

# Welcome to the JEA Awards Meeting

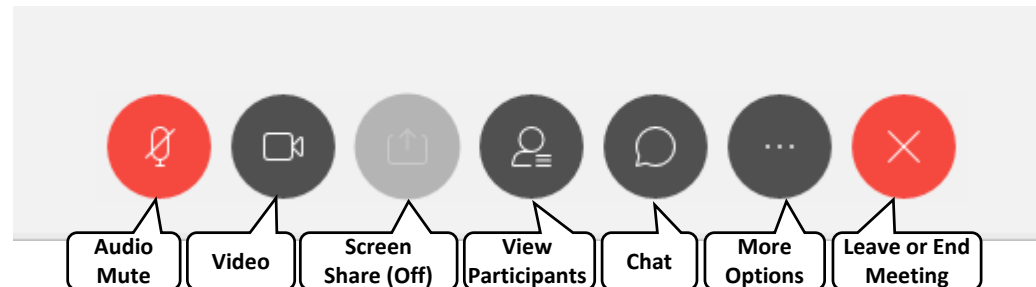
You have been joined to the meeting with your **audio muted** by default.

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

During the meeting, interested persons can also email **Lynn Rix** at [rixlw@jea.com](mailto:rixlw@jea.com) to submit public comments to be read during the meeting regarding any matter on the agenda for consideration. Public comments by e-mail must be received no later than 9:00 a.m. to be read during the public comment portion of the meeting.

Please contact **Lynn Rix** by telephone at **(904) 665-8621** or by email at [rixlw@jea.com](mailto:rixlw@jea.com) if you experience any technical difficulties during the meeting.

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



# **AWARDS COMMITTEE AGENDA**

**DATE:** Thursday, September 9, 2021

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

**PLACE:** JEA, Customer Center, Bid Office, 1st Floor, 21 West Church Street, Jacksonville, FL  
32202 OR  
WebEx/Teleconference  
WebEx Meeting Number (access code): 160 199 4252  
WebEx Password: pxP6CqUSt63

## **Public Comments:**

## **Awards:**

1. Approval of the minutes from the last meeting (09/02/2021).
2. Request approval to award a ratification of reduction in contract scope and fee in the amount of (\$5,354,716.00) and a contract increase to Jacobs Engineering Group Inc. for additional Water/Wastewater Capital Program Management in the amount of \$3,145,619.00, for a new not-to-exceed amount of \$26,957,265.00, subject to the availability of lawfully appropriated funds.
3. Request approval to award a contract increase to NRC Gulf Environmental Services 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 \$337,649.40, 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.
4. 1410338048 - Request approval to award a contract to PBM Constructors Inc. for construction services for the Cedar Bay 480V Backup Blower Project in the amount of \$964,000.00, 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.

## 09-09-2021 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 09/02/2021 meeting.
2	Contract Amendment	Vu	\$4,485,183.00 (Funding from well rehab index #425-14: \$2,936,451.00, and cost center 10100: \$209,168.00)	\$3,145,619.00	Jacobs Engineering Group Inc.	Five (5) Years w/Two (2) - 1 Yr. Renewals	<p><b><u>Water/Wastewater Capital Program Management</u></b></p> <p>Originally approved by Awards Committee on 06/13/2019 in the amount of \$10,354,970.00 to Jacobs Engineering Group Inc. A contract increase was approved on 03/05/2020 by the Awards Committee for work during FY20 in the amount of \$11,762,643.00. A contract increase was approved on 03/25/2021 by the Awards Committee for work during FY21 in the amount of \$7,048,749.00.</p> <p>During contract execution for the FY21 amendment approved by the Awards Committee on 03/25/2021, JEA determined that the scope of work for FY21 task orders be reduced to only wellfield rehabilitation services. This resulted in a decrease of the contract amendment NTE amount of (\$5,354,716.00). Since this decrease was not brought before the Awards Committee it has resulted in this ratification request.</p> <p>This award request is also for a contract increase to the program management contract of Jacobs Engineering Group Inc. to cover the additional task order amounts needed for FY22. The funding breakdown for the task orders is attached as backup. The task orders being authorized under this contract increase request are listed below.</p> <ol style="list-style-type: none"> <li>1. TO-W8 Wellfield Rehabilitation Subprogram - FY22 Well Rehabilitation Services - \$2,936,451.00</li> <li>2. TO-BSS Business Strategy Services in support of DES - \$209,168 (Phases 1&amp;2 of attached quote)</li> <li>3.</li> </ol> <p>Request approval to award a ratification of reduction in contract scope and fee in the amount of (\$5,354,716.00) and a contract increase to Jacobs Engineering Group Inc. for additional Water/Wastewater Capital Program Management in the amount of \$3,145,619.00, for a new not-to-exceed amount of \$26,957,265.00.</p>
3	Contract Increase	Young	N/A – Using \$300,000.00 from HED0202	\$100,000.00 \$100,000.00 \$100,000.00	NRC Gulf Environmental Services Cliff Berry Inc. Hulls Environmental Services Inc.	Three (3) Years w/Two (2) – One (1) Yr. Renewals	<p><b><u>Special Waste Handling Services for Non-Hazardous Waste/Hazardous Waste</u></b></p> <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.</p> <p>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. New not-to-exceed amount of \$989,270.26.</p>

## 09-09-2021 Awards Committee

4	Invitation for Bid (IFB) (4 bidders)	Vu	\$667,000.00 – (Capital funds were moved to accommodate the additional costs.)	\$964,000.000	PBM Constructors Inc.	Project Completion (Expected: May 2022)	<p><b><u>Cedar Bay 480V Backup Blower</u></b></p> <p>The Contractor shall furnish all labor, materials, equipment, tools, services, and incidentals to clear, grub, fill, grade and prepare the site as shown on the drawings in preparation for construction of the Cedar Bay District II Wastewater Treatment Facility Blower Improvements Project. The work is as specified herein and in JEA's Water and Sewer Standards Manual, and as shown on the Drawings.</p> <p>It should be noted that PMB Constructors (PMB) was initially disqualified because its bid did not include an approved integrator as a subcontractor. PMB timely protested, and argued that despite its timely requests, no approved integrators provided it with a quote by the bid submission date. However, after PMB submitted its bid, one approved integrator responded to PMB and agreed to perform the work. PMB stated that its bid price will not change by the use of the approved integrator. Accordingly, PMB requested reconsideration of the disqualification decision based upon this circumstance. The Chief Procurement Office reviewed all the facts and issued a decision rescinding the disqualification.</p> <p>The award amount of \$964,000.00 is approximately 45% higher than the original estimate for construction. A number of the bid items have been experiencing cost increases after the construction estimate was created. Some of the larger variances on the bid items include the motor control center and the transformer. These items were twice the estimated amount. The mobilization and general conditions were also noticeably higher than estimated. The bid was reviewed by JEA estimators and deemed reasonable.</p>
<b>Total Award</b>				\$4,409,619.00			

## **JEA AWARDS COMMITTEE SEPTEMBER 2, 2021 MEETING MINUTES**

The JEA procurement Awards Committee met on September 2, 2021, in person with a WebEx option

WebEx Meeting Number (access code): 160 199 4252

WebEx Password: pxP6CqUSt63

Members in attendance were Jenny McCollum as Chief Procurement Officer, Stephen Datz as Chairperson, Laure Whitmer as Budget Representative, Lawsikia Hodges (for voting of a Chair) and Julie Davis as Office of General Counsel Representative; with Laura Dutton, Joe Orfano, Todd Skinner, Stephen Datz and Hai Vu.

Chair Datz called the meeting to order at 10:00 a.m., introduced the Awards Committee Members, and confirmed that there was a 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 (08/26/2021). Chair Datz verbally presented the Committee Members the proposed August 26, 2021 minutes contained in the committee packet.

