

# Welcome to the JEA Awards Meeting

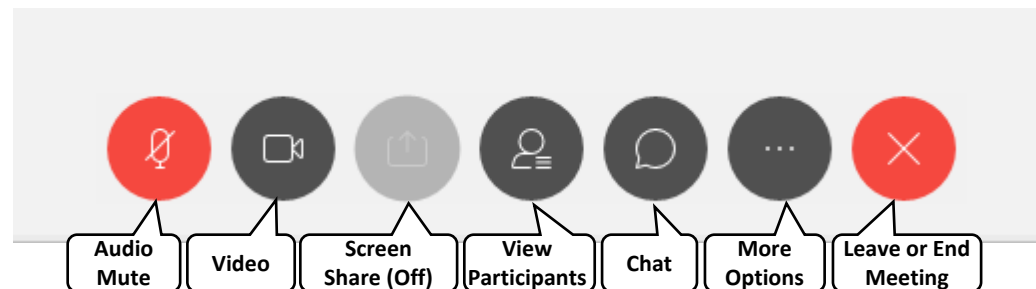
You have been joined to the meeting with your **audio muted** by default.

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 **Aileen Cruz** at **cruza@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 **Aileen Cruz** by telephone at **(904) 703-0996** or by email at **cruza@jea.com** if you experience any technical difficulties during the meeting.

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



**AWARDS  
COMMITTEE  
AGENDA**

**DATE:** Thursday, January 12, 2023

**TIME:** 10:00 A.M.

**PLACE:** JEA, Customer Center, Bid Office, 1st Floor, 21 West Church Street, Jacksonville, FL  
32202 OR  
WebEx/Teleconference  
WebEx Meeting Number (access code): 2309 526 2709  
WebEx Password: cQMmJPHA823

**Public Comments:**

**Awards:**

1. Approval of the minutes from the last meeting(01/05/2022)
2. 1410837846 – Request approval to award a contract to GreenTechnologies, LLC, for the sale of biosolids byproducts from the Buckman WRF in the amount of \$32.00/ton, with an estimated contract revenue value of \$912,000.00
3. DEFERRED
4. Request approval to extend the contract for Trademark Metals Recycling, LLC for an additional six (6) months for the sale of scrap cable, wire, and metal for an additional estimated revenue in the amount of \$329,184.11, for a total estimated revenue of \$2,962,659.67, subject to the availability of lawfully appropriated funds
5. Request approval to award contracts to Mitsubishi Electric Power Products, Inc. for Item GCBAR002 carried in JEA’s inventory stock for a total amount of \$312,180.00 subject to the availability of lawfully appropriated funds
6. Request approval to award a contract amendment to Duval Ford for the purchase of purchase of nineteen (19) vehicles within the vehicle class categories of 122, and 123 for JEA’s FY23 fleet capital requirements in the amount of \$2,509,993.68.

**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.

## 01-12-2023 Awards Committee

<u>Award#</u>	<u>Type of Award</u>	<u>Business Unit</u>	<u>Estimated/Budgeted Amount</u>	<u>Amount</u>	<u>Awardee</u>	<u>Term</u>	<u>Summary</u>
1	Minutes	N/A	N/A	N/A	N/A	N/A	Approval of minutes from the 01/05/2023 meeting.
2	INVITATION TO NEGOTIATE (ITN)	Vu	\$285,000.00 (Estimated Revenue)	\$912,000.00 (Proposed Revenue)	GREENTECHNOLOGIES, LLC	Three (3) Years w/ Two (2) - 1 Yr. Renewals	<p><b><u>Buckman WRF Byproducts Removal Program</u></b></p> <p>The scope of work for this contract is to remove and purchase Class AA Biosolids from the Buckman Wastewater Reclamation Facility (WRF). The vendor will be responsible for providing the following services; pickup, transport and disposal of JEA generated Class AA Biosolids. The Biosolids will be provided in the form of pellets.</p> <p>The business unit estimate was based on the current price JEA receives of \$10.00 per ton of biosolids pellets. The bid price of \$32.00 per ton was compared to the previous price and was deemed reasonable. This will represent a projected increase in revenue to JEA of \$627,000.00 over the course of the contract. GreenTechnologies, LLC is the incumbent service provider, and has performed well.</p>
3	DEFERRED	DEFERRED	DEFERRED	DEFERRED	DEFERRED	DEFERRED	DEFERRED
4	CONTRACT EXTENSION	McElroy	\$329,184.11	\$329,184.11 (Proposed Revenue)	TRADEMARK METALS RECYCLING, LLC	Three (3) Years w/One (1) – 1 Yr. Renewal	<p><b><u>Sale of Scrap Cable, Wire, &amp; Metal Contract Extension</u></b></p> <p>The purpose of this contract extension is to extend our current contract with Trademark Metal Recycling LLC for an additional six (6) months. The original contract was for the sale of scrap cable, wire, and metal produced by JEA and processed via Investment Recovery Operations. This scrap is processed from all portions of JEA, with revenue generated from surplus/scrap wire, cable, iron and steel generated by JEA Electric, Water, and Wastewater Departments.</p> <p>JEA is satisfied with the level of service Trademark Metals Recycling LLC has provided during the last four (4) years. With the price increases for most of the scrapped metals, JEA has recovered almost \$300K more</p>

