

# Welcome to the JEA Awards Meeting

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

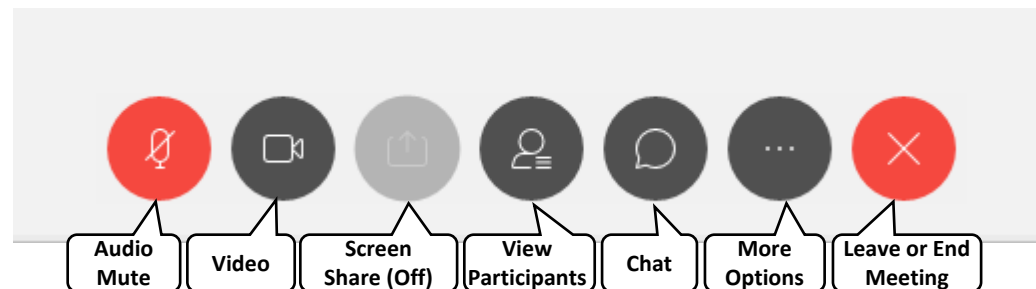
We will unmute your lines during the public comment time and provide opportunity for you to speak.

During the meeting, interested persons can also email **Halley Stewart** at [reimhj@jea.com](mailto:reimhj@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 **Halley Stewart** by telephone at **(904) 665-8815** or by email at [reimhj@jea.com](mailto:reimhj@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 12, 2022

**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): 2309 526 2709  
WebEx Password: cQMmJPHA823

## **Public Comments:**

## **Awards:**

1. Approval of the minutes from the last meeting (05/05/2022).
2. 1410598646 - Request approval to award a contract to Capps Land Management & Material LLC for construction services for the Hampton Falls Dr. Electrical Easement 12-Inch Watermain Replacement project in the amount of \$592,526.00, subject to the availability of lawfully appropriated funds.
3. 1410578846 - Request approval to award a contract to Presidio Networked Solutions for New HQ Cisco Webex and Telephone Equipment for new JEA Headquarters in the amount of \$863,201.88, subject to the availability of lawfully appropriated funds.
4. 1410619246– Request approval to award a contract to Sawcross, Inc. for Construction Services for Lofton Oaks WTP Improvements Project in the amount of \$5,717,800.00, subject to the availability of lawfully appropriated funds.
5. **DEFERRED** - Request approval to award a contract increase to Transformer Maintenance & Service, Inc for painting services in the amount of \$488,055.00, for a new total not-to-exceed amount of \$1,517,430.00, subject to the availability of lawfully appropriated funds.
6. Request approval to award a contract to Duval Ford for JEA Fleet Services Light Duty Vehicle Maintenance and Repair Services in the amount of \$2,656,201.14, subject to the availability of lawfully appropriated funds.
7. Request approval to award Hal Jones Contractor a contract for pre-construction and engineering services for the McCoy's Creek Utility Relocation project in the amount of \$331,438.00, subject to the availability of lawfully appropriated funds.
8. Request approval to award a one (1) year contract renewal to Altec Industries, Inc. (\$815,758.34) and Ring Power Corporation (\$27,671.25), for Fleet Services Bucket Truck Maintenance and Repair Services for a new not-to-exceed amount of \$2,822,955.57, 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.

## 05-12-2022 Awards Committee

	<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 05/05/2022 meeting.
2	INVITATION FOR BID (IFB)  9 Bidders	Vu	\$531,800.00	\$592,526.00	CAPPS LAND MANAGEMENT & MATERIAL LLC	Project Completion (Estimated: March 2023)	<p><b><u>Hampton Falls Dr. Electrical Easement 12-Inch Watermain Replacement</u></b></p> <p>The Contractor shall install approximately 1960 linear feet (LF) of 12-inch PVC water main (WM) by open cut and Horizontal Directional Drill (HDD), 290 linear feet of 8-inch PVC water main by open-cut within City of Jacksonville right-of-way, JEA-owned property and JEA easement.</p> <p>Advertised on 03/24/2022. Fourteen (14) prime contractors attended the initial mandatory pre-bid meeting held on 03/29/2022. At Bid opening on 05/03/2022, JEA received nine (9) Bids. Capps Land Management &amp; Material LLC is the lowest responsive and responsible Bidder. A copy of the Bid Form and Workbook are attached as backup.</p> <p>The award amount of \$592,526.00 is approximately 11% higher than the budget estimate. Variance in bid price is due to the recent, significant price increase of 12" and 8" pressure pipe and related fittings. Upon review with JEA estimating, the bid is deemed reasonable.</p> <p>1410598646 - Request approval to award a contract to Capps Land Management &amp; Material LLC for construction services for the Hampton Falls Dr. Electrical Easement 12-Inch Watermain Replacement project in the amount of \$592,526.00.</p>
3	INVITATION FOR BID (IFB)  3 Bidders	Datz	\$1,500,000.00	\$863,201.88	PRESIDIO, NETWORKED SOLUTIONS LLC	One-Time Purchase	<p><b><u>New HQ Cisco Webex and Telephone Equipment</u></b></p> <p>Advertised on 04/21/2022. No pre-bid meeting was held. At bid opening on 05/03/2022, JEA received three (3) Bids. Respondents were required to be a Cisco Gold Partner and the bid was evaluated on price only. One bidder was disqualified for not being a Cisco Gold Partner. JEA specifies Gold Partnership to ensure it does not receive refurbished or unsupported equipment. Currently, there are over 60 partners in the United States that have this level, which allows us to competitively bid while also ensuring the equipment is legitimate. Cisco Network Equipment is a JEA Standard. A copy of Presidio's Bid Workbook is attached as backup.</p> <p>This request of \$863,201.88 is for new Cisco Webex and telephone collaboration equipment needed to support hybrid teamwork for new</p>

## 05-12-2022 Awards Committee

						<p>construction facilities, including the new JEA HQ. This equipment will let employees or meeting guests join video meetings, digitally whiteboard, annotate on shared content, use go-to web apps, and wirelessly present. The bid included discounts ranging from 69-75% off Cisco list pricing; however, did not include extended warranties as that is currently under contract with Presidio for Cisco hardware.</p> <p>JEA has specified that all line items ship separately as soon as they are available to ensure availability for the new JEA Headquarters opening. Note, JEA's most recent large Cisco Equipment term contract also with Presidio included comparable similar discounts of 20-61% off Cisco list prices.</p> <p>1410578846 - Request approval to award a contract to Presidio Networked Solutions for New HQ Cisco Webex and Telephone Equipment for new JEA Headquarters in the amount of \$863,201.88, subject to the availability of lawfully appropriated funds.</p>
4	<p>INVITATION FOR BID (IFB)</p> <p>4 Bidders</p>	Vu	\$3,910,107.00	\$5,717,800.00	SAWCROSS, INC.	<p><b><u>Construction Services for Lofton Oaks WTP Improvements</u></b></p> <p>The scope of work of this project is to implement improvements to the existing Lofton Oaks WTP to supplement demands within JEA's Nassau Grid. This work will provide an improved water capacity, a new ground storage tank, two new high service pumps, reinstallation of a backup pump, a new bulk sodium hypochlorite storage tank, a new high service pump building including an electrical room, unisex toilet, a chemical metering room and chemical storage area.</p> <p>Advertised on 03/11/2022. Ten (10) prime contractors attended the mandatory pre-bid meeting held on 03/24/2022. At Bid opening on 04/26/2022, JEA received four (4) Bids. Sawcross, Inc. is the lowest responsive and responsible Bidder. A copy of the Bid Form and Workbook are attached as backup.</p> <p>The award amount of \$5,717,800.00 is approximately 46.2% higher than the budget estimate completed in December 2021. The project team has reviewed this project and has deemed this bid reasonable based on current market conditions. The variance can mainly be attributed to the difference in estimated and actual cost for electrical components and mechanical materials for items such as the aerator system, the pump/control building, processing piping, and valves.</p> <p>1410619246– Request approval to award a contract to Sawcross, Inc. for Construction Services for Lofton Oaks WTP Improvements Project in the amount of \$5,717,800.00, subject to the availability of lawfully appropriated funds.</p>

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5 - Defer	Defer	Defer	Defer	Defer	Defer	Defer	Defer
6	INVITATION TO NEGOTIATE (ITN)  2 Responses	McElroy	\$1,945,944.60	\$2,656,201.14	DUVAL FORD	Three (3) Year w/Two (2) – 1 Yr. Renewals	<p><b><u>JEA Fleet Services Light Duty Vehicle Maintenance and Repair Services ITN</u></b></p> <p>The purpose of this Invitation to Negotiate (the "ITN") is to solicit pricing for the maintenance and repair services for JEA's Light Duty Vehicle Fleet. The services that will be performed under this scope will be at a minimum preventative maintenance, corrective maintenance, yard checks, and road calls to support JEA operations. Currently, there are 383 Light Duty Vehicle assets that will be included in this program. The majority of the assets are Ford vehicles (295 vehicles) and the remainder are Dodge vehicles (88 vehicles).</p> <p>The original bid estimate was established utilizing the spend for Light Duty Maintenance over the past three (3) years. During that time, JEA's Light Duty Maintenance and Repair was performed by AutoNation Ford. Under their contract, some services were reduced due to changes in the business model that accommodated COVID protocols. The variance between the budget estimate and new contract is attributed to an increase in contractor rates and the addition of several ad-hoc services. Ad-hoc services were added in support of Emergency/Storm, miscellaneous technical support, and JEA's Fire Extinguisher program. The addition of these services make-up 40% of the variance and the remaining 60% is due to rate increases across services for Yardwork, Corrective and Preventative maintenance.</p> <p>The JEA team which includes members from Procurement, Operations Support Services, and Fleet Services have worked together to improve the service commodity by focusing on the following areas:</p> <ul style="list-style-type: none"> <li>• Leveraging JEA's purchasing power through 1) grouping brand specific assets, and 2) revised maintenance forecasting</li> <li>• Allowing the maintenance providers to contribute to the projected maintenance plan development</li> </ul> <p>This solicitation was grouped into three (3) categories: Light Duty Dodge, Light Duty and Yardwork for (2) locations. Within Light Duty Dodge and Light Duty, projections for Ad Hoc Services to cover for storm support, upfitting/down fitting, technician support and JEA's Fire Extinguisher Program were included to capture pricing and potential savings should the services be required. Each section was to be awarded individually to highest ranked Company. JEA evaluated both companies, based on minimum qualifications, pricing, professional experience, location,</p>

