capabilities – (real-time information regarding JEA worker purchases that can be filtered and searched by individual employees or departments).
- Any website service with JEA admin access to have the ability to provide designated users “administrative” access to view/manage this dashboard (or track purchasing)
- The availability of information; detailed records of orders, charges, amount spent/available, shipping times, and historical data for popular items, costs, average shipping times by item, etc.

Lovgren, Rodney D.

From: Callie Kay's Accounting <calliekaysbilling@gmail.com>
Sent: Tuesday, September 6, 2022 12:38 PM
To: Lovgren, Rodney D.
Subject: Re: 1410591646 FR Clothing

[External Email - Exercise caution. DO NOT open attachments or click links from unknown senders or unexpected email.]

Hi Rodney, here is a link to the Ariat online catalog showing the products we have available to order. Like I said in the bid information, we don't carry everything in the catalog but will be willing to add new products to our inventory that are approved by JEA if our bid is accepted. Please let me know if you have any questions.

<https://ariat.box.com/s/pi28kx2dwbpj0fs1t4wo40wun5m2qu53>

Thanks,
Dawn

On Thu, Aug 25, 2022 at 4:40 PM Lovgren, Rodney D. <lovgrd@jea.com> wrote:

Hi Dawn,

Attached you'll find the Bid information, in the Zip file and the Potential Supplier Log-In help guide.

Qualifications packages are due on September 6, 2022, 12:00 PM noon on the platform. let me know if you have any questions.

Regards,

Rodney Lovgren

Purchasing Agent Senior

Cell: (904)528-9350



--

Dawn Colley

Account Manager

Callie Kay's General Store & Outfitters

553027 US Highway 1

Hilliard, FL 32046

904-845-6924

I work from home. To reach me, please email me.

If you need to speak to me by phone, please send me an email with your best contact number.



Callie Kay's General Store & Outfitters
Callie Kay's Deli
553027 US Highway 1
Hilliard, FL 32046
904-845-6924

09/02/2022

To Whom It May Concern,

We are submitting a bid to be considered as a supplier for Fire Resistant clothing for JEA employees. I am providing a catalog of the products we have access to ordering from our supplier, Ariat International. We do not carry every product from the catalog in our store, but do have access to ordering. If we are approved, we will work with your company and start carrying the products that are approved and meet your qualifications. We will keep those items in stock so your employees have access to them.

- Tailoring fees- Not applicable
- Embroidery fee- Not applicable
- Returns-We accept returns on products that have not been worn and still have tags attached. They must be returned within 30 days from date of purchase.
- Restocking fees- Not applicable
- Replacement (warranty)- We follow the manufacturer's warranty. Defective products can be replaced by the manufacturer or the customer can receive a credit to purchase a new product.

Pricing for all FR products will be based on MAP pricing, not MSRP pricing. We will also offer a 10% discount for JEA employees.

For questions, you may reach us by email at: calliekaysbilling@gmail.com

Ashley Simmons
Owner/President

Appendix B Proposal Form

COMPANY INFORMATION:

COMPANY NAME: BOOT BARN

BUSINESS ADDRESS: 15345 BARRNCA BLVD

CITY, STATE, ZIP CODE: IRVINE CA, 92618

TELEPHONE: 346-330-0604

EMAIL OF CONTACT: BLEDET@BOOTBARN.COM

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”.

The Company shall submit one electronic copy of the signed proposal documents on the sourcing platform, prior to the Bid Due Date and Time.

THE COMPANY SHALL SUBMIT (FREE FORM) DOCUMENTATION TO DEMONSTRATE MEETING THE MINIMUM QUALIFICATIONS AND THE EVALUATION CRITERIA ON THE ATTACHED PROPOSAL FORM.

PHYSICAL STORE LOCATION: 249 Blanding Blvd. Orange Park FL 32073

Company's Certification

By submitting this Proposal, the Company certifies that the Company has read and reviewed all of the documents pertaining to this RFP and agrees to abide by the terms and conditions set forth therein, that the person signing below is an authorized representative of the 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 license for the work.

The Company certifies, under penalty of perjury, that it holds all licenses, permits, certifications, insurances, bonds and other credentials required by law, Contract or practice to perform the Work. The Company also certifies that, upon the prospect of any change in the status of applicable licenses, permits, certifications, insurances, bonds or other credentials, the Company shall immediately notify JEA of status change.

We have received addenda _____ through _____

BILLY LEDET

8/29/2022

Signature of Authorize Officer of Firm or Agent

Date

BILL LEDET REGIONAL MANAGER

346-330-0604

Printed Name & Title

Phone Number

1.1.1. MARK UPS AND FEES

Maximum score for criterion is: 35

Respondent shall provide a breakdown of the product offering pricing structure. The Respondent is encouraged to share as much commercial information as possible regarding list pricing, JEA pricing, any discounts JEA may receive, as well as other cost information and if it is included in the article of clothing cost or is an add on such as:

- Tailoring fees
- Embroidery fee
- Returns
- Restocking fees
- Replacement (warranty)

Please note the prices quoted by Respondent on the Response Form must be firm-fixed prices, not estimates.

1.1.2. CLOTHING SELECTION

Maximum score for criterion is: 30

The Clothing Selection (catalog / online offerings) should be in categories and be consistent technical requirements listed in Appendix A Technical Specifications with evaluators considering the variety of different styles and sizes available, the accessibility to view different clothing, in store, online or via catalog.

1.1.3. SERVICE LEVELS, REPORTING AND PAYMENT TRACKING

Maximum score for this criterion: 35

The company may provide information regarding their capabilities with regards to:

- Having an Available local (Duval or contiguous) county storefront with hours of operations
- Flexibility in delivery options – JEA’s preference is for the pickup, shipping, return, etc to have handled between the company and the JEA employee directly.
- Purchase tracking capabilities – (real-time information regarding JEA worker purchases that can be filtered and searched by individual employees or departments).
- Any website service with JEA admin access to have the ability to provide designated users “administrative” access to view/manage this dashboard (or track purchasing)
- The availability of information; detailed records of orders, charges, amount spent/available, shipping times, and historical data for popular items, costs, average shipping times by item, etc.

Boot Barn

JEA

ITN 081-19 FRC

Required

“Forms”

FR APPAREL PRODUCT INFORMATION

All FR apparel related to this RFQ and provided in "Appendix B" can be found at www.bootbarn.com by search with the style # or apparel name in the search box.

Upon acceptance of the bid award, Boot Barn will create a specific web portal for the use of ordering FR apparel. At this time a portal url/link containing the approved specific FR apparel will be provided for JEA employees to search and purchase their items.

BOOT BARN WARRANTY, RETURN & EXCHANGE POLICY

Regarding "Appendix A – Technical Specifications" all products are covered under the manufacturer warranty as well under the return & defective policy by Boot Barn. Further information can be found at www.bootbarn.com home page by scrolling down to RETURNS & EXCHANGES, or at the following link: <https://www.bootbarn.com/cs-returns-exchanges.html>

BOOT BARN FLORIDA LOCATIONS

Store Name	Store Manager Name	City	ST	Zip	Phone
Ocala	Angela Knerr	Ocala	FL	34475	(352) 629 - 7676
Lady Lake	Justin Hoyt	Lady Lake	FL	32159	(352) 259 - 8005
Gainesville	Angie Riemersma	Gainesville	FL	32608	(352) 372 - 8776
Orange Park	Kimberly Caramela-Lindemann	Orange Park	FL	32073	(904) 264 - 3838
Tallahassee	Christopher Wheeler	Tallahassee	FL	32317	(850) 402 - 1669
Kissimmee	Kimberly Larribeau	Kissimmee	FL	34741	(407) 343 - 8148
Brandon	Kevin Boggess	Tampa	FL	33619	(813) 444 - 5655
Orlando	Tracy Rogers	Orlando	FL	32819	(407) 563 - 1063
Tampa	Grand Opening 9/12/2022	Tampa	FL	33615	(813) 869 - 3500

All Boot barn locations will be trained on JEA new business and the products that are required per the RFQ. All associates will be aware of the new business and are trained in fitting FR apparel and safety boots. Also, the Boot barn systems will be updated with the JEA account information and have the ability to accept the JEA voucher when applicable.

JEA RFQ

Boot Barn Responses

MARK UPS AND FEES

Maximum score for criterion is: 35

Respondent shall provide a breakdown of the product offering pricing structure. The Respondent is encouraged to share as much commercial information as possible regarding list pricing, JEA pricing, any discounts JEA may receive, as well as other cost information and if it is included in the article of clothing cost or is an add on such as:

- Tailoring fees – not offered
- Embroidery fee - \$8.50 per item includes logo, name, tagline (chest or sleeve)
- Returns – can be completed at any Boot Barn store or online through the following link (this includes exchanges too) - <https://www.bootbarn.com/cs-returns-exchanges.html>
- Restocking fees – no charge
- Replacement (warranty) – manufacturer warranty typically 1 year, but Boot Barn picks up the warranty after a year on a case-by-case basis by exchanging for a similar product in style and cost. No charge for this service

Please note the prices quoted by Respondent on the Response Form must be firm-fixed prices, not estimates.

1.1.2. CLOTHING SELECTION

Maximum score for criterion is: 30

The Clothing Selection (catalog / online offerings) should be in categories and be consistent with technical requirements listed in Appendix A Technical Specifications with evaluators considering the variety of different styles and sizes available, the accessibility to view different clothing, in store, online or via catalog.

- As part of the partnership should Boot Barn win the bid, we will launch an immediate web portal designed specifically for JEA and will house all required apparel and safety boots by category, brand, style, etc., that meet the requirements outlined in the RFQ. Each employee will have a universal login to access the site via their own pda device, computer, or smartphone with payment and direct shipment options as part of the flow. The portal will reflect discounted prices per item

1.1.3. SERVICE LEVELS, REPORTING AND PAYMENT TRACKING

Maximum score for this criterion: 35

The company may provide information regarding their capabilities with regards to:

- Having an Available local (Duval or contiguous) county storefront with hours of operations
 - Boot Barn offer 2 locations within a few miles of JEA facility with operating hours of 9am to 9pm 7 days a week (hours are subject to change, example: reduction in hours for Sundays after holiday season 11am – 6pm). Also, Boot Barn has over 300+ store in 38 states for growth or travel needs – any store can assist a JEA cusotmer

- Store Addresses near JEA:

Orange Park	249 Bl anding Bl vd.	Orange Park	FL	32073
Jacksonville	380 West ern Bl vd	Jacksonville	NC	28546

- Flexibility in delivery options – JEA’s preference is for the pickup, shipping, return, etc. to have handled between the company and the JEA employee directly.

- Boot Barn offers pick up, direct ship and delivery for no charge – flexible to meet the need of the employee

- Purchase tracking capabilities – (real-time information regarding JEA worker purchases that can be filtered and searched by individual employees or departments).

- Boot Barn offers real time ad-hoc, or monthly reporting which provide sales, time, date, employee name, location and product details for every transaction

- Any website service with JEA admin access to have the ability to provide designated users “administrative” access to view/manage this dashboard (or track purchasing)

- We have various options with or without admin access or management allowing for an ease of ordering and maintenance

- The availability of information; detailed records of orders, charges, amount spent/available, shipping times, and historical data for popular items, costs, average shipping times by item, etc.

- Boot Barn offers real time ad-hoc, or monthly reporting which provide sales, spend, portal shipping information, time, date, employee name, location and product details to include assortment of most popular items purchased online for every transaction

KSI offers a full-service operation at one location that has daytime store hours Monday -Friday, with Saturdays available by appointment only. 4600 Philips Highway, Jax., FL. 32207
We have over 32 years of experience in providing technical and fitting assistance to our customers and working with large apparel programs. Specifically, we specialize in dealing with Flame Resistant apparel. We have numerous years of experience fitting and serving JEA employees. Our in-house services include technical assistance, fitting, tailoring, alterations and embroidery.

Comments provided for information below:

1.1.1 MARK UPS AND FEES

Maximum score for criterion is: 35

Respondent shall provide a breakdown of the product offering pricing structure. The Respondent is encouraged to share as much commercial information as possible regarding list pricing, JEA pricing, any discounts JEA may receive, as well as other cost information and if it is included in the article of clothing cost or is an add on such as:

- **Tailoring fees** – Are additional to the price of the garment and priced based on the type of tailoring needed. Whether it is hemming, waist reduction or expansion etc.
- **REPAIRS-** In addition to the tailoring, we also offer repairs to the FR garments for tears and rips of worn items as long as the product is in good condition otherwise.
- **Embroidery fee** – JEA logo is included in our garment pricing
- **Returns** – Any return due to defective merchandise is no charge. Returns due to customer changing their mind on a style after having an opportunity to try on and see the product prior to ordering, will be offered to exchange the item. If this requires returning to the manufacture, there will be a maximum of 20% restocking fee the
- **Restocking fees-** Max 20%
- **Replacement (warranty)-** If an item is considered to be a manufactured defect, it will be replaced as soon as possible to the employee at no charge.
- **ADDITIONAL PRICING-** There is an upcharge on most items for sizes above 3X on shirts and on some pants.
- **DISCOUNTS to JEA-** We offer a 12% discount to JEA on most items

1.1.2. CLOTHING SELECTION

Maximum score for criterion is: 30

The Clothing Selection (catalog / online offerings) should be in categories and be consistent technical requirements listed in Appendix A Technical Specifications with evaluators considering the variety of different styles and sizes available, the accessibility to view different clothing, in store, online or via catalog.

Due to the fact we carry numerous brands, styles and selections,

For the purpose of providing an overall view of the brands and items offered, I have listed the

Solicitation #: 1410591646 – Appendix B Bid Forms
RFQ – FR Clothing for JEA

Prospective manufacturers websites if needed to review along with a listing of a few of the most popular styles which show compliance with the Tech Specifications listed in Appendix A.

Once it has been determined that we will be a provider under this RFQ, we will create a customized catalog version of each Brand with the proper styles, sizing, and color options and the specific JEA discounted pricing. This catalog will include these brands. It will be available for the employees to review online, in our store and can be downloaded to preview the products. BELOW IS A SAMPLING ONLY OF THE MANY STYLES WE ARE OFFERING.

The Clothing Categories

Long Sleeve T-shirts (No Collar)

ARIAT – 10039390 SZ Small-4X, Reg and Long (7 color options) MENS. - \$79.95 RETAIL JEA 12% DIS
ARIAT – 10019015 SZ Small-3X, Reg and Long (3 color options) MENS. - \$99.95 RETAIL JEA 12% DIS
LAPCO – LS w/pocket Grey Only – S-4X MENS - \$80.00 RETAIL / JEA 12% DISC

Henley Shirts (Long Sleeve Only)

ARIAT HENLEY– 10013518 (2 color options) MENS. - \$79.95 RETAIL JEA 12% DISC
LAPCO Henley w/pkt – GREY – S-6X - \$87.95 RETAIL JEA 12% DISC

Button Down Shirts (Long Sleeve Only)

ARIAT – 10018816 SZ Small-4X, Reg and Long (3 color options) MENS. - \$94.95 RETAIL JEA 12% DISC
ARIAT – 10035433 SZ Small-4X, Reg and Long (3 color options) MENS. - \$109.95 RETAIL JEA 12% DISC
ARIAT – 10039657 SZ XSmall-2X, 1 color - Womens. - \$79.95 RETAIL JEA 12% DISC
ARIAT – 10041579 SZ XSmall-3X, 3 color options - Womens. - \$79.95 RETAIL JEA 12% DISC
Bulwark SLU2 Comfort Touch Shirt- 4 Colors S-3X - \$116.00 RETAIL JEA 12% DISC
TEC GEN- TCG011902 – SZ Small-5X, Reg and Long (5 color options) MENS
TEC GEN - TCGSSWN00119 – SZ Small -3X (4 color options) Womens

Polo Shirts (Long Sleeve Only)

NSA – POLO L/S -C54PAPSLSSC- 4 colors special order– S-5X \$95.00
Bulwark SMP2 – POLO. – Grey – M-3X - \$128.00

Jeans/Denim Pants

ARIAT – 10012555 JEANS – ALL STANDARD SIZES AVAILABLE and ALSO SEVERAL DIFFERENT FITS
Including Relaxed Fit, Slim, Stretch, Straight Leg and Boot Cut – MENS- \$104.95 RETAIL JEA 12% DISC
ARIAT – 10027705 – Durastretch Canvas Work Pant - ALL STANDARD SIZES AVAILABLE
MENS- \$114.95 RETAIL JEA 12% DISC
ARIAT – 10030273 WOMENS - \$119.95 RETAIL JEA 12% DISC
Lapco Modern Jean P-INDM10 - \$86.68 JEA DISC 12%

Cargo Pants

MENS- \$114.95 RETAIL JEA 12% DISC
LAPCO P-INCNYT9 - Cargo - \$86.68 JEA DISC 12%

Dress/Work Pants

ARIAT – 10023465 –Workhorse Pant - ALL STANDARD SIZES AVAILABLE - \$119.95- JEA DISC 12%
ARIAT – 10039285 –Ripstop Work Pant - ALL STANDARD SIZES AVAILABLE - \$154.95 JEA DISC 12%

Sweatshirts/Light Jackets (Pullover, Zippered, Hooded, or Non-Hooded)

ARIAT – 10023977 full Zip Hoodie MENS S-3X – 3 colors- \$169.95 RETAIL JEA DISC 12%

Solicitation #: 1410591646 – Appendix B Bid Forms
RFQ – FR Clothing for JEA

ARIAT – 10027921 Pullover Hoodie MENS S-3X – 3 colors- \$124.97 RETAIL JEA DISC 12%ARIAT – 10032841 – WOMENS Pullover Sweat XS – 2X – 1 color - \$94.95 RETAIL JEA DISC 12%

MFR WEBSITES TO REVIEW VARIETY OF OFFERINGS THAT WE CAN PROVIDE

<https://www.thinknsa.com> – NSA, TecGen and DriFire

<https://www.ariat.com> - Ariat

<https://www.lapco.com> - Lapco

<https://www.wwof.com> - Bulwark & Workrite

<https://www.truenorthgear.com> - Dragonwear

1.1.1. SERVICE LEVELS, REPORTING AND PAYMENT TRACKING

Maximum score for this criterion: 35

The company may provide information regarding their capabilities with regards to:

- Having an Available local (Duval or contiguous) county storefront with hours of operations- **STOREFRONT – in DUVAL – 4600 Philips Highway.**
- Flexibility in delivery options **Pickup, shipping, return, etc will be handled between our company and the JEA employee directly.**
- Purchase tracking capabilities – (real-time information regarding JEA worker- **A spreadsheet with the JEA workers expenditures will be continuously available and tracked.**
- **Access will be given for purchases that can be filtered and searched by individual employees or departments).**
- Any website service with JEA admin access to have the ability to provide designated users “administrative” access to view/manage this dashboard (or track purchasing) **ACCESS will be available to track purchasing**
- The availability of information; detailed records of orders, charges, amount spent/available, shipping times, and historical data for popular items, costs, average shipping times by item, etc.

