

## **AWARDS COMMITTEE MINUTES**

Awards Committee met on **February 20, 2020**, in the Conference Room, 8th Floor, JEA Tower, 21 West Church Street, Jacksonville, Florida. The meeting was called to order at 10:03 a.m.

Members in attendance were Jenny McCollum as Chairperson, Juli Crawford as Budget Representative, Miriam Hill as General Counsel Representative; with Sean Conner, Ted Hobson, Caren Anders, and Jesus Garcia as voting Committee Members; Jason Behr, Lynn Rix, Dan Kruck, Maurice Scarboro, Kenny Pearson, Colin Roddy, Matt Poteet, Thurman McGlothlin, Christi Oca, Elizabeth DiMeo, Arthur Bides, Chrissy Nunziato, and Joe Orfano.

### **Awards:**

1. Approval of the minutes from the last meeting (02/13/2020). **APPROVED**
2. 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. **APPROVED W/DISCUSSION**
3. 007-20 - Request approval to award contract to Bhide & Hall Architects, P.A. for Engineering Design for the new District II WRF at 1840 Cedar Bay Road Warehouse and Site Improvements in the amount of \$164,380.00, subject to lawfully appropriated funds. **APPROVED W/DISCUSSION**
4. 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. **APPROVED W/DISCUSSION**
5. Request approval of a contract Termination for Convenience for JEA Contract No. 182568 with Garber Chevrolet Buick GMC Truck. **APPROVED W/DISCUSSION**
6. Request approval to award a contract to Alan Jay Automotive Management for the purchase of ten (10) Class 112 Chevrolet Bolt Electric vehicles in the amount of \$382,010.00, subject to the availability of lawfully appropriated funds. **APPROVED W/DISCUSSION**
7. 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 \$8,587,658.85, for a new not-to-exceed amount of \$8,720,910.85, subject to the availability of lawfully appropriated funds. **APPROVED W/DISCUSSION**

**Informational Item:** N/A

**Ratifications:** N/A

**Public Comments:** N/A

**Adjournment:** 10:31 a.m.



## Formal Bid and Award System

Award #2 February 20, 2020

**Type of Award Request:** PROPRIETARY  
**Request #:** 6762  
**Requestor Name:** Brunell, Baley  
**Requestor Phone:** (904) 665-6992  
**Project Title:** TSE Wire & Cable Puller/Tensioner Trailer  
**Project Number:** 8006019  
**Project Location:** JEA  
**Funds:** Capital  
**Budget Estimate:** \$320,000.00  
**Scope of Work:**

TSE was chosen by the Fleet team in order to provide an all-electric, trailer mounted, overhead distribution puller and tensioner to the Energy group. The Invitation to Negotiate (ITN) that was released directly to TSE in order to solicit pricing for two (2) of these units for the FY20 fleet capital requirements for replacement units for the Energy department.

- Energy Replacement – 2 Units

Working with the end-user group and the Fleet team, we are projecting an estimated contract spend of \$348,264.00. This solicitation and agreement(s) will be structured for one year with a JEA discretion one year option with pricing to only increase or decrease with the manufacturer suggested retail pricing (MSRP) with a not to exceed amount equal to the Producers Price Index (PPI) by Industry: Automobile, Light Truck and Utility Vehicle Manufacturing (PCU336110336110).

This ITN 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 – Minimize network outages by ensuring a high the availability of Fleet Assets.
- Environmental Impact Value – Near elimination of noise pollution and carbon emissions (some emitted through power generation) through this full electric machine

**JEA IFB/RFP/State/City/GSA#:** 98500  
**Purchasing Agent:** Roddy, Colin  
**Is this a ratification?:** NO  
**If yes, explain:**  
**RECOMMENDED AWARDEE(S):**

Name	Contact Name	Email	Address	Phone	Amount
TSE INTERNATIONAL, INC.	Julie Searing	jsearing@tse-international.com	5301 Shreveport-Blanchard Hwy, Shreveport, LA 71107	318-929-2368	\$348,264.00

<b>Amount for entire term of Contract/PO:</b>	\$348,264.00
<b>Award Amount for remainder of this FY:</b>	\$348,264.00
<b>Length of Contract/PO Term:</b>	One (1) Year w/One (1) Yr. Renewal
<b>Begin Date (mm/dd/yyyy):</b>	02/06/2020
<b>End Date (mm/dd/yyyy):</b>	02/05/2021
<b>Renewal Options:</b>	One (1) – 1 Yr. Renewal
<b>JSEB Requirement:</b>	N/A – Proprietary

### Background/Recommendations:

The Wire & Cable Puller/Tensioner is a critical piece of equipment for stringing distribution cable. Whether the project is for overhead or underground line construction, it is important that equipment meets tension stringing requirements. Having the correct tension stringing equipment for the construction and maintenance of electrical transmission and distribution lines helps ensure the project will go as planned and meet deadlines.