## 05-12-2022 Awards Committee

						<p>availability, and cost containment efficiencies. Duval Ford was deemed the highest overall value to JEA</p> <p>The award amount of \$2,656,201.14 was calculated by using the existing fleet makeup and the corresponding projected maintenance, both preventative and corrective, that will occur over the next three (3) year period. These numbers can fluctuate depending on actual usage of the vehicle, future fleet purchases and retirements, the severity and frequency of major repairs, along with fleet plans as part of JEA growth.</p> <p>Our hourly rate went from \$90 (previous contract) to \$100 on this contract. The previous contract supplier did not request in a timely manner a rate increase on any year. They did propose a price increase to renew which was far in excess of what we see with the new vendor, Duval Ford.</p> <p>Duval Ford was recently awarded the Medium Duty Maintenance and Repair Services contract. These two contracts will be Duval Ford's first maintenance contracts with JEA. Duval Ford has assured JEA that they are ready to concurrently serve the light and medium duty maintenance and service needs of JEA's fleet; they have already begun a multi-year expansion plan at Duval Ford to become NE Florida's sole Ford Pro vendor. The Ford Pro Maintenance model is a nationwide program aimed at providing a consistent national price for common maintenance and light repairs. Duval Ford currently has sixty-five (65) service bays and they are in the process of adding sixteen (16) new stalls to a new 17,000 square foot facility. Duval Ford has over sixty (60) technicians who are Ford Service Compliant in all service categories. Duval Ford has indicated they will continue to add qualified technicians as their business grows. At commencement, Duval Ford will assign ten (10) technicians dedicated to the JEA Fleet. The assigned JEA Service Advisor has previous experience with JEA fleet operations and is familiar with the eAM system. Duval Ford has four (4) mobile units, of which two (2) will be dedicated to JEA for road calls and yardwork. In their bid presentation, they proposed a strong preventive maintenance program that would assist JEA in reducing downtime and minimizing corrective services.</p> <p>Request approval to award a contract to Duval Ford for JEA Fleet Services Light Duty Vehicle Maintenance and Repair Services in the amount of \$2,656,201.14, subject to the availability of lawfully appropriated funds.</p>
7	JOINT PROJECT	Vu	\$340,000.00	\$331,438.00	<p>HAL JONES CONTRACTOR (A DIVISION OF VECELLIO &amp; GROGAN, INC.)</p>	<p>Project Completion (Expected: December 2022)</p> <p><b><u>McCoy's Creek Utility Relocation - DB - JP with COJ</u></b> Engineering design to remove the existing water mains and sewer mains from King St. and Stockton St. bridges across McCoy's Creek. Engineering design to replace the existing water mains, gravity sewers and construct a new sanitary sewage pump station and force main from the north side to the south side of McCoy's Creek at Stockton Street.</p>

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						<p>The City of Jacksonville issued a design-build solicitation to build two bridges in the McCoy Creek area, and this solicitation included a JEA utility relocation project. The City evaluated the submitted responses and selected Hal Jones Contractor as the most qualified to perform the work. The City entered into a contract with Hal Jones Contractor on 04/14/2022.</p> <p>JEA and the contractor successfully completed negotiations for design of the JEA portion of the work up to the 90% design process. The fee for this work is approximately 2.5% below the estimate and deemed reasonable. As the design progress, increases to the contract for construction will be brought before the Awards Committee for approval.</p> <p>Request approval to award Hal Jones Contractor a contract for pre-construction and engineering services for the McCoy's Creek Utility Relocation project in the amount of \$331,438.00, subject to the availability of lawfully appropriated funds.</p>	
8	CONTRACT RENEWAL	McElroy	\$843,429.59	\$815,758.34  \$27,671.25	ALTEC INDUSTRIES, INC  RING POWER CORPORATION	One (1) Years w/Two (2) – One (1) Yr. Renewals	<p><b><u>JEA Fleet Services Bucket Truck Maintenance and Repair Services</u></b></p> <p>This agreement provides maintenance and repair services for JEA's Aerial Bucket Truck Vehicles. The services performed under this scope will include preventive and corrective maintenance, yard checks and road calls to support JEA operations. There are 279 aerial assets that will be part of this program with the majority of them being of the Altec or Terex brand.</p> <p>This request is to execute the second one (1) year renewal with Altec Industries Inc. and Ring Power Corporation. Altec Industries Inc. will be performing maintenance and support for the Altec brand of aerial assets along with other miscellaneous assets needing similar work, and Ring Power Corporation will be performing maintenance and support for the Terex brand of aerial assets. This is for the maintenance of the attachment portion of the asset. Cab and chassis maintenance, tires, etc. are performed by the vendors for those respective services. This contract supports both blue and grey sky services for JEA. Altec Industries, Inc. has requested an increase in their hourly rates and annual inspection pricing (7.95% increase over their 2021-2022 pricing). This increase is driven mainly by increases in the costs for air filters and other miscellaneous parts. Ring Power Corporation agreed to renew under the same terms and did not increase their rates. A revised Altec Industries, Inc. bid workbook has been attached for back-up. Including Altec's increase, the proposed contracted rates would still place Altec as the lowest cost supplier when compared to other respondents in the 2020 solicitation.</p> <p>The award amount is an estimate calculated by using the existing fleet makeup and the corresponding projected maintenance, both preventative and corrective, that will occur over the next one (1) year period and by looking at the average daily spend to estimate the costs for the renewal</p>



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							<p>period. These numbers can fluctuate depending on actual usage of the vehicle, future fleet purchases and retirements, the severity and frequency of major repairs, along with fleet plans as part of JEA growth. JEA continues to look for a third maintenance vendor that may be willing to be competitive with the two OEM vendors. With the fleet expanding to include a third OEM aerial vehicle this year, we will pursue adding a third maintenance provider during the next solicitation for these services.</p> <p>Request approval to award a one (1) year contract renewal to Altec Industries, Inc. (\$815,758.34) and Ring Power Corporation (\$27,671.25), for Fleet Services Bucket Truck Maintenance and Repair Services for a new not-to-exceed amount of \$2,822,955.57, subject to the availability of lawfully appropriated funds.</p>
<b>Total Award</b>				<b>\$11,004,596.61</b>			

## **JEA AWARDS COMMITTEE MAY 5, 2022 MEETING MINUTES**

The JEA procurement Awards Committee met on May 5, 2022, in person with a WebEx option.

WebEx Meeting Number (access code): 2309 526 2709

WebEx Password: cQMmJPHA823

Members in attendance were Jenny McCollum as Chief Procurement Officer, Stephen Datz as Chairperson (onsite), Hai Vu as Vice Chairperson (onsite), Steven Elmore as Budget Representative, Rebecca Lavie as Office of General Counsel Representative; Todd Skinner for Ricky Erixton, Joe Orfano (onsite), Laura Dutton. Unless otherwise indicated, all attendees were via WebEx.

Chair Datz called the meeting to order at 10:00 a.m., introduced the Awards Committee Members, and confirmed that there was an in-person quorum of the Committee membership present.

### Public Comments:

Chair Datz 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 (4/21/2022). Chair Datz verbally presented the Committee Members the proposed April 21, 2022 minutes as presented.

**MOTION:** Joe Orfano made a motion to approve the April 21, 2022 minutes (Award Item 1). The motion was seconded by Hai Vu and approved unanimously by the Awards Committee (5-0).

The Committee Members reviewed and discussed the following Awards Items 2 – 11:

2. Request approval of a contract termination for convenience for JEA Contract No. 199483 with Mod43, Inc.

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

3. Request approval to award a change order to Sabre Industries, Inc. for the Design, Fabrication and Shipping of the SOCC Annex Tower in the amount of \$479,138.00, for a new not-to-exceed amount of \$958,560.00, 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 Todd Skinner and approved unanimously by the Awards Committee (5-0).

4. Request approval to award a change order to Red Clay Consulting, Inc. for additional services needed for implementation support for the Oracle Customer to Meter C2M project in the amount of \$2,461,001.00, for a new not-to-exceed amount of \$5,187,810.90, subject to the availability of lawfully appropriated funds.

**MOTION:** Hai Vu made a motion to approve Award Item 4 as presented in the committee packet. The motion was seconded by Todd Skinner and approved unanimously by the Awards Committee (5-0).

5. Request approval to award a one (1) year contract to CDW Government for SPLUNK Hot Storage cloud/monitoring subscription with standard success plan and training in the amount of \$466,307.98, subject to the availability of lawfully appropriated funds.

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

6. Request approval for a contract increase for Cured-In-Place Pipe (CIPP) Unit Price Construction with Insituform Technologies, LLC in the amount of \$840,000.00, for a new, not-to-exceed amount of \$3,297,877.00, subject to the availability of lawfully appropriated funds.

**MOTION:** Hai Vu made a motion to approve Award Item 6 as presented in the committee packet. The motion was seconded by Todd Skinner and approved unanimously by the Awards Committee (5-0).

7. Request approval for a contract increase for Cured-In-Place Pipe (CIPP) Unit Price Construction with Insituform Technologies, LLC in the amount of \$840,000.00, for a new, not-to-exceed amount of \$3,297,877.00, subject to the availability of lawfully appropriated funds.

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

8. Request approval to award a contract to the developer, Wildlight LLC, for the construction of the reclaimed water main and sewer force main by Burnham Construction, Inc. for the Wildlight PDP 3 - North Arterial Roadway in the amount of \$954,182.02, subject to the availability of lawfully appropriated funds.

**MOTION:** Joe Orfano made a motion to approve Award Item 8 as presented in the committee packet. The motion was seconded by Hai Vu and approved unanimously by the Awards Committee (5-0).

9. 1410572446 – Request approval to award a contract for Facilities HVAC Repair and Installation Services for Up To 20 Tons to Certified Air Contractors, Inc. (\$200,000.00) and W.W. Gay Mechanical Contractors, Inc. (\$200,000.00), for a total not-to-exceed amount of \$400,000.00, subject to the availability of lawfully appropriated funds.

**MOTION:** Laura Dutton made a motion to approve Award Item 9 as presented in the committee packet. The motion was seconded by Hai Vu and approved unanimously by the Awards Committee (5-0).