## 01-12-2023 Awards Committee

							<p>than initially forecasted. The current contract expires January 16, 2023. JEA would like to extend the contract for an additional six (6) months to adequately prepare to competitively bid out the metal recycling services later in the year. The vendor has agreed to extend the contract for an additional six (6) months. This extension does not negatively impact the budget. The additional six (6) month revenue estimate is based on the yearly average recovered so far. This value is used to calculate the total expected recovery if we extend for 6 months.</p> <p>A total estimated revenue of \$2,962,659.67.</p>
5	SINGLE SOURCE	McElroy	\$303,627.00	\$312,180.00	<p>MITSUBISHI ELECTRIC POWER PRODUCTS, INC. C/O ENGINEERED POWER PRODUCTS, INC.</p>	One-Time Purchase	<p><b><u>Item GCBAR002 Deadtank Breaker Spot Buy</u></b></p> <p>The purpose of this single source purchase is to spot buy item three (3) GCBAR002 (BREAKER, DEADTANK, SF6, 72.5KV, 3000A, 350KV BIL, 50KA, SPRING).</p> <p>Mitsubishi Electric Power Products is the only approved manufacturer of item GCBAR002 (BREAKER, DEADTANK, SF6, 72.5KV, 3000A, 350KV BIL, 50KA, SPRING). These breakers are used in JEA's Electric Substations for any 69kV breaker replacements. JEA does not typically build new 69kV substations. New substations are built at 230kV now. The 69kV system is an older system that forms the inner ring of substations just outside of downtown Jacksonville.</p> <p>These breakers will be used when an existing 69kV breaker fails or as a part of the ongoing breaker replacement program over the next 20 plus years. The next few breakers will be used at the following substations: Lane Ave, Oakwood Villa, Naval Air Station, Robinwood and Merrill Road.</p> <p>The price difference between the estimate and the current pricing is due to an increase in Mitsubishi items implemented after the last purchase in November of 2022. The price increase was 2.8%, below the PPI of 7.1%.</p>
6	CONTRACT AMENDMENT	McElroy	\$2,355,000.00	\$2,509,993.68	DUVAL FORD	Project Completion	<p><b><u>JEA Light and Medium Duty Vehicle Procurement Acquisition Contract Amendment</u></b></p>

## 01-12-2023 Awards Committee

						<p>The purpose of this contract amendment is to purchase nineteen (19) additional vehicles within the vehicle class categories of 122 and 123 for JEA's FY23 fleet capital requirements for replacement for the Electric and Water departments and expansion for the Electric and Water departments as follows:</p> <ul style="list-style-type: none"><li>• Electric Replacement – 2 Units</li><li>• Electric Expansion – 2 Units</li><li>• Water Replacement – 6 Units</li><li>• Water Expansion – 9 Units</li></ul> <p>JEA had planned on purchasing forty-two (42) Medium Duty Vehicles from Ford based on the FY23 Buy Plan, but only received 19 allocations for this year. However, these vehicles are expected to arrive in FY24, and funding has been identified in that fiscal year to support the purchase. Duval Ford is quoting FSA pricing for the purchase of these nineteen (19) vehicles. Duval Ford was the only vendor to submit a bid for the original purchase of these vehicles in the 2021 solicitation for FY22 Medium Duty Vehicles. Duval Ford was also awarded the largest amount of vehicles on the FY21 solicitation performed in 2020. Duval Ford has been a historically well performing vendor for both quality of work and timeliness of capital purchases, and also historically very competitive in past solicitations as well.</p> <p>When Fleet planned for the FY23 budget for the forty-two (42) MD vehicles , they estimated an average 25% increase (based on the option requested) in pricing from the FY22 solicitation prices. When Fleet met with Ford corporate representatives in the beginning of June, they were informed to expect a price increase of 20%-28%. Price increases rose an average of 32% for class categories 122 and 123. This increase in pricing accounts for the difference between the budgeted amount and the actual purchase amount.</p> <p>Request approval to award a contract amendment to Duval Ford for the purchase of purchase of nineteen (19) vehicles within the vehicle class categories of 122, and 123 for JEA's FY23 fleet capital requirements in the amount of \$2,509,993.68, for a total not-to-exceed amount of \$5,760,351.68, subject to the availability of lawfully appropriated funds.</p>
--	--	--	--	--	--	--

01-12-2023 Awards Committee

<b>Total Awarded</b>				<b>\$16,018,628.68 (Expenditures)</b>			
				<b>\$1,241,184.11 (Proposed Revenue)</b>			

## **JEA AWARDS COMMITTEE JANUARY 5, 2023, MEETING MINUTES**

The JEA procurement Awards Committee met on January 5, 2023, 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), Stephanie Nealy as Budget Representative, Rebecca Lavie as Office of General Counsel Representative, Hai Vu as Vice Chairperson (onsite), Mark Stultz for Laura Schepis, Ricky Erixton (onsite), and Joe Orfano. Unless otherwise indicated, all attendees were via WebEx.

Chair Datz called the meeting to order at 10:00 a.m., introduced the Awards Committee Members, and confirmed that there was an in-person quorum of the Committee membership present.

### Public Comments:

Chair Datz recognized the public comment speaking period and opened the meeting floor to public comments. No public comments were provided by email, phone or videoconference.

### Awards:

1. Approval of the minutes from the last meeting (12/15/2022). Chair Datz verbally presented the Committee Members the proposed December 15, 2022, minutes as presented.

**MOTION:** Hai Vu made a motion to approve the December 15, 2022, minutes (Award Item 1). The motion was seconded by Ricky Erixton and approved unanimously by the Awards Committee (5-0).