Some aspects of the TSE's DPT-40E Puller/Tensioner, and what JEA is requesting, is this model is the only all-electric puller tensioner in the industry and provides superior control, self-charging, and is environmentally friendly. Some details of the TSE puller are as follows:

- Lower decibel levels through no internal combustion engine (current JEA machines), significantly reduces noise pollution and enhances job site safety by allowing better communication between Lineman, Bystanders and other.
- The unit can run sixteen or more hours on a single charge and they can be re-charged with a 120V / 20 Amp Standard Outlet with a replaceable lithium ion battery.
- Has zero emissions and does not require fuel or oil for a significant O&M savings.
- Requires less maintenance compared to the standard combustion engine / hydraulic overhead pullers which will produce a significant O&M savings.
- Part of JEA's strategic goal of Fleet electrification.

TSE has been a market player in the industry for a long period of time and is recognized as one of the leaders in the Wire & Cable Puller industry along with having a proven track record for reliability and functionally. Over time TSE has made numerous enhancements/improvements to the DPT-40E unit including extending the battery life to 16 hours which will cover multiple shifts.

In order to verify the above benefits, TSE provided JEA an all-electric demonstration unit to use on our energy network. The initial feedback from our Lineman was positive and identified that the DPT-40E model would meet all of JEA's functional requirements. In addition, to provide more certainty on the product, JEA sent representatives to attend an overhead distribution pull by Georgia Power where they allowed our team to view the puller in operation. Georgia Power gave us positive feedback after having the units in their fleet for at least a three (3) year period.

The benefits listed above are the main contributing factors of JEA's decision to not competitively bid this puller against others styles of pullers in the market (like the diesel version), and instead selecting the only all-electric model in the marketplace to build the fleet around moving forward. The technology behind the product creates these benefits which are unparalleled in other technology in the market. In the instance



other electric pullers are to enter the market, the fleet team along with the end business partners will evaluate in preparation for any future solicitations.

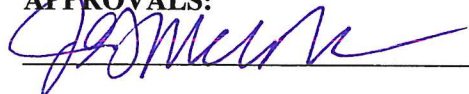
Name	Original Amount	BAFO Amount
TSE INTERNATIONAL, INC.	\$406,363.00	\$348,264.00

Because JEA has never purchased an all-electric cable puller units in the past, there is no available price comparison to utilize for a direct comparison. JEA did look into the market and there are no know municipalities that have purchased an all-electric unit where a price comparison could be made nor are there any piggyback agreements where the price could be compared. Requests to share pricing made to both Georgia Power and Duke who have purchased TSE all-electric units went unanswered. JEA did purchase two (2) diesel powered units back in 2009 at a price of \$87,900.00 per unit which are the two units being replaced with electric units. A new TSE diesel powered unit with comparable features to what is being purchased in this award was quoted at \$119,586.00 per unit. It should be noted that there was a significant scope reduction of \$58,099.00 during the BAFO.

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.

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

**APPROVALS:**

 2/20/2020

**Chairman, Awards Committee**

**Date**



2/21/20

**Director, Financial Planning & Analysis**

**Date**





## Formal Bid and Award System

Award #3 February 20, 2020

**Type of Award Request:** PROPOSAL (RFP)  
**Request #:** 6715  
**Requestor Name:** Breadon, William A. - Project Administrator Construction  
**Requestor Phone:** (904) 665-4285  
**Project Title:** District II WRF at 1840 Cedar Bay Road Warehouse and Site Improvements  
**Project Number:** 8005841  
**Project Location:** JEA  
**Funds:** Capital  
**Budget Estimate:** \$165,000.00

