

Welcome to the JEA Awards Meeting

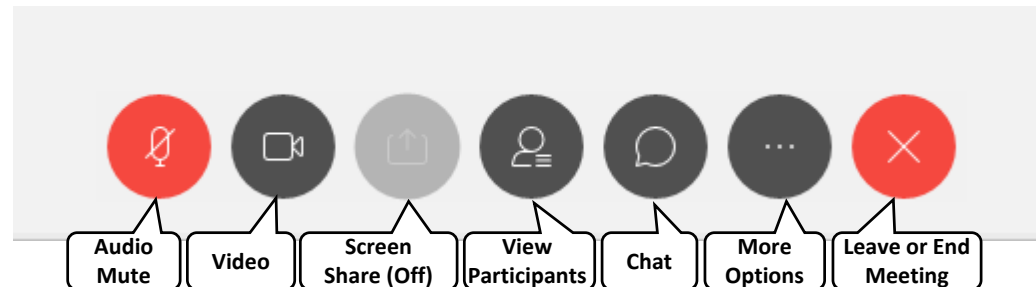
You have been joined to the meeting with your **audio muted** by default.

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

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

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

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



AWARDS COMMITTEE AGENDA

DATE: Thursday, May 6, 2021

TIME: 10:00 A.M.

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

Public Comments:

Awards:

1. Approval of the minutes from the last meeting (04/29/2021).
2. Request approval to award a contract amendment to Software House International Inc. for additional JEA service desk support in the amount of \$21,786.40, for a new not-to-exceed amount of \$2,861,384.56, subject to the availability of lawfully appropriated funds.
3. 004-21 – Request approval to award a contract to Four Waters Engineering, Inc., for engineering services for the Martin Luther King: Fairfax to Brentwood Water Main Replacement project in the amount of \$532,026.00, subject to the availability of lawfully appropriated funds.
4. 100-20 – Request approval to award a contract to Petticoat-Schmitt Civil Contractors, Inc. for construction services for the District II- Robena Rd. Booster Pump Station project in the amount of \$3,539,100.00, subject to the availability of lawfully appropriated funds.
5. Request approval to award a two (2) year contract to Sensus USA Inc. (\$2,611,672.98) and to Badger Meter, Inc. (\$4,078,679.48) for residential water meters, for a total not-to-exceed amount of \$6,690,352.46, subject to the availability of lawfully appropriated funds.
6. 011-21 - Request approval to award contracts to Stuart C Irby CO (\$17,248,758.46) for the supply of Single Phase Padmounted Transformers and Pole Mounted Transformers for inventory stock, Wesco Distribution, Inc. (\$13,135,389.29) for the supply of Three-Phase Padmounted Transformers and TRALC001 Miscellaneous Transformers for inventory stock, and WEG Transformers USA (\$430,856.00) for the supply of TRAPC016 Miscellaneous Transformers of for JEA Inventory Stock, for a total not-to-exceed amount of \$30,815,003.75, subject to the availability of lawfully appropriated funds.
7. Request approval to award contract amendment to J.B. Coxwell Contracting Inc. for SJRPP Demolition – BSA Closure in the amount of \$290,533.05, for a new not-to-exceed amount of \$6,690,759.05, subject to the availability of lawfully appropriated funds.
8. 024-21 – Request approval to award a contract to Trusted Hand Services, Inc. for Facilities Janitorial Service – Open Market for Downtown, Service Centers and other Sites for a total not-to-exceed amount of \$1,173,613.40, subject to the availability of lawfully appropriated funds.

Informational Items: N/A

Open Discussion: N/A

Public Notice: N/A

General Business: N/A

SPECIAL NOTES: Copies of the above items are available in JEA Procurement, if needed for review. If a person decides to appeal any decision made by the Awards Committee, with respect to any matter considered at this meeting, that person will need a record of the proceedings, and, for such purpose, needs to ensure that a verbatim record of the proceedings is made, which record includes the evidence and testimony upon which the appeal is to be based. If you have a disability that requires reasonable accommodations to participate in the above meeting, please call 665-8625 by 8:30 a.m. the day before the meeting and we will provide reasonable assistance for you.

05-06-2021 Awards Committee

<u>Award #</u>	<u>Type of Award</u>	<u>Business Unit</u>	<u>Estimated/ Budgeted Amount</u>	<u>Amount</u>	<u>Awardee</u>	<u>Term</u>	<u>Summary</u>
1	Minutes	N/A	N/A	N/A	N/A	N/A	Approval of minutes from the 04/29/2021 meeting.
2	Contract Amendment	Datz	\$845,175.00 (Annually)	\$21,786.40	Software House International Inc.	Three (3) Years	<p><u>Microsoft Enterprise Agreement for Annual Maintenance</u></p> <p>This contract is for a three (3) year Microsoft Enterprise Agreement program which provides the legal licenses and maintenance for all Microsoft products used at JEA including Windows, Office, SharePoint and SQL, etc. This contract also includes all Microsoft version updates for desktops and servers along with patches.</p> <p>Originally awarded and approved by the Awards Committee on 02/01/2019 to Software House International Inc. (SHI). This award continues to piggyback off the State of Florida contract 43230000-15-02 with Software House International (SHI) which was competitively bid in 2016 and renewed. A previous contract amendment was completed on 06/14/2019 in the amount of \$158,901.36 for one-time O&M extended AMAG and EMS support. Another previous contract amendment was completed on 09/23/2019 in the amount of \$143,460.60 for additional SQL Server licensing support. This request is for a contract amendment to SHI in the amount \$21,786.40 are required for additional JEA service desk support. The State of Florida contract rates remain the same for these services.</p> <p>New not-to-exceed amount of \$2,861,384.56.</p>
3	Request for Proposal (RFP) 7 Proposers	Vu	\$831,089.00	\$532,026.00	Four Waters Engineering, Inc.	Project Completion	<p><u>Engineering Services for the Design of the Martin Luther King: Fairfax to Brentwood Water Main Replacement</u></p> <p>The scope of work consists of final detailed design, permitting, bid phase assistance, and engineering support services during construction. The proposed fees are approximately 36% lower than estimated due to lower than expected design costs through negotiations with the engineer, and deemed reasonable.</p> <p>Request approval to award a contract to Four Waters Engineering, Inc. for engineering services for the Martin</p>

05-06-2021 Awards Committee

							Luther King: Fairfax to Brentwood Water Main Replacement project in the amount of \$532,026.00.
4	Invitation for Bid (IFB) 5 Bidders	Vu	\$2,951,542.00	\$3,539,100.00	Petticoat-Schmitt Civil Contractors, Inc.	Project Completion	<p><u>District II - Robena Rd. Booster Pump Station</u></p> <p>The scope of work for this project includes furnishing all material, equipment and labor to construct a new booster pump station and associated pipes, pumps, tanks, storm retention pond and site work on Robena Rd.</p> <p>The award amount of \$3,539,100.00 is approximately 20% higher than the budget estimate. The bid amounts were reviewed by JEA, and overall the costs were higher, specifically the diesel generator, fuel tank and the site work.</p> <p>Request a contract to Petticoat-Schmitt Civil Contractors, Inc. for construction services for the District II- Robena Rd. Booster Pump Station project in the amount of \$3,539,100.00.</p>
5	Invitation for Bid (IFB) 2 Responses	McElroy	\$7,094,839.37	\$4,078,679.48 \$2,611,672.98	Badger Meter, Inc. Sensus USA Inc.	Two (2) Year w/ One (1) – 1 Yr. Renewal	<p><u>Residential Water Meters for JEA Inventory Stock</u></p> <p>The purpose of this Invitation for Bid (the "IFB") is to evaluate and select a vendor that can provide residential water meters to JEA. This solicitation includes six (6) unique line items and their primary application is to measure water consumption for residential customers. These items are utilized by the water meter departments on a regular basis. Current inventory balance is \$366,125.82, and our annual usage average is \$2,325,155.99. There are 2 manufacturers approved for this material.</p> <p>Two contracts being awarded on a 70/30 requirements split between the lowest priced vendor of each item as the primary. When comparing our last purchase price for each item with proposed pricing, there is a decrease of approximately six percent (6%) or \$404,486.91, for the two year term.</p> <p>The not-to-exceed amount is \$6,690,352.46 for both contracts.</p>

05-06-2021 Awards Committee

6	Invitation to Negotiate (ITN) 6 Responses	McElroy	\$28,429,846.24	\$17,248,758.46 \$13,135,389.29 \$430,856.00	Stuart C Irby CO Wesco Distribution, Inc. WEG Transformers USA	Three (3) Year w/ Two (2) – One (1)Yr. Renewals	<p><u>Three-Phase, Single Phase Padmounted, Pole Mounted and Miscellaneous Transformers for JEA Inventory Stock</u></p> <p>The purpose of this Invitation to Negotiate (ITN) is to solicit pricing for Three-Phase, Single Phase Padmounted, Pole Mounted and Miscellaneous Transformers for JEA Inventory Stock; these collectively consist of ninety-six (96) JEA specific transformers. The primary use of these items is to enable voltage changes from one to another within our network system, with the items being utilized by the Electric department. At the time of bid release, our current inventory balance for the items found in this solicitation is \$4,780,269.25. As it relates to item spend, the last twelve (12) months totaled \$7,384,483.00.</p> <p>This solicitation was evaluated on the highest evaluated Respondent for groupings based on an 80% price and 20% qualitative scoring criteria.</p> <p>JEA will realize an estimated 8.39% increase due to unfavorable market conditions. This is believed to be due to:</p> <ul style="list-style-type: none"> • Over the term of the last agreement, an industry wide shift in upwards pricing primarily driven by increased growth in new developments throughout the USA and many other developed countries. • Preferential pricing to JEA on past and present agreements, which JEA's past agreements had not escalated pricing at the same rate supplier costs had increased. <p>We believe this is more a market correction of JEA pricing, so JEA has elected to reduce the award to a Three (3) Year with Two (2) – One (1) Yr. Renewal term from the originally bid five (5) year term. This will allow JEA to evaluate the performance at a shorter term.</p> <p>Total not-to-exceed amount of \$30,815,003.75.</p>
7	Contract Amendment	Erixton	N/A	\$290,533.05	J.B. Coxwell Contracting Inc.	Project Completion	<p><u>SJRPP Decommissioning – BSA Closure</u></p> <p>This solicitation is for the decommissioning of the byproducts storage area at the St. John's River</p>

05-06-2021 Awards Committee

							<p>Power (SJRPP). Originally bid and approved by Awards Committee on 10/29/2020 in the amount of \$5,960,226.00 to J.B. Coxwell. On 02/17/2021, JEA processed an administrative increase for the Coal Combustion Residual (CCR) Overcut and Backfill in the amount of \$440,400.00.</p> <p>This request is for:</p> <ul style="list-style-type: none"> • Additional CCR Overcut and Backfill in the amount of \$129,551.00 for 7,060 CY. • Pond A Redesign Fill Shortage in the amount of \$160,982.05 for 9,950 CY. <p>A new not-to-exceed amount of \$6,690,759.05.</p>
8	Request for Proposal (RFP) 10 Proposals	McElroy	\$969,485.20	\$1,173,613.40	Trusted Hand Services, Inc.	One (1) Year w/Two (2) – One (1) Yr. Renewals	<p><u>Facilities Janitorial Service – Open Market for Downtown, Service Centers and other Sites</u></p> <p>The purpose of this Request for Proposals (this “RFP”) is to evaluate and select a firm (“Company” or “Proposer”) to provide the following Janitorial Services to JEA at Downtown facilities, JEA’s Service Centers and other specific additional facilities including Wellness Centers.</p> <p>The current contract did not initially include spend for Covid cleaning, Storm Support, or an increased number of Wellness Centers. There was a significant increase in the number of hours for Ad-Hoc cleaning services. The previous contract included 325 hours vs. the new contract, which includes 19,769 hours. JEA also required a minimum hourly wage of at least \$12.55 per hour for a Janitor as compared to the current contract which stipulated a minimum wage of at least \$10.85 per hour.</p> <p>When comparing the price between the current contract and the new contract, it resulted in an estimated 22% percent increase or \$117,869.07 over one (1) year, after normalizing the services at each site. The award amount of \$1,173,613.40 is approximately 21% higher than the forecasted budget estimate.</p>
Total Award				\$43,062,415.06			

JEA AWARDS COMMITTEE

APRIL 29, 2021 MEETING MINUTES

The JEA procurement Awards Committee met on April 29, 2021, in person with a WebEx option

WebEx Meeting Number (access code): 160 199 4252

WebEx Password: pxP6CqUSt63

Members in attendance were Jenny McCollum as Chairperson, Laure Whitmer as Budget Representative, Julie Davis as Office of General Counsel Representative; with Laura Dutton, Joe Orfano, Stephen Datz, Ricky Erixton, and Sean Conner as voting Committee Members.

Chair McCollum called the meeting to order at 10:01 a.m., introduced the Awards Committee Members, and confirmed that there was a quorum of the Committee membership present.

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:

1. Approval of the minutes from the last meeting (04/22/2021). Chair McCollum verbally presented the Committee Members the proposed April 22, 2021 minutes contained in the committee packet.

MOTION: Ricky Erixton made a motion to approve the April 22, 2021 minutes (Award Item 1). The motion was seconded by Stephen Datz 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 amendment to Mott MacDonald for the additional engineering and inspection services for the Walnut St 60-inch trunk sewer replacement project in the amount of \$363,552.00, for a new not-to-exceed of \$1,522,583.00, subject to the availability of lawfully appropriated funds.

MOTION: Laura Dutton made a motion to approve Award Item 2 as presented in the committee packet. The motion was seconded by Stephen Datz and approved unanimously by the Awards Committee (5-0).

3. Request approval to award a change order to J. B. Coxwell Contracting, Inc., for construction services for Walnut Street Gravity Sewer Replacement project in the amount of \$2,516,668.11 for a new not-to-exceed amount of \$12,177,287.21, subject to the availability of lawfully appropriated funds.

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

4. 1410242846 Request approval to rescind this solicitation, and reject all Responses received in anticipation of bidding out smaller alternate scopes of work.

MOTION: Ricky Erixton made a motion to approve Award Item 4 as presented in the committee packet. The motion was seconded by Laura Dutton and approved unanimously by the Awards Committee (5-0).

5. 025-21 – Request approval to award a contract to TB Landmark Construction, Inc. for construction services for the Eastport Road Force Main project in the amount of \$659,413.49, subject to the availability of lawfully appropriated funds.

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

6. **DEFERRED** 100-20 – Request approval to award a contract to Petticoat-Schmitt Civil Contractors, Inc. for construction services for the District II- Robena Rd. Booster Pump Station project in the amount of \$3,539,100.00, subject to the availability of lawfully appropriated funds.
7. 1410293246 - Request approval to award a contract to Prometheus Group Enterprises, LLC for Work Planning and Scheduling Software, Implementation, Support and Training in the amount of \$712,500.00, subject to the availability of lawfully appropriated funds.

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

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 10:24 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/



Formal Bid and Award System

Award #2 May 6, 2021

Type of Award Request: CONTRACT AMENDMENT
Requestor Name: Peacock, J. Jason - Mgr Service Desk Operations
Requestor Phone: (904) 665-8804
Project Title: Microsoft Enterprise Agreement for Annual Maintenance
Project Number: HE30902
Project Location: JEA
Funds: O&M
Award Estimate: \$845,175.00 (Annually)

Scope of Work:

This contract is for a three (3) year Microsoft Enterprise Agreement program which provides the legal licenses and maintenance for all Microsoft products used at JEA including Windows, Office, SharePoint and SQL, etc. This contract also includes all Microsoft version updates for desktops and servers along with patches. Volume pricing provides greater discounts to JEA and during the term of the contract required software updates are included.

