

## **AWARDS COMMITTEE MINUTES**

Awards Committee met on **February 13, 2020**, in the Conference Room, 8th Floor, JEA Tower, 21 West Church Street, Jacksonville, Florida. The meeting was called to order at 10:00 a.m.

Members in attendance were Heather Beard as Chairperson, Laure Whitmer as Budget Representative, Miriam Hill as General Counsel Representative; with Deryle Calhoun, Ted Hobson, Shawn Eads, Caren Anders, and John McCarthy as voting Committee Members; Jason Behr, Lynn Rix, Dan Kruck, Brian Hepburn, Lisa Pleasants, Maurice Scarboro, Joe Perez, Sebastian Chmist, Jonathan Maywood, Darrell Hamilton, Kenny Pearson, Colin Roddy, Mickhael Sulayman

### **Awards:**

1. Approval of the minutes from the last meeting (02/06/2020). **APPROVED**
2. **DEFERRED** - Request approval to award a contract to TSE International, Inc. for the supply of Wire & Cable Puller/Tensioner Trailers in the amount of \$348,264.00, subject to the availability of lawfully appropriated funds.
3. Request approval to award payment to England-Thims & Miller, Inc. for the Old Middleburg Road project from Argyle Forest to Hazel Lake Drive in the amount of \$176,227.66, subject to the availability of lawfully appropriated funds. **APPROVED**
4. 138-19 - Request approval to award a contract to Lindsay Precast in the amount of \$4,309,144.40 for the supply of Concrete Manholes carried in JEA's inventory stock, subject to the availability of lawfully appropriated funds. **APPROVED W/DISCUSSION**
5. **DEFERRED** - Request approval to award a contract to Orlando Freightliner for the purchase of seven (7) vehicles within Class 130 One Ton 4X4 Hightop Freightliner Sprinter Van category in the amount of \$1,070,783.00, subject to the availability of lawfully appropriated funds.
6. 003-20 - Request approval to award a contract to Pickett & Associates, Inc. for engineering services for the 69kV Circuit 663 Reconductor project in the amount of \$784,707.00, subject to the availability of lawfully appropriated funds. **APPROVED W/DISCUSSION**

**Informational Item:** N/A

**Ratifications:** N/A

**Public Comments:** N/A

**Adjournment:** 10:09 a.m.



## Formal Bid and Award System

Award #3 February 13, 2020

**Type of Award Request:** MISCELLANEOUS  
**Request #:** N/A  
**Requestor Name:** Hepburn, Brian  
**Requestor Phone:** (904) 665-7413  
**Project Title:** Old Middleburg Rd - Argyle Forest Blvd to Maynard Pl - Trans - New – Force Main (FM)  
**Project Number:** 8006029  
**Project Location:** JEA  
**Funds:** Capital  
**Budget Estimate:** \$200,000.00

**Scope of Work:**

This is a request to authorize a contract with England-Thims & Miller, Inc. (ETM) in accordance with the attached proposal and supporting documents for engineering, survey, permitting and subsurface utility engineering costs associated with design of a new 16-inch force main along Old Middleburg Road for the City of Jacksonville (COJ) road widening project. The project scope is as follows:

Install approximately 6,500 feet of 16” force main along Old Middleburg Road from Argyle Forest Boulevard to Hazel Lake Drive. This project will be constructed in conjunction with the COJ Old Middleburg Road Improvement Project that will widen Old Middleburg Road to four (4) travel lanes with bike lanes and sidewalk. Construction as part of the COJ project will allow for overall cost savings.

This award positively impacts the following JEA Measures of Value:

- **Financial Value:** By constructing the force main in conjunction with the COJ project, there will be less roadway restoration costs paid for by JEA.
- **Customer Value:** Continue to improve customer's service by allowing flow from the Longleaf and Oak Leaf developments to be redirected from the Rampart Booster station service area. As the Argyle Forest development area builds out, flow will need to be diverted from Rampart Booster.
- **Community Value:** By performing this work concurrently with the COJ project, the road and traveling public will only be disturbed once.