**MOTION:** Hai Vu made a motion to approve the August 26, 2021 minutes (Award Item 1). The motion was seconded by Joe Orfano and approved unanimously by the Awards Committee (5-0).

The Committee Members reviewed and discussed the following Awards Items 2-10:

2. Request approval to award a two (2) month contract renewal to Prosys for Cisco Contact Center and Phone System Managed Services in the amount of \$64,496.34, for a not-to-exceed amount of \$357,985.36, subject to the availability of lawfully appropriated funds.

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

3. Request approval to award a change order to Clearesult Consulting, LLC to maintain the existing solar battery rebate program through 12/12/2021 in the amount of \$818,112.50, for a new not-to-exceed amount of \$2,149,213.90, subject to the availability of lawfully appropriated funds.

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

4. 1410350047 – Request approval to award a contract to Zabatt Engine Services, Inc. dba: Zabatt Power Systems Inc. in the amount of \$3,294,553.00 and Ring Power Corporation in the amount of \$708,400.00 for the Purchase and Installation of Generators for JEA Lift Stations for a total not-to-exceed amount of \$4,002,953.00, subject to the availability of lawfully appropriated funds.

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

5. Request approval to award an emergency contract amendment to Cologix, Inc. for the lease of a data center and

lease for office space for a back-up Emergency Operations Center (EOC) in the amount of \$1,280,851.59, for a new not-to-exceed amount of ~~\$3,876,940.04~~, subject to the availability of lawfully appropriated funds.

\$3,876,940.05

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

6. Request approval to award a contract amendment to Garney Companies, Inc. for additional Design-Build services for the Greenland WRF Pipelines: Water, Reclaimed Water and Sanitary Sewer Force Mains project in the amount of \$476,782.00, for a new not-to-exceed amount of \$4,423,195.13, subject to the availability of lawfully appropriated funds.

**MOTION:** Hai Vu made a motion to approve Award Item 6 as presented in the committee packet. The motion was seconded by Stephen Datz and approved unanimously by the Awards Committee (5-0).

7. Request approval to award a contract amendment to Jacobs Engineering Group Inc. for services during construction and construction management services for the Greenland Water Reclamation Facility project in the amount of \$10,908,096.08, for a new not-to-exceed amount of \$22,120,169.50, subject to the availability of lawfully appropriated funds.

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

8. 1410343850– Request approval to award a contract to EnviroWaste Services Group, Inc. for Sewer Main Cleaning and CCTV Inspection in the amount of \$1,200,000.00, 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 Stephen Datz and approved unanimously by the Awards Committee (5-0).

9. Request approval to award payment to Florida Department of Transportation for the FDOT Timuquana Rd. Resurfacing from Wesconnett Blvd to US 17 project in the amount of \$2,058,726.83, subject to the availability of lawfully appropriated funds.

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

10. 1410371646 – Request approval to award a contract to American Efficiency Services, LLC for Northside Generating Station Unit 3 Partial Condenser Re-Tube Services in the amount of \$692,455.50, 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 Todd Skinner and approved unanimously by the Awards Committee (5-0).

Informational Item:

Lawsikia Hodges – Per updated Procurement Code, a Chair needs to be selected for Awards Committee; a Vice Chair can be selected.

Hai Vu made a motion to elect Stephen Datz as Chair of the Procurement Awards Committee. The motion was

seconded by Joe Orfano and approved unanimously by the Awards Committee (5-0).

Stephen Datz made a motion to elect Hai Vu as Vice Chair of the Procurement Awards Committee. The motion was seconded by Joe Orfano and approved unanimously by the Awards Committee (5-0).

Stephen Datz made a motion to approve, in the event that the Chair is not present, that the Vice Chair will assume the Chair role. If both the Chair and Vice Chair are not present, the Chair's delegate can assume the Chair Role. The motion was seconded by Hai Vu and approved unanimously by the Awards Committee (5-0).

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 10:59 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 September 9, 2021

**Type of Award Request:** CONTRACT AMENDMENT  
**Requestor Name:** Domingo, Oliver  
**Requestor Phone:** (904) 665-6325  
**Project Title:** Water/Wastewater Capital Program Management  
**Project Number:** 425-14; 10100  
**Project Location:** JEA  
**Funds:** Capital, O&M  
**Budget Estimate:** \$4,485,183.00 (Funding from well rehab index #425-14: \$2,936,451.00, and cost center 10100: \$209,168.00)

**Scope of Work:**

JEA is seeking a vendor (also referred to as the “Company”) that can provide program management of various large infrastructure programs including the Southside Integrated Piping System (SIPS), wellfield rehabilitation and various other programs as needed to support JEA’s Water/Wastewater (W/WW) capital improvement program as required by JEA (the “Work” or “Services”).

**JEA IFB/RFP/State/City/GSA#:** 062-19  
**Purchasing Agent:** Kruck, Dan  
**Is this a Ratification?:** YES (Partial)

After Award Committee approval on 03/25/2021, JEA removed part of the approved scope and fee from the approved contract amendment amount of \$7,048,749.00, resulting in an amendment increase of only \$1,694,033.00. This resulted in a reduction of the approved contract NTE in the amount (\$5,354,716.00) which requires Awards Committee approval.

**RECOMMENDED AWARDEE(S):**

Name	Contact Name	Email	Address	Phone	Amount
JACOBS ENGINEERING GROUP INC.	Mike Dykes	mike.dykes@jacobs.com	200 W Forsyth St., Ste. 1520, Jacksonville, FL 32202	(904) 442-2286	\$3,145,619.00

**Amount of Original Award:** \$10,354,970.00

**Date of Original Award:** 06/13/2019

**List of Previous Change Order/Amendments**

CPA #	Amount	Date	Reason
182848	\$11,762,643.00	03/05/2020	FY20 Task Orders
182848	\$7,048,749.00	3/25/2021	FY21 Task Orders
182848	(\$5,354,716.00)	04/14/2021	Reduction in scope and fee in executed contract amendment (see ratification/background sections)

**Contract Increase Amount:** \$3,145,619.00



**New Not-To-Exceed Amount:** \$26,957,265.00  
**Length of Contract/PO Term:** Five (5) Years w/Two (2) - 1 Yr. Renewals  
**Begin Date:** 07/01/2019  
**End Date:** 06/30/2024  
**Renewal Options:** Yes – Two (2) – 1 Yr. Renewals  
**JSEB Requirement:** N/A

**Comments on JSEB Requirements:**

Original Award:  
N/A

This Change Order:

Each task order will be reviewed for JSEB requirements before authorization

\*JSEB Note: JSEB participation so far under this contract is set at \$5,773,109.00 for the various task orders. Actual JSEB spend under this contract is \$1,813,089.39 for services billed to date.

**Background/Recommendations:**

Originally approved by Awards Committee on 06/13/2019 in the amount of \$10,354,970.00 to Jacobs Engineering Group Inc. A contract increase was approved on 03/05/2020 by the Awards Committee for work during FY20 in the amount of \$11,762,643.00. A contract increase was approved on 03/25/2021 by the Awards Committee for work during FY21 in the amount of \$7,048,749.00. A copy of the previous awards are attached as backup.

During contract execution for the FY21 amendment approved by the Awards Committee on 03/25/2021, JEA determined that the scope of work for FY21 task orders be reduced to only wellfield rehabilitation services. This resulted in a decrease of the contract amendment NTE in the amount of (\$5,354,716.00). Since this decrease was not brought before the Awards Committee it has resulted in this ratification request.

This award request is also for a contract increase to the program management contract of Jacobs Engineering Group Inc. to cover the additional task order amounts needed for FY22. The funding breakdown for the task orders is attached as backup. The task orders being authorized under this contract increase request are listed below.