JEA IFB/RFP/State/City/GSA#: SOF - 43230000-15-02
Purchasing Agent: Dambrose, Nick
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
SOFTWARE HOUSE INTERNATIONAL INC.	Savannah Riley	Savannah_Riley@SHI.com	Weston Canal Plaza, 2 Riverview Dr., Somerset, NJ 08873	(407)340-3584	\$21,786.40

Amount of Original Award: \$2,537,236.20
Date of Original Award: 02/21/2019
Change Order Amount: \$21,786.40

List of Previous Change Order/Amendments:

CPA #	Amount	Date
180543	\$158,901.36	06/14/2019
180543	\$143,460.60	09/23/2019

New Not-To-Exceed Amount: \$2,861,384.56
Length of Contract/PO Term: Three (3) Years
Begin Date (mm/dd/yyyy): 03/01/2019
End Date (mm/dd/yyyy): 02/28/2022
JSEB Requirement: N/A – State Contract

Background/Recommendations:

Originally awarded and approved by the Awards Committee on 02/01/2019 to Software House International Inc. (SHI). This award continues to piggyback off the State of Florida contract 43230000-15-02 with Software House International (SHI) which was competitively bid in 2016 and renewed. A previous contract amendment was completed on 06/14/2019 in the amount of \$158,901.36 for one-time O&M extended AMAG and EMS support. Another previous contract amendment was completed on 09/23/2019 in the amount of \$143,460.60 for additional SQL Server licensing support. The previous awards are attached as back up.

This request is for a contract amendment to SHI in the amount \$21,786.40 are required for additional JEA service desk support. The State of Florida contract rates remain the same for these services.

Request approval to award a contract amendment to Software House International Inc. for additional JEA service desk support in the amount of \$21,786.40, for a new not-to-exceed amount of \$2,861,384.56, subject to the availability of lawfully appropriated funds.

Director: Traylor, Kymberly A. - Dir Network & Telecommunication Services

Chief: Datz, Stephen H. - Interim Chief Information Officer

APPROVALS:

Chairman, Awards Committee **Date**

Budget Representative **Date**

Date: 02/21/2019

Item# 7

JCA Formal Bid and Award System

CPR | 80553 Award#7

February 21, 2019

Type of Award Request: STATE CONTRACT.
 Request #: 6529
 Requestor Name: Quarterman, Diane - Mgr Operations & Help Desk Support
 Requestor Phone: (904) 665-4157
 Project Title: Microsoft Enterprise Agreement for Annual Maintenance
 Project Number: HE30902
 Project Location: JEA
 Funds:
 Budget Estimate: \$776,630.00 (O&M Budget Line 1784 and 1779)
 Scope of work::

This contract is for a three (3) year Microsoft Enterprise Agreement program which provides the legal licenses and maintenance for all Microsoft products used at JEA including Windows, Office, SharePoint and SQL etc. This contract also includes all Microsoft version updates for desktops and servers along with patches.

This award impacts the following JEA Measures of Value:

- Financial Value: Volume pricing provides greater discounts to JEA and during the term of the contract required software updates are included.

JEA IFB/RFP/State/City/GSA#: SOF - 43230000-15-02
 Purchasing Agent: Dambrose, Nick
 Is this a Ratification?: NO
 If yes, explain:

RECOMMENDED AWARDEE(S):

Name	Contact Name IF	Email	Address	Phone	Amount
SOFTWARE HOUSE INTERNATIONAL c.	hr-is San hirico	hris SanChirico@SHI.com	eston Canal laza, Riverview Dr., Somerset, NJ 8873	(352) 597-2880	\$2,537,236.20

Amount for entire term of Contract/PO: \$2,537,236.20
 Award Amount for remainder of this FY: \$845,745.40
 Length of Contract/PO Term: Three (3) Years
 Begin Date (mm/dd/yyyy): 03/01/2019
 End Date (mm/dd/yyyy): 02/28/2022
 Renewal Options: NO

JSEB Requirement:

N/A — State Contract

Background/Recommendations:

This award piggybacks off of the State of Florida contract 43230000-15-02 with Software House International (SHI) which was competitively bid in 2016 and amended to extend through 01/31/2020 with the option to be extended an additional two (2) renewals. SHI is the only Large Account Reseller for the State of Florida.

This request is for a new three (3) year Enterprise Agreement with Microsoft which requires a minimum three (3) year agreement. JEA's current agreements ends 02/28/2019. Microsoft would not extend our existing contract but is actively working with us to reduce license counts and align with JEA's Cloud Strategy. Upon the most recent State of Florida contract amendment renewal in October 2018 Microsoft prices have increased 3% to 22% across the board and Microsoft changed their pricing models to reflect cloud solutions. JEA's annual cost has increased from \$716,612.40 to \$845,745.40, or 15%. JEA has selected the Office 365 agreement option which will allow JEA to continue with Microsoft's on premises solution with the option to move to a cloud solution without any additional expenses during the term of the contract. This is important due to potential changes needed related to the new Cologix data center. Also as JEA reduces our footprint with virtualization, JEA will be better positioned to evaluate the need for an enterprise agreement in the future. This could reduce JEA's cost for future agreements. JEA's pricing will remain fixed for the three (3) year term.

JEA only has \$776,630.00 budgeted in FYI 9. The remaining \$69,115.40 required will be transferred from O&M budget line 1779.

Request approval to award a three (3) year contract to Software House International, Inc. for the Microsoft Enterprise Agreement for Annual Maintenance and Support of Microsoft licenses in the amount of \$2,537,236.20, subject to the availability of lawfully appropriated funds.

Director: Datz, Stephen - Director, Technology Infrastructure
Selders, Steve G. - Interim VP & Chief Information Officer

APPROVALS:

 _____ 2/21/19

Chairman, Awards Committee Date

 _____ 2/21/19

 Manager, Capital Budget Planning
Pricing Proposal

Date

Quotation # 16431227
Created On: 12/20/2018
Valid Until: 2/28/2019

City of Jacksonville

Inside Account Manager

Diane Quarterman

Shaina Chinchilla

21 West Church Street
Tower 2, Room 219
Jacksonville, FL 32207
UNITED STATES
Phone: (904) 665-4157

Fax:

290 Davidson Avenue
Somerset, NJ 08873
Phone: 800-543-0432
Fax: 732-868-6055
Email: Shaina_Chinchilla@shi.com

Product	Qty	Your Price	Total
CoreCALBridge0365FromSA ALNG SubsVL MVL Pitfrm Perl-Jsr Microsoft - Part#: AAA-12417 Contract Name: Licensing Solutions Providers (LSP) of Microsoft Software and Services Contract # 43230000-15-02 Coverage Term: 3/1/2019 - 2/29/2020 Note: Annual Payment Estimate - Year 1 of 3	2350	\$15.36	\$36,096.00
0365GCCE3FromSA ShrdSvr ALNG SubsVL MVL PerlJsr Microsoft - Part#: AAA-11924 Contract Name: Licensing Solutions Providers (LSP) of Microsoft Software and Services Contract # 43230000-15-02 Coverage Term: 3/1/2019 - 2/29/2020 Note: Annual Payment Estimate - Year 1 of 3	2350	\$183.60	\$431,460.00
W,nE3FromSA ALNG SubsVL MVL Pifrm PerUsr Microsoft - Part#: AAA-10777 Contract Name: Licensing Solutions Providers (LSP) of Microsoft Software and Services Contract # 43230000-15-02 Coverage Term: 3/1/2019 - 2/29/2020 Note: Annual Payment Estimate - Year 1 of 3	2150	\$51.00	\$109,650.00

Email: QuarD@jea.com

All Prices are in US Dollar (USD)

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4	WinE3 AI-NG SubsVL MVL Pitfrm Perl-Isr Microsoft - Parth: AAA-10798 Contract Name: Licensing Solutions Providers (LSP) of Microsoft Software and Services Contract # 43230000-15-02 Coverage Term: 3/1/2019 - 2/29/2020 Note: Annual Payment Estimate - Year 1 of 3	200	\$57.96	\$11,592.00
5	PrjctSvr ALNG SA MVL Microsoft - Part#: H22-00475 Contract Name: Licensing Solutions Providers (LSP) of Microsoft Software and Services Contract # 43230000-15-02 Coverage Term: 3/1/2019 — 2/29/2020 Note: Annual Payment Estimate - Year 1 of 3	1	\$995.51	\$995.51
	PrjctSvrCAL ALNG SA MVL UsrCAL Microsoft - Par#: H21-00591 Contract Name: Licensing Solutions Providers (LSP) of Microsoft Software and Services Contract # 43230000-15-02 Coverage Term: 3/1/2019 - 2/29/2020 Note: Annual Payment Estimate - Year 1 of 3	185	\$38.45	\$7,113.25
	SQLSvrEntCore ALNG SA MVL 2Lic CoreLic Microsoft - Part#: 7JQ-00343 Contract Name: Licensing Solutions Providers (LSP) of Microsoft Software and Services Contract # 43230000-15-02 Coverage Term: 3/1/2019 - 2/29/2020 Note: Annual Payment Estimate - Year 1 of 3	49	\$2,206.96	\$108,141.04
	SQLSvrStdCore AI-NG SA MVL 2Lic CoreLic Microsoft - Parth: 7NQ-00292 Contract Name: Licensing Solutions Providers (LSP) of Microsoft Software and Services Contract # 43230000-15-02 Coverage Term: 3/1/2019 - 2/29/2020 Note: Annual Payment Estimate - Year 1 of 3	41	\$575.87	\$23,610.67
	VDA ALNG SubsVL MVL PerDvc Microsoft - Part#: 4ZF-00019 Contract Name: Licensing Solutions Providers (LSP) of Microsoft Software and Services Contract # 43230000-15-02 Coverage Term: 3/1/2019 - 2/29/2020 Note: Annual Payment Estimate - Year 1 of 3	250	\$87.24	\$21,810.00
	VSTeamFndtnSvr ALNG SA MVL Microsoft - Part#: 125-00124 Contract Name: Licensing Solutions Providers (LSP) of Microsoft Software and Services Contract # 43230000-15-02 Coverage Term: 3/1/2019 - 2/29/2020 Note: Annual Payment Estimate - Year 1 of 3	1	\$62.17	\$62.17

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11 VSTeamFndtnSvrCAL ALNG SA MVL DvcCAL 60 \$62.17 \$3,730.20
Microsoft - Part#: 126-00183
Contract Name: Licensing Solutions Providers (LSP) of Microsoft Software and
Services
Contract # 43230000-15-02
Coverage Term: 3/1/2019 - 2129/2020
Note: Annual Payment Estimate - Year 1 of 3

12 VSProSubMSDN ALNG SA WL 1 \$301.84 \$301.84
Microsoft - Part#: 77D-00111
Contract Name: Licensing Solutions Providers (LSP) of Microsoft Software and
Services
Contract # 43230000-15-02
Coverage Term: 3/1/2019 - 2129/2020
Note: Annual Payment Estimate - Year 1 of 3

13 VSEntwMSDN ALNG SA MVL 8 \$1,052.77 \$8,422.16
Microsoft - Part#: MX3-00117
Contract Name: Licensing Solutions Providers (LSP) of Microsoft Software and
Services
Contract # 43230000-15-02
Coverage Term: 3/1/2019 - 2/29/2020
Note: Annual Payment Estimate - Year 1 of 3

14	WinRmtDsktpSrvcsCAL ALNG SAMVL DvcCAL Microsoft - Part#: 6VC-01253 Contract Name: Licensing Solutions Providers (LSP) of Microsoft Software and Services Contract # 43230000-15-02 Coverage Term: 3/1/2019 - 2129/2020 Note: Annual Payment Estimate - Year 1 of 3	35	\$18.00	\$630.00
15	WinSvrDCCore AI-NG SubsVL MVL 2Lic CoreLic Hybrid Microsoft - Part#: 9EA-00993 Contract Name: Licensing Solutions Providers (LSP) of Microsoft Software and Services Contract # 43230000-15-02 Coverage Term: 3/1/2019 - 2/29/2020 Note: Annual Payment Estimate - Year 1 of 3 - Separate SCE	176	\$117.79	\$20,731.04
16	WinSvrSTDCore ALNG SubsVL MVL 2Lic CoreLic Hybrid Microsoft - Part#: 9EM-00601 Contract Name: Licensing Solutions Providers (LSP) of Microsoft Software and Services Contract # 43230000-15-02 Coverage Term: 3/1/2019 - 2129/2020 Note: Annual Payment Estimate - Year 1 of 3 - Separate SCE	64	\$16.49	\$1,055.36
17	ProjOnInPremGOV ShrdSvr ALNG SubsVL MVL Perl-Jsr (Project Online Premium — For Portfolio Managers) Microsoft - Part#: 7SY-00002 Contract Name: Licensing Solutions Providers (LSP) of Microsoft Software and Services Contract # 43230000-15-02 Coverage Term: 3/1/2019 - 2/29/2020 Note: Annual Payment Estimate - Year 1 of 3	100	\$505.56	\$50,556.00
18	ExchgSvrEnt ALNG SAMVL Microsoft - Part#: 395-02504 Contract Name: Licensing Solutions Providers (LSP) of Microsoft Software and Services Contract # 43230000-15-02 Coverage Term: 3/1/2019 - 2129/2020 Note: Annual Payment Estimate - Year 1 of 3	5	\$711.66	\$3,558.30
19	SfBSvr ALNG MVL Microsoft - Part#: 5HU-00216 Contract Name: Licensing Solutions Providers (LSP) of Microsoft Software and Services Contract # 43230000-15-02 Coverage Term: 3/1/2019 - 2/29/2020 Note: Annual Payment Estimate - Year 1 of 3	6	\$640.49	\$3,842.94
20	SharePointSvr ALNG SA MVL SharePointSvr ALNG Microsoft - Part#: H04-00268 Contract Name: Licensing Solutions Providers (LSP) of Microsoft Software and Services Contract # 43230000-15-02 Coverage Term: 3/1/2019 - 2/29/2020 Note: Annual Payment Estimate - Year 1 of 3	2	\$1,193.46	\$2,386.92

Total \$845,745.40

The Products offered under this proposal are resold in accordance with the SHI Online Customer Resale Terms and Conditions, unless a separate resale agreement exists between SHI and the Customer.

RECEIVED MAR 12 2021



Federal tax ID: 22-3009648
 290 Davidson Ave.
 Somerset, NJ 08873
 Phone: 888-235-3871
 Fax: 732-805-9669

Please remit payment to:
 SHI International Corp
 P.O. Box 952121
 Dallas, TX 75395-2121
 Wire information: Wells Fargo Bank
 Wire Rt# 121000248
 ACH Rt# 021200025
 Account#2000037641964
 SWIFT Code: WFBIUS6S
 For W-9 Form, www.shi.com/W9

Invoice No. B13088519
 Invoice date 2/26/2021
 Customer number 1007182
 Sales order S49354875

Finance charge of 1.5% per month will be charged on past due accounts - 18%/yr.
 All returns require an RMA# supplied by your SHI Sales team.