### Scope of Work:

JEA is soliciting proposals for design services at District II Water Reclamation Facility (WRF) located at 1840 Cedar Bay Road for a new warehouse and site improvements. The contract shall furnish engineering design at 30%, 60%, 90% and 100% for JEA review and approval. Project will include demolition of buildings 11 and 14, construction of a 5000 SF warehouse, add additional parking, and make required drainage and storm water improvements as per the 10% conceptual drawings in Appendix C – Conceptual Drawing. The basis of design for the warehouse at District II will be based on the drawings and technical specifications provided as Appendix D – Mandarin Warehouse Drawings and Appendix D – Mandarin Warehouse Specifications. JEA's intention is to have a consistent warehouse building design standard in the future. JEA reserves the right to request a change order for future warehouse design services based on the award of this solicitation. Engineered drawings shall meet all the requirements of JEA Standards, state and local building codes.

This project will positively affect JEA's Measures of Value:

- Customer Value: Quicker response time to station issues as parts will be readily available for station maintenance and repairs reducing sanitary sewer overflows (SSOs) in the community.
- Community and Environmental Impact Value: Potential reduction in number of SSOs due to more reliable equipment life once installed.
- Financial Value: Level parking lot with lighting, less damage to landscaping, pump and equipment kept out of heat and UV, longer life cycle on equipment being kept out of environment until installation.

**JEA IFB/RFP/State/City/GSA#:** 007-20  
**Purchasing Agent:** Selders, Elaine Lynn  
**Is this a ratification?:** NO

### RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
BHIDE & HALL ARCHITECTS, P.A.	David Shively	dshively@bhide-hall.com	1329-C Kingsley Ave, Orange Park, FL 32073	(904) 264-1919	\$164,380.00

**Amount for entire term of Contract/PO:** \$164,380.00  
**Award Amount for remainder of this FY:** \$164,380.00  
**Length of Contract/PO Term:** Project Completion  
**Begin Date (mm/dd/yyyy):** 03/01/2020  
**End Date (mm/dd/yyyy):** Project Completion (Expected by 09/15/2020)  
**JSEB Requirement:** Evaluation Criteria (10% Goal)  
**Comments on JSEB Requirements:**  
 Eng Engineering, Inc. – 9.13% - Mechanical, Electrical, and Plumbing Engineering  
 Gina M. Hill Engineering – 14.78% - Structural Engineering

**PROPOSERS:**

Name	Amount	Rank
BHIDE & HALL ARCHITECTS, P.A.	\$164,380.00	1
PQH GROUP DESIGN, INC.	N/A	2
POND	N/A	3

**Background/Recommendations:**

Advertised on 11/27/2020. Four (4) companies attended the mandatory pre-proposal meeting held on 12/09/2020. At Proposal opening on 01/07/2020, JEA received three (3) Proposals. The public evaluation meeting was held on 01/30/2020, and JEA deemed Bhide & Hall Architects, PA the most qualified firm to perform the work. A copy of the evaluation matrix and negotiated fees are attached as backup.

Negotiations with the Bhide & Hall Architects, P.A. were successfully completed. The proposed engineering design and services during construction (SDC) in the amount of \$164,380.00 is 0.38% lower than the estimated budget. Bhide & Hall was awarded a contract for similar warehouse design services in 2019. The 2019 awarded contract amount was 15% higher than this award and the hourly rates remained the same. The negotiated rates met the team's expectations and were deemed appropriate for the scope of work.

The project details are below:

- Engineering Budget Estimate (at the time of Proposal): \$165,000.00
- Total Engineering Cost: \$164,380.00 (9.5% of construction budget estimate)
  - Engineering Design Services: \$125,000.00 (7.2% of Construction Budget Estimate)
  - Services During Construction (SDC): \$29,380.00 (1.7% of Construction Budget Estimate)
  - Site survey fees: \$10,000.00 (>1% of Construction Budget Estimate)
- Design Completion Date: 09/15/2020
- Construction Budget Estimate (at the time of Proposal): \$1,565,000.00
- Construction Completion Date: 09/30/2021
- Total Project Budget: \$1,730,000.00







## Formal Bid and Award System

Award #4 February 20, 2020

**Type of Award Request:** INVITATION TO NEGOTIATE (ITN)  
**Request #:** 6724  
**Requestor Name:** Brunell, Baley  
**Requestor Phone:** (904) 665-6992  
**Project Title:** JEA FY21 Sprinter Van Procurement Acquisition  
**Project Number:** 8006019  
**Project Location:** JEA  
**Funds:** Capital  
**Budget Estimate:** \$770,000.00

### Scope of Work:

The purpose of this Invitation to Negotiate (the "ITN") is to solicit pricing for the purchase of seven (7) Sprinter Vans within the vehicle class category of 130 for JEA's FY 21 requirements for replacement for the Energy department.