**JEA IFB/RFP/State/City/GSA#:** COJ RFP P-12-18  
**Purchasing Agent:** King, David  
**Is this a Ratification?:** NO

**RECOMMENDED AWARDEE(S):**

Name	Address	Phone	Amount
ENGLAND-THIMS & MILLER, INC.	14775 Old St. Augustine Road Jacksonville, FL 32258	(904) 642-8990	\$176,227.66

**Amount for entire term of Contract/PO:** \$176,227.66  
**Award Amount for remainder of this FY:** \$64,905.22

**Length of Contract/PO Term:** Project Completion  
**Begin Date (mm/dd/yyyy):** 03/01/2020  
**End Date (mm/dd/yyyy):** Project Completion (Engineering, Expected: March 2021)  
**JSEB Requirement:** N/A (COJ Solicitation - 20% Goal)  
 CSI Geo (Geotech) \$7,336.79

**BIDDER:**

Name	Amount
ENGLAND-THIMS & MILLER, INC.	\$176,227.66

**Background/Recommendations:**

This is a joint project with the City of Jacksonville (COJ), as allowed by City Charter, Section 21.04. COJ has a project for engineering, survey, permitting and subsurface utility engineering costs associated with design for the COJ's road widening project of Old Middleburg. This project was advertised under the Consultants Competitive Negotiation Act (CCNA) guidelines and awarded based on qualifications. Negotiations between COJ and ETM were completed and the JEA portion was \$176,227.66. The JEA Portion Cost Estimate is attached as backup.

The project scope is to provide a design to install approximately 6,500 feet of 16" force main along Old Middleburg Road from Argyle Forest Boulevard to Hazel Lake Drive. This project will be constructed as a joint project in conjunction with the City of Jacksonville Old Middleburg Road Improvement Project that will widen Old Middleburg Road to 4 travel lanes with bike lanes and sidewalk.

This is the final segment of the 16" force main that will connect the 16" force main on Argyle Forest Boulevard to the 24-inch force main at the intersection of Ricker Road and Morse Avenue. Upon completion, this final force main configuration will allow flow from the Longleaf and Oak Leaf developments to be redirected from the Rampart Booster station service area. As the Argyle Forest development area builds-out, flow will need to be diverted from Rampart Booster. This force main will help facilitate that transition. Ultimately, a pump station solution will be required along this new force main corridor along Old Middleburg Road. A study to model and site the pump station is underway. A new project will be created for the future pump station upon completion of the study.

JEA's utility construction work will be included with COJ's bid documents and JEA will enter into a separate contract with the contractor for construction of the JEA portion of the project at a later time. This award is approximately 12% below the engineering estimate, and deemed reasonable. Additionally, COJ will be paying for the majority of the survey portion of the project, which provides some cost reductions.

The project details are below:

- Project Budget: \$2,344,236.00
  - Engineering Estimate: \$200,000.00
  - Construction Estimate: \$1,958,206.00
  - Internal JEA Costs: \$186,030.00
- Revised Project Budget/Estimate at Completion: \$2,320,463.66
  - **Engineering Cost: \$176,227.66 (this award, 9.0% of estimated construction costs)**
  - Construction Cost: \$1,958,206.00
  - Internal JEA Costs: \$186,030.00
- Schedule:
  - Engineering Completion: March 2021

- o Construction Completion: March 2022


Request approval to award payment to England-Thims & Miller, Inc. for the Old Middleburg Road project from Argyle Forest to Hazel Lake Drive in the amount of \$176,227.66, subject to the availability of lawfully appropriated funds.

