



JEA Engineering and Contractor Workshop

April 12, 2011

JEA Engineering and Contractor Workshop - Agenda

Welcome /Safety Briefing

Greg Perrine, VP Facilities & Logistics Services

Procurement Update

John McCarthy, Director Procurement Services

Project Outreach

Greg Corcoran, Project Outreach Coordinator

Update on Infrastructure Projects

Robert Kermitz, Director Projects

Creating Opportunities for Local Vendors, Engineers & Contractors

Greg Perrine, VP Facilities & Logistics

Procurement Update

- Since last Workshop ...
 - New Qualified Proposers List (QPL) Categories for W&S Engineering established and posted on jea.com,
 - Construction Support Services for Pipeline Projects
 - Construction Support Services for Plant Projects
 - New QPL Category for Surveying Services
- < \$35K process was formalized

Purchasing Code Revisions

SUMMARY OF CHANGES FOR PROPOSED 2011 REVISION

- **Creation of the Awards Committee** (Article 2-401): Establishes “voting members” and “non-voting” Awards Committee members. CPO, Budget and OGC representative roles are better defined. Adds budget approval requirement prior to Awards Committee Item presentation for all items.
- **Awards Committee Procedures** (Article 2-403): Better defines Sunshine Law requirements and how they apply to Awards Committee members. Defines number of votes needed for award item approval.
- **Duties of the Awards Committee** (Article 2-404): Clarifies Awards Committee actions. Adds requirement for Awards Committee approval for all Change Orders > \$1 Million. Clarifies language relating to the value of contracts not exceeding JEA’s total budget authorizations, defines budget approval process for Awards Committee Items.

Purchasing Code Revisions

SUMMARY OF CHANGES FOR PROPOSED 2011 REVISION

- **Exemptions (Article 2-602):** Deletes Telecommunications Services from exempted procurements.
- **Consultant's Competitive Negotiation Act (CCNA) (Article 3-205):** Adds paragraph and requirement for Engineering Services to be procured in accordance with FL Statute 287.055.
- **Exempted from Competitive Solicitations (Article 3-210):** Adds CCNA procurements < \$35K.
- **Authority to Resolve Protested Solicitations and Awards (Article 8-101):** Reduces time to file a protest from 72 hours to 48 hours.

The Customer Experience

Project Outreach



Building Communitysm

Greg Corcoran – Coordinator, JEA Project Outreach
April 12, 2011

“What are you doing to my front yard!!!”





JEA Project Outreach

- To build and enhance quality relationships
- Proactively communicate and share information with JEA customers
- Provide information that is accurate and useful
- Provide customers with opportunities to be heard

“TO POSITIVELY IMPACT THE CUSTOMER EXPERIENCE”



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Building Communitysm

**Attleboro
Water Improvement
Project**

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Neighborhood Meetings



Meet with Customers





Design & Engineering

- Project Outreach (P.O.) Involved in Design Review
 - Engineer with the Customer in Mind
 - Project Site Visits/Meetings
 - How Would You Feel?
 - Creative Solutions
 - Engineering vs. Cost vs. Customer Sat
-

How will this impact JEA's customers?



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Old City Water Project Creates New Problem for Jacksonville Homeowner

6:56 PM, Mar 25, 2011 | 3 comments

Old City Water Project Creates New Problem for Homeowner

Written by Ken Amaro JACKSONVILLE, Fla. -- Danielle Jones remembers the day she moved into her 118th Street home.

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SEE MORE

Problem: Customer Satisfaction Awareness



Location, Location, Location...



Fire Hydrant Assembly installation
on Glynlea Road by JWI

2004 2 17

Design with Customer in Mind



Survey & Locates



Right of Way Discussion



Construction Examples...



Construction Examples...



Other Examples...





01/29/2008 12:59 PM





JEA Project Outreach

Hotline – 665-7500

E-mail – Projectoutreach@jea.com

Website – construction.jea.com



Questions ?
Comments? Feedback?



