

## **AWARDS COMMITTEE MINUTES**

Awards Committee met on **May 16, 2019**, in the Conference Room, 8th Floor, JEA Tower, 21 West Church Street, Jacksonville, Florida. The meeting was called to order at 10:01 a.m. Members in attendance were Jenny McCollum as Chairperson, Laure Whitmer as Budget Representative, Emerson Lotzia as General Counsel Representative; with Shawn Eads, Deryle Calhoun, John McCarthy, Ted Hobson, and Gabor Acs as voting Committee Members;

Jason Behr, Lynn Rix, Dan Kruck, Rachelle Weir, Jeff Lucas, Rodney Lovgren, Brandy Smith, Elaine Selders, Matt Poteet, Lawrence Costea, Chrissy Nunziato, Joe Perez, Maurice Scarboro, Michael Short, Heather Beard, Colin Roddy, Chris Crane

### **Awards:**

1. Approval of the minutes from the last meeting (05/09/2019). **APPROVED**
2. **DEFERRED** Request approval to award a contract increase to Aerotek, Inc., for supplemental staffing services in the residential customer contact center in the amount of \$1,369,810.22, for a new not to exceed amount of \$7,371,883.22, subject to the availability of lawfully appropriated funds.
3. 083-19 – Request approval to award a contract to C&C Powerline Inc. for construction services for The Westlake T-3 Addition in the amount of \$570,073.90, subject to the availability of lawfully appropriated funds. **APPROVED w/DISCUSSION**
4. 059-19 – Request approval to award a contract to Childers Roofing and Sheetmetal, Inc. for the Roofing Replacement and Upgrade Services for JEA Commonwealth Service Center (CWSC) project in the amount of \$1,936,000.00, subject to the availability of lawfully appropriated funds. **APPROVED w/DISCUSSION**
5. Request approval to award a contract to Futch’s Tractor Depot, Inc. (\$365,240.89) and Beard Equipment Company (\$148,834.78) for JEA Fleet Services Off Road Equipment Maintenance and Repair in the amount of \$514,075.67, subject to the availability of lawfully appropriated funds. **APPROVED**
6. **DEFERRED** Request approval a change order to increase funds with Altec Industries, Inc. for maintenance and repair services for the JEA Aerial Equipment Maintenance and Repair services in the amount of \$817,415.00, for a new not-to-exceed total of \$2,723,427.64, subject to the availability of lawfully appropriated funds.

**Ratifications:** N/A

**Informational Items:** N/A

**Public Comments:** N/A

**Adjournment: 10:08 a.m.**



## Formal Bid and Award System

Award #3 May 16, 2019

**Type of Award Request:** BID (IFB)  
**Request #:** 6476  
**Requestor Name:** Smith, Brandy L.  
**Requestor Phone:** (904) 665-7987  
**Project Title:** Construction Services for the Westlake Substation T3 Addition  
**Project Number:** 8004959  
**Project Location:** JEA  
**Funds:** Capital  
**Budget Estimate:** \$825,000.00 (Construction Budgeted for Phase One)

### Scope of Work:

This project will construct/install a new JEA standard 30/40/50MVA 230kV/26kV transformer with tap changer in the T3 position at the existing Westlake substation. This transformer will connect two dedicated 26kV distribution circuits, #339 and #340, from the solar farm to the transmission grid. The T3 low side will also be provisioned for one additional feeder and one capacitor bank for possible future installation.

Contractor shall perform all site work necessary to prepare the existing rock yard for new foundations, ground grid additions, conduit installation, steel erection, 230kV and 26kV electrical equipment installation, transformer oil containment, etc. per the project drawings and specifications.