10. 1410434646 – Request approval to award a contract for General Engineering Services for Water Wastewater and Reclaimed Water Projects to Ardurra Group, Inc. (\$1,705,554.00); Mott MacDonald Florida, LLC (\$1,705,554.00); AECOM Technical Services, Inc. (\$1,705,554.00); Kimley-Horn and Associates, Inc. (\$1,705,554.00); Freese and Nichols, Inc. (\$1,705,554.00); Black & Veatch Corporation (\$1,705,554.00); Mittauer & Associates, Inc. (\$1,705,554.00); Wright-Pierce, Inc. (\$1,705,554.00); McKim & Creed, Inc. (\$1,705,554.00), in the amount of \$15,349,986.00, subject to the availability of lawfully appropriated funds.

**MOTION:** Hai Vu made a motion to approve Award Item 10 as presented in the committee packet. The motion was seconded by Joe Orfano and approved unanimously by the Awards Committee (5-0).

11. Request approval to award a contract increase to Wharton-Smith, Inc. for the fine screen work package as part of the Buckman Biosolids Conversion Projects in the amount of \$3,684,712.00, for a new not-to-exceed amount of \$50,678,702.00, subject to the availability of lawfully appropriated funds.

**MOTION:** Hai Vu made a motion to approve Award Item 11 as presented in the committee packet. The motion was seconded by Todd Skinner 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

Public Comments:

No additional public comment speaking period was taken.

Adjournment:

Chair Datz adjourned the meeting at 10:59 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/](https://www.jea.com/About/Procurement/Awards_Meeting_Agendas_and_Minutes/)



# Formal Bid and Award System

Award #2 May 12, 2022

**Type of Award Request:** BID (IFB)  
**Request #:** 449  
**Requestor Name:** Hilton-Jones, Erin  
**Requestor Phone:** (904) 665-6431  
**Project Title:** Hampton Falls Dr. Electrical Easement 12-Inch Watermain Replacement  
**Project Number:** 8006343  
**Project Location:** JEA  
**Funds:** Capital  
**Budget Estimate:** \$531,800.00

**Scope of Work:**

The Contractor shall install approximately 1960 linear feet (LF) of 12-inch PVC water main (WM) by open cut and Horizontal Directional Drill (HDD), 290 linear feet of 8-inch PVC water main by open-cut within City of Jacksonville right-of-way, JEA-owned property and JEA easement.

**JEA IFB/RFP/State/City/GSA#:** 1410598646  
**Purchasing Agent:** King, David  
**Is this a Ratification?:** No

**RECOMMENDED AWARDEE(S):**

Name	Contact Name	Email	Address	Phone	Amount
CAPPS LAND MANAGEMENT & MATERIAL LLC	Clyde Cross	<a href="mailto:clyde@cappsland.net">clyde@cappsland.net</a>	114 Halsema Rd. South, Jacksonville, FL 32220	(904) 693-8644	\$592,526.00

**Amount for entire term of Contract/PO:** \$592,526.00  
**Award Amount for remainder of this FY:** \$360,000.00  
**Length of Contract/PO Term:** Project Completion  
**Begin Date:** 07/11/2022  
**End Date:** Project Completion (Estimated: March 2023)  
**JSEB Requirement:** Three Percent (3%) Requirement

**Comments on JSEB Requirements:**

D and J Erosion Control Services (Erosion Control) – 1.6%  
DJ Contracting Inc. (Material Hauling) – 1.4%

**BIDDERS:**

Name	Amount
CAPPS LAND MANAGEMENT & MATERIAL LLC	\$592,526.00
DB CIVIL CONSTRUCTION, LLC	\$626,923.00
T G UTILITY COMPANY INC.	\$639,077.00
T B LANDMARK CONSTRUCTION INC	\$693,093.94
UNITED BROTHERS DEVELOPMENT CORP	\$696,336.60
DBE UTILITY SERVICES	\$745,626.00
CALLAWAY CONTRACTING INC.	\$768,570.00
PETTITCOAT-SCHMITT CIVIL CONTRATORS, INC.	\$809,667.00
JAX UNDERGROUND UTILITIES, INC	\$1,087,047.95

**Background/Recommendations:**

Advertised on 03/24/2022. Fourteen (14) prime contractors attended the initial mandatory pre-bid meeting held on 03/29/2022. At Bid opening on 05/03/2022, JEA received nine (9) Bids. Capps Land Management & Material LLC is the lowest responsive and responsible Bidder. A copy of the Bid Form and Workbook are attached as backup.

The award amount of \$592,526.00 is approximately 11% higher than the budget estimate. Variance in bid price is due to the recent, significant price increase of 12” and 8” pressure pipe and related fittings. Upon review with JEA estimating, the bid is deemed reasonable.

1410598646 - Request approval to award a contract to Capps Land Management & Material LLC for construction services for the Hampton Falls Dr. Electrical Easement 12-Inch Watermain Replacement project in the amount of \$592,526.00, subject to the availability of lawfully appropriated funds.

**Manager:** Sencer, Justin B - Mgr W/WW Reuse Delivery & Collection Engineering  
**Director:** Scheel, Jackie B. - Dir W/WW Reuse Delivery & Collection  
**VP:** Vu, Hai X. - VP Water Wastewater Systems

**APPROVALS:**

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

\_\_\_\_\_  
**Budget Representative** **Date**

Addendum 4 Appendix B - Bid Forms  
1410598646 Hampton Falls Dr. Electrical Easement 12-Inch Watermain Replacement

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

Company Name: Capps Land Management & Materials, LLC.

Company's Address: 114 Halsema Rd., South, Jacksonville, FL 32220

License Number: CUC1224880

Phone Number: (904) 693-8644 FAX No: (904)693-8645 Email Address: clyde@cappsland.net

<p><b><u>BID SECURITY REQUIREMENTS</u></b></p> <input type="checkbox"/> None required <input checked="" type="checkbox"/> Certified Check or Bond (Five Percent (5%))	<p><b><u>TERM OF CONTRACT</u></b></p> <input type="checkbox"/> One Time Purchase <input type="checkbox"/> Annual Requirements <input checked="" type="checkbox"/> Other, Specify - Project Completion
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<p><b><u>SAMPLE REQUIREMENTS</u></b></p> <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	<p><b><u>SECTION 255.05, FLORIDA STATUTES CONTRACT BOND</u></b></p> <input type="checkbox"/> None required <input checked="" type="checkbox"/> Bond required 100% of Bid Award
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<p><b><u>QUANTITIES</u></b></p> <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.	<p><b><u>INSURANCE REQUIREMENTS</u></b></p> <p align="center"><b>Insurance required</b></p>
-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------	---------------------------------------------------------------------------------------------

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

<b>ENTER YOUR BID FOR SOLICITATION 1410598646</b>	<b>TOTAL BID PRICE</b>
Total Bid Price for the Project (enter total from cell G58 in the Bid Workbook)	<b>\$ 592,526.00</b>

**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 \_\_\_\_\_

*Clyde Cross*      5/2/22

Handwritten Signature of Authorized Officer of Company or Agent      Date

\_\_\_\_\_ through \_\_\_\_\_

Clyde Cross, Vice President

Printed Name and Title

**1410598646 Addendum 6 Appendix B - Bid Workbook**  
**Hampton Falls Dr. Electrical Easement 12-Inch Watermain Replacement**  
(Only complete the prices in yellow cells)

**Company: Capps Land Management & Materials**

Unless otherwise noted, column 2 refers to paragraphs /sections found in the latest edition of the JEA's Water & Sewer Standards Manual.  
This document can be found on www.jea.com.  
\*Refer to Appendix A Technical Specifications.