ECS Project Work Review

- Bid Activity Last Quarter
- Specific Work to Bid 3rd Quarter FY11, 4th Quarter FY11, and into FY12
- Total Water Management Plan (TWMP) Project Update
- W&S Grid, Development, & Joint Projects Organizational Changes

Bid Activity

What happened last quarter?

Bid Activity Last Quarter - Plants

- Electric
 - Liquid fuel storage at Greenland Energy Center Engineering, Bids received 3/22 \$250K
 - Kennedy Generating Station Intake Structure Demolition, Bids received 4/05 \$466K
- Water & Sewer
 - Buckman WWTP Biosolids Processing System Expansion – 3rd Biosolids Digester \$7.9M
 - Orange St Reservoir Rehabilitation (Design/Build) Proposals due 4/12 \$7.0M

Bid Activity Last Quarter -Water & Sewer

- Grid

- Carder St. FM Replacement (Engineering) \$100K
- Pulaski FM (Engineering) \$200K
- Nassau FM: Phase 1 – Amelia Concourse to Lofton Creek \$2.5M
- Nassau FM: Phase 2 – Lofton Creek to Wetlands \$900K
- Nassau FM: Phase 3 – Wetlands to Harts Road \$1.6M
- Kenyon Street Sewer Park to 68th \$417K
- Day Av – College St to Phyllis Force Main \$613K
- Division St – Webster St to 3rd St \$1.M

Recent Changes to Planned Bid Activity

- Northside Units 1 & 2 Boiler Tube Surface Restoration (Cancelled) \$4.0M
- Bradley Rd Lift Station Ventilation Improvements (Scope reduced and responsibility transferred to O & M) \$450K
- Melvin St. WWM Replacement \$700K
(Construction will be scheduled based on budget availability)
- Carder St FM Replacement \$700K
(Construction will be scheduled based on budget availability)



Bid Activity

What's planned for this quarter?

Bid Activity

4/01/11 – 6/30/11

Electric

- **Plants:**

- Northside Units 1 & 2 Intrex Tube Replacement (Fall, 2011 Outage) (bids due 04/19/11) \$3.7M

- **Miscellaneous:**

- Plaza III Parking Garage Concrete Restoration (Advertising in April) \$2.2M

Bid Activity 4/01/11 – 6/30/11

Water & Sewer

- **Plants:**

- River Oaks WTP Reservoir Rehabilitation
(Advertised 04/01/11) \$1.1M
- Talleyrand Lift Station Ventilation Improvements
(Advertising 4/15/11) \$500K

Bid Activity

4/01/11 – 6/30/11

Water & Sewer

- Grid:

- Royal Lakes Master Pump Station \$1.7M
- Royal Lakes Phase 1 \$1.8M
- Royal Lakes Phase 2 \$610K
- Kingsbury Master Pump Station \$1.6M
- Riverside Ave. WM Rehab (Engineering) \$250K
- San Jose WM & FM Replacement (Engineering) \$200K
- CR-210 Twin Creeks MPS to Russell Sampson Rd \$1.5M
- Ortega Hills FM Replacement \$160K
- University Blvd. WM Replacement \$500K
- TWMP: Segments 1, 3,4,5,6 (Engineering) \$1.5M
- TWMP: Segment 2 – (Design/Build) \$15M
- Royal Lakes Phase Out: JTB FM Replacement (Design/Build) \$1.5M
- Ponte Vedra WM Replacement \$400K

Bid Activity

What's planned for 4th Quarter FY I I

Bid Activity 07/01/11 – 09/30/11

Electric

- Substations/Transmission:
 - Duval to Jacksonville Heights 230 kv Circuit Addition (11.2 Miles) \$4.9M
- Plants:
 - Liquid fuel storage at Greenland Energy Center (Expected to advertise 9/01/11) \$2.7M

Bid Activity 7/01/11 – 9/30/11

Water & Sewer

- **Plants:**

- Buckman WWTP BNR & Grit Removal - Phase I
(Expected to advertise 09/9/11) \$14.8M

Bid Activity 7/01/11– 09/30/11

Water & Sewer

- Grid:
 - Normandy Blvd. WM Replacement (Phase I)
 - San Jose 16" FM Tie to Royal Lakes Outfall (Engineering)

Bid Activity

What's in the queue for FY12?

