

JEA AWARDS COMMITTEE

JUNE 18, 2020 MEETING MINUTES

The JEA procurement Awards Committee met on June 18, 2020, via WebEx

WebEx Meeting Number (access code): 160 894 5251

WebEx Password: pxP6CqUSt63

Members in attendance were Jenny McCollum as Chairperson, Allyssa Petersen as Budget Representative, Lawsikia Hodges as Office of General Counsel Representative; with Alan McElroy, Joe Orfano, Steve Tuten, Stephen Datz, and Wayne Young as voting Committee Members.

Chair McCollum 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.

Chair McCollum announced that the meeting was being held remotely to slow the spread of the Covid-19 virus and to encourage social distancing and that pursuant to Governor DeSantis' Executive Order 20-69, local governments were allowed to hold public meetings using communications media technology rather than in a physical location. She stated that the JEA Awards Committee meeting was being held by virtual means via WebEx which allows interested persons to view and participate in the meeting remotely. Additionally, Chair McCollum and Shawn Eads reviewed the WebEx meeting instructions and how public comment would be received and taken during the meeting.

Public Comments:

Chair McCollum 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:

Chair McCollum verbally presented the Committee Members the proposed June 4, 2020 minutes contained in the board packet.

MOTION: Alan McElroy made a motion to approve the June 4, 2020 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 2,5-7:

2. Request approval to award a contract to Jacobus Energy LLC for JEA Fleet Services Mobile Fueling in the amount of \$6,759,150.00, subject to the availability of lawfully appropriated funds.

MOTION: Steve Tuten made a motion to approve Award Item 2 as presented in the board packet. The motion was seconded by Alan McElroy and approved unanimously by the Awards Committee (5-0).

5. Request approval for a contract increase for Streetlight Materials for JEA Inventory Stock in the amount of \$8,127,237.37, for a new not-to-exceed total of \$47,272,081.18, subject to the availability of lawfully appropriated funds.

MOTION: Wayne Young made a motion to approve Award Item 5 as presented in the board packet with minor administrative change. The motion was seconded by Joe Orfano and approved unanimously by the Awards Committee (5-0).

6. Request approval to award a six (6) month contract extension to Trusted Hand Service, Inc. for janitorial services at JEA facilities in the amount of \$418,100.20, for a new not-to-exceed amount of \$2,198,443.27, subject to the availability of lawfully appropriated funds.

MOTION: Alan McElroy made a motion to approve Award Item 6 as presented in the board packet. The motion was seconded by Steve Tuten and approved unanimously by the Awards Committee (5-0).

7. 012-20 – Request approval to award a contract to Besch and Smith Civil Group, Inc. for Commonwealth Service Center Paving and Drainage Improvements in the amount of \$542,407.98, subject to the availability of lawfully appropriated funds.

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

Informational Item:

No informational items were presented to the Awards Committee.

Ratifications:

No ratifications were presented to the Awards Committee for consideration.

Public Comments:

No additional public comment speaking period was taken.

Adjournment:

Chair McCollum adjourned the meeting at 10:47 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/

AWARDS COMMITTEE AGENDA

DATE: Thursday, June 18, 2020
TIME: 10:00 A.M.
PLACE: WebEx/Teleconference
WebEx Meeting Number (access code): 160 894 5251
WebEx Password: pxP6CqUSt63

Public Comments:

Awards:

1. Approval of the minutes from the last meeting (06/04/2020).
2. Request approval to award a contract to Jacobus Energy LLC for JEA Fleet Services Mobile Fueling in the amount of \$6,759,150.00, subject to the availability of lawfully appropriated funds.
3. **DEFERRED** - Request approval to award a change order to Brasfield & Gorrie LLC, for the purchase of equipment for the Arlington East Water Reclamation Facility (WRF) Upgrade Projects in the amount of \$2,727,880.00, for a new not-to-exceed amount of \$3,568,406.58, subject to the availability of lawfully appropriated funds.
4. **DEFERRED** - Request approval to award a change order to A.W.A. Contracting Company, for construction services for San Diego Road and Ponte Vedra Blvd-Water and Sewer Replacement in the amount of \$65,890.87, for a new not-to-exceed amount of \$415,614.37, subject to the availability of lawfully appropriated funds.
5. Request approval for a contract increase for Streetlight Materials for JEA Inventory Stock in the amount of \$8,127,237.37, for a new not-to-exceed total of \$47,272,081.18, subject to the availability of lawfully appropriated funds.
6. Request approval to award a six (6) month contract extension to Trusted Hand Service, Inc. for janitorial services at JEA facilities in the amount of \$418,100.20, for a new not-to-exceed amount of \$2,198,443.27, subject to the availability of lawfully appropriated funds.
7. 012-20 – Request approval to award a contract to Besch and Smith Civil Group, Inc. for Commonwealth Service Center Paving and Drainage Improvements in the amount of \$542,407.98, subject to the availability of lawfully appropriated funds.

Informational Item: 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.

06-18-2020 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 06/04/2020 meeting.
2	Invitation to Negotiate (ITN) 2 Respondents	McElroy	\$7,253,150.00	\$6,759,150.00	Jacobus Energy, LLC	Five (5) Years w/ No Renewals	<u>JEA Fleet Services Mobile Fueling</u> The contract spend details are below: <ul style="list-style-type: none"> • FY20: \$337,957.50 • FY21: \$1,351,830.00 • FY22: \$1,351,830.00 • FY23: \$1,351,830.00 • FY24: \$1,351,830.00 • FY25: \$1,013,872.50
3 - Defer	Defer	Defer	Defer	Defer	Defer	Defer	Defer
4 - Defer	Defer	Defer	Defer	Defer	Defer	Defer	Defer
5	Contract Increase	McElroy	\$8,127,237.37	\$8,127,237.37	Stuart C. Irby Co.	Five (5) Years w/One (2) – One (1) Yr. Renewals	<u>Streetlight Materials for JEA Inventory Stock</u> <ul style="list-style-type: none"> • Original Estimate: \$43,397,689.18 • Original Award Amount: \$38,144,843.82 • Contract Increase Amount: \$8,127,247.37 • New NTE: \$47,272,081.18
6	Contract Extension	McElroy	N/A	\$418,100.20	Trusted Hand Service Inc.	One (1) Year w/Two (2) – 1 Yr. Renewals	<u>Janitorial Services - Open Market</u> The contract spend details are below: <ul style="list-style-type: none"> • Original Award: \$539,497.90 • Renewal Award: \$1,078,995.80 • Admin Increase: \$161,849.37 • Contract Extension Award: \$418,100.20 • New NTE: \$2,198,443.27
7	Invitation For Bid (IFB) 6 Respondents	McElroy	\$462,000.00	\$542,407.98	Besch and Smith Civil Group Inc.	Project Completion	<u>Commonwealth Service Center Paving and Drainage Improvements</u> The contract spend details are below: <ul style="list-style-type: none"> • FY20 Capital: \$542,407.98
Total Award				\$15,846,895.55			



Formal Bid and Award System

Award #2 June 18, 2020

Type of Award Request: INVITATION TO NEGOTIATE (ITN)
Request #: 6785
Requestor Name: Brunell, Baley
Requestor Phone: (904) 665-6403
Project Title: JEA Fleet Services Mobile Fueling
Project Number: 8001202
Project Location: JEA
Funds: O&M
Budget Estimate: \$7,253,150.00

Scope of Work:

The purpose of this Invitation to Negotiate (the "ITN") is to solicit pricing for mobile fueling services for JEA's fleet vehicles. The services that will be performed under this scope will be at a minimum the delivery of diesel fuel directly from mobile vehicles (i.e. tank wagons) to the fuel tanks of vehicles or other approved tanks. It will also provide for the delivery of diesel exhaust fluid (DEF) in totes to the JEA service centers.

JEA IFB/RFP/State/City/GSA#: 042-20
Purchasing Agent: Roddy, Colin
Is this a Ratification?: No

RECOMMENDED AWARDEES:

Name	Vendor Contact	Email	Address	Phone	Amount
JACOBUS ENERGY, LLC	Harry Merlo	harrymerlo@jacobusenergy.com	11815 W. Bradley Road, Milwaukee, WI 53224	704-363-2661	\$6,759,150.00

Amount for entire term of Contract/PO: \$6,759,150.00
Award Amount for remainder of this FY: \$337,957.50
Length of Contract/PO Term: Five (5) Years w/ No Renewals
Begin Date (mm/dd/yyyy): 07/01/2020
End Date (mm/dd/yyyy): 06/30/2025
Renewal Options: NO
JSEB Requirement: N/A - Optional

BIDDERS:

Name	Original Extended Amount	Initial Ranking	BAFO Amount	BAFO Ranking
JACOBUS ENERGY, LLC	\$7,530,650.00	1	\$7,020,150.00	1
GATE FUEL SERVICE, INC.	\$9,566,375.00	2	\$7,012,577.50	Disqualified

Background/Recommendation:

Advertised on 03/24/2020. Two (2) vendors attended the optional pre-response meeting on 04/02/2020. On the bid due date on 04/28/2020, JEA received two (2) Responses.

The basis for award for this solicitation was that the lowest total cost respondent would win, as long as the vendor met the minimum qualifications. The minimum qualifications were meeting the stated technical requirements and provided two (2) references of past or current work with a similar scope and volume to JEA. The bid was structured to cover two different items, the sale and delivery to the JEA yards of Diesel Exhaust Fuel (DEF), which is an additive to reduce exhaust emissions, and Diesel fuel. The DEF was bid as a per gallon price while Diesel was based on a markup per gallon beyond Oil Price Information Service (OPIS) pricing for Diesel Fuel, and the current OPIS diesel price was used for estimating purposes.

Due to the low turnout during the pre-response meeting, JEA reached out to the other six of eight vendors who received the solicitation to ensure competition and determine if there was something that could be changed in the solicitation that would allow for the vendor to participate. It was determined from conversations with many of these vendors that most vendors did not have robust wet fueling capabilities in the Jacksonville market and choose to not submit a Response. JEA Fleet and Procurement reviewed the technical specification once more to determine what modifications could be made to increase competition. The primary limiting factor appeared to be the volume of equipment needed to support JEA storm response which has been refined and validated over the past 3 hurricane responses. It was determined to be in the best interest of JEA to not split this into two separate work scopes to provide continuity of the supplier from day to day to storm work, ensure the supplier had a substantially vested interest in the critical storm response, and ensuring the storm support would be supported as a majority of the volume is in daily nighttime fueling.

During negotiations it was determined that the requirements of having mobile DEF fueling incorporated as part of this bid were going to be cost prohibited to JEA. The ITN afforded the Fleet team and vendors an opportunity to have further discussions about the mobile DEF requirement which allowed for clarifications. After input from both vendors, JEA reduced the mobile DEF requirement and adjust it to standard Tote Delivery to allow the vendors the opportunity to further refine their bid from a pricing.

Upon the BAFO submittal, Gate Fuel Service, Inc. (Gate) was the original lowest total cost Respondent. The ITN allows for further clarifications after the BAFO submittal, if needed, and since this service is critical to our operations and emergency preparedness, a review of their proposal for how they intended to perform these services was conducted. It was jointly determined through a series of documented meetings between JEA and Gate along, with Gate internal reviews, that Gate would be unable to meet the technical requirement of the solicitation. The primary point of concern surrounded their ability to offer sufficient support during storms and emergencies while also serving their existing client base. Consequently, the recommended awardee Jacobus, was the lowest Respondent who met all of the requirements of the solicitation.

It should be noted that when reviewing the award amount for Jacobus, there was an error identified by vendor on the bid workbook, which included an incorrect margin from their procurement department which they add to when purchasing fuel. The price difference between the BAFO amount and subsequent NTE value reflects the reduction and an updated workbook is attached as backup.

For Diesel Fuel, the awardee will be reimbursed its quoted bid markup plus, the weekly average of the Oil Price Information Service (OPIS) No. 2 Distillate Gross Prices for Ultra Low Sulfur (ULS) as published in the OPIS Newsletter for the Jacksonville, Florida Rack location. The price for Diesel Exhaust Fluid (DEF) will be adjusted monthly using the New Orleans and Louisiana index (NOLA), which is the primary pricing index for the tracking of UREA as a commodity as it closely tracks the commodity cost of UREA, which is a key raw material of DEF.

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 and value added savings.

There were no BAFO savings initially provided by Jacobus from their initial bid to their original BAFO Response. When factoring in Jacobus’s pricing discrepancy described above, it will bring an estimated cost savings to JEA of \$494,000.00 for Diesel fuel, this savings represents a 40% reduction from the current agreement on the markup over OPIS pricing, or \$478,500.00 along with a 19% reduction in the price of DEF, or \$15,500 all of which impacts O&M expenses. Below is the breakdown:

- **Total cost difference:** \$494,000.00 (supplier markup cost savings) = \$494,000.00
- **Total sourcing savings:** \$0.00

The award value listed below is an estimate of the new not to exceed (NTE) value. These were calculated by using the existing fleet makeup and the corresponding projected diesel fuel and diesel exhaust fluid (DEF) usage that will be consumed over the next five (5) year period. These numbers can fluctuate depending on actual usage of the vehicle, future fleet purchases and retirements, along with fleet plans as part of JEA growth.


JEA Service Center Location	Estimated Number of Vehicles	Estimated Number of Annual Gallons – Diesel	Estimated Number of Annual Gallons – Diesel Exhaust Fluid (DEF)
Westside Service Center	110	90,000	2,500
Commonwealth Service Center	100	65,000	2,500
Pearl Street Service Center	185	155,000	2,500
Southside Service Center	130	125,000	2,500
Totals	525	435,000	10,000

Request approval to award a contract to Jacobus Energy LLC for JEA Fleet Services Mobile Fueling in the amount of \$6,759,150.00, subject to the availability of lawfully appropriated funds.

Manager: Brunell, Baley – Manager Fleet Services & Business Operations
VP: McElroy, Alan – Interim VP Logistics & Chief Supply Chain Officer

APPROVALS:


 _____ 06/18/2020
Chairman, Awards Committee **Date**


 _____ 06/18/2020
Budget Representative **Date**

Appendix B - Bid BAFO Response Workbook (Updated)

Wet Hose Fueling

On Appendix B - Response Workbook, provide the service rate specified for each category found in cells highlighted Yellow. All quantities shown on Appendix B - Response Workbook are given for comparison purposes only and are not contract guarantees. The amount found in the cell highlighted Green is the cell which you should transfer to the signed bid Response Form.

Wet Hose Fueling - Nightly, Monday - Friday between the hours of 6PM - 6AM

Respondent shall provide a firm fixed price for all Work in this ITN by inputting a Supplier Mark Up for Diesel Fuel and a Price Per Gallon for DEF. The Supplier markup and DEF price per gallon shall include all profit, taxes, benefits, travel, and all other overhead items including but not limited to the services defined within Appendix A - Technical Specification.

Service Center Location	Estimate # of Vehicles	Estimated # of Gallons - Diesel	Estimated # of Gallons - DEF
Westside Service Center	110	90,000	2,500
Commonwealth Service Center	100	65,000	2,500
Pearl Street Service Center	185	155,000	2,500
Southside Service Center	130	125,000	2,500

1. Diesel Fuel Breakout

	<u>JACOBUS</u>	<u>GATE</u>	<u>Current</u>
	Total Response Price	Total Response Price	Total Response Price
	<i>Diesel (OPIS)</i>	<i>Diesel (OPIS)</i>	<i>Diesel (OPIS)</i>
Price Per Gallon with taxes included (For Estimating Only)	\$2.748	\$2.748	\$2.748
Annual Gallon Consumption Est	435,000	435,000	435,000
Supplier Mark Up	\$ 0.33	\$ 0.4493	\$ 0.55
Annual Estimated Cost	\$1,338,930.00	\$1,390,825.50	\$1,434,630.00
Annual 5 Year Cost Estimate	\$6,694,650.00	\$6,954,127.50	\$7,173,150.00

2. DEF Breakout

	Total Response Price	Total Response Price	Total Response Price
	<i>DEF (NOLA) to be delivered in Tote's</i>	<i>DEF (NOLA) to be delivered in Tote's</i>	<i>DEF (NOLA) to be delivered in Tote's</i>
Price Per Gallon with taxes included (For Estimating Only)	\$1.290	\$1.169	\$1.600
Annual Gallon Consumption Est	10,000	10,000	10,000
Supplier Mark Up			
Annual Estimated Cost	\$12,900.00	\$11,690.00	\$16,000.00
Annual 5 Year Cost Estimate	\$64,500.00	\$58,450.00	\$80,000.00

3. Storm Hourly Rate (No estimated volume, pricing for contracting only) (Cannot exceed \$250 per hour)

	Total Response Price	Total Response Price	Total Response Price
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Hourly Rate for Storm (<i>Not to exceed \$250</i>)	\$250.000	\$239.000	\$250.000
Total Costs	Jacobus	Gate	Current
Total Annual Estimated Cost	\$1,351,830.00	\$1,402,515.50	\$1,450,630.00
Total Five Year Cost (Transfer this Amount to Response Form)	\$6,759,150.00	\$7,012,577.50	\$7,253,150.00

BAFO Savings	\$261,000.00
Contract Savings	\$494,000.00
Contract Value	\$6,759,150.00
Monthly Value	\$112,652.50
FY20 Value	\$337,957.50
FY21 Value	\$1,351,830.00
FY22 Value	\$1,351,830.00
FY23 Value	\$1,351,830.00
FY24 Value	\$1,351,830.00
FY25 Value	\$1,013,872.50

Appendix B - Bid BAFO Response Workbook

Wet Hose Fueling

On Appendix B - Response Workbook, provide the service rate specified for each category found in cells highlighted Yellow. All quantities shown on Appendix B - Response Workbook are given for comparison purposes only and are not contract guarantees. The amount found in the cell highlighted Green is the cell which you should transfer to the signed bid Response Form.