1. TO-W8 Wellfield Rehabilitation Subprogram - FY22 Well Rehabilitation Services - \$2,936,451.00
2. TO-BSS Business Strategy Services in support of DES - \$209,168.00 (Phases 1 & 2 of attached quote)

Request approval to award a ratification of reduction in contract scope and fee in the amount of (\$5,354,716.00) and a contract increase to Jacobs Engineering Group Inc. for additional Water/Wastewater Capital Program Management in the amount of \$3,145,619.00, for a new not-to-exceed amount of \$26,957,265.00, subject to the availability of lawfully appropriated funds.

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

**APPROVALS:**

 9/9/21

**Chairman, Awards Committee**

**Date**

John A. W. M. 9/9/21

**Budget Representative**

**Date**



## Formal Bid and Award System

Award #11 June 13, 2019

**Type of Award Request:** PROPOSAL (RFP)  
**Request #:** 6531  
**Requestor Name:** Domingo, Oliver. – Program Manager  
**Requestor Phone:** (904) 665-6325  
**Project Title:** Water/Wastewater Capital Program Management  
**Project Number:** Various  
**Project Location:** JEA  
**Funds:** Capital  
**Budget Estimate:** \$12,500,000.00

**Scope of Work:**

JEA is seeking a vendor (also referred to as the “Company”) that can provide the following services: program management of various large infrastructure programs including the Southside Integrated Piping System (SIPS), wellfield rehabilitation, large diameter pipe design and construction, and various other programs as needed to support JEA’s Water/Wastewater (W/WW) capital improvement program as required by JEA (the “Work” or “Services”).

This award impacts the following JEA’s Measures of Value:

- Customer Value – JEA’s investment in improving services and assets through this program will add value to customers by executing projects that will improve JEA’s operational capabilities with regards to water and wastewater management while also improving service reliability.
- Community Impact Value – This program will stimulate local economic development through the execution of design and construction contracts while supporting the Jacksonville Small & Emerging Business program.
- Environmental Value – Management of the Southside Water Transmission Pipeline and Wellfield Rehabilitation and Replacement Programs under a single Program Manager is critical to the success of both programs. These two large programs will play a significant role in the utilization and management of Northeast Florida’s water resources by providing solutions for water conveyance between the North and South water grids and wellfield improvements for a reliable water supply. The execution of both of these two programs will require significant investments in resources, coordination and planning that a Program Manager will bring to the table.
- Financial Value – Program Manager will bring financial value by completing tasks efficiently and in a more timely manner than conducting these tasks as individual projects.

**JEA IFB/RFP/State/City/GSA#:** 062-19  
**Purchasing Agent:** Kruck, Daniel R.  
**Is this a Ratification?:** NO

**RECOMMENDED AWARDEE(S):**

Name	Contact Name	Email	Address	Phone	Amount
JACOBS ENGINEERING GROUP INC.	Mike Dykes	<a href="mailto:Mike.dykes@jacobs.com">Mike.dykes@jacobs.com</a>	200 W Forsyth Street, Suite 1520, Jacksonville, FL 32202	(904) 442-2286	\$10,354,970.00

**Amount for entire term of Contract/PO:** \$10,354,970.00  
**Award Amount for remainder of this FY:** \$2,052,415.00  
**Length of Contract/PO Term:** Five (5) Years w/Two (2) - 1 Yr. Renewals  
**Begin Date (mm/dd/yyyy):** 07/01/2019  
**End Date (mm/dd/yyyy):** 06/30/2024  
**Renewal Options:** Yes – Two (2) – 1 Yr. Renewals  
**JSEB Requirement:** N/A – Optional for Phase 1 Startup  
**Comments on JSEB Requirements:**

No JSEB requirement for Phase 1 startup. There will specific JSEB goals for each task order authorized tailored to that project.

**PROPOSERS:**

Name	Amount	Rank
JACOBS ENGINEERING GROUP INC.	\$10,354,970.00	1
BLACK & VEATCH CORPORATION	N/A	2
AECOM TECHNICAL SERVICES, INC.	N/A	3
HASKELL COMPANY	N/A	4

**Background/Recommendations:**

Advertised on 02/18/2019. Ten (10) prime companies attended the mandatory pre-proposal meeting held on 02/25/2019. At proposal opening on 03/19/2019, JEA received four (4) proposals. The public evaluation meeting was held on 04/03/2019 and JEA deemed Jacobs Engineering Group Inc. most qualified to perform the work. A copy of the evaluation matrix and negotiated fees for Phase1 are attached as backup.

This Program Management contract will consist of three (3) main sub-programs: Southside Integrated Piping System (SIPS), Wellfield Rehabilitation, and Large Diameter Piping. The SIPS sub-program consists of designing and constructing five (5) raw water pipelines that will traverse the Jacksonville Southside area to move raw water from the current river crossing to water treatment plants in the South Grid. This strategy will allow JEA to meet the projected customer growth in the South Grid without increasing the CUP. The Wellfield Rehabilitation sub-program will work in conjunction with SIPS to identify and prioritize under producing wells and bring them back to acceptable production. This sub-program in particular is well suited for delivery by a program manager as it requires a holistic approach to prioritizing, designing, and rehabilitating or constructing new wells as well as managing the work to provide uninterrupted service. The large diameter pipe sub-program will be responsible for designing and constructing large pipelines that have been identified as high-risk by the current Large Diameter Pipe Program managed by Arcadis. Constructing these pipelines under one program will increase competition by encouraging out-of-market firms to participate while reducing design and construction management overhead costs.

FY19 will be the first phase of the program: Program Kickoff. For the remainder of the fiscal year, Jacobs will work with JEA to set up program communication, reporting, billing, and other protocol as well as determine the specific delivery structure for each sub-program. Activities in Phase 1 also include fast-start design work to get critical activities started. The first critical fast-start activity of note is the route study needed to setup the SIPS sub-program.

Negotiations with Jacobs Engineering were successfully completed for Phase 1. The monthly invoices will be matched to the appropriate capital budget project. The negotiated rates were compared to current rates for engineering services on other projects through current contracts and deemed reasonable. Future years will be funded by sub-program through various task orders. These task orders will be negotiated and funded using both traditional and alternative delivery methods. It is currently expected that some of this work will be contracted using "at-risk" methods where the contractor's fee is tied to performance based metrics. Negotiations resulted in cost savings of \$1,121,707.06 for Phase 1 from the originally proposed fee.

The original cost of Program Manager services to support the W/WW Capital Improvement Plan was estimated at \$50,000,000.00 over five years. This initial estimate was calculated by taking 5% of the projected five-year capital spend of \$1.04B from FY19-FY23. This equated to an estimated average budget of \$10,000,000.00 per fiscal year of the five year contract with an estimated budget of \$12,500,000.00 for FY19 and FY20. The final negotiated fee for FY19 and FY20 services is \$10,354,970.00; a difference of \$2,145,030.00 less than the original estimate of \$12,500,000.00.

**Contract Budget Details:**

- FY19: \$2,052,415.00
- FY20: \$8,302,555.00

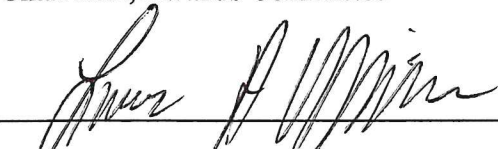
062-19 – Request approval to award a contract to Jacobs Engineering Group Inc. for Water/Wastewater Capital Program Management in the amount of \$10,354,970.00, subject to the availability of lawfully appropriated funds.

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

**VP:** Calhoun, Deryle I. - VP/GM Water Wastewater Systems

**APPROVALS:**

  
\_\_\_\_\_  
**Chairman, Awards Committee**                      **Date**                      6/13/19

  
\_\_\_\_\_  
**Manager, Capital Budget Planning**                      **Date**                      6/13/19



## Formal Bid and Award System

Award #2 March 05, 2020

**Type of Award Request:** CONTRACT INCREASE  
**Requestor Name:** Domingo, Oliver  
**Requestor Phone:** (904) 665-6325  
**Project Title:** Water/Wastewater Capital Program Management  
**Project Number:** Various  
**Project Location:** JEA  
**Funds:** Capital  
**Budget Estimate:** \$11,762,643.00

### Scope of Work:

JEA is seeking a vendor (also referred to as the "Company") that can provide the following services: program management of various large infrastructure programs including the Southside Integrated Piping System (SIPS), wellfield rehabilitation, large diameter pipe design and construction, and various other programs as needed to support JEA's Water/Wastewater (W/WW) capital improvement program as required by JEA (the "Work" or "Services").