Looking into FY12 - Plants

- Potential new project work that may be issued in the first quarter of FY12 (Oct –Dec)
 - Electric – Construction
 - Fuel Storage Tank at GEC, Furnish Tank & Construction, expecting to award 12/2011 \$2.7M
 - Miscellaneous Demolition work @ KGS, expecting to advertise 10/2011 \$1.2M

Looking into FY12 – Electric Substations/Transmission

- Potential new project work that may be issued in the first quarter of FY12 (Oct –Dec)
 - Engineering
 - None
 - Construction
 - Firestone Substation Autotransformer Addition \$470 K

Looking into FY12 – Water & Sewer Grid

- Potential new project work that may be issued in the first quarter of FY12 (Oct –Dec)
 - Engineering
 - Gregory Drive FM
 - Jax Heights WWT Phase Out
 - Construction
 - TWMP Segment 1
 - TWMP Segment 3



T W M P

TWMP Water Line Project

- \$38M Project, March 2013 in service date. Project pipeline routing includes St. Johns River crossing and 5 other pipeline Segments:
 - Design-Bid-Build Methodology
 - Segment 1: 36 inch Pipeline from Tie-in on Franklin St. to River Entry of HDD
 - Segment 3: 36 inch Pipeline from River Exit to Arlington WTP
 - Segment 4: 30 inch Pipeline from Arlington WTP to Arlington Expressway near Bert Rd
 - Segment 5: 30 inch Pipeline from Arlington Expressway near Bert Rd. to Southside Blvd at Bradley Rd
 - Segment 6: 24 inch Pipeline from Southside Blvd at Bradley Rd. to Cortez Rd
 - Design-Build Methodology
 - Segment 2: 36 inch Pipeline under St. Johns River near Matthews Bridge

TWMP Water Line Project

- Program Management Services RFP Scope includes PM/CM, cost/schedule, outreach, inspection and technical engineering services.
 - Contract awarded to CH2MHill
- Segment Design RFPs out for solicitation
 - Will Award 5 Segments from this RFP
- Design/Build RFP for Segment 2 targeted for May 2011

W&S Grid, Development, JP Organization Changes

- Shifting of Managers
 - Brad Collier to Grid
 - Carole Smith to Development;
 - Jim Connolly to Construction Support;
 - New Manager for Joint Projects
- Process & Performance Objectives (Sch. & Cost)
- Alignment of Responsibilities
- Allocation of Duties
- Improved Internal Customer Communication

JEA is Creating Opportunities for Local Vendors, Engineers, and Contractors

Greg Perrine
As presented to JEA's Board on
March 15, 2011

Agenda

- ▶ **Goal**
- ▶ **Strategy and Tactics**
- ▶ **Results**
- ▶ **Moving forward**

Goal



Strike the right “balance” between:

Insuring JEA Customers (vendors, engineers, contractors, and JSEB firms) are awarded JEA work

Insuring JEA customer dollars are spent efficiently and we are receiving high value for their dollars

We Have Been Working Towards This Goal For Several Years

Strategy and Tactics

- ▶ **Awards Committee Philosophy**
- ▶ **Dividing large projects into multiple smaller projects**
- ▶ **Structured contract components**
- ▶ **Minimizing long term contracts**
- ▶ **Effective and evaluated pre-qualifications**
- ▶ **Communication, communication, communication**