Wet Hose Fueling - Nightly, Monday - Friday between the hours of 6PM - 6AM

Respondent shall provide a firm fixed price for all Work in this ITN by inputting a Supplier Mark Up for Diesel Fuel and a Price Per Gallon for DEF. The Supplier markup and DEF price per gallon shall include all profit, taxes, benefits, travel, and all other overhead items including but not limited to the services defined within Appendix A - Technical Specification.

Service Center Location	Estimate # of Vehicles	Estimated # of Gallons - Diesel	Estimated # of Gallons - DEF
Westside Service Center	110	90,000	2,500
Commonwealth Service Center	100	65,000	2,500
Pearl Street Service Center	185	155,000	2,500
Southside Service Center	130	125,000	2,500

1. Diesel Fuel Breakout

	<u>JACOBUS</u>	<u>GATE</u>	<u>Current</u>
	Total Response Price	Total Response Price	Total Response Price
	<i>Diesel (OPIS)</i>	<i>Diesel (OPIS)</i>	<i>Diesel (OPIS)</i>
Price Per Gallon with taxes included (For Estimating Only)	\$2.748	\$2.748	\$2.748
Annual Gallon Consumption Est	435,000	435,000	435,000
Supplier Mark Up	\$ 0.45	\$ 0.4493	\$ 0.55
Annual Estimated Cost	\$1,391,130.00	\$1,390,825.50	\$1,434,630.00
Annual 5 Year Cost Estimate	\$6,955,650.00	\$6,954,127.50	\$7,173,150.00

2. DEF Breakout

	Total Response Price	Total Response Price	Total Response Price
	<i>DEF (NOLA) to be delivered in Tote's</i>	<i>DEF (NOLA) to be delivered in Tote's</i>	<i>DEF (NOLA) to be delivered in Tote's</i>
Price Per Gallon with taxes included (For Estimating Only)	\$1.290	\$1.169	\$1.600
Annual Gallon Consumption Est	10,000	10,000	10,000
Supplier Mark Up			
Annual Estimated Cost	\$12,900.00	\$11,690.00	\$16,000.00
Annual 5 Year Cost Estimate	\$64,500.00	\$58,450.00	\$80,000.00

3. Storm Hourly Rate (No estimated volume, pricing for contracting only) (Cannot exceed \$250 per hour)

	Total Response Price	Total Response Price	Total Response Price
Hourly Rate for Storm (<i>Not to exceed \$250</i>)	\$250.000	\$239.000	\$250.000
Total Costs	Jacobus	Gate	Current
Total Annual Estimated Cost	\$1,404,030.00	\$1,402,515.50	\$1,450,630.00
Total Five Year Cost (Transfer this Amount to Response Form)	\$7,020,150.00	\$7,012,577.50	\$7,253,150.00

BAFO Savings	\$147,247.50
Contract Value	\$7,012,577.50
Monthly Value	\$116,876.29
FY20 Value	\$350,628.88

**APPENDIX B – BAFO RESPONSE FORM
RESPONSE FORM FOR SOLICITATION 042-20**

Submit an electronic Response Form to Colin Roddy at roddcp@jea.com

Company Name: Jacobus Energy, LLC

Company's Address 11815 W. Bradley Road, Milwaukee, WI 53224

License Number (if applicable) _____

Phone Number 800-522-6287 FAX No: N/A EMAIL Address: _____

BID SECURITY REQUIREMENT <input checked="" type="checkbox"/> None required <input type="checkbox"/> Certified Check or Bond _____ % \$ _____	TERM OF CONTRACT <input type="checkbox"/> One Time Purchase <input checked="" type="checkbox"/> Annual Requirements – Five (5) Years <input type="checkbox"/> Other, Specify: _____
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SAMPLE REQUIREMENTS <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	SECTION 255.05, FLORIDA STATUTES CONTRACT BOND <input checked="" type="checkbox"/> None required <input type="checkbox"/> Bond required \$ _____ % of Bid Award
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QUANTITY REQUIREMENTS <input type="checkbox"/> Quantities indicated are exacting <input checked="" type="checkbox"/> Quantities indicated reflect the approximate quantities to be purchased throughout Contract period and are subject to fluctuation. JEA does not commit to any volume.	INSURANCE REQUIREMENT <input type="checkbox"/> None required <input checked="" type="checkbox"/> Insurance required
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PAYMENT DISCOUNTS
 1% 20, net 30
 2% 10, net 30
 Other _____
 None Offered

Quote the following materials

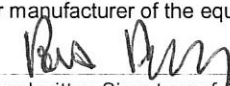
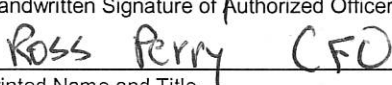
Item No.	ENTER HEREON YOUR RESPONSE FOR THE FOLLOWING DESCRIBED ARTICLES OR SERVICES	TOTAL RESPONSE PRICE
1.	042-20 ITN JEA Fleet Services Mobile Fueling Total Response Price – (Total from BAFO Response Workbook Cell I39)	\$6,759,150

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”.

Respondent's Certification

By submitting this Response, the Respondent 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 Respondent's Company, and that the Company is legally authorized to do business in the State of Florida. The Respondent also certifies that it complies with all sections (including but not limited to Conflict Of Interest and Ethics) of this Solicitation, and that the Respondent is an authorized distributor or manufacturer of the equipment as required in this Solicitation.

We have received addenda _____
 _____ 6 _____ through _____ 6 _____


 Handwritten Signature of Authorized Officer of Company or Agent Date 6-9-2000

 Printed Name and Title



Formal Bid and Award System

Award #5 June 18, 2020

Type of Award Request: CONTRACT INCREASE
Request #: 6834
Requestor Name: Keeler, Jessica
Requestor Phone: (904) 665-6403
Project Title: Streetlight Materials for JEA Inventory Stock
Project Number: Various
Project Location: JEA
Funds: Inventory Blanket
Budget Estimate: \$8,127,237.37
Scope of Work:

The purpose of this agreement is to purchase Streetlight Materials carried in JEA's inventory stock. This agreement includes one hundred and two (102) different streetlight materials with the primary application to provide street lighting to JEA's energy customers.

JEA IFB/RFP/State/City/GSA#: 039-16
Sr. Purchasing Agent: Roddy, Colin P.
Is this a Ratification?: No

RECOMMENDED AWARDEES:

Name	Vendor Contact	Email	Address	Phone	Amount
STUART C. IRBY CO.	Erich Ewoldt	ewoldt@irby.com	38 Skyline Drive, Lake Mary, FL 32746	407-415- 6268	\$8,127,237.37

Amount of original Award: \$38,144,843.82
Date of Original Award: 04/14/2016
Contract Increase Amount: \$8,127,237.37
New Not-To-Exceed Amount: \$47,272,081.18
Length of Contract/PO Term: Five (5) Years w/Two (2) – One (1) Yr. Renewals
Begin Date (mm/dd/yyyy): 04/29/2016
End Date (mm/dd/yyyy): 04/30/2021
Renewal Options: Two (2) – One (1) Yr. Renewals

List of Previous Change Orders

BPA #	Amount	Date
154233	\$999,999.99	11/18/2019

Background/Recommendation:

Originally bid and approved by the Awards Committee on 04/14/2016 to Stuart C. Irby CO. in the amount of \$38,144,843.82. The original award item is attached for reference.

On 11/18/2019, a contract increase was approved for \$999,999.99 to increase funding.

Since inception of the original agreement, two (2) factors have played into a shift in spending relative to projections driving the proposed contract increase:

- Utilizing annual pricing adjustments based on Consumer Price Index (CPI), overall pricing has increased 6.50% since the original award. This increase was not factored into the original award amount.
- Estimated usage for the one hundred and two (102) contracted items is 23.93% higher than originally forecasted primarily attributed by project work related to new development work and converting existing street lights to light emitting diode (LED) replacements.


Based on these factors, this request is to add contract funds in the amount of \$8,127,237.37 to cover the forecasted requirements received from the Planning team in order to get JEA through the end of the current agreement which expires on 04/30/2021. These requirements have been vetted and approved through the business Managers and Directors. In order to mitigate the proposed contract increase, JEA reached out to Irby for reduced pricing but was unable to negotiate any cost reductions.

The LED replacement project, which consumed up a majority of the funds on this agreement, is almost finished and an order for \$737,289.00 will cover the remaining materials. The remaining contract increase amount is to cover anticipated business needs for New Development projects, HOA replacement requests, and maintenance. Later this Fall, a solicitation will be released that will govern the procurement for the streetlight materials for future years to come, as this original contract term expires on 04/30/2021.

Request approval for a contract increase for Streetlight Materials for JEA Inventory Stock in the amount of \$8,127,237.37, for a new not-to-exceed total of \$47,272,081.18, subject to the availability of lawfully appropriated funds.

Manager: Keeler, Jessica – Inventory Planning Manager
Director: McCollum, Jenny – Director, Procurement Services
VP: McElroy, Alan – Interim VP Logistics & Chief Supply Chain Officer

APPROVALS:

 _____ 06/18/2020

Chairman, Awards Committee **Date**

 _____ 06/18/2020

Budget Representative **Date**

Current Approved Amount	\$39,144,843.81					
Amount Released (5/12/2020)	\$38,760,606.72					
Funding Available	\$384,237.09					
Funding Needed	\$8,511,474.46					
Contract Increase Amount	\$8,127,237.37	Total Estimated Cost Current Pricing				
New NTE	\$47,272,081.18	\$8,511,474.46				
BPA Number	BPA Line	BPA Item	Description	Current Pricing	Estimated Usage From Planning	Estimated Cost Current Pricing
154233	100	STLLE015	LUMINAIRE, 100W LED, 150W/175W MH EQUIVALENT, HISTORIC DECORATIVE ACORN RETROFIT KIT, 120VAC, PE RECEPTACLE - 7 PIN. *USE PHOTOCONTROL STLPC010*	\$806.69	3500	\$2,823,415.00
154233	98	STLLE008	LUMINAIRE, 100W LED, 150W/175W MH EQUIVALENT, DECORATIVE ACORN, 120VAC, PE RECEPTACLE - 7 PIN. *USE PHOTOCONTROL STLPC010*	\$1,116.36	1365	\$1,523,831.40
154233	62	STLLE004	LUMINAIRE, 40W LED, 70W HPS EQUIVALENT, POST-TOP, 120 VAC, PE RECEPTACLE - 7 PIN. *USE PHOTOCONTROL STLPC010*	\$308.98	2960	\$914,580.80
154233	23	POLFG001	POLE, FIBERGLASS, 18' (JEA SPECIFICATION REQUIRED) ***NOTE: DELIVER IN BUNDLES OF 25 EA***	\$252.90	1975	\$499,477.50
154233	21	POLCO040	POLE, CONCRETE, DECORATIVE, 13 FT MOUNTING HEIGHT, DIRECT BURIED, BLACK ETCHED FINISH, 2 5/8" LONG TENON	\$1,033.72	280	\$289,441.60

154233	104	STLLE011	LUMINAIRE, 150W LED, 250W HPS EQUIVALENT, TEAR DROP, 120VAC, PE RECEPTACLE - 7 PIN. *USE PHOTOCONTROL STLPC010*	\$1,603.12	150	\$240,468.00
154233	60	STLLE002	LUMINAIRE, 115W LED, 200W/250W HPS EQUIVALENT, COBRAHEAD, 120 VAC, PE RECEPTACLE - 7 PIN. *USE PHOTOCONTROL STLPC010*	\$190.36	1204	\$229,193.44
154233	87	STLPC010	PHOTOCONTROL, LONG LIFE FOR LED FIXTURE, 1280 JOULE MOV, FAIL OFF, GREEN.	\$12.52	15136	\$189,502.72
154233	99	STLLE009	LUMINAIRE, 100W LED, 150W/175W MH EQUIVALENT, PLAIN ACORN, 120VAC, PE RECEPTACLE - 7 PIN. *USE PHOTOCONTROL STLPC010*	\$1,090.44	150	\$163,566.00
154233	22	POLCO041	POLE, 35 FT OCTAGONAL CONCRETE, WITH 30 FEET ABOVE GRADE; CLASS D; NIGHT SKY FINISH; ETCHED;DIRECT EMBEDDMENT; TENON 3" OD X 9" TALL	\$1,456.40	101	\$147,096.40
154233	61	STLLE003	LUMINAIRE, 275W LED, 400W HPS EQUIVALENT, COBRAHEAD, 120 VAC, PE RECEPTACLE - 7 PIN. *USE PHOTOCONTROL STLPC010*	\$394.00	369	\$145,386.00
154233	91	STLRF070	GLOBE, STREETLIGHT, ROTO-LOK BASE, FOR USE ON ACORN ITEMS STLLU070, STLLU100, AND STLLU151 (SIMILAR TO STLRF018)	\$307.93	404	\$124,403.72
154233	101	STLLE010	LUMINAIRE, 72W LED, 150W HPS EQUIVALENT, POST-TOP, 120 VAC, PE RECEPTACLE - 7 PIN. *USE PHOTOCONTROL STLPC010*	\$341.52	356	\$121,581.12

154233	7	BKTSL007	BRACKET, STREET LIGHT, TRUSS ARM WITH UNIVERSAL BASE, 12' LENGTH, 4' RISE MUST DELIVER ON AN OPEN FLATBED TRUCK FOR FORKLIFT SIDE UNLOADING (JEA SPECIFICATION REQUIRED)	\$193.44	576	\$111,421.44
154233	18	POLAL006	POLE, DECORATIVE ALUMINUM, 6" DIA. WILMAN STYLE, 14 FT, SATIN BLACK FINISH, WITH COVERED 120V GFI RECEPTICLE AND PROVISIONS FOR BANNER RODS. USED WITH 4 EA STLDE001; 4 EA STLDE002; 4 EA STLDE003; 1 EA STLDE004; 2 EA STLLU021 & 4 EA STLDE006	\$1,027.30	108	\$110,948.40
154233	32	STLDE004	SUNFLOWER ARM FOR DECORATIVE STREETLIGHT POLE, ALUMINUM, FOR MOUNTING 2 FIXTURES SATIN BLACK FINISH, (1 EACH PER POLE, ID #POL-AL-006)	\$985.16	110	\$108,367.60
154233	97	STLLE007	LUMINAIRE, 60W LED, 70W HPS/100W MH EQUIVALENT, PLAIN ACORN, 120VAC, PE RECEPTACLE - 7 PIN. *USE PHOTOCONTROL STLPC010*	\$1,090.44	95	\$103,591.80
154233	59	STLLE001	LUMINAIRE, 40W LED, 70W HPS EQUIVALENT, COBRAHEAD, 120 VAC, PE RECEPTACLE - 7 PIN. SUBSTATION APPLICATIONS INCLUDED. *USE PHOTO-CONTROL STLPC010*	\$126.72	754	\$95,546.88
154233	12	BKTSL014	BRACKET, SINGLE 72" ALUMINUM CROSSARM FOR TEARDROP FIXTURE MUST BE DELIVERED ON OPEN FLATBED TRUCK SUITABLE FOR FORKLIFT UNLOADING	\$829.07	100	\$82,907.00

154233	40	STLFL004	LUMINAIRE, 320 W METAL HALIDE FLOODLIGHT - REPLACES STLFL003	\$141.11	527	\$74,364.97
154233	20	POLAL008	POLE, ALUMINUM, DECORATIVE, 14' LENGTH, BASE SLOTTED FOR FOUR 1 INCH ANCHOR BOLTS ON AN 11" BOLT CIRCLE, BLACK FINISH, 5" DIAMETER SHAFT (FLUTED) 3" OD X 2.63" HIGH TENON, SHIP ON OPEN FLATBED ONLY!	\$721.67	87	\$62,785.29
154233	50	STLLA012	LAMP, HIGH PRESSURE SODIUM, 70W, E-23.5 BULB, MOGUL BASE, 6000 INITIAL LUMENS, 28500 HOURS RATED LIFE, IGNATOR CONTAINED INSIDE	\$29.74	1440	\$42,825.60
154233	30	STLDE002	BREAKAWAY FITTER FOR BANNER ROD ASSEMBLY FOR DECORATIVE POLE, ALUMINUM, SATIN BLACK FINISH, (4 EACH PER POLE, ID# POL-AL-006)	\$78.57	500	\$39,285.00
154233	3	BKTSL002	BRACKET, STREET LIGHT, TAPERED ALUMINUM, 8' LENGTH, 3' RISE, UNIVERSAL BASE, WITH POLE PLATE GROUNDING ASSEMBLY, SHIP ON OPEN FLATBED ONLY!	\$85.82	400	\$34,328.00
154233	31	STLDE003	BANNER ROD FOR BANNER ROD ASSEMBLY FOR DECORATIVE POLE ALUMINUM, SATIN BLACK FINISH, (4 EACH PER POLE, ID #POL-AL-006)	\$75.10	430	\$32,293.00
154233	14	POLAL002	POLE, ALUMINUM 27' SINGLE BRACKET (JEA SPECIFICATION REQUIRED)	\$683.21	36	\$24,595.56
154233	29	STLDE001	GOLD BALLS FOR BANNER ROD ASSEMBLY, ALUMINUM, FOR DECORATIVE STREETLIGHT POLE, (4 BALLS PER POLE, I.D. POL AL 006)	\$52.91	380	\$20,105.80