**JEA IFB/RFP/State/City/GSA#:** 062-19  
**Purchasing Agent:** Kruck, Dan  
**Is this a Ratification?:** NO

### RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
JACOBS ENGINEERING GROUP INC.	Mike Dykes	mike.dykes@jacobs.com	200 W Forsyth St., Ste. 1520, Jacksonville, FL 32202	(904) 442-2286	\$11,762,643.00

**Amount of Original Award:** \$10,354,970.00  
**Date of Original Award:** 06/13/2019  
**Contract Increase Amount:** \$11,762,643.00  
**New Not-To-Exceed Amount:** \$22,117,613.00  
**Length of Contract/PO Term:** Five (5) Years w/Two (2) - 1 Yr. Renewals  
**Begin Date (mm/dd/yyyy):** 07/01/2019  
**End Date (mm/dd/yyyy):** 06/30/2024  
**Renewal Options:** Yes – Two (2) – 1 Yr. Renewals  
**JSEB Requirement:** N/A

### Comments on JSEB Requirements:

Original Award:  
 N/A

### This Change Order:

Each task order will be reviewed for JSEB requirements

**Background/Recommendations:**

Originally approved by Awards Committee on 06/13/2019 in the amount of \$10,354,970.00 to Jacobs Engineering Group Inc. A copy of the original award is attached as backup.

In this Program work is authorized via task orders. Before a task order can be authorized there needs to be sufficient cap within the contract to cover the task order. Once sufficient cap is established the task order can then be authorized. This award request is for a contract increase to the program management contract of Jacobs Engineering Group Inc. The amount of the contract increase is to cover the additional task order amounts needed for the remainder of FY20. One such task order is TO-L4 which is the task order for the Emergency Repair Work at Buckman St. This task order alone is worth approximately \$5M.


1. TO-P1 Program Management Services Subprogram
2. TO-P2 Program Startup
3. TO-P3 Owners rep services – MarshWagner
4. TO-S1 SIPS Subprogram - Phase 1 Services
5. TO-S2 SIPS Subprogram Startup
6. TO-S3 SIPS - Deerwood - Southside Blvd. Intertie to Deerwood III WTP Pipeline - Design
7. TO-S5 SIPS - Greenland - Deerwood III WTP to Greenland WTP Pipeline - Design
8. TO-L1 LDP Subprogram - Phase 1 Services
9. TO-L2 LDP Subprogram Startup
10. TO-L3 South Shores Sub-Aqueous Force Main Rehabilitation Project
11. TO-L4 Emergency Repair-Buckman St 42" Trunk Sewer-S - JPM
12. TO-L5 LDP-Martin Luther King: Fairfax to Brentwood Water Main Replacement
13. TO-W1 Wellfield Rehabilitation Subprogram - Phase 1 Services
14. TO-W2 Wellfield Rehabilitation Subprogram Startup
15. TO-W3 Wellfield Rehabilitation Subprogram - Group 1 Well Rehabilitation Services
16. TO-W4 New Well Construction

Request approval to award a contract increase to Jacobs Engineering Group Inc. for additional Water/Wastewater Capital Program Management in the amount of \$11,762,643.00, for a new not-to-exceed amount of \$22,117,613.00, subject to the availability of lawfully appropriated funds.

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

**VP:** Calhoun, Deryle I. - VP/GM Water Wastewater Systems

**APPROVALS:**

 3/5/2020

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

 3/5/20

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



## Formal Bid and Award System

Award #3 March 25, 2021

**Type of Award Request:** CONTRACT AMENDMENT  
**Requestor Name:** Domingo, Oliver  
**Requestor Phone:** (904) 665-6325  
**Project Title:** Water/Wastewater Capital Program Management  
**Project Number:** Various  
**Project Location:** JEA  
**Funds:** Capital  
**Budget Estimate:** \$7,250,000.00

### Scope of Work:

JEA is seeking a vendor (also referred to as the “Company”) that can provide program management of various large infrastructure programs including the Southside Integrated Piping System (SIPS), wellfield rehabilitation and various other programs as needed to support JEA’s Water/Wastewater (W/WW) capital improvement program as required by JEA (the “Work” or “Services”).

**JEA IFB/RFP/State/City/GSA#:** 062-19  
**Purchasing Agent:** Kruck, Dan  
**Is this a Ratification?:** NO

### RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
JACOBS ENGINEERING GROUP INC.	Mike Dykes	mike.dykes@jacobs.com	200 W Forsyth St., Ste. 1520, Jacksonville, FL 32202	(904) 442-2286	\$7,048,749.00

**Amount of Original Award:** \$10,354,970.00

**Date of Original Award:** 06/13/2019

### List of Previous Change Order/Amendments

CPA #	Amount	Date	Reason
182848	\$11,762,643.00	03/05/2020	FY20 Task Orders

**Contract Increase Amount:** \$7,048,749.00

**New Not-To-Exceed Amount:** \$29,166,362.00

**Length of Contract/PO Term:** Five (5) Years w/Two (2) - 1 Yr. Renewals

**Begin Date (mm/dd/yyyy):** 07/01/2019

**End Date (mm/dd/yyyy):** 06/30/2024

**Renewal Options:** Yes – Two (2) – 1 Yr. Renewals

**JSEB Requirement:** N/A

### Comments on JSEB Requirements:

Original Award:

N/A



This Change Order:

Each task order will be reviewed for JSEB requirements before authorization

**Background/Recommendations:**

Originally approved by Awards Committee on 06/13/2019 in the amount of \$10,354,970.00 to Jacobs Engineering Group Inc. A contract increase was approved on 03/05/2020 by the Awards Committee for work during FY20. A copy of the previous awards are attached as backup.

This Program work is authorized via task orders. Before a task order can be authorized there needs to be sufficient contract cap to cover the task order(s). Once sufficient cap is established the task order(s) can then be authorized. This award request is for a contract increase to the program management contract of Jacobs Engineering Group Inc. to cover the additional task order amounts needed for the remainder of FY21. The funding breakdown for the task orders is attached as backup. The task orders being authorized under this contract increase request are listed below.

1. TO-P3 Owner's rep services – MarshWagner
2. TO-S3 SIPS - Deerwood - Southside Blvd. Intertie to Deerwood III WTP Pipeline - Design
3. TO-W1 Wellfield Rehabilitation Subprogram - Phase 1 Services
4. TO-W4 Purchase and Installation of Pumps for the W3 Well Rehab Projects
5. TO-W7 St Johns Forest 5 Well Construction

Request approval to award a contract increase to Jacobs Engineering Group Inc. for additional Water/Wastewater Capital Program Management in the amount of \$7,048,749.00, for a new not-to-exceed amount of \$29,166,362.00, subject to the availability of lawfully appropriated funds.

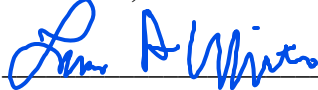
**Director:** Conner, Sean M., - Dir W/WW Project Engineering & Construction

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

**APPROVALS:**

 \_\_\_\_\_ 03/25/2021

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

 \_\_\_\_\_ 3/25/21

**Budget Representative** **Date**

## Payment for Services

The total estimated fee for TO-W8 is **\$2,936,451** as summarized in Table 2. Time and materials are the basis of payment for this scope of service. It is expected that Jacobs' fee will be expended during JEA Fiscal Year (FY) 2022 and FY 2023 per the schedule included. A further breakdown of Activities 1 through 11 can be found in Attachment 1.