- Energy Replacement – 7 Units

Working with the end-using group and the Fleet team, we will leverage not only many different styles of vehicles, but it is also intended to leverage volumes of future vehicles.

This ITN will positively affect the following 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 high availability of Fleet Assets.
- Financial Value: This ITN aims to reduce capital expenditures through aggregation of assets for these fleet needs.

**JEA IFB/RFP/State/City/GSA#:** 011-20  
**Purchasing Agent:** Roddy, Colin  
**Is this a Ratification?:** NO

### RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Amount
ORLANDO FREIGHTLINER	Eamon Kealy	Ekealy@orlandofreightliner.com	2455 South Orange Blossom Trail, Apopka, FL 32703	\$1,070,783.00

**Amount for entire term of Contract/PO:** \$1,070,783.00  
**Award Amount for remainder of this FY:** \$0.00 (Units expected to arrive December 2020)  
**Length of Contract/PO Term:** One (1) Year w/ One (1) Year Renewal  
**Begin Date (mm/dd/yyyy):** 02/13/2020

**End Date (mm/dd/yyyy):** 02/12/2021  
**Renewal Options:** One (1) – 1 Yr. Renewal  
**JSEB Requirement:** N/A – No JSEBs available  
**BIDDERS:**

Name	Original Amount	Number of Assets to be Awarded	Negotiated Amount
ORLANDO FREIGHTLINER	\$1,084,664.00	7	\$1,070,783.00

**Background/Recommendations:**

Advertised on 12/12/2019. Two (2) companies attended the pre-response meeting on 01/07/2020. At Response opening on 01/21/2020, JEA received one (1) Response.

There were only three (3) options for the purchase of these Sprinter Vans as only Freightliner and Mercedes Benz offered solutions that would meet our technical specifications. For Freightliner, that would only equate to Tom Nehl (did not submit a bid) and Orlando Freightliner. For Mercedes Benz, Fields Auto Group received the bid and but did not show interest beyond that.

On 01/27/2020, negotiation meetings were held with the one (1) shortlisted company: Orlando Freightliner. Best and Final Offers (BAFO) were submitted on 01/29/2020; JEA evaluated on price only. A copy of the detailed bid analysis is attached as backup.

Comparing JEA’s pricing to previous years is difficult as this is the first time that the Freightliner Vans will be purchased for JEA’s fleet portfolio. In the past, JEA has purchased a Freightliner cab and chassis (Breadvan) with a most recent vehicle price paid of \$178,814.00. This represents a total cost reduction of \$180,915.00 by procuring the Freightliner Sprinter Vans compared to last purchase of the Breadvans representing a FY21 capital reduction of 14.45%. In addition to the cost savings described above, JEA has decided to move forward with the Sprinter Van for the following additional reasons.

- The Sprinter Vans will require less operation and maintenance dollars to maintain due to being light duty vehicles which requires less oil, fuel, etc..
- The Sprinter Vans provide for better ergonomics as they have a smaller footprint and will be more maneuverable for our crews compared to the existing Freightliner Breadvans.
- Additional gross vehicle weight rating (GVWR) and space which will mitigate overloading and allow an interior layout and design that is more functional for end users.

In an effort to determine price comparison for like vehicles given there was only a single bid on this solicitation, JEA has requested an additional quote based on a piggyback agreement (Sourcewell). The price for the truck and all factory options was \$78,484.00 per unit. Given the ITN included a substantial amount of custom upfitting to meet the requirements of the substation group, \$93,286.00 line item, along with the discount is not easily separated out by line item (factory upgrades, vehicle base price, and upfitting), it is difficult to have a true comparison of pricing. However, by removing the additional warranty negotiated during the BAFO and applying the discount rate proportionately across all items, the base price and all factory options on the ITN would be \$66,138.43 per unit with documentatiton provided in the backup documents.