154233	33	STLDE006	FITTER PLATE W/ RING & BOLTS FOR BANNER ROD ASSEMBLY, (4 EACH PER POLE, ID #POL-AL-006)	\$50.08	400	\$20,032.00
154233	57	STLLA021	LAMP, 320 W METAL HALIDE, E-39 BASE, BT28 BULB, CLEAR - INSTALLED WITH STLLU022, 23, & 26 OR WITH 320W MH BALLAST ASSEMBLY - REPLACES STLLA008	\$14.69	811	\$11,913.59
154233	81	STLLU150	LUMINAIRE, 150W MH, DECORATIVE ACORN, WITH GOLD STRUTS, BANDS AND FINIAL, TWIST-LOCK PR, ROTO-LOK BASE, QUICK DISCONNECTS, BALLAST ASSEMBLY CONNECTED TO SOCKET, 5 YEAR WARRANTY (SIMILAR TO STLLU021)	\$844.25	13	\$10,975.25
154233	16	POLAL004	POLE, ALUMINUM 37' SINGLE BRACKET (JEA SPECIFICATION REQUIRED)	\$900.20	11	\$9,902.20
154233	51	STLLA013	LAMP, METAL HALIDE, 175W, E-28 COATED BULB, MOGUL BASE, FOR 175W MH MAINTENANCE ONLY	\$7.76	1176	\$9,125.76
154233	82	STLLU151	LUMINAIRE, 150W MH, LEAF ACORN, TWIST-LOCK PR, ROTO-LOK BASE, QUICK DISCONNECTS, BALLAST ASSEMBLY CONNECTED TO SOCKET, 5 YEAR WARRANTY (SIMILAR TO STLLU025)	\$447.71	19	\$8,506.49
154233	11	BKTSL013	BRACKET, STREETLIGHT (FLOOD), "L" SHAPED STEEL CHANNEL BRACKET FOR MOUNTING FLOODLIGHTS	\$47.20	174	\$8,212.80
154233	10	BKTSL012	BRACKET, STREET LIGHT (FLOOD) ADAPTER	\$59.37	120	\$7,124.40
154233	63	STLLE005	LUMINAIRE, 162W LED, 320W MH EQUIVALENT, SHOEBOX, 120 VAC, PE RECEPTACLE - 7 PIN. *USE PHOTO-CONTROL STLPC010*	\$870.85	8	\$6,966.80

154233	24	POLFG002	POLE, FIBERGLASS, 35', BROWN, DIRECT BURY. USED FOR REAR LOT LINE APPLICATION. DRILLED ACCORDING TO DMD-85	\$1,581.96	4	\$6,327.84
154233	68	STLLU005	LUMINAIRE, HPS 120 VOLT, 70 WATTS POST-TOP III & IV LS (JEA SPECIFICATION REQUIRED)	\$101.58	57	\$5,790.06
154233	58	STLLA022	LAMP, 150 W METAL HALIDE, E-39 BASE, CLEAR - INSTALLED WITH STLLU021, 24, & 25 OR WITH 150W MH BALLAST ASSEMBLY - REPLACES STLLA013	\$23.17	240	\$5,560.80
154233	103	STLLE017	LUMINAIRE, 115W LED, 200/250W HPS EQUIVALENT, COBRAHEAD WITH SHEILDS, 120 VAC, PE RECEPTACLE - 7 PIN. *USE PHOTO-CONTROL STLPC010*	\$246.55	19	\$4,684.45
154233	25	POLLP001	POLE, LOW PROFILE LIGHTING, 12', *USE WITH ID #BKT-LL-001*, SHIP ON OPEN FLATBED ONLY! WESTERN LIGHTING STANDARDS #APSMRN-18-12-CC-TN2.88/3.00-323/1NW-CW	\$1,373.50	3	\$4,120.50
154233	38	STLFL001	STREETLIGHT, FLOODLIGHT, 200-W, H.P.S. 120-VOLT GRAY FINISH, PRE-WIRED WITH 12-FT. OF 12-2 UF CABLE	\$136.23	30	\$4,086.90
154233	27	STLBA001	BASE, STREET LIGHT, WITH ALUMINUM DOOR (JEA SPECIFICATION REQUIRED)	\$279.91	14	\$3,918.74
154233	17	POLAL005	POLE, ALUMINUM 37' DOUBLE BRACKET (JEA SPECIFICATION REQUIRED)	\$1,277.80	3	\$3,833.40
154233	9	BKTSL011	BRACKET, STREETLIGHT (FLOOD), ALUMINUM 4 FT LENGTH, 2 FT RISE	\$172.85	22	\$3,802.70

154233	102	STLLE016	LUMINAIRE, 40W LED, 70W HPS EQUIVALENT, COBRAHEAD WITH SHEILDS, 120 VAC, PE RECEPTACLE - 7 PIN. *USE PHOTO-CONTROL STLPC010*	\$182.27	15	\$2,734.05
154233	44	STLLA004	LAMP, HIGH PRESSURE SODIUM, 70W, E-23.5 BULB, MOGUL BASE, 5800 INITIAL LUMENS, 24000 HOURS RATED LIFE.	\$4.95	480	\$2,376.00
154233	54	STLLA018	LAMP, METAL HALIDE, 400W, E28 COATED, REDUCED ENVELOPE, BULB, MOGUL BASE, 35000V/32200 INITIAM LUMENS, 20,000V/15000H HOURS RATED LIFE. FIR SOME AIRPORT LIGHTS.	\$10.24	216	\$2,211.84
154233	6	BKTSL006	BRACKET, STREET LIGHT, ALUMINUM TRUSS STYLE, 15' LENGTH, 3' RISE, BOLT HOLE SPACING OF 27-9/16" (JEA SPECIFICATION REQUIRED), SHIP ON OPEN FLATBED ONLY!	\$270.79	8	\$2,166.32
154233	86	STLPC006	PHOTOCONTROL, STREETLIGHT, BUTTON-STYLE 120V, ELECTRONIC W/100 JOULE MOV, SIX INCH WIRE LEADS W/ "MOLEX CONNECTOR INSTALLED.	\$10.84	184	\$1,994.56
154233	4	BKTSL004	BRACKET, STREET LIGHT, ALUMINUM TRUSS STYLE, 8' LENGTH, 3' RISE, BOLT HOLE SPACING OF 27-9/16" (JEA SPECIFICATION REQUIRED), SHIP ON OPEN FLATBED ONLY!	\$150.99	13	\$1,962.87
154233	84	STLPC001	PHOTOELECTRIC CONTROL, TWIST-LOCK MOUNTING, VOLTAGE-120, 1800VA, MOV ARRESTER, ELECTRONIC CIRCUITRY	\$3.25	550	\$1,787.50

154233	15	POLAL003	POLE, ALUMINUM 27' DOUBLE BRACKET (JEA SPECIFICATION REQUIRED)	\$833.88	2	\$1,667.76
154233	28	STLBA002	BASE, STREET LIGHT, BREAKAWAY TRANSFORMER BASE FOR MAINTENANCE OF JTA LIGHTING POLES	\$364.01	3	\$1,092.03
154233	43	STLLA003	LAMP, HIGH PRESSURE SODIUM, 200W, E-18 BULB, MOGUL BASE, 22000 INITIAL LUMENS, 24000 HOURS RATED LIFE.	\$5.32	156	\$829.92
154233	105	STLLE019	LUMINAIRE, 115W LED, 200W/250W HPS EQUIVALENT, COBRAHEAD, *** TYPE-V *** , 120 VAC, PE RECEPTACLE - 7 PIN. *USE PHOTO-CONTROL STLPC010*	\$202.48	4	\$809.92
154233	92	STLRF250	GLOBE, STREETLIGHT, FOR USE ON TEARDROP ITEM STLLU250 (SIMILAR TO STLRF025)	\$314.28	2	\$628.56
154233	64	STLLE006	LUMINAIRE, 40W LED, 70W HPS EQUIVALENT, RETROFIT POST TOP, 120VAC, COMPATIBLE WITH STLLU005 *USE PHOTOCONTROL STLPC010*	\$136.84	4	\$547.36
154233	35	STLDO003	DOOR, STREET LIGHT ACCESS, 4" X 7" FLAT TYPE	\$75.66	3	\$226.98
154233	96	STLSC001	CAP, SHORTING, STREETLIGHT USED TO REPLACE TWIST-LOCK PHOTOCONTROL WHEN WIRING LIGHT FIXTURE FOR MULTIPLE CONTROL	\$2.38	50	\$119.00
154233	94	STLRP016	REPAIR PART, CAPACITOR, G.E. 20 MICRO-FARAD, 175 WATT MH DOWNTOWN STANDARD FIXTURE	\$21.85	3	\$65.55
154233	34	STLDO002	DOOR, STREET LIGHT ACCESS, 4" X 8" CURVED TYPE	\$19.84	3	\$59.52
154233	1	BKTSB001	BRACKET, 320W EQUIVALENT LED SHOEBOX STREET LIGHT, SQUARE POLE MOUNT *FOR USE WITH STLLE005*	\$45.51	0	\$0.00

154233	2	BKTSB002	BRACKET, 320W EQUIVALENT LED SHOEBOX STREET LIGHT, ROUND POLE MOUNT *FOR USE WITH STLLE005*	\$91.02	0	\$0.00
154233	5	BKTSL005	BRACKET, STREET LIGHT, ALUMINUM TRUSS STYLE, 12' LENGTH, 3' RISE, BOLT HOLE SPACING OF 27-9/16" (JEA SPECIFICATION REQUIRED), SHIP ON OPEN FLATBED ONLY!	\$203.30	0	\$0.00
154233	8	BKTSL008	BRACKET, STREET LIGHT, FOR MAINTENANCE ONLY, TRUSS ARM WITH UNIVERSAL BASE, 15' LENGTH, 8' RISE JEA SPECIFICATION REQUIRED), SHIP ON OPEN FLATBED ONLY!	\$303.23	0	\$0.00
154233	13	BLLDE150	BALLAST, STREETLIGHT, FOR USE ON 150W MH ACORNS (STLLU150 AND STLLU151), INCLUDES SOCKET, QUICK DISCONNECT, 5 YEAR WARRANTY (SIMILAR TO BLLDE004)	\$199.88	0	\$0.00
154233	19	POLAL007	POLE, DECORATIVE ALUMINUM, WILMAN STYLE, 12 FT, BLACK FINISH, 5" SHAFT 3" O.D.X 2.63" HIGH TENON. BASE PROVIDED WITH 10-11 IN. BOLT CIRCLE SLOTTED FOR 1 IN. BOLTS, SHIP ON OPEN FLATBED ONLY!	\$696.28	0	\$0.00
154233	26	STLAL001	LENS, AMBER CUTOFF REPLACEMENT, SEA TURTLE PROTECTION	\$74.70	0	\$0.00

154233	36	STLDO004	COVER, ACCESS DOOR (ALUMINUM) FOR WESTERN LIGHTING DECORATIVE ALUMINUM POLE (WB12 OR WPMA12-CFTP). COVER TO INCLUDE ALUMINUM BACKING BAR W/STAINLESS STEEL TAMPER-PROOF SCREW. PAINTED FLAT BLACK.	\$207.14	0	\$0.00
154233	37	STLDO005	COVER, ACCESS DOOR, COMPOSITE, SINGLE HEX HEAD BOLT, FOR USE AS REPLACEMENT COVER ON STANDARD ALUMINUM POLES	\$43.63	0	\$0.00
154233	39	STLFL002	STREETLIGHT, FLOODLIGHT, 400-W, H.P.S. 120-VOLT GRAY FINISH, PRE-WIRED WITH 12-FT. OF 12-2 UF CABLE	\$136.23	0	\$0.00
154233	41	STLLA001	LAMP, HIGH PRESSURE SODIUM, 400W, E-18 BULB, MOGUL BASE, 50000 INITIAL LUMENS, 24000 HOURS RATED LIFE.	\$5.63	0	\$0.00
154233	42	STLLA002	LAMP, HIGH PRESSURE SODIUM, 250W, E-18 BULB, MOGUL BASE, 27500 INITIAL LUMENS, 24000 HOURS RATED LIFE	\$5.57	0	\$0.00
154233	46	STLLA008	LAMP, METAL HALIDE, 400W, E-37 COATED BULB, MOGUL BASE, FOR 400W MH MAINTENANCE ONLY	\$8.52	0	\$0.00
154233	47	STLLA009	LAMP, HIGH PRESSURE SODIUM, 400W, E-18 BULB, MOGUL BASE, 50000 INITIAL LUMENS, 28500 HOURS RATED LIFE, IGNITOR CONTAINED INSIDE	\$33.40	0	\$0.00
154233	48	STLLA010	LAMP, HIGH PRESSURE SODIUM, 250W, E-18 BULB, MOGUL BASE, 28500 INITIAL LUMENS, 28500 HOURS RATED LIFE, IGNITOR CONTAINED INSIDE	\$33.24	0	\$0.00

154233	49	STLLA011	LAMP, HIGH PRESSURE SODIUM, 200W, E-18 BULB, MOGUL BASE, 22000 INITIAL LUMENS, 28500 HOURS RATED LIFE, IGNITOR CONTAINED INSIDE	\$33.21	0	\$0.00
154233	52	STLLA016	LAMP, HIGH PRESSURE SODIUM, 100 W, MOGUL BASE - USED FOR MAINTENANCE OF EXISTING FIXTURES	\$6.72	0	\$0.00
154233	53	STLLA017	LAMP, METAL HALIDE, 100W, E-17 COATED BULB, MEDIUM BASE, 8500V/7650V INITIAL LUMENS, 15000V/11250H HOURS RATED LIFE.	\$13.87	0	\$0.00
154233	55	STLLA019	LAMP, HIGH PRESSURE SODIUM, 100W, E-18 BULB, MOGUL BASE, 9500 INITIAL LUMENS, 28500 HOURS RATED LIFE, IGNITOR CONTAINED INSIDE, FOR MAINT OF SOME NAVY LIGHTS.	\$36.57	0	\$0.00
154233	56	STLLA020	LAMP, HIGH PRESSURE SODIUM, 150W, E-18 BULB, MOGUL BASE, 16000 INITIAL LUMENS, 28500 HOURS RATED LIFE, IGNITOR CONTAINED INSIDE, FOR MAINT OF SOME NAVY LIGHTS.	\$31.46	0	\$0.00
154233	65	STLLS001	SHIELD, FOR 70-WATT LUMINAIRE FOR G.E. 70-WATT COBRA-HEAD FIXTURE ONLY	\$94.06	0	\$0.00
154233	66	STLLS003	SHIELD, 360 DEGREE, SEA TURTLE PROTECTION	\$140.20	0	\$0.00
154233	67	STLLU004	LUMINAIRE, WALLPACK 120,208,240 OR 277V 70-WATT HIGH PRESSURE SODIUM, MULTI-TAP BALLAST, PRISMATIC LENS AND VANDAL PROOF	\$219.41	0	\$0.00
154233	69	STLLU006	LUMINAIRE, HPS, 250 WATT, 120 VOLT, COBRA HEAD, III M.N., PE RECEPTACLE (JEA SPECIFICATION REQUIRED)	\$83.75	0	\$0.00

154233	70	STLLU007	LUMINAIRE, HPS, 200 WATT, 120 VOLT, COBRA HEAD III M.N., PE RECEPTACLE (JEA SPECIFICATION REQUIRED)	\$83.54	0	\$0.00
154233	71	STLLU008	LUMINAIRE, HPS, 70 WATT, 120 VOLT, COBRA HEAD III M.N., PE RECEPTACLE (JEA SPECIFICATION REQUIRED)	\$55.02	0	\$0.00
154233	72	STLLU010	LUMINAIRE, HPS, 400 WATT, 480 VOLT, COBRA HEAD, MAG.-REG. BALLAST, NO PE RECEPTACLE	\$125.16	0	\$0.00
154233	73	STLLU015	STREETLIGHT, HPS, 250WATT/400WATT (DUAL WATTAGE), 120 VOLT, CUTOFF, AUTO-REG. BALLAST, W/BOTH NEMA LABELS, TERMINAL BLOCK, ENCAPSULATED STARTING AID, PE RECEPTACLE	\$118.25	0	\$0.00
154233	75	STLLU023	LUMINAIRE, 320 W METAL HALIDE COBRA REPLACES STLLU011	\$119.32	0	\$0.00
154233	76	STLLU024	LUMINAIRE, 150 W METAL HALIDE POST TOP - REPLACES STLLU012	\$133.67	0	\$0.00
154233	77	STLLU026	LUMINAIRE, 320 W METAL HALIDE COBRA CUTOFF - REPLACES STLLU016	\$119.48	0	\$0.00
154233	79	STLLU070	LUMINAIRE, 70W HPS, LEAF ACORN, TWIST-LOCK PR, ROTO-LOK BASE, QUICK DISCONNECTS, BALLAST ASSEMBLY CONNECTED TO SOCKET, 5 YEAR WARRANTY (SIMILAR TO STLLU014)	\$452.68	0	\$0.00
154233	80	STLLU100	LUMINAIRE, 100W MH, UTILITY ACORN, TWIST-LOCK PR, ROTO-LOK BASE, QUICK DISCONNECTS, BALLAST ASSEMBLY CONNECTED TO SOCKET, 5 YEAR WARRANTY (SIMILAR TO STLLU019)	\$462.94	0	\$0.00

154233	83	STLLU250	LUMINAIRE, 250W HPS, TEAR DROP, TWIST-LOCK PR, ROTOLOK BASE, QUICK DISCONNECTS, BALLAST ASSEMBLY CONNECTED TO SOCKET, 5 YEAR WARRANTY (SIMILAR TO STLLU017)	\$1,077.22	0	\$0.00
154233	85	STLPC004	BRACKET, PHOTOELECTRIC CONTROL WITH TWIST LOCK PHOTOELECTRIC CONTROL RECEPTACLE	\$5.56	0	\$0.00
154233	88	STLPC030	PHOTOCONTROL, STREETLIGHT, MULTI-VOLTAGE, 105-305 VAC, NEMA BLUE COVER, DUAL 160 JOULE OR SINGLE 320 JOULE MOV, SILICON SENSOR. FOR NAVY BASE MAINTENANCE.	\$5.29	0	\$0.00
154233	89	STLPC031	PHOTOCONTROL, STREETLIGHT, 480 VAC, NEMA YELLOW COVER, SINGLE 320 JOULE MOV, SILICON SENSOR. FOR NAVY BASE MAINTENANCE.	\$5.56	0	\$0.00
154233	90	STLRF013	REFRACTOR, STREET LIGHT, 70-WATT, H.P.S. ACRYLIC, "COBRA-HEAD"	\$22.22	0	\$0.00
154233	93	STLRP015	REPAIR PART, CAPACITOR, G.E. 10 MICRO-FARAD, 175 WATT MH PLAIN ACORN FIXTURE	\$7.80	0	\$0.00
154233	95	STLRP017	CAPACITOR, 10 MICRO-FARAD, CYLINDRICAL,	\$14.76	0	\$0.00



Formal Bid and Award System

Award #5

April 14, 2016

Type of Award Request: Invitation to Negotiate (ITN)
Request #: 511
Requestor Name: McQuaig, L. Renee
Requestor Phone: (904) 665-6038
Project Title: Streetlight Materials for JEA Inventory Stock
Project Number: VARIOUS
Project Location: JEA
Funds: Inventory Blanket
Award Estimate: \$43,397,689.18

Description of Request:

The purpose of this Invitation to Negotiate (ITN) is to evaluate and select a vendor that can supply street light materials at the best value to JEA (the "Work" or Services"). "Best Value" means the highest overall value to JEA with regards to pricing, lead times, and ability to provide the streetlight materials listed in this ITN.