ACCESS will be available to have quick ability to review status

APPENDIX B RESPONSE FORM
1410591646 FIRE RESISTANT CLOTHING PROGRAM

RESPONDENT INFORMATION:

COMPANY NAME: Tyndale Enterprises, Inc.
BUSINESS ADDRESS: 5050 Applebutter Road
CITY, STATE, ZIP CODE: Pipersville, PA 18947
TELEPHONE: 215-766-5660
NAME & EMAIL OF CONTACT: Brian Morris, National Account Executive, BMorris@TyndaleUSA.com
WEBSITE: www.TyndaleUSA.com

RESPONDENT MUST COMPLETE THE FOLLOWING INFORMATION AND RETURN THIS FORM VIA INSTRUCTIONS LOCATED IN THIS RFQ.

Physical Address (if local in Duval or contiguous county): N/A - Tyndale is located in Pennsylvania.

Web Address (online catalog access): Tyndale has provided our recommended product catalog as Attachment 1.

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

Respondent's Certification

By submitting this Response, the Respondent certifies (1) that it has read and reviewed all of the documents pertaining to this RFQ and agrees to abide by the terms and conditions set forth therein, (2) that the person signing below is an authorized representative of the Respondent, and (3) that the Respondent is legally authorized to do business and maintains an active status in the State of Florida. The Respondent certifies that its recent, current, and projected workload will not interfere with the Respondent's ability to work in a professional, diligent and timely manner.

The Respondent certifies, under penalty of perjury, that it holds all licenses, permits, certifications, insurances, bonds, and other credentials required by law, contract or practice to perform the Work. The Respondent also certifies that, upon the prospect of any change in the status of applicable licenses, permits, certifications, insurances, bonds or other credentials, the Respondent shall immediately notify JEA of status change.

We have received addenda 1 through 1 RE: Event Pause and Event Close Date extended to September 6, 2022. 12:00 PM NOON, EST.

Barbara Fitzgeorge
Signature of Authorized Officer of Respondent or Agent

8/31/22
Date

Barbara Fitzgeorge, VP of Marketing
Printed Name & Title



CONFLICT OF INTEREST DISCLOSURE FORM

*Disclosing a potential conflict of interest does not disqualify vendors. In the event vendors do not disclose potential conflicts of interest, and they are detected by JEA, vendor may be **disqualified** from doing business with JEA.
Questions about this form? Contact (JEA, fill in the blank)*

JEA Bid/Solicitation/Contract Number: JEA bid: 1410591646	Name of JEA Employee(s) Working on Vendor's Current Contract(s) with JEA: Rodney Lovgren
Vendor Name: Tyndale Enterprises, Inc.	Vendor Phone: 215-766-5660
Vendor's Authorized Representative Name and Title: Barbara Fitzgeorge, VP of Marketing	Authorized Representative's Phone: 215-766-5660
NAME(S) OF JEA EMPLOYEE(S) / PUBLIC OFFICER(S) WITH POTENTIAL CONFLICT OF INTEREST	
Name of JEA public officer(s), employee(s), or relatives with whom there may be a potential conflict of interest. If more than five, attach a second form.	Relationship of JEA public officer(s)/employee(s) and/or relative(s) to vendor's company from list above (e.g. 1(a), 2, etc.). Please list all that apply:
1. N/A	
2. N/A	
3. N/A	
4. N/A	
5. N/A	
<input checked="" type="checkbox"/> Vendor has no conflict of interest to report.	
<input checked="" type="checkbox"/> Vendor hereby declares it has not and will not provide gifts or hospitality of any dollar value or any other gratuities to any JEA officer or employee to obtain or maintain a contract.	
<input checked="" type="checkbox"/> I certify that this Conflict of Interest Disclosure has been examined by me and that its contents are true and correct to my knowledge and belief and I have the authority to so certify on behalf of the Vendor.	
Vendor's Authorized Representative Signature: 	Date: 8/31/22

FOR JEA USE ONLY IF CONFLICT NOTED
This form has been reviewed by:

Name of JEA Ethics Officer:	Signature:	Date:
Note:		



TYNDALE
PROUD TO PROTECT

Tyndale's Response to JEA RFQ 1410591646 for Fire Resistant Safety Clothing

September 6, 2022

Tyndale appreciates the opportunity to provide a response to JEA's RFQ 1410591646 for Fire Resistant Safety Clothing. Our web-based solution meets JEA's Minimum Qualifications and aligns with the Scope of Work provided, as detailed on the following page and in *Appendix A Technical Specifications – Tyndale's Response*. We are pleased to share a recommended product offering with pricing – please see *Attachment 1: Tyndale's Proposed Catalog for JEA* and *Attachment 2: Tyndale's Pricing for JEA*. Tyndale's program complies with industry safety standards and offers benefits *other suppliers can't match*:

- **Experience & Leadership:** The pioneer in developing and establishing managed clothing programs as the industry benchmark over 40 years ago, Tyndale delivers customized programs to hundreds of leading companies across North America, and we enjoy a 99%+ customer retention rate. Our flexible programs maximize service and satisfaction.
- **Total Program Management:** Tyndale offers price-competitive garments, particularly within the context of a fully managed program. Our pricing is firm for 6 months and only adjusted when warranted. Prices quoted are inclusive of critical services like our advanced online ordering system, individualized delivery, strict spend enforcement, customized reporting, direct-to-user support, complimentary basic repairs, and alterations, and more. Tyndale manages the clothing program so you can focus on your professional priorities – serving your customers.
- **Streamlined Implementation:** You receive excellent support and guidance from Tyndale during implementation. We work closely with JEA management to make key program decisions and provide helpful resources to JEA employees to guide them through the purchasing process. Resources include virtual or in-person Tyndale 360° events, sizing videos, user ratings and reviews, plus we offer hassle-free returns and exchanges within 60 days for virtually any reason – with free return shipping and no restocking fees. This ensures employees are satisfied and comfortable with their clothing – key drivers of safety and compliance. We even offer a New Hire program which enables eligible employees to order and receive garments easily and quickly – no need to manage inventory and track purchases internally.
- **Online Ordering:** Tyndale's user-friendly online ordering website is seamlessly integrated with our automated management systems, which tracks details for every transaction for each individual employee, ensuring strict budgetary control and extensive reporting capabilities. The employee's allowance balance is prominently displayed on the website and updated in real time. Supervisors can request leftover allowance reports on a regular basis or as needed. Displaying only items authorized by JEA, our best-in-class site allows employees to easily place and track orders, check account status, check available stock, and view and submit user reviews for garments purchased. Plus, since garments are already approved by JEA management, budgetary, image, and safety requirements are strictly met. Unlike a brick and mortar locations, which typically rotate inventory based on a seasonal basis, Tyndale's online ordering site offers garments for an extended period, ensuring employees have access to the items they want. For a quick tour of the site, please watch our [video demonstration](#).
- **Prompt Delivery:** Tyndale has \$50M of on-hand inventory, ensuring employees receive their garments quickly – within the requested 90 day timeframe – so they can get to work promptly. In fact, Estimated Ship Date (ESD) is quoted for each item before the order is finalized so employees know when to expect their products and our In-Stock Filter allows employees to view and purchase program garments that are on our shelves, ready to ship.
- **Technical Expertise:** As an active participant in the organizations establishing safety standards and test methods, Tyndale delivers an unparalleled ability to lead compliance with industry standards. Changes in products, new technologies, and regulatory requirements are proactively communicated via our [blog](#) or directly to JEA through your account management team. Additionally, Tyndale's Vice President of Corporate Strategy & Technical, Scott Margolin, is a recognized subject matter expert and an invaluable resource available to assist JEA with any technical questions as needed.
- **Dedicated Account Management & Support:** I am personally accountable for ensuring a successful program, starting with a smooth implementation. Account Manager, Christina Gilbride provides exceptional ongoing account service, and program maintenance. In addition, our US-based customer service team is available to support JEA's employees for the life of the contract. As your needs evolve, we have flexibility to adjust the existing and/or add new programs and can even recommend new products – including boots and other safety PPE items.

Please don't hesitate to contact me with any questions. We appreciate your consideration.

Kind regards,

Brian Morris, National Account Executive | BMorris@TyndaleUSA.com | 318.547.9753 (mobile)



TYNDALE
PROUD TO PROTECT

Table of Contents

Minimum Qualifications and Required Forms

This 2-page document includes details on how we meet the Minimum Qualifications and Technical Specifications plus includes the completed Required Forms and information requested, such as warranty, experience, etc.

- Appendix A – Technical Specifications – Tyndale’s Response
- Appendix B – Response Form & Conflict of Interest Disclosure Form – Tyndale’s Response

Attachments

- Attachment 1: Tyndale’s Proposed Catalog for JEA
- Attachment 2: Tyndale’s Pricing for JEA
- Attachment 3: Tyndale’s Certificate of Insurance for JEA
- Attachment 4: Tyndale’s W-9



TYNDALE
PROUD TO PROTECT

Minimum Qualifications & Required Forms

Minimum Qualifications

As specified in section 1.2.1 of the RFQ document titled, *1410591646 RFQ - Fire Resistant Clothing*, Tyndale meets the minimum qualification of having an online platform with the ability to perform onsite fitting events and meet the technical specification requirements. Tyndale offers a minimum of five different brands of shirts and five different brands of pants that meet the requirements outlined in Appendix A – Technical Specifications and are covered by our warranty, outlined below. Please see *Attachment 2: Tyndale's Pricing for JEA* which includes a product list and current estimated on-hand inventory levels.

Required Forms

As specified in section 1.2.2 of the RFQ document titled, *1410591646 RFQ - Fire Resistant Clothing*, Tyndale includes the following documents and information within our response:

- **Appendix B – Company Response Form:** Please see the following page. This form includes our response to the Conflict of Interest Certificate Form.
- **Catalog:** The list of garments quoted (with style numbers) that will be available in JEA's Fire Resistant Clothing safety program is provided as *Attachment 2: Tyndale Pricing for JEA* and the catalog is provided as *Attachment 1: Tyndale's Proposed Catalog for JEA*.
- **Warranty:** Tyndale's unique position as a manufacturer and distributor allows us to warrant all garments against manufacturing or fabric defects for the useful life of the garment.
 - Tyndale guarantees all FR we sell to maintain its flame resistance throughout the useful life of the garment so long as home laundering instructions are followed, and bleach is not used during laundering.
 - Whether manufactured by Tyndale or one of our suppliers, Tyndale repairs or replaces any garment at no charge that is determined at Tyndale's sole discretion to have a manufacturer's defect.
- **Dispensing Facilities:** Employees receive their order quickly from our deep inventory – \$50M on-hand – at our distribution centers in Pipersville, PA and Houston, TX.
- **Experience:** The pioneer in developing and establishing managed FR clothing programs as the industry benchmark over 40 years ago, Tyndale delivers customized programs to hundreds of leading companies across North America, and we enjoy a 99%+ customer retention rate. Our flexible program types and customization capabilities maximize service and satisfaction throughout the life of the contract.
- **Industry Expertise & Events:** With Tyndale, you have access to some of the most knowledgeable experts in the AR/FR clothing industry, including your dedicated National Account Executive and Tyndale's Vice President of Corporate Strategy and Technical, Scott Margolin. We are well-versed on the standards that impact worker safety and serve as active participants in organizations like ASTM, NSC, EEI, and IEEE that maintain responsibility for establishing those very standards. We regularly publish articles on our industry-leading blog, provide resources for on-demand access to current information, and send emails with relevant topics to safety professionals and wearers. Tyndale recognizes that correct fit and comfort is paramount when choosing FR clothing, which can save lives in the event of an incident, which is why we include a Tyndale 360° Event as part of the managed program implementation process. These events can be in-person or virtual – the choice is yours. For qualifying in-person events:
 - Tyndale works with you to determine the best time and place to hold the event(s).

- Tyndale Field Sales Representatives bring a sampling of garments specific to your program for employees to view style, fabric, and fit prior to ordering.
- During this time, representatives are available to answer any questions wearers might have related to JEA's program, garment selection, and/or care and maintenance.
- **Insurance Certificate:** Please see *Attachment 3: Tyndale's COI for JEA*.
- **W-9:** Please see *Attachment 4: Tyndale's W-9*.
- **State of Florida Division of Corporations:** As confirmed during the question and answer period, registration with the State of FL Division of Corporations (www.subbiz.org) does not apply. Tyndale is an out of state corporation (based in Pennsylvania) and offers a web-based solution.



1410591646 FIRE RESISTANT CLOTHING
APPENDIX A TECHNICAL SPECIFICATIONS – TYNDALE’S RESPONSE

Scope of Work:

I. Scope of Work

1. Company shall provide various garments that are HRC 2 FR Clothing for all JEA electric employees, but mainly at our Westside and Southside Service Centers (approximately 150 Employees but this quantity may increase).

Westside Service Center
6727 Broadway Ave
Jacksonville, FL 32254

Southside Service Center
2325 Emerson St
Jacksonville, FL 32207

1. Tyndale’s Response:

Tyndale has quoted CAT 2 flame resistance (FR) garments for eligible JEA employees at the locations above. Please note, the 2015 edition of NFPA 70E eliminated the term hazard risk category (HRC), replacing it with the term PPE Category (CAT). We understand that the quantity and locations may evolve.

2. The Clothing shall have a minimum Arc Rating of 8 Cal/Cm². All shirts should have a material weight of 9 oz. or less and all pants should have a material weight of 14 oz. or less.

2. Tyndale’s Response:

Clothing quoted has a minimum arc rating of 8Cal/Cm². Shirts have a material weight of 9oz. or less and pants have a material weight of 14 oz. or less. Please find product details in *Attachment 1: Tyndale’s Proposed Catalog for JEA*.

3. The Clothing shall be broken down into the following categories:

- a. Long Sleeve T-shirts (No Collar)
- b. Henley Shirts (Long Sleeve Only)
- c. Button Down Shirts (Long Sleeve Only)
- d. Polo Shirts (Long Sleeve Only)
- e. Jeans/Denim Pants
- f. Cargo Pants
- g. Dress/Work Pants
- h. Sweatshirts/Light Jackets (Pullover, Zippered, Hooded, or Non-Hooded)

3. Tyndale’s Response:

Tyndale’s formal quote, provided as *Attachment 2: Tyndale’s Pricing for JEA*, has products broken down as specified above. In addition to the categories listed above, Tyndale has quoted balaclavas, gaiters, and hats for JEA’s consideration. Only items approved by JEA management are available for employees to purchase. The product catalog can be customized to distinct groups depending on budgetary, image, and safety requirements.