This project will positively affect JEA Measures of Value:

- **Customer Value:** substation upgrades, provide right sized system improvements which minimize cost to the customer, while maintaining service levels, increasing overall value of the utility to the customer.
- **Community Impact Value:** Improved operational reliability and flexibility of the substation and grid improves the level of service and positively impacts the community.
- **Environmental Value:** Substation efficiency decreases overall grid and system losses making the most efficient use of power generated, lessening the utilities impact on the environment.
- **Financial Value:** Correctly planned & timed upgrades to substations, make the best use of capital resources, while keeping the grid at operating within design limitations, which provides a better return on investment and creates financial value.

**JEA IFB/RFP/State/City/GSA#:** 083-19  
**Purchasing Agent:** Lovgren, Rodney  
**Is this a Ratification?:** NO

### RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
C AND C POWER LINE INC.	Rick Sprenger	<a href="mailto:rsprenger@ccpowerline.com">rsprenger@ccpowerline.com</a>	12035 Palm Lake Drive, Jacksonville, FL 32218	(904)757- 0964	\$570,073.90

**Amount for entire term of Contract/PO:** \$570,073.90  
**Award Amount for remainder of this FY:** \$550,000.00  
**Length of Contract/PO Term:** Project Completion

**Begin Date (mm/dd/yyyy):** 05/28/2019  
**End Date (mm/dd/yyyy):** Project Completion (Expected: 06/30/2020)  
**JSEB Requirement:** Five Percent (5%) Goal  
**Comments on JSEB Requirements:**  
 Survey- Don Johnson Survey 1%  
 Material- Melsuela Industrial Solutions 16%

**BIDDERS:**

Name	Amount
C&C POWER LINE, INC.	\$570,073.90
RELIABLE SUBSTATION SERVICES, INC.	\$715,000.00
HOOVER CORPORATION	\$870,121.65
SERVICE ELECTRIC COMPANY	\$960,674.00
GREAT SOUTHWESTERN CONSTRUCTION, INC.	\$1,102,125.42
SAYERS CONSTRUCTION, LLC	\$1,105,014.01

**Background/Recommendations:**

Advertised on 04/01/2019. Nine (9) prime contractors attended the optional pre-bid meeting held on 04/17/2019. At Bid opening on 05/07/2019, JEA received six (6) Bids. C&C Powerline is the lowest responsive and responsible Bidder. A copy of the Bid Form and workbook are attached as backup.

The construction cost is projected to be under the original budget by \$254,926.10. A new budget trend will be submitted once the construction is completed for the remaining project. C&C Powerline's bid is lower than expected due to C&C being able to capitalize on continuing JEA work and keeping crew local without demobilization.

The overall project is projected to be under the original budget by \$362,676.00.

**Project Budget and Schedule Details:**

- Original Project Budget Estimate: \$3,036,497.00
  - Engineering Estimate: \$200,000.00
  - Construction Estimate: \$1,117,465.00
  - Material Estimate: \$1,624,032.00
  - Internal JEA Costs: \$95,000.00
  
- Estimate at Completion: \$2,673,821.00
  - Engineering Cost: \$72,970.00
  - \*Total Construction Cost: \$742,224.00 (\$570,073.90 (phase 2) + \$172,150.10 (phase 1))
  - Material Cost: \$1,612,074.00
  - Internal JEA Costs: \$95,000.00

- Original Project Schedule:
  - Engineering Completion: 01/31/2019
  - Construction Completion: 12/31/2019
  
- Revised Project Schedule:
  - Engineering Completion: 02/28/2019
  - Construction Completion: 03/30/2020

\*The construction for this project is being completed in two (2) phases. Henkels and McCoy completed the transformer foundation under separate contract for \$172,150.10.

Major Changes/Issues:

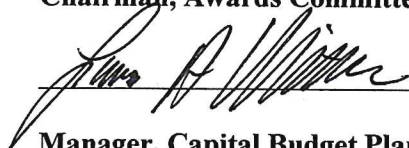
Increased project duration – Due to engineering and longer than expected lead time on 26kV circuit breakers which are required to complete the project.

083-19 – Request approval to award a contract to C&C Powerline Inc. for construction services for The Westlake T-3 Addition in the amount of \$570,073.90, subject to the availability of lawfully appropriated funds.