The Committee Members reviewed and discussed the following Awards Items 2, 4 –14, award 3 deferred.

2. 1410841446 – Request approval to award a contract to Breaking Ground Contracting Company for construction services for the Arlington East WRF Warehouse in the amount of \$1,169,965.00, subject to the availability of lawfully appropriated funds.

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

### 3. **DEFERRED**

4. Request approval to award a contract to STV, Inc. for professional engineering services for the Harts Road Bridge Replacement Utility Improvements project in the amount of \$199,782.63, subject to the availability of lawfully appropriated funds.

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

5. Request approval to award a renewal to Murphy Pipeline Contractors, LLC for pipe bursting in the amount \$4,200,000.00, for a new total not-to-exceed amount of \$13,449,388.50, subject to the availability of lawfully approved funds.

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

6. Request approval to award a contract increase to CDM Smith Inc. for additional engineering and consulting for the RiverTown Water Treatment Plant Project in the amount of \$29,025.00, for a new not-to-exceed amount of \$2,210,700.00, subject to the availability of lawfully appropriated funds.

**MOTION:** Mark Stultz 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).

7. Request approval for a one (1) year contract renewal to Trees, Inc. for vegetation management services in the amount of \$6,425,000.00, for a new not-to-exceed amount of \$37,647,514.94, subject to the availability of lawfully appropriated funds.

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

8. 1410901246– Request approval to award contracts to Complete Services Well Drilling, Inc. (\$500,000.00) and AC Schultes of Florida dba Rowe Drilling (\$100,000.00) for continuing services for the Well Services – Repair and Maintenance in the amount of \$600,000.00, subject to the availability of lawfully appropriated funds.

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

9. Request approval for a contract increase to IMC Fire Protection, LLC for fire protection inspections, testing and maintenance services in the amount of \$785,101.68, for a new not-to-exceed amount of \$1,282,032.93, subject to the availability of lawfully appropriated funds.

**MOTION:** Mark Stultz made a motion to approve Award Item 9 as presented in the committee packet. The motion was seconded by Joe Orfano and approved unanimously by the Awards Committee (5-0).

10. Request approval to award an amendment for an increase to the contract with Orlando Freightliner for the purchase of vehicles for JEA's FY24 heavy duty fleet capital requirements in the amount of \$1,014,174.00, for a total not-to-exceed amount of \$4,060,646.17, subject to the availability of lawfully appropriated funds.

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

11. 1410795646 - Request approval to award a contract to Prolec - GE Waukesha Inc for the supply of two (2), 138kV / 27.6kV X 13.8 kV Transformers for Eagle Substation in the amount of \$3,424,480.00, subject to the availability of lawfully approved funds.

**MOTION:** Joe Orfano made a motion to approve Award Item 11 as presented in the committee packet. The motion was seconded by Ricky Erixton and approved unanimously by the Awards Committee (5-0).

12. Request approval to award Amendment #8 to General Electric International for funding of the inspections and maintenance and repair services in the amount of \$43,153,955.12, for the new not-to-exceed amount of \$329,872,724.12, subject to the availability of lawfully appropriated funds.

**MOTION:** Ricky Erixton made a motion to approve Award Item 12 as presented in the committee packet. The motion was seconded by Hai Vu and approved unanimously by the Awards Committee (5-0).

13. Request approval to award a contract to RPM Solutions, LLC for crushing services for JEA in the amount of \$860,000.00, subject to the availability of lawfully appropriated funds.

**MOTION:** Joe Orfano made a motion to approve Award Item 13 as presented in the committee packet. The motion was seconded by Hai Vu and approved unanimously by the Awards Committee (5-0).



14. Request approval to award a contract increase to Black & Veatch Management Consulting LLC for IRP and DER services in the amount of \$701,356.80, for a new total not-to-exceed amount of \$2,577,288.00, subject to the availability of lawfully approved funds.

**MOTION:** Mark Stultz made a motion to approve Award Item 14 as presented in the committee packet. The motion was seconded by Ricky Erixton and approved unanimously by the Awards Committee (5-0).

Informational Item:

No informational items were presented to the Awards Committee.

Ratifications:

Award item 14 is a ratification item that was presented to the Awards Committee

Public Comments:

No additional public comment speaking period was taken.

Adjournment:

Chair Datz adjourned the meeting at 10:34 a.m.

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



# Formal Bid and Award System

Award #2 January 12, 2023

**Type of Award Request:** INVITATION TO NEGOTIATE (ITN)  
**Requestor Name:** Gonzalez Vargas, Freddy  
**Requestor Phone:** (939) 252-0641  
**Project Title:** Buckman WRF Byproducts Removal Program  
**Project Number:** N/A  
**Project Location:** JEA  
**Funds:** N/A  
**Business Unit Estimate:** \$285,000.00

### Scope of Work:

The scope of work for this contract is to remove and purchase Class AA Biosolids from the Buckman Wastewater Reclamation Facility (WRF). The vendor will be responsible for providing the following services; pickup, transport and disposal of JEA generated Class AA Biosolids. The Biosolids will be provided in the form of pellets.