During the contract term, the vendor Awarded this Contract will be required to provide jobsite delivery for materials ordered for our Streetlight Replacement project.

This award request is for Streetlight Materials carried in JEA's Inventory Stock. This solicitation includes 101 line items and their primary application is to provide street lighting in JEA's service area. This contract will be used primarily to provide the materials needed for the Streetlight Replacement project. JEA's current inventory balance is \$590,833.11 and the current lead time ranges from 4 - 17 weeks.

Requisition Number:
JEA IFB/RFP/State/City/GSA#: 039-16

Purchasing Agent: McQuaig, L. Renee

Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

154233

Name	Contact Name	Email	Address	Phone	Amount
STUART C IRBY CO	MIKE MAKINSON	MAKINSON@IRBY. COM	2300 Principal Row, Ste. 103, Orlando, FL 32837	(321) 354- 1573	\$38,144,843.82

Amount for entire term of Contract/PO: \$38,144,843.82

Award Amount for remainder of this FY: \$7,628,968.76

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

End Date (mm/dd/yyyy):

04/30/2021

Renewal Options:

YES – Two (2) – 1 Yr. Renewals

JSEB Requirement:

N/A – No JSEB Available

BIDDER:

Name	Original Bid Amount	# Items Bid	Points	Rank	B.A.F.O. Bid Amount	B.A.F.O. Points	Rank
STUART C IRBY CO	\$39,586,668.77	101	98.73	2	\$ 38,144,843.82	100.0	1
GRESKO SUPPLY INC	\$39,543,419.63	101	100.00	1	\$ 39,158,482.48	98.43	2
ANIXTER POWER SOLUTIONS LLC	\$41,574,317.71	91	91.90	3	N/A	N/A	N/A
ELECTRIC SUPPLY INC	\$37,269,823.97	75	88.34	4	N/A	N/A	N/A

Background/Recommendations:

Advertised 02/18/16. Six (6) companies attended the pre-response meeting on 02/22/16. At Response opening on 03/15/16, JEA received four (4) responses.

Companies were evaluated based upon their quotation of rates and carrying costs, lead times, and the number of items bid.

After the initial evaluations, two (2) companies were invited to participate in the negotiation phase. Those companies were Gresko Supply, Inc. and Stuart C Irby Co. JEA met with both companies independently to negotiate their responses. After the negotiations, each company submitted their best and final offers (B.A.F.O.). The final offers were re-evaluated and Stuart C Irby Co. was the highest ranked firm. The B.A.F.O. Response Workbook and evaluation matrix are attached as backup.

The last contract (awarded to Stuart C Irby) was bid out in 2013 and is set to expire on 5/31/16. When comparing Stuart C Irby's proposed pricing against our current contract pricing, the response from Irby represents a twenty-nine percent (29%) savings or \$12,300,000.00 over the five (5) year contract. Please see attached spreadsheet. Lead times have been reduced from four (4) weeks to one (1) week on our higher spend items.

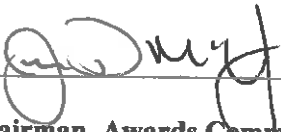

039-16 Request approval to award a five (5) year contract to Stuart C Irby Co. for Streetlight Materials in the amount of \$38,144,843.82, subject to the availability of lawfully appropriated funds.

Manager: Keeler, Jessica C. – Manager, Procurement Inventory Control

Director: McCarthy, John P. - Dir, Supply Chain Management

VP: Dykes, Melissa H. - Chief Financial Officer

APPROVALS:

	4-14-16
Chairman, Awards Committee	Date
	4/14/16
Manager, Capital Budget Planning	Date

APPENDIX A
BEST AND FINAL OFFER RESPONSE FORM FOR SOLICITATION 039-16
Streetlight Materials for JEA Inventory Stock

Proposal Form page 1 of 2

The Company shall submit one (1) original Proposal Form electronically to:

Renee' McQuaig at MCQULR@JEA.COM

All Best and Final Offers must be submitted no later than the end of business on April 7, 2016.

Company Name: IRBY UTILITIES
 Company's Address: 2300 PRINCIPAL ROW STE # 103 ORLANDO, FL 32837
 License Number (if applicable): 64-0179020
 Phone Number: 813-523-2509 FAX No: 407-855-4285 EMAIL Address: swest@irby.com

BID SECURITY REQUIREMENT

- None required
 Certified Check or Bond

_____ % \$ _____

TERM OF CONTRACT

- One Time Purchase with no renewal options
 Annual Requirements – Five (5) years with Two (2) 1 year optional renewal
 Other, Specify: _____

SAMPLE REQUIREMENTS

- None required
 Samples required prior to Bid Opening
 Samples may be required subsequent to Bid Opening

SECTION 255.05, FLORIDA STATUTES CONTRACT BOND

- None required
 Bond required \$ _____ % of Bid Award

QUANTITY REQUIREMENTS

- Quantities indicated are exacting
 Quantities indicated reflect the approximate quantities to be purchased throughout Contract period and are subject to fluctuation in accordance with actual requirements

INSURANCE REQUIREMENT

- None required
 Insurance required

PAYMENT DISCOUNTS

- 1% 20, net 30
 2% 10, net 30
 3% 5, net 30
 Other _____
 None Offered

Quote the following materials F.O.B.: Jacksonville, FL

1. QUOTATION OF RATES INCLUDING CARRYING COSTS (65 POINTS)

Required Information

Respondent shall provide pricing for the initial five (5) year Term of the Contract by completing the enclosed Response Workbook. Respondents are required to provide pricing for items POLFG001, STLLE001, STLLE002, STLLE003, STLLE004, STLLE005, STLLE006, and STLPC010 identified on the Response Workbook.

JEA will determine which Respondent has the lowest pricing by calculating a total price for each Respondent by totaling the prices for the items that all Respondents provided pricing for (referred to as the "Common Items"). For each Respondent, JEA will then add the carrying costs to a Respondent's total price. JEA will calculate the carrying costs using the prices and on hand quantities required (based on lead times) stated on the Response Workbook. The Respondent with the lowest total cost (including carrying costs) to JEA will receive higher points.

Any item that is not included within the Common Items will be reviewed and may also be included in the Contract awarded to the highest ranked Respondent. If the highest ranked Respondent is unable to provide any items not in the Common Items, JEA will then review the next highest ranked Respondent to determine if an additional contract is needed.

Respondents are required to return their completed Response Workbook in a Microsoft Excel format.

Note: Prices submitted in the Response Workbook cannot be increased during the ITN process.

1. Total Bid Price from Appendix A Response Workbook: \$ 38,144,834.63

2. LEAD TIME (25 POINTS)

Required Information

Respondent shall specify lead times for each item listed on the "Lead Time Items" tab of the enclosed Response Workbook. Lead times shall be stated as a specific number of calendar days, ranges of days will not be accepted. Only the items identified on "lead Time Items" tab will be used for evaluation.

Higher points will be given for the lead times that meet or exceed the specified criteria.

3. NUMBER OF APPROVED ITEMS BID (10 POINTS)

Required Information

Respondent shall list the number of items identified on the Response Workbook for which it intends to provide pricing.

Higher points will be given to the Respondent who provides pricing for the most items listed in the Appendix A Response Workbook.

Number Of Approved Items Bid: 101

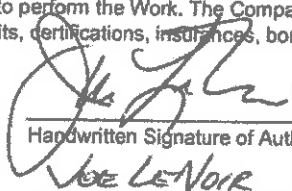
Respondent's Certification

By submitting this Response Form, the Company certifies that the Company has read and reviewed all of the documents pertaining to this ITN and agrees to abide by the terms and conditions set forth therein, that the person signing below is an authorized representative of the 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 license for the work. The Company certifies that its recent, current, and projected workload will not interfere with the Company's ability to Work in a professional, diligent and timely manner.

The Company 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 Company also certifies that, upon the prospect of any change in the status of applicable licenses, permits, certifications, insurances, bonds or other credentials, the Company shall immediately notify JEA of status change.

We have received addenda

1 through 2



Handwritten Signature of Authorized Officer of Company or Agent

4/7/16

Date

JOE LENOIR, SR VICE PRESIDENT

Printed Name and Title

Item	Description	DATE	Unit Price	Approved Manufacturer	Approved NDC Part Number	Original Manufacturer and Part Number	Estimated Total Usage	EMA Price	EMA Price	Last Year: In Calendar Year: After Round of Order: This Bidder's Bid is a % of the Average of Last Year's and 2019's Prices	Current Cost to Buyer (Excl. of Sales and Discounts)	Quantity of Items in Supply	Number of Package Quantities (If Applicable)	Comments
025288	NEED APPROVAL FROM STATE BOARD OF HEALTH FOR THIS PRODUCT	12		A. KROGER PHARM B. HALLMARK, INC C. HALLMARK PHARMACEUTICALS CO D. HALLMARK PHARMACEUTICALS CO	1. 28.100 2. 28.100 3. 28.100 4. 28.100	A. KROGER PHARM B. HALLMARK, INC C. HALLMARK PHARMACEUTICALS CO D. HALLMARK PHARMACEUTICALS CO	47	0.320 M			483.13	497.125		
025289	NEED APPROVAL FROM STATE BOARD OF HEALTH FOR THIS PRODUCT	3		A. KROGER PHARM B. HALLMARK, INC C. HALLMARK PHARMACEUTICALS CO D. HALLMARK PHARMACEUTICALS CO	1. 28.100 2. 28.100 3. 28.100 4. 28.100	A. KROGER PHARM B. HALLMARK, INC C. HALLMARK PHARMACEUTICALS CO D. HALLMARK PHARMACEUTICALS CO	31	1.270 M			749.29	1,428.81		
025290	NEED APPROVAL FROM STATE BOARD OF HEALTH FOR THIS PRODUCT	12		A. KROGER PHARM B. HALLMARK, INC C. HALLMARK PHARMACEUTICALS CO D. HALLMARK PHARMACEUTICALS CO	1. 28.100 2. 28.100 3. 28.100 4. 28.100	A. KROGER PHARM B. HALLMARK, INC C. HALLMARK PHARMACEUTICALS CO D. HALLMARK PHARMACEUTICALS CO	32	1.270 M			293.38	378.64		
025291	NEED APPROVAL FROM STATE BOARD OF HEALTH FOR THIS PRODUCT	12		A. KROGER PHARM B. HALLMARK, INC C. HALLMARK PHARMACEUTICALS CO D. HALLMARK PHARMACEUTICALS CO	1. 28.100 2. 28.100 3. 28.100 4. 28.100	A. KROGER PHARM B. HALLMARK, INC C. HALLMARK PHARMACEUTICALS CO D. HALLMARK PHARMACEUTICALS CO	34	1.270 M			143.12	167.81		
025292	NEED APPROVAL FROM STATE BOARD OF HEALTH FOR THIS PRODUCT	12		A. KROGER PHARM B. HALLMARK, INC C. HALLMARK PHARMACEUTICALS CO D. HALLMARK PHARMACEUTICALS CO	1. 28.100 2. 28.100 3. 28.100 4. 28.100	A. KROGER PHARM B. HALLMARK, INC C. HALLMARK PHARMACEUTICALS CO D. HALLMARK PHARMACEUTICALS CO	161	17.180 M			112.07	1788.77		
025293	NEED APPROVAL FROM STATE BOARD OF HEALTH FOR THIS PRODUCT	12		A. KROGER PHARM B. HALLMARK, INC C. HALLMARK PHARMACEUTICALS CO D. HALLMARK PHARMACEUTICALS CO	1. 28.100 2. 28.100 3. 28.100 4. 28.100	A. KROGER PHARM B. HALLMARK, INC C. HALLMARK PHARMACEUTICALS CO D. HALLMARK PHARMACEUTICALS CO	34	37248.01			129.34	2727.83		
025294	NEED APPROVAL FROM STATE BOARD OF HEALTH FOR THIS PRODUCT	12		A. KROGER PHARM B. HALLMARK, INC C. HALLMARK PHARMACEUTICALS CO D. HALLMARK PHARMACEUTICALS CO	1. 28.100 2. 28.100 3. 28.100 4. 28.100	A. KROGER PHARM B. HALLMARK, INC C. HALLMARK PHARMACEUTICALS CO D. HALLMARK PHARMACEUTICALS CO	111	1.044 M			211.11	3982.26		
025295	NEED APPROVAL FROM STATE BOARD OF HEALTH FOR THIS PRODUCT	12		A. KROGER PHARM B. HALLMARK, INC C. HALLMARK PHARMACEUTICALS CO D. HALLMARK PHARMACEUTICALS CO	1. 28.100 2. 28.100 3. 28.100 4. 28.100	A. KROGER PHARM B. HALLMARK, INC C. HALLMARK PHARMACEUTICALS CO D. HALLMARK PHARMACEUTICALS CO	221	171.297 M			83.43	1678.00		
025296	NEED APPROVAL FROM STATE BOARD OF HEALTH FOR THIS PRODUCT	12		A. KROGER PHARM B. HALLMARK, INC C. HALLMARK PHARMACEUTICALS CO D. HALLMARK PHARMACEUTICALS CO	1. 28.100 2. 28.100 3. 28.100 4. 28.100	A. KROGER PHARM B. HALLMARK, INC C. HALLMARK PHARMACEUTICALS CO D. HALLMARK PHARMACEUTICALS CO	18	43.47 M			737.47	1763.87		
025297	NEED APPROVAL FROM STATE BOARD OF HEALTH FOR THIS PRODUCT	12		A. KROGER PHARM B. HALLMARK, INC C. HALLMARK PHARMACEUTICALS CO D. HALLMARK PHARMACEUTICALS CO	1. 28.100 2. 28.100 3. 28.100 4. 28.100	A. KROGER PHARM B. HALLMARK, INC C. HALLMARK PHARMACEUTICALS CO D. HALLMARK PHARMACEUTICALS CO	28	33.88 M			183.47	1147.17		
025298	NEED APPROVAL FROM STATE BOARD OF HEALTH FOR THIS PRODUCT	12		A. KROGER PHARM B. HALLMARK, INC C. HALLMARK PHARMACEUTICALS CO D. HALLMARK PHARMACEUTICALS CO	1. 28.100 2. 28.100 3. 28.100 4. 28.100	A. KROGER PHARM B. HALLMARK, INC C. HALLMARK PHARMACEUTICALS CO D. HALLMARK PHARMACEUTICALS CO	11	1.07 M			630	1077.20		
025299	NEED APPROVAL FROM STATE BOARD OF HEALTH FOR THIS PRODUCT	12		A. KROGER PHARM B. HALLMARK, INC C. HALLMARK PHARMACEUTICALS CO D. HALLMARK PHARMACEUTICALS CO	1. 28.100 2. 28.100 3. 28.100 4. 28.100	A. KROGER PHARM B. HALLMARK, INC C. HALLMARK PHARMACEUTICALS CO D. HALLMARK PHARMACEUTICALS CO	26	1.875 M			276.61	274.16		
025300	NEED APPROVAL FROM STATE BOARD OF HEALTH FOR THIS PRODUCT	12		A. KROGER PHARM B. HALLMARK, INC C. HALLMARK PHARMACEUTICALS CO D. HALLMARK PHARMACEUTICALS CO	1. 28.100 2. 28.100 3. 28.100 4. 28.100	A. KROGER PHARM B. HALLMARK, INC C. HALLMARK PHARMACEUTICALS CO D. HALLMARK PHARMACEUTICALS CO	28	14,772.00			171.47	1488.16		
025301	NEED APPROVAL FROM STATE BOARD OF HEALTH FOR THIS PRODUCT	12		A. KROGER PHARM B. HALLMARK, INC C. HALLMARK PHARMACEUTICALS CO D. HALLMARK PHARMACEUTICALS CO	1. 28.100 2. 28.100 3. 28.100 4. 28.100	A. KROGER PHARM B. HALLMARK, INC C. HALLMARK PHARMACEUTICALS CO D. HALLMARK PHARMACEUTICALS CO	38	6,750.00			164.63	2277.00		
025302	NEED APPROVAL FROM STATE BOARD OF HEALTH FOR THIS PRODUCT	12		A. KROGER PHARM B. HALLMARK, INC C. HALLMARK PHARMACEUTICALS CO D. HALLMARK PHARMACEUTICALS CO	1. 28.100 2. 28.100 3. 28.100 4. 28.100	A. KROGER PHARM B. HALLMARK, INC C. HALLMARK PHARMACEUTICALS CO D. HALLMARK PHARMACEUTICALS CO	121	29,946.00			117.47	2951.12		
025303	NEED APPROVAL FROM STATE BOARD OF HEALTH FOR THIS PRODUCT	12		A. KROGER PHARM B. HALLMARK, INC C. HALLMARK PHARMACEUTICALS CO D. HALLMARK PHARMACEUTICALS CO	1. 28.100 2. 28.100 3. 28.100 4. 28.100	A. KROGER PHARM B. HALLMARK, INC C. HALLMARK PHARMACEUTICALS CO D. HALLMARK PHARMACEUTICALS CO	189	11,746.00			146.82	1459.30		
025304	NEED APPROVAL FROM STATE BOARD OF HEALTH FOR THIS PRODUCT	12		A. KROGER PHARM B. HALLMARK, INC C. HALLMARK PHARMACEUTICALS CO D. HALLMARK PHARMACEUTICALS CO	1. 28.100 2. 28.100 3. 28.100 4. 28.100	A. KROGER PHARM B. HALLMARK, INC C. HALLMARK PHARMACEUTICALS CO D. HALLMARK PHARMACEUTICALS CO	117	10,173.00			176.02	1813.72		
025305	NEED APPROVAL FROM STATE BOARD OF HEALTH FOR THIS PRODUCT	12		A. KROGER PHARM B. HALLMARK, INC C. HALLMARK PHARMACEUTICALS CO D. HALLMARK PHARMACEUTICALS CO	1. 28.100 2. 28.100 3. 28.100 4. 28.100	A. KROGER PHARM B. HALLMARK, INC C. HALLMARK PHARMACEUTICALS CO D. HALLMARK PHARMACEUTICALS CO	114	18,882.00			162.73	1804.10		