**Manager:** Short, Michael L. - Manager, Project Design  
**Director:** Pinkstaff, Larry G. - Dir Energy Project Mgmt & Joint Assets  
**VP:** Anders, Caren B. - VP/GM Electric Systems

**APPROVALS:**

 \_\_\_\_\_ 5/16/19  
**Chairman, Awards Committee** **Date**

 \_\_\_\_\_ 5/16/19  
**Manager, Capital Budget Planning** **Date**





# Formal Bid and Award System

Award #4 May 16, 2019

**Type of Award Request:** BID (IFB)  
**Request #:** 6503  
**Requestor Name:** Costea, Lawrence A.  
**Requestor Phone:** (904) 665-4486  
**Project Title:** Roofing Replacement and Upgrade Services for JEA Commonwealth Service Center  
**Project Number:** 8005317  
**Project Location:** JEA  
**Funds:** Capital  
**Budget Estimate:** \$1,980,050.00  
**Scope of Work:**

JEA is soliciting Bids from contractors (hereinafter referred to as “Company”) for the roofing services for a new administrative building located at the Commonwealth Service Center (CWSC).

This contract is executed between JEA and the General Contractor to replace portions of the facility’s low slope roof and complete installation of new roof system at JEA Commonwealth Service Center (CWSC). Contract also includes repairs to existing roof, as needed. The location of existing utilities, structures, and improvements are approximate. Discrepancies should be resolved by the Contractor prior to the commencement of work. The project duration is expected to be four (4) months after award of the contract. The contractor shall provide a preliminary construction schedule with their initial response and a final schedule shall be provided once the contract is finalized. The CWSC roof is over 20 years old and is due for replacement, largely in part due to water damage including numerous leaks.

This award positively impacts the following of JEA Measures of Value:

- Customer Value – Maintaining a safe and functional inventory warehouse allows our customers to receive prompt and reliable services and repairs.
- Community Value – The community benefits from having a well maintained and functional inventory warehouse to receive prompt and reliable services and repairs.
- Environmental Value – Installation of an updated roof with R-25 insulation will reduce energy consumption and allow for a more safe and comfortable work environment.
- Financial Value – The repair and replacement of the CWSC roof will prevent damages to our inventory by water intrusion and keep employees safe from slipping and falling.

**JEA IFB/RFP/State/City/GSA#:** 059-19  
**Purchasing Agent:** Selders, Elaine Lynn  
**Is this a Ratification?:** NO

### RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
CHILDERS ROOFING & SHEETMETAL, INC.	Butch Childers	bchilders@childersroofing.com	1645 JESSIE STREET JACKSONVILLE, FL 32206	(904) 696-8550	\$1,936,000.00

<b>Amount for entire term of Contract/PO:</b>	\$1,936,000.00
<b>Award Amount for remainder of this FY:</b>	\$1,936,000.00
<b>Length of Contract/PO Term:</b>	Project Completion
<b>Begin Date (mm/dd/yyyy):</b>	05/27/2019
<b>End Date (mm/dd/yyyy):</b>	Project Completion (Expected: 09/30/2019)
<b>JSEB Requirement:</b>	N/A – Optional

Name	Amount
CHILDERS ROOFING & SHEETMETAL, INC.	\$1,812,000.00
ADVANCED ROOFING, INC.	\$1,891,500.00
BBG CONTRACTING GROUP, INC.	\$1,978,253.00
REGISTER ROOFING & SHEET METAL, INC.	\$2,282,800.00
JENKINS ROOFING, INC.	\$2,426,204.00

**Background/Recommendations:**

Advertised on 03/12/2019. Nine (9) prime contractors attended the mandatory pre-bid meeting held on 03/21/2019. At the Bid opening on 04/23/2019, JEA received five (5) bids. Childers Roofing and Sheetmetal, Inc. is the lowest responsive and responsible Bidder. A copy of the Bid Form and workbook are attached as backup.