**JEA IFB/RFP/State/City/GSA#:** 1410837846  
**Purchasing Agent:** Kruck, Dan  
**Is this a Ratification?:** NO

### RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Revenue Amount
GREENTECHNOLOGIES, LLC	Marla Buchanan	mbuchanan@green-edge.com	6811 Green Edge Trace, Jacksonville, FL 32234	(904) 289-4322	\$912,000.00

**Amount for entire term of Contract/PO:** \$912,000.00  
**Length of Contract/PO Term:** Three (3) Years w/ Two (2) - 1 Yr. Renewals  
**Begin Date:** 02/15/2023  
**End Date:** 02/14/2026  
**Renewal Options:** Two (2) - 1 Yr. Renewals  
**JSEB Requirement:** N/A - Optional

### RESPONDENTS:

Name	First Round	BAFO	Rank
GREENTECHNOLOGIES, LLC	\$912,000.00	\$912,000.00	1
SYNAGRO SOUTH, LLC	N/A	N/A	N/A
H&H LIQUID SLUDGE DISPOSAL, INC.	(\$513,000.00)	N/A	N/A

**Background/Recommendations:**

Advertised on 08/22/2022. Four (4) companies attended the optional pre-response meeting held on 08/29/2022. At response opening on 10/04/2022, JEA received three (3) Responses. GreenTechnologies, LLC and Synagro South, LLC were short-listed and invited to submit Best and Final Offers (BAFO). GreenTechnologies, LLC was deemed the highest responsive and responsible respondent. A copy of the Response Form is attached for reference.

H&H Liquid Sludge Disposal, Inc. was not shortlisted since their proposal was to charge JEA instead of paying JEA for the biosolids byproducts. Synagro South, LLC proposed a profit split with JEA in lieu of a fixed price for the biosolids byproducts. During the BAFO negotiations JEA determined that the profit split option would not be in the best interests of JEA, and Synagro South, LLC withdrew from consideration during the BAFO submission.

The business unit estimate was based on the current price JEA receives of \$10.00 per ton of biosolids pellets. The bid price of \$32.00 per ton was compared to the previous price and was deemed reasonable. This will represent a projected increase in revenue to JEA of \$627,000.00 over the course of the contract. GreenTechnologies, LLC is the incumbent service provider, and has performed well.

1410837846 – Request approval to award a contract to GreenTechnologies, LLC, for the sale of biosolids byproducts from the Buckman WRF in the amount of \$32.00/ton, with an estimated contract revenue value of \$912,000.00.

**Director:** Sgambettera, John J. – Dir. WW & Reuse Treatment

**VP:** Vu, Hai X. – VP Water Wastewater Systems

**APPROVALS:**

---

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

---

**Budget Representative** **Date**

**APPENDIX B**  
**BAFO RESPONSE FORM FOR SOLICITATION # 1410837846**  
**Buckman Wastewater Treatment Plant Byproducts Removal Program**  
 Submit electronically through Zycus as described in Appendix C – Zycus Supplier Instructions

Company Name: GreenTechnologies, LLC

Company's Address 6811 Green Edge Trace, Jacksonville, FL 32234

Phone Number: 904-289-4322

FAX No: 352-379-7749

Email Address: mbuchanan@blueoceantitle.com

**BID SECURITY REQUIREMENTS**

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

**TERM OF CONTRACT**

- One Time Purchase  
 Annual Requirements – 3 yrs, two (2) optional one (1) year renewals  
 Other, Specify- Project Completion

**SAMPLE REQUIREMENTS**

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

**SECTION 255.05, FLORIDA STATUTES CONTRACT BOND**

- None required  
 Bond or letter of credit \$50,000.00 annually

**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**

ENTER YOUR BID FOR THE FOLLOWING DESCRIBED ARTICLES OR SERVICES	Unit Price / Ton	Three Year Forecast tonnage	TOTAL BID PRICE
Class AA biosolids pellets, bid on per ton basis	\$32.00 a ton or 0.50 a ton more than Synagro's bid, whichever is greater	28,500	\$912,000.00 or \$14,250 more than Synagro's bid, whichever is greater

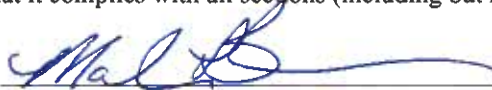
**I have read and understood the Sunshine Law/Public Records clauses contained within this solicitation. I understand that in the absence of a redacted copy my proposal will be disclosed to the public "as-is".**

**RESPONDENT'S CERTIFICATION**

By submitting this Response, the Respondent 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 Responding 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 Respondent 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 4



Handwritten Signature of Authorized Officer of Company or Agent

12/22/22

Date

Marla Buchanan, COO

Printed Name and Title



# Formal Bid and Award System

Award #4 January 12, 2023

**Type of Award Request:** CONTRACT EXTENSION  
**Request #:** 6501  
**Requestor Name:** Yeager, Chad - Associate Manager, Investment Recovery Operations  
**Requestor Phone:** (904) 665-8735  
**Project Title:** Sale of Scrap Cable, Wire, & Metal  
**Project Number:** HEA0420  
**Project Location:** JEA  
**Funds:** O&M  
**Revenue Estimate:** \$329,184.11

**Scope of Work:**

The purpose of this contract extension is to extend our current contract with Trademark Metal Recycling LLC for an additional six (6) months. The original contract was for the sale of scrap cable, wire, and metal produced by JEA and processed via Investment Recovery Operations. This scrap is processed from all portions of JEA, with revenue generated from surplus/scrap wire, cable, iron and steel generated by JEA Electric, Water, and Wastewater Departments. The solicitation included the following categories of metal and wire:

- Bare Aluminum Wire & Cable
- Insulated Aluminum Wire & Cable
- Scrap Aluminum
- Bare Copper Wire & Cable
- Insulated Copper Wire & Cable
- Copper-weld Wire
- Scrap Iron & Steel
- Scrap Cast Iron
- Mixed Stainless Steel
- Copper & Brass
- Aluminum Bronze Solids
- Scrap Electric Meters
- Paper Insulated Lead Coated Copper Cable (PILC)

**JEA IFB/RFP/State/City/GSA#:** 6501  
**Purchasing Agent:** Bayouth, Eddie  
**Is this a Ratification?:** NO

**RECOMMENDED AWARDEE(S):**

Name	Contact Name	Email	Address	Phone	Additional Revenue Estimate	Total Estimated Revenue Amount
TRADEMARK METALS RECYCLING, LLC	Marc Cisneros	<a href="mailto:marc.cisneros@tmrecycling.com">marc.cisneros@tmrecycling.com</a>	2402 NW 6th St, Ocala FL 34475	904-452-7732	\$329,184.11	\$2,962,659.67

**Amount of Original Award:** \$2,239,709.43  
**Amount Recovered:** \$2,633,475.26  
**Date of Original Award:** 01/31/2019  
**Contract Increase Amount:** \$329,184.11  
**New Not-To-Exceed Amount:** \$2,962,659.67  
**Length of Contract/PO Term:** Three (3) Years w/One (1) – 1 Yr. Renewal  
**Begin Date (mm/dd/yyyy):** 01/17/2019  
**End Date (mm/dd/yyyy):** 07/16/2023  
**Renewal Options:** None Remaining  
**JSEB Requirement:** N/A - Optional

**Background/Recommendations:**

Competitively bid and approved by the Awards Committee on 01/31/2019 to Trademark Metals Recycling, LLC with an estimated revenue of \$2,239,709.43. To date, JEA has recovered \$2,633,475.26 of scrap cable, wire, and metal.

JEA is satisfied with the level of service Trademark Metals Recycling LLC has provided during the last four (4) years. With the price increases for most of the scrapped metals, JEA has recovered almost \$300K more than initially forecasted. The current contract expires January 16, 2023. JEA would like to extend the contract for an additional six (6) months to adequately prepare to competitively bid out the metal recycling services later in the year. The vendor has agreed to extend the contract for an additional six (6) months. This extension does not negatively impact the budget. The additional six (6) month revenue estimate is based on the yearly average recovered so far. This value is used to calculate the total expected recovery if we extend for 6 months.

Request approval to extend the contract for Trademark Metals Recycling, LLC for an additional six (6) months for the sale of scrap cable, wire, and metal for an additional estimated revenue in the amount of \$329,184.11, for a total estimated revenue of \$2,962,659.67, subject to the availability of lawfully appropriated funds.

**Manager:** Robinson, Robert – Manager Investment Recovery & Warehouse Operations  
**VP:** McElroy, Alan. – VP Supply Chain & Operations Support

**APPROVALS:**

---

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

---

**Budget Representative** **Date**



FISCAL YEAR	O&M APPROVED BUDGET	AS OF 01/31/19-11/17/2022	Projected Recovery under Current Contract	FORECASTED NEW CONTRACT AMOUNT	TOTAL PROJECTION	Annual Average
FY23			\$ 2,633,475.26	\$ -	\$ 2,633,475.26	\$ 658,368.82
FY 24						
<b>TOTAL Extension Amount</b>						\$ 329,184.41

\$ 2,962,659.67

	Contract Payment Total	Contractor Payment Total	Difference In Payments
FY-20	\$ 916,036.75	\$ 909,441.90	\$ (6,594.85)
FY-21	\$ 916,026.02	\$ 916,025.99	\$ (0.03)
FY-22	\$ 736,759.04	\$ 741,233.03	\$ 4,473.99
FY-23	\$ 66,774.31	\$ 66,774.34	\$ 0.03
	\$ 2,635,596.12	\$ 2,633,475.26	\$ (2,120.86)
		\$ 658,368.82	
<u>Difference</u>			
FY-20	\$ 6,594.85		
FY-21	\$ 0.03		
FY-22	\$ (4,473.99)		
FY-23	\$ (0.03)		

TIME ELAPSED to expiration  
3 years, 11 months

time elapsed to current  
3 years, 9 months

CPA 180022, Trademark Metals Recycling LLC. 1/31/2019 - 1/16/2023 (3 yrs and 11 Months)	
Amount agreed	\$ 2,271,072.90
Change order (Amendment 2)	
New Not to exceed amount	\$ 2,271,072.90
Total Amount Recovered	\$ 2,633,475.26
Amount Exceeded	\$ 362,402.36
Amount Received	\$ 2,598,459.94
O&M PO amount available	
TERMS	47
Months in place	46
Months remaining for current contract	1
FY20 Recovered	\$ 909,441.90
FY21 Recovered	\$ 916,025.99
FY22 Recovered	\$ 741,233.03
AvgAmount Recovered for FY23	\$ 1,757.22
Avg Amount Recovered	\$ 658,368.82





# Formal Bid and Award System

Award #5 January 12, 2023

**Type of Award Request:** SINGLE SOURCE  
**Requestor Name:** Jessica Keeler  
**Requestor Phone:** (904)665-6403  
**Project Title:** ITEM GCBAR002 Deadtank Breaker  
**Project Number:** Various  
**Project Location:** JEA  
**Funds:** Inventory Blanket Account  
**Business Unit Estimate:** \$303,627.00

**Scope of Work:**

The purpose of this single source purchase is to spot buy item three (3) GCBAR002 (BREAKER, DEADTANK, SF6, 72.5KV, 3000A, 350KV BIL, 50KA, SPRING). During the last 12 months, the commodity spend for this item was \$170,016.00 (two breakers used). The inventory balance for this item is \$177,686.26 (two breakers on hand) with the average current lead time of sixty-seven to sixty-eight (67-68) weeks. The Current min/max for this item is 0/0. In the past this item has been ordered on an as needed basis. With the increase usage, Planning is developing a stocking min/max for the breakers.