For this bid, there will be a reported BAFO savings of \$43,281.00 contributed by a total vehicle price reduction of \$13,881.00 as well as incorporating a 7 year/140,000 extended warranty on each van at no cost to JEA. This represent a \$4,200 value for each JEA van. All of these savings combined together represent a total cost savings of \$224,196.00 which includes the savings from the make and model change, BAFO cost reduction, and the no charge extended warranty.

- **Total cost difference:** \$224,196.00 (cost savings)

This agreement will be structured for one (1) year with a JEA discretion one (1) year option with pricing to increase only by the vehicle's Manufacturer Suggested Retail Pricing (MSRP). However, if the MSRP increase exceeds the Producer Price Index by Industry: Automobile, Light Truck and Utility Vehicle Manufacturing (PCU336110336110) index, JEA will elect to rebid. Given these purchases are for the FY21 fiscal year, delivering in December 2020, along with the significant amount of assets being purchased here, we do not anticipate purchasing additional vehicles next year. However, there may be additional unforeseen needs driven by expansion, accidents, or other changes which can always occur; this option will assist in us being more prepared.

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.

**Manager:** Pearson, Kenny – Procurement Category Manager

**Director:** McCollum, Jenny – Director, Procurement Services

**VP:** McCarthy, John P. – VP Logistics & Chief Supply Chain Officer

**APPROVALS:**

 \_\_\_\_\_ 2/20/2020

**Chairman, Awards Committee**

**Date**

 \_\_\_\_\_ 2/20/20

**Director, Financial Planning & Analysis**

**Date**





## Formal Bid and Award System

Award #5 February 20, 2020

**Type of Award Request:** CONTRACT TERMINATION  
**Request #:** 6660  
**Requestor Name:** Brunell, Baley  
**Requestor Phone:** (904) 665-6992  
**Project Title:** JEA Chevrolet Bolt Vehicle Procurement Acquisition  
**Project Number:** 8006019  
**Project Location:** JEA  
**Funds:** Capital  
**Budget Estimate:** \$373,115.50

**Scope of Work:**

Request approval to terminate contract #182568 for convenience due to Garber Chevrolet Buick GMC Truck failing to perform to the contract as originally anticipated.

The purpose of this Agreement was to solicit pricing for the purchase of ten (10) Class 112 Chevrolet Bolt Electric Vehicle which were approved as part of the FY20 Fleet Capital Procurement Plan. Seven (7) of the units will support the JEA Water Meter Department while the other three (3) units will be placed in the JEA Motor Pool Lot.

**JEA IFB/RFP/State/City/GSA#:** 97386  
**Purchasing Agent:** Roddy, Colin  
**Is this a Ratification?:** NO

**COMPANY:**

Name	Contact Name	Address	Phone	Amount
GARBER CHEVROLET BUICK GMC TRUCK	Todd Brandt	3340 Highway 17, Green Cover Springs, FL 32043	904-264-2442	N/A

**Background/Recommendations:**

A summary of the actions leading to this request to terminate for convenience the contract with Garber Chevrolet Buick GMC Truck is provided below.

JEA previously sourced seven (7) Class 112 Chevrolet Bolt Electric vehicles via an informal bid f on 05/31/2019 with Garber Chevrolet Buick GMS Truck. On 07/18/2019, JEA processed a change order for three (3) additional units at the Awards Committee.



However, it has come to both Garber and JEA's attention that they do not meet our minimum qualifications nor are they able to perform to their agreement. This is driven by a recently taken stance by General Motors of refusing any dealership to sell the Chevy Bolt vehicles without that vendor becoming a full Bolt dealer, service provider, and install charging stations outside the dealership in which Garber. Garber had originally planned to utilize a sister dealership under the same family of dealerships as a subcontractor for the purpose

of ordering the vehicles. Because of this, JEA was forced to explore alternative sourcing in order to support the vehicle procurement requirements. Based on these circumstances, JEA has determined that terminating for convenience is the fair and equitable path forward for both parties.

Request approval of a contract Termination for Convenience for JEA Contract No. 182568 with Garber Chevrolet Buick GMC Truck.