Last Year: In Calendar Year: After Round of Order: This Bidder's Bid is a % of the Average of Last Year's and 2019's Prices

Current Cost to Buyer (Excl. of Sales and Discounts)

Quantity of Items in Supply

Number of Package Quantities (If Applicable)

Comments

Last Year: In Calendar Year: After Round of Order: This Bidder's Bid is a % of the Average of Last Year's and 2019's Prices

Current Cost to Buyer (Excl. of Sales and Discounts)

Quantity of Items in Supply

Number of Package Quantities (If Applicable)

Comments

Item	Description	Unit	Unit Price	Approved Manufacturer	Approved MFG Part Number	Current Manufacturer and Part Number	Estimated Total Usage	Bid Price	Lead Time: in Calendar Days after Receipt of Order (Estimate number should be a specific number of days, not a range)	Quantity used in quantity received Percent	Quantity of Item in Storage	Weekend Package Quantity (If Applicable)	Comments
012000	UNIVERSAL WIRE AND WATT 450 VOLTS, COPPER WIRE, 1000' / ROLLS	EA		1. AMERICAN ELECTRIC LEXINGTON CO. COLUMBUS OHIO 2. UNIVERSAL ELECTRIC CO.	1. 450V 450-04 000 00 00 00 00 00 00 2. 450V450000000		34	4,275.00		46.00	441,644		
012000	UNIVERSAL WIRE 1/2" 125V 18/3 VOLTS 2500' / ROLLS	EA		1. AMERICAN ELECTRIC LEXINGTON CO. COLUMBUS OHIO 2. UNIVERSAL ELECTRIC CO.	1. 1/2" 125V 18/3 2500' 00 00 00 00 00 2. 1/2" 125V 18/3 2500' 00 00 00 00 00		74	28,734.14		100.00	100,000.00		
012000	UNIVERSAL WIRE 3/4" 125V 18/3 VOLTS 2500' / ROLLS	EA		1. AMERICAN ELECTRIC LEXINGTON CO. COLUMBUS OHIO 2. UNIVERSAL ELECTRIC CO.	1. 3/4" 125V 18/3 2500' 00 00 00 00 00 2. 3/4" 125V 18/3 2500' 00 00 00 00 00		77	126,413.50		100.00	126,000.00		
012000	UNIVERSAL WIRE 1" 125V 18/3 VOLTS 2500' / ROLLS	EA		1. AMERICAN ELECTRIC LEXINGTON CO. COLUMBUS OHIO 2. UNIVERSAL ELECTRIC CO.	1. 1" 125V 18/3 2500' 00 00 00 00 00 2. 1" 125V 18/3 2500' 00 00 00 00 00		95	21,727.99		100.00	200,000.00		
012000	UNIVERSAL WIRE 1 1/2" 125V 18/3 VOLTS 2500' / ROLLS	EA		1. AMERICAN ELECTRIC LEXINGTON CO. COLUMBUS OHIO 2. UNIVERSAL ELECTRIC CO.	1. 1 1/2" 125V 18/3 2500' 00 00 00 00 00 2. 1 1/2" 125V 18/3 2500' 00 00 00 00 00		201	49,312.74		100.00	400,000.00		
012000	UNIVERSAL WIRE 2" 125V 18/3 VOLTS 2500' / ROLLS	EA		1. AMERICAN ELECTRIC LEXINGTON CO. COLUMBUS OHIO 2. UNIVERSAL ELECTRIC CO.	1. 2" 125V 18/3 2500' 00 00 00 00 00 2. 2" 125V 18/3 2500' 00 00 00 00 00		23	46,664.26		100.00	200,000.00		
012000	UNIVERSAL WIRE 2 1/2" 125V 18/3 VOLTS 2500' / ROLLS	EA		1. AMERICAN ELECTRIC LEXINGTON CO. COLUMBUS OHIO 2. UNIVERSAL ELECTRIC CO.	1. 2 1/2" 125V 18/3 2500' 00 00 00 00 00 2. 2 1/2" 125V 18/3 2500' 00 00 00 00 00		28	4,764.26		100.00	600,000.00		
012000	UNIVERSAL WIRE 3" 125V 18/3 VOLTS 2500' / ROLLS	EA		1. AMERICAN ELECTRIC LEXINGTON CO. COLUMBUS OHIO 2. UNIVERSAL ELECTRIC CO.	1. 3" 125V 18/3 2500' 00 00 00 00 00 2. 3" 125V 18/3 2500' 00 00 00 00 00		28	15,041.50		100.00	600,000.00		
012000	UNIVERSAL WIRE 4" 125V 18/3 VOLTS 2500' / ROLLS	EA		1. AMERICAN ELECTRIC LEXINGTON CO. COLUMBUS OHIO 2. UNIVERSAL ELECTRIC CO.	1. 4" 125V 18/3 2500' 00 00 00 00 00 2. 4" 125V 18/3 2500' 00 00 00 00 00		4	4,077.16		100.00	200,000.00		
012000	UNIVERSAL WIRE 4" 125V 18/3 VOLTS 2500' / ROLLS	EA		1. AMERICAN ELECTRIC LEXINGTON CO. COLUMBUS OHIO 2. UNIVERSAL ELECTRIC CO.	1. 4" 125V 18/3 2500' 00 00 00 00 00 2. 4" 125V 18/3 2500' 00 00 00 00 00		43	67,206.24		74.00	670,000.00	Lead time per part of 7 days based on 2000' roll. Available for purchase 10/1/04. Lead time per part of 7 days based on 2000' roll. Available for purchase 10/1/04.	
012000	UNIVERSAL WIRE 4" 125V 18/3 VOLTS 2500' / ROLLS	EA		1. AMERICAN ELECTRIC LEXINGTON CO. COLUMBUS OHIO 2. UNIVERSAL ELECTRIC CO.	1. 4" 125V 18/3 2500' 00 00 00 00 00 2. 4" 125V 18/3 2500' 00 00 00 00 00		24	67,206.24		100.00	600,000.00		
012000	UNIVERSAL WIRE 4" 125V 18/3 VOLTS 2500' / ROLLS	EA		1. AMERICAN ELECTRIC LEXINGTON CO. COLUMBUS OHIO 2. UNIVERSAL ELECTRIC CO.	1. 4" 125V 18/3 2500' 00 00 00 00 00 2. 4" 125V 18/3 2500' 00 00 00 00 00		27	21,727.99		100.00	200,000.00		
012000	UNIVERSAL WIRE 4" 125V 18/3 VOLTS 2500' / ROLLS	EA		1. AMERICAN ELECTRIC LEXINGTON CO. COLUMBUS OHIO 2. UNIVERSAL ELECTRIC CO.	1. 4" 125V 18/3 2500' 00 00 00 00 00 2. 4" 125V 18/3 2500' 00 00 00 00 00		200	10,911.77		100.00	200,000.00		
012000	UNIVERSAL WIRE 4" 125V 18/3 VOLTS 2500' / ROLLS	EA		1. AMERICAN ELECTRIC LEXINGTON CO. COLUMBUS OHIO 2. UNIVERSAL ELECTRIC CO.	1. 4" 125V 18/3 2500' 00 00 00 00 00 2. 4" 125V 18/3 2500' 00 00 00 00 00		283	1,873.83		100.00	200,000.00		
012000	UNIVERSAL WIRE 4" 125V 18/3 VOLTS 2500' / ROLLS	EA		1. AMERICAN ELECTRIC LEXINGTON CO. COLUMBUS OHIO 2. UNIVERSAL ELECTRIC CO.	1. 4" 125V 18/3 2500' 00 00 00 00 00 2. 4" 125V 18/3 2500' 00 00 00 00 00		130	10,804.00		100.00	200,000.00		
012000	UNIVERSAL WIRE 4" 125V 18/3 VOLTS 2500' / ROLLS	EA		1. AMERICAN ELECTRIC LEXINGTON CO. COLUMBUS OHIO 2. UNIVERSAL ELECTRIC CO.	1. 4" 125V 18/3 2500' 00 00 00 00 00 2. 4" 125V 18/3 2500' 00 00 00 00 00		140	1,873.83		100.00	200,000.00	Lead time per part of 7 days based on 2000' roll. Available for purchase 10/1/04. Lead time per part of 7 days based on 2000' roll. Available for purchase 10/1/04.	
012000	UNIVERSAL WIRE 4" 125V 18/3 VOLTS 2500' / ROLLS	EA		1. AMERICAN ELECTRIC LEXINGTON CO. COLUMBUS OHIO 2. UNIVERSAL ELECTRIC CO.	1. 4" 125V 18/3 2500' 00 00 00 00 00 2. 4" 125V 18/3 2500' 00 00 00 00 00		15	11,126.66		100.00	200,000.00		
012000	UNIVERSAL WIRE 4" 125V 18/3 VOLTS 2500' / ROLLS	EA		1. AMERICAN ELECTRIC LEXINGTON CO. COLUMBUS OHIO 2. UNIVERSAL ELECTRIC CO.	1. 4" 125V 18/3 2500' 00 00 00 00 00 2. 4" 125V 18/3 2500' 00 00 00 00 00		21	1,873.83		100.00	200,000.00		
012000	UNIVERSAL WIRE 4" 125V 18/3 VOLTS 2500' / ROLLS	EA		1. AMERICAN ELECTRIC LEXINGTON CO. COLUMBUS OHIO 2. UNIVERSAL ELECTRIC CO.	1. 4" 125V 18/3 2500' 00 00 00 00 00 2. 4" 125V 18/3 2500' 00 00 00 00 00		17	1,873.83		100.00	200,000.00	Lead time per part of 7 days based on 2000' roll. Available for purchase 10/1/04. Lead time per part of 7 days based on 2000' roll. Available for purchase 10/1/04.	
012000	UNIVERSAL WIRE 4" 125V 18/3 VOLTS 2500' / ROLLS	EA		1. AMERICAN ELECTRIC LEXINGTON CO. COLUMBUS OHIO 2. UNIVERSAL ELECTRIC CO.	1. 4" 125V 18/3 2500' 00 00 00 00 00 2. 4" 125V 18/3 2500' 00 00 00 00 00		262	2,164.59		100.00	200,000.00		

Item	Description	Unit	Unit Price	Approved Manufacturer	Approved MFR Part Number	Quoted Manufacturer Part Number	Subtotal	Unit Price	Unit Price	Lead Time In Calendar Days After Receipt of Order. (This number should be a representative of days, not weeks or months.)	Quantity Cost for Minimum Order Quantity Based on Item	Quantity of Unit's Created Cost	Inventory Package Quantity (If Applicable)	Comments
000000	BRUSH, BRISTLE/WIRE, FOR USE IN CLEANING TOOL, FILLED TO BRISTLES (1/2" DIA)	EA	1.10	3. SPO-10000000	3. 0000000000000000		375	0.0000	0.0000	17	114.00	381.00		
000000	BRUSH, BRISTLE/WIRE, FOR USE IN CLEANING TOOL, FILLED TO BRISTLES (3/8" DIA)	EA	1.10	3. SPO-10000000	3. 0000000000000000		375	0.0000	0.0000	17	114.00	381.00		
000000	BRUSH, BRISTLE/WIRE, FOR USE IN CLEANING TOOL, FILLED TO BRISTLES (1/4" DIA)	EA	1.10	3. SPO-10000000	3. 0000000000000000		42	0.0000	0.0000	17	14.00	14.00		
000000	BRUSH, BRISTLE/WIRE, FOR USE IN CLEANING TOOL, FILLED TO BRISTLES (1/2" DIA)	EA	1.10	3. SPO-10000000	3. 0000000000000000		500	0.0000	0.0000	17	165.00	500.00		
000000	BRUSH, BRISTLE/WIRE, FOR USE IN CLEANING TOOL, FILLED TO BRISTLES (3/8" DIA)	EA	1.10	3. SPO-10000000	3. 0000000000000000		375	0.0000	0.0000	17	114.00	381.00		
000000	BRUSH, BRISTLE/WIRE, FOR USE IN CLEANING TOOL, FILLED TO BRISTLES (1/4" DIA)	EA	1.10	3. SPO-10000000	3. 0000000000000000		42	0.0000	0.0000	17	14.00	14.00		
000000	BRUSH, BRISTLE/WIRE, FOR USE IN CLEANING TOOL, FILLED TO BRISTLES (1/2" DIA)	EA	1.10	3. SPO-10000000	3. 0000000000000000		500	0.0000	0.0000	17	165.00	500.00		
000000	BRUSH, BRISTLE/WIRE, FOR USE IN CLEANING TOOL, FILLED TO BRISTLES (3/8" DIA)	EA	1.10	3. SPO-10000000	3. 0000000000000000		375	0.0000	0.0000	17	114.00	381.00		
000000	BRUSH, BRISTLE/WIRE, FOR USE IN CLEANING TOOL, FILLED TO BRISTLES (1/4" DIA)	EA	1.10	3. SPO-10000000	3. 0000000000000000		42	0.0000	0.0000	17	14.00	14.00		
000000	BRUSH, BRISTLE/WIRE, FOR USE IN CLEANING TOOL, FILLED TO BRISTLES (1/2" DIA)	EA	1.10	3. SPO-10000000	3. 0000000000000000		500	0.0000	0.0000	17	165.00	500.00		
Total Quantity Order: 1,000.0000							10.0000	0.0000	0.0000	17	165.00	500.00		

Lead time reported off line based on the
existing data from the MFR. Actual lead
times may vary. This is not a contract and
subject to change without notice. The quantity
of units shown is based on the quantity
ordered.