4. Employees will provide company with a printed voucher to be used to purchase JEA-approved FR clothing items from vendor. It is the responsibility of the vendor to collect payment from employees for any cost beyond the allowances set forth by JEA. By accepting the JEA voucher the vendor agrees to the following:
 - a. The voucher may only be used to purchase JEA-approved FR clothing items. Any unapproved items will not be authorized for payment using the voucher.
 - b. The voucher will be valid between October 1st and March 31st for each fiscal year. Any invoices submitted outside of valid date range will not be paid. Date ranges are; FY23 – 10/01/2022 through 3/31/2023, FY24 – 10/01/2023 through 3/31/2024, and FY25 – 10/01/2024 through 3/31/2025.
 - c. The vendor may choose to allow employees to use voucher on one visit, or to allow for multiple visits during the valid date range period.
 - d. All items ordered must be shipped within 90 days of order date.
 - e. Vendor is responsible for all tracking of voucher remaining balances and submitting invoices for the shipped/issued items.
 - f. The vendor will invoice JEA monthly for the purchases made during the previous month including all of the required information listed below:

1. Employee Name

2. Employee ID Number
3. Date of Sale
4. Itemized listing of purchases with cost and ID/Catalog Number
5. Total amount of Sale
6. Remaining voucher balance

4. Tyndale's Response:

Tyndale's comprehensive solution is automated and web-based; therefore, there is no need to utilize printed vouchers to track allowance purchases. During implementation, JEA specifies allowance amounts for employees – various groups can have unique allowance amounts and product assortments based on budgetary, image, or safety requirements. The employee's allowance balance is prominently displayed on the online ordering website when they log in. The allowance balance is updated in real time as purchases are made, ensuring accuracy and strict budgetary control. Employees may only buy beyond the company funded allowance by providing a personal payment method, making payment directly to Tyndale. Your dedicated account management team can provide leftover allowance reports on a regular basis or as requested so JEA management can monitor how employees are spending their funds.

- a. Only items approved by JEA management are available for employees to purchase using their JEA-funded allowance. Employees may only buy beyond the company funded allowance by providing a personal payment method, making payment directly to Tyndale.
- b. Tyndale understands that the allowance is valid between October 1st and March 31st for each fiscal year (specified above). Please note that invoicing takes place after an item ships; therefore, invoicing for items ordered towards the end of the ordering window would be invoiced after March 31st.
- c. Online purchases using the JEA-funded allowance can be made all at once – using the full allowance amount in one order – or as needed throughout the valid allowance period. All purchases are tracked, and the allowance balance is updated in real time to ensure strict budgetary control.
- d. Products are shipped within 90 days but typically less due to our deep on-hand inventory and sophisticated forecasting. Estimated Ship Date (ESD) is quoted for each item before the order is finalized so employees know when to expect their products. If employees need clothing quickly, they simply activate Tyndale's In-Stock filter to shop program items that are on our shelves and available to ship quickly – typically within seven (7) days. Products can be delivered to the employee's home or work address depending on JEA's preference.
- e. Tyndale tracks all allowances and purchases through our automated allowance management system to ensure strict budgetary control. JEA is only invoiced for products that ship. Tyndale's statement billing, whereby we submit a single monthly invoice for all shipments that occurred within the previous month, is the most popular billing option. We are happy to work with JEA to establish appropriate invoicing during implementation.
- f. Tyndale's automated allowance management system maintains a complete profile of each eligible employee, containing all the requirements listed and additional details:
 1. Employee's name
 2. ID number
 3. History of allowance purchases including an itemized list of products with pricing, date of sale, and total amount of sale.
 4. Remaining allowance balance
 5. Plus, work location, job classification, and sizing statistics.

The profile allows for simple access to all account information, ensuring that all employee purchases are tracked and reported. Reports can be provided via email by your dedicated account management team on a regular basis or as requested.

5. Company can either be LOCAL retailers with brick and mortar locations within 60 miles of Jacksonville, Florida, or ONLINE retailers using an online store with a catalog of JEA approved items.

5. Tyndale's Response:

Tyndale's solution for JEA is based exclusively online. Employees use Tyndale's custom website to check allowance balances, view order history, place orders, check stock, check the status of an order, track a shipment, and more – anytime, 24 hours a day, seven days a week. A video demonstration of our website is available [here](#) and additional details are provided below:

- The online catalog displays only items that employees are authorized to purchase, and all products are vetted by Tyndale for safety compliance, quality, and reliable delivery before they're offered for your company's consideration.
 - Customize online catalog offerings to the needs of distinct groups within your organization. You can easily restrict which workers wear which products, according to budgeting, protective needs, and image requirements.
 - Comprehensive information is displayed for each product – description, size range, color(s), fabric content – as well as photos, care instructions, and manufacturer-specific information. Users can even filter products by various categories – gender, attribute, brand, color, fabric, size, and more.
 - Tyndale's 800 number is displayed prominently on the website to encourage employees to deal directly with Tyndale and avoid lost work time.
- A web-chat feature – as well as a helpful video guide – are available on the login page to assist employees with accessing their Tyndale accounts.
- All products include user-generated product ratings and reviews, a powerful tool enabling workers to choose products based on peer feedback.
- Employees know when to expect their products. Once color, size, and logo requirements are selected, an Estimated Ship Date (ESD) is quoted for each item before the order is finalized. For orders placed with Tyndale's customer service department, ESD is also quoted by phone before the order is finalized.
- Orders can be placed online or by phone.

If JEA administrative users would prefer to place orders on behalf of multiple employees, they can do so quickly and easily through the Supervisor Portal. Administrators can access information and check employee and account status to maximize worker productivity.

5. The Company shall provide a catalog or link to an online store of all men's and women's garments that are available at the time of the Proposal that can be offered which meet the requirements/categories listed in items 2 & 3.

5. Tyndale's Response:

Please find the catalog of men's and women's garments proposed in *Attachment 1: Tyndale's Proposed Catalog for JEA*. *Attachment 2: Tyndale's Pricing for JEA* includes estimated on-hand inventory levels for products quoted that meet the requirements listed in items 2 and 3. Each category contains garments currently in inventory. While program implementation can take several weeks, allowing time for the onsite Tyndale 360° event (further described in section II #1 below), however, products are typically available quickly.

6. JEA shall require embroidery on all of the shirts, using FR Thread for this embroidery, including bobbins and backing. This shall include a provided JEA logo (approx. 2.5" W x 1" H) on the upper left chest.

6. Tyndale's Response:

Tyndale understands JEA's requirement for all shirts to be embroidered on the upper left chest. Tyndale uses FR thread for logo embroidery on all FR garments. The backing is cut away as much as possible and is on the inside of the garment, meaning it's protected by the FR clothing fabric itself. Bobbins use FR thread as well.

7. All expenses for fitting, embroidery, set up fees, return processing, shipping and delivery shall be included in the unit price of the clothing item billed to JEA by the Company.

7. Tyndale's Response:

Tyndale's pricing is inclusive of all key services: Tyndale 360° Events (formerly known as "fittings"), program set up fees, hassle-free returns and exchanges, individualized delivery, and more. As requested, Tyndale has also included embroidery and shipping costs in the unit prices quoted in *Attachment 2: Tyndale Pricing for JEA*. Please see Pricing Notes for additional details.

8. Order errors due to mistakes by JEA can be exchanged for a maximum of a 20% restocking fee. Restocking fees shall be invoiced separately on a monthly basis, listing employee's name and order number for related fee. Order errors due to mistakes by the Company shall be exchanged for no additional cost to JEA.

9. Tyndale's Response:

Returns with Tyndale are quick, easy, and free. JEA employees can return an unwashed, unworn, unaltered, and unembellished item to Tyndale within 60 days for virtually any reason. Tyndale does not charge JEA for return shipping or restocking fees.

- To return an item, the employee simply logs into the online ordering website and prints a return shipping label, or contacts Tyndale Customer Service to request a label, for eligible items. From there, the employee encloses the return in a shipping container, affixes the no-charge shipping label to the outside, and passes the shipment along to UPS.
- Employees may even return logoed items. If JEA chooses to allow returns of embellished garments, Tyndale requests including consignment provisions for handling logoed inventory in the contract. These provisions were included in the redlines submitted to Rodney Lovegren on 8/23/22.
- Employees receive their replacement products or account credit promptly – typically within two business days from receipt at our distribution facilities.
- Employees may also request basic repairs, repair kits, and routine alterations of select items – free of charge.

10. JEA will provide a list of JEA employee's and their Badge numbers for those personnel that are authorized to make purchases from the approved supplier location.

10. Tyndale's Response:

Tyndale looks forward to receiving a roster of eligible JEA employees and asks that email addresses and appropriate allowance amounts are also included.

II. Company's Responsibilities During Term of the Contract

1. Any ONLINE Company shall be required to make two (2) on-site visits on a mutually agreeable time to each of the electric distribution service centers for sizing of the employees, as well as providing a sample of each of the products approved by JEA for employee use.

1. Tyndale's Response:

Tyndale agrees to provide one in-person Tyndale 360° Event, further described below, at qualifying locations (with 25 employees or more) and can offer an additional virtual event each year. The Tyndale 360° Experience was created to streamline our traditional "onsite fittings" and provide a complete service to assist employees with all aspects of the program, garments, and care/maintenance. Correct fit and comfort is paramount when choosing the correct FR clothing, which can save lives in the event of an arc flash. For in-person events:

- Tyndale works with you to determine the best time and place to hold your Tyndale 360° event. Tyndale recommends having the event at a centralized hub location.
- Tyndale Field Sales Representatives bring a sampling of garments specific to your program for employees to view style, fabric, and fit prior to ordering.
- During this time, representatives are available to answer any questions wearers might have related to your company's program and/or garment selection. These representatives also provide general information regarding garment care and maintenance.

The virtual format for Tyndale 360° events offers all the same benefits as the in-person experience while maintaining safety protocols.

- We schedule an online meeting with employees, and they join virtually.
- We provide the same educational information as we would during traditional in-person Tyndale 360° events.
- Our comprehensive tools make it easy to outfit workers effectively without any in-person contact.

2. Any JEA employee who misses the scheduled days for fitting shall use a sample kit containing common sizes and styles for fitting at a JEA facility and enter their order using the company's online catalog.

2. Tyndale's Response:

Tyndale understands that not all employees are able to attend the in-person or virtual events. Fortunately, JEA can purchase a sample kit containing select program garments in various sizes so employees can view the products before ordering. These sample kits can be returned to Tyndale for credit as long as the

garments are in saleable condition. Additionally, Tyndale's website includes product videos for select garments and user ratings and reviews from other wearers who have purchased the product. These resources along with sizing charts, how-to measure videos, and more ensure employees make informed purchasing decisions and maximizes satisfaction.

3. The Company shall provide a JEA specific catalog that preferably is available online, and shall offer detailed listings of all JEA approved FR apparel, including pricing, arc rating, weight, and designated color options for each style.

3. Tyndale's Response:

Comprehensive information is displayed for each product in JEA's custom online catalog – including pricing, arc rating, weight, description, color(s), size range, fabric content – as well as photos, care instructions, and manufacturer-specific information. Users can even filter products by various categories – gender, attribute, brand, color, fabric, size, and more.

4. The company shall provide a detailed website that has a customizable dashboard that shows real-time information that can be filtered and searched by individual employees or departments. JEA shall have the ability to provide designated users "administrative" access to view/mange this dashboard. The information available shall include detailed records of orders, charges, amount spent/available, shipping times, and historical data for popular items, costs, average shipping times by item, etc.

4. Tyndale's Response:

Tyndale's user-friendly website has a customizable landing page that employees must view before they continue to the dashboard which features links to the catalog, specific product types (like shirts and pants), programs (if employees have access to different programs), and cart. The landing page can be edited by your account management team to include messages to employees about new items, logos, etc. and can be updated as requested. On the dashboard, employees can also choose to view their account profile, orders and returns, submit ratings and reviews for products purchased, and access resources (sizing, care and maintenance, and more). Once JEA employees select to shop items in their catalog, they can see their remaining balance amount and allowance expiration date, and filter products by various categories – gender, attribute, brand, color, fabric, size, and more.

Tyndale's Supervisor Portal allows administrative users to place orders on behalf of multiple employees, view employee information, and check employee account status. JEA's dedicated account management team provides detailed reports for JEA on a regular basis or as requested, including the information requested above: detailed records of orders, charges, amount spent/available, shipping times, and historical data for popular items, costs, average shipping times by item, etc.

5. The Company shall be responsible to separate all orders by JEA employee for either pick up or delivery to employee's home address. The invoices shall detail the employee name, employee #, item description, and cost. All invoices shall be sent electronically to a designated JEA employee for all purchases related to this Contract.

5. Tyndale's Response:

Tyndale can deliver orders to employees' home or work address, depending on JEA's preference. Tyndale offers invoices in either summary or detailed formats. The detailed invoice provides complete order activity by month for every employee. JEA chooses the criteria for organizing the data – by department, location, job title, or other criteria requested by JEA. These invoices include the employee's name, employee number, item description, and pricing. Tyndale can send invoices electronically to a designated JEA employee for all purchase related to the contract.

6. The Company shall handle all returns with employees due to product defect directly with the manufacturer, and shall credit employee's account or replace any defective items determined to be the result of a manufacturing error. JEA has the right to remove any item from the approved catalog at any time due to durability or quality concerns.

6. Tyndale's Response:

When purchasing from Tyndale, you can feel confident that items are free of defects. Our robust vetting procedures and quality assurance process ensures only the highest quality products are offered and sent to

your employees. Our unique position as a manufacturer and distributor allows us to warrant all garments against manufacturing or fabric defects for the useful life of the garment. Whether manufactured by Tyndale or one of our suppliers, Tyndale repairs or replaces any garment at no charge that is determined at Tyndale's sole discretion to have a manufacturer's defect. In the rare event of a defect, Tyndale replaces the garment and deals directly with the garment manufacturer on your behalf.

JEA can remove any product from the program for any reason and Tyndale can even suggest a comparable alternate if requested.

7. The Company shall offer repair services for additional costs, for rips or tears that are determined can be fixed. FR thread shall be used for these repairs and an estimate shall be given prior to any repair work being performed.

7. Tyndale's Response:

Tyndale offers complimentary basic repairs – such as fixing minor tears, holes, or seams – repair kits, and routine alterations of select items. For complex repairs, such as replacing a zipper on non-Tyndale items, there's a \$20 per hour fee. Repairs and alterations of FR clothing are made using FR thread and repair kits contain FR thread. If the repair takes more than an hour or the garment is worn and should be retired from service Tyndale does not perform the repair. Tyndale contacts the employee if this is the case for a garment sent in for repair services.

8. The minimum order for this bid shall consist of at least three (3) shirts and three (3) pants per employee (estimated 450 Shirts & 450 Pants initially). After that there shall be an anticipated replacement of ninety (90) additional shirts and forty-five (45) additional pants depending on wear and damage to the existing clothing. These numbers could increase if additional people are added to the department and/or if there is a greater than anticipated need for replacement garments.

8. Tyndale's Response:

Tyndale understands that JEA intends to order at least three (3) shirts and three (3) pants per employee – estimated 450 shirts and 450 pants initially. After that, Tyndale understands that JEA anticipates replacement orders of ninety (90) additional shirts and forty-five (45) additional pants depending on anticipated wear and damage to the existing clothing. Tyndale understands that these estimated quantities are subject to increase. It is typical for employees to receive a higher allowance amount for the initial period to account for the higher quantity order. Then, in subsequent periods, employees receive a lower allowance amount. Alternatively, Tyndale can offer an allotment program, which is quantity based, instead of dollar based. Allotments can also decrease after the initial year.

9. Replacement garments shall not be paid for with the initial payment from JEA. These shall be handled on an as needed basis and shall be invoiced monthly. Invoice must list employee's name and items replaced. The replacement clothing shall be paid for by JEA using a JEA purchasing card, and must be approved by designated JEA personnel.

9. Tyndale's Response:

Tyndale understands that replacement garments are not paid for with the initial payment from JEA. Tyndale is happy to provide monthly statement billing. Our detailed invoices include employee name and order details. If JEA would like to have oversight and approval of purchases made after the initial year, Tyndale can set up supervisor approval. In this type of program, the employee orders their replacement garments from the online ordering website, which only displays items which have been approved by JEA, using their JEA allowance or allotment. However, their order would not begin processing until it was approved by their supervisor in the Supervisor Portal. JEA Supervisors would log in and approve pending orders from their employees and then Tyndale would begin processing the order. Generally, supervisor approval is not necessary because the catalog only contains approved items and employees cannot purchase beyond their allowance or allotment without providing a personal payment method.

10. The vendor will invoice JEA monthly for the purchases made during the previous month including all of the required information listed above.

10. Tyndale's Response:

Tyndale can provide monthly statement billing for all purchases made during the previous month that include the details requested.