The original base bid amount of \$1,812,000.00 did not include one (1) of the alternate bids to remove and replace the lightweight insulating concrete (LWIC). After additional water damage testing was completed it was determined that it was in our best interest to add in the alternate bid for the LWIC on two (2) of the three (3) sections of the roof. This addition resulted in an increase of \$124,000.00 of the base bid for an award total of \$1,936,000.00. When comparing the increase to the other bids, Childers Roofing is still the low Bidder. The option for additional fasteners around the perimeter will not be installed at this time. The award amount of \$1,936,000.00 is approximately two percent (2%) lower than the construction budget estimate. A new budget trend will be submitted to match the award.

The project details are below:

- Original Project Budget: \$2,000,000.00
  - Engineering Estimate: \$16,750.00
  - Construction Estimate: \$1,980,050.00
  - JEA Services Cost: \$3,200.00
  
- Estimate at Completion: \$2,080,450.00
  - Engineering Cost: \$21,250.00
  - Construction Cost Estimate: \$1,936,000.00
  - Visual Construction Observer (VCO) Estimate: \$120,000.00
  - JEA Services Cost: \$3,200.00
  
- Original Schedule:
  - Engineering Completion: 09/2018
  - Construction Completion: 05/2019
  
- Revised Schedule:
  - Engineering Completion: 02/2019

- o Construction Completion: 10/2019

**Major Change/Issue:**

The decision was made to remove and replace the lightweight insulating concrete (LWIC) after additional water damage testing was completed and it was determined that it was in our best interest to add in the alternate bid. The Visual Construction Observer (VCO) was also added to the scope of work to satisfy the FM Global catastrophic insurance requirements. The VCO performs daily visual observations of the roofing contractor's work to ensure they are following FM Global guidelines for the roof installation. FM Global Insurance requested the VCO after the original budget was complete. The timeline for completion was modified due to delayed response from the Engineering firm.

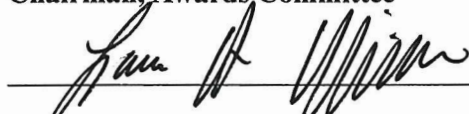
059-19 – Request approval to award a contract to Childers Roofing and Sheetmetal, Inc. for the Roofing Replacement and Upgrade Services for JEA Commonwealth Service Center (CWSC) project in the amount of \$1,936,000.00, subject to the availability of lawfully appropriated funds.

**Manager:** Crane, Christopher T. - Manager, Facilities Operations  
**Director:** McElroy, Alan D. - Manager Fleet Services  
**VP:** McCarthy, John P. - Dir, Supply Chain Management

**APPROVALS:**

 \_\_\_\_\_ 5/16/19

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

 \_\_\_\_\_ 5/16/19

**Manager, Capital Budget Planning** **Date**





## Formal Bid and Award System

Award #5 May 16, 2019

**Type of Award Request:** INVITATION TO NEGOTIATE (ITN)  
**Request #:** 6622  
**Requestor Name:** Brunell, Baley  
**Requestor Phone:** (904) 665-6403  
**Project Title:** JEA Fleet Services Off Road Equipment Vehicle Maintenance and Repair  
**Project Number:** OSC2005  
**Project Location:** JEA  
**Funds:** O&M  
**Budget Estimate:** \$540,000.00 (Historical Spend)

### Scope of Work:

The purpose of this Invitation to Negotiate (ITN) is to solicit pricing for JEA Fleet Services Off Road Equipment and Vehicle Equipment Maintenance and Repair. The primary purpose of these services are to oversee all fleet maintenance in order to increase productivity and asset utilization to help JEA's business run as smoothly as possible for both the Electric and Water departments. The services that will be performed under this scope will be at a minimum preventative maintenance, corrective maintenance, and road calls.

This award impacts the following three (3) JEA Measures of Value:

- Customer Value – Ensures JEA can continue to efficiently and effectively operate the electric and water network grid.
- Community Impact Value – Minimize network outages by ensuring a high utilization rate of our Fleet Assets.
- Financial Value – This ITN aims to reduce long term operating expenses along with reduce capital expenditures through improved maintenance practices for these items.