Monthly invoices will be submitted to JEA. Jacobs may adjust budgets between activities, as shown in Attachment 1, within the total budget to meet the subprogram needs.

**Table 2. Estimated Time and Materials Fee Summary for TO-W8 Activities**

*TO-W8: Wellfield Rehabilitation Subprogram – Group 3 Well Rehabilitation Services*

Activity No.	Description	Labor Subtotal	Jacobs Expenses	Subcontractor Costs	5% Markup	Total
1	Southeast Well No. 2 Rehabilitation Services	\$78,703	\$7,597	\$178,700	\$8,935	\$273,935
2	Ridenour Well No. 4 Rehabilitation Services	\$63,700	\$3,800	\$142,200	\$7,110	\$216,810
3	Ridenour Well No. 5 Rehabilitation Services	\$63,700	\$3,800	\$142,200	\$7,110	\$216,810
4	Julington Creek Well No. 1 Rehabilitation Services	\$78,700	\$3,800	\$178,700	\$8,935	\$270,135
5	Julington Creek Well No. 2 Rehabilitation Services	\$78,700	\$3,800	\$178,700	\$8,935	\$270,135
6	St. Johns North Well No. 4 Rehabilitation Services	\$87,289	\$7,600	\$193,700	\$9,685	\$298,274
7	Brierwood Well No. 1 Rehabilitation Services	\$78,700	\$7,600	\$178,700	\$8,935	\$273,935
8	Arlington Well No. 4 Rehabilitation Services	\$78,700	\$7,600	\$200,700	\$10,035	\$297,035
9	Greenland Well No. 2 Rehabilitation Services	\$63,700	\$7,600	\$161,200	\$8,060	\$240,560
10	Lofton Oaks Well No. 1 Rehabilitation Services	\$78,701	\$7,600	\$183,700	\$9,185	\$279,186
11	Well Rehabilitation Services (TBD)	\$81,300	\$7,600	\$200,700	\$10,035	\$299,635
<b>Total for TO-W8: Wellfield Rehabilitation Subprogram</b>		<b>\$831,894</b>	<b>\$68,397</b>	<b>\$1,939,200</b>	<b>\$96,960</b>	<b>\$2,936,451</b>

August 20, 2021

Attention: Victor Blackshear  
JEA, Financial Planning & Rates, Manager  
[blacvl@jea.com](mailto:blacvl@jea.com)

Project Name: JEA District Cooling Systems

**Subject: Proposal for DCS Business Strategy Services**

Dear Victor,

Jacobs is pleased to provide this proposal for Business Strategy Services in support of JEA's District Cooling Systems business. We understand that developing and running a successful district cooling business is unique and presents a number of challenges that must be thoroughly understood and evaluated in order to have a successful business operation that provides financial stability for JEA and promotes growth and sustainable development for the city as a whole.

Our proposed approach and scope of services for this project are included in the attached. Services are proposed on a lump sum basis, anticipated to be delivered using the existing JEA Contract No. 182848 - Capital Program Management. If you have any questions related to this proposal, please contact Seth Kraal ([seth.kraal@jacobs.com](mailto:seth.kraal@jacobs.com); 512-732-7513) or me (contact information below). We are please to be of service to JEA with this important evaluation and look forward to starting work quickly upon your authorization.

Sincerely



**Kevin Fox, P.E.**  
Vice President  
817.372.3134  
[kevin.fox@jacobs.com](mailto:kevin.fox@jacobs.com)

Copies to: Seth Kraal  
Mike Dykes

**SCOPE OF WORK**  
August 20, 2021

**PROPOSAL FOR  
DCS BUSINESS STRATEGY SERVICES  
FOR  
JEA DISTRICT COOLING SYSTEMS**

**1.0 INTRODUCTION**

JEA is a public utility serving the need of over 400,000 customers in the greater Jacksonville area with potable water, wastewater, natural gas, electricity, and district energy services. JEA is recognized nationally as a leader in water resource management and sustainability. JEA's mission; "to energize our community through high-value energy and water solutions" solidifies JEA's role as a pillar of reinvestment in the community to the benefit of all of its customers in the Jacksonville area.

JEA and its predecessor agencies have owned and operated district energy infrastructure in Jacksonville since 2003. JEA delivers chilled water to the convention center, Federal buildings, and several medical buildings in the downtown area and medical district. Today, JEA owns and operates chilled water assets that comprise this district energy system, including the three chilled water plants at the locations below.

- Springfield Plant, 2103 Boulevard Street
- Hogan's Creek Plant, 777 East Church Street
- Downtown Plant, 521 West Duval Street

50% of the JEA downtown customer load is committed to the Federal Courthouse and the remaining 50% of the load is committed to State and City facilities. The Springfield Plant's primary customer are the loads within the Shands Facility with 10% of the customer load serving the Proton Beam and Research Laboratory. 90% of the Hogan's Creek customer load is currently held by the Sports Arena with the remainder of the customer load serving the penthouses at the Ballfield.

Between 2018 and 2020, JEA and Jacobs performed master-planning studies on all of JEAs district energy assets in order to determine likely development scenarios and to budget capital outlay. Based on the study findings, discussions with private investors and developers, and input from the Board, JEA anticipates moving forward with continuing to own, operate, and grow the DCS. However, to efficiently own and operate the system in a sustainable manner, JEA must develop a business plan.

With a business plan JEA seeks a plan to maximize the value of the DCS and develop a guide in establishing a chilled water service that is efficient and economical, while also adequately capitalized, expanded, and developed to accommodate the growth and vertical development occurring in downtown Jacksonville. This proposal is for the consulting and advisory services to develop a business plan to optimize operations and grow the DCS.

## **2.0 SCOPE OF WORK**

JEA desires a three-part program to support development of its district cooling systems (DCS). The first two phases are to be started immediately to support near-term development upon the JEA DCSs. The third phase would be implemented in within the colander year and would support of long-term goals of the District Energy business model. The object of the project is to create an all-encompassing strategy to assist with the sustainability and potential growth of JEA' DCS, maximize the benefit of the DCS to the community and the City and equitably distribute resources to existing clients.

Phase I would examine the JEAs current district energy rate structure with respect to similar district cooling providers and evaluate the best practices for utilizing both standard published rates and individually negotiated rates.

Phase II of the program would establish JEAs DCS revenue requirements including its planned system expansions, buildings, equipment, distribution systems, easements and rights of way, and contracts for chilled water services. The second phase will go on to interpret and examine JEAs current rates and structures to help JEA determine their sufficiency to meet the revenue requirements and revenue potential of the DCSs. Jacobs consultants will provide recommendations to the existing rate structure if opportunities for improvement exist.

The third phase (Phase III) of the project would provide business development consulting directed at enhancing JEA's ability to predict prospective customers cost to self-generate HVAC or process cooling and marketing the benefits of district cooling services. The consulting will focus on utilizing rates and connection agreements to help JEA create predictable and profitable revenue streams for both the customer and JEA. Jacobs will provide business and market strategy consulting to engage potential clients and educate them on the benefits of District Cooling and the capital and cost savings associated therein. The strategy will include a cost of service analysis, rate structure development, marketing and communication plans, and other recommendations.

Jacobs will support this endeavor by providing consulting and advisory services for the JEA District Cooling System Business Strategy Consulting Services Task. Jacobs will partner with Sub-consultants as necessary to provide these services.

## **3.0 SCOPE OF SERVICES**

Jacobs will support this endeavor by providing consulting and advisory services as indicated herein for the JEA District Cooling System Business Strategy Services Project.