These Are Six Specific Methods Used To Achieve Our Goal

Awards Committee Philosophy

- ▶ **Awards Committee Philosophy Document (March 2006)**
 - Bid Out Work to Maximum Extent Possible
 - Minimize Sole Source Agreements
 - Minimize Continuing Service Agreements (CSA)
 - Contract Renewal Options not approved unless there is solid business justification
 - Change Orders adding money to CSAs not approved without business justification
 - Contract piggybacking not approved without business justification

Creating As Much Opportunity As Possible

Dividing Large Projects into Multiple Smaller Projects

- ▶ **Infrastructure projects can be quite large**
 - Recognize local expertise and financial capacity to bid
- ▶ **JEA has divided large projects into multiple, smaller projects**
 - Better fit for local community
 - Greater competition
 - Creates more work for JEA management
- ▶ **Total Water Management Plan**
 - Moving potable water across St. Johns River
 - Large diameter pipe
 - Divided into six segments
 - Good news and bad news
 - JSEB component

Creating As Much Opportunity As Possible

Structured Contract Components

- ▶ **Consciously identifying work for local market**
 - Components of projects set aside from larger work package
 - Better fit for local community
 - Maximum use of Sheltered Markets for JSEB in lieu of subcontracting goals with larger Non-JSEB Companies
- ▶ **Greenland Energy Center**
 - Removed approximately \$11M of site preparation work from a \$47M EPC package
- ▶ **Facilities' Landscaping and Janitorial Contracts**
 - Doubled sheltered contracts
- ▶ **Disposal component of roofing project**
 - JSEB community

Creating As Much Opportunity As Possible

Effective and Evaluated Pre-qualifications

- ▶ **Strict pre-qualifications reduce competition**
 - Sometimes necessary (turbines, cooling tower concrete)
 - Sometimes appropriate risk
- ▶ **North Jax. Forcemain project**
 - Set pre-qualification requirements specifically to allow local contractor participation
 - Increased inspection and testing requirements to insure a quality job
- ▶ **New water/sewer engineering selection process**
 - Very minimal pre-qualifications
 - Average 30 firms per category
 - Focus on local team members
 - 15% based on locality
 - Amount of work impacts ability to gain additional contracts

Creating As Much Opportunity As Possible

Minimizing Long Term Contracts

▶ Philosophy of late 1990s and early 2000s

- Long term contracts created synergy
 - Alliance contracts
 - Engineering contracts
 - Continuing Service Agreements

▶ Today

- Contract term lengths reduced from 5 and 10 years (+ renewal options), to maximum 3 years (+2 year renewable option)
- Cap project size for CSAs

Creating As Much Opportunity As Possible

Communication, Communication, Communication

- ▶ **Quarterly Engineering & Construction Workshop Presentations**
 - Informational meetings held at JEA
 - Primarily local attendance (100+)
 - Detailed review of all upcoming work in the next quarter
 - Feedback, recommendations for preparing “clean”, successful bids
 - Opportunity for Q and A
 - Opportunity for networking with JEA folks
- ▶ **Pre-Bid Meetings**
 - Prequalification discussions
- ▶ **Public Meeting RFP Evaluations**
 - Transparency of process
 - Immediate feedback to firms on proposals

Providing As Much Information As Possible

Results

▶ **Contracts to Local Vendors**

- Since January 2008
 - Payments to vendors with Jacksonville address approximately \$400M
 - Excludes subcontractor payments
 - Excludes local resources with payment to distant locations
 - Excludes vendors in adjacent counties

▶ **JSEB results**

- FY2010 spend \$11M
- 42 prime contracts
- 51 sub contractors
- FY2010 \$5.4M to other MBE firms (non JSEB)

Moving Forward

- ▶ Continue current processes
- ▶ Look for additional opportunities to find the right balance

Closing

- Next meeting scheduled on Wednesday, July 20, 2011
 - Will continue until no longer desired
- Contact information
 - Jon Eckenbach – eckejp@jea.com – 904-665-7895
 - Greg Perrine – perrgl@jea.com – 904-665-7952
- Questions???