**Manager:** Sulayman, Mickhael S. - Mgr W/WW Project Management  
**Director:** Conner, Sean M. – Dir W/WW Project Engineering & Construction  
**VP:** Calhoun Jr., Deryle I. – VP/GM Water Wastewater Systems

**APPROVALS:**

  
\_\_\_\_\_ 2/13/2020

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

  
\_\_\_\_\_ 2/13/2020

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



## Formal Bid and Award System

Award #4 February 13, 2020

**Type of Award Request:** INVITATION TO NEGOTIATE (ITN)  
**Request #:** 6690  
**Requestor Name:** Keeler, Jessica  
**Requestor Phone:** (904) 665-6403  
**Project Title:** Concrete Manholes for JEA Inventory Stock  
**Project Number:** Various  
**Project Location:** JEA  
**Funds:** Inventory Blanket Account  
**Budget Estimate:** \$4,069,120.88

### Scope of Work:

The purpose of this Invitation to Negotiate (ITN) is to solicit pricing for Concrete Manholes for JEA's inventory stock. The primary use of these items is to serve as an access point for underground electric networks allowing inspection, maintenance and system upgrades. During the last twelve months the annual spend for these items was \$666,658.00. At the time of bid release, our current inventory balance for the items found in this solicitation was \$47,943.00, with the average current lead-time of over seven (7) weeks depending upon the item.

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

- Customer Value – Ensures JEA can continue to efficiently and effectively operate the energy network grid
- Community Impact Value – Minimizes network outages by ensuring a consistent flow of materials from strategic supply chain partners
- Financial Value – Reduces operating expenses for these items and optimize the supplier portfolio for this commodity category

**JEA IFB/RFP/State/City/GSA#:** 138-19  
**Purchasing Agent:** Roddy, Colin Patrick  
**Is this a Ratification?:** No

### RECOMMENDED AWARDEES:

Name	Vendor Contact	Email	Address	Phone	Amount
LINDSAY PRECAST	David Rendek	<a href="mailto:drendek@lindsayprecast.com">drendek@lindsayprecast.com</a>	13365 Southern Precast Drive, Alachua, FL 32615	386-462-2015	\$4,309,144.40

**Amount for entire term of Contract/PO:** \$4,309,144.40  
**Award Amount for remainder of this FY:** \$538,643.05  
**Length of Contract/PO Term:** Five (5) Years  
**Begin Date (mm/dd/yyyy):** 02/13/2020  
**End Date (mm/dd/yyyy):** 02/12/2025  
**Renewal Options:** No Renewals  
**JSEB Requirement:** N/A - Optional

**BIDDERS:**

Name	First Round Total Extended Price	First Round Ranking	BAFO Total Extended Price	BAFO Ranking
LINDSAY PRECAST	\$4,309,144.40	94.38	\$4,309,144.40	94.02
OLDCASTLE INFRASTRUCTURE, INC.	\$5,623,619.00	76.65	\$5,417,774.00	78.10

**Background/Recommendation:**

Advertised 11/22/2019, two (2) vendors attended the optional pre-response meeting on 12/18/2019. At Response opening on 01/07/2020, JEA received two (2) Responses. JEA Energy Standards only has two approved original equipment manufacturers for this product commodity. Given the size and weight of these items developing additional sources is difficult as the supplier must be local to be price competitive and responsive to the JEA needs along with having the technical expertise to develop and manufacture the items in a consistent defect free manner. After significant efforts were expended, the team was still unable to develop a third vendor. Fortera and Standard Precast were two local suppliers that JEA worked to get on-boarded and approved, but neither materialized due to one being bought by one of the bidders in the solicitation and the second making a business decision to not invest the resources needed to be competitive to JEA.

In October of 2016, JEA awarded Lindsay Precast a five (5) year with one (1) additional one (1) year option agreement following an ITN that is scheduled to expire on September 30, 2021. Significantly higher demand of concrete manholes than originally expected for the first 38 months of the agreement, primarily driven from new development throughout the service territory, caused the JEA team to revisit a rebid in lieu of significant change orders to cover the additional requirements. In fact, the contract spend has trended 89% above its original award estimate.