- 3.1 Phase 1 – Revenue Gap Analysis.** Review JEAs current DCS rates vs industry peers:
- a) Jacobs will compile an industry sampling of similar DCS rates, connection agreements and rates structures for comparison with JEAs rates, connecting agreements and rate structures.
  - b) Jacobs will provide an assessment of available rate structures and connection agreements, detailing the advantages and disadvantages of each option.
  - c) Jacobs will review JEA' existing rate structures and connection agreements with regard to industry peers.
  - d) Jacobs to report findings in a Revenue Gap Analysis report
- 3.2 Phase 2 – Financial Planning.** Develop a short and long-term DCS financial plan
- a) Jacobs will perform a high-level visual assessment incorporating condition, market, and book value of existing DCS physical assets including facilities, equipment, and infrastructure.
  - b) Jacobs will report financial planning assumptions to JEA' Financial Department and Capital Planning group for review and incorporation for use in analysis.
  - c) Jacobs will calculate JEA' true "cost of service" both now and in the future to develop appropriate rate structures.
  - d) Jacobs will review JEA' existing rate structures & contracts and make recommendations to help with full cost recovery of JEA needed capital investments and operating costs.
  - e) Jacobs will develop operational and financial metrics for tracking DCS performance over time and benchmarking with other DCSs.
  - f) Jacobs will submit a draft Financial plan for JEA to review.
  - g) Jacobs will address JEA comments and update Financial plan.
  - h) Jacobs will submit final Financial plan.
  - i) Jacobs will attend (2) Owner's meetings. One to review and discuss the final Financial plan and a second to present the recommendations to stakeholders
- 3.3 Phase 3 – Marketing and Communication Plan.** Develop plan with intent of informing existing and potential customers of JEA plans for moving forward and acquiring new customers.
- a) Jacobs will develop life cycle business models comparing district cooling costs to developer chilled water CAPEX and O&M costs (JEA cost vs "on their own" customer costs).
  - b) Jacobs will support the development a communication and marketing plan in conjunction with subconsultants.
  - c) Jacobs will attend meetings between JEA and potential customers, the development community in downtown, Lot J, and medical district and Jacksonville regional government. (15) total meetings including: (3) potential

customers, (3) w/Chamber of Commerce, (3) w/ area Developers, (3) w/Architectural and Engineering firms, (3) at JEA discretion.

- d) Jacobs will create a heat map of potential customer locations and prioritize list of development areas.
- e) Jacobs will develop a set of recommendations for local building and energy code to help catalyze widespread district cooling development.
- f) Jacobs will develop a contracting template with Terms & Conditions and rate structure, in collaboration with the JEA Utility team.
- g) Jacobs will develop a connection agreement with mechanical, metering and workmanship specifications, in collaboration with the District Cooling team.
- h) Jacobs will develop and document the strategy for long-term acquisition of future customers.
- i) Jacobs will submit a draft communication and marketing plan for JEA to review.
- j) Jacobs will address JEA comments and update communication and marketing plan. Energy efficiency updates will be included.
- k) Jacobs will submit final communication and marketing plan.
- l) Jacobs and Diamond Engineering Services, LLC will attend (1) Owner's meeting to review and discuss the final communication and marketing plan.

#### **4.0 SUBCONSULTANTS**

Jacobs proposes the use of the following subconsultants for the completion of this work:

1. Diamond Engineering Services LLC.
2. (marketing specialist to be evaluated and agreed upon with JEA)

#### **5.0 DELIVERABLES**

The Jacobs team will deliver the following:

##### **6.1 Phase 1 – Revenue Gap Analysis**

- a) Peer assessment
- b) Revenue Gap Analysis Report

##### **6.2 Phase 2 – Financial Plan**

- a) Memo of financial planning assumptions
- b) Calculated "true cost of service"
- c) Draft Financial Plan
- d) Final Financial Plan

##### **6.3 Phase 3 – Communication and Marketing Plan**

- a) Life cycle business models for 5 customer types and 2 sizes per type

- b) Heat map of potential customers overlaid upon updated masterplans
- c) Strategy document
- d) Contracting and connection templates and standards
- e) Draft communication and marketing plan
- f) Final communication and marketing plan

## 6.0 SCHEDULE

This proposal is based on a 7-month duration. See below for proposed timelines for subtasks. Once the project has been awarded, Jacobs will work with JEA for a mutually agreeable schedule.

NTP	September 26, 2021
Project Kickoff Meeting	October 3, 2021
Revenue Gap Analysis	October 4, 2021 – November 5, 2021
Financial Plan	November 7, 2021 – January 5, 2022
Marketing Plan	October 4, 2021 – April 25, 2022

## 7.0 BASIS OF COMPENSATION

For the Scope of Work described above, we propose that the basis of compensation for Jacobs and all Subconsultants will be a lump sum fee of \$ 613,695.00 as follows:

Revenue Gap Analysis	\$ 61,590.00
Financial Plan	\$ 147,578.00
<u>Marketing Plan</u>	<u>\$ 404,527.00</u>
<b>Total Fee</b>	<b>\$ 613,695.00</b>

Budgeted travel and expenses are included in the lump sum fee.

For additional services requested by JEA, we propose the basis of compensation will be determined based on the requested scope of work and rates as agreed upon per the executed JEA Contract No. 182848 - Capital Program Management.



## **8.0 QUALIFICATIONS**

- a) JEA will facilitate the availability of information and scheduling of meetings as requested by Jacobs to assist in maintaining the project schedule.
- b) Project delivery is contingent upon receipt of site information, equipment submittal documentation, billing information, approvals, and coordination information to be obtained from JEA. Delays in the receipt of this information may impact the schedule. Jacobs is not responsible for these delays and the resultant impact to the schedule caused by these delays.
- c) This proposal does not include any detailed (Issued for Construction) design services.
- d) Equipment evaluations will be based upon nameplate and site observations. Forensic or tested analysis is not included in this proposal.
- e) This proposal does not include construction management/oversight.
- f) Travel is expected to occur late or early to accommodate full days of work on-site and cost-effective services. Business class travel is budgeted to promote staff effectiveness.
- g) The proposal fee for all subtasks assumes a sequence of work identified in Section 7.0 and approval of all subtask in this proposal. Each subtask will inform various other subtasks. Some subtasks are performed and managed in parallel with others allowing some efficiencies of effort to be realized. If various subtasks are not approved or removed from the scope, Jacobs reserves the right to adjust its fees for the subtasks accordingly.
- h) It is expected that this project will span 32 weeks. Our project team anticipates (32) weekly one-hour conference calls. Jacobs will determine the need for additional coordination meetings outside of the weekly conference calls and determine the team attendees required for each call or coordination meeting.
- i) The proposal includes up to 15 trips of one to two nights per trip for up to four of the team members for kick-off and finalization meetings and for three members for consulting and site evaluation trips
- j) Trips will be overlapped to the greatest extent possible to make for efficient time at the site(s). Jacobs reserves the right to re-evaluate travel expenses if the client places the project phases on holds or staggers the effort within or between phases.



## 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 <sup>th</sup> 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	\$337,679.40
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:**

Stephon Datz 9/9/21

Chairman, Awards Committee Date  
Lu Ann A. Moore 9/9/21

**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 <sup>th</sup> St, Jacksonville, FL 32254	(727) 351-1544	\$339,542.00
CLIFF BERRY INC.	Ron Chandler	rhandler@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.