**JEA IFB/RFQ/State/City/GSA#:** RFQ 104467  
**Purchasing Agent:** Eddie Bayouth  
**Is this a Ratification?:** NO

**RECOMMENDED AWARDEE(S):**

Name	Vendor Contact	Email	Address	Phone	Amount
MITSUBISHI ELECTRIC POWER PRODUCTS, INC. C/O ENGINEERED POWER PRODUCTS, INC.	SUSAN WHISENHUNT	SUSAN.W HISENHUNT@EPPR EP.COM	PO BOX 211805 ROYAL PALM BEACH, FL 33421	561-660-4895	\$312,180.00

**Amount for entire term of Contract/PO:** \$312,180.00  
**Award Amount for remainder of this FY:** \$0.00  
**Length of Contract/PO Term:** One-Time Purchase  
**Begin Date (mm/dd/yyyy):** 01/12/2023  
**End Date (mm/dd/yyyy):** One-Time Purchase (Expected 05/12/2024)  
**JSEB Requirement:** N/A – Single Source

**Background/Recommendations:**

Mitsubishi Electric Power Products is the only approved manufacturer of item GCBAR002 (BREAKER, DEADTANK, SF6, 72.5KV, 3000A, 350KV BIL, 50KA, SPRING). These breakers are used in JEA’s Electric Substations for any 69kV breaker replacements. JEA does not typically build new 69kV substations. New substations are built at 230kV now. The 69kV system is an older system that forms the inner ring of substations just outside of downtown Jacksonville.



REQUEST FOR QUOTATION  
 21 West Church St CC-6  
 Jacksonville, FL 32202-3139  
 FAX Number: (904) 665-7363

RFQ Number: 104467

Buyer Name: Richardson, Linda

Phone: (904) 665-6456

Email: RICHLS@JEA.COM

Page 1 of 2

Quote Due Date: 09-JAN-23

\*\* By 12:00 PM Noon EST

Vendor: 912849  
 Mitsubishi Electric Power Products, Inc.  
 C/O ENGINEERED POWER PRODUCTS INC  
 PO BOX 211805  
 ROYAL PALM BEACH, FL 33421



Date: 04-Jan-23  
 Vendor Contact: SUSAN WHISENHUNT\*\*  
 Vendor Contact Phone: ()  
 Vendor Fax: (724) 772-2146  
 Vendor Email:  
 SUSAN.WHISENHUNT@EPPREP.COM

Please quote prices for items described in specific unit of measure and furnish information requested. Freight to be included in the unit cost, FOB destination unless otherwise specified by Respondent. Please notate Manufacturer and Manufacturer Part Number (where applicable) in Quote. Lead time is defined as the number of days from receipt of order to delivery of material on site. JEA accepts electronic invoices from Vendors offering discounted early payment terms.

This is not a Purchase Order. Email quote to Buyer. Form must be signed, or quote may be rejected.

Basis of Award: Unless otherwise stated, JEA intends to award based on lowest total cost.

By submitting this form, Respondent is affirming that they comply with all JEA and City of Jacksonville ordinances, policies and procedures regarding ethics and they have not been convicted of a public entity crime as listed on the Convicted Vendor list maintained by the Florida Department of Management Services.

JEA Reserves the Right:

To reject any Quote and instead award to a non-lowest cost Respondent in the instance a disproportionate amount of lead-time to cost exists.

To revise to mutually agreed upon terms with the awarded Respondent in advance of PO issuance.

To reject any responses that JEA deems is not in compliance with JEA standards or not in the best interests of JEA.

To accept or decline all or part of this Request for Quote.

To reject any Respondent whose Contract with JEA was terminated for default within the last two (2) years.

Date	RESPONDENT'S PRINTED NAME AND SIGNATURE	PHONE	PAYMENT TERMS	FREIGHT TERMS
1/5/2023	Tim Stimson Digitally signed by Tim Stimson Date: 2023.01.05 09:21:54 -05'00'	(724) 831-4888	Net 30	FOB destination

REQUEST FOR QUOTATION  
 21 West Church St CC-6  
 Jacksonville, FL 32202-3139  
 FAX Number: (904) 665-7363

RFQ Number: 104467

Buyer Name: Richardson, Linda

Phone: (904) 665-6456

Email: RICHLS@JEA.COM

Page 2 of 2

Quote Due Date: 09-JAN-23

**\*\* By 12:00 PM Noon EST**

Line: 1 Description	Location	Quantity	U/M	Unit Price	Ext Price	Lead Time After Receipt of Order
GCBAR002 BREAKER, DEADTANK, SF6, 72.5KV, 3000A, 350KV BIL, 50KA, SPRING	JEA, CSC Storeroom	3	Each	\$ 104,060	\$ 312,180	67-68 weeks
__70SFMT50J MITSUBISHI		Vendor Comments: MEPMI Form A terms apply.				