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

**APPROVALS:**

   
\_\_\_\_\_

**Chairman, Awards Committee**

**Date**

\_\_\_\_\_  
**Director, Financial Planning & Analysis**

**Date**



## Formal Bid and Award System

Award #6 February 20, 2020

**Type of Award Request:** PIGGYBACK  
**Request #:** 6776  
**Requestor Name:** Brunell, Baley  
**Requestor Phone:** (904) 665-8337  
**Project Title:** JEA Chevrolet Bolt Vehicle Procurement Acquisition  
**Project Number:** 8006019  
**Project Location:** JEA  
**Funds:** Capital  
**Budget Estimate:** \$382,010.00

### Scope of Work:

The purpose of this award is for JEA to procure ten (10) Class 112 Chevrolet Bolt Electric Vehicles off the Sourcwell (Formerly NJPA) agreement via piggy-backing. This purchase is for planned and budgeted replacement of JEA's Fleet Energy Assets (Energy Replacement - 10 units) and have been approved as part of the FY20 Fleet Capital Procurement Plan.

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

- Customer Value – Ensures JEA can continue to efficiently and effectively operate the energy and water network grid while being a good steward to the Environment through using zero emission electric vehicles
- Community Impact Value – Minimize network outages by ensuring a high utilization rate of our Fleet Assets.
- Financial Value – Aims to reduce long term operating expenses through replacing older more inefficient and unreliable equipment along with moving to an electric vehicle which should bring lower energy costs.

**JEA IFB/RFP/State/City/GSA#:** Sourcwell (Formerly NJPA) Contract #2020-120716 NAF

**Purchasing Agent:** Roddy, Colin

**Is this a Ratification?:** NO

### RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Amount
ALAN JAY AUTOMOTIVE MANAGEMENT	Matt Forte	<a href="mailto:matt.forte@alanjay.com">matt.forte@alanjay.com</a>	2003 U.S. 27 South, Sebring, FL 33870	\$382,010.00

**Amount for entire term of Contract/PO:** \$382,010.00

**Award Amount for remainder of this FY:** \$382,010.00

**Length of Contract/PO Term:** One-Time Purchase

**Begin Date (mm/dd/yyyy):** 02/20/2020

**End Date (mm/dd/yyyy):** One-Time Purchase

**JSEB Requirement:** N/A – No JSEBs available



**BIDDERS:**

Name	Award Amount	Number of Assets to be Awarded
ALAN JAY AUTOMOTIVE MANAGMENET	\$382,010.00	10

**Background/Recommendations:**

JEA intends to award ten (10) Class 112 Chevrolet Bolt Electric vehicles to the Sourcewell contracted vendor to be utilized across the JEA network. Seven (7) of these units will be utilized by the Water Meter group while the other three (3) units will move to the Church Street Pool Lot in order to replace older light duty assets such as F-150 trucks, to increase the reliability of the fleet and minimize future operating and maintenance expenses.

It is estimated that over the eight year life of the electric vehicle, the total cost (purchase price, maintenance, and fuel costs) for the asset will be \$8,918.00 lower than a 4x2 Standard Cab Ford F-150 and \$11,760.00 lower for a Ford Explorer.

Vehicle Type	Purchase Price	Annual Maintenance Cost	Annual Fuel/Electric Costs	Total Operating Costs (8 Years)	Total Cost of Ownership (8 Years)
Class 112 Chevrolet Bolt Electric Vehicle	\$38,201.00	\$1,124.00	\$550.00	\$13,392.00	\$51,593.00
Class 116 Half Ton 4X2 Standard Cab Pickup Truck	\$28,223.00	\$2,169.00	\$1,867.00	\$32,288.00	\$60,511.00
Class 115 Sport Utility Vehicle	\$33,185.00	\$2,626.00	\$1,145.00	\$30,168.00	\$63,353.00

JEA previously sourced these units through Garber Chevrolet Buick GMC Truck (Garber) via an informal bid for seven (7) units on 05/31/2019. On 07/18/2019, JEA processed a change order for three (3) additional units at the Awards Committee. However, it has come to both Garber and JEA's attention that they do not meet our minimum qualifications nor are they able to perform to their agreement. This is driven by a recently taken stance by General Motors of refusing any dealership to sell the Chevy Bolt vehicles without that vendor becoming a full Bolt dealer, service provider, and install charging stations outside the dealership in which Garber. Garber had originally planned to utilize a sister dealership under the same family of dealerships as a subcontractor for the purpose of ordering the vehicles.

