

AWARDS COMMITTEE MINUTES

Awards Committee met on **February 06, 2020**, in the Conference Room, 8th Floor, JEA Tower, 21 West Church Street, Jacksonville, Florida. The meeting was called to order at 10:01 a.m.

Members in attendance were Jenny McCollum as Chairperson, Laure Whitmer as Budget Representative, Miriam Hill as General Counsel Representative; with Deryle Calhoun, Ted Hobson, Shawn Eads, Gabor Acs, and John McCarthy as voting Committee Members; Jason Behr, Lynn Rix, Joe Perez, Nathan Woyak, Dan Kruck, Kenny Pearson, Brian Quarterman, Dave Malmsten, Claro Magpantay, Lisa Pleasants, Hillary Almond, Heather Beard, Colin Roddy, Walette Stanford, Rodney Lovgren, Nick Dambrose, and Beth DiMeo.

Awards:

1. Approval of the minutes from the last meeting (01/30/2020). **APPROVED**
2. **DEFERRED** - Request approval to award a contract increase to Garney Companies Inc. for CMAR Services for the Bartram/US 1 and Cecil Field Water Main projects in the amount of \$8,789,510.65, for a new not-to-exceed amount of \$8,922,762.65, subject to the availability of lawfully appropriated funds.
3. Request approval to award a contract to Eaton Corporation for the supply of Network Protectors for JEA Inventory Stock in the amount of \$1,121,385.00, subject to the availability of lawfully appropriated funds. **APPROVED w/ DISCUSSION**
4. 054-19 – Request approval to award contracts to Almond Engineering, Four Waters Engineering and Construction and Engineering Services Consultants Inc (C&ES), for general engineering services for pipeline projects and studies less than 16” pipe diameter and manhole inspections in the amount of \$5,877,146.67, subject to the availability of lawfully appropriated funds. **APPROVED w/ DISCUSSION**
5. Request approval to award a Purchase Order to Trantech Radiator Products Inc for sixty five (65) transformer radiators in the amount of \$766,903.67, subject to the availability of lawfully appropriated funds. **APPROVED**
6. Request approval for a one (1) year renewal to CLEAResult Consulting, Inc., for the energy efficient product program and electric vehicle rebate and processing program in the amount of \$650,055.50 for a new not-to-exceed total of \$3,244,388.83 subject to the availability of lawfully appropriated funds. **APPROVED**

Informational Item: N/A

Ratifications: N/A

Public Comments: N/A

Adjournment: 10:12 a.m.



Formal Bid and Award System

Award #3 February 6, 2020

Type of Award Request: STANDARD
Request #: 6763
Requestor Name: Keeler, Jessica
Requestor Phone: (904) 665-6403
Project Title: Network Protectors for JEA Inventory Stock
Project Number: Various
Project Location: JEA
Funds: Inventory Blanket Agreement
Budget Estimate: N/A

Scope of Work:

Eaton was standardized through the underground standard committee in order to provide Network Protectors for JEA Inventory stock. The Invitation to Negotiate (ITN) that was released in order to solicit pricing for four (4) of these Network Protectors which are special self-contained air breaker or switching units that have a full complement of current, potential and control transformers, as well as relay functionality. The primary purpose of these items is to enable the paralleling of two or more primary feeders on the same low voltage bus.

Since 2016, JEA has only spent \$334K for three out of the four respective item ID's included in this change out program. One item ID has not been purchased to date. We currently have 4 total units in stock with an Inventory value of \$171K.

- Customer Value – Ensures JEA can continue to efficiently and effectively operate the energy network grid.
- Community Impact Value – Minimize network outages particularly through natural disasters.

JEA IFB/RFP/State/City/GSA#: 98454
Purchasing Agent: Roddy, Colin
Is this a ratification?: NO

If yes, explain:

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
EATON CORPORATION	Alec Weiss	alecxweiss@eaton.com	1520 Emerald Road, Greenwood, SC 29646	864-941-3161	\$1,121,385.00

Amount for entire term of Contract/PO: \$1,121,385.00
Award Amount for remainder of this FY: \$1,121,385.00
Length of Contract/PO Term: Five (5) Years
Begin Date (mm/dd/yyyy): 02/06/2020
End Date (mm/dd/yyyy): 02/05/2025
JSEB Requirement: N/A - Standard

Background/Recommendations:

JEA is procuring Network Protectors for inventory in an effort to improve network reliability. Network Protectors are special self-contained air breaker or switching units with the primary purpose to enable the paralleling of two or more primary feeders on the same low voltage bus. Currently there are only two (2) network protector manufacturers available, Richards (1960's design) and Eaton (2000's design).