Item	JEA Water and Wastewater Standards Manual Section	Item Description	Unit of Measure	Est. Qty.	Unit Price	Extended Price
1	801.XIII.9	Below Ground Flushing/Manual Air Release Valve/Sample Tap Assembly	EA	4	\$ 2,425.00	\$9,700.00
2	801.XII.13	Compliance Sample Taps (Plate W-27)	EA	5	\$ 270.00	\$1,350.00
3	801.XII.14	Temporary Sample Taps (Plate W-25 or W-26)	EA	2	\$ 633.00	\$1,266.00
4	801.XII.1	12" FPVC (DR18) Water Main by HDD	LF	290	\$ 218.00	\$63,220.00
5	801.XII.1	12" PVC (DR18) Water Main by Open Cut	LF	1670	\$ 109.00	\$182,030.00
6	801.XII.1	10" PVC (DR18) Water Main by Open Cut	LF	15	\$ 101.00	\$1,515.00
7	801.XII.1	8" PVC (DR18) Water Main by Open Cut	LF	180	\$ 97.00	\$17,460.00
8	801.XII.1	8" CLDI (PC350) Water Main by Open Cut	LF	110	\$ 115.00	\$12,650.00
9	917*	Connection to Existing 12" Water Main (West End)	LS	1	\$ 5,000.00	\$5,000.00
10	917*	Connection to Existing 12" Water Main Stub-Out at San Pablo Road (East End)	LS	1	\$ 5,000.00	\$5,000.00
11	917*	Connection to Existing 10" Water Main for Manowar Lane	LS	1	\$ 5,000.00	\$5,000.00
12	917*	Connection to Existing 8" Water Main for Danhurst Way	LS	1	\$ 5,000.00	\$5,000.00
13	917*	Connection to Existing 8" Water Main on Hampton Falls Dr N	LS	1	\$ 5,000.00	\$5,000.00
14	801.XII.2	12" Restrained MJ DI Sleeve	EA	2	\$ 1,070.00	\$2,140.00
15	801.XII.2	12" Restrained MJ DI 90° Bends	EA	1	\$ 1,210.00	\$1,210.00
16	801.XII.2	12" Restrained MJ DI 45° Bends	EA	12	\$ 1,109.00	\$13,308.00
17	801.XII.2	12" Restrained MJ DI 11.25° Bends	EA	2	\$ 1,022.00	\$2,044.00
18	801.XII.2	12"x12" Restrained MJ DI Tee	EA	2	\$ 1,749.00	\$3,498.00
19	801.XII.2	12"x10" Restrained MJ DI Tee	EA	1	\$ 1,743.00	\$1,743.00
20	801.XII.2	12"x8" Restrained MJ DI Tee	EA	2	\$ 1,458.00	\$2,916.00
21	801.XII.2	12" MJ DI Plug with Dead-End Using Mechanical Restraints	EA	3	\$ 660.00	\$1,980.00
22	801.XII.2	10" Restrained MJ DI Sleeve	EA	1	\$ 931.00	\$931.00
23	801.XII.2	8" Restrained MJ DI Sleeve	EA	2	\$ 677.00	\$1,354.00
24	801.XII.2	8" Restrained MJ DI 90° Bends	EA	2	\$ 674.00	\$1,348.00
25	801.XII.2	8" Restrained MJ DI 45° Bends	EA	8	\$ 611.00	\$4,888.00
26	801.XII.2	8"x8" Restrained MJ DI Tee	EA	1	\$ 1,010.00	\$1,010.00
27	801.XII.2	8" MJ DI Plug with Dead-End Using Mechanical Restraints	EA	1	\$ 435.00	\$435.00
28	801.XII.8	8" Thrust Collar	EA	1	\$ 3,000.00	\$3,000.00
29	801.XIII.3	12" MJ Gate Valve with Box and Cover	EA	8	\$ 4,761.00	\$38,088.00
30	801.XIII.3	8" MJ Gate Valve with Box and Cover	EA	4	\$ 2,663.00	\$10,652.00
31	801.XII.6	12" Pipe Bell Restraint	EA	87	\$ 449.00	\$39,063.00
32	801.XII.6	10" Pipe Bell Restraint	EA	1	\$ 421.00	\$421.00
33	801.XII.6	8" Pipe Bell Restraint	EA	16	\$ 290.00	\$4,640.00
34	801.XII.4	Polyethylene Wrap for Pipe, Fittings, Valves and Bell Restraints	LF	550	\$ 1.00	\$550.00
35	801.III.2.1	Abandon 12" WM by Sealing End	EA	4	\$ 400.00	\$1,600.00
36	801.III.2.2	Abandon 12" WM by Grout Filling	LF	55	\$ 50.00	\$2,750.00
37	801.III.2.1	Abandon 8" WM by Sealing End	EA	6	\$ 400.00	\$2,400.00
38	801.IX.1	Remove Concrete Sidewalk (COJ Standards)	SY	6	\$ 15.00	\$90.00
39	801.IX.4	Restore Concrete Sidewalk (COJ Standards)	SY	6	\$ 100.00	\$600.00
40	801.X	Remove and Restore Wire Fence	LF	80	\$ 50.00	\$4,000.00
41	801.X	Remove and Restore Wood Fence	LF	30	\$ 75.00	\$2,250.00
42	801.VII	Seed (Based on Pipe Open Cut Lengths and HDD Work Areas Only within transmission easement)	SY	2040	\$ 1.50	\$3,060.00
43	801.VII	Sod (Based on Pipe Open Cut Length of 8" between houses on Hampton Falls)	SY	100	\$ 5.00	\$500.00
44	909*	Gopher Tortoise Exclusion Fencing (Type IV Silt Fence)	LF	1200	\$ 7.50	\$9,000.00

**Subtotal \$475,660.00**

Testing Allowance	\$10,000.00
Supplemental Work Authorization (SWA)	\$53,000.00
Special Conditions (Maximum of 10% enter %)	<b>10.00%</b> \$53,866.00

**Bid Total (Enter this amount on Page 1 of the Bid Form) \$592,526.00**

Total Bid Price less General Conditions, SWAs and Allowances:	\$475,660.00
JSEB Requirement:	3%
JSEB Requirement (dollars):	\$14,269.80





# JSEB BID FORM

## 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 Solicitation Number** 1410598646. 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)*

**1) JSEB Vendor Name:** D and J Erosion Control Specialists, Inc.

Primary Contact Name:	Diana Lewis	
Email:	jlewis@dandjerosioncontrol.com	
Phone:	(904) 424-0034	
Scope of Work:	Erosion Control	
Percentage of Total Job:		Dollar Amount: \$7,800

**2) JSEB Vendor Name:** D&J Contracting of Jacksonville, Inc.

Primary Contact Name:	Donna Hamilton	
Email:	donna@djcontracting.com	
Phone:	(904) 786-5652	
Scope of Work:	Crushed Stone, Hauling, Site Clean-Up	
Percentage of Total Job:		Dollar Amount: \$6,500

**3) JSEB Vendor Name:**

Primary Contact Name:		
Email:		
Phone:		
Scope of Work:		
Percentage of Total Job:		Dollar Amount:

**Company** Capps Land Management & Materials, LLC  
**Signed**   
**Title** Vice President  
**Email** clyde@cappsland.net  
**Phone** (904) 693-8644      **Date** 05/02/22

Note: All fields are required to be completed on this form. This list shall not be modified subsequent to bid opening without a showing of good cause and the written consent of the JEA. Also, in case of discrepancy, the dollar amount stands.



# Formal Bid and Award System

Award #3 May 12, 2022

**Type of Award Request:** INVITATION FOR BID (IFB)  
**Request #:** 463  
**Requestor Name:** Todd, Landon M. - Mgr IT Infrastructure & Collaboration Platforms  
**Requestor Phone:** (904) 665-7914  
**Project Title:** New HQ Cisco Webex and Telephone Equipment  
**Project Number:** 8006820  
**Project Location:** JEA  
**Funds:** Capital  
**Budget Estimate:** \$1,500,000.00

**Scope of Work:**

The purpose of this solicitation for (this "Solicitation") is to evaluate and select a vendor to provide Webex and Telephone Equipment as described in Appendix A - Bid Workbook. The bidder is responsible for delivery equipment to 21 W Church Street, Jacksonville FL 32202 and shall not include installation/professional services.

**JEA IFB/RFP/State/City/GSA#:** #1410689846  
**Purchasing Agent:** Dambrose, Nickolas C.  
**Is this a Ratification?:** NO

**RECOMMENDED AWARDEE(S):**

Name	Contact Name	Email	Address	Phone	Amount
PRESIDIO, NETWORKED SOLUTIONS LLC	Ray Watkins	rwatkins@presidio.com	8647 Baypine Rd, Suite 100, Bldg 1 Jacksonville, FL 32256	(904) 236-5504	\$863,201.88

**Amount for entire term of Contract/PO:** \$863,201.88  
**Award Amount for remainder of this FY:** \$863,201.88  
**Length of Contract/PO Term:** One-Time Purchase  
**Begin Date (mm/dd/yyyy):** 05/15/2022  
**End Date (mm/dd/yyyy):** One-Time Purchase  
**JSEB Requirement:** JSEB opportunities were reviewed but none are available

**Bidder:**

Name	Amount	Disqualified?	Rank
PRESIDIO, NETWORKED SOLUTIONS LLC	\$863,201.88	No	1
DATABIT, INC.	\$1,297,975.66	No	2
MVATION, INC.	\$1,450,894.70	Yes	N/A

**Background/Recommendations:**

Advertised on 04/21/2022. No pre-bid meeting was held. At bid opening on 05/03/2022, JEA received three (3) Bids. Respondents were required to be a Cisco Gold Partner and the bid was evaluated on price only. One bidder was disqualified for not being a Cisco Gold Partner. JEA specifies Gold Partnership to ensure it does not receive refurbished or unsupported equipment. Currently, there are over 60 partners in the United States that have this level, which allows us to competitively bid while also ensuring the equipment is legitimate. Cisco Network Equipment is a JEA Standard. A copy of Presidio’s Bid Workbook is attached as backup.

This request of \$863,201.88 is for new Cisco Webex and telephone collaboration equipment needed to support hybrid teamwork for new construction facilities, including the new JEA HQ. This equipment will let employees or meeting guests join video meetings, digitally whiteboard, annotate on shared content, use go-to web apps, and wirelessly present. The bid included discounts ranging from 69-75% off Cisco list pricing; however, did not include extended warranties as that is currently under contract with Presidio for Cisco hardware.

JEA has specified that all line items ship separately as soon as they are available to ensure availability for the new JEA Headquarters opening. Note, JEA’s most recent large Cisco Equipment term contract also with Presidio included comparable similar discounts of 20-61% off Cisco list prices.

1410578846 - Request approval to award a contract to Presidio Networked Solutions for New HQ Cisco Webex and Telephone Equipment for new JEA Headquarters in the amount of \$863,201.88, subject to the availability of lawfully appropriated funds.

**Director:** Traylor, Kymberly A. - Dir Network & Telecommunication Services  
**VP:** Datz, Stephen H. - VP Technical Services  
**Chief:** Krol, Bradley D. (Brad) - Chief Information Officer

**APPROVALS:**

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

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**Budget Representative** **Date**

#1410689846 **Addendum 3 -Appendix A - Bid Workbook**

The bidder is responsible for delivery to 21 W Church Street, Jacksonville FL 32202 and shall not include installation/ professional services.

**Presidio Network Solutions LLC**

Item Number	Part Number	Description	Package	Qty	List Price	% Discount	Net Price
1	CS-BRD75P-K9	Cisco Webex Board Pro 75		30	\$ 47,197.00	69.00%	\$ 438,932.10
		Cisco Webex Board Pro 75 Wall Mount Kit	CS-BRD75P-WMK				
		Power Cord for United States of America 4.5m 10A	PWR-CORD-USA-F				
		Cisco Webex Board Pro Active Stylus	CS-BRDP-ACTSTYL+				
		Webex Board Pro Lifting Handles	CS-BRDP-LFTHNDL-				
2	CS-BRD55P-K9	Cisco Webex Board Pro 55		25	\$ 28,270.00	69.00%	\$ 219,092.50
		Cisco Webex Board Pro 55 Wall Mount Kit	CS-BRD55P-WMK				
		Power Cord for United States of America 4.5m 10A	PWR-CORD-USA-F				
		Cisco Webex Board Pro Active Stylus	CS-BRDP-ACTSTYL+				
		Webex Board Pro Lifting Handles	CS-BRDP-LFTHNDL-				
3	CS-T10-WM-K9=	Cisco Webex Room Navigator - Wall mount version		70	\$ 2,010.90	53.00%	\$ 66,158.61
4	CS-T10-TS-K9=	Cisco Webex Room Navigator - Table stand version - Spare		40	\$ 1,613.03	53.00%	\$ 30,324.96
5	CP-8865-K9	Cisco IP Phone 8865		100	\$ 919.58	53.00%	\$ 43,220.26
6	CD-DSKH-HUB-C-K9	Webex Desk Hub		20	\$ 2,957.21	78.50%	\$ 12,716.00
7	CS-DESKPRO-K9	Webex Desk Pro		20	\$ 10,509.45	74.90%	\$ 52,757.44
8	<b>TOTAL BID PRICE (Transfer this value to Section 2.Bid Form - Quotation of Rates where indicated in Zycus. )</b>						<b>\$ 863,201.88</b>



# Formal Bid and Award System

Award #4 May 12, 2022

**Type of Award Request:** BID (IFB)  
**Request #:** 349  
**Requestor Name:** Bides, Arthur R.  
**Requestor Phone:** (904) 580-0899  
**Project Title:** Construction Services for Lofton Oaks WTP Improvements  
**Project Number:** 8004391  
**Project Location:** JEA  
**Funds:** Capital  
**Budget Estimate:** \$3,910,107.00

**Scope of Work:**

The scope of work of this project is to implement improvements to the existing Lofton Oaks WTP to supplement demands within JEA’s Nassau Grid. This work will provide an improved water capacity, a new ground storage tank, two new high service pumps, reinstallation of a backup pump, a new bulk sodium hypochlorite storage tank, a new high service pump building including an electrical room, unisex toilet, a chemical metering room and chemical storage area.