Because of this, JEA was forced to explore alternative sourcing in order to support the vehicle procurement requirements. JEA reached out to the single other vendor who submitted a bid for the initial request for quote, Beck Autosales, Inc., who confirmed they would honor their original quoted price of \$42,800.00 per unit, but unable to further reduce pricing. Beck Autosales, Inc. was the Florida Sherriff Association's Chevy Bolt 2019 contract holder and was not willing to move from their pricing. JEA also reached out to Alan Jay Automotive Management, the current Florida Sherriff Association and Sourcewell contracted vendor for the Bolt vehicle, who quoted a Florida Sherriff Association price of \$38,813.58 and a Sourcewell price of \$38,201.00 per vehicle with an estimated lead time of 18-20 weeks after receipt of order offering JEA the

best option at the current time. The additional up fit pricing is where considerable price difference existed between Beck and Alan Jay. JEA will realize a cost increase of \$889.45 per unit or \$8,894.50 over the previous award total, but as previously mentioned, that award will be terminated in conjunction with this new award.

Request approval to award a contract to Alan Jay Automotive Management for the purchase of ten (10) Class 112 Chevrolet Bolt Electric vehicles in the amount of \$382,010.00, subject to the availability of lawfully appropriated funds.

Manager Brunell, Baley L. – Mgr Fleet Services & Business Operation  
Director: McElroy, Alan D. – Director Operations Support Services  
VP: McCarthy, John P. – VP Logistics & Chief Supply Chain Officer

APPROVALS:

  
Chairman, Awards Committee      2/20/2020  
Date

  
Director, Financial Planning & Analysis      2/20/20  
Date



## Formal Bid and Award System

Award #7 February 20, 2020

**Type of Award Request:** CONTRACT INCREASE  
**Request #:** 6485  
**Requestor Name:** Bides, Arthur R.  
**Requestor Phone:** (904) 665-8515  
**Project Title:** Construction Management-at-Risk (CMAR) Services for the Bartram/US 1 and Cecil Field Water Main Projects  
**Project Number:** 8004912, 8004924  
**Project Location:** JEA  
**Funds:** Capital  
**Budget Estimate:** Cecil Field: \$139,730.00, Bartram/US1: \$7,289,320.00  
**Scope of Work:**

JEA requests Proposals from interested and qualified Proposers to provide CMAR services during design and construction of the Bartram/US1 and Cecil Field Water Main projects. The work includes installation of water main in two different service areas within JEA.

The initial contract scope of work will consist of pre-construction phase services including design and constructability reviews, construction phase sequencing, coordination, maintenance of traffic, and maintenance of utility operations pre-planning, alternatives evaluations, cost estimating and cost control (value engineering) services, project schedule development, and preparation and submission of an open-book Guaranteed Maximum Price (GMP) proposal for construction phase services.

The contract shall be amended to include construction phase services following negotiation of a mutually acceptable GMP. The contract may be amended to include construction phase services in multiple phases. During the construction phase, the CMAR shall serve as the single point of responsibility for construction of the work in strict accordance with the contract documents.

**JEA IFB/RFP/State/City/GSA#:** 053-19  
**Purchasing Agent:** Kruck, Daniel R.  
**Is this a Ratification?:** NO

### RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
GARNEY COMPANIES INC.	Will Poczekaj	wpoczekaj@garney.com	1333 NW Vivion Road, Kansas City, MO	(407) 877-5903	\$8,587,658.85

**Amount of Original Award:** \$133,252.00  
**Date of Original Award:** 07/25/2019  
**Contract Increase Amount:** \$8,587,658.85  
**New Not-To-Exceed Amount:** \$8,720,910.85  
**Length of Contract/PO Term:** Project Completion  
**Begin Date (mm/dd/yyyy):** 08/01/2019  
**End Date (mm/dd/yyyy):** Project Completion (Expected: March 2022)



**JSEB Requirement:** Ten Percent (10%) Goal

**Comments on JSEB Requirements:**

Original Award

N/A

This Change Order (Bartram/US 1 GMP)

DJ Contracting (Trucking/Aggregate) - \$35,980.08

CSI/Meskel Engineering (Geotech) - \$17,673.00

KLW Concrete Cutting (Cutting) - \$15,475.00

Crossbow Cattle (Sodding) - \$14,248.89

Hancock Seeding (Seeding) - \$26,396.44

ACS Utilities (Asphalt Paving/Concrete Paving) - \$82,132.78

Bullard Fence (Fencing) - \$7,000.00

D&J Erosion Control (Erosion Control) - \$25,036.75

Total: \$223,942.94 (2.6% of GMP)

Note: JEA's JSEB Manager discussed with Garney various scopes of work as potential areas to allocate for JSEB participation.