Attachment 2: Tyndale's Pricing for JEA

September 6, 2022

TYNDALE

Master Item	Manufacturer	Description	Price	Oversize	On-Hand Inventory*
FR T Shirts					
J029Y	Ariat	Air Crew Long Sleeve Shirt	\$59.15	\$69.90	0
J02TY	Ariat	Women's Long Sleeve Crew Neck Shirt	\$77.00	\$91.30	0
J02PY	Ariat	Crew Long Sleeve Shirt	\$84.15	\$99.90	0
T025Y	Lapco	FR Long Sleeve Pocket T-Shirt	\$52.70	\$62.15	0
J020T	Tyndale	Men's Long Sleeve T-Shirt	\$57.75	\$68.20	8710
J023T	Tyndale	Women's Long Sleeve Tee Shirt	\$57.75	N/A	2501
J0WMT	Tyndale	Women's Versa V-Neck Long Sleeve Shirt	\$67.85	\$80.35	3188
J02MT	Tyndale	Versa Raglan T-Shirt	\$68.75	\$81.40	10013
FR Henley Shirts					
J069Y	Ariat	Long Sleeve Work Henley	\$68.55	\$81.15	1891
J060C	Carhartt	Men's FR Work-Dry® Cotton Long-Sleeve Henley	\$72.70	\$86.15	7423
F06HY	Hautework	Women's Just the Basics FR Henley Non-Stock / 6-8 Week Delivery	\$88.85	\$105.55	0
F03LY	Lakeland	Women's Long Sleeve Henley Shirt	\$94.50	\$112.30	0
J068Y	Lapco	FR Long Sleeve Henley	\$60.55	\$71.55	0
J060T	Tyndale	Men's Three Button Long Sleeve Henley	\$62.85	\$74.35	12962
J063T	Tyndale	Women's Three Button Long Sleeve Henley	\$62.85	N/A	986
M060T	Tyndale	Men's Classic Long Sleeve Henley Shirt w/Pocket	\$62.85	\$74.35	8053
M063T	Tyndale	Women's Classic Long Sleeve Henley Shirt w/Pocket	\$62.85	\$74.35	1262
J06MT	Tyndale	Versa Henley	\$72.35	\$85.75	6715
FR Polo Shirts					
T042Y	Lapco	Women's FR Long Sleeve Polo Shirt	\$57.90	\$68.40	0
J040T	Tyndale	Men's Long Sleeve Polo with Pocket	\$67.15	\$79.50	1694
J043T	Tyndale	Women's Long Sleeve Polo with Pocket	\$67.15	N/A	321
M046T	Tyndale	Tyndale Long Sleeve Polo Shirt	\$76.55	\$90.75	2678
FR Work Shirts					
K195Y	Ariat	Long Sleeve Work Shirt	\$80.55	\$95.55	0
K197Y	Ariat	Long Sleeve Work Shirt	\$84.15	\$99.90	944
K190C	Carhartt	Men's Button Down Twill Work Shirt	\$72.70	\$86.15	5042
A175C	Carhartt	Women's Long Sleeve Button Front Force Shirt	\$87.70	\$104.15	0
U185Y	Lapco	Women's Button Down Uniform Work Shirt	\$71.10	\$84.25	0
F174Y	Lapco	FR Uniform Long Sleeve Shirt - DH Air®	\$72.70	\$86.15	0
K196T	Tyndale	Men's Classic Long Sleeve Work Shirt	\$56.00	\$66.10	14133
K193T	Tyndale	Women's Classic Long Sleeve Work Shirt	\$56.00	\$66.10	669
K176T	Tyndale	Men's Long Sleeve Button Down Work Shirt	\$58.60	\$69.25	4502
K173T	Tyndale	Women's Long Sleeve Button Down Work Shirt	\$58.60	\$69.25	180
F166T	Tyndale	Men's Lightweight Long Sleeve Button Down Work Shirt	\$83.20	\$98.75	3458
F163T	Tyndale	Women's Lightweight Long Sleeve Button Down Work Shirt	\$83.20	\$98.75	187
M15MT	Tyndale	Versa Button Down Work Shirt	\$95.80	\$113.85	466
FR Jeans					
J235C	Carhartt	Men's Relaxed Fit Straight Leg Jean	\$66.50	\$79.10	1241
F230C	Carhartt	Women's Flame-Resistant Rugged Flex® Jean-Original Fit	\$75.05	N/A	0
F290T	Tyndale	Men's Broken-in Relaxed Fit Jean	\$78.00	\$92.90	10667
F293T	Tyndale	Women's Broken-in Relaxed Jean	\$78.00	\$92.90	458
M24MT	Tyndale	Versa Regular Fit Jean	\$88.45	\$105.45	741
M22MT	Tyndale	Women's Versa Flex Fashion Jean	\$93.85	\$111.90	1074
J23QY	WranglerFR	Women's FR Western Boot Cut Jean	\$65.05	N/A	0
J236Y	WranglerFR	Lightweight Relaxed Fit Jean	\$66.50	N/A	0
FR Cargo Pants					
K215C	Carhartt	Canvas Cargo Pants	\$81.50	\$97.10	235
T210C	Carhartt	Rugged Flex Relaxed Fit Cargo Pant	\$89.35	\$106.50	0
F17GY	Lapco	Lapco Women's FR DH Cargo Pants	\$87.30	\$104.05	0
K215T	Tyndale	Men's Utility Cargo Pants	\$80.55	\$95.95	15252
K213T	Tyndale	Women's Utility Cargo Work Pant	\$80.55	\$95.95	2730
M21MT	Tyndale	Men's Versa Cargo Pant	\$129.05	\$154.15	24



Tyndale Pricing for JEA

September 6, 2022

TYNDALE

Master Item	Manufacturer	Description	Price	Oversize	On-Hand Inventory*
FR Work Pants					
T251Y	Ariat	Women's Stretch Duralight Straight Leg Canvas Pant	\$96.50	N/A	0
T256C	Carhartt	Rugged Flex Canvas Work Pant	\$82.20	\$97.95	0
K255Y	Lapco	Men's Uniform Pant	\$69.30	\$82.45	0
U250T	Tyndale	Men's Industrial Work Pant	\$69.45	\$82.65	11394
U253T	Tyndale	Women's Industrial Work Pant	\$69.45	\$82.65	1079
FR Outerwear					
F708Y	Ariat	Pullover Sweatshirt with Hood	\$241.15	\$288.30	0
U710Y	NSA	NSA Crewneck Sweatshirt	\$158.55	\$189.55	0
F789Y	True North	Elements ¼ zip Pullover Sweatshirt	\$173.30	\$207.25	1025
F70GY	True North	Elements Pull-Over Hoodie	\$212.80	\$254.30	0
F73BY	True North	Alpha Fleece Jacket	\$288.20	\$344.80	0
F73CY	True North	Women's Alpha Fleece Jacket	\$288.20	\$344.80	0
F710T	Tyndale	Crewneck Sweatshirt	\$107.10	\$127.80	822
M73MT	Tyndale	Women's Versa Hooded Cowl Neck Pullover Sweatshirt	\$112.85	\$134.70	0
F700T	Tyndale	Pullover Hooded Sweatshirt	\$131.10	\$156.25	10084
M72MT	Tyndale	Men's Versa Full Zip Hooded Sweatshirt	\$166.95	\$199.30	841
K660T	Tyndale	Weymouth™ Hooded Windbreaker	\$111.45	\$132.70	375
FR Accessories					
F991C	Carhartt	FR Knit Hat	\$29.85	N/A	0
F955C	Carhartt	FR Force Balaclava	\$36.10	N/A	0
F98QY	True North	Yukon Neck Gaiter	\$30.05	N/A	0
F999Y	True North	Dual Hazard Beanie	\$33.80	N/A	4128
F956Y	True North	Cold Warrior Convertible Balaclava	\$54.55	N/A	1018
M93FT	Tyndale	Thermal FR Fleece Hat	\$26.95	N/A	0
M956T	Tyndale	Single Ply Balaclava	\$30.05	N/A	6465
N991T	Tyndale	Classic Knit Hat	\$38.90	N/A	1410

Notes:

Freight is included in the price. Embroidered JEA logo included in the price of shirts and hats/beanies (\$3.75 each).

All pricing shall remain firm for six (6) months. If both parties decide to extend the Agreement Term, price increases will not occur more frequently than semi-annually. Price increases are based on the increases provided by the supplier. It is Company's responsibility to notify Purchaser of any changes and to request a Change Order. If Purchaser does not agree to increases, Company has the right to remove those items from the program.

Oversize Price applies to garments as follows:

- 2XL and higher for shirts, jackets, sweatshirts, etc.
- 44 in (waist) and higher for pants and jeans
- 22 (size) and up for women's pants

Sales tax and any applicable customs, taxes or fees for shipments outside the U.S. are not included in the price of the garment.

Returns accepted within 60 days on unwashed, unworn, and unembellished garments.

Pricing based on Net 30 day payment terms or credit card payment. Pricing valid for 90 days from date of quote.

Purchaser is responsible for all third party fees associated with invoicing, bill payment set-up, and similar fees, such as Ariba.

*On-Hand Inventory subject to change based on incoming sales orders.

Value Added Services

- Best Selection: Extensive AR/FR clothing selection for men and women - including a complete line of American-made options from Tyndale
- Best Delivery: \$50M in on-hand inventory helps reduce lead times
- Online Ordering: Fully customized online ordering system displaying only Company-approved items
- Tracking: Direct-to-user garment and spend tracking and reporting
- Account Management: 35+ years of industry expertise, including participation in ASTM, EEI, NFPA
- Tyndale 360 Experience: On-site visits feature training and support, plus a chance to evaluate select garments
- WBE: Certified woman-owned business status
- Hassle-free returns and exchanges: No shipping or restocking fees for any unworn, unwashed, unembellished item returned within 60 days



Formal Bid and Award System

Award #5 October 6, 2022

Type of Award Request: CONTRACT RENEWAL
Requestor Name: Souder, Scott
Requestor Phone: (904) 665-6132
Project Title: Supplemental Vegetation Management Services JEA
Project Location: JEA
Project Number: See Below
Funds: O&M & Capital
Budget Estimate: \$872,466.70
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 needed 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
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	\$872,466.70

Amount of Original Award: \$1,292,078.35
Date of Original Award: 01/13/2022
Contract Increase Amount: \$872,466.70

List of Previous Increases:

CPA	Amount	Date
201620	\$129,207.00	08/02/2022

New Not-To-Exceed Amount: \$2,293,752.05
Length of Contract/PO Term: One (1) Years w/Two (2) - 1 Yr. Renewals
Begin Date (mm/dd/yyyy): 02/01/2022
End Date (mm/dd/yyyy): 01/31/2024
Renewal Options: Yes – One (1) – 1 Yr. Renewals
JSEB Requirement: N/A - Optional

Background/Recommendations:

Originally awarded 01/13/2022, through a competitive solicitation, JEA awarded a one (1) year contract for a not to exceed amount of \$1,292,078.35 to The Davey Tree Expert Company. A copy of the original Award is attached as backup.

This request is to execute the first one (1) year renewal option and add funds in the amount of \$872,466.70. The additional funds for this award are needed to replace some of Trees Inc. crews with three (3) to five (5) additional Davey crews. JEA is planning to process a new solicitation for the primary Vegetation Management contract by mid FY23; however, JEA may elect to renew this contract for an additional year based on the primary contract rebid. Should JEA elect to renew this contract, the T&D maintenance group will return to Awards Committee.

The following is a breakdown of the budget lines used for the FY23:

Project Description & PN * Annually PN's change, however, Project Services continue		FY23	FY24
Home Cost Center	HE30711	\$ 330,000.00	\$ 108,900.00
PA22E-NEW ELECTRIC SERV ADD	8007211	\$ 33,600.00	\$ 11,088.00
PA22E-SSC OVERHEAD RESTORATION	8007257	\$ 15,000.00	\$ 4,950.00
PA22E-WSC OVERHEAD RESTORATION	8007253	\$ 15,000.00	\$ 4,950.00
PA22E-OM POLE REPLAC PROGRAM	8007224	\$ 70,000.00	\$ 35,044.35
PA22E-SSC OM POLE REPLAC PROG	8007226	\$ 70,000.00	\$ 35,044.35
PA22E-SYS A CEMI5-P8 ENHANCE	8007264	\$ 50,000.00	\$ 16,500.00
PA22E-SAIDI IMPROVEMENT PLAN	8007267	\$ 72,390.00	\$ 0.00
Subtotal by Year		\$ 655,990.00	\$ 216,476.70

The pricing was fixed for the first year of the contract, with annual price adjustment in accordance with CPI in the following years.

Request approval to award a contract renewal to The Davey Tree Expert Company for a one (1) year renewal and an increase in the amount of \$872,466.70, for a new not-to-exceed amount of \$2,293,752.05, subject to the availability of lawfully appropriated 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:

Stephen Datz 10/06/2022

Chairman, Awards Committee **Date**

Stephanie M Healy 10/06/2022

Budget Representative **Date**



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



Formal Bid and Award System

Award #6 October 6, 2022

Type of Award Request: CONTRACT INCREASE
Requestor Name: Ramirez, Samuel T.
Requestor Phone: (904) 306-6000
Project Title: Construction Management-at-Risk (CMAR) Services for the Nassau Water Reclamation Facility (WRF) Upgrade Projects
Index Number: 870-08
Project Location: JEA
Funds: Capital
Budget Estimate: \$87,052,670.00

Scope of Work:

The scope of work to be performed under this solicitation consists of Construction Management-at-Risk services for the Nassau WRF Upgrade Projects. The upgrade projects include, but are not limited to, new common headworks, oxidation ditches, secondary clarifiers, UV disinfection upgrades, in plant pump stations, sludge holding tank, and new operations and maintenance buildings. The Nassau WRF currently provides treatment for up to 2 million gallons per day (MGD) annual average daily flow (AADF) of wastewater, a planned future expansion will bring the total treatment capability up to 4 MGD AADF.

JEA IFB/RFP/State/City/GSA#: 001-20
Purchasing Agent: Kruck, Dan
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
THE HASKELL COMPANY	Bryan Bedell	bryan.bedell@haskell.com	111 Riverside Ave, Jacksonville FL 32202	(904) 791-4662	\$85,235,958.00

Amount of Original Award: \$420,020.00
Date of Original Award: 12/10/2020
Contract Increase Amount: \$85,235,958.00

List of Previous Change Order/Amendments:

CPA #	Amount	Date	Reason
194530	\$19,899,397.00	06/23/2022	Long lead equipment and early site work

New Not-To-Exceed Amount: \$105,555,375.00
Length of Contract/PO Term: Project Completion
Begin Date: 01/05/2021
End Date: Project Completion (Expected: February 2025)
JSEB Requirement: N/A

Notes on JSEB Requirement:

The Haskell Company solicited bids from JSEB vendors for various work packages in the GMP but received no responses. The contractor has identified certain scopes of work that JSEB firms may be able to accomplish. The Haskell Company has committed a minimum of \$721,561.00 in spend to JSEBs during the construction phase of the work and will work with JEA’s JSEB manager to identify additional opportunities.

Background/Recommendations:

Originally approved by Awards Committee on 12/10/2020 in the amount of \$420,020.00 to The Haskell Company. The Awards Committee approved a contract increase on 06/23/2022 for long lead equipment and early site work in the amount of \$19,899,397.00. A copy of the previous awards are attached for reference.

This award request is for a contract increase to the CMAR contract of The Haskell Company for Nassau WRF Upgrade project. This contract increase is for the guaranteed maximum price (GMP) based on the 75% design documents. The negotiated GMP is approximately 2.1% below the JEA estimate for this work. Once design reaches 100% a true-up will be completed to finalize the construction cost. It is expected that most of the true-up will be covered by the included contingency and allowance items in the GMP. Those contingency and allowances are based on a risk register that has been agreed upon by JEA and The Haskell Company. The GMP was reviewed by JEA project staff and JEA’s owner’s representative and deemed reasonable when compared with other plant projects. A copy of the GMP overview letter is attached for reference.

Request approval to award a contract increase to The Haskell Company for construction of the Nassau Water Reclamation Facility (WRF) Upgrade projects in the amount of \$85,235,958.00, for a new not-to-exceed amount of \$105,555,375.00, subject to the availability of lawfully appropriated funds.