Line	Item	Description	Quantity	UOM	Current Price	BAFO Price	
105	BKTSB001	BRACKET, 320W EQUI	Each		39.75	43.00	-3.25
1	BKTSLO02	BRACKET, STREET LIGH	Each		75.56	81.10	-5.54
2	BKTSLO04	BRACKET, STREET LIGH	Each		149.81	142.69	7.12
3	BKTSLO05	BRACKET, STREET LIGH	Each		202.26	192.13	10.13
4	BKTSLO06	BRACKET, STREET LIGH	Each		266.36	255.90	10.46
5	BKTSLO07	BRACKET, STREET LIGH	Each		174.59	182.80	-8.21
6	BKTSLO12	BRACKET, STREET LIGH	Each		54.41	56.11	-1.70
7	BKTSLO13	BRACKET, STREETLIGH	Each		44.5	44.60	-0.10
8	BKTSLO14	BRACKET, SINGLE 72" /	Each		770.25	783.50	-13.25
21	BLLDE150	BALLAST, STREETLIGHT	Each		163.86	188.89	-25.03
23	POLAL002	POLE, ALUMINUM 27'	Each		646	645.65	0.35
24	POLAL003	POLE, ALUMINUM 27'	Each		833.43	788.05	45.38
25	POLAL004	POLE, ALUMINUM 37'	Each		891.48	851.00	40.48
26	POLAL005	POLE, ALUMINUM 37'	Each		1267.88	1207.56	60.32
27	POLAL006	POLE, DECORATIVE ALI	Each		845.95	970.83	-124.88
28	POLAL007	POLE, DECORATIVE ALI	Each		617.26	658.00	-40.74
29	POLAL008	POLE, ALUMINUM, DEI	Each		663.84	682.00	-18.16
30	POLCO040	POLE, CONCRETE, DEC	Each		959.11	976.89	-17.78
31	POLCO041	POLE, 35 FT OCTAGON	Each		1354.99	1376.35	-21.36
99	POLFG001	POLE, FIBERGLASS, 18'	Each		208.5	239.00	-30.50
33	POLLPO01	POLE, LOW PROFILE LI	Each		1360.66	1298.00	62.66
34	STLBA001	BASE, STREET LIGHT, V	Each		242.84	264.52	-21.68
35	STLBA002	BASE, STREET LIGHT, B	Each		318.8	344.00	-25.20
36	STLDE004	SUNFLOWER ARM FOR	Each		802.04	931.00	-128.96
37	STLFL001	STREETLIGHT, FLOODL	Each		135.16	128.75	6.41
38	STLFL002	STREETLIGHT, FLOODL	Each		135.16	128.75	6.41
39	STLFL004	LUMINAIRE, 320 W ME	Each		145.31	133.35	11.96
40	STLLA001	LAMP, HIGH PRESSURE	Each		5.47	5.32	0.15
41	STLLA002	LAMP, HIGH PRESSURE	Each		5.25	5.26	-0.01
42	STLLA003	LAMP, HIGH PRESSURE	Each		5.95	5.03	0.92
43	STLLA004	LAMP, HIGH PRESSURE	Each		5.69	4.68	1.01
44	STLLA008	LAMP, METAL HALIDE,	Each		8.63	8.05	0.58
45	STLLA009	LAMP, HIGH PRESSURE	Each		29.7	31.57	-1.87
46	STLLA010	LAMP, HIGH PRESSURE	Each		29.56	31.41	-1.85
47	STLLA011	LAMP, HIGH PRESSURE	Each		29.56	31.38	-1.82
48	STLLA012	LAMP, HIGH PRESSURE	Each		27.15	28.10	-0.95
49	STLLA013	LAMP, METAL HALIDE,	Each		7.94	7.33	0.61
50	STLLA016	LAMP, HIGH PRESSURE	Each		5.54	6.35	-0.81
52	STLLA017	LAMP, METAL HALIDE,	Each		13.11	13.10	0.01
53	STLLA018	LAMP, METAL HALIDE,	Each		7.41	9.68	-2.27
54	STLLA019	LAMP, HIGH PRESSURE	Each		29.3	34.56	-5.26
55	STLLA020	LAMP, HIGH PRESSURE	Each		28.93	29.73	-0.80
56	STLLA021	LAMP, 320 W METAL F	Each		11.99	13.88	-1.89
57	STLLA022	LAMP, 150 W METAL F	Each		22.05	21.90	0.15
100	STLLE001	LUMINAIRE, 40W LED,	Each		210.03	119.75	90.28
101	STLLE002	LUMINAIRE, 115W LEC	Each		258.64	166.00	92.64

102	STLLE003	LUMINAIRE, 275W LED Each	469.33	324.00	145.33
103	STLLE004	LUMINAIRE, 40W LED, Each	340.32	292.00	48.32
107	STLLE005	LUMINAIRE, LED, 320V Each	875	822.98	52.02
108	STLLE006	LUMINAIRE, 40W LED, Each	127.85	129.32	-1.47
58	STLLS001	SHIELD, FOR 70-WATT Each	67.36	88.89	-21.53
60	STLLU004	LUMINAIRE, WALLPAC Each	173.72	207.35	-33.63
61	STLLU005	LUMINAIRE, HPS 120 V Each	97.41	96.00	1.41
62	STLLU006	LUMINAIRE, HPS, 250 V Each	86.21	79.15	7.06
63	STLLU007	LUMINAIRE, HPS, 200 V Each	83.64	78.95	4.69
64	STLLU008	LUMINAIRE, HPS, 70 W Each	56.05	52.00	4.05
65	STLLU010	LUMINAIRE, HPS, 400 Each	126.69	118.28	8.41
66	STLLU015	STREETLIGHT, HPS, 250 Each	119.11	111.75	7.36
68	STLLU022	LUMINAIRE, 320 W ME Each	374.42	1629.16	-1254.74
69	STLLU023	LUMINAIRE, 320 W ME Each	128.64	112.77	15.87
70	STLLU024	LUMINAIRE, 150 W ME Each	125.5	126.32	-0.82
71	STLLU026	LUMINAIRE, 320 W ME Each	121.51	112.91	8.60
72	STLLU070	LUMINAIRE, 70W HPS, Each	374.56	427.80	-53.24
73	STLLU100	LUMINAIRE, 100W MH Each	372.56	437.50	-64.94
74	STLLU150	LUMINAIRE, 150W MH Each	662.93	797.84	-134.91
75	STLLU151	LUMINAIRE, 150W MH Each	372.56	423.10	-50.54
76	STLLU250	LUMINAIRE, 250W HPS Each	893.33	1018.00	-124.67
77	STLPC001	PHOTOELECTRIC CONT Each	3.85	3.07	0.78
78	STLPC006	PHOTOCONTROL, STRE Each	10.17	10.25	-0.08
106	STLPC010	PHOTOCONTROL, LON Each	19.08	11.83	7.25
79	STLPC030	PHOTOCONTROL, STRE Each	4.67	5.00	-0.33
80	STLPC031	PHOTOCONTROL, STRE Each	4.84	5.25	-0.41
85	STLRF013	REFRACTOR, STREET LI Each	21.57	21.00	0.57
90	STLRF070	GLOBE, STREETLIGHT, Each	236.49	291.00	-54.51
91	STLRF250	GLOBE, STREETLIGHT, Each	207.59	297.00	-89.41
94	STLRP015	REPAIR PART, CAPACIT Each	16.72	7.37	9.35
95	STLRP016	REPAIR PART, CAPACIT Each	31.25	20.65	10.60
96	STLRP017	REPAIR PART, CAPACIT Each	10.89	13.95	-3.06
98	STLSC001	CAP, SHORTING, STREE Each	1.87	2.25	-0.38
					-1612.84

5 Yr Usage	Spend W/current	Spend w/BAFO
209	\$ 8,307.75	\$ 8,987.00
3133	\$ 236,714.37	\$ 254,070.08
29	\$ 4,284.57	\$ 4,080.93
160	\$ 32,260.47	\$ 30,644.74
24	\$ 6,392.64	\$ 6,141.60
1351	\$ 235,836.17	\$ 246,926.24
266	\$ 14,483.94	\$ 14,936.48
479	\$ 21,293.25	\$ 21,341.10
77	\$ 59,309.25	\$ 60,329.50
71	\$ 11,634.06	\$ 13,411.19
50	\$ 32,300.00	\$ 32,282.50
10	\$ 8,334.30	\$ 7,880.50
47	\$ 42,167.00	\$ 40,252.30
21	\$ 26,625.48	\$ 25,358.76
242	\$ 204,719.90	\$ 234,940.86
16	\$ 9,876.16	\$ 10,528.00
193	\$ 127,789.20	\$ 131,285.00
284	\$ 272,195.42	\$ 277,241.38
123	\$ 166,934.77	\$ 169,566.32
3902	\$ 813,504.45	\$ 932,506.30
10	\$ 13,606.60	\$ 12,980.00
52	\$ 12,554.83	\$ 13,675.68
43	\$ 13,676.52	\$ 14,757.60
217	\$ 173,802.07	\$ 201,747.70
208	\$ 28,099.76	\$ 26,767.13
186	\$ 25,126.24	\$ 23,934.63
1001	\$ 145,455.31	\$ 133,483.35
769	\$ 4,206.43	\$ 4,091.08
2548	\$ 13,377.00	\$ 13,402.48
1727	\$ 10,275.65	\$ 8,686.81
9645	\$ 54,880.05	\$ 45,138.60
761	\$ 6,567.43	\$ 6,126.05
1236	\$ 36,709.20	\$ 39,020.52
2331	\$ 68,904.36	\$ 73,216.71
4641	\$ 137,187.96	\$ 145,634.58
25442	\$ 690,750.30	\$ 714,920.20
5797	\$ 46,028.18	\$ 42,492.01
32	\$ 177.28	\$ 203.20
112	\$ 1,468.32	\$ 1,467.20
3109	\$ 23,034.73	\$ 30,091.25
15	\$ 439.50	\$ 518.40
317	\$ 9,165.02	\$ 9,418.46
1591	\$ 19,076.09	\$ 22,083.08
1529	\$ 33,714.45	\$ 33,485.10
95000	\$ 19,952,850.00	\$ 11,376,250.00
28700	\$ 7,422,968.00	\$ 4,764,200.00

2200	\$ 1,032,526.00	\$ 712,800.00
4000	\$ 1,361,280.00	\$ 1,168,000.00
209	\$ 182,875.00	\$ 172,002.82
31500	\$ 4,027,275.00	\$ 4,073,580.00
10	\$ 673.60	\$ 888.90
24	\$ 4,169.28	\$ 4,976.40
6378	\$ 621,261.50	\$ 612,268.80
1216	\$ 104,788.26	\$ 96,206.83
2306	\$ 192,840.38	\$ 182,027.12
6361	\$ 356,550.87	\$ 330,787.60
54	\$ 6,828.59	\$ 6,375.29
711	\$ 84,639.57	\$ 79,409.55
77	\$ 28,830.34	\$ 125,445.32
187	\$ 24,055.68	\$ 21,087.99
391	\$ 49,007.75	\$ 49,327.96
92	\$ 11,227.52	\$ 10,432.88
200	\$ 74,986.91	\$ 85,645.56
9	\$ 3,353.04	\$ 3,937.50
424	\$ 280,750.86	\$ 337,885.24
242	\$ 90,159.52	\$ 102,390.20
29	\$ 25,906.57	\$ 29,522.00
66958	\$ 257,788.69	\$ 205,561.37
1355	\$ 13,782.38	\$ 13,890.80
145000	\$ 2,766,600.00	\$ 1,715,350.00
31	\$ 143.84	\$ 154.00
25	\$ 121.00	\$ 131.25
17	\$ 366.69	\$ 357.00
1200	\$ 283,788.00	\$ 349,200.00
295	\$ 61,239.05	\$ 87,615.00
373	\$ 6,234.89	\$ 2,748.27
48	\$ 1,512.50	\$ 999.46
200	\$ 2,178.00	\$ 2,790.00
106	\$ 197.47	\$ 237.60

\$ 43,237,003.17 \$ 30,864,535.31
\$ 12,372,467.86
\$ 2,474,493.57 29%

039-16 Streetlight Materials for JEA Inventory Overall Scores

Vendor	Quotation of Rates + Carrying Costs	Lead Time	# of Approved Items Bid	Total Points	Rank
Gresco Utility Supply	63.43	25	10	98.43	2
Irby Utilities	65.00	25	10	100.00	1

Quotation of Rates + Carrying Costs

Vendor	QoR + CC	Points	Rank
Gresco Utility Supply	\$ 39,172,604.28	63.43	2
Irby Utilities	\$ 38,228,971.21	65.00	1

Lead Time

Vendor	Lead Time (days)	Points	Rank
Gresco Utility Supply	2	25	1
Irby Utilities	7	25	1

\$ 943,633.07

Number of Approved Items Quoted

Vendor	# of Items (out of 101)	Points	Rank
Gresco Utility Supply	101	10	1
Irby Utilities	101	10	1

Gresco Original \$39,543,419.16
Gresco BAFO \$39,158,482.48
 \$384,936.68

Irby Original \$39,586,668.77
Irby BAFO \$38,144,843.82
 \$1,441,824.95

APPROVALS:

Chairman, Awards Committee **Date**

Manager, Capital Budget Planning **Date**



Formal Bid and Award System

Award #6

June 18, 2020

Type of Award Request: CONTRACT EXTENSION
Request #: 6839
Requestor Name: Ventura, Mildred - Contract Specialist
Requestor Phone: (904) 665-5201
Project Title: Janitorial Services - Open Market
Project Number: 30801
Project Location: JEA
Funds: O&M
Award Estimate: N/A

Scope of Work:

The purpose of this award is to request a six (6) month contract extension for Janitorial Services for the following facilities of JEA:

- Downtown Tower (Plaza I)
- Customer Center (Plaza II)
- Adair Building (Plaza III)
- Main Street Lab & Conservation Center
- Commonwealth Service Center
- Westside Service Center
- Southside Service Center
- SOCC & Annex
- Pearl Street Service Center & Meter Reading Office
- Ridenour
- Medical Clinic
- New Kings Road Fleet
- Various other buildings

JEA owns approximately 710 buildings primarily in Duval County, with some additional sites in Clay, Nassau, and St Johns Counties. Approximately fifty (50) of these buildings are offices, administrative space, service centers, and visitor centers.

JEA IFB/RFP/State/City/GSA#: 081-17
Purchasing Agent: Selders, Elaine L.
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
TRUSTED HAND SERVICE INC.	Katy Moon	thsmkt4@ths-inc.org	1010 N. Davis St, Ste. 201 Jacksonville, FL 32209	(904) 232-6300	\$418,100.20

Amount of Original Award: \$539,497.90
Date of Original Award: 05/25/2017
Change Order Amount: \$418,100.20
Award Amount for the remainder of this FY: \$209,050.10
New Not-To-Exceed Amount: \$2,198,443.27
Length of Contract/PO Term: One (1) Year w/Two (2) – 1 Yr. Renewals
Begin Date (mm/dd/yyyy): 07/01/2017
End Date (mm/dd/yyyy): 12/30/2020
Renewal Options: None Remaining
JSEB Requirement: N/A - Optional

List of Previous Renewals/Amendments

CPA #	Amount	Date
165642	\$1,078,995.80	06/07/2018
165642	\$161,849.37	05/07/2020

Background/Recommendations:

Competitively bid and approved by the Awards Committee on 05/25/2017 for one (1) year ending 06/30/2018, in the amount of \$539,497.90. A two (2) year renewal was approved by the Awards Committee on 06/07/2018, in the amount of \$1,078,995.80, for a new not-to-exceed amount of \$1,618,493.70. The original and renewal award are attached as back-up.


The solicitation process to re-bid janitorial services was initiated in March, but due to the COVID-19 pandemic, the decision was made to put the solicitation on hold and extend the current contract for six (6) months. We intend to review our service levels and strategy later this summer to determine if it is in our best interest to extend this contract or plan to have a new contract in place by the end of the year. The vendor has agreed to hold the original bid pricing and has performed extremely well for JEA under these difficult circumstances. Trusted Hand’s original bid response provided an ad hoc rate of \$15.33 per hour for services that fell outside of normal contracted services. Over the past four (4) months, Trusted Hand has provided an additional employee, between the hours of 7:00 a.m. – 4:00 p.m., Monday – Friday at each of the seven (7) major sites listed under their contract. Those employees are in place to make rounds, providing regular disinfecting of all high touch areas, including stairwells and elevators for each of these sites. These services are in addition to the regularly provided services, which include trash removal, cleaning of restrooms, breakrooms, vacuuming, and mopping of floors. Due to these increased service levels an administrative increase of ten percent (10%) was approved to add \$161,849.37, for a new not-to-exceed amount of \$1,780,343.07. The award amount break down was based off the regular monthly spend of approximately \$44,028.08, the addition of \$3,476.68 for the wellness centers and \$22,178.61 for the additional COVID-19 services.

For the past few years, JEA has contracted with two (2) janitorial suppliers. Trusted Hand, Inc. represents fifty-five percent (55%) of the JEA janitorial spend, while Eversafe Building Maintenance holds the contract for the JSEB sheltered market at the generating, water and wastewater plants, substations and lift stations representing the other forty-five percent (45%) of the spend.

Request approval to award a six (6) month contract extension to Trusted Hand Service, Inc. for janitorial services at JEA facilities in the amount of \$418,100.20, for a new not-to-exceed amount of \$2,198,443.27, subject to the availability of lawfully appropriated funds.

Manager: Crane, Chris - Manager, Facilities Operations
VP: McElroy, Alan D. – Interim Chief Supply Chain Officer

APPROVALS:

 _____ 06/18/2020

Chairman, Awards Committee **Date**

 _____ 06/18/2020

Budget Representative **Date**



CPA 165642

Approved by the JEA Awards Committee
Date 5/25/17 Item # 3

Formal Bid and Award System

Award #3 May 25, 2017

Type of Award Request: INVITATION TO NEGOTIATE (ITN)
Request #: 1878
Requestor Name: Ryan, Jeanne E. - Appointed Process Assignment
Requestor Phone: (904) 665-5818
Project Title: Janitorial Services - Open Market
Project Number: 30800
Project Location: JEA
Funds: O&M
Award Estimate: \$395,000.00 (current annual spend)

Scope of Work:

The purpose of this solicitation is to establish pricing for Janitorial Services for the following facilities:

- Downtown Tower;
- Customer Center;
- Adair Building;
- Commonwealth Service Center;
- Westside Service Center;
- Southside Service Center;
- SOCC;
- Meter Reading Office;
- Ridenour;
- Clinic; and
- Various other buildings

JEA owns approximately 710 buildings primarily in Duval County, with some additional sites in Clay, Nassau, and St Johns Counties. Approximately fifty (50) of these buildings are offices, administrative space, service centers, and visitor centers.