**JEA IFB/RFP/State/City/GSA#:** 1410619246  
**Purchasing Agent:** Brown, Darriel  
**Is this a Ratification?:** No

**RECOMMENDED AWARDEE(S):**

Name	Contact Name	Email	Address	Phone	Amount
SAWCROSS, INC.	Mark Hickinbotham	markh@sawcross.com	10970 New Berlin Road, Jacksonville, FL 32226	(904) 751-7500	\$5,717,800.00

**Amount for entire term of Contract/PO:** \$5,717,800.00  
**Award Amount for remainder of this FY:** \$311,000.00  
**Length of Contract/PO Term:** Project Completion  
**Begin Date:** 06/24/2022  
**End Date:** Project Completion (Estimated: August 2023)  
**JSEB Requirement:** Five Percent (5%) Requirement

**Comments on JSEB Requirements:**

RZ Service Group (Mechanical Supply) – 4.30%  
All Star Irrigation (Landscaping) – 0.63%  
Smith Surveying (Surveying) – 0.26%

**BIDDERS:**

Name	Amount
SAWCROSS, INC.	\$5,717,800.00
WHARTON-SMITH, INC.	\$5,837,420.00
SGS CONTRACTING SERVICES, INC.	\$6,182,473.00
PETTICOAT-SCHMITT CIVIL CONTRACTORS, INC.	\$6,417,700.00

**Background/Recommendations:**

Advertised on 03/11/2022. Ten (10) prime contractors attended the mandatory pre-bid meeting held on 03/24/2022. At Bid opening on 04/26/2022, JEA received four (4) Bids. Sawcross, Inc. is the lowest responsive and responsible Bidder. A copy of the Bid Form and Workbook are attached as backup.

The award amount of \$5,717,800.00 is approximately 46.2% higher than the budget estimate completed in December 2021. The project team has reviewed this project and has deemed this bid reasonable based on current market conditions. The variance can mainly be attributed to the difference in estimated and actual cost for electrical components and mechanical materials for items such as the aerator system, the pump/control building, processing piping, and valves.

1410619246– Request approval to award a contract to Sawcross, Inc. for Construction Services for Lofton Oaks WTP Improvements Project in the amount of \$5,717,800.00, subject to the availability of lawfully appropriated funds.

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

**APPROVALS:**

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

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**Budget Representative** **Date**

Appendix B - Bid Forms  
1410619246 Construction Services for Lofton Oaks WTP Improvements

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

Company Name: Sawcross, Inc.

Company's Address: 10970 New Berlin Road, Jacksonville, FL 32226

License Number: CGC036203

Phone Number: (904) 751-7500 FAX No: (904) 751-0600 Email Address: markh@sawcross.com

**BID SECURITY REQUIREMENTS**

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

**TERM OF CONTRACT**

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

**SAMPLE REQUIREMENTS**

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

**SECTION 255.05, FLORIDA STATUTES CONTRACT BOND**

- None required
- Bond required 100% of Bid Award

**QUANTITIES**

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

**INSURANCE REQUIREMENTS**

Insurance required

**PAYMENT DISCOUNTS**

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

ENTER YOUR BID FOR SOLICITATION 1410619246

TOTAL BID PRICE

Total Bid Price for the Project  
(enter total from cell F30 in the Bid Workbook)

\$ **5,717,800.00**

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 5

  
Handwritten Signature of Authorized Officer of Company or Agent 4/26/2022 Date

Mark Hickinbotham, President  
Printed Name and Title

**1410619246 Appendix B - Bid Workbook**  
**Construction Services for Lofton Oaks WTP Improvements**  
(Only complete the prices in yellow cells)

Company: **SAWCROSS, INC.**

Item No.	Description	Quantity	Unit	Unit Price	Total Price
1	Mobilization/Demobilization and SWPPP	1	LS	\$ 450,000.00	\$ 450,000.00
2	Dewatering	1	LS	\$ 80,000.00	\$ 80,000.00
3	Demolition of Site Components	1	LS	\$ 50,000.00	\$ 50,000.00
4	Site Work	1	LS	\$ 220,000.00	\$ 220,000.00
5	Install 0.2MG Prestressed Concrete Ground Storage Tank	1	LS	\$ 930,000.00	\$ 930,000.00
6	Install Three (3) new and One (1) existing High Service Pumps	1	LS	\$ 150,000.00	\$ 150,000.00
7	High Service Pump Station Building and miscellaneous structural work	1	LS	\$ 774,000.00	\$ 774,000.00
8	Install Two (2) Chemical metering pump skid	1	LS	\$ 50,000.00	\$ 50,000.00
9	Install One (1) Chemical Storage Tank and chemical piping	1	LS	\$ 50,000.00	\$ 50,000.00
10	Install a 300 kW Generator w/ Sub-base Tank, Enclosure, Stairs, Platforms and ATS	1	LS	\$ 265,000.00	\$ 265,000.00
11	Install Process Piping	1	LS	\$ 450,000.00	\$ 450,000.00
12	Instrumentation and Controls	1	LS	\$ 350,000.00	\$ 350,000.00
13	HVAC	1	LS	\$ 70,000.00	\$ 70,000.00
14	Plumbing and Fixtures	1	LS	\$ 40,000.00	\$ 40,000.00
15	Electrical	1	LS	\$ 895,000.00	\$ 895,000.00
16	Record Drawings	1	LS	\$ 10,000.00	\$ 10,000.00
19	Bonds and Insurance	1	LS	\$ 60,000.00	\$ 60,000.00
17	Material Testing Allowance (NDT)	1	LS		\$ 10,000.00
18	Permitting Allowance	1	LS		\$ 25,000.00
20	JEA SWA	1	LS		\$ 269,000.00
<b>Subtotal Lump Sum Price Items</b>					<b>\$ 5,198,000.00</b>
General Conditions (Max. 10% of Subtotal)				10.0%	\$519,800.00

**Total Bid Price (Subtotal plus General Conditions. Transfer total to Page 1 Appendix B - Bid Form) \$ 5,717,800.00**

**JSEB Overview**

Total Bid Price less General Conditions, SWAs and Allowances:	\$4,894,000.00
JSEB Requirement:	5%
JSEB Requirement (dollars):	\$244,700.00





# Formal Bid and Award System

Award #6 May 12, 2022

**Type of Award Request:** INVITATION TO NEGOTIATE (ITN)  
**Request #:** 352  
**Requestor Name:** Hightower, Justin  
**Requestor Phone:** (904) 665-8357  
**Project Title:** JEA Fleet Services Light Duty Vehicle Maintenance and Repair Services  
**Project Number:** HEA0800  
**Project Location:** JEA  
**Funds:** O&M  
**Budget Estimate:** \$1,945,944.60

**Scope of Work:**

The purpose of this Invitation to Negotiate (the "ITN") is to solicit pricing for the maintenance and repair services for JEA’s Light Duty Vehicle Fleet. The services that will be performed under this scope will be at a minimum preventative maintenance, corrective maintenance, yard checks, and road calls to support JEA operations. Currently, there are 383 Light Duty Vehicle assets that will be included in this program. The majority of the assets are Ford vehicles (295 vehicles) and the remainder are Dodge vehicles (88 vehicles). During the last 36 months, the average annual spend for maintenance and repair to Light Duty assets was \$535,354.10.

**JEA IFB/RFP/State/City/GSA#:** ITN 1410534046-22  
**Purchasing Agent:** Eddie Bayouth  
**Is this a Ratification?:** No

**RECOMMENDED AWARDEE:**

Name	Vendor Contact	Email	Address	Phone	Award Amount
DUVAL FORD	Chris Pace	<a href="mailto:chris.pace@duvalford.com">chris.pace@duvalford.com</a>	8050 PHILIPS HWY, JACKSONVILLE, FL 32256	904-381-6554	\$2,656,201.14

**Amount for entire term of Contract/PO:** \$2,656,201.14  
**Award Amount for remainder of this FY:** \$221,350.08  
**Length of Contract/PO Term:** Three (3) Year w/Two (2) – 1 Yr. Renewals  
**Begin Date (mm/dd/yyyy):** 06/01/2022  
**End Date (mm/dd/yyyy):** 05/31/2025  
**Renewal Options:** Yes, Two (2) – One (1) Yr. Renewals  
**JSEB Requirement:** N/A - Optional

**BIDDERS:**

Name	Original Amount	Original Number of Vehicle Groupings Expected to be Awarded	BAFO Amount	BAFO Total Score	BAFO Number of Vehicle Groupings to be Awarded
DUVAL FORD	\$2,756,067.14	3	\$2,656,201.14	96.42	3
COGGIN FORD	\$3,250,888.57*	0	\$3,297,011.20	72.68	0

*\*Original Bid did not include Dodge vehicles.*

**Background/Recommendation:**

Posted on 02/22/2022. Three (3) vendors attended the optional pre-response meeting held on 03/01/2022. At bid opening, held on 03/22/2022, JEA received two (2) Responses.