**JEA IFB/RFP/State/City/GSA#:** 96038  
**Purchasing Agent:** Knox, Sean  
**Is this a Ratification?:** No

### RECOMMENDED AWARDEES:

Name	Vendor Contact	Email	Address	Phone	Amount
FUTCH'S TRACTOR DEPOT, INC.	Lonnie Dixon	<a href="mailto:Lonnie.dixon@futchsdepot.com">Lonnie.dixon@futchsdepot.com</a>	8515 State Road 207 North, Hastings, FL 32145	904-692-3673	\$365,240.89
BEARD EQUIPMENT COMPANY	Mike Murphy	<a href="mailto:mmurphy@beardequipment.com">mmurphy@beardequipment.com</a>	6870 Phillips Highway, Jacksonville, FL 32216	904-296-5000	\$148,834.78

**Amount for entire term of Contract/PO:** \$514,075.67  
**Award Amount for remainder of this FY:** \$71,399.40  
**Length of Contract/PO Term:** Three (3) Years  
**Begin Date (mm/dd/yyyy):** 05/16/2019  
**End Date (mm/dd/yyyy):** 05/15/2022

**Renewal Options:**

NO

**JSEB Requirement:**

N/A - Optional

**BIDDERS:**

Name	Original Amount	Original Number of Vehicle Groupings to be Awarded	BAFO Amount	BAFO Number of Vehicle Groupings to be Awarded
FUTCH'S TRACTOR DEPOT, INC.	\$373,457.14	1	\$365,240.89	1
BEARD EQUIPMENT COMPANY	\$165,887.85	1	\$148,834.78	1

\*See attached spreadsheet for grouping breakdown

**Background/Recommendation:**

RFQ released on 10/22/2018. Three (3) vendors attended the optional pre-response meeting on 2/8/2019. On the bid due date on 02/22/2019, JEA received two (2) Responses.

During FY18, it was determined that the existing fleet off road equipment maintenance agreements had two (2) primary issues: the model was structured around a service methodology that did not adequately cover the current demands of JEA's fleet, and the agreements did not have a mechanism to evolve with the fleet as the fleet profile adapts year to year through replacements and expansion. The fleet team along with procurement addressed these concern by constructing both a new fleet maintenance strategy and a corresponding solicitation that would more adequately correlate to JEA's dynamic needs.

The internal JEA team which included members from Procurement, Operations Support Services, and Fleet Services worked together to improve the commodity as a whole by focusing on the following areas:

- Leveraging JEA's buy through 1) bidding all off-road fleet maintenance in one solicitation, 2) grouping like vehicles together, and 3) more accurate maintenance forecasts.
- Moving to a maintenance model that incorporated more OEM service intervals and new technology.
- Allowing the maintenance providers to assist in projected maintenance plan development.

The evaluation criteria for this bid was that the highest evaluated provider for each maintenance category would win as long as the vendor met the minimum qualifications. After the evaluations were complete, Futch's Tractor Depot, Inc. and Beard Equipment Company were determined to be the vendors that were the highest evaluated to JEA for this work scope.

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 breakdown:

- **Total cost difference:** Model changed completely, can't compare to current contract
- **Total sourcing savings:** BAFO savings of \$25,269.32

This contract is not an apples to apple comparison with the current contract, as the model has changed dramatically. Some of these changes are described above, but the largest reasons are new maintenance model for preventative maintenance, new compensation model for services and parts, improved agreement KPIs, deferred maintenance in past years vs. our model which anticipates every projected maintenance, and a different fleet profile than previous years.

The award values calculated are estimates of the new not to exceed values and budgeted amounts for the respective groups. These were calculated by using the existing fleet makeup, projected hours used by vehicle, and the corresponding maintenance both preventative and corrective that these assets will occur in the next