**Background/Recommendations:**

Originally approved by Awards Committee on 07/25/2019 in the amount of \$133,252.50 to Garney Companies Inc. A copy of the original award is attached as backup.

This award request is for a contract increase to the CMAR contract of Garney Companies Inc. for the Bartram/US 1 and Cecil Field Water Main Projects. The original award was only for pre-construction services for the Bartram/US 1 portion of the work. JEA delayed the start of engineering for the Cecil Field Water Main project for budgetary reasons.

The design for the Cecil Field Water Main is underway, and preconstruction services are needed at this time. Negotiations were successfully completed for the preconstruction services with Garney Companies Inc. The fees for this portion of the work are \$122,932.00 and include value engineering, project scheduling, estimating and Guaranteed Maximum Price (GMP) development, which is 12% below the estimate for this work and deemed reasonable.

The GMP for the Bartram/US 1 portion of the work has been successfully negotiated. The GMP for the construction phase of the work is \$8,464,726.85, which is 16.1% over JEA's original total construction planning budget. During the design, 2,000 feet of pipe was changed from open cut to horizontal directional drill (HDD), a jack and bore was added and an increased number of fittings were added to the Work accounting for the increase in price. The agreed upon GMP is 1.4% below JEA's estimate that is based on the current design documents. After review of the GMP line items with JEA W/WW estimating, the GMP is deemed reasonable. GMP negotiations of rates and contingencies resulted in a cost savings of \$816,208.93 from the originally submitted GMP. If the actual construction costs are less than the agreed upon GMP, JEA will share the savings with Garney Companies in a 75% (JEA) / 25% (Garney) split.

The project details are below:

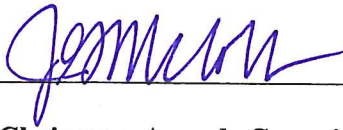
- Bartram/US1 Planning Project Budget: \$8,687,729.00
  - Engineering Budget: \$1,002,505.00
  - Construction Budget: \$7,289,320.00
  - Internal JEA Costs: \$395,904.00
- Bartram/US1 Revised Project Budget: \$10,038,596.85
  - Engineering Budget: \$720,012.00 (Mott MacDonald, CPA 179050)
  - Construction Budget: \$8,597,978.85 (Garney Companies, CPA 184081)
    - Phase 1: \$133,252.00 (Awarded 07/25/2019)
    - Phase 2: **\$8,464,726.85 (This Award)**

- Internal JEA Costs: \$720,606.00
- Bartram/US1 Original Project Schedule:
  - Engineering Bartram/US1: March 2019
  - Construction Bartram/US1: September 2021
- Bartram/US1 Revised Schedule:
  - Engineering Bartram/US1: March 2020
  - Construction Bartram/US1: April 2021
- Cecil Field Planning Project Budget: \$5,589,099.00
  - Engineering Budget: \$558,923.00
  - Construction Budget: \$4,657,692.00
  - Internal JEA Costs: \$372,484.00
- Cecil Field Revised Project Budget: \$5,555,828.00
  - Engineering Budget: \$379,300.00 (Mott MacDonald, CPA 179050)
  - Construction Budget: \$4,780,624.00 (Garney Companies, CPA 184081)
    - Phase 1: **\$122,932.00 (This Award)**
    - Phase 2: \$4,657,692.00 (Budget Estimate)
  - Internal JEA Costs: \$395,904.00
- Cecil Field Original Project Schedule:
  - Engineering Cecil Field Completion: June 2019
  - Construction Cecil Field Completion: February 2021
- Cecil Field Revised Schedule:
  - Engineering Cecil Field Completion: October 2020
  - Construction Cecil Field Completion: March 2022

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 \$8,587,658.85, for a new not-to-exceed amount of \$8,720,910.85, subject to the availability of lawfully appropriated funds.

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

**APPROVALS:**

 \_\_\_\_\_ 2/20/2020

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

 \_\_\_\_\_ 2/20/20

**Director, Financial Planning & Analysis** **Date**