- Manager** Doherty, Peter F. - Senior Manager, W/WW Project Management
- Director:** Conner, Sean M. - Dir W/WW Project Engineering & Construction
- VP:** Vu, Hai X. - VP Water Wastewater Systems

APPROVALS:

<i>Stephen Datz</i>	10/06/2022
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Chairman, Awards Committee	Date
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<i>Stephanie M Healy</i>	10/06/2022
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Budget Representative	Date
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Formal Bid and Award System

Award #2 June 23, 2022

Type of Award Request: CONTRACT INCREASE
Requestor Name: Ramirez, Samuel T.
Requestor Phone: (904) 306-6000
Project Title: Construction Management-at-Risk (CMAR) Services for the Nassau Water Reclamation Facility (WRF) Upgrade Projects
Index Number: 870-08
Project Location: JEA
Funds: Capital
Budget Estimate: \$20,000,000.00

Scope of Work:

The scope of work to be performed under this solicitation consists of Construction Management-at-Risk services for the Nassau WRF Upgrade Projects. The upgrade projects include, but are not limited to, new common headworks, oxidation ditches, secondary clarifiers, UV disinfection upgrades, in plant pump stations, sludge holding tank, and new operations and maintenance buildings. These improvement projects are needed to update the treatment process at the Nassau WRF to meet current and future needs.

JEA IFB/RFP/State/City/GSA#: 001-20
Purchasing Agent: Kruck, Dan
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
THE HASKELL COMPANY	Bryan Bedell	bryan.bedell@haskell.com	111 Riverside Ave, Jacksonville FL 32202	(904) 791-4662	\$19,899,397.00

Amount of Original Award: \$420,020.00
Date of Original Award: 12/10/2020
Change Order Amount: \$19,899,397.00
New Not-To-Exceed Amount: \$20,319,417.00
Length of Contract/PO Term: Project Completion
Begin Date: 01/05/2021
End Date: Project Completion (Expected: April 2023)
JSEB Requirement: N/A - Optional

Background/Recommendations:

Originally approved by Awards Committee on 12/10/2020 in the amount of \$420,020.00 to The Haskell Company. A copy of the original award is attached as backup.

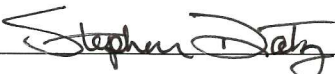

This award request is for a contract increase to the CMAR contract of The Haskell Company for Nassau WRF Upgrade project. This contract increase is an early work package to perform site clearing, grubbing, filling, grading and vibro replacement (soil improvements). Also included in the early work package is to install dewatering systems, temporary utilities and power to the dewatering pumping system, and to

construct storm water pond, prestressed concrete tanks, and piping and electrical ductwork beneath the tanks. This contract increase also includes the purchase of a center flow band screen, screw washer, compactor, secondary clarifiers and a UV system, due to the long lead times for these items. The fee proposal was reviewed by the project staff and deemed reasonable when compared to past projects. A copy of the fee overview letter is attached for reference. The overall total budget for this project is \$87,829,760.00, with an estimated construction cost of \$69,145,784.00 included in that budget. As the design progress, additional GMPs will be brought before the Awards Committee for approval for the rest of construction.

Request approval to award a contract increase to The Haskell Company for an early work package and long lead equipment purchase for the Construction Management-at-Risk (CMAR) Services for the Nassau Water Reclamation Facility (WRF) Upgrade projects in the amount of \$19,899,397.00, for a new not-to-exceed amount of \$20,319,417.00, subject to the availability of lawfully appropriated funds.

Manager Doherty, Peter F. - Senior Manager, Project Management
Director: Conner, Sean M. - Dir W/WW Project Engineering & Construction
VP: Vu, Hai X. - VP Water Wastewater Systems

APPROVALS:

	<u>6/23/22</u>
Chairman, Awards Committee	Date
	6/23/22
Budget Representative	Date



Formal Bid and Award System

Award #7 December 10, 2020

Type of Award Request: PROPOSAL (RFP)
Request #: 6697
Requestor Name: West, Hugh G.
Requestor Phone: (904) 665-4409
Project Title: Construction Management-at-Risk (CMAR) Services for the Nassau Water Reclamation Facility (WRF) Upgrade Projects
Project Number: 8004271
Project Location: JEA
Funds: Capital
Budget Estimate: \$550,000.00 (Phase 1 Estimate)

Scope of Work:

The scope of work to be performed under this solicitation consists of Construction Management-at-Risk services for the Nassau WRF Upgrade Projects. The upgrade projects include, but are not limited to, new common headworks, oxidation ditches, secondary clarifiers, UV disinfection upgrades, in plant pump stations, sludge holding tank, and new operations and maintenance buildings. These improvement projects are needed to update the treatment process at the Nassau WRF to meet current and future needs.

JEA IFB/RFP/State/City/GSA#: 001-20
Purchasing Agent: Kruck, Daniel R.
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
THE HASKELL COMPANY	Bryan Bedell	bryan.bedell@haskell.com	111 Riverside Ave, Jacksonville FL 32202	(904) 791-4662	\$420,020.00

Amount for entire term of Contract/PO: \$420,020.00
Award Amount for remainder of this FY: \$189,009.00
Length of Contract/PO Term: Project Completion
Begin Date (mm/dd/yyyy): 01/05/2021
End Date (mm/dd/yyyy): Project Completion (Expected: July 2024)
JSEB Requirement: Optional for Phase 1

Comments on JSEB Requirements:

No JSEB participation in Phase 1. Contractor will meet JSEB goals during Phase 2.

PROPOSERS:

Name	Amount	Rank
THE HASKELL COMPANY	\$420,020.00	1
GARNEY COMPANIES, INC.	N/A	2
PCL CONSTRUCTION INC.	N/A	3
CLARK CONSTRUCTION GROUP, LLC	N/A	4
PC CONSTRUCTION COMPANY	N/A	5
MWH CONSTRUCTORS	N/A	6
ULLIMAN SCHUTTE/SAWCROSS INC.	N/A	7

Background/Recommendations:

Advertised on 10/10/2019. Eleven (11) prime companies attended the mandatory pre-proposal meeting held on 10/21/2019. At proposal opening on 11/19/2019, JEA received seven (7) Proposals. The public evaluation meeting was held on 12/30/2019 and JEA deemed The Haskell Company most qualified to perform the work. A copy of the evaluation matrix and negotiated fees are attached as backup.

Negotiations with The Haskell Company were successfully completed for Phase 1 of this project. Phase 1 consists of developing the project schedule, design and constructability reviews, developing work packages, value engineering and developing the Guaranteed Maximum Price (GMP). The total preconstruction costs are 0.76% of the estimated total construction costs, and the fee is deemed reasonable (typically 0.5% - 3% of total construction costs). If negotiations for the final GMP are not successful, JEA reserves the right not to proceed with construction with this contractor.

001-20 – Request approval to award a contract to The Haskell Company, for pre-construction services for the Construction Management-at-Risk (CMAR) Services for the Nassau Water Reclamation Facility (WRF) Upgrade Projects in the amount of \$420,020.00, subject to the availability of lawfully appropriated funds.

Manager: Collier, Bradley W. - Mgr Project Management

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

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

APPROVALS:

Heather Beard 12/10/2020

Chairman, Awards Committee **Date**

Sam A. Vitone 12/15/2020

Budget Representative **Date**



Formal Bid and Award System

Award #7 December 10, 2020

Type of Award Request: PROPOSAL (RFP)
Request #: 6697
Requestor Name: West, Hugh G.
Requestor Phone: (904) 665-4409
Project Title: Construction Management-at-Risk (CMAR) Services for the Nassau Water Reclamation Facility (WRF) Upgrade Projects
Project Number: 8004271
Project Location: JEA
Funds: Capital
Budget Estimate: \$550,000.00 (Phase 1 Estimate)

Scope of Work:

The scope of work to be performed under this solicitation consists of Construction Management-at-Risk services for the Nassau WRF Upgrade Projects. The upgrade projects include, but are not limited to, new common headworks, oxidation ditches, secondary clarifiers, UV disinfection upgrades, in plant pump stations, sludge holding tank, and new operations and maintenance buildings. These improvement projects are needed to update the treatment process at the Nassau WRF to meet current and future needs.

JE A IFB/RFP/State/City/GSA#: 001-20
Purchasing Agent: Kruck, Daniel R.
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
THE HASKELL COMPANY	Bryan Bedell	bryan.bedell@haskell.com	111 Riverside Ave, Jacksonville FL 32202	(904) 791-4662	\$420,020.00

Amount for entire term of Contract/PO: \$420,020.00
Award Amount for remainder of this FY: \$189,009.00
Length of Contract/PO Term: Project Completion
Begin Date (mm/dd/yyyy): 01/05/2021
End Date (mm/dd/yyyy): Project Completion (Expected: July 2024)
JSEB Requirement: Optional for Phase 1

Comments on JSEB Requirements:

No JSEB participation in Phase 1. Contractor will meet JSEB goals during Phase 2.

PROPOSERS:

Name	Amount	Rank
THE HASKELL COMPANY	\$420,020.00	1
GARNEY COMPANIES, INC.	N/A	2
PCL CONSTRUCTION INC.	N/A	3
CLARK CONSTRUCTION GROUP, LLC	N/A	4
PC CONSTRUCTION COMPANY	N/A	5
MWH CONSTRUCTORS	N/A	6
ULLIMAN SCHUTTE/SAWCROSS INC.	N/A	7

Background/Recommendations:

Advertised on 10/10/2019. Eleven (11) prime companies attended the mandatory pre-proposal meeting held on 10/21/2019. At proposal opening on 11/19/2019, JEA received seven (7) Proposals. The public evaluation meeting was held on 12/30/2019 and JEA deemed The Haskell Company most qualified to perform the work. A copy of the evaluation matrix and negotiated fees are attached as backup.

Negotiations with The Haskell Company were successfully completed for Phase 1 of this project. Phase 1 consists of developing the project schedule, design and constructability reviews, developing work packages, value engineering and developing the Guaranteed Maximum Price (GMP). The total preconstruction costs are 0.76% of the estimated total construction costs, and the fee is deemed reasonable (typically 0.5% - 3% of total construction costs). If negotiations for the final GMP are not successful, JEA reserves the right not to proceed with construction with this contractor.

001-20 – Request approval to award a contract to The Haskell Company, for pre-construction services for the Construction Management-at-Risk (CMAR) Services for the Nassau Water Reclamation Facility (WRF) Upgrade Projects in the amount of \$420,020.00, subject to the availability of lawfully appropriated funds.

Manager: Collier, Bradley W. - Mgr Project Management

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

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

APPROVALS:

Heather Beard 12/10/2020

Chairman, Awards Committee **Date**

Sam A. Vitone 12/15/2020

Budget Representative **Date**



The Haskell Company | tel 904 791-4500
111 Riverside Avenue | fax 904 791-4699
Jacksonville, Florida 32202 | www.thehaskellco.com

Paul McElroy
Project Director - Water

September 9, 2022

Re: Nassau Water Reclamation Facility
96237 Amelia Concourse
Fernandina Beach, FL. 32034
JEA Contract #JEA10238 / 194530
75% Guaranteed Maximum Price

Mr. Samuel Ramirez
JEA
Project Engineer
21 West Church Street
Jacksonville, Florida 32202

Dear Mr. Ramirez,

Haskell is pleased to submit to JEA for your review and comment our firms 75% Guaranteed Maximum Price for the Nassau Water Reclamation Facility. The Scope of Work was developed utilizing Hazen and Sawyer's 75% Design Documents for the WRF Expansion, 100% Design Documents for the WRF Shore Up, and Haskell's Bid Manual consisting of the following documents:

Nassau Water Reclamation Facility Expansion:

1. Hazen & Sawyer Technical Specifications Volume 1 thru 4 dated May 2022 issued on May 13, 2022
2. Hazen & Sawyer Technical Drawings Volume 1 thru 2 dated May 2022 issued on May 13, 2022
3. Meskel & Associates Final Geotechnical Report dated February 25, 2022
4. Meskel & Associates Groundwater Sampling and Analysis dated January 27, 2022
5. NDN Companies Preliminary Wetlands Survey dated January 12, 2022

Nassau Water Reclamation Facility Shore Up:

1. Hazen & Sawyer Technical Specifications June 2022 issued on June 9, 2022
2. Hazen & Sawyer Technical Drawings June 2022 issued on June 9, 2022

Haskell Bid Manual:

1. Haskell Final Work Package Bid Manual dated June 10, 2022
2. Haskell Amendment #1 dated May 10, 2022
3. Haskell Amendment #2 dated May 27, 2022
4. Haskell Amendment #3 dated July 8, 2022

Haskell's 75% Guaranteed Maximum Price includes the following attachments:

1. Project Summary broken down by Bid Package.
2. Recap Report by Bid Package.
3. Detailed Report by Bid Package.
4. Clarifications and Assumptions.
5. Scope Sheets for every Bid Package.
6. Detailed Estimates for Haskell's Self-Perform Bid Packages.
7. Process Equipment selected for the 75% GMP.
8. Risk Register
9. Construction Schedule

Mr. Samuel Ramirez
JEA - Project Engineer

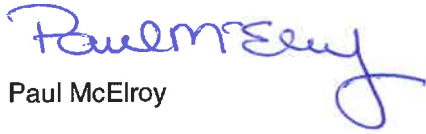
September 9, 2022

Haskell's 75% Guaranteed Maximum Price summary is as follows:

1. Total Cost of Work - \$51,752,972.00
2. Owner Allowances - \$16,792,820.00
3. Total Owner Contingency - \$4,426,370.00
4. Total CMAR Contingency - \$3,136,960.00
5. Total Indirect Costs (Bond / Insurance / Builders Risk / Fee) - \$9,189,836.00
6. Total Final Works Package GMP - \$85,235,958.00

Haskell is thankful for this opportunity and is available at JEA's convenience to answer any questions they may have concerning this milestone estimate.

Sincerely,



Paul McElroy



Formal Bid and Award System

Award #7 October 6, 2022

Type of Award Request: CONTRACT INCREASE
Requestor Name: Dae, Michael S. – Dir Regulatory Permitting Programs and Compliance
Requestor Phone: (404) 862-5854
Project Title: Special Waste Handling Services for Non-Hazardous Waste/Hazardous Waste
Project Number: HED0202
Project Location: JEA
Funds: O&M
Budget Estimate: \$225,000.00

Scope of Work:

The purpose of this Invitation to Negotiate (the "ITN") is to evaluate and select a vendor that can provide special waste (non-hazardous waste/hazardous waste) handling, transportation and disposal services for JEA facilities and field operations while providing the best value to JEA (the "Work" or "Services"). JEA's facilities, field operations, generating facilities and transformers produce non-hazardous waste and hazardous waste material on a daily basis that requires spill response, handling, disposal and transport services on an as-needed basis.

The services will include, but are not limited to the following:

- Handling, transportation, and disposal of oily wastewater and used oil
- Handling, transportation, and disposal of hazardous and non-hazardous waste including solid oily waste
- Providing twenty-four (24) hour spill response services for hazardous and non-hazardous waste including solid oily waste at electric facilities, other sites and around transformers (non-PCB & PCB)

JEA

IFB/RFP/State/City/GSA#: 009-20

Purchasing Agent: King, David

Is this a Ratification?: YES, Partial (Hulls: \$32,158.50)

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
US ECOLOGY	Chris Laney	christopher.laney@usecology.com	5101 Buffalo Ave, Jacksonville, FL 32206	(904) 632- 0008	\$125,000.00
HULLS ENVIRONMENTAL SERVICES, INC.	Larry Hall	Lhall@hullsenvironmental.com	251 Levy Rd, Atlantic Beach, FL 32233	(904) 241- 2200	\$100,000.00

Amount of Original Award: \$679,084.00

Date of Original Award: 03/31/2020

List of Previous Change Order/Amendments:

CPA #	Name	Amount	Date	Reason
188996	HULLS ENVIRONMENTAL SERVICES, INC.	\$10,186.26	07/28/2021	Administrative Increase
188996	HULLS ENVIRONMENTAL SERVICES, INC.	\$100,000.00	09/09/2021	Elimination of P-card spend and un-forecasted spill incidents
189143	US ECOLOGY	\$100,000.00	09/09/2021	Elimination of P-card spend and un-forecasted spill incidents
188994	CLIFF BERRY, INC.	\$100,000.00	09/09/2021	Elimination of P-card spend and un-forecasted spill incidents
188996	HULLS ENVIRONMENTAL SERVICES, INC.	\$21,204.86	07/13/2022	Un-forecasted spill responses

New Not-To-Exceed Amount: \$1,235,475.15
Length of Contract/PO Term: Three (3) Years w/Two (2) – 1 Yr. Renewals
Begin Date: 04/02/2020
End Date: 03/31/2024
Renewal Options Remaining: One (1) – 1 Yr. Renewal
JSEB Requirement: N/A

Background/Recommendations:

Originally approved by Awards Committee on 03/31/2020 to US Ecology/NRC Gulf Environmental Services Inc. in the amount of \$339,542.00, Cliff Berry, Inc. in the amount of \$237,679.40, and Hulls Environmental Services, Inc in the amount of \$101,862.60 for Special Waste Handling Services for Non-Hazardous Waste/Hazardous Waste. A copy of the original award is attached as backup.