Westinghouse and GE no longer manufacturer network protectors and there are no Cooper's currently on the system.

The network protectors at JEA are old/outdated and requires substantial maintenance. In fact, some of the protectors on the system were installed back in the 1960's. Meetings were held with both Eaton (Feb 20, 2019) and Richards (April 11, 2019) in order to review changes/improvements to each network protector over the years. The Richards is based on very old technology, while the Eaton has some new features, specifically regarding safety/arc flash mitigation. JEA installed one of the first CM52's manufactured in 2000 as part of a pilot project. This network protector has operated flawlessly for the past 19 years with no issues. Eaton has made numerous enhancements/improvements since and provide the additional following benefits which were the main contributing factors of standardizing on the Eaton CM52 product for network protector applications:

- Indicating Diagnostic Module – Provides NWP health via SCADA. It helps support maintenance and catch issues before they become bigger issues.
- Eaton Magnum power circuit breaker – provides a close and latch rating, highest ratings in the industry, same breaker for 216V or 480V, total clear with ARMS <2cycles. Compact design, weighs only 175 lbs. for a 3pole unit. Can be stocked and used for change outs vs changing out entire units like older models.
- ARMS – this is a true proven life-saving feature. Uses an energy harvesting analog trip circuit, no micro-processing time, activates in sub cycle time and clears <2cycles. Cannot be used with other models, due to speed and ARMS is activated through the IDM module.
- Remote Racking – a true visible break is provided, the breaker can be racked out via a remote operation (SCADA, RAD, Pendant) with the door CLOSED. It is a four position breaker (racked-in, racked-out and test, racked-out and disconnected, racked-out on rails).
- Modularity – simple design, fuse section, breaker section, and relay cabinet section. Relay drawers and breakers can be stocked.

The only approved JEA project requirements were for FY20 projects which represented 27 units. The Underground group has identified a number of network submersible protectors that need to be replaced throughout our system over the coming years. There are 107 units identified to be potentially replaced over the next 3 – 5 years and an additional 137 units in the 5-7 year range, depending on funding that will be determined at a later date.

It should be noted, the pricing is much higher with an average cost increase of 68.84%. However JEA has not made any purchases in over a year and were not of the Eaton brand, which as described above is a far superior product.

Realizing this type of item was being standardized, there was a need to leverage product demand for the upcoming FY's. In order to do this, JEA and Eaton have agreed to the below cumulative order discount model where there will be a sliding scale in JEA's favor if we order more network protectors as we are predicted to do so.

Years 2021- 2025	
Cumulative Ordered	Additional Percentage Discount
1-30	0.00%
31-40	2.00%
41-50	2.00%
50+	4.00%

Request approval to award a contract to Eaton Corporation for the supply of Network Protectors for JEA Inventory Stock in the amount of \$1,121,385.00, subject to the availability of lawfully appropriated funds.

Manager: Pearson, Kenny – Procurement Category Manager
Director: McCollum, Jenny – Director, Procurement Services
VP: McCarthy, John – VP Logistics & Chief Supply Chain Officer

APPROVALS:

 _____ 2/6/2020

Chairman, Awards Committee **Date**

 _____ 2/6/2020

Manager, ~~Operating Budgets~~ **Date**

Capital Budget Planning



Formal Bid and Award System

Award #4 February 06, 2020

Type of Award Request: PROPOSAL (RFP)
Request #: 6497
Requestor Name: DiMeo, Elizabeth A. - Mgr Project Management
Requestor Phone: (904) 665-8139
Project Title: General Engineering Services for Pipeline Projects and Studies Less than 16" Pipe Diameter and Manhole Inspections (JSEB Sheltered)
Project Number: Various
Project Location: JEA
Funds: Capital
Budget Estimate: \$5,877,146.67

Scope of Work:

JEA is soliciting qualifications for professional design and engineering services for water, sewer and reclaimed water projects with a pipe diameter of less than sixteen (16) inches and manhole inspection services. The work is generally described as performing engineering and design services as requested from time to time by JEA for water, sewer and reclaimed water projects for which the estimated construction cost of each individual project does not exceed \$2,000,000 or the professional service fees for an individual study do not exceed \$200,000 as set forth in Florida Statutes Section 287.055, known as the Consultants' Competitive Negotiation Act (CCNA).