Bill To
 JEA
 P.O. BOX 4910 ATTN: A/P
 JACKSONVILLE, FL 32201
 USA

Ship To
 JEA, T02
 21 West Church Street
 2nd Floor
 Jacksonville, FL 32202
 USA
 180600/Diane Quaterman

Ship Date	Salesperson	Purchase Order	Ship Via	FOB	Terms
2/26/2021	Savannah Riley	180600	LICENSE ONLY	FOB DEST	NET 30

Item No. Mfg Part No.	Description	Qty Ordered	Qty Shipped	Unit Price	Extended Price
34706716 9EA-00993 No Media Microsoft Select	WinSvrDCCore ALNG SubsVL MVL 2Lic CoreLic Hybrid Windows - Multiple Windows Platform All Languages No Media Software Contract number: 43230000-15-02 Agreement No.: 01E73902 Agreement Name: Florida Department of Management Services Enrollment No.: 57513040 Enrollment Name: JEA Country of Usage: USA Maintenance From date: 3/1/2021 Maintenance To date: 2/28/2022	176	176	117.79	20,731.04
34704651 9EM-00601 No Media Microsoft Select	WinSvrSTDCore ALNG SubsVL MVL 2Lic CoreLic Hybrid Windows - Multiple Windows Platform All Languages No Media Software Contract number: 43230000-15-02 Agreement No.: 01E73902 Agreement Name: Florida Department of Management Services Enrollment No.: 57513040 Enrollment Name: JEA Country of Usage: USA Maintenance From date: 3/1/2021 Maintenance To date: 2/28/2022	64	64	16.49	1,055.36

Quote: 16431227

Sales Balance	21,786.40
Freight	0.00
Recycling Fee	0.00
Sales Tax	0.00
Total	21,786.40
Currency	USD





Formal Bid and Award System

Award #3 May 6, 2021

Type of Award Request: PROPOSAL (RFP)
Requestor Name: McDermet, David S
Requestor Phone: (904) 437-7197
Project Title: Engineering Services for the Design of the Martin Luther King: Fairfax to Brentwood Water Main Replacement
Project Number: 8006395
Project Location: JEA
Funds: Capital
Budget Estimate: \$831,089.00

Scope of Work:

The Scope of Work performed under this task consists of final detailed design, permitting, bid phase assistance, and engineering support services during construction of a 20-inch ductile iron (DI) water main to replace approximately 5,435 linear feet (LF) of existing cast iron (CI) water main which starts at the Fairfax Water Treatment Plant on West 21st Street, and ends east of the I-95 interchange at the intersection of Brentwood Boulevard and West 21st Street (this does not include approximately 2,000 LF being replaced as part of the FDOT interchange project). In addition, this request includes design of a 16-inch DI water main replacement for approximately 1,875 LF of existing 16-inch CI water main along Myrtle Avenue North from West 15th Street to West 22nd Street.

JEA IFB/RFP/State/City/GSA#: 004-21
Purchasing Agent: Kruck, Dan R.
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
FOUR WATERS ENGINEERING, INC.	Angela Bryan	abryan@4weng.com	3773 Luth Drive East, Jacksonville Beach, FL 32250	(904) 414-2400	\$532,026.00

Amount for entire term of Contract/PO: \$532,026.00
Award Amount for remainder of this FY: \$80,246.00
Length of Contract/PO Term: Project Completion
Begin Date: 07/01/2021
End Date: Project Completion (Expected: June 2024)
JSEB Requirement: Five Percent (5%) Evaluation Criteria

Comments on JSEB Requirements:

Four Waters Engineering is a certified JSEB company.

PROPOSERS:

Name	Amount	Rank
FOUR WATERS ENGINEERING, INC.	\$532,026.00	1
JONES EDMUNDS & ASSOCIATES, INC.	N/A	2
WRIGHT-PIERCE, INC.	N/A	3
BLACK & VEATCH CORPORATION	N/A	4
CMTS CONSTRUCTION MANAGEMENT SERVICES, LLC DBA: CMTS LLC	N/A	5
MCKIM & CREED, INC.	N/A	5
CPH, INC.	N/A	7

Background/Recommendations:

Advertised on 12/01/2020. Eighteen (18) prime companies attended the mandatory pre-proposal meeting held on 12/11/2020. At proposal opening on 01/26/2021, JEA received seven (7) proposals. The public evaluation meeting was held on 03/10/2021 and JEA deemed Four Waters Engineering, Inc. most qualified to perform the work. A copy of the evaluation matrix and negotiated schedule and fees are attached as backup.

The proposed fees are approximately 36% lower than estimated due to lower than expected design costs through negotiations with the engineer, and deemed reasonable.

004-21 – Request approval to award a contract to Four Waters Engineering, Inc. for engineering services for the Martin Luther King: Fairfax to Brentwood Water Main Replacement project in the amount of \$532,026.00, subject to the availability of lawfully appropriated funds.

Manager: DiMeo, Elizabeth A. - Mgr W/WW Project Management

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

VP: Vu, Hai X. – VP Water/Wastewater Systems

APPROVALS:

Chairman, Awards Committee **Date**

Budget Representative **Date**

004-21 Engineering Services for the Design of the Martin Luther King: Fairfax to Brentwood Water Main Replacement

Vendor Rankings	Justin Sencer	Arthur Bides	Josh Brown	Σ Rank	Rank
Four Waters Engineering, Inc.	1	2	3	6	1
Jones Edmunds & Associates, Inc.	3	3	1	7	2
Wright-Pierce, Inc.	2	1	5	8	3
Black & Veatch Corporation	5	3	4	12	4
CMTS Construction Management Services, LLC dba: CMTS LLC	7	6	2	15	5
McKim & Creed, Inc.	4	5	6	15	5
CPH, Inc.	6	7	7	20	7

Justin Sencer	Professional Staff Experience (40 Points)	Design Approach and Work Plan (40 Points)	Company Experience (15 Points)	JSEB (5 Points)	Total	Rank
Black & Veatch Corporation	32.8	27	12	4	75.80	5
CMTS Construction Management Services, LLC dba: CMTS LLC	26.25	14	12	4	56.25	7
CPH, Inc.	33.25	13	12	4	62.25	6
Four Waters Engineering, Inc.	35	33	12	5	85.00	1
Jones Edmunds & Associates, Inc.	34	29	12	4	79.00	3
McKim & Creed, Inc.	31.05	31	10	4	76.05	4
Wright-Pierce, Inc.	32.2	33	12	4	81.20	2

Arthur Bides	Professional Staff Experience (40 Points)	Design Approach and Work Plan (40 Points)	Company Experience (15 Points)	JSEB (5 Points)	Total	Rank
Black & Veatch Corporation	36.5	35	15	4	90.50	3
CMTS Construction Management Services, LLC dba: CMTS LLC	34.95	34	15	4	87.95	6
CPH, Inc.	33	29	7	4	73.00	7
Four Waters Engineering, Inc.	37.5	36	15	5	93.50	2
Jones Edmunds & Associates, Inc.	36.5	35	15	4	90.50	3
McKim & Creed, Inc.	37.95	35	12	4	88.95	5
Wright-Pierce, Inc.	35.95	39	15	4	93.95	1

Josh Brown	Professional Staff Experience (40 Points)	Design Approach and Work Plan (40 Points)	Company Experience (15 Points)	JSEB (5 Points)	Total	Rank
Black & Veatch Corporation	33.1	28	15	4	80.10	4
CMTS Construction Management Services, LLC dba: CMTS LLC	34.85	29	15	4	82.85	2
CPH, Inc.	29.2	25	15	4	73.20	7
Four Waters Engineering, Inc.	33.3	28	15	5	81.30	3
Jones Edmunds & Associates, Inc.	33.05	35	15	4	87.05	1
McKim & Creed, Inc.	31.45	27	15	4	77.45	6
Wright-Pierce, Inc.	30.15	30	15	4	79.15	5

Overall Averages	Professional Staff Experience (40 Points)	Design Approach and Work Plan (40 Points)	Company Experience (15 Points)	JSEB (5 Points)	Total
Black & Veatch Corporation	34.13	30.00	14.00	4.00	82.13
CMTS Construction Management Services, LLC dba: CMTS LLC	32.02	25.67	14.00	4.00	75.68
CPH, Inc.	31.82	22.33	11.33	4.00	69.48
Four Waters Engineering, Inc.	35.27	32.33	14.00	5.00	86.60
Jones Edmunds & Associates, Inc.	34.52	33.00	14.00	4.00	85.52
McKim & Creed, Inc.	33.48	31.00	12.33	4.00	80.82
Wright-Pierce, Inc.	32.77	34.00	14.00	4.00	84.77



Formal Bid and Award System

Award #4 May 6, 2021

Type of Award Request: INVITATION FOR BID (IFB)
Request #: 6895
Requestor Name: Clendening, William M.
Requestor Phone: (904) 665-4723
Project Title: District II - Robena Rd. Booster Pump Station
Project Number: 8003548
Project Location: JEA
Funds: Capital
Budget Estimate: \$2,951,542.00

Scope of Work:

The scope of work for this project includes furnishing all material, equipment and labor to construct a new booster pump station and associated pipes, pumps, tanks, storm retention pond and site work on Robena Rd.

JEA IFB/RFP/State/City/GSA#: 100-20
Purchasing Agent: King, David
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
PETTICOAT SCHMITT CIVIL CONTRACTORS INC.	Kimberly S. Bryan	kbryan@petticoatschmitt.com	6380 Philips Hwy Jacksonville, FL 32216	(904) 751- 0888	\$3,539,100.00

Amount for entire term of Contract/PO: \$3,539,100.00
Award Amount for remainder of this FY: \$125,000.00
Length of Contract/PO Term: Project Completion
Begin Date (mm/dd/yyyy): 07/01/2021
End Date (mm/dd/yyyy): Project Completion (Expected: September 2022)
JSEB Requirement: Six Percent (6%) Goal

Comments on JSEB Requirements:

Donna J Hamilton (Materials) – 5%
RFE Construction & Fencing (Fencing) – 1%

BIDDERS:

Name	Amount
PETTICOAT SCHMITT CIVIL CONTRACTORS INC.	\$3,539,100.00
R2T, INC.	\$3,629,945.00
SAWCROSS INC.	\$3,710,000.00
WHARTON-SMITH INC.	\$3,797,000.00
WILLIAMS INDUSTRIAL SERVICES LLC	\$4,014,000.00

Background/Recommendations:

Advertised on 02/25/2021. Nine (9) prime contractors attended the mandatory pre-bid meeting held on 03/04/2021. At Bid opening on 04/20/2021, JEA received five (5) Bids. Petticoat-Schmitt Civil Contractors, Inc. is the lowest responsive and responsible Bidder. A copy of the Bid Form and Workbook are attached as backup.

The award amount of \$3,539,100.00 is approximately 20% higher than the budget estimate. The specific items that came in higher than estimated includes the diesel generator, fuel tank and the site work. The bid was reviewed by JEA, and deemed reasonable when compared to the other bids received.

100-20 – Request approval to award a contract to Petticoat-Schmitt Civil Contractors, Inc. for construction services for the District II- Robena Rd. Booster Pump Station project in the amount of \$3,539,100.00, subject to the availability of lawfully appropriated funds.

Manager Collier, Bradley W - Mgr W/WW Project Management
Director: Conner, Sean M- Dir W/WW Project Engineering & Construction
VP: Vu, Hai X. - VP Water Wastewater Systems

APPROVALS:

Chairman, Awards Committee **Date**

Budget Representative **Date**

Appendix B - Bid Form
100-20 District II - Robena Rd. Booster Pump Station

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

Company Name: Petticoat-Schmitt Civil Contractors, Inc.

Company's Address: 6380 Philips Hwy., Jacksonville, FL 32216

License Number: CGC #057651; CUC #057440

Phone Number: (904) 751-0888 FAX No: (904) 751-0988 Email Address: latwell@petticoatschmitt.com

BID SECURITY REQUIREMENTS <input type="checkbox"/> None required <input checked="" type="checkbox"/> Certified Check or Bond (Five Percent (5%))	TERM OF CONTRACT <input type="checkbox"/> One Time Purchase <input type="checkbox"/> Annual Requirements <input checked="" type="checkbox"/> Other, Specify - Project Completion
---	--

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 type="checkbox"/> None required <input checked="" type="checkbox"/> Bond required 100% of Bid Award
---	--

QUANTITIES <input type="checkbox"/> Quantities indicated are exacting <input checked="" type="checkbox"/> Quantities indicated reflect the approximate quantities to be purchased Throughout the Contract period and are subject to fluctuation in accordance with actual requirements.	INSURANCE REQUIREMENTS <p align="center">Insurance required</p>
--	--

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

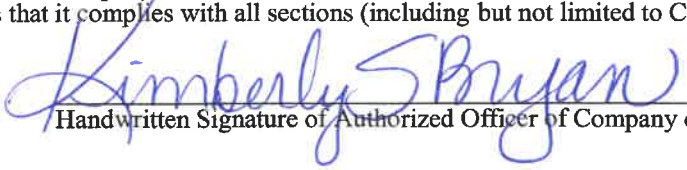
ENTER YOUR BID FOR SOLICITATION 100-20	TOTAL BID PRICE
Total Bid Price for the Project (enter total from cell F21 in the Bid Workbook)	\$ 3,539,100⁰⁰

I have read and understood the Sunshine Law/Public Records clauses contained within this solicitation. I understand that in the absence of a redacted copy my proposal will be disclosed to the public "as-is".

BIDDER CERTIFICATION

By submitting this Bid, the Bidder certifies that it has read and reviewed all of the documents pertaining to this Solicitation, that the person signing below is an authorized representative of the Bidding Company, that the Company is legally authorized to do business in the State of Florida, and that the Company maintains in active status an appropriate contractor's license for the work (if applicable). The Bidder also certifies that it complies with all sections (including but not limited to Conflict Of Interest and Ethics) of this Solicitation.

We have received addenda _____
 _____ 1 through 3 _____


 Handwritten Signature of Authorized Officer of Company or Agent

4/20/21
 Date

 Kimberly S. Bryan, Vice President
 Printed Name and Title

100-20 Appendix B - Bid Workbook
District II - Robena Rd. Booster Pump Station
(Only complete the Prices in Yellow Cells)

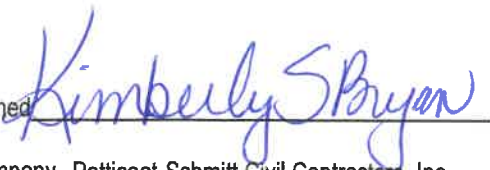
Item No.	Quantity	Unit	Description	Unit Price	Total Price
1	1	LS	General (Mobilization and Demobilization)	\$12,000.00	\$12,000.00
2	1	LS	Maintenance of Traffic (MOT)	\$4,000.00	\$4,000.00
3	BOOSTER STATION				
3a	1	LS	Building Permits	\$9,600.00	\$9,600.00
3b	1	LS	Civil site work, clearing, grubbing, fill, compaction, paving, grading and drainage	\$493,000.00	\$493,000.00
3c	1	LS	Landscape, irrigation, fencing and gates	\$50,000.00	\$50,000.00
3d	1	LS	Force main tie-in, yard piping, valves, testing and verification of utilities	\$230,000.00	\$230,000.00
3e	1	LS	Standby diesel-driven generator with fuel tank, controls, startup and testing	\$208,500.00	\$208,500.00
3f	1	LS	Diesel backup wastewater pump with fuel tank, piping, valves, controls, startup and testing	\$181,000.00	\$181,000.00
3g	1	LS	Pump station primary pumps (2) and jockey pumps (2), station mechanical piping, valves and appurtenances, structural components, pads, startup and all associated testing	\$1,785,200.00	\$1,785,200.00
3h	1	LS	Electrical building, HVAC, electrical power and equipment, SCADA, security systems, instrumentation, meters, site lightning, startup, testing and permits.	\$395,800.00	\$395,800.00
4	ALLOWANCES				
4a	1	LS	Testing Allowance		\$20,000.00
4b	1	LS	Supplemental Work Authorization (SWA)		\$150,000.00

TOTAL Bid Price (transfer total to Page 1 Appendix B - Bid Form) \$3,539,100.00

LIST OF JSEB SUBCONTRACTORS

The following JSEB Subcontractors will be utilized in fulfilling the terms and conditions of a Project Authorization arising from award of JEA - 100-20. I (We) the undersigned understand that failure to submit said information will result in bid rejection. I (We) will employ the JSEB Subcontractors specified below: (Use additional sheets as necessary)

Class of Work (Category)	*Name of JSEB Contractor (Indicate below)	Percentage of Total Job or Dollar Amount
Mechanical Materials	Donna Hamilton	5%
Fencing	RFE Construction & Fencing	1%

Signed 
Company Petticoat-Schmitt Civil Contractors, Inc.
Address 6380 Philips Hwy., Jacksonville, FL 32216
Date: 4/20/21

Note: This list shall not be modified subsequent to bid opening without a showing of good cause and the written consent of the JEA.