The original bid estimate was established utilizing the spend for Light Duty Maintenance over the past three (3) years. During that time, JEA's Light Duty Maintenance and Repair was performed by AutoNation Ford. Under their contract, some services were reduced due to changes in the business model that accommodated COVID protocols. The variance between the budget estimate and new contract is attributed to an increase in contractor rates and the addition of several ad-hoc services. Ad-hoc services were added in support of Emergency/Storm, miscellaneous technical support, and JEA's Fire Extinguisher program. The addition of these services make-up 40% of the variance and the remaining 60% is due to rate increases across services for Yardwork, Corrective and Preventative maintenance.

The JEA team which includes members from Procurement, Operations Support Services, and Fleet Services have worked together to improve the service commodity by focusing on the following areas:

- Leveraging JEA's purchasing power through 1) grouping brand specific assets, and 2) revised maintenance forecasting
- Allowing the maintenance providers to contribute to the projected maintenance plan development

This solicitation was grouped into three (3) categories: Light Duty Dodge, Light Duty and Yardwork for (2) locations. Within Light Duty Dodge and Light Duty, projections for Ad Hoc Services to cover for storm support, upfitting/down fitting, technician support and JEA's Fire Extinguisher Program were included to capture pricing and potential savings should the services be required. Each section was to be awarded individually to highest ranked Company. JEA evaluated both companies, based on minimum qualifications, pricing, professional experience, location, availability, and cost containment efficiencies. Duval Ford was deemed the highest overall value to JEA

The award amount of \$2,656,201.14 was calculated by using the existing fleet makeup and the corresponding projected maintenance, both preventative and corrective, that will occur over the next three (3) year period. These numbers can fluctuate depending on actual usage of the vehicle, future fleet purchases and retirements, the severity and frequency of major repairs, along with fleet plans as part of JEA growth.

Our hourly rate went from \$90 (previous contract) to \$100 on this contract. The previous contract supplier did not request in a timely manner a rate increase on any year. They did propose a price increase to renew which was far in excess of what we see with the new vendor, Duval Ford.

Duval Ford was recently awarded the Medium Duty Maintenance and Repair Services contract. These two contracts will be Duval Ford's first maintenance contracts with JEA. Duval Ford has assured JEA that they are

ready to concurrently serve the light and medium duty maintenance and service needs of JEA's fleet; they have already begun a multi-year expansion plan at Duval Ford to become NE Florida's sole Ford Pro vendor. The Ford Pro Maintenance model is a nationwide program aimed at providing a consistent national price for common maintenance and light repairs. Duval Ford currently has sixty-five (65) service bays and they are in the process of adding sixteen (16) new stalls to a new 17,000 square foot facility. Duval Ford has over sixty (60) technicians who are Ford Service Compliant in all service categories. Duval Ford has indicated they will continue to add qualified technicians as their business grows. At commencement, Duval Ford will assign ten (10) technicians dedicated to the JEA Fleet. The assigned JEA Service Advisor has previous experience with JEA fleet operations and is familiar with the eAM system. Duval Ford has four (4) mobile units, of which two (2) will be dedicated to JEA for road calls and yardwork. In their bid presentation, they proposed a strong preventive maintenance program that would assist JEA in reducing downtime and minimizing corrective services.

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 value added savings. Total sourcing savings were calculated by subtracting the BAFO bid from the original bid. Below is the result for this award:

Total sourcing savings: \$99,865.96 (BAFO Pricing/Negotiation) = \$99,865.96

Request approval to award a contract to Duval Ford for JEA Fleet Services Light Duty Vehicle Maintenance and Repair Services in the amount of \$2,656,201.14, subject to the availability of lawfully appropriated funds.

**Manager:** Justin Hightower, Manager, Fleet Services  
**Director:** Baley Brunell – Director, Facilities & Fleet Services  
**VP:** McElroy, Alan – VP Supply Chain & Operations Support

**APPROVALS:**

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

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**Budget Representative** **Date**

**DUVAL FORD JEA Fleet Services Maintenance & Repair Light Duty and  
Yardwork Services**

Bid Group	Subcontract MarkUp %	Bid Summary
Light Duty Dodge	1.0%	\$ 268,217.65
Light Duty	1.0%	\$ 1,601,983.49
Yardwork	N/A	\$ 399,600.00
Ad Hoc Services	N/A	\$ 386,400.00
<b>Total</b>		<b>\$ 2,656,201.14</b>

## DUVAL FORD

### JEA Fleet Services Light Duty Maintenance and Repair

Company shall submit pricing in Column B to perform corrective maintenance as described in Sections 3.3, and 3.7, of Appendix A - Technical Specifications. Please fill in all yellow highlighted cells in Column B, including those with estimated amounts of zero. The estimated one (1) year quantities are to be used as guidelines and are not a guarantee of work.

#### 1. Corrective Maintenance Annual Breakout

	<u>Rate</u>	<u>Estimated Volume</u>		<u>Year 1</u>
<b>3.3 Labor, Benefits, Overhead, Indirect Shop Supplies</b>				
3.3.1 CM Labor Rate per Hour <span style="color: red;">Enter Cost Per Hour</span>	\$ 100.00	2,000		\$ 200,000.00
3.3.2 CM Labor Rate per Hour After-Hours (5pm - 6am M-F, S & S, Holidays) <span style="color: red;">Enter Cost Per Hour</span>	\$ 110.00	10		\$ 1,100.00
3.3.3 Cost Plus % Pricing for Parts (Not to exceed 20%) <span style="color: red;">Enter Percent</span>	20%	70,000		\$ 84,000.00
3.7.1 .1 Regular Business Road Call Response & Diagnostic Fee (*Fixed Rate per Incident - Exclusive of Maintenance Costs Performed as that is Covered in Above Costs) <span style="color: red;">Enter Cost Per Call</span>	\$ 100.00	40		\$ 4,000.00
3.7.1.2 After-Hours Road Call Response & Diagnostic Fee (*Fixed Rate per Incident - Exclusive of Maintenance Costs Performed as that is Covered in Above Costs) (5pm - 6am M-F, S & S, Holidays) <span style="color: red;">Enter Cost Per Call</span>	\$ 125.00	10		\$ 1,250.00
3.7.3 Transportation Services Fee (*Fixed Rate per Occurrence for a One-way charge regardless of pickup or drop off location) <span style="color: red;">Enter Cost Per Event</span>	\$ 40.00	422		\$ 16,880.00
			<b><u>SUBTOTAL</u></b>	<b>\$ 307,230.00</b>
3.7.2 Towing Service Inbound to Shop * Direct Pass Through * Estimated Amount will be used and included for Contract Value <span style="color: red;">Enter Cost Per Event</span>	\$ 150.00	10		\$ 1,500.00
			<b><u>Subtotal</u></b>	<b>\$ 1,500.00</b>
			<b>Year 1 Not To Exceed Cost</b>	<b>\$ 308,730.00</b>
			<b>Year 2 Not To Exceed Cost</b>	<b>\$ 370,476.00</b>
			<b>Year 3 Not To Exceed Cost</b>	<b>\$ 444,571.20</b>

**2.Preventative Maintenance Annual Breakout**

Company shall submit percent mark up for subcontracted work as described in Section 4 of Appendix A Technical Specifications. Please fill in yellow highlighted cell in Column B, below.

The estimated one (1) year quantities are based on historical data to be used as guidelines and are not a guarantee of work.

	<u>Rate</u>	<u>Estimated Volume</u>	<u>Year 1</u>
<b>Labor, Benefits, Overhead, Indirect Shop Supplies</b>			
<i>Cumulative PM (Carried Over from Tab)</i>			\$ 165,544.12
<b>Year 1 Not To Exceed Cost</b>			\$ 165,544.12
<b>Year 2 Not To Exceed Cost</b>			\$ 156,520.97
<b>Year 3 Not To Exceed Cost</b>			\$ 156,141.20

<b>TOTAL YEAR 1 COST</b>			\$ 474,274.12
<b>TOTAL THREE (3) YEAR COST (TRANSFER THIS AMOUNT TO THE RESPONSE FORM)</b>			\$ 1,601,983.49

<b>4.0 Percentage of Subcontracting (Enter Percentage)</b>	1%
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**DUVAL FORD**

**JEA Fleet Services Light Duty Dodge Maintenance and Repair**

Company shall submit pricing in Column B to perform corrective maintenance as described in Sections 3.3, and 3.7, of Appendix A - Technical Specifications. Please fill in all yellow highlighted cells in Column B, including those with estimated amounts of zero. The estimated one (1) year quantities are to be used as guidelines and are not a guarantee of work.

**1. Corrective Maintenance Annual Breakout**

	<u>Rate</u>	<u>Estimated Volume</u>	<u>Year 1</u>
<b>3.3 Labor, Benefits, Overhead, Indirect Shop Supplies</b>			
3.3.1 CM Labor Rate per Hour <b>Enter Cost Per Hour</b>	\$ 100.00	275	\$ 27,500.00
3.3.2 CM Labor Rate per Hour After-Hours (5pm - 6am M-F, S & S, Holidays) <b>Enter Cost Per Hour</b>	\$ 110.00	10	\$ 1,100.00
3.3.3 Cost Plus % Pricing for Parts (Not to exceed 20%) <b>Enter Percent</b>	20%	10,000	\$ 12,000.00
3.7.1.1 - Regular Business Road Call Response & Diagnostic Fee ( <i>*Fixed Rate per Incident - Exclusive of Maintenance Costs Performed as that is Covered in Above Costs</i> ) <b>Enter Cost Per Call</b>	\$ 100.00	5	\$ 500.00
3.7.1.2 After-Hours Road Call Response & Diagnostic Fee ( <i>*Fixed Rate per Incident - Exclusive of Maintenance Costs Performed as that is Covered in Above Costs</i> ) (5pm - 6am M-F, S & S, Holidays) <b>Enter Cost Per Call</b>	\$ 125.00	3	\$ 375.00
3.7.3 Transportation Services Fee ( <i>*Fixed Rate per Occurrence for a One- way charge regardless of pickup or drop off location</i> ) <b>Enter Cost Per Event</b>	\$ 40.00	12	\$ 480.00
<b>Subtotal</b>			\$ 41,955.00

3.7.2 Towing Service Inbound to Shop * Direct Pass Through * Estimated Amount will be used and included for Contract Value <b>Enter Cost Per Event</b>	\$ 150.00	2	\$ 300.00
<b>Subtotal</b>			\$ 300.00
<b>Year 1 Not To Exceed Cost</b>			\$ 42,255.00
<b>Year 2 Not To Exceed Cost</b>			\$ 50,706.00
<b>Year 3 Not To Exceed Cost</b>			\$ 60,847.20

**2.Preventative Maintenance Annual Breakout**

Company shall submit percent mark up for subcontracted work as described in Section 4 of Appendix A Technical Specifications.