JEA IFB/RFP/State/City/GSA#: 054-19
Purchasing Agent: Kruck, Daniel R.
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
ALMOND ENGINEERING	Hillary Almond	halmond@almondengineering.com	3609 Hendricks Ave, Jacksonville FL 32207	(904) 306-0162	\$1,959,048.89
FOUR WATERS ENGINEERING	Angela Bryan	abryan@4weng.com	3773 Luth Drive East, Jacksonville Beach, FL 32250	(904) 414-2400	\$1,959,048.89
CONSTRUCTION AND ENGINEERING SERVICES CONSULTANTS INC (C&ES)	Steven J. Davis	sdavis@candeconsults.com	9432 Baymeadows Rd Ste 100, Jacksonville, FL 32256	(904) 652-1186	\$1,959,048.89

Amount for entire term of Contract/PO: \$5,877,146.67
Award Amount for remainder of this FY: \$1,079,770.00
Length of Contract/PO Term: Three (3) yrs. w/Two (2) One Yr. renewals
Begin Date (mm/dd/yyyy): 02/14/2020
End Date (mm/dd/yyyy): 02/13/2023

JSEB Requirement:

Sheltered for JSEB Companies

Comments on JSEB Requirements:

All three companies are JSEB certified

PROPOSERS:

Name	Amount	Rank
ALMOND ENGINEERING	\$1,959,048.89	1
FOUR WATERS ENGINEERING	\$1,959,048.89	2
CONSTRUCTION AND ENGINEERING SERVICES CONSULTANTS INC (C&ES)	\$1,959,048.89	3
J. COLLINS ENGINEERING AND ASSOCIATES	N/A	4

Background/Recommendations:

Advertised on 03/22/2019. Six (6) prime companies attended the mandatory pre-proposal meeting held on 04/11/2019. At proposal opening on 05/11/2019, JEA received four (4) proposals. The public evaluation meeting was held on 06/13/2019 and JEA deemed Almond Engineering, Four Waters Engineering and C&ES most qualified to perform the work. After the results were announced, JEA received a timely protest from J. Collins Engineering and Associates. The protest was resolved on 10/03/2019 after a Procurement Appeals Board (PAB) hearing. A copy of the evaluation matrix and negotiated fees and PAB decision letter are attached as backup.

Negotiations with Almond Engineering, Four Waters Engineering and C&ES were successfully completed. This contract includes a general engineering services contract for pipelines with a diameter less than 16 inches and manhole inspections. Work for each type of work will be completed using the negotiated rate structure. For manhole inspections, the service territory will be split between the three companies to perform inspections of JEA manholes to identify those in need of repair or replacement. The award amount is the budgeted amount for these services.

The budgeted spend is below:

- FY20: \$1,079,770.00
 - General Engineering: \$329,770.00
 - Manhole Inspections: \$750,000.00
- FY21: \$2,136,659.00
 - General Engineering: \$536,659.00
 - Manhole Inspections: \$1,600,000.00
- FY22: \$1,775,000.00
 - General Engineering: \$175,000.00
 - Manhole Inspections: \$1,600,000.00
- FY23: \$885,717.67
 - General Engineering: \$219,051.00
 - Manhole Inspections: \$666,666.67 (partial year award)

054-19 – Request approval to award contracts to Almond Engineering, Four Waters Engineering and Construction and Engineering Services Consultants Inc (C&ES), for general engineering services for pipeline projects and studies less than 16” pipe diameter and manhole inspections in the amount of \$5,877,146.67, 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:

 _____ 2/6/2020

Chairman, Awards Committee **Date**

 _____ 2/6/2020

Manager, Capital Budget Planning **Date**



Formal Bid and Award System

Award #5 February 6, 2020

Type of Award Request: OEM
Requestor Name: Malmsten, David A. - Mgr Substation Maintenance
Requestor Phone: 904-665-7327
Project Title: JEA Substation Power Transformer Radiators
Project Number: 8006235
Project Location: JEA
Funds: Capital
Budget Estimate: \$766,000.00

Scope of Work:

The Substation Maintenance group is responsible for the inspection, maintenance and repair of substation transformers that interconnect the GRID and power generating facilities for JEA and adjacent utilities. These Substation transformers are typically \$1M dollar assets, with a 30 year plus asset life. The radiators mounted on these transformers provide the cooling medium which keeps the temperatures within the design limits which maintains transformer operability and extends transformer life. These radiators are inspected periodically and during the equipment life of the equipment periodically require replacement, due to exposure to the elements, corrosion and wear.