It was determined that these contracts needed a contract increase in order to fund these continuing service contract until their term date. At the same time Hulls Environmental Services, Inc. was being dispatched to perform work. Environmental Incident response has seen a 100% increase in the amount of transformer spills in FY22 as compared to FY21 and FY20. In addition, rising fuel rates and inflation have caused a necessary rate increase to the remediation contracts. For these reasons, we request to increase the award limit to the US Ecology and Hull’s contracts. The contract increase amount was estimated based off current spend rates and available funds in each contract.

CPA #	Company Name	Original Award Amount	Previous Increases	This Increase Request	New NTE
189143	US ECOLOGY	\$339,542.00	\$100,000.00	\$125,000.00	\$564,542.00
188994	CLIFF BERRY, INC.	\$237,679.40	\$100,000.00	\$0.00	\$337,649.40
188996	HULLS ENVIRONMENTAL SERVICES, INC.	\$101,862.60	\$131,391.15	\$100,00.000	\$333,253.75

Request approval of a contract increase to US Ecology/NRC Gulf Environmental Services Inc. in the amount of \$125,000.00, for a new not-to-exceed amount of \$564,542.00, and ratification to Hulls Environmental Services, Inc. in the amount of \$32,158.50 and a contract increase of \$67,841.50, for a new not-to-exceed amount of \$333,253.75, for Special Waste Handling Services for Non-Hazardous Waste/Hazardous Waste, subject to the availability of lawfully appropriated funds.

VP: Young, Orrin W. – VP Environmental Services

APPROVALS:

Stephen Datz 10/06/2022

Chairman, Awards Committee **Date**

Stephanie M. Nealy 10/06/2022

Budget Representative **Date**



Formal Bid and Award System

Award #3 September 9, 2021

Type of Award Request: CONTRACT INCREASE
Requestor Name: Bianchi, Jacob (Jake) J. – Mgr. Environmental Incident Response
Requestor Phone: (904) 665-6762
Project Title: Special Waste Handling Services for Non-Hazardous Waste/Hazardous Waste
Project Number: HED0202
Project Location: JEA
Funds: O&M
Budget Estimate: \$300,000.00

Scope of Work:

The purpose of this Invitation to Negotiate (the "ITN") is to evaluate and select a vendor that can provide special waste (non-hazardous waste/hazardous waste) handling, transportation and disposal services for JEA facilities and field operations while providing the best value to JEA (the "Work" or "Services"). JEA's facilities, field operations, generating facilities and transformers produce non-hazardous waste and hazardous waste material on a daily basis that requires spill response, handling, disposal and transport services on an as-needed basis.

The services will include, but are not limited to the following:

- Handling, transportation, and disposal of oily wastewater and used oil
- Handling, transportation, and disposal of hazardous and non-hazardous waste including solid oily waste
- Providing twenty-four (24) hour spill response services for hazardous and non-hazardous waste including solid oily waste at electric facilities, other sites and around transformers (non-PCB & PCB).

JEA IFB/RFP/State/City/GSA#: 009-20

Purchasing Agent: King, David

Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
NRC GULF ENVIRONMENTAL SERVICES INC.	Nicholas Soucy	nsoucy@nrcc.com	5803 W 5 th St, Jacksonville, FL 32254	(727) 351- 1544	\$100,000.00
CLIFF BERRY, INC.	Ron Chandler	rhandler@cliffberryinc.com	1518 Talleyrand Ave, Jacksonville, FL 32206	(904) 356- 5516	\$100,000.00
HULLS ENVIRONMENTAL SERVICES, INC.	Larry Hall	lhall@hullsenvironmental.com	251 Levy Rd, Atlantic Beach, FL 32233	(904) 241- 2200	\$100,000.00

Amount of Original Award: \$679,084.00

Date of Original Award: 03/31/2020

List of Previous Change Order/Amendments

CPA #	Name	Amount	Date	Reason
188996	HULLS ENVIRONMENTAL SERVICES, INC.	\$10,186.26	07/28/2021	Administrative Increase

New Not-To-Exceed Amount: \$989,270.26
Award Amount for remainder of this FY: \$32,466.00
Length of Contract/PO Term: Three (3) Years w/Two (2) – One (1) Yr. Renewals
Begin Date: 04/02/2020
End Date: 03/31/2023
JSEB Requirement: N/A

Background/Recommendations:

Originally approved by Awards Committee on 03/31/2020 to NRC Gulf Environmental Services Inc. in the amount of \$339,542.00, Cliff Berry, Inc. in the amount of \$237,679.40, and Hulls Environmental Services, Inc in the amount of \$101,862.60 for Special Waste Handling Services for Non-Hazardous Waste/Hazardous Waste. A copy of the original award is attached as backup.

The increase is due to the elimination of P-Card transactions with these vendors throughout JEA (all orders are now using Purchase Orders). All orders are now using these contracts. Additionally, JEA experienced two large sludge spills at Blacks Ford and Nassau Regional Water Treatment Facilities in 2021, which required extended remediation, not typically forecasted. The contract increase amount was estimated based off current spend rates and available funds in each contract.

CPA #	Company Name	Original Award Amount	Administrative Increase Amount	This Increase Request	New NTE
189143	NRC GULF ENVIRONMENTAL SERVICES INC.	\$339,542.00	\$0.00	\$100,000.00	\$439,542.00
188994	CLIFF BERRY, INC.	\$237,679.40	\$0.00	\$100,000.00	\$337,649.40
188996	HULLS ENVIRONMENTAL SERVICES, INC	\$101,862.60	\$10,186.26	\$100,000.00	\$212,048.86

Request approval to award a contract increase to NRC Gulf Environmental Services Inc. in the amount of \$100,000.00, for a new not-to-exceed amount of \$439,542.00, Cliff Berry, Inc. in the amount of \$100,000.00, for a new not-to-exceed amount of \$337,679.40, and Hulls Environmental Services, Inc in the amount of \$100,000.00, for a new not-to-exceed amount of \$212,048.86, for Special Waste Handling Services for Non-Hazardous Waste/Hazardous Waste, subject to the availability of lawfully appropriated funds.

VP: Young, Orrin W. – VP Environmental Services

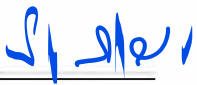
APPROVALS:


9/9/21

Chairman, Awards Committee

Date





Budget Representative

Date



Formal Bid and Award System

Award #7 March 31, 2020

Type of Award Request: INVITATION TO NEGOTIATE (ITN)
Request #: 6730
Requestor Name: Bianchi, Jacob (Jake) J. – Mgr. Environmental Incident Response
Requestor Phone: (904) 665-6762
Project Title: Special Waste Handling Services for Non-Hazardous Waste/Hazardous Waste
Project Number: HE3072, HE30801, HED0202, HWD30140, HWD0120, HWD0300, R12X30203, R12X30402, R12X30403
Project Location: JEA
Funds: O&M
Budget Estimate: \$679,084.00

Scope of Work:

The purpose of this Invitation to Negotiate (the "ITN") is to evaluate and select a vendor that can provide special waste (non-hazardous waste/hazardous waste) handling, transportation and disposal services for JEA electric facilities and field operations while providing the best value to JEA (the "Work" or "Services").

JEA's electric facilities, field operations, generating facilities and transformers produce non-hazardous waste and hazardous waste material on a daily basis that requires spill response, handling, disposal and transport services on an as-needed basis. In addition, there may be the need to clean up in or near electrical energized areas.

The services will include, but are not limited to the following:

- Handling, transportation, and disposal of oily wastewater and used oil
- Handling, transportation, and disposal of hazardous and non-hazardous waste including solid oily waste

Providing twenty-four (24) hour spill response services for hazardous and non-hazardous waste including solid oily waste at electric facilities, other sites and around transformers (non-PCB & PCB).

This award will impact the following Measures of Value:

- Community Impact Value: This contract will allow JEA to manage both emergency and non-emergency waste disposal quickly and responsibly.
- Environmental Impact Value: This contract will allow JEA to demonstrate Stewardship by safe and prompt disposal of all waste while meeting Environmental Regulatory Requirements.
- Financial Impact Value: This contract will allow JEA to manage disposal costs by bidding jobs out to the qualified Vendors to leverage competitive pricing.

JEA IFB/RFP/State/City/GSA#: 009-20
Purchasing Agent: Selders, Elaine L.
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
NRC GULF ENVIRONMENTAL SERVICES	Nicholas Soucy	nsoucy@nrcc.com	5803 W 5 th St, Jacksonville, FL 32254	(727) 351-1544	\$339,542.00
CLIFF BERRY INC.	Ron Chandler	rchandler@cliffberryinc.com	1518 Talleyrand Ave, Jacksonville FL	(904) 356-5516	\$237,679.40
HULLS ENVIRONMENTAL SERVICE INC.	Larry Hall	lhall@hullsenvironmental.com	251 Levy Rd, Atlantic Beach FL 32233-0569	(904) 241-2200	\$101,862.60

Amount for entire term of Contract/PO: \$679,084.00
Award Amount for remainder of this FY: \$113,180.67
Length of Contract/PO Term: Three (3) Years w/Two (2) – One (1) Yr. Renewals
Begin Date (mm/dd/yyyy): 04/01/2020
End Date (mm/dd/yyyy): 03/31/2023
Renewal Options: YES - Two (2) - One (1) Yr. Renewals
JSEB Requirement: Evaluation Criteria – (5% Goal)
Comments on JSEB Requirements: JSEB percentages not submitted.

RESPONDENTS:

Name	First Round	BAFO	Rank	Score
NRC GULF ENVIRONMENTAL SERVICES	\$689,048.25	\$689,048.25	1	91.33
CLIFF BERRY INC.	\$780,147.00	\$770,292.00	2	81.53
HULLS ENVIRONMENTAL SERVICE INC.	\$790,920.00	\$790,920.00	3	80.92
HEPACO LLC	\$800,970.00	\$800,970.00	4	78.31
MORAN ENVIRONMENTAL RECOVERY, LLC	\$825,027.00	\$825,027.00	5	77.61

Background/Recommendations:

Advertised on 12/30/2019. Seven (7) prime contractors attended the optional pre-response meeting held on 01/06/2020. At response opening on 01/28/2020, JEA received five (5) Responses. JEA evaluated the companies on price, company experience, design approach, safety and JSEB criteria. All five (5) companies were invited to submit Best and Final Offers (BAFO) but only one (1) reduced their pricing. JEA intends to award three (3) contracts based on the budget estimate as follows: fifty percent (50%) of the award amount to the highest evaluated company, thirty-five percent (35%) to the second highest ranked company, and fifteen percent (15%) to the third ranked company. NRC Gulf Environmental Services, Cliff Berry Inc. and Hulls Environmental Services Inc. were deemed the highest ranked Responsive and Responsible Respondents. A copy of the Response Forms and Workbooks are attached as backup.

An accurate price comparison between the current contract and the new contract could not be completed due to workbook item changes. The workbook was modified and improved after auditing invoices to increase pricing transparency and to capture items that were not included in the past. In the previous solicitation, the services were broken out by types of waste. Upon analysis of invoices, it was decided to categorize the rates and equipment by Emergency and Non-Emergency Waste disposal. Because the bid

criteria was changed so dramatically, a normalized comparison would not have shown an accurate cost comparison. The rates will remain fixed for the three (3) year contract term.

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

- Total sourcing savings: \$9,855.00

009-20 – Request approval to award contracts to NRC Gulf Environmental Services in the amount of \$339,542.00, Cliff Berry Inc. in the amount of \$237,679.40, and Hulls Environmental Services Inc. in the amount of \$101,862.60 for Special Waste Handling Services for Non-Hazardous Waste/Hazardous Waste, for a total not to exceed amount of \$679,084.00, subject to the availability of lawfully appropriated funds.

Manager: Bianchi, Jacob J. - Mgr. Environmental Incident Response
Director: Young, Orrin W. - Director, Response & Environmental Programs
VP: Steinbrecher, Paul K. - VP & Chief Environmental Svcs Officer

APPROVALS:

 03/31/2020

Chairman, Awards Committee **Date**

 3/31/2020

Budget Representative **Date**

ADDENDUM 2 - BAFO - APPENDIX B - RESPONSE FORM
009-20 SPECIAL WASTE HANDLING SERVICES FOR NON-HAZARDOUS WASTE /HAZARDOUS WASTE

RESPONDENT INFORMATION:

RESPONDENT NAME: NRC Gulf Environmental Services
 BUSINESS ADDRESS: 9204 Highway 287 NW
 CITY, STATE, ZIP CODE: Fort Worth, TX 76131
 TELEPHONE: 682-286-2724
 FAX: 817-306-8066
 EMAIL OF CONTACT: nsoucy@nrcc.com
 WEBSITE: www.nrcc.com

QUOTATION OF RATES

Maximum points for this criterion: 55 points

Respondent shall provide a firm-fixed price quote for all Work in this ITN by completing the enclosed Response Workbook. The prices shall include all profit, taxes, benefits, travel, and all other overhead items.

Please note, the rates or lump sums quoted by Respondent on the Response Form must be firm prices, not estimates. Any modifications, exceptions, or objections contained within the response form may subject the response to disqualification.

Description of Services	Total Three (3) Year Response Price
Total Three (3) Year Response Price – Transfer total from Addendum 2 – BAFO - Appendix B – Response Workbook	\$ 689,048.25

Respondent's Certification

By submitting this Response, the Respondent certifies (1) that the Respondent has read and reviewed all of the documents pertaining to this RFP and agrees to abide by the terms and conditions set forth therein, (2) that the person signing below is an authorized representative of the Respondent, and (3) that the Respondent is legally authorized to do business and maintains an active status, in the State of Florida. The Company certifies that its recent, current, and projected workload will not interfere with the Respondent's ability to Work in a professional, diligent and timely manner.

The Respondent certifies, under penalty of perjury, that it holds all licenses, permits, certifications, insurances, bonds, and other credentials required by law, contract or practice to perform the Work. The Respondent also certifies that, upon the prospect of any change in the status of applicable licenses, permits, certifications, insurances, bonds or other credentials, the Respondent shall immediately notify JEA of status change.

Please initial below:

NS (Initials) 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".

ADDENDUM 2 - BAFO - APPENDIX B - RESPONSE FORM
009-20 SPECIAL WASTE HANDLING SERVICES FOR NON-HAZARDOUS WASTE /HAZARDOUS WASTE

We have received addenda 2 through 2

Nicholas Soucy
Signature of Authorize Officer of Respondent or Agent

02/18/2020
Date

Nicholas Soucy, Senior Estimator
Printed Name & Title

813-786-7936
Phone Number

ADDENDUM 2 - BAFO - APPENDIX B - RESPONSE WORKBOOK

009-20 SPECIAL WASTE HANDLING SERVICES FOR NON-HAZARDOUS WASTE /HAZARDOUS WASTE

COMPANY NAME:

NRC Gulf Environmental Services

The Respondent shall submit per unit pricing in the yellow cells indicated below as per Appendix A - Technical Specifications. The estimated three (3) year quantities are to be used as guidelines and are not a guarantee of work.

Non-Emergency Services					
Line #	Description	Three Year Qty	Unit Price	Unit of Measure	Extended Price
1	Vacuum Truck	1680	\$ 53.00	per hour	\$ 89,040.00
2	Pickup Truck Services	420	\$ 16.00	per hour	\$ 6,720.00
3	Stake bed/ box truck	420	\$ 31.00	per hour	\$ 13,020.00
4	55 gal. open steel drum	30	\$ 38.00	each	\$ 1,140.00
5	Monthly special waste roll-off	36	\$ 263.00	per month	\$ 9,468.00
6	Special waste roll-of disposal transportation and landfill disposal	36	\$ 36.75	per ton	\$ 1,323.00
7	Operator/Technician Hourly labor charge (per person)	2760	\$ 37.00	per hour	\$ 102,120.00
8	Foreman/Supervisor Hourly Labor Charge	60	\$ 48.00	per hour	\$ 2,880.00
9	Oily Wastwater disposal costs	600,000	\$ 0.17	per gallon	\$ 102,000.00
10	Estimated Additional Services & 10% markup SWA	1	\$120,000.00		\$ 120,000.00

Emergency Services					
Line #	Description	Three Year Qty	Unit Price	Unit of Measure	Extended Price
11	Vacuum Truck	120	\$ 63.00	per hour	\$ 7,560.00
12	Pickup Truck Services	1500	\$ 16.00	per hour	\$ 24,000.00
13	Stake bed/ box truck	1500	\$ 31.00	per hour	\$ 46,500.00
14	Mini excavator	15	\$ 334.00	per day	\$ 5,010.00
15	55 gal. open steel drum	300	\$ 38.00	each	\$ 11,400.00
16	Oily Wastwater disposal costs	300	\$ 0.17	per gallon	\$ 51.00
17	Special waste roll-off	15	\$ 11.00	per day	\$ 165.00
18	Special waste roll-of disposal transportation and landfill disposal	15	\$ 36.75	per ton	\$ 551.25
19	Operator/Technician Hourly labor charge (per person)	300	\$ 57.00	per hour	\$ 17,100.00
20	Foreman/Supervisor Hourly Labor Charge	150	\$ 60.00	per hour	\$ 9,000.00
21	Estimated Additional Services & 10% markup SWA	1	\$120,000.00		\$ 120,000.00

Total three (3) year Response Price: \$ 689,048.25

Transfer the Total Response Price to the Response Form

ADDENDUM 2 - BAFO - APPENDIX B - RESPONSE FORM
009-20 SPECIAL WASTE HANDLING SERVICES FOR NON-HAZARDOUS WASTE /HAZARDOUS WASTE

RESPONDENT INFORMATION:

RESPONDENT NAME: Cliff Berry Inc.
BUSINESS ADDRESS: 1518 Talleyrand Drive
CITY, STATE, ZIP CODE: Jacksonville, FL 32206
TELEPHONE: 880-899-775
FAX: 945-763-8375
EMAIL OF CONTACT: compliance@cliffberryinc.com
WEBSITE: www.cliffberryinc.com

QUOTATION OF RATES

Maximum points for this criterion: 55 points

Respondent shall provide a firm-fixed price quote for all Work in this ITN by completing the enclosed Response Workbook. The prices shall include all profit, taxes, benefits, travel, and all other overhead items.