The JEA team has revisited the requirements in response and with new average expected volumes at 228% higher than those used in the 2016 solicitation, the decision was to rebid. In order to leverage JEA's spend for concrete manholes included in JEA Inventory, the internal team identified twenty one (21) items deemed to be a good fit to be included in this initiative.

The basis for award for this bid was that JEA would award a contract(s) to the Respondent(s) that met the Minimum Qualifications and were deemed the highest evaluated Respondent on a 50/50 basis. After the evaluations were complete, Lindsay Precast was determined to be the Respondent that was the highest evaluated for this work scope.

Even with utilizing best practices of aggregation of items and competitive bidding, JEA will still realize an estimated five (5) year cost increase via unit price increases totaling \$240,023.52, or 5.90% due to market conditions. The BAFO resulted in zero reduction to the awarded supplier. Unit pricing for the contract(s) will be adjusted every nine (9) months with adjustments corresponding to the Producer Price Index Industry: Other Concrete Product Manufacturing: Precast Concrete Products, Index Dec 1979=100, Not Seasonally Adjusted.

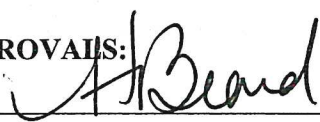
It should be noted that the previous agreement followed the same pricing index and had we remained under the past agreement, JEA would have been up for a price increase in October of 2020. To give a reference of how pricing in this industry has increased since the previous adjustment on October 1, 2019, we referenced the past four (4) month change to the index and it shows pricing to have increased 0.79% over this period. Over the trailing twelve (12) months the index has seen an increase of 4.89% as well. This percentage increase should be taken into consideration when seeing the price increase of 5.9% from current contract pricing as we are now changing the anniversary dates of the agreements given a new award date. Raw materials along with labor are the primary drivers in the cost increase.


Procurement tracks two different types of savings. The total cost difference is comparing the current pricing with the proposed pricing (+/-). The total sourcing savings is determined by negotiations, BAFO savings and value added savings. Below is the breakdown:

- **Total cost difference:** \$240,023.52 (unit price increase) = (\$240,023.52)

138-19 - Request approval to award a contract to Lindsay Precast in the amount of \$4,309,144.40 for the supply of Concrete Manholes carried in JEA's inventory stock, subject to the availability of lawfully appropriated funds.

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

**APPROVALS:**  2/13/2020

**Chairman, Awards Committee**  **Date**  
 2/13/2020

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



## Formal Bid and Award System

Award #6 February 13, 2020

**Type of Award Request:** PROPOSAL (RFP)  
**Request #:** 6341  
**Requestor Name:** Maywood, Jonathan  
**Project Title:** Engineering Services for the 69kV Circuit 663 Reconductor  
**Project Number:** 8006126  
**Project Location:** JEA  
**Funds:** Capital  
**Budget Estimate:** \$1,000,000.00

### Scope of Work:

The scope of work includes design engineering for the 69kV Circuit 663 Reconductor. The site is located on real property owned by JEA from Firestone Substation at 6916 Rampart Rd, Jacksonville, FL 32244 to Hamilton Substation at 4534 Lexington Ave, Jacksonville, FL 32210. Due to the shutdown of the SJRPP plant, JEA is experiencing a higher load from the west and southwest portions of the 69kV system. This causes the line to overload regularly under various contingencies. Switching out the line to one with a higher thermal rating will allow JEA to import additional power from FPL's Duval Substations to serve the increasing loads in the eastern portion of the 69kV system. It is approximated that 98 wood poles will need to be replaced with a combination of steel and spun-cast concrete poles. This is to accommodate the heavier conductor type and improve overall system reliability.

The Engineering scope of work includes the pursuit of all surveys, site design, foundation design, electrical design, grounding design, and permitting related to the 69kV circuit 663 Reconductor. The project's in-service date is November 30, 2021.

This award positively impacts the following JEA Measures of Value:

- Customer Value – provides high quality and reliable energy supply to customers downstream in the upgraded circuit.
- Community Value - provides high quality and reliable energy supply to customers downstream in the upgraded circuit.
- Financial Value – the project will provide revenue through continued sales of energy.