Please fill in yellow highlighted cell in Column B, below.

The estimated one (1) year quantities are based on historical data to be used as guidelines and are not a guarantee of work.

	<u>Rate</u>	<u>Estimated Volume</u>	<u>Year 1</u>
<b><u>Labor, Benefits, Overhead, Indirect Shop Supplies</u></b>			
<b><u>Cumulative PM (Carried Over from Tab)</u></b>			\$ 37,564.73
<b>Year 1 Not To Exceed Cost</b>			\$ 37,564.73
<b>Year 2 Not To Exceed Cost</b>			\$ 35,810.21
<b>Year 3 Not To Exceed Cost</b>			\$ 41,034.51

<b><u>TOTAL YEAR 1 COST</u></b>	\$ 79,819.73
<b>TOTAL THREE (3) YEAR COST (TRANSFER THIS AMOUNT TO THE RESPONSE FORM)</b>	\$ 268,217.65

4.0 Percentage of Subcontracting <b>(Enter Percentage)</b>	1%
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**DUVAL FORD**

**JEA Fleet Services Yard Duty Maintenance and Repair**

Company shall submit pricing in Column C to perform Yardwork Support as described in Sections 3.4, of Appendix A - Technical Specifications. Please fill in all yellow highlighted cells in Columns B & C, including those with estimated amounts of zero and rank your preference order in Column B. Reference Appendix C - JEA Fleet Asset List to review all JEA vehicles that are currently assigned to each Service Center. The estimated one (1) year quantities are to be used as guidelines and are not a guarantee of work.

**3.4 Yardwork**

	<u>Supplier Bid Priority (1-2)</u>	<u>Rate</u>	<u>Estimated Volume</u>	<u>Year 1</u>
<b>Labor, Benefits, Overhead, Indirect Shop Supplies</b>				
<b>3.4.1</b> - Commonwealth Service Center - Fixed monthly rate for 2 hours per day (travel time included for in yard coverage 6am - 8am M-F) <b>Enter monthly rate.</b>	<u>2</u>	\$ 4,800.00	12	\$ 57,600.00
<b>3.4.2</b> - Westside Service Center - Fixed monthly rate for 2 hours per day (travel time included for in yard coverage 6am - 8am M-F) <b>Enter monthly rate.</b>	<u>1</u>	\$ 5,800.00	12	\$ 69,600.00
<b>3.4.3</b> - Cost Plus % Pricing for Parts (Not to exceed 20%)		20%	\$ 5,000.00	\$ 6,000.00

<b>TOTAL YEAR 1 COST</b>	<b>\$ 133,200.00</b>
<b>TOTAL THREE (3) YEAR COST (TRANSFER THIS AMOUNT TO THE RESPONSE FORM)</b>	<b>\$ 399,600.00</b>

**DUVAL FORD**

**JEA Fleet Services Maintenance and Repair AdHoc Services for Light Duty**

Company shall submit pricing in Column B to perform Ad Hoc Services as described in Sections 5.1, 5.2, 5.3 & 5.4, of Appendix A - Technical Specifications. The estimated one (1) year quantities are to be used as guidelines and are not a guarantee of work.

**5.1 Upfitting & Downfitting**

Labor, Benefits, Overhead, Indirect Shop Supplies

	<u>Rate</u>	<u>Estimated Volume</u>	<u>Year 1</u>
5.1.1 - Hourly Service Rate (travel time not included)	\$ 100.00	380	\$ 38,000.00

**5.2 Emergency/Storm Support**

Labor, Benefits, Overhead, Indirect Shop Supplies

	<u>Rate</u>	<u>Estimated Volume</u>	<u>Year 1</u>
5.2.1 - Premium Hourly Service Rate (travel time not included)	\$ 150.00	336	\$ 50,400.00

**5.3 Miscellaneous Technician Support**

Labor, Benefits, Overhead, Indirect Shop Supplies

	<u>Rate</u>	<u>Estimated Volume</u>	<u>Year 1</u>
5.3.1 - Hourly Service Rate (travel time not included)	\$ 100.00	100	\$ 10,000.00

**5.4 Fire Extinguisher Program**

Labor, Benefits, Overhead, Indirect Shop Supplies

	<u>Rate</u>	<u>Estimated Volume</u>	<u>Year 1</u>
5.4.1 - Hourly Service Rate (travel time not included)	\$ 80.00	380	\$ 30,400.00

<b>TOTAL YEAR 1 COST</b>	\$	<b>128,800.00</b>
<b>TOTAL THREE (3) YEAR COST (TRANSFER THIS AMOUNT TO THE RESPONSE FORM)</b>	\$	<b>386,400.00</b>

**JEA Fleet Services Preventative Maintenance (PMI) Services for Light Duty Vehicles**

Company shall submit pricing to perform Preventative Maintenance Inspections and Services, as described in Sections 3.2. of Appendix A - Technical Specifications and detailed in Appendix C - PMI Intervals Checklists.  
 Please fill in all yellow highlighted cells across every row related to each category (Light Duty or Dodge Light Duty) on which you wish to bid.  
 Each price should include all labor, parts & materials related to the specific preventative service level.  
 Reference Appendix C - JEA Fleet Asset List to review all JEA vehicles that are currently assigned to each category.  
 Reference Appendix C - PMI Intervals and Checklist to review each PMI requirement. Reference standard OEM requirements for mileage related services.  
 The estimated one (1) year quantities are to be used as guidelines and are not a guarantee of work.

Category	Vehicle Make & Model	Max Mile	PM1	PM2	PM3	20,000 mi	30,000 mi	40,000 mi	60,000 mi	80,000 mi	90,000 mi	100,000 mi	120,000 mi	140,000 mi	150,000 mi	160,000 mi	180,000 mi	200,000 mi	210,000 mi	220,000 mi	240,000 mi	260,000 mi	270,000 mi	280,000 mi	300,000 mi
Dodge Light Duty	Dodge Caravan	3,000	\$ 84.90	\$ 84.90	\$ 124.90	\$ 51.92	\$ 55.33	\$ 51.92	\$ 364.13	\$ 51.92	\$ 55.33	\$ 500.13	\$ 312.21	\$ 51.92	\$ 51.92	\$ 312.21	\$ 500.13	\$ 55.22	\$ 51.92	\$ 312.21	\$ 51.92	\$ 55.33	\$ 51.92	\$ 760.42	
Light Duty	Ford F150 (2WD)	5,000	\$ 94.09	\$ 94.09	\$ 231.14				\$ 113.87			\$ 852.40	\$ 113.87	\$ 163.30	\$ 113.87	\$ 49.28	\$ 113.87				\$ 113.87				\$ 966.27
Light Duty	Ford F150 (4WD)	5,000	\$ 94.09	\$ 94.09	\$ 231.14				\$ 113.87			\$ 1,043.24	\$ 113.87	\$ 163.30	\$ 113.87	\$ 49.28	\$ 113.87				\$ 113.87				\$ 1,157.11
Light Duty	Ford Transit Connect & Explorer	5,000	\$ 91.10	\$ 91.10	\$ 131.10		\$ 117.55	\$ -	\$ 117.55		\$ 1,251.38	\$ 49.48	\$ 117.55	\$ 119.38	\$ 117.55	\$ 49.48	\$ 1,251.38		\$ 117.55		\$ 117.55		\$ 1,251.38		\$ 55.97
Dodge Light Duty	Ram 1500 & Durango	5,000	\$ 89.36	\$ 89.36	\$ 120.36	\$ 56.82	\$ 57.05	\$ 56.82	\$ 793.04	\$ 56.82	\$ 57.05	\$ 584.19	\$ 736.22	\$ 56.82	\$ 57.05	\$ 56.82	\$ 736.22	\$ 584.19	\$ 57.05	\$ 56.82	\$ 736.22	\$ 56.82	\$ 57.05	\$ 56.82	\$ 1,263.60





# Formal Bid and Award System

Award #7      May 12, 2022

**Type of Award Request:** JOINT PROJECT  
**Requestor Name:** Sulayman, Mickhael  
**Requestor Phone:** (904) 665-8713  
**Project Title:** McCoy's Creek Utility Relocation - DB - JP with COJ  
**Project Numbers:** 8007530W, 8007531S  
**Project Location:** JEA  
**Funds:** Capital  
**Budget Estimate:** \$340,000.00

**Scope of Work:**

Engineering design to remove the existing water mains and sewer mains from King St. and Stockton St. bridges across McCoy's Creek. Engineering design to replace the existing water mains, gravity sewers and construct a new sanitary sewage pump station and force main from the north side to the south side of McCoy's Creek at Stockton Street.

**JEA IFB/RFP/State/City/GSA#:** COJ RFQ CBD-0050-21; COJ Contract 1495281  
**Purchasing Agent:** Kruck, Daniel R.  
**Is this a Ratification?:** NO

**RECOMMENDED AWARD.EE(S):**

Name	Contact Name	Email	Address	Phone	Amount
HAL JONES CONTRACTOR (A DIVISION OF VECELLIO & GROGAN, INC.)	Gregory Bedenbaugh	greg.bedenbaugh@haljonesvg.com	720 Talleyrand Avenue, Jacksonville, FL 32202	(904) 355-5885	\$331,438.00

**Amount for entire term of Contract/PO:** \$331,438.00  
**Award Amount for remainder of this FY:** \$220,000.00  
**Length of Contract/PO Term:** Project Completion  
**Begin Date:** 05/19/2022  
**End Date:** Project Completion (Expected: December 2022)  
**JSEB Requirement:** Optional – COJ Joint Project

**Notes on JSEB Requirement:**

JSEB participation is optional under the terms of the COJ solicitation.