Formal Bid and Award System

Award #5 May 6, 2021

Type of Award Request: INVITATION FOR BID (IFB)
Request #: 1410307847-21
Requestor Name: Keeler, Jessica
Requestor Phone: (904) 665-6403
Project Title: Residential Water Meters for JEA Inventory Stock
Project Number: VARIOUS
Project Location: JEA
Funds: Inventory Blanket
Budget Estimate: \$7,094,839.37

Scope of Work:

The purpose of this Invitation for Bid (the "IFB") is to evaluate and select a vendor that can provide residential water meters and provide the best value to JEA. This solicitation includes six (6) unique line items and their primary application is to measure water consumption for residential customers. These items are utilized by the water meter departments on a regular basis. Current inventory balance is \$366,125.82, and our annual usage average is \$2,325,155.99. There are 2 manufacturers approved for this material.

JEA IFB/RFP/State/City/GSA#: 01410307847-21
Purchasing Agent: Roddy, Colin Patrick
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
BADGER METER INC.	Brad Lowe	BLowe@badgermeter.com	4545 W Brown Deer Rd. Milwaukee, WI 53224	(414)218-7070	\$4,078,679.48
SENSUS USA, INC.	Griff Machinski	Griff.Machinski@xyleminc.com	450 N. Gallatin Ave. Uniontown, PA 15401	(904)229-9132	\$2,611,672.98

Amount for entire term of Contract/PO: \$6,690,352.46
Award Amount for remainder of this FY: \$1,393,948.86
Length of Contract/PO Term: Two (2) Year w/ One (1) – 1 Yr. Renewal
Begin Date (mm/dd/yyyy): 05/15/2021
End Date (mm/dd/yyyy): 05/14/2023
Renewal Options: YES – One (1) – 1 Yr. Renewals
JSEB Requirement: N/A – No JSEBs Available

Name	Original Bid Amount	# Items Bid	Rank	Award Amount
BADGER METER INC.	\$6,696,272.81	6	1	\$4,078,679.48
SENSUS USA, INC.	\$6,731,828.12	6	2	\$2,611,672.98

Background/Recommendations:

Advertised 03/25/2021, two (2) companies attended the optional pre-response meeting on 04/08/2021. At response opening on 04/20/2021, JEA received two (2) Responses. JEA evaluated the companies on price only. Both suppliers were deemed responsive and responsible Respondents. The evaluation matrix summary, Response Form and Workbook is attached as back-up.

The manufacturer(s) and/or vendors of the items found in this solicitation have been approved over time, and each item is currently approved by JEA's Water Standards Department. Each item has been tested in a lab environment, in addition, each item has been deployed to the field for prolonged testing to verify the capabilities of the supplier(s) to meet JEA's water customer's needs. We have explored numerous possible products for their capabilities, and reviewed our water meter specifications to ensure the meters selected are the best possible options for JEAs future, and the customers of JEA.

The solicitation allowed for multiple contracts be awarded to help prevent residential customers from experiencing any delays in services due to JEA not having the necessary meter to complete their work orders. The award amount for each Respondent is relative to the ranking of vendors with the lowest cost Respondent for each item receiving approximately seventy percent (70%) of the volume requirements and the second lowest cost Respondent receiving approximately thirty percent (30%) of the volume requirements. The forecasted quantities were reviewed and approved by the business.

Once splitting the estimated work to be awarded amongst suppliers and comparing our last purchase price for each item with proposed pricing, there is a decrease of approximately six percent (6%) or \$404,486.91, for the two year term. The price comparison spreadsheet is attached as back-up.

Unit prices will be firm fixed for one (1) year term at which JEA or the Company may request a price adjustment for the second year term to be adjusted in accordance with the Producer Price Index by Industry: Totalizing Fluid Meters and Counting Devices: Integrating and Totalizing Meters for Gas and Liquids (PCU3345143345141), Not Seasonally Adjusted.

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

- **Total cost difference:** (\$404,486.91) unit price decrease = \$404,486.91
- **Total sourcing savings:** N/A

Request approval to award a two (2) year contract to Sensus USA Inc. (\$2,611,672.98) and to Badger Meter, Inc. (\$4,078,679.48) for residential water meters, for a total not-to-exceed amount of \$6,690,352.46, subject to the availability of lawfully appropriated funds.

Manager: Keeler, Jessica – Inventory Planning Manager
Director: McCollum, Jenny – Director, Procurement Services
VP: McElroy, Alan – VP Supply Chain & Operations Support

APPROVALS:

Chairman, Awards Committee

Date

Budget Representative

Date



Formal Bid and Award System

Award #6 May 6, 2021

Type of Award Request: INVITATION TO NEGOTIATE (ITN)
Request #: 18
Requestor Name: Keeler, Jessica
Requestor Phone: (904) 665-6403
Project Title: Three-Phase, Single Phase Padmounted, Pole Mounted and Miscellaneous Transformers for JEA Inventory Stock
Project Number: Various
Project Location: JEA
Funds: Inventory Blanket Account
Budget Estimate: \$28,429,846.24

Scope of Work:

The purpose of this Invitation to Negotiate (ITN) is to solicit pricing for Three-Phase, Single Phase Padmounted, Pole Mounted and Miscellaneous Transformers for JEA Inventory Stock; these collectively consist of ninety-six (96) JEA specific transformers. The primary use of these items is to enable voltage changes from one to another within our network system, with the items being utilized by the Electric department. At the time of bid release, our current inventory balance for the items found in this solicitation is \$4,780,269.25. As it relates to item spend, the last twelve (12) months totaled \$7,384,483.00.

JEA IFB/RFP/State/City/GSA#: 011-21

Purchasing Agent: Roddy, Colin Patrick

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	\$17,248,758.46
WESCO DISTRIBUTION INC.	Ashely Cirlot	acirlot@wescodist.com	5971 Pershing Ave, Orlando, FL 32920	407-434-4025	\$13,135,389.29
WEG TRANSFORMERS USA	Raymundo Chapa	rchapa@weg.net	One Pauwels Drive, Washington, MO 63090	678-699-7840	\$430,856.00

Amount for entire term of Contract/PO: \$30,815,003.75
Award Amount for remainder of this FY: \$3,848,224.19
Length of Contract/PO Term: Three (3) Year w/ Two (2) – One (1)Yr. Renewals
Begin Date (mm/dd/yyyy): 05/15/2021
End Date (mm/dd/yyyy): 05/14/2024
Renewal Options: Two (2) – One (1)Year Renewals
JSEB Requirement: N/A - Optional

BIDDERS:

Name	First Round Total Extended Price	BAFO Total Extended Price	Proposed Award Amount*
ANIXTER	\$61,350,559.89	\$61,350,527.98	\$0.00
GRESKO SUPPLY	\$50,834,539.14	\$48,210,300.38	\$0.00
STUART C IRBY CO	\$27,822,385.35	\$26,591,930.05	\$17,248,758.46
TRI-STATE UTILITY PRODUCTS	\$55,407,574.00	\$54,390,977.36	\$0.00
WEG TRANSFORMERS USA	\$21,571,784.00	\$21,571,784.00	\$430,856.00
WESCO DISTRIBUTION INC.	\$49,838,220.32	\$49,796,415.37	\$13,135,389.29

*reduced to a 3 year term

Background/Recommendation:

Advertised 01/15/2021, Eleven (11) vendors attended the optional pre-response meeting on 01/26/2021. At Response opening on 02/09/2021, JEA received six (6) Responses. All six (6) companies were short-listed. After negotiation meetings were held, all six (6) companies were invited to submit Best and Final Offers (BAFO). JEA evaluated the companies on 80% price and 20% qualitative response scoring criteria. All six (6) companies were deemed to be responsive and responsible Respondents.

In order to leverage JEA’s spend for Three-Phase, Single Phase Padmounted, Pole Mounted and Miscellaneous Transformers for JEA Inventory Stock, the internal team identified ninety-six (96) items deemed to be a good fit to be included in this initiative. In the past, these items were purchased on blanket purchase agreements through four (4) vendors; the Three-Phase transformer agreements with Anixter and Gresco along with the Single Phase transformer agreement with Gresco recently expired. Lastly, Stuart C Irby CO’s is still actively contracted for Polemounted Transformer agreement, which is set to expire on 7/12/2021.

The manufacturer(s) and/or catalog number(s) of the items found in this solicitation have been approved over time, and each item is currently approved by JEA’s Electric Standards Department. Each item has a unique list of approved manufacturers based on the capabilities of the supplier(s) to meet JEA’s electric system needs.

The basis for award for this bid was that JEA will Award a Contract to the Respondent that meets the Minimum Qualifications stated herein, and is the highest evaluated Respondent for each of the following bid groupings based on an 80% price and 20% qualitative response scoring criteria:

- Three-Phase Transformers Bid Tab
- Single Phase Padmounted Transformers Bid Tab
- Polemounted Transformers Bid Tab
- TRALC001 Bid Tab
- TRAPC016 Bid Tab

After the evaluations were complete, Stuart C Irby CO, Wesco Distribution, Inc. and WEG Transformers USA were determined to be the vendors that were the highest evaluated respondents to JEA for this work scope. For Polemounted Transformers we are proposing an award to the second overall price supplier, and incumbent supplier, after their final scores were as an aggregate higher than the lowest cost supplier.

Name	Three-Phase BAFO Ranking	Single Phase Padmounted BAFO Ranking	Polemounted BAFO Ranking	TRALC001 BAFO Ranking	TRAPC016 BAFO Ranking
ANIXTER	5	4	4	-	-
GRESKO SUPPLY	2	2	3	-	-
STUART C IRBY CO	-	<u>1</u>	<u>1</u>	-	-

TRI-STATE UTILITY PRODUCTS	4	3	5	-	-
WEG TRANSFORMERS USA	3	-	-	-	<u>1</u>
WESCO DISTRIBUTION INC.	<u>1</u>	5	2	<u>1</u>	-

Even with utilizing best practices of aggregation of items and competitive bidding, JEA will still realize an estimated 8.39% increase due to unfavorable market conditions. This is believed to be due to:

- Over the term of the last agreement, an industry wide shift in upwards pricing primarily driven by increased growth in new developments throughout the USA and many other developed countries.
- Preferential pricing to JEA on past and present agreements, which JEA’s past agreements had not escalated pricing at the same rate supplier costs had increased.
 - JEA had adjusted based on multiple components, but general inflation and indirect costs in particular had increased faster than their agreement.
 - Silicon steel, a critical component in the manufacturing of transformers, does not have an index directly linking it. JEA escalates based on a more general index that cannot 1:1 track to the index.

We believe this is more a market correction of JEA pricing, so JEA has elected to reduce the award to a Three (3) Year with Two (2) – One (1) Yr. Renewal term from the originally bid five (5) year term. This will allow JEA to evaluate the performance at a shorter term.

The BAFO resulted in an adjusted reduction of \$186,202.74. Unit pricing for the contract(s) will be adjusted quarterly with adjustments corresponding to fluctuations for Stainless Steel, Silicon Steel, Aluminum, Copper, Oil and All other Variable Costs and Margins.

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

- **Total cost difference:** \$2,385,157.51 (unit price increase) = (\$2,385,157.51)
- **Total sourcing savings:** \$186,202.74 BAFO Savings

011-21 - Request approval to award contracts to Stuart C Irby CO (\$17,248,758.46) for the supply of Single Phase Padmounted Transformers and Pole Mounted Transformers for inventory stock, Wesco Distribution, Inc. (\$13,135,389.29) for the supply of Three-Phase Padmounted Transformers and TRALC001 Miscellaneous Transformers for inventory stock, and WEG Transformers USA (\$430,856.00) for the supply of TRAPC016 Miscellaneous Transformers of for JEA Inventory Stock, for a total not-to-exceed amount of \$30,815,003.75, subject to the availability of lawfully appropriated funds.

Manager: Keeler, Jessica – Inventory Planning Manager
Director: McCollum, Jenny – Director, Procurement Services
VP: McElroy, Alan – VP Supply Chain & Operations Support

APPROVALS:

Chairman, Awards Committee

Date

Budget Representative

Date

Three-Phase Transformers BAFO Total Proposed Value				
Supplier	Amount	Price Rank	Overall	
Anixter	\$19,681,143.57	5	5	
Gresco Supply	\$13,772,394.76	2	2	
Stuart Irby	-			
Tri-State	\$15,835,444.56	4	4	
WEG	\$14,412,644.00	3	3	
WESCO	\$12,989,158.36	1	1	
Current Total Pricing	\$12,374,430.29			
% Increase or Decrease	4.97%			
\$ Increase or Decrease	\$614,728.07			
Min	\$12,989,158.36			
Max	\$19,681,143.57			
Highest Evaluated Value	\$12,989,158.36			
BAFO	\$27,728.34			
Cherrypick Alt	\$12,297,850.56			
Supplier	Anixter	Gresco	Tri-State	WEG
Price (80 Points)	52.80	75.45	65.62	72.10
Engineering Offerings and Quality Programs (4 Points)	3.00	3.27	3.40	3.33
Inventory Reduction Opportunities (4 Points)	2.74	3.36	2.6	2.74
Storm Response (4 Points)	3	3.4	2.5	2.64
JEA Risk Reduction Opportunities (4 Points)	2.58	3.1	2.2	2.36
Ease of doing Business (4 Points)	2.88	3.58	2.86	2.8
Total	67.00	92.16	79.18	85.97
Ranking	5	2	4	3

Current Budget Estimate	\$28,429,846.24	
Estimated Contract Value	\$30,815,003.75	
Estimated Cost Increase	\$2,385,157.51	
% Increase	8.39%	
Cost to Bundle	\$661,227.41	
BAFO Savings Three-Phase	\$27,728.34	
BAFO Savings Single Phase	\$158,474.40	
BAFO Savings Polemounted	\$650,384.76	Not Included
BAFO Savings TRALC001	\$0.00	
BAFO Savings TRAPC016	\$0.00	
Total BAFO Savings	\$186,202.74	

WESCO
80.00
3.33
2.66
2.68
2.4
2.7
93.77
1

Single Phase Pad Trans		
Supplier	Amount	Price Rank
Anixter	\$11,898,744.63	4
Gresco Supply	\$9,620,268.06	2
Stuart Irby	\$9,412,474.93	1
Tri-State	\$10,088,889.80	3
WEG	-	
WESCO	\$12,159,027.43	5
Current Total Pricing	\$8,125,687.45	
% Increase or Decrease	15.84%	
\$ Increase or Decrease	\$1,286,787.48	
Min	\$9,412,474.93	
Max	\$12,159,027.43	
Highest Evaluated Value	\$9,412,474.93	
BAFO	\$158,474.40	
Cherrypick Alt	\$9,332,250.35	