Please note, the rates or lump sums quoted by Respondent on the Response Form must be firm prices, not estimates. Any modifications, exceptions, or objections contained within the response form may subject the response to disqualification.

Description of Services	Total Three (3) Year Response Price
Total Three (3) Year Response Price – Transfer total from Addendum 2 – BAFO - Appendix B – Response Workbook	\$ 770,292.00

Respondent's Certification

By submitting this Response, the Respondent certifies (1) that the Respondent has read and reviewed all of the documents pertaining to this RFP and agrees to abide by the terms and conditions set forth therein, (2) that the person signing below is an authorized representative of the Respondent, and (3) that the Respondent is legally authorized to do business and maintains an active status, in the State of Florida. The Company certifies that its recent, current, and projected workload will not interfere with the Respondent's ability to Work in a professional, diligent and timely manner.

The Respondent certifies, under penalty of perjury, that it holds all licenses, permits, certifications, insurances, bonds, and other credentials required by law, contract or practice to perform the Work. The Respondent also certifies that, upon the prospect of any change in the status of applicable licenses, permits, certifications, insurances, bonds or other credentials, the Respondent shall immediately notify JEA of status change.

Please initial below:

____ (Initials) 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".

ADDENDUM 2 - BAFO - APPENDIX B - RESPONSE FORM
009-20 SPECIAL WASTE HANDLING SERVICES FOR NON-HAZARDOUS WASTE/HAZARDOUS WASTE

We have received addenda 1 through 2


Signature of Authorize Officer of Respondent or Agent

2/20/20

Date

Cliff Berry II CEO
Printed Name & Title

954-763-3390

Phone Number

ADDENDUM 2 - BAFO - APPENDIX B - RESPONSE WORKBOOK

009-20 SPECIAL WASTE HANDLING SERVICES FOR NON-HAZARDOUS WASTE /HAZARDOUS WASTE

COMPANY NAME:		CLIFF BERRY INC.			
The Respondent shall submit per unit pricing in the yellow cells indicated below as per Appendix A - Technical Specifications. The estimated three (3) year quantities are to be used as guidelines and are not a guarantee of work.					
Non-Emergency Services					
Line #	Description	Three Year Qty	Unit Price	Unit of Measure	Extended Price
1	Vacuum Truck	1680	\$ 50.00	per hour	\$ 84,000.00
2	Pickup Truck Services	420	\$ 20.00	per hour	\$ 8,400.00
3	Stake bed/ box truck	420	\$ 30.00	per hour	\$ 12,600.00
4	55 gal. open steel drum	30	\$ 45.00	each	\$ 1,350.00
5	Monthly special waste roll-off	36	\$ 500.00	per month	\$ 18,000.00
6	Special waste roll-off disposal transportation and landfill disposal	36	\$ 95.00	per ton	\$ 3,420.00
7	Operator/Technician Hourly labor charge (per person)	2760	\$ 45.00	per hour	\$ 124,200.00
8	Foreman/Supervisor Hourly Labor Charge	60	\$ 60.00	per hour	\$ 3,600.00
9	Oily Wastewater disposal costs	600,000	\$ 0.24	per gallon	\$ 144,000.00
10	Estimated Additional Services & 10% markup SWA	1	\$120,000.00		\$ 120,000.00

Emergency Services					
Line #	Description	Three Year Qty	Unit Price	Unit of Measure	Extended Price
11	Vacuum Truck	120	\$ 50.00	per hour	\$ 6,000.00
12	Pickup Truck Services	1500	\$ 20.00	per hour	\$ 30,000.00
13	Stake bed/ box truck	1500	\$ 30.00	per hour	\$ 45,000.00
14	Mini excavator	15	\$ 650.00	per day	\$ 9,750.00
15	55 gal. open steel drum	300	\$ 45.00	each	\$ 13,500.00
16	Oily Wastewater disposal costs	300	\$ 0.24	per gallon	\$ 72.00
17	Special waste roll-off	15	\$ 15.00	per day	\$ 225.00
18	Special waste roll-off disposal transportation and landfill disposal	15	\$ 95.00	per ton	\$ 1,425.00
19	Operator/Technician Hourly labor charge (per person)	300	\$ 50.00	per hour	\$ 15,000.00
20	Foreman/Supervisor Hourly Labor Charge	150	\$ 65.00	per hour	\$ 9,750.00
21	Estimated Additional Services & 10% markup SWA	1	\$120,000.00		\$ 120,000.00

Total three (3) year Response Price: \$ 770,292.00

Transfer the Total Response Price to the Response Form

ADDENDUM 1 - APPENDIX B – RESPONSE FORM
009-20 SPECIAL WASTE HANDLING SERVICES FOR NON-HAZARDOUS WASTE /HAZARDOUS WASTE

RESPONDENT INFORMATION:

RESPONDENT NAME: Hull's Environmental Services, Inc.
 BUSINESS ADDRESS: 10 45 103rd St
 CITY, STATE, ZIP CODE: Jacksonville FL 32210
 TELEPHONE: 904-379-3465
 FAX: 904-551-6920
 EMAIL OF CONTACT: lhalk@hullsenv.com
 WEBSITE: www.hullsenvironmental.com

QUOTATION OF RATES

Maximum points for this criterion: 55 points

Respondent shall provide a firm-fixed price quote for all Work in this ITN by completing the enclosed Response Workbook. The prices shall include all profit, taxes, benefits, travel, and all other overhead items.

Please note, the rates or lump sums quoted by Respondent on the Response Form must be firm prices, not estimates. Any modifications, exceptions, or objections contained within the response form may subject the response to disqualification.

Description of Services <small>Special Waste Handling Services for non-hazardous and hazardous waste</small>	Total Three (3) Year Response Price
Total Three (3) Year Response Price – Transfer total from Appendix B – Response Workbook	\$ 790,920.00

PAST PERFORMANCE /COMPANY EXPERIENCE

Maximum points for this criterion: 15 points

Respondent shall provide three (3) similar project references. The Respondent may use the project submitted in Section 1.2.1, Minimum Qualifications. The similar projects shall have been completed within the last three (3) years as of the Response due date.

Note - if the Company has performed a similar project for JEA in the past three (3) years, the company shall submit that project as one of the three (3) similar project references for evaluation. Companies that have not performed similar projects for JEA, will submit three (3) projects references from other companies.

The JEA lead evaluator will contact the similar project references and grade based on the companies responses to scripted questions.

At a minimum include the following information:

- o Reference Company Name
- o Reference Contact Person Name
- o Reference Contact Person Name Phone and Email Address
- o Describe how the project/contract is similar to JEA's Technical Specifications

ADDENDUM 1 - APPENDIX B – RESPONSE FORM
009-20 SPECIAL WASTE HANDLING SERVICES FOR NON-HAZARDOUS WASTE /HAZARDOUS WASTE

- o Describe company's timeliness in providing requested services
- o Describe the Company call off (did not perform) jobs, when requested to provide service.

If a company does not provide the three (3) requested projects, the company will only be given points for the projects that are submitted, missing projects will be scored zero. Additionally, if a company has performed a qualifying project for JEA and does not submit that project for experience points, that project will be scored as zero.

Proposer may provide this information in its own format to be attached to **Appendix B - Response Form**.

ABILITY TO DESIGN AN APPROACH AND WORK PLAN TO MEET THE PROJECT REQUIREMENTS

Maximum score for this criterion: 20 Points

Respondent shall explain how the Respondent will manage the project to control costs, provide a high level of service, meet response time requirements, provide appropriate levels of manpower and equipment to support JEA needs and quality control objectives.

- Describe your staffing and infrastructure to support environmental services and work as described in the technical specifications
- Describe your call support services to meet JEA's waste clean-up needs
- Describe your organization approach to and any redundancies your company can leverage to minimize the number of call-off's (unable to perform) for JEA work
- Describe your companies approach to booms & staging gear
- Describe your companies vacuum trucks and staging locations and mobilization planning
- Describe your companies capabilities to provide on water clean-up services
- Describe your companies field testing capabilities
- Describe your companies access to laboratory services

Companies that do not provide a Design Approach and Work Plan will be scored zero.

Proposer may provide this information in its own format to be attached to **Appendix B - Response Form**.

SAFETY

Maximum score for this criterion: 5 Points

Respondent shall submit their Experience Modification Rate (EMR) from their insurance carrier or similar third party for the past three (3) years (2016, 2017, & 2018). The average of these rates will be used to determine the number of points that each Respondent will receive in this category.

The point will be awarded as follows:

- 5 Points – EMR average is less than .80
- 3 Points – EMR average is less than .90
- 1 Point – EMR average is less than 1.0
- 0 Points – EMR average over 1.0

Companies that do not provide EMR's will be scored zero.

JACKSONVILLE SMALL AND EMERGING BUSINESS PROGRAM (JSEB)

Maximum Score for this criterion is: 5 Points

Respondent shall indicate (Yes or No) if Company is certified as a Jacksonville Small and Emerging Business Program (JSEB) as defined by Jacksonville Ordinance 2004-602; Chapter 126, Part 6A and 6B. Proposer shall also indicate whether it intends to subcontract any services to JSEB certified firms. Points in this category will be assigned as follows:

If Respondent is not a certified JSEB, the Respondent shall list any JSEB certified subcontractors that it intends to utilize in the performance of this Work. The listing should include names of the JSEBs, the type of service they will provide, and the percentage of work being subcontracted. Points will be awarded based on the type and amount of work that will be conducted by JSEB firms.

The point will be awarded as follows:

- Respondent is a COJ/JEA certified JSEB = 5 pts,

Respondent is not a JSEB but will subcontract Work to JSEBs:

Non-JSEB with JSEB partner:

- Greater than or equal to 5% of work = 4 pts,
- Greater than or equal to 3% of work, but less than 5% of work = 3 pts.
- Greater than or equal to 2% of work, but less than 3% of work = 2 pts.
- Greater than or equal to 1% of work, but less than 2% of work = 1 pt.

Respondent's Certification

By submitting this Response, the Respondent certifies (1) that the Respondent has read and reviewed all of the documents pertaining to this RFP and agrees to abide by the terms and conditions set forth therein, (2) that the person signing below is an authorized representative of the Respondent, and (3) that the Respondent is legally authorized to do business and maintains an active status, in the State of Florida. The Company certifies that its recent, current, and projected workload will not interfere with the Respondent's ability to Work in a professional, diligent and timely manner.

The Respondent certifies, under penalty of perjury, that it holds all licenses, permits, certifications, insurances, bonds, and other credentials required by law, contract or practice to perform the Work. The Respondent also certifies that, upon the prospect of any change in the status of applicable licenses, permits, certifications, insurances, bonds or other credentials, the Respondent shall immediately notify JEA of status change.

Please initial below:

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

We have received addenda 1 through 1

Larry Hall
Signature of Authorize Officer of Respondent or Agent

1/28/2020
Date

Larry Hall- Operations Manager
Printed Name & Title

904-652-9845
Phone Number

ADDENDUM 1 - APPENDIX B – RESPONSE WORKBOOK

009-20 SPECIAL WASTE HANDLING SERVICES FOR NON-HAZARDOUS WASTE /HAZARDOUS WASTE

COMPANY NAME:		Hull Environmental Services, Inc.			
The Respondent shall submit per unit pricing in the yellow cells indicated below as per Appendix A - Technical Specifications. The estimated three (3) year quantities are to be used as guidelines and are not a guarantee of work.					
Non-Emergency Services					
Line #	Description	Three Year Qty	Unit Price	Unit of Measure	Extended Price
1	Vacuum Truck	1680	\$ 85.00	per hour	\$ 142,800.00
2	Pickup Truck Services	420	\$ 20.00	per hour	\$ 8,400.00
3	Stake bed/ box truck	420	\$ 25.00	per hour	\$ 10,500.00
4	55 gal. open steel drum	30	\$ 42.00	each	\$ 1,260.00
5	Monthly special waste roll-off	36	\$ 450.00	per month	\$ 16,200.00
6	Special waste roll-of disposal transportation and landfill disposal	36	\$ 35.00	per ton	\$ 1,260.00
7	Operator/Technician Hourly labor charge (per person)	2760	\$ 35.00	per hour	\$ 96,600.00
8	Foreman/Supervisor Hourly Labor Charge	60	\$ 38.75	per hour	\$ 2,325.00
9	Oily Wastwater disposal costs	600,000	\$ 0.25	per gallon	\$ 150,000.00
10	Estimated Additional Services & 10% markup SWA	1	\$120,000.00		\$ 120,000.00

Emergency Services					
#	Description	Three Year Qty	Unit Price	Unit of Measure	Extended Price
11	Vacuum Truck	120	\$ 85.00	per hour	\$ 10,200.00
12	Pickup Truck Services	1500	\$ 20.00	per hour	\$ 30,000.00
13	Stake bed/ box truck	1500	\$ 25.00	per hour	\$ 37,500.00
14	Mini excavator	15	\$ 625.00	per day	\$ 9,375.00
15	55 gal. open steel drum	300	\$ 42.00	each	\$ 12,600.00
16	Oily Wastwater disposal costs	300	\$ 0.25	per gallon	\$ 75.00
17	Special waste roll-off	15	\$ 15.00	per day	\$ 225.00
18	Special waste roll-of disposal transportation and landfill disposal	15	\$ 35.00	per ton	\$ 525.00
19	Operator/Technician Hourly labor charge (per person)	300	\$ 44.00	per hour	\$ 13,200.00
20	Foreman/Supervisor Hourly Labor Charge	150	\$ 52.50	per hour	\$ 7,875.00
21	Estimated Additional Services & 10% markup SWA	1	\$120,000.00		\$ 120,000.00

Total three (3) year Response Price: \$ 790,920.00
Transfer the Total Response Price to the Response Form

	Original Agreed Amount	Released as of 8/17/21	Increase ask	New proposed amount	Contract Start	Contract End
NRC GULF ENVIRONMENTAL SERVICES	\$ 339,542.00	\$ 159,017.52	\$ 100,000.00	\$ 439,542.00	4/1/2020	3/31/2023
CLIFF BERRY INC.	\$ 237,679.40	\$ 127,678.00	\$ 100,000.00	\$ 337,679.40	4/1/2020	3/31/2023
HULLS ENVIRONMENTAL SERVICE INC.	\$ 112,048.86	\$ 111,969.58	\$ 100,000.00	\$ 212,048.86	4/1/2020	3/31/2023
Totals	\$ 689,270.26	\$ 398,665.10	\$ 300,000.00	\$ 989,270.26		

FY Cashflow split for the \$300,000 ask	FY21	\$ 32,466.00
	FY22	\$ 178,334.00
	FY23	\$ 89,200.00
	total	\$ 300,000.00

Contract spend projections by FY

FY20	\$ 34,270.26
FY21	\$ 355,000.00
FY22	\$ 300,000.00
FY23	\$ 300,000.00
total	\$ 989,270.26

Justification: The current spend under to contract for FY21 is projected at \$355,000 due to 2 large remediation events. These numbers reflect the cpa spends. The majority of these transactions come from the HED0202 budget; however, for large events funds are pulled from the responsible business unit.

1. Huls Environmental Services Inc. increased usage due to availability and response time over the other vendors
2. August of 2020 marked a move to single JEA PO's and the elimination of Pcard transactions with these vendors throughout JEA. (\$300k betterment fi
3. Two large sludge spills at Black Ford WTF and Nassau Regional WTF in 2021 required extended remediation not typically forecasted.