<b>Non-Emergency Services</b>					
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

<b>Emergency Services</b>					
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: 880-899-7745  
 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**

<b>COMPANY NAME:</b>		<b>CLIFF BERRY INC.</b>			
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.					
<b>Non-Emergency Services</b>					
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

<b>Emergency Services</b>					
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: 10145 103rd St  
 CITY, STATE, ZIP CODE: Jacksonville, FL 32210  
 TELEPHONE: 904-379-3465  
 FAX: 904-551-6920  
 EMAIL OF CONTACT: lhall@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
<b>Total Three (3) Year Response Price – Transfer total from Appendix B – Response Workbook</b>	<b>\$ 790,920.00</b>

**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-offs (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

904-852-9845   
Phone Number



**ADDENDUM 1 - APPENDIX B – RESPONSE WORKBOOK**

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

<b>COMPANY NAME:</b>		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.					
<b>Non-Emergency Services</b>					
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

<b>Emergency Services</b>					
#	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 #4 September 9, 2021

**Type of Award Request:** INVITATION FOR BID (IFB)  
**Request #:** 136  
**Requestor Name:** Hurford, John W.  
**Requestor Phone:** (904) 665-7314  
**Project Title:** Cedar Bay 480V Backup Blower  
**Project Number:** 8006542  
**Project Location:** JEA  
**Funds:** Capital  
**Budget Estimate:** \$667,000.00

### Scope of Work:

The Contractor shall furnish all labor, materials, equipment, tools, services, and incidentals to clear, grub, fill, grade and prepare the site as shown on the drawings in preparation for construction of the Cedar Bay District II Wastewater Treatment Facility Blower Improvements Project. The work is as specified herein and in JEA's Water and Sewer Standards Manual, and as shown on the Drawings.

**JEA IFB/RFP/State/City/GSA#:** 14103380481  
**Purchasing Agent:** King, David  
**Is this a Ratification?:** NO

### RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
PBM CONSTRUCTORS, INC.	William Moore	bmoore@pbmconstructors.com	3000 Faye Rd, Jacksonville, FL 32226	(904) 714- 6353	\$964,000.00

**Amount for entire term of Contract/PO:** \$964,000.00  
**Award Amount for remainder of this FY:** \$0.00  
**Length of Contract/PO Term:** Project Completion  
**Begin Date:** 10/21/2021  
**End Date:** Project Completion (Expected: May 2022)  
**JSEB Requirement:** Four Percent (4%) Requirement  
**Comments on JSEB Requirements:**  
 Shifting Gears, LLC (Concrete & Masonry) - 5%

**BIDDERS:**

Name	Amount
PBM CONSTRUCTORS	\$964,000.00
SAWCROSS, INC.	\$1,006,000.00
PETTICOAT-SCHMITT CIVIL CONTRACTING, INC.	\$1,056,769.00
W. W. GAY MECHANICAL CONTRACTING, INC.	\$1,162,027.00

**Background/Recommendations:**

Advertised on 06/29/2021. Five (5) prime contractors attended the mandatory pre-bid meeting held on 07/07/2021. At Bid opening on 07/27/2021, JEA received four (4) Bids. PMB Constructors (PBM) was initially disqualified because its bid did not include an approved integrator as a subcontractor. PMB timely protested, and argued despite its timely requests, no approved integrators provided a quote by the bid submission date. However, after PMB submitted its bid, one approved integrator responded to PMB and agreed to perform the work. PMB stated that its bid price will not change by the use of the approved integrator. Accordingly, PMB requested reconsideration of the disqualification decision based upon this circumstance. The Chief Procurement Office reviewed all the facts and issued a decision rescinding the disqualification. PBM Constructors Inc. is the lowest responsive and responsible Bidder. A copy of the Bid Form and Workbook are attached as backup.

The award amount of \$964,000.00 is approximately 45% higher than the original estimate for construction. A number of the bid items have been experiencing cost increases after the construction estimate was created. Some of the larger variances on the bid items include the motor control center and the transformer. These items were twice the estimated amount. The mobilization and general conditions were also noticeably higher than estimated. The bid was reviewed by JEA and deemed reasonable.

1410338048 - Request approval to award a contract to PBM Constructors Inc. for construction services for the Cedar Bay 480V Backup Blower Project in the amount of \$964,000.00, subject to the availability of lawfully appropriated funds.

**Manager:** Dvoroznak, Michael T. - Mgr W/WW Reuse Treatment Maint Planning & Eng

**Director:** Wagoner, Bryan L. - Dir Water Operations & Treatment Support Services

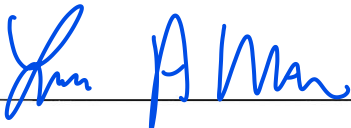
**VP:** Vu, Hai X. - VP Water Wastewater Systems

**APPROVALS:**

 \_\_\_\_\_ 9/9/21

Chairman, Awards Committee

Date

 \_\_\_\_\_ 9/9/21

Budget Representative

Date

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

Company Name: PBM Constructors, Inc.  
 Company's Address: 3000 Faye Road, Jacksonville, FL 32226  
 License Number: CGC037694  
 Phone Number: 904-714-6353 FAX No: 904-714-6354 Email Address: bmoore@pbmconstructors.com

<p><b><u>BID SECURITY REQUIREMENTS</u></b></p> <input type="checkbox"/> None required <input checked="" type="checkbox"/> Certified Check or Bond (Five Percent (5%))	<p><b><u>TERM OF CONTRACT</u></b></p> <input type="checkbox"/> One Time Purchase <input type="checkbox"/> Annual Requirements <input checked="" type="checkbox"/> Other, Specify - Project Completion
<p><b><u>SAMPLE REQUIREMENTS</u></b></p> <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	<p><b><u>SECTION 255.05, FLORIDA STATUTES CONTRACT BOND</u></b></p> <input type="checkbox"/> None required <input checked="" type="checkbox"/> Bond required 100% of Bid Award

<p><b><u>QUANTITIES</u></b></p> <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.	<p><b><u>INSURANCE REQUIREMENTS</u></b></p> <p align="center"><b>Insurance required</b></p>
---	---

<p><b><u>PAYMENT DISCOUNTS</u></b></p> <input type="checkbox"/> 1% 20, net 30 <input type="checkbox"/> 2% 10, net 30 <input type="checkbox"/> Other _____ <input type="checkbox"/> None Offered	
--	--


<b>ENTER YOUR BID FOR SOLICITATION 1410338048</b>	<b>TOTAL BID PRICE</b>
Total Bid Price for the Project (enter total from cell F22 in the Bid Workbook)	\$ <u>964,000.00</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 1 through 1

  
 Handwritten Signature of Authorized Officer of Company or Agent

8/10/21  
 Date

**William B Moore, President**  
 Printed Name and Title

**1410338048 Appendix B - Bid Workbook**  
**Cedar Bay 480V Backup Blower**  
(Only complete the prices in yellow cells)

Item	Description	Est. Qty.	Unit	Unit Price	Total
1	Mobilization/Demobilization ( ≤ 5%)	1	LS	\$10,000.00	\$10,000.00
2	General/Special Conditions ( ≤ 15%)	1	LS	\$10,000.00	\$10,000.00
3	Site Work - General Restoration from Construction Work	1	LS	\$14,000.00	\$14,000.00
4	Paving and Grading	1	LS	\$20,000.00	\$20,000.00
5	Demolition	1	LS	\$10,000.00	\$10,000.00
6	Miscellaneous Mechanical Cost	1	LS	\$98,000.00	\$98,000.00
7	Hoffman Blower Model 75107 Package	1	LS	\$450,000.00	\$450,000.00
8	Monolithic Slab	1	LS	\$15,000.00	\$15,000.00
9	Equipment Pad	1	LS	\$15,000.00	\$15,000.00
10	Transformer Pad	1	LS	\$10,000.00	\$10,000.00
11	Bollards	1	LS	\$2,000.00	\$2,000.00
12	4160V Motor Control Center MCLU-1 Modifications	1	LS	\$120,000.00	\$120,000.00
13	4160-480/277V 500kVA Transformer	1	LS	\$70,000.00	\$70,000.00
14	Manual Transfer Switch	1	LS	\$35,000.00	\$35,000.00
15	Miscellaneous Raceways, Wires, Boxes and Fittings	1	LS	\$75,000.00	\$75,000.00
16	Allowances (Permitting, Testing, etc.)				\$10,000.00
<b>TOTAL BID PRICE</b>					
TRANSFER TOTAL TO PAGE 1, 1410338048 APPENDIX B - BID FORMS:					<b>\$964,000.00</b>

Total Bid Price less General Conditions, SWAs and Allowances:		\$934,000.00
JSEB Requirement (%):		4%
JSEB Requirement (dollars):		\$37,360.00