Supplier	Anixter	Gresco
Price (80 Points)	63.28	78.27
Engineering Offerings and Quality Programs (4 Points)	3	3.27
Inventory Reduction Opportunities (4 Points)	2.84	3.28
Storm Response (4 Points)	3.06	3.48
JEA Risk Reduction Opportunities (4 Points)	2.7	3.14
Ease of doing Business (4 Points)	2.88	3.58
Total	77.76	95.02
Ranking	4	2

formers BAFO Total Proposed Value

Overall	
4	
2	
1	
3	
5	

Stuart Irby	Tri-State	WESCO
80.00	74.64	61.93
3.17	3.40	3.33
3.38	2.76	2.54
3.54	2.5	2.68
3.34	2.2	2.4
3.48	2.86	2.7
96.91	88.36	75.58
1	3	5

Polemounted Transformers BAFO Total Proposed Value

Supplier	Amount	Price Rank	Overall
Anixter	\$9,016,863.60	4	4
Gresco Supply	\$8,635,798.32	3	3
Stuart Irby	\$7,836,283.53	2	1
Tri-State	\$10,238,041.11	5	5
WEG	-		
WESCO	\$7,626,273.50	1	2
Current Total Pricing	\$7,425,830.50		
% Increase or Decrease	5.53%		
\$ Increase or Decrease	\$410,453.03		
Min	\$7,626,273.50		
Max	\$10,238,041.11		
Highest Evaluated Value	\$7,836,283.53		
BAFO	\$650,384.76		
Cherrypick Alt	\$7,515,968.53		

Supplier	Anixter	Gresco	Stuart Irby	Tri-State	WESCO
Price (80 Points)	67.66	70.65	77.86	59.59	80.00
Engineering Offerings and Quality Programs (4 Points)	3.00	3.27	3.17	3.40	3.33
Inventory Reduction Opportunities (4 Points)	2.82	3.4	3.34	2.72	2.66
Storm Response (4 Points)	3.06	3.48	3.54	2.5	2.68
JEA Risk Reduction Opportunities (4 Points)	2.7	3.14	3.34	2.2	2.4
Ease of doing Business (4 Points)	2.88	3.58	3.48	2.86	2.7
Total	82.12	87.51	94.72	73.27	93.77
Ranking	4	3	1	5	2

TRALC001 BAFO Total Proposed Value			
Supplier	Amount	Price Rank	Overall
Anixter	-		
Gresco Supply	-		
Stuart Irby	-		
Tri-State	-		
WEG	-		
WESCO	\$146,230.93	1	1
Current Total Pricing	\$135,858.00		
% Increase or Decrease	7.64%		
\$ Increase or Decrease	\$10,372.93		
Min	\$146,230.93		
Max	\$146,230.93		
Highest Evaluated Value	\$146,230.93		
BAFO			
Cherrypick Alt	\$0.00		

Supplier	WESCO
Price (80 Points)	80.00
Engineering Offerings and Quality Programs (4 Points)	3.33
Inventory Reduction Opportunities (4 Points)	2.62
Storm Response (4 Points)	2.68
JEA Risk Reduction Opportunities (4 Points)	2.4
Ease of doing Business (4 Points)	2.7
Total	93.73
Ranking	1

TRAPC016 BAFO Total Proposed Value			
Supplier	Amount	Price Rank	Overall
Anixter	-		
Gresco Supply	-		
Stuart Irby	-		
Tri-State	-		
WEG	\$430,856.00	1	1
WESCO	-		
Current Total Pricing	\$368,040.00		
% Increase or Decrease	17.07%		
\$ Increase or Decrease	\$62,816.00		
Min	\$430,856.00		
Max	\$430,856.00		
Highest Evaluated Value	\$430,856.00		
BAFO	\$0.00		
Cherrypick Alt	\$0.00		

Supplier	WEG
Price (80 Points)	80.00
Engineering Offerings and Quality Programs (4 Points)	3.33
Inventory Reduction Opportunities (4 Points)	2.72
Storm Response (4 Points)	2.64
JEA Risk Reduction Opportunities (4 Points)	2.36
Ease of doing Business (4 Points)	2.8
Total	93.85
Ranking	1



Formal Bid and Award System

Award #7 May 6, 2021

Type of Award Request: CONTRACT AMENDMENT
Request #: N/A
Requestor Name: Jamila Akrayi – Mgr Project Managers
Requestor Phone: 904-403-8066
Project Title: SJRPP Decommissioning – BSA Closure
Project Number: 8004361
Project Location: JEA
Funds: CAPITAL
Budget Estimate: N/A

Scope of Work:

This solicitation is for the decommissioning of the byproducts storage area at the St. John’s River Power (SJRPP), (“Work”).

This Solicitation provides detailed descriptions of the bid items for the Work to be conducted related to the closure construction for Byproduct Storage Area B (BSA-B) at the St. Johns River Power Park in accordance with the Contract Documents. All costs for items of Work that are not specifically mentioned as included in the listed bid item shall be included in the listed bid item most closely related to the Work involved. The lump sum price and payment made for each item listed shall constitute full compensation for furnishing all labor, materials, and equipment, and performing any associated Contractor quality control, environmental protection, meeting safety requirements, and for performing all Work required for which separate payment is not otherwise provided.

The Work consist of, but is not limited to the following:

- Excavation and relocation of coal combustion residual wastes located outside the final limit of waste boundary as shown on the drawings, including placement and compaction of excavated materials within the BSA-B limit of waste boundary.
- Construction of the containment berm and perimeter ditch on the northern and western sides of BSA-B.
- Excavation of storm water Pond A to the lines and grades shown on the drawings. Clean excavated materials may be used for general fill. Work also includes the removal/abandonment of two existing control structures.
- Abandonment and demolition of the contact water force main and associated pump station. Work also includes the removal of sediments from the contact water ponds and grading of contact water ponds to the grades and lines shown in the drawings.
- Grading and compaction of the final cover subgrade to the lines and grades shown on the drawings.
- Installation of the LLDPE cover system with 18-inch thick granular fill protective cover and 6-inch thick topsoil and sod. The closure system includes a layer of geotextile above the LLDPE with toe drain system as indicated on the plans. Work also includes construction of rim and final cover bench ditches with underdrain piping.
- Installation of stormwater management system components including downlet pipes, transition structures, energy dissipators, and culverts. Work also includes grading of perimeter ditch channels.

JEA IFB/RFP/State/City/GSA#: 071-20
Purchasing Agent: Lovgren, Rodney
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
J. B. COXWELL	Donald P. Spencer	donald@jbcowell.com	6741 Lloyd Road, West Jacksonville, FL 32254	(904)786-1120	\$290,533.05

Amount of Original Award: \$5,960,226.00

Date of Original Award: 10/29/2020

Change Order Amount: \$290,533.05

List of Previous Change Order/Amendments:

CPA #	Amount	Date
193740	\$440,000.00	2/17/2021

New Not-To-Exceed Amount: \$6,690,759.05

Length of Contract/PO Term: Project Completion

Begin Date (mm/dd/yyyy): 12/01/2020

End Date (mm/dd/yyyy): Project Completion (Expected: July, 2021)

Renewal Options: N/A

JSEB Requirement: Goal on Original Award

Comments on JSEB Requirements:

Original Award had 10% JSEB Goal (see original award).

Background/Recommendations:

Originally bid and approved by Awards Committee on 10/29/2020 in the amount of \$5,960,226.00 to J.B. Coxwell. A copy of the original award is attached as backup.

The work was bid on a lump sum basis per line item in the Bid Workbook with a forecast tonnage per CAD files and JEA take-offs. At the commencement of the contract, the Contractor may survey (subject to vetting by JEA's third part PM – APTIM) and determine if any volume variance of significance exists. Any variance of greater than 1% of volumes to be moved, will be adjusted on a prorated basis up or down for payments on the specific bid item line.

During execution of the project, additional work, fill and back work has cause total work to increase.

On 02/17/2021, JEA processed an administrative increase for the Coal Combustion Residual (CCR) Overcut and Backfill in the amount of \$440,400.00 for 24,000 CY.

This request is for:

- Additional CCR Overcut and Backfill in the amount of \$129,551.00 for 7,060 CY. (See attached file: 042021CCR CO Incr Req)
- Pond A Redesign Fill Shortage in the amount of \$160,982.05 for 9,950 CY. (See attached file: 042321 – Pond A Redesign – OS Borrow included Bond Escalation)

Request approval to award contract amendment to J.B. Coxwell Contracting Inc. for SJRPP Demolition – BSA Closure in the amount of \$290,533.05, for a new not-to-exceed amount of \$6,690,759.05, subject to the availability of lawfully appropriated funds.

Manager: Akrayi, Jamila - Mgr Project Managers
Director: Limbaugh, Margaret Z. - Dir Energy Project
Sr. Director: Acs, Gabor - Sr Dir Engineering & Projects
VP: Erixton, Ricky D. – VP Electric Systems

APPROVALS:

Chairman, Awards Committee **Date**

Budget Representative **Date**



J.B. Coxwell Contracting, Inc.

6741 Lloyd Road West
Jacksonville, Florida 32254
Office (904) 786-1120 Fax (904) 783-2970

April 20, 2021

APTIM

Gregory Dever, P.E.
9143 Philips Highway, Suite 400
Jacksonville, Florida 32256

**RE: St. Johns River Power Park Byproduct Storage
Area B – Notice of Changed Condition – CCR
Material Below As-built Grade – Change
Order Request for Final Quantity Removed**

Dear Mr. Dever:

J.B. Coxwell Contracting, Inc. (JBCCI) has completed the removal of Coal Combustion Residual (CCR) material which was located below the as-built elevation. The removal of this material was conducted from December 16, 2020 to March 26, 2021. On April 16, 2021, JBCCI had these areas flown with an accurate GPS drone surveying system to gather surface elevations following the backfilling and grading activities. These elevations were then compared with those collected during the removal process from the floor of the excavations following the removal of the CCR material. The survey and aerial reconnaissance data show that there was a total of 31,060 in-place cubic yards of CCR material removed from below the as-built grade in the areas north and west of the BSA-B cell.

Because this was a changed condition and the total amount of CCR to be removed was unknown, JEA provided an initial change order on February 17, 2021 that included budget to remove up to the first 24,000 in-place cubic yards. It was decided that the amount of material over this quantity would be added onto JBCCI's existing budget of \$6,400,626 once the total amount was known. JBCCI requests compensation for the additional 7,060 in-place cubic yards that were above the February change order maximum quantity. Based on the current unit rate for removal and backfilling within the existing/approved change order of \$18.35 per in-place cubic yard, a change order/budget increase of \$129,551 is requested.

If you have any questions or need further assistance, please do not hesitate to contact me at (904) 421-4526 or on my mobile phone at 904-254-1851.

Respectfully,

J. B. COXWELL CONTRACTING, INC.

Gary Young
Project Manager



J.B. Coxwell Contracting, Inc.

6741 Lloyd Road West
Jacksonville, Florida 32254
Office (904) 786-1120 Fax (904) 783-2970

April 23, 2021

APTIM
Gregory Dever, P.E.
9143 Philips Highway, Suite 400
Jacksonville, Florida 32256

**RE: St. Johns River Power Park Byproduct Storage
Area B – Notice of Changed Condition
Pond A Reduction/Redesign Course of Action**

Dear Mr. Dever:

On or around April 5, 2021, J.B. Coxwell Contracting, Inc. (JBCCI) surveyed/staked the limits of Pond A in preparation to start removing soil from this area to use as cover material for the Area B cell closure. The initial survey stakes showed that a portion of the footprint along the southern side of Pond A was not located within the southern site boundary. This matter was confirmed and communicated to JEA (RFI No.8) upon discovery. On April 8, 2021, this information was confirmed by the design engineer and they provided an optional revised pond grading plan which reduced the pond size and moved the southern boundary back within the limits of the site. This modification reduced the size of the pond by 9,950 in-place (13,300 loose) cubic yards, which reduced the amount of borrow to be used to complete the 2-foot cap over the liner. With this loss of material, there were two options to gain that quantity back; 1) demolish, clear and build the pond as initially designed or 2) reduce the pond size, leave the site boundaries as they are and procure additional cover soil from an offsite source.

JBCCI has conducted a review of the scope of work to complete the demo, clearing, grubbing and build the pond off site and completed a rough estimate on cost and duration. Based on this assessment, the additional effort required to complete this work would require approximately 30 to 45 days and add duration to the overall project schedule. Based on the additional time to complete this pond expansion work off site, this option was not further pursued and is not recommended.

If Pond A is reduced in size, kept within the current site boundary, and is constructed as the revised design stipulates, additional protective cover soil and a small amount of topsoil will need be required brought in from an offsite source. JBCCI has inquired with several potential sources of quality A-3 soil needed for the protective cover layer over the liner. One of those sources is Buck Island, which has been used as a source for this project. However, with the limited amount (Pit total of 300 loads for all contractors per day) of soil which can be taken from that pit per day, the limited hauling hours for the road leading to/from this source and time required to get trucks in/out, place serious strain on our project schedule. To further minimize these constraints, JBCCI has found additional sources for A-3 cover material that are stockpiled and ready to be hauled without restrictions on trucking or daily load counts. We collected a sample of this soil on April 22, 2021 and are having it analyzed by an environmental laboratory to confirm that it is suitable clean fill. This material is similar quality to the material located within Pond A and should serve as suitable replacement. The project cost for this replacement cover material is provided on page 2 of this letter.

Page 1 of 2

Due to the extra time and costs to procure and haul this cover material on site, the unit rate for this replacement soil is \$15.94 per in-place cubic yard. According to the design engineer (Golder Associates), the pond size was reduced by 9,950 in place cubic yards. JBCCI has used this quantity of soil to prepare the summary below:

Material Cost – \$50 load/17 CY Load or \$2.94 CY x 1.07 (tax) =	\$3.15/CY TM.
Trucking (\$76.50/HR as of 4/19/21) =	\$7.41/CY TM.
Security Officer (Per Matt) = NA	\$0.00/CY TM.
Equip.& Oper. (Loading) =	<u>\$0.75/CY TM.</u>
Total less markup (loose soil) =	\$11.31/CY TM.

In-Place compaction ratio of approx. 20% or 1.2 X loose soil quantity (\$11.31 x 1.2)

Total less markup (in-place)	\$13.57/CY TM.
17.5% Markup =	\$ 2.37/CY TM.
Total per CY (in-place)	\$15.94/CY TM
Place/Compact (N/C, included with original bid)	<u>\$ 0.00/CY TM</u>

In-Place Total **\$15.94/ in-place cubic yard**

Pond A Modification (reduction) resulted in a loss of 9,950 in-place cubic yards. At the unit price of \$15.94/CY, the total requested increase in project budget is \$158,603. A bond escalation fee of 1.5 Percent will be assessed and applied on all change order items above the initial project budget. This additional bond charge for the combined change orders will be provided to JEA once the total amount of project budget increase is available.

If you have any questions or need further assistance, please do not hesitate to contact me at (904) 421-4526 or on my mobile phone at 904-254-1851.

Respectfully,
J. B. COXWELL CONTRACTING, INC.