	Invoice Date	Invoice Num	Invoice Amount	Comment
CLIFF BERRY INC	26-May-21	1476503	78,400.00	BF sludge spill
NRC GULF ENVIRONMENTAL SERVICES INC	30-Jun-21	245864	34,952.12	NR sludge spill cleanup



Formal Bid and Award System

Award #8 October 6, 2022

Type of Award Request: INVITATION FOR BID (IFB)
Request #: 431
Requestor Name: Sencer, Justin B. - Mgr WWW Reuse Delivery & Collection Eng
Requestor Phone: (904) 665-6826
Project Title: Sanitary Sewer Manhole Structural Rehabilitation and Repair
Project Number: 175-50S; 175-S
Project Location: JEA
Funds: Capital
Budget Estimate: \$10,000,000.00

Scope of Work:

JEA is soliciting Bids from construction contractors for the sealing, resealing, coating, repair and rehabilitation, along with any related incidental work, for sanitary sewer manholes located within JEA's service territory, which includes Duval and surrounding counties.

The Company shall provide all equipment, materials, tools, labor, maintenance of traffic, law enforcement, supervision, clean up, debris removal and site restoration required to the perform the work detailed in this solicitation.

All Work shall be done in accordance with the January 2022 Edition of JEA's Water and Wastewater Standards Manual.

JEA IFB/RFP/State/City/GSA#: 1410804046
Purchasing Agent: Brown, Darriel
Is this a Ratification?: No

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
ENGINEERED SPRAY SOLUTIONS, LLC	Jim Collier	jcollier@ess-1.net	1306 Banana Road, Lakeland, FL, 33810	(863) 577-4821	\$4,000,000.00
CONCRETE CONSERVATION, LLC	Gregory Reynolds	greynolds@spectrashield.com	4527 Sunbeam Road, Jacksonville, FL, 32257	(904) 786-1120	\$3,000,000.00
VORTEX SERVICES, LLC	Ben Roese	benroese@vortexcompanies.com	5910 Hartford Street, Tampa, FL, 33619	(814) 626-0700	\$3,000,000.00

Amount for entire term of Contract/PO: \$10,000,000.00

Award Amount for remainder of this FY: \$3,350,000.00

Length of Contract: Three (3) Years w/Two (2) - 1 Yr. Renewals

Begin Date: 10/01/2022
End Date: 9/30/2025
Renewal Options: Two (2) - One (1) Yr. Renewals
JSEB Requirement: N/A – Optional

BIDDERS:

Name	Award Amount
ENGINEERED SPRAY SOLUTIONS, LLC	\$4,000,000.00
CONCRETE CONSERVATION, LLC	\$3,000,000.00
VORTEX SERVICES, LLC	\$3,000,000.00

Background/Recommendations:


Advertised on 08/03/2022. Eight (8) Bidders attended the mandatory pre-bid meeting held on 08/10/2022. At Bid opening on 09/13/2022, JEA received three (3) Bids. JEA determined Engineered Spray Solutions, LLC. (ESS), Concrete Conservation, LLC. and Vortex Services, LLC. are the lowest responsive and responsible Bidders. A copy of the Bid Forms and Workbooks are attached for reference.

The purpose of this solicitation was to contract for broader types of services for the rehabilitation and repair of sanitary sewer manholes beyond the manhole structural coatings services that were previously awarded to ESS. JEA reviewed the bid submissions and determined the best mix of services offered by each supplier that would fulfill JEA’s projected needs. JEA is awarding to the budget for Sanitary Sewer Manhole Structural Rehabilitation and Repair and payment for task orders will be based on the unit prices which are attached for reference.

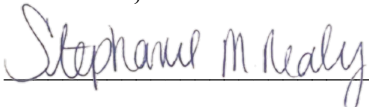
1410804046– Request approval to award contracts to Engineered Spray Solutions, LLC. (\$4,000,000.00), Concrete Conservation, LLC. (\$3,000,000.00), Vortex Services, LLC. (\$3,000,000.00) for continuing services for the Sanitary Sewer Manhole Structural Rehabilitation and Repair Program in the amount of \$10,000,000.00, subject to the availability of lawfully appropriated funds.

Manager: Sencer, Justin B. - Mgr WWW Reuse Delivery & Collection Eng
Director: Scheel, Jackie B. - Dir W/WW Reuse Delivery & Collection
VP: Vu, Hai X. - VP Water Wastewater Systems

APPROVALS:


10/06/2022

Chairman, Awards Committee **Date**


10/06/2022

Budget Representative **Date**

Appendix B - Bid Forms
1410804046 Sanitary Sewer Manhole Structural Rehabilitation and Repair

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

Company Name: Engineered Spray Solutions LLC

Company's Address: 1306 Banana Road, Lakeland Florida 33810

License Number: CGC 1504067

Phone Number: 863-577-4821 FAX No: _____ Email Address: jcollier@ess-1.net

BID SECURITY REQUIREMENTS <input type="checkbox"/> None required <input checked="" type="checkbox"/> Certified Check or Bond (Five Percent (5%))	TERM OF CONTRACT <input type="checkbox"/> One Time Purchase <input type="checkbox"/> Annual Requirements <input checked="" 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 type="checkbox"/> None required <input checked="" 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 <p style="text-align: center;">Insurance required</p>
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PAYMENT DISCOUNTS <input checked="" type="checkbox"/> 1% 20, net 30 <input type="checkbox"/> 2% 10, net 30 <input type="checkbox"/> Other _____ <input type="checkbox"/> None Offered	
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ENTER YOUR BID FOR SOLICITATION 1410804046	TOTAL BID PRICE
Total Bid Price (enter total from cell H23 in the Bid Workbook)	\$28,753,050.00

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 2	<div style="display: flex; align-items: center; justify-content: center;"> <div style="border-bottom: 1px solid black; width: 150px; text-align: center;"> Handwritten Signature of Authorized Officer of Company or Agent </div> <div style="margin-left: 20px; text-align: center;"> 9/13/22 Date </div> </div> <div style="margin-top: 20px; text-align: center;"> James J Collier Printed Name and Title </div>

1410804046 Appendix B - Bid Workbook
Sanitary Sewer Manhole Structural Rehabilitation and Repair
(Only complete the Prices in Yellow Cells)

Spec No. column values beginning with "2" refer to a paragraph in the solicitation.

Spec No. column values beginning with "9" refer to SPECIAL CONDITION ITEM 900 SERIES in Appendix A - Technical Specifications.

					Company name	Engineered Spray Solutions LLC		
Item No.	Spec No.	Est. Qty.	Unit	Description	Unit Price	Annual Extended Price	3 Year Extended Price	
1	901	45	EA	Mobilization	\$12,500.00	\$562,500.00	\$1,687,500.00	
2	902	4,000	SF	Surface Preparation - Existing Fiberglass liner	\$12.00	\$48,000.00	\$144,000.00	
3	903	13,000	SF	Removal of Existing Epoxy or Polyurea Liners	\$38.00	\$494,000.00	\$1,482,000.00	
4	904	120	EA	Bench and Invert Channel Repair	\$1,450.00	\$174,000.00	\$522,000.00	
5	905	2,235	GAL	Chemical Grouting Sealing	\$195.00	\$435,825.00	\$1,307,475.00	
6	906	55	EA	Install/Replace Inside Drop System, <=8"	\$1,200.00	\$66,000.00	\$198,000.00	
7	906	20	EA	Install/Replace Inside Drop System, >=10"	\$1,600.00	\$32,000.00	\$96,000.00	
8	907	4,000	SF	Installing Corrosion Inhibiting Coating on New Manhole	\$44.00	\$176,000.00	\$528,000.00	
9	907	7,000	SF	Installing Corrosion Inhibiting Coating on Existing Manhole	\$56.00	\$392,000.00	\$1,176,000.00	
10	908	54,000	SF	Install Epoxy, Polyurea or Polyurethane Structural Coating, Minimum Thickness	\$80.00	\$4,320,000.00	\$12,960,000.00	
11	908	63,000	SF	Install Epoxy, Polyurea or Polyurethane Structural Coating, Additional 0.125-in of thickness	\$36.00	\$2,268,000.00	\$6,804,000.00	
12	909	357	EA	Manhole Inspection Level 2 with 3D scan and imagery	\$325.00	\$116,025.00	\$348,075.00	
Cash Allowances								
	910	1	LS	Bypass Pumping Service Allowance	\$200,000.00	\$200,000.00	\$600,000.00	
	911	1	LS	Maintenance of Traffic Allowance	\$200,000.00	\$200,000.00	\$600,000.00	
	2.14.4	1	LS	SWA Allowance	\$100,000.00	\$100,000.00	\$300,000.00	

Total Bid Price (transfer total to Page 1 Appendix B - Bid Form)	\$28,753,050.00
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Appendix B - Bid Forms
1410804046 Sanitary Sewer Manhole Structural Rehabilitation and Repair

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

Company Name: CONCRETE CONSERVATION, LLC
 Company's Address: 4527 SUNBEAM RD, JACKSONVILLE, FL 32257
 License Number: CUC 1223874
 Phone Number: 904-489-4889 FAX No: 904-419-4892 Email Address: greynolds@spectrashield.com

BID SECURITY REQUIREMENTS <input type="checkbox"/> None required <input checked="" type="checkbox"/> Certified Check or Bond (Five Percent (5%))	TERM OF CONTRACT <input type="checkbox"/> One Time Purchase <input type="checkbox"/> Annual Requirements <input checked="" type="checkbox"/> Other, Specify - Project Completion
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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 type="checkbox"/> None required <input checked="" 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 <p align="center">Insurance required</p>
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PAYMENT DISCOUNTS <input type="checkbox"/> 1% 20, net 30 <input type="checkbox"/> 2% 10, net 30 <input type="checkbox"/> Other _____ <input checked="" type="checkbox"/> None Offered	
--	--

ENTER YOUR BID FOR SOLICITATION 1410804046	TOTAL BID PRICE
Total Bid Price (enter total from cell H23 in the Bid Workbook)	\$ <u>14,269,695.60</u>

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

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 _____

G. Reynolds
 Handwritten Signature of Authorized Officer of Company or Agent 9/9/22 Date

GREGORY REYNOLDS / PRESIDENT
 Printed Name and Title

1410804046 Appendix B - Bid Workbook

Sanitary Sewer Manhole Structural Rehabilitation and Repair

(Only complete the Prices in Yellow Cells)

Spec No. column values beginning with "2" refer to a paragraph in the solicitation.

Spec No. column values beginning with "9" refer to SPECIAL CONDITION ITEM 900 SERIES in Appendix A - Technical Specifications.

					Company name	Concrete Conservation, LLC		
Item No.	Spec No.	Est. Qty.	Unit	Description	Unit Price	Annual Extended Price	3 Year Extended Price	
1	901	45	EA	Mobilization	\$1,122.00	\$50,490.00	\$151,470.00	
2	902	4,000	SF	Surface Preparation - Existing Fiberglass liner	\$15.00	\$60,000.00	\$180,000.00	
3	903	13,000	SF	Removal of Existing Epoxy or Polyurea Liners	\$12.00	\$156,000.00	\$468,000.00	
4	904	120	EA	Bench and Invert Channel Repair	\$1,200.00	\$144,000.00	\$432,000.00	
5	905	2,235	GAL	Chemical Grouting Sealing	\$295.00	\$659,325.00	\$1,977,975.00	
6	906	55	EA	Install/Replace Inside Drop System, <=8"	\$2,600.00	\$143,000.00	\$429,000.00	
7	906	20	EA	Install/Replace Inside Drop System, >=10"	\$3,250.00	\$65,000.00	\$195,000.00	
8	907	4,000	SF	Installing Corrosion Inhibiting Coating on New Manhole	\$26.67	\$106,680.00	\$320,040.00	
9	907	7,000	SF	Installing Corrosion Inhibiting Coating on Existing Manhole	\$29.62	\$207,340.00	\$622,020.00	
10	908	54,000	SF	Install Epoxy, Polyurea or Polyurethane Structural Coating, Minimum Thickness	\$37.67	\$2,034,180.00	\$6,102,540.00	
11	908	63,000	SF	Install Epoxy, Polyurea or Polyurethane Structural Coating, Additional 0.125-in of thickness	\$9.11	\$573,930.00	\$1,721,790.00	
12	909	357	EA	Manhole Inspection Level 2 with 3D scan and imagery	\$158.60	\$56,620.20	\$169,860.60	
Cash Allowances								
	910	1	LS	Bypass Pumping Service Allowance	\$200,000.00	\$200,000.00	\$600,000.00	
	911	1	LS	Maintenance of Traffic Allowance	\$200,000.00	\$200,000.00	\$600,000.00	
	2.14.4	1	LS	SWA Allowance	\$100,000.00	\$100,000.00	\$300,000.00	

Total Bid Price (transfer total to Page 1 Appendix B - Bid Form)	\$14,269,695.60
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Appendix B - Bid Forms
1410804046 Sanitary Sewer Manhole Structural Rehabilitation and Repair

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

Company Name: Vortex Services, LLC

Company's Address: 5910 Hartford St. Tampa, Florida 33619

License Number: CUC1224939

Phone Number: (813) 626-0700 FAX No: N/A

Email Address: benroese@vortexcompanies.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 1410804046	TOTAL BID PRICE
Total Bid Price (enter total from cell H23 in the Bid Workbook)	\$21,272,250.00

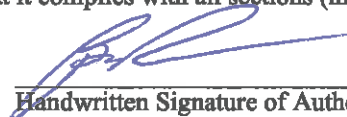
I have read and understood the Sunshine Law/Public Records clauses contained within this solicitation. I understand that in the absence of a redacted copy my proposal will be disclosed to the public "as-is".

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 2



Handwritten Signature of Authorized Officer of Company or Agent

9/13/2022
Date

Ben Roese – Regional Vice President
 Printed Name and Title

Appendix B - Bid Forms
1410804046 Sanitary Sewer Manhole Structural Rehabilitation and Repair

Subcontractor Form

JEA Solicitation Number 1410804046 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.

Marra Services Inc.	Nick Marra (440) 667-0030	Bid Workbook Lines 8-11	\$4,825,000.00 Annually

1410804046 Appendix B - Bid Workbook
Sanitary Sewer Manhole Structural Rehabilitation and Repair
(Only complete the Prices in Yellow Cells)

Spec No. column values beginning with "2" refer to a paragraph in the solicitation.
Spec No. column values beginning with "9" refer to SPECIAL CONDITION ITEM 900 SERIES in Appendix A - Technical Specifications.

					Company name	Vortex Services, LLC.		
Item No.	Spec No.	Est. Qty.	Unit	Description	Unit Price	Annual Extended Price	3 Year Extended Price	
1	901	45	EA	Mobilization	\$5,000.00	\$225,000.00	\$675,000.00	
2	902	4,000	SF	Surface Preparation - Existing Fiberglass liner	\$22.00	\$88,000.00	\$264,000.00	
3	903	13,000	SF	Removal of Existing Epoxy or Polyurea Liners	\$40.00	\$520,000.00	\$1,560,000.00	
4	904	120	EA	Bench and Invert Channel Repair	\$650.00	\$78,000.00	\$234,000.00	
5	905	2,235	GAL	Chemical Grouting Sealing	\$250.00	\$558,750.00	\$1,676,250.00	
6	906	55	EA	Install/Replace Inside Drop System, <=8"	\$1,500.00	\$82,500.00	\$247,500.00	
7	906	20	EA	Install/Replace Inside Drop System, >=10"	\$1,750.00	\$35,000.00	\$105,000.00	
8	907	4,000	SF	Installing Corrosion Inhibiting Coating on New Manhole	\$50.00	\$200,000.00	\$600,000.00	
9	907	7,000	SF	Installing Corrosion Inhibiting Coating on Existing Manhole	\$50.00	\$350,000.00	\$1,050,000.00	
10	908	54,000	SF	Install Epoxy, Polyurea or Polyurethane Structural Coating, Minimum Thickness	\$50.00	\$2,700,000.00	\$8,100,000.00	
11	908	63,000	SF	Install Epoxy, Polyurea or Polyurethane Structural Coating, Additional 0.125-in of thickness	\$25.00	\$1,575,000.00	\$4,725,000.00	
12	909	357	EA	Manhole Inspection Level 2 with 3D scan and imagery	\$500.00	\$178,500.00	\$535,500.00	
Cash Allowances								
	910	1	LS	Bypass Pumping Service Allowance	\$200,000.00	\$200,000.00	\$600,000.00	
	911	1	LS	Maintenance of Traffic Allowance	\$200,000.00	\$200,000.00	\$600,000.00	
	2.14.4	1	LS	SWA Allowance	\$100,000.00	\$100,000.00	\$300,000.00	

Total Bid Price (transfer total to Page 1 Appendix B - Bid Form)	\$21,272,250.00
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