JEA IFB/RFP/State/City/GSA#: 081-17
Purchasing Agent: Dambrose, Nickolas Charles (Nick)
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
TRUSTED HAND SERVICE INC	Katy Moon	thsmkt4@ths-inc.org	1010 N. Davis St, Ste. 201 Jacksonville, FL 32209	(904) 232-6300	\$539,497.90

Amount for entire term of Contract/PO: \$539,497.90
Award Amount for remainder of this FY: \$179,832.60
Length of Contract/PO Term: One (1) Year w/Two (2) – 1 Yr. Renewals
Begin Date (mm/dd/yyyy): 07/01/2017

End Date (mm/dd/yyyy):

06/30/2018

Renewal Options:

YES – Two (2) – 1 Yr. Renewals

JSEB Requirement:

Optional, with 5 criterion points for JSEB proposers

Comments on JSEB Requirements:

Other JEA facilities are sheltered for JSEB bids.

BIDDERS:

Name	Disqualified	Original			BAFO		
		Amount	Rank	Score	Amount	Rank	Score
MISTER GENE CLEAN JANITORIAL SERVICES, INC	YES	\$488,452.00	N/A	N/A	N/A	N/A	N/A
TRUSTED HAND SERVICE INC	NO	\$572,289.00	1	86.12	\$539,497.90	1	88.13
ADVANCED TECHNOLOGY MANAGEMENT, INC. (ATM)	NO	\$562,755.24	2	84.46	\$562,755.24	2	82.78
AMERICAN FACILITY SERVICES, INC.	NO	\$583,712.86	3	81.71	\$583,852.86	3	82.77
EVERSAFE BUILDING MAINTENANCE CORPORATION	NO	\$549,196.00	4	77.53	\$549,196.00	4	81.32
GROSVENOR	NO	\$908,412.25	5	65.73	N/A	N/A	N/A
D & A BUILDING SERVICES, INC.	NO	\$763,222.33	6	64.31	N/A	N/A	N/A
HEAVEN SCENT LT, INC.	NO	\$808,847.52	7	63.28	N/A	N/A	N/A

Background/Recommendations:

Advertised 04/10/2017. Thirteen (13) companies attended the mandatory pre-response meeting held on 04/13/2017. At Response opening on 05/02/2017, JEA received eight (8) Responses. The Responses were independently evaluated and scored. Four (4) companies were shortlisted and asked to submit best and final offer (BAFO) pricing. Trusted Hand Service, Inc. is the highest average ranking score, and is the lowest priced. Mister Gene Clean Janitorial Services, Inc. was disqualified due to a failure to satisfy the minimum qualifications.

When comparing the current pricing for ATM (incumbent) to the proposed pricing submitted by Trusted Hand, there is a thirty-six percent (36%) cost increase, or \$144,497.90 annually. The BAFO savings resulted in a \$32,000.00, or six percent (6%) to JEA for the one (1) year term. It should be noted the incumbent's performance review was satisfactory and was extended an offer to renew, but it was declined due to underpricing the work on the previous bid. The proposed pricing is deemed reasonable as it falls in line with the pricing submitted by the other shortlisted companies, and good competition.

081-17 – Request approval to award a one (1) year contract to Trusted Hand Service, Inc. for janitorial services in JEA facilities in the amount of \$539,497.90, subject to the availability of lawfully appropriated funds.


Manager: Freudenthal, C. Ann - Manager, Project Support & Controls

Director: Zahir, Hamid A. - Director Shared Services

VP: Dykes, Melissa H. - Chief Financial Officer

APPROVALS:


_____ 5-25-17
Chairman, Awards Committee Date


_____ 5/25/17
Manager, Capital Budget Planning Date

ITN# 081-17 - Janitorial Services - Open Market

BAFO

Overall Average Vendor Scores	Appendix B - Quotation of Rates (50 Points) - (BAFO)	Professional Experience, Location, and Availability of Respondent's Staff (20 points)	CIMS Certification (5 Points)	Quality Metrics (20 Points)	Jacksonville Small & Emerging Business Program (JSEB) (5 Points)	BAFO	
						Total	Rank
Advanced Technology	47.93	15.7	0.0	15.0	5	83.60	2
American Facility Services, Inc.	46.21	16.6	5.0	15.0	0	82.78	3
Eversafe Building Maintenance	49.12	15.1	0.0	17.1	0	81.32	4
Trusted Hand Service	50.00	18.2	5.0	14.9	0.0	88.13	1

BAFO

Ann Freudenthal	Appendix B - Quotation of Rates (50 Points) - (BAFO)	Professional Experience, Location, and Availability of Respondent's Staff (20 points)	CIMS Certification (5 Points)	Quality Metrics (20 Points)	Jacksonville Small & Emerging Business Program (JSEB) (5 Points)	BAFO	
						Total	Rank
Advanced Technology	47.93	20.0	0.0	20.0	5	92.93	1
American Facility Services, Inc.	46.21	20.0	5.0	20.0	0	91.21	2
Eversafe Building Maintenance	49.12	20.0	0.0	20.0	0	89.12	3
Trusted Hand Service	50.00	20.0	5.0	14.0	0	89.00	4

BAFO

Jeanne Ryan	Appendix B - Quotation of Rates (50 Points) - (BAFO)	Professional Experience, Location, and Availability of Respondent's Staff (20 points)	CIMS Certification (5 Points)	Quality Metrics (20 Points)	Jacksonville Small & Emerging Business Program (JSEB) (5 Points)	BAFO	
						Total	Rank
Advanced Technology	47.93	12.0	0.0	11.0	5	75.93	3
American Facility Services, Inc.	46.21	13.7	5.0	13.0	0	77.91	2
Eversafe Building Maintenance	49.12	10.3	0.0	12.3	0	71.72	4
Trusted Hand Service	50.00	16.7	5.0	16.4	0	88.10	1

BAFO

Chris Crane	Appendix B - Quotation of Rates (50 Points) - (BAFO)	Professional Experience, Location, and Availability of Respondent's Staff (20 points)	CIMS Certification (5 Points)	Quality Metrics (20 Points)	Jacksonville Small & Emerging Business Program (JSEB) (5 Points)	BAFO	
						Total	Rank
Advanced Technology	47.93	15.0	0.0	14.0	5	81.93	3
American Facility Services, Inc.	46.21	16.0	5.0	12.0	0	79.21	4
Eversafe Building Maintenance	49.12	15.0	0.0	19.0	0	83.12	2
Trusted Hand Service	50.00	18.0	5.0	14.3	0	87.30	1

Total Vendor Scores	Ann Freudenthal	Jeanne Ryan	Chris Crane
Advanced Technology	92.93	75.93	81.93
American Facility Services, Inc.	91.21	77.91	79.21
Eversafe Building Maintenance	89.12	71.72	83.12
Trusted Hand Service	89.00	88.10	87.30

Quotation Amounts	Original		BAFO	
	Total Annual Price	Score	Total Annual Price - BAFO	Score - BAFO
Advanced Technology	\$ 562,755.24	48.80	\$ 562,755.24	47.93
American Facility Services, Inc.	\$ 583,712.86	47.04	\$ 583,712.86	46.21
Eversafe Building Maintenance	\$ 549,196.00	50.00	\$ 549,196.00	49.12
Trusted Hand Service	\$ 572,289.00	47.98	\$ 539,497.90	50.00

**APPENDIX B - RESPONSE FORM (BAFO)
081-17 JANITORIAL SERVICES – OPEN MARKET**

The Respondent shall complete and email this Appendix B – Response Form (BAFO) and Appendix B – Response Workbook (BAFO) to Nickolas Dambrose at dambnc@jea.com no later than 5:00 pm EST Friday, May 19th 2017.

PROPOSER INFORMATION: Ms. Katy Moon
PROPOSER’S COMPANY NAME: Trusted Hand Service, Inc
BUSINESS ADDRESS: 1010 N. Davis Street, Suite 201
CITY, STATE, ZIP CODE: Jacksonville, FL, 32209
TELEPHONE: 904.232.6300
FAX: 904.232.2274
EMAIL OF CONTACT: thsinc@ths-inc.org
WEBSITE: www.trustedhandservice.com

This amount is the total amount transferred from “Appendix B – Bid Workbook – BAFO”

<i>Item No.</i>	<i>Description of Services</i>	<i>Total Price</i>
5.1	Total Price (This amount is transferred from “Appendix B – Bid Workbook – BAFO”)	\$539,497.90

Proposer's Certification

By submitting this Proposal, the Proposer certifies (1) that it 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 Proposer, and (3) that the Proposer is legally authorized to do business and maintains an active status in the State of Florida. The Proposer certifies that its recent, current, and projected workload will not interfere with the Proposer's ability to work in a professional, diligent and timely manner.

The Proposer 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 Proposer also certifies that, upon the prospect of any change in the status of applicable licenses, permits, certifications, insurances, bonds or other credentials, the Proposer shall immediately notify JEA of status change.


 Signature of Authorize Officer of Proposer or Agent

05/19/2017
 Date

Ms. Katy Moon, President
 Printed Name & Title

904.232.6300
 Phone Number

APPENDIX B - BID WORKBOOK (BAFO)
SOLICITATION #081-17
JANITORIAL SERVICES - OPEN MARKET

1) Regular (Scheduled) Cleaning Services

Trusted Hand Service, Inc

Per Section 9 of "Appendix A - Technical Specifications", provider shall submit pricing in Column J below to perform scheduled cleaning services as described. The estimated one (1) year quantities are to be used as guidelines and are not a guarantee of work. All bid prices shall include all travel, parts, tools and materials to complete the service. Note that all daily, weekly, monthly, quarterly, and annual cleanings shall be included in the submitted monthly price.

Item No	Street Address and Zip Code	Site Name and Facility Type	Cleanable Square Feet*	Fixture Count**	Population	Estimated One (1) Year Volume	Unit of Measure	Price Per Unit	Total Price
1.01	21 W Church St, 32202	Customer Center Plaza 2 Floor 1, Office	25,605	24	400	12	per month	1810.84	\$ 21,730.08
1.02	21 W Church St, 32202	Customer Center Plaza 2 Floor 2, Office	21,594	32		12	per month	1527.17	\$ 18,326.04
1.03	21 W Church St, 32202	Customer Center Plaza 2 Floor 3, Office	21,767	27		12	per month	1539.35	\$ 18,472.20
1.04	21 W Church St, 32202	Customer Center Plaza 2 Floor 4, Office	23,358	40		12	per month	1651.93	\$ 19,823.16
1.05	21 W Church St, 32202	Customer Center Plaza 2 Floor 5, Office	14,790	26		12	per month	1045.98	\$ 12,551.76
1.06	21 W Church St, 32202	Customer Center Plaza 2 Floor 6, Office	25,773	26		12	per month	1822.72	\$ 21,872.64
1.07	21 East Church St, 32202	Motor Pool Floor 1, Motor Pool	156	2		0	12	per month	11.03
1.08	421 Laura St N, 32202	Adair Building Plaza 3 Mezzanine, Parking	23,000	20	0	12	per month	1626.61	\$ 19,519.32
1.09	21 W Church St, 32202	JEA Tower Plaza I Basement, Parking	8,000	12	0	12	per month	565.98	\$ 6,789.36
1.10	7720 Ramona Blvd, 32221	SOCC, Office	32,000	36	50	12	per month	2263.11	\$ 27,157.32
1.11	7721 Ramona Blvd, 32221	SOCC Annex,	250	3	0	12	per month	17.68	\$ 212.16
1.12	21 W Church St, 32202	JEA Tower Plaza I Floor 1, Office	13,638	7	700	12	per month	964.51	\$ 11,574.12
1.13	21 W Church St, 32202	JEA Tower Plaza I Floor 2, Office	12,445	13		12	per month	880.14	\$ 10,561.68
1.14	21 W Church St, 32202	JEA Tower Plaza I Floor 3, Office	12,428	13		12	per month	878.93	\$ 10,547.16
1.15	21 W Church St, 32202	JEA Tower Plaza I Floor 4, Office	12,700	13		12	per month	898.17	\$ 10,778.04
1.16	21 W Church St, 32202	JEA Tower Plaza I Floor 5, Office	12,700	13		12	per month	898.17	\$ 10,778.04
1.17	21 W Church St, 32202	JEA Tower Plaza I Floor 6, Office	12,700	13		12	per month	898.17	\$ 10,778.04
1.18	21 W Church St, 32202	JEA Tower Plaza I Floor 7, Office	12,700	13		12	per month	898.17	\$ 10,778.04
1.19	21 W Church St, 32202	JEA Tower Plaza I Floor 8, Office	12,278	13		12	per month	868.33	\$ 10,419.96
1.20	21 W Church St, 32202	JEA Tower Plaza I Floor 9, Office	12,674	13		12	per month	896.33	\$ 10,755.96
1.21	21 W Church St, 32202	JEA Tower Plaza I Floor 10, Office	12,656	13		12	per month	895.06	\$ 10,740.72
1.22	21 W Church St, 32202	JEA Tower Plaza I Floor 11, Office	12,834	13		12	per month	907.65	\$ 10,891.80
1.23	21 W Church St, 32202	JEA Tower Plaza I Floor 12, Office	12,596	13		12	per month	890.82	\$ 10,689.84
1.24	21 W Church St, 32202	JEA Tower Plaza I Floor 13, Office	12,596	13		12	per month	890.82	\$ 10,689.84
1.25	21 W Church St, 32202	JEA Tower Plaza I Floor 14, Office	12,407	13		12	per month	877.45	\$ 10,529.40
1.26	21 W Church St, 32202	JEA Tower Plaza I Floor 15, Office	12,113	13		12	per month	856.66	\$ 10,279.92
1.27	21 W Church St, 32202	JEA Tower Plaza I Floor 16, Office	12,780	13		12	per month	903.83	\$ 10,845.96
1.28	21 W Church St, 32202	JEA Tower Plaza I Floor 17, Office	8,324	13		12	per month	588.60	\$ 7,064.28
1.29	21 W Church St, 32202	JEA Tower Plaza I Floor 18, Office	1,850	13		12	per month	130.84	\$ 1,570.08
1.30	21 W Church St, 32202	JEA Tower Plaza I Floor 19, Office	4,210	8	12	per month	297.74	\$ 3,572.88	
1.31	6674 Commonwealth Ave, 32254	Commonwealth Service Center, Office	31,500	30	109	12	per month	2227.75	\$ 26,733.00
1.32	6675 Commonwealth Ave, 32254	Front Guard Shack, Guard Building	100	0	1	12	per month	7.07	\$ 84.84
1.33	1002 N Main St, 32206	Main Street Lab, Office	20,000	24	31	12	per month	1414.44	\$ 16,973.28
1.34	2408 Pearl St, 32206	Meter Reading Office, Office	4,400	13	25	12	per month	311.18	\$ 3,734.16
1.35	2434 Pearl St, 32206	Admin Building, Office and Warehouse	22,000	43	147	12	per month	1555.89	\$ 18,670.68
1.36	2525 Pearl St, 32206	Medical Clinic	4,311	16	9	12	per month	304.88	\$ 3,658.56
1.37	6727 Broadway Ave, 32254	Westside Service Center, Office and Warehouse	18,728	36	76	12	per month	1324.48	\$ 15,893.76
1.38	2325 Emerson St, 32207	Southside Service Center, Office and Warehouse	42,201	48	119	12	per month	2984.54	\$ 35,814.48

1.39	102 N Kernan Blvd, 32225	Ridenour, Water Treatment Plant	15,140	30	131	12	per month	1070.73	\$ 12,848.76
1.40	970 N Main St, 32206	Main Street Visitor Ctr, Office	4,333	12	0	12	per month	306.44	\$ 3,677.28
1.41	21 W Church St, 32202	Plaza Deck area & steps to S walk, Waterproofed Deck	25,479	0	0	12	per month	1801.93	\$ 21,623.16
1.42	2436 Pearl St, 32206	Water Meter Shop, Office and Shop	102	3	0	12	per month	7.21	\$ 86.52
1.43	5717 New Kings Road, 32209	Fleet Staging Facility	3,500	9	3	12	per month	247.53	\$ 2,970.36
1.44	6553 Broadway Avenue, 32254	Westside Service Center, Training Center	1,000	10	10	12	per month	70.72	\$ 848.64
1.45	6727 Broadway Ave 32254	WSSC, Bldg 5	500	7	5	104	two times every week (Tuesday, Friday)	6.23	\$ 647.92
1.46	6727 Broadway Ave 32254	WSSC, Bldg 6	900	7	5	104	two times every week (Tuesday, Friday)	9.35	\$ 972.40
1.47	1002 N. Main Street 32201	Big Jim Bldg/Main Street Lab	500	7	2	52	once every week	6.23	\$ 323.96

* Cleanable Square Feet = cleanable square feet for each location less the square footage of the bathrooms.

** Per industry standards, fixture count is used to quantify bathroom cleaning needs (toilet, urinal, sink, shower, mirror).