Gary Young
Project Manager



TRANSMITTAL

Transmittal number	4	Date	04/08/2021
Project	JEA ST JOHNS RIVER POWER	11201 NEW BERLIN ROAD JACKSONVILLE, FL 32226	
Project number	072010557		
To	Gary Young Work phone 1 (904) 254-1851 garyy@jbcowwell.com		
Cc			
From	COMANCO Environmental Corp.	4301 Sterling Commerce Drive Plant City, FL 33566	

We are sending	Geotextile Supplier Price Increase Breakdown		
For the purpose of	For review and comment		
Sent via	E-Mail	Reference	Attached

Copies	Date	Description
1	04/07/2021	Tencate Resin Increase Force Majeure Letter

Remarks	
By	Thomas Paul Raab

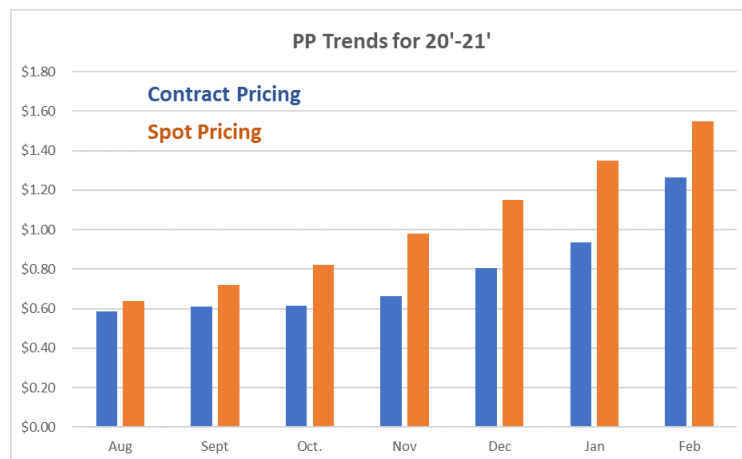
April 7, 2021

Thomas Raab
COMANCO
4301 Sterling Commerce Dr.
Plant City, FL 33566

Dear Mr. Raab:

In these turbulent times, we believe it is good that parties continue to communicate. We understand your concern regarding the current situation resulting from the turbulence in the polypropylene market. We hope to amicably resolve this unfortunate situation, we do understand and share your frustration.

By way of background, TenCate quoted the project on 9/24/20. This quote was then revised on 11/23/20 with receipt of PO on 12/22/20. Production of the material was conducted over the months of November and December. It was during this time massive input cost increases occurred, greatly affecting the costs for this project. The following chart depicts the resin cost increase per month leading up to final production and into the delivery period. This data is directly from the Polypropylene Industry costs outline.



The input costs for the E800 increased over 56% during the manufacturing period creating a drastic cost variance over the initial quoted price. To make matters worse, the material sat in quarantine for two more months. This created a more difficult comparative analysis relative to replacement costs and the ever-worsening market conditions. It was also over this period we immediately enacted price increases and negotiations on quotes and purchase orders that had not yet been fulfilled.

We certainly sympathize with your situation regarding these unfortunate price increases. We too are significantly affected by the current polypropylene market conditions. To help protect TenCate from market conditions like the one we are in, our quote

documentation conveys our ability to place a surcharge, or even cancel the order. Given that our suppliers have declared force majeure which has resulted in a 300% increase in polypropylene pricing since October of last year, these declarations certainly fall into this category.

As I've stated, we would like to get this matter behind us in a mutually agree upon manner. Based on the resin impact, we realized an increase of over 35%, with the material replacement costs at the time of delivery having close to a 90% increase over the initial quote. Please let me know what pricing accommodations you can make, and we can certainly discuss.

Regards,

A handwritten signature in black ink, appearing to read "Brian Baillie". The signature is stylized with a long horizontal stroke at the beginning and a large, sweeping flourish at the end.

Brian Baillie
Commercial Director
Environmental Infrastructure Group

**St Johns River Power Park
 Byproduct area storage closure B**

Quote ID: **QUO-12533-D1K9**

To: Comanco
 Contact: Elizabeth Surface
 Email: esurface@comanco.com
 Customer Service: Kelly Little

Account: 400406
 Quote Duration: 30 days
 Expiration: 12/23/2020
 Freight Terms: FOB Plant

Product	Qty	Unit	Unit Price	Amount (USD)
E800/15/300	143,000	SY	\$0.500	\$71,500.00

Total Line Item Amount	\$71,500.00
- Total Discount	\$0.00
Estimated Freight Amount	
Total Amount, less Freight (USD)	\$71,500.00

Notes:

Flatbed add \$1200 / load 3 loads for the above quantity freight includes post,

Extra testing as per specs add \$600.00

In the present environment, we are unable to guarantee delivery by a specific date. We reserve the right to defer or terminate this agreement if continued adherence to this agreement or purchase order becomes difficult or uneconomical as we determine in our sole discretion.

Terms and Conditions

- Prices are valid only for project referenced above and only for products shipped through from the date of this quote (unless a one-time extension has been granted by TenCate Geosynthetics).
- TenCate Geosynthetics Americas reserves the right to revise quoted price both up and down if resin changes by more than 10% from date of quote referenced from Chemical Data Index (CDI).
- Quoted freight valid for 30 days only. Customer responsible for changes if product ships after freight quote expires.
- TenCate Geosynthetics Americas may cancel or delay an order due to any force majeure event, including but not limited to any Act of God, fire, earthquake, hurricane, acts of civil or military authority, casualty, flood, war, terrorist attack, epidemic, pandemic, insurrection, civil unrest, strikes, or other labor activities or any other similar cause beyond the reasonable control of TenCate Geosynthetics.
- TenCate Geosynthetics Americas reserves the right to apply a product surcharge due to market conditions.
- Equivalents must be approved by specifier.
- Prices are unit prices for roll goods only.
- Prices do not include allowance for waste due to seam loss, overlaps or roll waste.
- Prices do not include tax, installation, or any other field construction related items (i.e. steel cores).
- Payment terms net 30 days from date of invoice unless otherwise agreed in writing signed by an authorized representative.
- No returns accepted on first quality goods.
- All sales are subject to and conditioned on all other TenCate Geosynthetics policies and procedures, which may be provided on request.
- Orders under \$1000 are subject to a \$50 processing fee.
- Prices are FOB origin; prepaid and added. Title and all rights, risks, and rewards of ownership pass upon shipment from seller's point of origin.
- This quotation is for informational purposes only and is not an offer. Placement of an order by you shall comprise an offer to purchase at the quoted pricing, on the terms stated here, and on any additional terms and conditions contained in our invoices. All shipments shall be pursuant to such terms; all contrary and/or additional terms and conditions contained in any ordering documents are hereby objected to and shall be deemed void and of no effect.

Standard TenCate Geosynthetics limited warranty applies. ALL OTHER WARRANTIES, INCLUDING BUT NOT LIMITED TO THE IMPLIED WARRANTIES OF MERCHANTABILITY AND FITNESS FOR PARTICULAR PURPOSE, AND THE WARRANTY AGAINST INFRINGEMENT, ARE DISCLAIMED.

Process date: 2020-11-23 14:37:20 Coordinated Universal Time

From: "Kurtz, Mark" <m.kurtz@tencategeo.com>

To: Elizabeth Surface <esurface@comanco.com>

Sent: Mon, 23 Nov 2020 09:36:11 -0500

Subject: TenCate Geosynthetics Quote: St Johns River Power Park Byproduct area storage closure B
TCG:0076274

Attachments: TenCate_Geo-Quote.pdf



Mark Kurtz

Waste Containment Sales Manager | [TenCate Geosynthetics Americas](#)

A xxxx, Big Lake, MN 55309
United States

P +1 706 693 1806 **M** +1 612 868 4947

E m.kurtz@tencategeo.com

W www.tencategeo.us





APTIM
9143 Philips Highway
Suite 400
Jacksonville, Florida 32256

Project: 631229337 - SJRPP - Landfill Closure
11201 New Berlin Rd
Jacksonville, Florida 32226

Existing Culverts at foot of Access Ramp

TO:	Shane Yenchi (APTIM)	FROM:	Gary Young (J .B. Coxwell Contracting, Inc.)
DATE INITIATED:	04/26/2021	STATUS:	Open
LOCATION:	South Slope	DUE DATE:	04/29/2021
PROJECT STAGE:	Course of Construction	COST CODE:	
COST IMPACT:	TBD	SCHEDULE IMPACT:	TBD
DRAWING NUMBER:	Sheets 5 & 6	SPEC SECTION:	
LINKED DRAWINGS:		REFERENCE:	Construction Plans - Sheet 5&6
RECEIVED FROM:	Gary Young (J .B. Coxwell Contracting, Inc.)		
COPIES TO:	Chris Blank (J .B. Coxwell Contracting, Inc.), Matthew Bratcher (J .B. Coxwell Contracting, Inc.), Zachary Christ (APTIM), Travis Gillespie (APTIM) , Roger Grenville (APTIM), Clyde Read (JEA), Sam Stafford (Golder Associates, Inc.), Shane Yenchi (APTIM)		

Question from Gary Young (J .B. Coxwell Contracting, Inc.) at 08:30 AM on 04/26/2021

JBCCI procured a vacuum truck to clean out the three elliptical RCP pipes that extend under the base of the access road leading up to the top of the cell. Upon cleaning these pipes, we saw that soil appears to be leaking in from one of these pipe sections and continuing to clog the flow of water through the area. Due to its location, JBCCI could not see the breach or damage within the pipe and is unsure if it's leaking from more than one location or pipe. As part of the scope of work, we will be reconstructing/surfacing this road. JBCCI requests direction on how the JEA would like to handle this material and leak within the pipe.

Awaiting an Official Response

All Replies:

BY _____ DATE _____ COPIES TO _____



Formal Bid and Award System

Award #6 October 29, 2020

Type of Award Request: INVITATION FOR BID (IFB)
Requestor Name: Jamila Akrayi - Mgr Project Manage
Requestor Phone: 904-403-8066
Project Title: SJRPP Decommissioning - BSA Closure
Project Number: 8004361
Project Location: JEA
Funds: O&M
Budget Estimate: \$5,600,000.00
Scope of Work:

This solicitation is for the decommissioning of the byproducts storage area at the St. John's River Power (SJRPP), ("Work").

This Solicitation provides detailed descriptions of the bid items for the Work to be conducted related to the closure construction for Byproduct Storage Area B (BSA-B) at the St. Johns River Power Park in accordance with the Contract Documents. All costs for items of Work that are not specifically mentioned as included in the listed bid item shall be included in the listed bid item most closely related to the Work involved. The lump sum price and payment made for each item listed shall constitute full compensation for furnishing all labor, materials, and equipment, and performing any associated Contractor quality control, environmental protection, meeting safety requirements, and for performing all Work required for which separate payment is not otherwise provided.

The Work consist of, but is not limited to the following:

- Excavation and relocation of coal combustion residual wastes located outside the final limit of waste boundary as shown on the drawings, including placement and compaction of excavated materials within the BSA-B limit of waste boundary.
- Construction of the containment berm and perimeter ditch on the northern and western sides of BSA-B.
- Excavation of storm water Pond A to the lines and grades shown on the drawings. Clean excavated materials may be used for general fill. Work also includes the removal/abandonment of two existing control structures.
- Abandonment and demolition of the contact water force main and associated pump station. Work also includes the removal of sediments from the contact water ponds and grading of contact water ponds to the grades and lines shown in the drawings.
- Grading and compaction of the final cover subgrade to the lines and grades shown on the drawings.
- Installation of the LLDPE cover system with 18-inch thick granular fill protective cover and 6-inch thick topsoil and sod. The closure system includes a layer of geotextile above the LLDPE with toe drain system as indicated on the plans. Work also includes construction of rim and final cover bench ditches with underdrain piping.

- Installation of stormwater management system components including downlet pipes, transition structures, energy dissipators, and culverts. Work also includes grading of perimeter ditch channels.

A complete scope of work is listed in the Appendix A Technical Specification attached to this solicitation.

JEA IFB/RFP/State/City/GSA#: 071-20
Purchasing Agent: Lovgren, Rodney
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
J.B. Coxwell Contracting Inc	Donald P. Spencer	DonaldS@jbcowell.com	6741 Lloyd Road West, Jacksonville, FL 32254	(904) 786-1120	\$5,960,226.00

Amount for entire term of Contract/PO: \$5,960,226.00

Award Amount for remainder of this FY: \$5,960,226.00

Length of Contract/PO Term: Project Completion

Begin Date (mm/dd/yyyy): 12/01/2020

End Date (mm/dd/yyyy): 04/01/2021

Renewals: N/A

JSEB Requirement: Goal – 10%

Donna J. Hamilton – Pipe Supplier 2.4%
 DJ Contracting – Trucking 7.6%

BIDDERS:

Name	Bid Amount
J.B. COXWELL	\$5,960,226.00
ODIN CONSTRUCTION SOLUTIONS LLC	\$6,860,000.00
TETRA TECH EC, INC.	\$8,482,000.00
THALLE CONSTRUCTION CO, INC.	\$9,537,403.25

Background/Recommendations:

Advertised on 02/12/2020. Eleven (11) prime companies attended the optional WebEx prebid. Nine (9) prime companies completed the mandatory site visit. At proposal opening on 10/13/2020, JEA received four (4) Bids. JEA determined J.B. Coxwell Contractors Inc to be the lowest priced Responsive and Responsible Bidder. A copy of the Bid Form is attached as backup.


The work was bid on a lump sum basis per line item in the Bid Workbook with a forecast tonnage per CAD files and JEA take offs. At the commencement of the contract, the Contractor may survey (subject to vetting by JEA's third part PM – APTIM) and determine if any volume variance of significance exists. Any variance of greater than 1% of volumes to be moved, will be adjusted on a prorated basis up or down for payments on the specific bid item line.

The price is higher than the budget amount due to pond closure being required to complete the project and was not included in the original estimate. Considering the additional work price is deemed to be reasonable.

071-20 – Request approval to award a contract to J.B. Coxwell Contracting Inc, for SJRPP Demolition – BSA Closure in the amount of \$5,960,226.00, subject to the availability of lawfully appropriated funds.

Manager: Akrayi, Jamila - Mgr Project Manage
Director: Limbaugh, Margaret Z. - Dir Energy Project
Sr. Director: Acs, Gabor - Sr Dir Engineering & Projects
Chief: Erixton, Ricky D. - Interim General

APPROVALS:

 _____ 10/29/2020

Chairman, Awards Committee **Date**

 _____ 10/29/2020

Budget Representative **Date**



Formal Bid and Award System

Award #8 May 6, 2021

Type of Award Request: REQUEST FOR PROPOSALS (RFP)
Request #: 6913
Requestor Name: Ventura, Mildred - Contract Specialist
Requestor Phone: (904) 665-5201
Project Title: Facilities Janitorial Service – Open Market for Downtown, Service Centers and other Sites
Project Number: HE30801
Project Location: JEA
Funds: O&M
Budget Estimate: \$969,485.20

Scope of Work:

The purpose of this Request for Proposals (this “RFP”) is to evaluate and select a firm (“Company” or “Proposer”) to provide the following Janitorial Services to JEA at the following locations (collectively, the "Work" or "Services"):

- Janitorial Services for the Downtown facilities listed in Appendix B - Proposal Workbook. JEA owns the following buildings in the Downtown area: JEA Tower (Plaza I), Customer Center (Plaza II), Adair Building (Plaza III) and Motor Pool.
- Janitorial Services for JEA’s Service Centers, and other specific additional facilities including Wellness Centers identified in Appendix B - Proposal Workbook. JEA owns sites primarily in Duval County, with some additional sites in Clay, Nassau, and St Johns Counties.