**Grand Total**         \$312,180    

Due to unprecedented market volatility and ongoing supply chain challenges, pricing is subject to review 60 days prior to delivery of the equipment. Pricing is tied to BLS index PCU335313335313 (switchgear and switchboard apparatus manufacturing - www.bls.gov). If the index varies more than +/- 3% from time of order, product pricing will be adjusted commensurately.

# *Certification of Single Source or Emergency Procurement*

Please use this form to certify a Single Source or Emergency Procurement complies with the requirements of the JEA Procurement Code. The JEA Procurement Code defines a Single Source and Emergency Procurement as follows:

## **3-112 Single Source**

A Contract may be awarded for Supplies or Services as a Single Source when, pursuant to the Operational Procedures, the Chief Procurement Officer determines that:

- (a) there is only one justifiable source for the required Supplies or Services;
- (b) the Supplies or Services must be a certain type, brand, make or manufacturer due to the criticality of the item or compatibility within a JEA utility system, and such Supplies or Services may not be obtained from multiple sources such as distributors;
- (c) the Services are a follow-up of Services that may only be done efficiently and effectively by the Vendor that rendered the initial Services to JEA, provided the Procurement of the initial Services was competitive;
- (d) at the conclusion of a Pilot Project under Section 3-118 of this Code, the Procurement of Supplies or Services tested during the Pilot Project, provided the Vendor was competitively selected for the Pilot Project.

## **3-113 Emergency Procurements**

In the event of an Emergency, the Chief Procurement Officer may make or authorize an Emergency Procurement, provided that Emergency Procurements shall be made with as much competition as practicable under the circumstances. A written Determination of the basis for the Emergency and for the selection of the particular Vendor shall be included in the Procurement file.

For purposes of this Section 3-113, an "Emergency" means any one of the following:

- (a) a reasonably unforeseen breakdown in machinery;
- (b) an interruption in the delivery of an essential governmental service or the development of a circumstance causing a threatened curtailment, diminution, or termination of an essential service;
- (c) the development of a dangerous condition causing an immediate danger to the public health, safety, or welfare or other substantial loss to JEA;
- (d) an immediate danger of loss of public or private property;
- (e) the opportunity to secure significant financial gain, to avoid delays to any Governmental Entity or avoid significant financial loss through immediate or timely action; or (f) a valid public emergency certified by the Chief Executive Officer.

### **Please provide the following information:**

**1. Vendor Name:**

Mitsubishi

---

**2. Description of Services or Supplies provided by Vendor:**

---

For GCBAR002 - 72.5kV substation breaker, Mitsubishi has been the only approved supplier for this breaker since March 2014.

---

This breaker has not been ordered very often and is typically only used for replacing old Oil Circuit Breakers currently in service.

---

This breaker has performed well since 2014 and the Substation O&M team recommends keeping this as the only option moving forward.

---





# Formal Bid and Award System

Award #6 January 12, 2023

**Type of Award Request:** CONTRACT AMENDMENT  
**Requestor Name:** Hightower, Justin  
**Requestor Phone:** (904) 665-8357  
**Project Title:** JEA Light and Medium Duty Vehicle Procurement Acquisition  
**FY23 Project Numbers:** 8008221 (Electric Replacement), 8008028 (Water Replacement), 8008038 (Water Expansion), 8008222 (Electric Expansion)  
**FY24 Project Numbers:** TBD  
**Project Location:** JEA  
**Funds:** Capital  
**Business Unit Estimate:** \$2,355,000.00

**Scope of Work:**

The purpose of this contract amendment is to purchase nineteen (19) additional vehicles within the vehicle class categories of 122 and 123 for JEA’s FY23 fleet capital requirements for replacement for the Electric and Water departments and expansion for the Electric and Water departments as follows:

- Electric Replacement – 2 Units
- Electric Expansion – 2 Units
- Water Replacement – 6 Units
- Water Expansion – 9 Units

**JEA IFB/RFP/State/City/GSA#:** 1410379446-21/FSA 22VEL30 22VEH20

**Purchasing Agent:** Bayouth, Eddie

**Is this a Ratification?:** NO

**RECOMMENDED AWARDEE(S):**

Name	Contact Name	Email	Address	Change Amount	Total Contract Amount
DUVAL FORD	Bambi Darr	bambi.darr@duvalfleet.com	1615 Cassat Ave. Jacksonville, FL 32210	\$2,509,993.68	\$5,760,351.68

**Original Award Amount:** \$3,250,358.00

**Date of Original Award:** 09/30/2021

**Contract Increase Amount:** \$2,509,993.68

**New Not-To-Exceed Amount:** \$5,760,351.68

**List of Previous Change Orders:**

Name	Original Award	Vendor Discount	Contract Amendment	New Not to Exceed
Date	09/30/2021	06/30/2022	01/12/2023	01/12/2023
DUVAL FORD	\$3,264,858.00	-\$14,500.00	\$2,509,993.68	\$5,760,351.68

**Length of Contract/PO Term:** Project Completion  
**Begin Date (mm/dd/yyyy):** 09/30/2021  
**End Date (mm/dd/yyyy):** Project Completion (March 2024 Estimate)  
**JSEB Requirement:** N/A – No JSEBs available

**Background/Recommendations:**

Originally bid and approved by the Awards Committee on 9/30/2021 for \$3,264,858.00. Duval Ford issued a discount of \$14,500.00 on 6/30/2022 for the removal of crash mitigation which does not work on the steel utility bodies.