2.1) Emergency Cleaning Services

Per Section 10.1 of "Appendix A - Technical Specifications", Emergency by JEA Contract Administrator or the appointed designee. Emergency Cleaning Services shall apply the Per Visit Charge in addition to the submitted hourly rates for Company Supervisor and Subcontractors. Emergency Cleaning Services shall have a one (1) hour minimum applied to their hourly rates upon arrival at the job site.

Item No	Description of Services	Estimated One (1) Year Volume	Unit of Measure	Price Per Unit	Total Price
2.1.1	Per Visit Charge	2	per visit	0.99	\$ 1.98
2.1.2	Hourly Rate - Company Supervisor	15	per hour	23.79	\$ 356.85
2.1.3	Hourly Rate - Janitor	15	per hour	13.33	\$ 199.95

2.2) Ad-hoc Cleaning Services

Per Section 10.2 of "Appendix A - Technical Specifications", Ad-hoc Cleaning Services shall be approved by JEA Contract Administrator or the appointed designee. Ad-hoc Cleaning Services shall use the submitted hourly rates below for Company Supervisor and Subcontractors. Ad-hoc Cleaning Services shall have a one (1) hour minimum applied to their hourly rates upon arrival at the job site.

Item No	Description of Services	Estimated One (1) Year Volume	Unit of Measure	Price Per Unit	Total Price
2.2.1	Hourly Rate - Company Supervisor	160	per hour	15.33	\$ 2,452.80
2.2.2	Hourly Rate - Janitor	325	per hour	13.33	\$ 4,332.25

3) Ad-hoc Specialized Cleaning Services

Per Section 10.3 of "Appendix A - Technical Specifications", the pricing submitted for this section shall be applied to the items below. No additional labor charges shall be added. JEA will not provide the consumable products (ie, carpet cleaning agents, stripping agents, sealants, etc.) required to complete the services described in Item Numbers 3.1, 3.2, 3.3, 3.5, 3.7, and 3.8. As a result, pricing for these Item Numbers must include any consumable products required. Item numbers 3.4 and 3.6 do not require the use of any consumable products.

Item No	Description of Services	Estimated One (1) Year Volume	Unit of Measure	Price Per Unit	Total Price
3.01	Composite or Terrazo Floor Treatment	96,000	per square foot	0.05	\$ 4,800.00
3.02	Wet Extraction Shampoo of Carpet	24,000	per square foot	0.06	\$ 1,440.00
3.03	Pressure Wash - JEA Plaza Deck Area (with specified Simple Green cleaning agent)	100,000	per square foot	0.015	\$ 1,500.00
3.04	Pressure Wash - Adair Garage Parking Area	60,000	per square foot	0.0249	\$ 1,494.00
3.05	Marble Floor and Marble Counter Treatment	5,700	per square foot	0.25	\$ 1,425.00
3.06	Pressure Wash Loading Dock Areas	13,500	per square foot	0.0249	\$ 336.15
3.07	Parquet Wood Floor Treatment	4,000	per square foot	0.5	\$ 2,000.00
3.08	Brick Floor Treatment	6,500	per square foot	0.25	\$ 1,625.00

4) Parts and Materials

Per Section 11 of "Appendix A - Technical Specifications", it is JEA's intent to provide janitorial supplies to Contractor whenever possible. If/ when the JEA contract administrator deems that janitorial supplies shall be provided by Contractor, then the mark-up percentage submitted below shall apply.

Item No	Description of Services	Estimated One (1) Year Volume	Unit of Measure	MarkUp Percentage	Total Price
4.1	Estimated Parts & Materials Needed	1,400	dollars	10.00%	\$ 1,540.00

5) This Amount Will Be Transferred To Page 1 of Proposal Form

Item No	Description	Total Price for Janitorial Services
5.1	Total Price (This amount will be transferred to Page 1 of Proposal Form)	\$ 539,497.90



Formal Bid and Award System

Award #2 June 7, 2018

Type of Award Request: RENEWAL
Request #: 6275
Requestor Name: Dorn, Candace L.
Requestor Phone: (904) 665-8628
Project Title: Janitorial Services - Open Market
Project Number: 30800
Project Location: JEA
Funds: O&M
Award Estimate: N/A

Scope of Work:

The purpose of this change order is to request a two (2) year renewal for Janitorial Services for the following facilities of JEA:

- Downtown Tower
- Customer Center
- Adair Building
- Commonwealth Service Center
- Westside Service Center
- Southside Service Center
- SOCC
- Meter Reading Office
- Ridenour
- Clinic
- Various other buildings

JEA owns approximately 710 buildings primarily in Duval County, with some additional sites in Clay, Nassau, and St Johns Counties. Approximately fifty (50) of these buildings are offices, administrative space, service centers, and visitor centers.

JEA IFB/RFP/State/City/GSA#: 081-17
Purchasing Agent: Selders, Elaine L.
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
TRUSTED HAND SERVICE INC	Katy Moon	thsmkt4@ths-inc.org	1010 N. Davis St, Ste. 201 Jacksonville, FL 32209	(904) 232-6300	\$1,078,995.80

Amount of Original Award: \$539,497.90
Date of Original Award: 05/25/2017
Change Order Amount: \$1,078,995.80

New Not-To-Exceed Amount: \$1,618,493.70
Length of Contract/PO Term: One (1) Year w/Two (2) – 1 Yr. Renewals
Begin Date (mm/dd/yyyy): 07/01/2017
End Date (mm/dd/yyyy): 06/30/2020
Renewal Options: No Renewals
JSEB Requirement: N/A - Optional

Background/Recommendations:

Competitively bid and approved by the Awards Committee on 05/25/2017 for one (1) year ending 06/30/2018, in the amount of \$539,497.90. The original award is attached as back-up. In the last year, JEA has contracted with two janitorial suppliers.

The initial term for this contract was one (1) year, with two (2) optional one (1) year renewals. A vendor performance evaluation has been completed with favorable results for the initial term, so the decision has been made to execute both renewal options. The vendor has agreed to hold the original bid pricing for the remaining two (2) years, waiving the potential CPI increases. The award amount breaks down for the following years, which was based off the monthly spend of approximately \$45K.

FY18: \$134,877.00
 FY19: \$539,496.80
FY20: \$404,622.00
 Total: \$1,078,995.80

Trusted Hand, Inc. represents fifty-five percent (55%) of the JEA janitorial spend, while Eversafe Building Maintenance holds the contract for the JSEB sheltered market at the plants, representing the other forty-five percent (45%) of the spend. It should be noted, JEA has reached out to Trusted Hand about becoming a potential JSEB vendor with the recent ordinance increases for personal net worth and average gross receipts.

Request approval to award a two (2) year contract renewal to Trusted Hand Service, Inc. for janitorial services at JEA facilities in the amount of \$1,078,995.80, for a new not-to-exceed amount of \$1,618,493.70, subject to the availability of lawfully appropriated funds.

Manager: Newton-Green, Melanie - Associate Manager Facilities Asset Support Services
VP: McCarthy, John P. - VP Logistics

APPROVALS:

Chairman, Awards Committee **Date**

Manager, Capital Budget Planning **Date**



Formal Bid and Award System

Award #7 June 18, 2020

Type of Award Request: INVITATION TO BID (IFB)
Request #: 6736
Requestor Name: Breadon, William A. - Project Administrator Construction
Requestor Phone: (904) 665-4285
Project Title: Commonwealth Service Center Paving and Drainage Improvements
Project Number: 8006208
Project Location: JEA
Funds: Capital
Budget Estimate: \$462,000.00

Scope of Work:

This project includes demolition, installation of new parking areas, pavement, sidewalks and landscaping to provide additional parking/movement areas for the Commonwealth Service Center (CWSC) located at 6674 Commonwealth Road, Jacksonville, Florida. New asphalt parking areas are to be constructed to improve parking and safety aspects of the existing service center. This project also includes landscaping improvements to meet the requirements of the City of Jacksonville for off-street parking improvements.

JEA IFB/RFP/State/City/GSA#: 012-20
Purchasing Agent: Selders, Elaine L.
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
BESCH AND SMITH CIVIL GROUP INC.	Nicole Besch	nicky@beschandsmith.com	345 Cumberland Industrial Ct. St Augustine, FL 32095	(904) 260-6393	\$542,407.98

Amount for entire term of Contract/PO: \$542,407.98
Award Amount for remainder of this FY: \$542,407.98
Length of Contract/PO Term: Project Completion
Begin Date (mm/dd/yyyy): 06/30/2020
End Date (mm/dd/yyyy): Project Completion (Expected September 2020)
JSEB Requirement: Ten Percent (10%) Goal
Comments on JSEB Requirements:
Landscape Construction LLC (Landscape) – 8.1%
M & J Striping (Striping) – 1.2%
CSI GEO (Testing) - 0.7%

BIDDERS:

Name	Amount
BESCH AND SMITH CIVIL GROUP INC.	\$600,785.78
HAGER CONSTRUCTION COMPANY	\$616,222.00
ERS CORP.	\$618,500.00
CHARLES PERRY PARTNERS, LLC	\$669,700.00
J.D. HINSON COMPANY	\$739,996.93
KIRBY DEVELOPMENT, INC	\$744,964.28

Background/Recommendations:

Advertised on 04/22/2020. Two (2) prime contractors attended the optional site visit meeting. At Bid opening on 05/19/2020, JEA received six (6) Bids. Besch and Smith Civil Group, Inc. is the lowest responsible Bidder. A copy of the Bid Form and Workbook are attached as backup.

The Bid amount of \$600,785.78 is approximately twenty six percent (26 %) higher than the budget estimate. The decision was made to review the scope of services and find the best way to reduce costs. After review, we intend to remove the Electric Vehicle (EV) Infrastructure from the Phase III section. This portion of the bid is \$58,377.80, which reduced the award amount to \$542,407.98. The EV installation will be completed under the facilities electrical services contract, which resulted in a fifty percent (50%) savings. A trend is being completed to cover the additional funds required to complete the project. Removal of the EV Infrastructure from the other Bids would not have affected the outcome of the low Bid.

This project was split into three (3) phases. Phase 1 was awarded to Besch and Smith Civil Group, Inc. on January 26, 2017. Phase 2 and 3 could not be completed until the Tax Collector vacated the building. Phase 2 includes the west parking lot in which the Tax Collector used to conduct DMV driving tests. The tax collector extended their lease twice which resulted in delays completing this project.

Total for Project 207-12E:

- Initial Phase 1 and 2 Project Budget 207-12E PRF 2/11/14: \$912,000.00
 - Engineering Budget (Firm John Barnard Associates): \$38,560.00 (2015/16) & \$6,500.00 (2020 revised drawings)
 - Construction Budget Phase 1: \$250,000; Phase 2: \$562,000
 - Internal JEA Costs: \$100,000 (Security- gates, card access, fencing)
- Estimated Actuals at Completion / Total Project Budget: \$1,203,385
 - Engineering Budget: \$38,560.00 (2015/16) & \$6,500.00 (2020 revised drawings)
 - Construction Budget: Phase 1 \$490,705.31; Phase 2 & 3 \$542,407.98 (this award)
 - Internal JEA Costs: \$125,211.71
- Original Project Schedule:

- Engineering Completion: 2015-2016
- Construction Completion: 2017 & 2019
- Revised Schedule:
 - Engineering Completion: 2015-2016, 2020
 - Construction Completion: 2017 & 2020


Major Changes/Issues

The project came in over budget due to additional scope added to the project and inflation adjustments since FY17's original budget estimate of \$462,000.00. The additional scope was requested by the stakeholders, which included replacing the asphalt at the north and east parking areas, creating directional parking, changing the traffic flow, and installing electric vehicle infrastructure for JEA Fleet Assets. The electric vehicle infrastructure scope was removed from the award total as JEA can save 50% using a general service electrical contract already established.

012-20 – Request approval to award a contract to Besch and Smith Civil Group, Inc. for Commonwealth Service Center Paving and Drainage Improvements in the amount of \$542,407.98, subject to the availability of lawfully appropriated funds.

Manager: Crane, Christopher T. - Manager, Facilities Operations
VP: McElroy, Alan D. – Interim Chief Supply Chain Officer

APPROVALS:

 _____ 06/18/2020

Chairman, Awards Committee **Date**

 _____ 06/18/2020

Budget Representative **Date**

Appendix B - Forms
012-20 Commonwealth Service Center Paving and Drainage Improvements

Submit an **original, two (2) copies and one (1) thumb drive** along with other required forms in a sealed envelope to: JEA Procurement Dept., 21 W. Church St., Bid Office, Customer Center, 1st Floor, Room 002, Jacksonville, FL 32202-3139.

Company Name: Besch and Smith Civil Group, Inc.

Company's Address: 345 Cumberland Industrial Ct., St. Augustine, FL 32095

License Number: CUC1224085

Phone Number: (904) 260-6393 FAX No: (904) 338-0222 Email Address: nicky@beschandsmith.com

BID SECURITY REQUIREMENTS

- None required
- Certified Check or Bond (Five Percent (5%))

TERM OF CONTRACT

- One Time Purchase
- Annual Requirements
- Other, Specify - Project Completion

SAMPLE REQUIREMENTS

- None required
- Samples required prior to Bid Opening
- Samples may be required subsequent to Bid Opening

SECTION 255.05, FLORIDA STATUTES CONTRACT BOND

- None required
- Bond required 100% of Bid Award

QUANTITIES

- Quantities indicated are exacting
- Quantities indicated reflect the approximate quantities to be purchased Throughout the Contract period and are subject to fluctuation in accordance with actual requirements.

INSURANCE REQUIREMENTS

Insurance required

PAYMENT DISCOUNTS

- 1% 20, net 30
- 2% 10, net 30
- Other _____
- None Offered

ENTER YOUR BID FOR SOLICITATION 012-20	TOTAL BID PRICE
Total Bid Price for the Project Transfer Grand Total from Bid Workbook for both Phase II and Phase III	\$ <u>600,785.78</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 bid 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 4


 Handwritten Signature of Authorized Officer of Company or Agent Date 5-19-2020

Nicole Besch - President
 Printed Name and Title

ADDENDUM 4 - APPENDIX B - BID WORKBOOK

012-020 Commonwealth Service Center Paving And Drainage Improvements

Instructions: Fill in all cells that are highlighted **YELLOW**. The estimated quantities are determined by bidder and are not a guarantee of work. Quantities will be determined by bidder from JEA supplied engineered drawings. Complete both Phase II and Phase III sections below and transfer the Grand Total to the Bid Form.

Company Name;						
Phase II	Unit	Quantity		Unit Cost		Total Cost
General Conditions	LS	1	X	39,987.34	=	\$ 39,987.34
Mobilization	LS	1	X	6,309.47	=	\$ 6,309.47
Maintenance of Traffic	LS	1	X	2,225.06	=	\$ 2,225.06
Erosion Control and Pollution Abatement	LS	1	X	6,175.63	=	\$ 6,175.63
Demolition	LS	1	X	18,110.83	=	\$ 18,110.83
Earthwork	LS	1	X	36,566.44	=	\$ 36,566.44
Electric Vehicle Infrastructure	LS	1	X	30,932.16	=	\$ 30,932.16
Site lighting	LS	1	X	19,186.80	=	\$ 19,186.80
Miscellaneous Conduits	LS	1	X	7,378.20	=	\$ 7,378.20
Potable Water	LS	1	X	4,082.30	=	\$ 4,082.30
Concrete	LS	1	X	23,808.86	=	\$ 23,808.86
12" Subgrade	LS	1	X	9,894.42	=	\$ 9,894.42
8" Limerock Base	LS	1	X	19,463.52	=	\$ 19,463.52
2" Asphalt Pavement New	LS	1	X	26,286.33	=	\$ 26,286.33
2" Asphalt Pavement Replacement	LS	1	X	1,286.52	=	\$ 1,286.52
Stripping	LS	1	X	1,515.92	=	\$ 1,515.92
Landscaping and Irrigation	LS	1	X	44,802.28	=	\$ 44,802.28
As-Builts	LS	1	X	6,238.89	=	\$ 6,238.89
				PHASE II TOTAL		\$304,250.97
Phase III	Unit	Quantity		Unit Cost		Total Cost
General Conditions	LS	1	X	22,064.86	=	\$ 22,064.86
Mobilization	LS	1	X	4,745.30	=	\$ 4,745.30
Maintenance of Traffic	LS	1	X	1,845.08	=	\$ 1,845.08
Demolition	LS	1	X	8,483.47	=	\$ 8,483.47
Earthwork	LS	1	X	4,659.38	=	\$ 4,659.38
Electric Vehicle Infrastructure	LS	1	X	58,377.80	=	\$ 58,377.80
Miscellaneous Conduits	LS	1	X	4,520.34	=	\$ 4,520.34
Potable Water	LS	1	X	5,482.02	=	\$ 5,482.02
Concrete Sidewalk	LS	1	X	2,177.76	=	\$ 2,177.76
Concrete Curb and Gutter	LS	1	X	994.8	=	\$ 994.80
2" Asphalt Pavement Replacement	LS	1	X	159,228.12	=	\$ 159,228.12
Stripping	LS	1	X	6,085.61	=	\$ 6,085.61
Landscaping and Irrigation	LS	1	X	13,393.59	=	\$ 13,393.59
As-Builts	LS	1	X	4,476.68	=	\$ 4,476.68
				PHASE III TOTAL		\$296,534.81
Transfer the Grand Total for the project to Appendix B - Response Form				GRAND TOTAL		\$600,785.78