**Project:** District II Blower Improvements  
**CIP Cat:** Wastewater Treatment  
**File Name:** WS21029 District II Blower Improvements  
**Cost Index:** 11625.95 for December 2020  
**CP No:** TBD



**Project Mgr:** John Hurford  
**Estimator:** D Jones  
**Estimate No:** WS21029  
**Rev. No:** 0  
**Date:** 12/30/2020

**FINAL DESIGN**

**CLASS 1**

**DIRECT CONSTRUCTION COSTS**

<u>Contractor Cost</u>		<u>Material</u>	<u>Labor</u>	<u>Equipment</u>	<u>Other/Sub-Cont.</u>	<u>TOTAL</u>
Total From Estimate Details -		\$0	\$0	\$0	\$620,477	\$620,477
Escalation	2.8%	\$0	\$0	\$0	\$17,523	\$17,523
<b>Subtotal Contractor Cost</b>		<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$638,000</b>	<b>\$638,000</b>
Contingency ( Contractors Risk )		\$0	\$0	\$0	\$0	\$0
Contingency ( Contract SWA )	4.5%	\$0	\$0	\$0	\$29,000	\$29,000
<b>Total Contractor Costs</b>		<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$667,000</b>	<b>\$667,000</b>

<u>Additional Direct Costs</u>		<u>Material</u>	<u>Labor</u>	<u>Equipment</u>	<u>Other/Sub-Cont.</u>	<u>TOTAL</u>
JEA Supplied Material and Labor		\$0	\$0	\$0	\$0	\$0
JEA Other Contract Costs		\$0	\$0	\$0	\$0	\$0
<b>Subtotal: Additional Direct Costs</b>		<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>
<b>Total Direct Costs</b>		<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$667,000</b>	<b>\$667,000</b>

<u>JEA Cost &amp; Engineering</u>		<u>Labor</u>	<u>Contract</u>	<u>TOTAL</u>
Project Management	3.5%	\$23,345	\$0	\$23,345
Engineering ( All Services By Design Firm )	11.6%	\$0	\$77,340	\$77,340
Services During Construction ( JEA, Randstad, CEI )	5.0%	\$0	\$33,350	\$33,350
Project Support	3.0%	\$20,010	\$0	\$20,010
Real Estate	0.0%	\$0	\$0	\$0
<b>Total JEA Cost and Engineering</b>		<b>\$43,355</b>	<b>\$110,690</b>	<b>\$154,045</b>

<b>Total Project Costs</b>				<b>\$821,045</b>
----------------------------	--	--	--	------------------

**Multistage Centrifugal Air Blower 4300 SCFM at 8.05 PSIG Outlet Pressure**  
**CLASS 1 Accuracy Range -5% to +10%**

**CONSTRUCTION COST ESTIMATE**

Proj: District II Blower Improvements  
 CIP: Wastewater Treatment  
 File: WS21029 District II Blower Improvements



Project Mgr: John Hurford  
 Estimator: D Jones  
 Estimate No: WS21029  
 Rev. No: 0  
 Date:

**New Blower**

NO.	DESCRIPTION	QTY	UNIT	MATERIALS		LABOR			CONST. EQUIPMENT		INSTL or S/C		TOTAL	RESOURCE
				UNIT	AMOUNT	MH	RATE	AMOUNT	UNIT	AMOUNT	UNIT	AMOUNT		
	<u>Civil</u>													Constantine Engineering 100% estimate
	Mobilization and Demobilization	1	LS								\$10,000.00	\$10,000	\$10,000	
	Sitework	1	LS								\$10,000.00	\$10,000	\$10,000	
	Paving and Grading	1	LS								\$5,000.00	\$5,000	\$5,000	
	Demolition	1	LS								\$2,000.00	\$2,000	\$2,000	
	<u>Mechanical</u>													
	Miscellaneous Mechanical Cost	1	LS								\$20,000.00	\$20,000	\$20,000	
	Hoffman Blower Package Hoffman Model 75107	1	LS								\$349,345.00	\$349,345	\$349,345	
	<u>Structural</u>													
	Monolithic Slab	1	LS								\$5,250.00	\$5,250	\$5,250	
	Equipment Pad	1	LS								\$2,250.00	\$2,250	\$2,250	
	Transformer Pad	1	LS								\$1,500.00	\$1,500	\$1,500	
	Bollards	2	LS								\$150.00	\$300	\$300	
	<u>Electrical</u>													
	4160V Motor Controller MCLU-1 Modifications	1	LS								\$50,000.00	\$50,000	\$50,000	
	4160-480/277V 500kVA Transformer	1	LS								\$30,000.00	\$30,000	\$30,000	
	Manual Transfer Switch	1	LS								\$15,000.00	\$15,000	\$15,000	
	Miscellaneous Raceways, Wires, Boxes, And Fittings	1	LS								\$50,000.00	\$50,000	\$50,000	
	<u>Other</u>													
	Allowances (Permitting, Testing, etc.)	1	LS								\$10,000.00	\$10,000	\$10,000	
	General Conditions	1	LS								\$59,000.00	\$59,000	\$59,000	
	Additional Allowance	1	LS								\$832.00	\$832	\$832	
A	<b>SUBTOTAL</b>											\$620,477	\$620,477	
B	<b>OVERHEAD ( Included in Unit Rate )</b>													
C	<b>PROFIT ( Included in Unit Rate )</b>													
D	<b>MOB / BOND / INSUR. ( Included in Unit Rate )</b>													
E	<b>TOTAL ESTIMATED CONSTRUCTION COST</b>											\$620,477	\$620,477	



# Notes

WS21029 District II Blower Improvements

Rev. 0 12/30/2020

## 1 Basis of Estimate and Description of Work

The estimate is based on the Constantine Engineering Bid Drawings for the District II WWTF Blower Improvements Project and the Constantine Engineering 100% estimate.

Installation of one Hoffman Model 75107 Multistage Centrifugal Air Blower with a capacity of 4300 SCFM at 8.05 PSIG Outlet Pressure

## 2 Estimate Class and Range of Accuracy

This is a Class 1 Final Design Estimate with an expected accuracy range of -5% to +10%.

## 3 Escalation

ENR Construction Cost Index is 11625.95 for December 2020.

Escalation is set at 2.8% or \$17,523 based on the Constantine Engineering 100% estimate.

## 4 Contingency and Supplemental Work Authorization ( SWA )

A 4.5% \$29,000 SWA has been included in the estimate per the Constantine Engineering estimate.

## 5 Information Sources

1. Constantine Engineering Bid Drawings for the District II WWTF Blower Improvements Project.

## 6 Assumptions

Estimate assumes no Real Estate costs will be required.

Schedule restrictions required per plant coordination and operating requirements.

Night not work required.

No material supplied by JEA.

## 7 Cost Sources

1. Constantine Engineering 100% estimate.

2. Vendor Quotes for Hoffman and Lamson Blower Hoffman Model 75107 dated 12/8/2020.

## 8 JEA Cost & Engineering Notes

1. Project Management cost percentages are within the standard range for projects of this scope. Cost dollars were calculated as a function of Total Direct Cost.

2. Engineering cost \$77,340 is based on the actual contract cost with Constantine Engineering . Cost percentage presented on the Summary is calculated as a function of Total Direct Cost..

3. Services During Construction cost percentages are within the standard range for projects of this scope. Cost dollars were calculated as a function of Total Direct Cost. Services During Construction are for JEA and Randstad Employees only.
4. A 3% allowance for Project Support has been included in the estimate for O&M charges and PEC Project Controls.
5. No allowance for Real Estate has been included in the estimate.

**9 Estimate Draft Date and PM Approval**

Requested By: John Hurford  
Requested Date: 12/11/2020  
Draft # 1 Date: 12/30/2020  
Draft # 2 Date:  
Draft # 3 Date:  
Project Manager Approval Date:

Draft For Review