JEA IFB/RFP/State/City/GSA#: 024-21
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	thsinc@ths-inc.org	1010 N Davis Street, Ste 201 Jacksonville FL 32209	(904) 232-6300	\$1,173,613.40

Amount for entire term of Contract/PO: \$1,173,613.40
Award Amount for remainder of this FY: \$391,204.47
Length of Contract/PO Term: One (1) Year w/Two (2) – One (1) Yr. Renewals
Begin Date (mm/dd/yyyy): 06/01/2021
End Date (mm/dd/yyyy): 05/31/2022
Renewal Options: YES - Two (2) - One (1) Yr. Renewals
JSEB Requirement: Twenty Percent (20%) Goal

Comments on JSEB Requirements:

Eversafe Building Maintenance (Janitorial Services) – 20%

PROPOSERS:

Name	Amount	Score	Rank	Disqualification
TRUSTED HAND SERVICE, INC.	\$1,173,613.40	83.98	1	No
MARSDEN SERVICES	\$1,475,916.50	77.97	2	No
ACP FACILITY SERVICES, INC.	\$1,162,257.28	77.19	3	No
INTERSTATE MAINTENANCE	\$1,757,199.51	69.66	4	No
D & A BUILDING SERVICES	\$1,703,382.21	69.51	5	No
HIGH SOURCES INC.	\$1,109,018.88	62.98	6	No
UNITED MAINTENANCE COMPANY	\$1,988,456.90	60.12	7	No
JANI-KING OF JACKSONVILLE	\$1,059,833.00	54.53	8	No
BCG FACILITY SERVICES	\$1,657,317.15	N/A	N/A	Yes - Min Quals
KITA CORPORATION	\$954,490.40	N/A	N/A	Yes - Incorrect Forms

Background/Recommendations:

Advertised on 02/25/2021. Ten (10) prime companies attended the optional pre-proposal meeting held on 03/03/2021. At Proposal opening on 03/16/2021, JEA received ten (10) Proposals. JEA evaluated the companies on rates, company experience, Cleaning Industry Management Standards Certification and quality metrics and Trusted Hand Services, Inc. is deemed the highest evaluated Responsive and Responsible Proposer. A copy of the Proposal Form, Proposal Workbook and Evaluation Results are attached as backup.

The current contract did not initially include spend for Covid cleaning, Storm Support, or an increased number of Wellness Centers. There was a significant increase in the number of hours for Ad-Hoc cleaning services. The previous contract included 325 hours vs. the new contract, which includes 19,769 hours. JEA required a minimum hourly wage of at least \$12.55 per hour for a Janitor as compared to the current contract which stipulated a minimum wage of at least \$10.85 per hour. When comparing the price between the current contract and the new contract, it resulted in an estimated 22% percent increase or \$117,869.07 over one (1) year after normalizing the services at each site. The award amount of \$1,173,613.40 is approximately 21% higher than the forecasted budget estimate.

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

- **Total cost difference:** \$117,869.07 (unit price increase) = (\$117,869.07)

024-21 – Request approval to award a contract to Trusted Hand Services, Inc. for Facilities Janitorial Service – Open Market for Downtown, Service Centers and other Sites for a total not-to-exceed amount of \$1,173,613.40, subject to the availability of lawfully appropriated funds.

Manger: Newton-Green, Melanie - Mgr Business Operations
Director: Brunell, Baley L. - Dir Facilities & Fleet Services
VP: McElroy, Alan D. - VP Supply Chain & Operations Support

APPROVALS:

Chairman, Awards Committee

Date

Budget Representative

Date

APPENDIX B - PROPOSAL FORM
RFP 024-21 FACILITIES JANITORIAL SERVICES – OPEN MARKET FOR
DOWNTOWN, SERVICE CENTERS AND OTHER SITES

PROPOSER INFORMATION:

PROPOSER NAME: TRUSTED HAND SERVICE, INC
 BUSINESS ADDRESS: 1010 N DAVIS STREET, STE 201
 CITY, STATE, ZIP CODE: JACKSONVILLE, FL 32209
 TELEPHONE: 904-232-6300
 FAX: 904-232-2774
 EMAIL OF CONTACT: THSINC@THS-INC.ORG
 WEBSITE: WWW.TRUSTEDHANDSERVICE.COM

QUOTATION OF RATES

Maximum score for criterion is: 50 Points

The Proposer shall provide a firm-fixed price quote for all Work in this Solicitation by completing the enclosed Proposal Workbook. The prices shall include all profit, taxes, benefits, travel, and all other overhead items.

Please note, the prices quoted by the Proposer on the Proposal Form must be firm-fixed prices, not estimates. Any modifications, exceptions, or objections contained within the Proposal form may subject the Proposal to disqualification.

Description of Services – 024-21 Facilities Janitorial Services - Open Market for Downtown, Service Centers and Other Sites	Total One (1) Year Proposal Price
Total One (1) Year Proposal Price – Transfer total from Appendix B – Proposal Workbook	\$1,173,613.40

PROFESSIONAL EXPERIENCE, LOCATION, AND AVAILABILITY OF RESPONDENTS STAFF

Maximum score for this criterion: 20 Points

The Proposer shall provide one resume of for the Account Manager available to work on the JEA engagement. Education and Experience: Maximum points for this criterion: 10 points. At a minimum, the resume shall present the employee's name, title, years of service with the company, applicable professional registrations, education and work experience, including contracts similar in complexity and include the number of sites supported during the contract. Additional points will be awarded for contracts of similar size and complexity.

Availability, Response Time, and Account Management: Maximum points for this criterion: 10 points
 In addition to the Education and Experience detailed above, the Proposer shall also submit a verifiable local business address for the Account Manager, their availability, and their expected average response time to JEA.

Proposer may provide this information in its own format to be attached to Appendix B – Proposal Form.

CLEANING INDUSTRY MANAGEMENT STANDARDS CERTIFICATION (CIMS)

Maximum score for this criterion: 5 Points

The Proposer must supply a copy of their CIMS certification. Proposers who have a current CIMS certification will receive five points. Proposers that do not have the certification will receive zero points.

CIMS Certification shall be attached to Appendix B – Proposal Form.

APPENDIX B - PROPOSAL FORM
RFP 024-21 FACILITIES JANITORIAL SERVICES – OPEN MARKET FOR
DOWNTOWN, SERVICE CENTERS AND OTHER SITES

QUALITY METRICS

Maximum score for this criterion: 25 Points

The Proposer shall submit a written "Quality Plan" addressing, at a minimum, the following elements for JEA, and how it specifically applies to the following needs of JEA:

- Coverage, Adequacy and Frequency of Inspection
 - How will the Proposer determine if the specified Service Levels are being met across all sites?
 - What will be inspected?
 - Who will complete the inspections?
 - What will be the frequency of inspections?
 - What will be the coverage (Frequency of all sites receiving inspections)?
- Frequency and Delivery of Metric Reporting
 - What Quality Metrics will be tracked?
 - How often will reporting be provided to JEA?
 - How will the data be made available to JEA?
 - How will the reporting be delivered? Electronically or via hard copy?
- Follow Up Action Plan for Failed Inspections
 - Please propose a "Follow Up Action Plan" for any failed inspections.

Proposer may provide this information in its own format to be attached to Appendix B – Proposal Form.

Proposers's Certification

By submitting this Proposal, the Proposer certifies (1) that the Proposer 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 Company 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.

Please initial below:

KM (Initials) I have read and understood the Sunshine Law/Public Records clauses contained within this solicitation. I understand that in the absence of a redacted copy my proposal will be disclosed to the public "as-is".

We have received addenda 1 through 1

Katy Moon
Signature of Authorized Officer of Proposer or Agent

03/15/2021
Date

KATY MOON, PRESIDENT
Printed Name & Title

904-232-6300
Phone Number

APPENDIX B - PROPOSAL WORKBOOK	
RFP 024-21 FACILITIES JANITORIAL SERVICES - OPEN MARKET	
DOWNTOWN CAMPUS	
DOWNTOWN CAMPUS	Total
Section 1 - Regularly (Scheduled) Cleaning Services Annual	\$ 413,724.48
Section 2.1 - Emergency Cleaning Services	\$ 632.45
Section 2.2- Ad - Hoc Cleaning Services	\$ 127,452.05
Section 3 - Ad - Hoc Specialized Cleaning Services	\$ 37,690.00
Section 4 - Parts and Materials	\$ 763.00
Annual Total	\$ 580,261.98

APPENDIX B - PROPOSAL WORKBOOK	
RFP 024-21 FACILITIES JANITORIAL SERVICES - OPEN MARKET	
SERVICE CENTERS & OTHER SITES	
SERVICE CENTERS & OTHER SITES	Total
Section 1 - Regularly (Scheduled) Cleaning Services Annual	\$ 258,694.51
Section 2.1 - Emergency Cleaning Services	\$ 583.46
Section 2.2- Ad - Hoc Cleaning Services	\$ 331,250.45
Section 3 - Ad - Hoc Specialized Cleaning Services	\$ 2,060.00
Section 4 - Parts and Materials	\$ 763.00
Annual Total	\$ 593,351.42

1 Year Total -Amount to be entered on Proposal Form	\$ 1,173,613.40
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APPENDIX B – PROPOSAL WORKBOOK
RFP 024-21 FACILITIES JANITORIAL SERVICES - OPEN MARKET
DOWNTOWN CAMPUS

Section 1) Regular (Scheduled) Cleaning Services {Appendix A - Technical Specifications - Sections 12 and 13}

Company shall submit pricing in Column J to perform scheduled cleaning services as described in Sections 12 and 13 of "Appendix A - Technical Specifications." All bid prices shall include all travel, parts, tools and materials to complete the service. Note that all daily, weekly, twice a week, monthly, quarterly, and annual cleanings shall be included in the submitted monthly price. The estimated one (1) year quantities are to be used as guidelines and are not a guarantee of work.

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

* Average overall building population

**TRUSTED HAND
SERVICE, INC**

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	JEA Tower Plaza I Basement, Walkways, Restrooms and Parking	8,000	12	0	12	per month	703.22	\$ 8,438.64
1.02	21 W Church St, 32202	JEA Tower Plaza I Floor 1, Office	9,174	15	800*	12	per month	806.42	\$ 9,677.04
1.03	21 W Church St, 32202	JEA Tower Plaza I Floor 2, Office	10,262	20		12	per month	902.06	\$ 10,824.72
1.04	21 W Church St, 32202	JEA Tower Plaza I Floor 3, Office	11,947	21		12	per month	1050.18	\$ 12,602.16
1.05	21 W Church St, 32202	JEA Tower Plaza I Floor 4, Office	13,250	23		12	per month	1164.72	\$ 13,976.64
1.06	21 W Church St, 32202	JEA Tower Plaza I Floor 5, Office	13,250	21		12	per month	1164.72	\$ 13,976.64
1.07	21 W Church St, 32202	JEA Tower Plaza I Floor 6, Office	13,250	21		12	per month	1164.72	\$ 13,976.64
1.08	21 W Church St, 32202	JEA Tower Plaza I Floor 7, Office	13,250	21		12	per month	1164.72	\$ 13,976.64
1.09	21 W Church St, 32202	JEA Tower Plaza I Floor 8, Office	13,250	21		12	per month	1164.72	\$ 13,976.64
1.10	21 W Church St, 32202	JEA Tower Plaza I Floor 9, Office	13,250	21		12	per month	1164.72	\$ 13,976.64
1.11	21 W Church St, 32202	JEA Tower Plaza I Floor 10, Office	13,250	21		12	per month	1164.72	\$ 13,976.64
1.12	21 W Church St, 32202	JEA Tower Plaza I Floor 11, Office	13,250	21		12	per month	1164.72	\$ 13,976.64
1.13	21 W Church St, 32202	JEA Tower Plaza I Floor 12, Office	13,250	21		12	per month	1164.72	\$ 13,976.64
1.14	21 W Church St, 32202	JEA Tower Plaza I Floor 13, Office	13,250	21		12	per month	1164.72	\$ 13,976.64
1.15	21 W Church St, 32202	JEA Tower Plaza I Floor 14, Office	13,250	21		12	per month	1164.72	\$ 13,976.64
1.16	21 W Church St, 32202	JEA Tower Plaza I Floor 15, Office	13,250	17	12	per month	1164.72	\$ 13,976.64	
1.17	21 W Church St, 32202	JEA Tower Plaza I Floor 16, Office	13,250	17	12	per month	1164.72	\$ 13,976.64	
1.18	21 W Church St, 32202	JEA Tower Plaza I Floor 17, Office	3,316	14	12	per month	291.49	\$ 3,497.88	
1.19	21 W Church St, 32202	JEA Tower Plaza I Floor 19, Office	4,858	15	12	per month	427.03	\$ 5,124.36	
1.20	21 W Church St, 32202	Plaza Deck Area & steps to Sidewalk, Waterproofed Deck	21,910	0	0	12	per month	1925.96	\$ 23,111.52
1.21	21 W Church St, 32202	Customer Center Plaza II Floor 1, Office	22,160	32	450*	12	per month	1947.93	\$ 23,375.16
1.22	21 W Church St, 32202	Customer Center Plaza II Floor 2, Office	26,673	32		12	per month	2344.64	\$ 28,135.68
1.23	21 W Church St, 32202	Customer Center Plaza II Floor 3, Office	19,056	30		12	per month	1675.08	\$ 20,100.96
1.24	21 W Church St, 32202	Customer Center Plaza II Floor 4, Office	26,673	40		12	per month	2344.64	\$ 28,135.68
1.25	21 W Church St, 32202	Customer Center Plaza II Floor 5, Office	14,104	31		12	per month	1239.79	\$ 14,877.48
1.26	21 W Church St, 32202	Customer Center Plaza II Floor 6, Office	26,673	32		12	per month	2344.64	\$ 28,135.68
1.27	421 Laura St N, 32202	Adair Building Plaza III, Mezzanine Public areas, Hallways, (excluding Parking decks)	4,000	0	0	12	per month	351.61	\$ 4,219.32
1.28	421 Laura St N, 32202	Adair Building Plaza III Wellness Center	11,000	33	Varies	12	per month	966.93	\$ 11,603.16
1.29	21 East Church St, 32202	Motor Pool	160	2	0	12	per month	14.06	\$ 168.72
Total Cost Section 1								\$	413,724.48

Section 2.1) Emergency Cleaning Services

Company shall submit pricing in Column G to perform Emergency Cleaning Services as described in Section 14.1 of "Appendix A - Technical Specifications." Emergency Cleaning Services shall be approved by JEA Contract Administrator or their designee. Emergency Cleaning Services shall apply the Per Visit Charge in addition to the submitted hourly rates for Company Supervisor and Janitors. Emergency Cleaning Services shall have a one (1) hour minimum applied to their hourly rates upon arrival at the job site. Normally after regular work hours of 7:00 am – 8:00 pm, Monday – Friday and on JEA holidays. The estimated one (1) year quantities are to be used as guidelines and are not a guarantee of work.

Item No	Description of Services	Estimated One (1) Year Volume	Unit of Measure	Price Per Unit	Total Price
2.1.1	Per Visit Charge	5	per visit	16.33	\$ 81.65
2.1.2	Hourly Rate - Company Supervisor	15	per hour	20.39	\$ 305.85
2.1.3	Hourly Rate - Janitor	15	per hour	16.33	\$ 244.95
				Total Cost Section 2.1	\$ 632.45

Section 2.2) Ad-Hoc Cleaning Services

Company shall submit pricing in Column G to perform Ad-Hoc Cleaning Services as described in Sections 14.2, 15 and 17 of "Appendix A - Technical Specifications." Ad-hoc Cleaning Services shall be approved by JEA Contract Administrator or their designee. Ad-hoc Cleaning Services shall use the submitted hourly rates below for Company Supervisor and Janitors. Ad-Hoc Cleaning Services hourly rate shall be applied on a per-hour basis with a minimum of one (1) hour and shall begin when the employee arrives at the job site. The estimated one (1) year quantities are to be used as

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	20.39	\$ 3,262.40
2.2.2	Hourly Rate - Janitor	325	per hour	16.33	\$ 5,307.25
2.2.3	Hourly Rate - Janitor* Contingency Weather and Pandemic events (sections 15 and 17 of Technical Specifications).	7,280	per hour	16.33	\$ 118,882.40
				Total Cost Section 2.2	\$ 127,452.05

Section 3) Ad-Hoc Specialized Cleaning Services

Company shall submit pricing in Column G to perform Ad-Hoc Specialized Cleaning Services as described in Section 18 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 this section, Item Numbers 3.01, 3.02, 3.03, 3.05, 3.07, and 3.08. As a result, pricing for these Item Numbers must include any consumable products required. Item numbers 3.04 and 3.06 do not require the use of any consumable products.** The estimated one (1) year quantities are to be used as guidelines and are not a guarantee of work.