This equipment repair / replacement contract will positively affect JEA Measures of Value:

- Customer Value: Equipment replacement programs increase operational reliability and stability
- Community Impact Value: Improved operational reliability and safety of the plant
- Financial Value: Correctly planned and timed equipment maintenance, decreases emergent repairs, downtime and need to generate or purchase power at higher rates

JEA IFB/RFP/State/City/GSA#: N/A
Purchasing Agent: Lovgren, Rodney D.
Is this a ratification?: NO
If yes, explain: N/A

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
TRANTECH RADIATOR PRODUCTS, INC.	Steve Blane	sblane@trantechradiators.com	P.O. Box 570, Edgefield, SC 29824-0570	(706) 825 - 2252	\$766,903.67

Amount for entire term of Contract/PO: \$766,903.67
Award Amount for remainder of this FY: \$766,903.67
Length of Contract/PO Term: One-Time Purchase
Begin Date (mm/dd/yyyy): 06/07/2020

End Date (mm/dd/yyyy):

One-Time Purchase

Renewal Options:

NO

JSEB Requirement:

N/A - OEM

Background/Recommendations:

Trantech is the OEM manufacturer of the radiators attached to the Transformers and designed to specifications for each unit and built to fix each specific transformer application.

The following is a list of locations and transformers that will be replaced.

- Northside Transformer TP56 (20 radiators)
- Northside Transformer TP34 (20 radiators)
- Greenland Transformer T2 (9 radiators)
- Southeast Transformer T1 (8 radiators)
- Southeast Transformer T2 (8 radiators)

Historically JEA purchased transformer radiators from the transformer manufacturer SPX. JEA's substation maintenance group was able to locate SPX's subcontractor Trantech and source direct from Trantech, resulting in a significant savings.

To evaluate pricing as compared to historical spend & estimate savings a 34 plate radiator (20.5" X 130" fin), purchased from SPX which cost \$13,633.00 per plus freight was used in evaluation. In this award JEA will be paying \$11,836.15 with Trantech for the same product, which is an estimated thirteen percent (13%) savings, or total estimated savings of \$114,594.80. The savings is estimated, since this award has a variety of different sized radiators and direct comparable pricing is not available for each radiator type.

Request approval to award a Purchase Order to Trantech Radiator Products Inc for sixty five (65) transformer radiators in the amount of \$766,903.67, subject to the availability of lawfully appropriated funds.

Manager:

Malmsten, David A. - Mgr Substation Maintenance

Director:

Erixton, Ricky D. - Sr Dir Transmission & Distribution

VP:

Anders, Caren B. - VP/GM Energy

APPROVALS:

 _____ 2/6/2020

Chairman, Awards Committee

Date

 _____ 2/6/2020

Manager, Capital Budget Planning

Date



Formal Bid and Award System

Award #6 February 6, 2020

Type of Award Request: RENEWAL
Request #: 6733
Requestor Name: Lawrence, Steven R. Associate Program Manager,
Requestor Phone: (904) 665-7747
Project Title: Energy Efficient Products
Project Number: 1012180
Project Location: JEA
Funds: O&M
Budget Estimate: \$701,250.00 (lines 634,639,1289, and 1360)

Scope of Work:

The supplier will provide, through marketing of promotions and education, the purchase of energy efficient products, controls - such as lighting and thermostats - that result in verifiable energy savings and electric powered small motor equipment that replaces gas powered equipment.

Additionally the supplier will manage the program structure to model incentives (downstream rebates, mid-stream retail incentives and upstream manufacturer incentives), electric vehicle rebate processing as well as provide project management services for the program including data management, cost savings, field services as well as rebate fulfillment, to include verification and validation of data and reporting on project metrics.

This project impacts the following JEA measures of value:

Community Value: Encourages economic development and creates partnerships between JEA and large and small retail businesses in the community.

Customer Value:

High level of customer satisfaction providing cost savings through price discounts, energy savings for efficient lighting, and reduction of noise and air pollution.

Environmental Value:

Saves energy with more energy efficient lighting, and reduces noise and air pollution in neighborhoods.

Financial Value:

Creates revenue through use of a variety of electric lawn equipment previously run on propane or gas.