**JEA IFB/RFP/State/City/GSA#:** 003-20  
**Purchasing Agent:** Lovgren, Rodney D.  
**Is this a Ratification?:** NO

### RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
PICKETT & ASSOCIATES INC.	Russell Coby	rcoby@pickettusa.com	475 S. First Avenue, Bartow, FL 33830	813-877-7770 ext. 701	\$784,707.00



**Amount for entire term of Contract/PO:** \$784,707.00  
**Award Amount for remainder of this FY:** \$486,518.34  
**Length of Contract/PO Term:** Project Completion  
**Begin Date (mm/dd/yyyy):** 2/28/2020  
**End Date (mm/dd/yyyy):** Project Completion (Expected: Oct 2021)  
**JSEB Requirement:** Five Percent (5%) Evaluation Criteria

**Comments on JSEB Requirements:**

Johnson Surveying & Mapping Inc – Surveying, Mapping & SUE = 14.1%  
 Environmental Resource Solutions Inc = 3.5%  
 Meskel & Associates - Geotechnical = 13.9%

**PROPOSERS:**

Name	Amount	Points	Rank
PICKETT & ASSOCIATES INC	\$784,707.00	93.3	1
MOTT MACDONALD		91.3	2
LEIDOS		86.4	3
FRED WILSON & ASSOCIATES		85.4	4
STANTEC		85.2	5
GAI		56.5	6
WORLEY GROUP		N/A	DQ
EC FENNELL		N/A	DQ

**Background/Recommendations:**

Advertised on 10/18/2019. Eight (8) prime companies attended the mandatory pre-proposal meeting held on 10/30/2019. At proposal opening on 11/19/2019, JEA received Eight (8) Proposals. Worley Group and EC Fennell were disqualified due to not meeting minimum qualifications. The public evaluation meeting was held on 01/09/2020 and JEA deemed Pickett & Associates Inc. most qualified to perform the work. A copy of the evaluation matrix and negotiated fees are attached as backup.

The total negotiated fee is deemed reasonable when compared to JEA's estimate. The fee as a percentage of construction cost is 16%. Rate comparison varies between engineering firms based on title, experience and certification requirements; However, Pickett's rates are consistent with other engineering firms for comparable JEA contracts. The project budget will be updated once the construction award is made.

**Project Budget and Schedule Details:**

- Original Budget Details: \$11,492,000.00
  - Engineering & JEA Cost Budget Estimate (at the time of Proposal): \$2,404,000.00
  - Construction & Materials Budget Estimate (at the time of Proposal): \$9,088,000.00
- Current Estimate at Completion: \$11,276,707.00 (will be updated at 100% design completion)
  - Engineering & JEA Cost: \$2,188,707.00
  - Construction & Materials Cost: \$9,088,000.00


- Original Project Schedule (Estimated):
  - Design Completion: November 2020
  - Construction Completion: October 2021
  
- Current Project Schedule (Estimated):
  - Design Completion: November 2020
  - Construction Completion: October 2021

Major Changes/Issues: None

003-20 - Request approval to award a contract to Pickett & Associates, Inc. for engineering services for the 69kV Circuit 663 Reconductor project in the amount of \$784,707.00, subject to the availability of lawfully appropriated funds.

**Manager:** Hamilton, Darrell D. - Manager, Project Design  
**Director:** Pinkstaff, Larry - Project Mgmt & Joint Assets  
**Sr. Director** Acs, Gabor - Sr Director Engineering & Projects  
**VP:** Anders, Caren B. - VP/GM Energy

**APPROVALS:**

 \_\_\_\_\_ 2/13/2020

**Chairman, Awards Committee** \_\_\_\_\_ **Date**

 \_\_\_\_\_ 2/13/2020

**Manager, Capital Budget Planning** \_\_\_\_\_ **Date**