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	86,000	per square foot	0.08	\$ 6,880.00
3.02	Wet Extraction Shampoo of Carpet	19,000	per square foot	0.09	\$ 1,710.00
3.03	Pressure Wash - JEA Plaza Deck Area (with specified Simple Green cleaning agent)	100,000	per square foot	0.10	\$ 10,000.00
3.04	Pressure Wash - Adair Garage Parking Area	125,000	per square foot	0.10	\$ 12,500.00
3.05	Marble Floor and Marble Counter Treatment	5,700	per square foot	0.30	\$ 1,710.00
3.06	Pressure Wash Loading Dock Areas	5,400	per square foot	0.10	\$ 540.00
3.07	Parquet Wood Floor Treatment	4,000	per square foot	0.60	\$ 2,400.00

3.08	Brick Floor Treatment	6,500	per square foot	0.30	\$	1,950.00
				Total Cost Section 3	\$	37,690.00

4) Parts and Materials

Company shall submit pricing in Column G for Parts and Materials as described in Section 19 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. The estimated one (1) year quantities are to be used as guidelines and are not a guarantee of work.

Item No	Description of Services	Estimated One (1) Year Volume	Unit of Measure	Markup Percentage not to exceed 10%		Total Price
4.1	Estimated Parts & Materials Needed	700	dollars	9%	\$	763.00
				Total Cost Section 4	\$	763.00

APPENDIX B – PROPOSAL WORKBOOK
RFP 024-21 FACILITIES JANITORIAL SERVICES - OPEN MARKET
SERVICE CENTERS AND OTHER SITES

Section 1) Regular (Scheduled) Cleaning Services {Appendix A - Technical Specifications - Sections 11 and 12}

Company shall submit pricing in Column J to perform scheduled cleaning services as described in Sections 11 and 12 of "Appendix A - Technical Specifications." All bid prices shall include all travel, parts, tools and materials to complete the service. Note that all daily (Monday through Friday), weekly, twice a week, monthly, quarterly, and annual cleanings shall be included in the submitted price per unit. The estimated one (1) year quantities are to be used as guidelines and are not a guarantee of work.

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

* Column G, Population (with asterisk) includes employees working in each building or on site. It also includes field employees assigned to each location as a home base, who may check in throughout the day.

**TRUSTED HAND
SERVICE, INC**

Item No	Street Address and Zip Code	Site Name and Facility Type	Cleanable Square Feet	Fixture Count**	Population*	Frequency	Unit of Measure	Price Per Unit	Estimated One (1) Year Volume	Total Price
1.01.	1002 N Main St, 32206	Main Street Lab								
1.01. a	1002 N Main St, 32206	Main Street Lab, Office	25,339	24	35	Daily	per month	2457.6	12	\$ 29,491.20
1.01. b	1002 N. Main St, 32201	Big Jim Building/Main Street Lab	500	7	1	1 x week	per visit	11.19	52	\$ 581.88
1.01. c	970 N Main St, 32206	Main Street Visitor Center, Office	5,350	16	Varies	Daily	per month	518.88	12	\$ 6,226.56
1.02.	7720 Ramona Blvd, 32221	Systems Operations Control Center (SOCC)								
1.02. a	7720 Ramona Blvd, 32221	SOCC, Office	43,139	26	80	Daily	per month	4184	12	\$ 50,208.00
1.02. b	7720 Ramona Blvd, 32221	SOCC, Station 5-CIP Access Required	2,500	0	5	1 x week	per visit	55.96	52	\$ 2,909.92
1.02. c	7721 Ramona Blvd, 32221	SOCC Annex,	86	3	0	Daily	per month	8.34	12	\$ 100.08
1.02. d	7720 Ramona Blvd, 32221	SOCC, Wellness Center	834	21	N/A	Daily	per month	80.89	12	\$ 970.68
1.03.	6674 Commonwealth Ave, 32254	Commonwealth Service Center								
1.03. a	6674 Commonwealth Ave, 32254	Commonwealth Service Center, Office	26,724	70	210*	Daily	per month	2591.93	12	\$ 31,103.16
1.03. b	6675 Commonwealth Ave, 32254	Front Guard Shack, Guard Building	160	0	1	Daily	per month	15.52	12	\$ 186.24
1.04.	2434 Pearl St, 32206	Pearl St Service Center								
1.04. a	2434 Pearl St, 32206	Pearl St Service Center, Admin Building, Office and Warehouse	22,200	6	180*	Daily	per month	2153.15	12	\$ 25,837.80
1.04. b	2434 Pearl St, 32206	Pearl St Service Center, Wellness Center	5,300	50	N/A	Daily	per month	514.04	12	\$ 6,168.48
1.04. c	2434 Pearl St, 32206	Water Meter Shop (office and shop)	222	3	2	Daily	per month	21.53	12	\$ 258.36
1.04. d	2408 Pearl St, 32206	Meter Reading, Office	4,600	13	12	Daily	per month	446.15	12	\$ 5,353.80
1.05.	2525 Pearl St, 32206	Medical Clinic	5,057	16	7	Daily	per month	490.47	12	\$ 5,885.64
1.06.	6727 Broadway Ave, 32254	Westside Service Center								
1.06. a	6727 Broadway Ave, 32254	Westside Service Center, Office and Warehouse	17,945	17	90*	Daily	per month	1740.46	12	\$ 20,885.52
1.06. b	6727 Broadway Ave, 32254	Westside Service Center , Wellness Center	3,260	45	N/A	Daily	per month	316.18	12	\$ 3,794.16
1.06. c	6727 Broadway Ave, 32254	Westside Service Center Guard Shack (1)	157	3	1	Daily	per month	15.23	12	\$ 182.76
1.06. d	6727 Broadway Ave, 32254	Westside Service Center, Building 3	2,600	10	*	3 x week	per visit	19.4	156	\$ 3,026.40

Item No	Street Address and Zip Code	Site Name and Facility Type	Cleanable Square Feet	Fixture Count**	Population*	Frequency	Unit of Measure	Price Per Unit	Estimated One (1) Year Volume	Total Price
1.06. e	6727 Broadway Ave 32254	Westside Service Center, Building 5	921	7	*	2 x week	per visit	10.31	104	\$ 1,072.24
1.06. f	6727 Broadway Ave 32254	Westside Service Center, Building 6	900	7	*	2 x week	per visit	10.07	104	\$ 1,047.28
1.06. g	6553 Broadway Avenue, 32254	Westside Service Center, Training Center	2,700	10	20	Daily	per month	261.87	12	\$ 3,142.44
1.07.	2325 Emerson St, 32207	Southside Service Center								
1.07. a	2325 Emerson St, 32207	Southside Service Center, Building 4	4,100	15	16	Daily	per month	397.65	12	\$ 4,771.80
1.07. b	2325 Emerson St, 32207	Southside Service Center, Building 5, Offices	12,000	3	118*	Daily	per month	1163.86	12	\$ 13,966.32
1.07. c	2325 Emerson St, 32207	Southside Service Center, Building 5, Wellness Center, bathrooms and locker rooms.	2,550	23	N/A	Daily	per month	247.32	12	\$ 2,967.84
1.07. d	2325 Emerson St, 32207	Southside Service Center, Guard Shack (1)	40	3	1	Daily	per month	3.88	12	\$ 46.56
1.07. e	2325 Emerson St, 32207	Southside Service Center, Building 9, Office and Restroom	200	4	2	Once per week	per visit	4.48	52	\$ 232.96
1.08.	102 N Kernan Blvd, 32225	Ridenour								
1.08. a	102 N Kernan Blvd, 32225	Ridenour, Admin Building	15,100	22	48	Daily	per month	1464.53	12	\$ 17,574.36
1.08. b	102 N Kernan Blvd, 32225	Ridenour, Wellness Center	1,825	18	N/A	Daily	per month	177	12	\$ 2,124.00
1.08. c	102 N Kernan Blvd, 32225	Ridenour, Water Treatment Plant	280	5	5	Daily	per month	27.16	12	\$ 325.92
1.09	5717 New Kings Road, 32209	Fleet Staging Facility	833	9	10	3 x week	per visit	6.21	156	\$ 968.76
1.10. a	1085 New Berlin Road, 32218	JEA Utility Training Center, offices, classrooms, conference room, breakroom and restrooms. (current)	3350 (current)	14	Varies - less than 10	Daily	per month	1299.65	3	\$ 3,898.95
1.10. b	1085 New Berlin Road, 32218	JEA Utility Training Center, offices, classrooms, conference room, breakroom and restrooms. (Future)	11,500	35	Unknown	Daily	per month	1487.16	9	\$ 13,384.44
								Total Cost Section 1		\$ 258,694.51

Item No	Street Address and Zip Code	Site Name and Facility Type	Cleanable Square Feet	Fixture Count**	Population*	Frequency	Unit of Measure	Price Per Unit	Estimated One (1) Year Volume	Total Price
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Section 2.1) Emergency Cleaning Services

Company shall submit pricing in Column G to perform Emergency Cleaning Services as described in Section 13.1 of "Appendix A - Technical Specifications." Emergency Cleaning Services shall be approved by JEA Contract Administrator or their designee. Emergency Cleaning Services shall apply the Per Visit Charge in addition to the submitted hourly rates for Company Supervisor and Janitors. Emergency Cleaning Services shall have a one (1) hour minimum applied to their hourly rates upon arrival at the job site. Normally after regular work hours of 7:00 am – 8:00 pm, Monday – Friday and on JEA holidays. The estimated one (1) year quantities are to be used as guidelines and are not a guarantee of work.

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	16.33	32.66
2.1.2	Hourly Rate - Company Supervisor	15	per hour	20.39	305.85
2.1.3	Hourly Rate - Janitor	15	per hour	16.33	244.95
				Total Cost Section 2.1	\$ 583.46

Section 2.2) Ad-Hoc Cleaning Services

Company shall submit pricing in Column G to perform Ad-Hoc Cleaning Services as described in Sections 13.2, 14 and 16 of "Appendix A - Technical Specifications." Ad-hoc Cleaning Services shall be approved by JEA Contract Administrator or their designee. Ad-hoc Cleaning Services shall use the submitted hourly rates below for Company Supervisor and Janitors. Ad-Hoc Cleaning Services shall have a one (1) hour minimum applied to their hourly rates upon arrival at the job site. The estimated one (1) year quantities are to be used as guidelines and are not a guarantee of work.

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	20.39	3,262.40
2.2.2	Hourly Rate - Janitor	325	per hour	16.33	5,307.25
2.2.3	Hourly Rate - Janitor* Contingency Weather and Pandemic events. (sections 14 and 16 of Technical Specifications).	19,760	per hour	16.33	322,680.80
				Total Cost Section 2.2	\$ 331,250.45

Section 3) Ad-Hoc Specialized Cleaning Services

Company shall submit pricing in Column G to perform Ad-Hoc Specialized Cleaning Services as described in Section 17 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 this section, Item Numbers 3.01, 3.02, and 3.03. As a result, pricing for these Item Numbers must include any consumable products required.** The estimated one (1) year quantities are to be used as guidelines and are not a guarantee of work.

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	10,000	per square foot	0.08	800.00
3.02	Wet Extraction Shampoo of Carpet	5,000	per square foot	0.09	450.00
3.03	Pressure Wash Loading Dock Areas	8,100	per square foot	0.10	810.00
				Total Cost Section 3	\$ 2,060.00

4) Parts and Materials

Company shall submit pricing in Column G for Parts and Materials as described in Section 18 of "Appendix A - Technical Specifications," it is JEA's intent to provide janitorial supplies to Company whenever possible. If / when the JEA Contract Administrator deems that janitorial supplies shall be provided by Company, then the mark-up percentage submitted below shall apply. The estimated one (1) year quantities are to be used as guidelines and are not a guarantee of work.

Item No	Description of Services	Estimated One (1) Year Volume	Unit of Measure	Markup Percentage not to exceed 10%	Total Price
4.1	Estimated Parts & Materials Needed	700	dollars	9%	763.00
				Total Cost Section 4	\$ 763.00

024-21 Janitorial Services - Open Market

Vendor Rankings	M. Newton-Green	J. Ryan	M. Ventura	Σ Rank	Rank
Trusted Hand	1	1	1	3	1
Marsden	3	2	2	7	2
ACP	2	3	3	8	3
D&A	4	5	5	14	4
Interstate	5	4	6	15	5
High Sources	8	7	4	19	6
United	6	6	7	19	6
Jani-King	7	8	8	23	8

M. Newton-Green	Quotation of Rates (50 Points)	Experience, Location, Availability (20 Points)	CIMS Certification (5 Points)	Quality Metrics (25 Points)	Total	Rank
ACP	45.59	13.7	0	21	80.29	2
D&A	31.11	20.00	0.00	25	76.11	4
High Sources	47.78	3.30	0.00	4	55.08	8
Interstate	30.16	17.00	5.00	23	75.16	5
Jani-King	50.00	7.00	0.00	0	57	7
Marsden	35.90	16.70	5.00	21	78.6	3
Trusted Hand	45.15	18.00	0.00	23	86.15	1
United	26.65	17	0	21	64.65	6

J. Ryan	Quotation of Rates (50 Points)	Experience, Location, Availability (20 Points)	CIMS Certification (5 Points)	Quality Metrics (25 Points)	Total	Rank
ACP	45.59	14.7	0	16	76.29	3
D&A	31.11	13.50	0.00	18.7	63.31	5
High Sources	47.78	3.30	0.00	10	61.08	7
Interstate	30.16	15.00	5.00	18.5	68.66	4
Jani-King	50.00	3.30	0.00	0	53.3	8
Marsden	35.90	17.50	5.00	21	79.4	2
Trusted Hand	45.15	17.10	0.00	20.4	82.65	1
United	26.65	15.00	0	19.8	61.45	6

M. Ventura	Quotation of Rates (50 Points)	Experience, Location, Availability (20 Points)	CIMS Certification (5 Points)	Quality Metrics (25 Points)	Total	Rank
ACP	45.59	13.4	0	16	74.99	3
D&A	31.11	17.00	0.00	21	69.11	5
High Sources	47.78	12.00	0.00	13	72.78	4
Interstate	30.16	14.70	5.00	15.3	65.16	6
Jani-King	50.00	3.30	0.00	0	53.3	8
Marsden	35.90	15.00	5.00	20	75.9	2
Trusted Hand	45.15	17.00	0.00	21	83.15	1
United	26.65	11.30	0	16.3	54.25	7

	Quotation of Rates (50 Points)	Experience, Location, Availability (20 Points)	CIMS Certification (5 Points)	Quality Metrics (25 Points)	Total
Overall Averages					
Trusted Hand	45.59	13.93	0.00	17.67	83.98
Marsden	31.11	16.83	0.00	21.57	77.97
ACP	47.78	6.20	0.00	9.00	77.19
Interstate	30.16	15.57	5.00	18.93	69.66
D&A	50.00	4.53	0.00	0.00	69.51
High Sources	35.90	16.40	5.00	20.67	62.98
United	45.15	17.37	0.00	21.47	60.12
Jani-King	26.65	14.43	0.00	19.03	54.53

Disqualified - Kita and BCG