JEA IFB/RFP/State/City/GSA#: CPA#154990
Purchasing Agent: Woyak, Nathan J.
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Award Amount
CLEARRESULT CONSULTING, INC.	Zachery Elbert	zachery.elbert@clearResult.com	4301 Westbank Dr Bldg A Suite 250, Austin TX 78746	(866) 847- 8237	\$650,055.50

Amount of Original Award: \$491,250.00

Date of Original Award: 05/05/2016
Change Order Amount: \$650,055.50

List of Previous Change Orders/Amendments

CPA#	Amount	Date
154990	\$192,000.00	11/10/2016
154990	\$683,250.00	01/26/2017
154990	\$643,250.00	05/12/2018
154990	\$584,583.33	02/28/2019

New Not-To-Exceed Amount: \$3,244,388.83
Length of Contract/PO Term: One (1) Year w/ Four (4) One (1) Year Renewals
Begin Date (mm/dd/yyyy): 05/13/2016
End Date (mm/dd/yyyy): 05/12/2021
Renewal Options: No
JSEB Requirement: N/A
Comments on JSEB Requirements: LPPC procured through the city of Austin

Background/Recommendations:

The scope of work was competitively sourced through Large Public Power Committee with the City of Austin, Texas, with JEA participation. The original award was approved by the Awards Committee for a one (1) year contract, with three (3), one (1) year renewals to CLEAResult Consulting Inc., on 05/05/2016. The City of Austin added a fourth and final renewal option which JEA also added.

On 11/10/2016, the Awards committee approved a change order to add \$192,000.00 in funding for electric vehicle rebate processing (scope and funding not included in the original award), and an increase in customer conservation incentive for LEDs. On 01/26/2017, the Awards committee approved a one (1) year renewal to extend the term of this contract through 05/12/2018 and add \$683,250.00 in funding. On 5/12/2018, the Award committee approved a one (1) year renewal to extend the term through 05/12/2019 and add \$643,250.00 in funding. On 02/28/2019, the Award committee approved a one (1) year renewal to extend the term through 5/11/2020 and add \$643,250.00 in funding. The previous award documents attached as back-up.

This request is for approval to execute the fourth and final one (1) year renewal from 05/13/2020 to 05/13/2021 and \$650,055.50 in additional funds, \$491,250.00 for the energy efficiency products program and \$158,805.50 for the electric vehicle rebate program. Note that the \$180,000.00 program operation cost includes the implementation contractor performing all negotiations and communications with product manufacturers and retailers to set up discounted prices for products chosen by JEA for store incentives. Their one (1) Field Representative makes weekly visits to each retail location (from 30 to 60 stores locations) to verify discounted prices, correct products, and marketing materials, conducts training of store personnel, and provides in-store events to educate and assist customers in learning about the discounted energy efficient products. There is also a program manager and at least a two member team that handles all the rebate processing. The breakdown of the award total is outlined below:

Cost breakdown for the Energy Efficient Products Program (EEP), all rates and costs have remained the same:

Energy Efficient Products Program (EEP) through 05/12/2021	Avg. Cost per unit	# of unit	Total Cost
Electric Lawn and Small Motor Equipment Incentive	\$25.00	10,000	\$250,000.00
LED Incentive	\$1.00	47,000	\$47,000.00
Program Operations Cost Paid to Vendor	\$3.16	57,000	\$180,000.00
Processing Admin Cost Paid to Vendor	\$.25	57,000	\$14,250.00

Total Cost:	\$491,250.00
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The administrative costs for Electric Vehicles (EV) Rebate Program has decreased in this award from a \$71.53 average cost per unit to \$58.70, the incentive per vehicle has remained the same.

EV Rebate Program through 05/12/2021	Avg. Cost per unit	# of unit	Total Cost
Electric Vehicles Incentive	\$1,000.00	150	\$150,000.00
Electric Vehicles Processing Admin Cost Paid to Vendor	\$58.70	150	\$8,805.50
Total Cost:			\$158,805.50

All rates will remain the same as originally awarded. The rate sheet is attached as back-up.

Request approval for a one (1) year renewal to CLEAResult Consulting, Inc., for the energy efficient product program and electric vehicle rebate and processing program in the amount of \$650,055.50 for a new not-to-exceed total of \$3,244,388.83 subject to the availability of lawfully appropriated funds.

Manager: Pippin, Brian C. - Mgr Strategic Customer Solutions
Director: Nichols, Vicki D. - Dir Customer Solutions & Market Development
VP: Stewart, Kerri - VP & Chief Customer Officer

APPROVALS:

 _____ 2/6/2020
Chairman, Awards Committee Date

 _____ 2/6/2020
Manager, Capital Budget Planning Date