JEA had planned on purchasing forty-two (42) Medium Duty Vehicles from Ford based on the FY23 Buy Plan, but only received 19 allocations for this year. However, these vehicles are expected to arrive in FY24, and funding has been identified in that fiscal year to support the purchase. Duval Ford is quoting FSA pricing for the purchase of these nineteen (19) vehicles. Duval Ford was the only vendor to submit a bid for the original purchase of these vehicles in the 2021 solicitation for FY22 Medium Duty Vehicles. Duval Ford was also awarded the largest amount of vehicles on the FY21 solicitation performed in 2020. Duval Ford has been a historically well performing vendor for both quality of work and timeliness of capital purchases, and also historically very competitive in past solicitations as well.

When Fleet planned for the FY23 budget for the forty-two (42) MD vehicles , they estimated an average 25% increase (based on the option requested) in pricing from the FY22 solicitation prices. When Fleet met with Ford corporate representatives in the beginning of June, they were informed to expect a price increase of 20%-28%. Price increases rose an average of 32% for class categories 122 and 123. This increase in pricing accounts for the difference between the budgeted amount and the actual purchase amount.

Request approval to award a contract amendment to Duval Ford for the purchase of purchase of nineteen (19) vehicles within the vehicle class categories of 122, and 123 for JEA’s FY23 fleet capital requirements in the amount of \$2,509,993.68.

**Manager:** Justin Hightower – Manager, Fleet Services & Business Operations  
**Director:** Brunell, Baley – Director, Facilities and Fleet Services  
**VP:** McElroy, Alan – VP of Supply Chain and Operations Support

**APPROVALS:**

---

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

---

**Budget Representative** **Date**



DESCRIPTION	CLASS CODE	UPFIT OPTION	QUANTITY	UNIT COST	TOTAL COST	FY23 BUDGET / UNIT	DIFFERENCE	PREVIOUS PRICING*	*Or pricing we would expect to see	% increase
TRUCK 1 T CREW CAB DRW 4X4 UTILITY 8'	122 CREW CAB DRW	BASIC	2	\$ 150,464.72	\$ 300,929.44	\$ 120,000.00	-20%		*New to fleet	
TRUCK 1 T EXT CAB SRW 4X4 UTILITY VAN BODY 8'	122+ EXT CAB	BASIC	2	\$ 97,320.72	\$ 194,641.44	\$ 92,000.00	-5%	\$ 73,372.00	FY22	33%
TRUCK 1 T EXT CAB SRW 4X4 UTILITY 8'	122+ EXT CAB	A	3	\$ 105,621.72	\$ 316,865.16	\$ 98,000.00	-7%	\$ 77,752.00	FY22 but unit was not 4x4 (3500)	36%
TRUCK 1 T EXT CAB SRW 4X4 UTILITY 8'	122+ EXT CAB	D	2	\$ 94,091.22	\$ 188,182.44	\$ 81,000.00	-14%	\$ 64,129.00	FY22	47%
										23%
TRUCK 1 T EXT CAB UTILITY COMPRESSOR 11'	123 EXT CAB	F	1	\$ 140,689.22	\$ 140,689.22	\$ 144,000.00	2%	\$ 114,524.00	FY22	34%
TRUCK 1 T EXT CAB UTILITY 11'	123 EXT CAB	J	1	\$ 110,381.22	\$ 110,381.22	\$ 104,000.00	-6%	\$ 82,622.00	FY22	30%
TRUCK 1 T UTILITY 7,500 LBS BOOM 11'	123	B	3	\$ 173,399.22	\$ 520,197.66	\$ 168,000.00	-3%	\$ 133,857.00	FY22	31%
TRUCK 1 T UTILITY 11'	123	E	1	\$ 100,341.22	\$ 100,341.22	\$ 96,000.00	-4%	\$ 76,603.00	FY22	30%
TRUCK 1 T CREW CAB 4X4 UTILITY 7,500 LBS BOOM 11'	123 CREW CAB	B	1	\$ 180,355.22	\$ 180,355.22	\$ 174,000.00	-4%	\$ 138,857.00	*New to fleet; similar asset would be 123B and add crew cab+4X4 (5	30%
TRUCK 1 T EXT CAB 4X4 UTILITY COMPRESSOR 11'	123 EXT CAB	N	3	\$ 152,470.22	\$ 457,410.66	\$ 149,000.00	-2%	\$ 120,527.00	*New Option to fleet - N has a spitz lift & this is 4x4 (6000)	27%
										32%
<b>GRAND TOTAL</b>			<b>19</b>		<b>\$ 2,509,993.68</b>					

\*Based on the June conversations with corporate Ford, they said to plan for 20-28% increase, we adjusted our budget for a 25% increase

	Actual Cost	Asset Count	Budget Amount
Electric Replacement	\$ 188,182.44	2	\$ 162,000.00
Electric Expansion	\$ 300,929.44	2	\$ 240,000.00
Water Replacement	\$ 865,504.82	6	\$ 842,000.00
Water Expansion	\$ 1,155,376.98	9	\$ 1,111,000.00
<b>Total</b>	<b>\$ 2,509,993.68</b>	<b>19</b>	<b>\$ 2,355,000.00</b>
Original award Amount	\$3,264,858.00		
Elimination of	-\$14,500.00		
Purchase of 19 additional vehicles	\$ 2,509,993.68		
New Contract Amount	\$5,760,351.68		