**BIDDER:**

Name	Amount
HAL JONES CONTRACTOR (A DIVISION OF VECELLIO & GROGAN, INC.)	\$331,438.00

**Background/Recommendations:**

The City of Jacksonville issued a design-build solicitation to build two bridges in the McCoy Creek area, and this solicitation included a JEA utility relocation project. The City evaluated the submitted responses

and selected Hal Jones Contractor as the most qualified to perform the work. The City entered into a contract with Hal Jones Contractor on 04/14/2022.

JEA and the contractor successfully completed negotiations for design of the JEA portion of the work up to the 90% design process. The fee for this work is approximately 2.5% below the estimate and deemed reasonable. As the design progress, increases to the contract for construction will be brought before the Awards Committee for approval.

Request approval to award Hal Jones Contractor a contract for pre-construction and engineering services for the McCoy's Creek Utility Relocation project in the amount of \$331,438.00, subject to the availability of lawfully appropriated funds.

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

**VP:** Vu, Hai X. - VP Water Wastewater Systems

**APPROVALS:**

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

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**Budget Representative** **Date**



CGC1527871

**HAL JONES CONTRACTOR**  
A DIVISION OF VECELLIO & GROGAN, INC.

720 Talleyrand Avenue  
Jacksonville, FL 32202  
P.O. Box 3257 Jacksonville, FL 32206

Greg Bedenbaugh  
Division President

Phone 904-355-5885  
Facsimile 904-355-7648  
website [vecelliogrogan.com](http://vecelliogrogan.com)

December 10, 2021

Mr. Mickhael Sulayman, PE  
Manager - Joint Agency Projects  
W/WW Project Engineering & Construction  
21 West Church Street, T-4  
Jacksonville, FL 32202

Re: McCoy's Creek Bridge Mitigation Improvements - JEA Scope Proposal  
COJ RFQ CBD-0050-21

Dear Mickhael:

Hal Jones Contractor – A Division of Vecellio & Grogan, Inc. (HJC) is pleased to submit for your review and consideration this proposal to complete the 90% design for the JEA scope items on this project. Please refer to the attached documents and schedule for further details.

<u>Fee Summary</u>	
HJC Pre-Construction Activities	\$ 12,910.00
GAI 90% Design Fee Proposal	\$288,397.00
<u>Design Build Fee 10%</u>	<u>\$ 30,130.70</u>
Total for Proposal	\$331,437.70

Thank you for the opportunity to provide this proposal. Please contact me with any questions.

Sincerely,

HAL JONES CONTRACTOR  
A DIVISION OF VECELLIO & GROGAN, INC.

Gregory A. Bedenbaugh  
Division President



# Formal Bid and Award System

Award #8 May 12, 2022

**Type of Award Request:** CONTRACT RENEWAL  
**Request #:** 6752  
**Requestor Name:** Hightower, Justin – Manager Fleet Services & Business Operations  
**Requestor Phone:** (904) 665-6992  
**Project Title:** JEA Fleet Services Bucket Truck Maintenance and Repair Services  
**Project Number:** AO800  
**Project Location:** JEA  
**Funds:** O&M  
**Budget Estimate:** \$843,429.59

**Scope of Work:**

This agreement provides maintenance and repair services for JEA’s Aerial Bucket Truck Vehicles. The services performed under this scope will include preventive and corrective maintenance, yard checks and road calls to support JEA operations. There are 279 aerial assets that will be part of this program with the majority of them being of the Altec or Terex brand.

**JEA IFB/RFP/State/City/GSA#:** 019-20  
**Purchasing Agent:** Eddie Bayouth  
**Is this a ratification?:** No

**RECOMMENDED AWARDEE(S):**

Name	Vendor Contact	Email	Address	Phone	Amount
ALTEC INDUSTRIES, INC.	Casey Stanton	<a href="mailto:casey.stanton@altec.com">casey.stanton@altec.com</a>	PO Box 11407 Birmingham, AL 35246	704-245-3056	\$815,758.34
RING POWER CORPORATION	Dan Leach	<a href="mailto:dan.leach@ringpower.com">dan.leach@ringpower.com</a>	8050 Phillips Hwy. Jacksonville, FL 32256	904-300-5143	\$27,671.25

**Amount of Original Award:** \$873,387.25  
**Date of Original Award:** 05/14/2020  
**Contract Increase Amount:** \$843,429.59  
**New Not-To-Exceed Amount:** \$2,822,955.57

**List of Previous Change Orders:**

Name	Original Award	Administrative	Renewal	Second Renewal	New Not to Exceed
	05/14/2020	05/26/2021	06/03/2021	05/12/2022	05/12/2022
ALTEC INDUSTRIES, INC	\$810,389.25	\$81,038.93	\$936,000.00	\$815,758.34	\$2,643,186.52
RING POWER CORPORATION	\$62,998.00	\$6,299.80	\$82,800.00	\$27,671.25	\$179,769.05
Total	\$873,387.25	\$87,338.73	\$1,018,800.00	\$843,429.59	\$2,822,955.57



**Length of Contract/PO Term:** One (1) Years w/Two (2) – One (1) Yr. Renewals  
**Begin Date (mm/dd/yyyy):** 06/01/2020  
**End Date (mm/dd/yyyy):** 05/31/2023  
**Renewal Options:** No – All Renewals Exhausted  
**JSEB Requirement:** N/A – No JSEBs available

**Background/Recommendations:**

Competitively bid and awarded to Altec Industries, Inc., and Ring Power Corporation on May 14, 2020 for one (1) year, with two (2) – one (1) yr. renewal options. The original award has been attached as back-up. An administrative increase was completed on May 26, 2021, near the end of the initial one-year term. The first renewal option was executed and awarded on June 3, 2021, to both companies for a new, not-to-exceed amount of \$1,979,525.98.

This request is to execute the second one (1) year renewal with Altec Industries Inc. and Ring Power Corporation. Altec Industries Inc. will be performing maintenance and support for the Altec brand of aerial assets along with other miscellaneous assets needing similar work, and Ring Power Corporation will be performing maintenance and support for the Terex brand of aerial assets. This is for the maintenance of the attachment portion of the asset. Cab and chassis maintenance, tires, etc. are performed by the vendors for those respective services. This contract supports both blue and grey sky services for JEA. Altec Industries, Inc. has requested an increase in their hourly rates and annual inspection pricing (7.95% increase over their 2021-2022 pricing). This increase is driven mainly by increases in the costs for air filters and other miscellaneous parts. Ring Power Corporation agreed to renew under the same terms and did not increase their rates. A revised Altec Industries, Inc. bid workbook has been attached for back-up. Including Altec’s increase, the proposed contracted rates would still place Altec as the lowest cost supplier when compared to other respondents in the 2020 solicitation.

The award amount is an estimate calculated by using the existing fleet makeup and the corresponding projected maintenance, both preventative and corrective, that will occur over the next one (1) year period and by looking at the average daily spend to estimate the costs for the renewal period. These numbers can fluctuate depending on actual usage of the vehicle, future fleet purchases and retirements, the severity and frequency of major repairs, along with fleet plans as part of JEA growth. JEA continues to look for a third maintenance vendor that may be willing to be competitive with the two OEM vendors. With the fleet expanding to include a third OEM aerial vehicle this year, we will pursue adding a third maintenance provider during the next solicitation for these services.

Request approval to award a one (1) year contract renewal to Altec Industries, Inc. (\$815,758.34) and Ring Power Corporation (\$27,671.25), for Fleet Services Bucket Truck Maintenance and Repair Services for a new not-to-exceed amount of \$2,822,955.57, subject to the availability of lawfully appropriated funds.

**Manager:** Justin Hightower, Manger, Fleet Services  
**Director:** Brunell, Baley – Director, Facilities and Fleet Services  
**VP:** McElroy, Alan. – VP Supply Chain & Operations Support

**APPROVALS:**

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**Chairman, Awards Committee**

**Date**

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**Budget Representative**

**Date**

Aerial Maintenance - Altec 2022 Pricing			
1. Corrective Maintenance Annual Breakout			
	Rate	Estimated Volume/Value	Year 1
Labor, Benefits, Overhead, Indirect Shop Supplies CM Labor Rate per Hour	\$ 140.00	2,000	\$ 280,000.00
CM Labor Rate per Hour After-Hours (5pm - 6am M-F, S & S, Holidays)	\$ 140.00	200	\$ 28,000.00
Cost Plus % Pricing for Parts (Not to exceed 20%)	0.00%	200,000.00	\$ 200,000.00
Regular Business Road Call Response & Diagnostic Fee (**Fixed Rate per Incident - Exclusive of Maintenance Costs Performed as that is Covered in Above Costs)	\$ 140.00	400	\$ 56,000.00
After-Hours Road Call Response & Diagnostic Fee (**Fixed Rate per Incident - Exclusive of Maintenance Costs Performed as that is Covered in Above Costs) (6am - 6am M-F, S & S, Holidays)	\$ 280.00	100	\$ 28,000.00
<b>Year 1 Not To Exceed Cost</b>			<b>\$ 592,000.00</b>
<b>Year 2 Not To Exceed Cost</b>			
<b>Year 3 Not To Exceed Cost</b>			

Original Subtotal	Original total cost	Increase	% Increase 2020-2021	2021 Pricing	2021 total cost	Increase	% Increase 2021-2022 For Corrective Maintenance
\$ 127.00	\$ 254,000.00	\$ 26,000.00	10.24%	\$ 129.54	\$ 259,080.00	\$ 20,920.00	8.07%
\$ 127.00	\$ 25,400.00	\$ 2,600.00	10.24%	\$ 129.54	\$ 25,908.00	\$ 2,092.00	8.07%
\$ 0	\$ 200,000.00	\$ -	0.00%	\$ 0.00%	\$ 200,000.00	\$ -	0.00%
\$ 127.00	\$ 50,800.00	\$ 5,200.00	10.24%	\$ 129.54	\$ 51,816.00	\$ 4,184.00	8.07%
\$ 254.00	\$ 25,400.00	\$ 2,600.00	10.24%	\$ 259.08	\$ 25,908.00	\$ 2,092.00	8.07%
	\$ 592,000.00	\$ 36,400.00	6.55%		\$ 562,712.00	\$ 29,288.00	5.20%

2. Preventative Maintenance Annual Breakout			
			Total Amounts
Labor, Benefits, Overhead, Indirect Shop Supplies			\$ 133,109.25
Cumulative PM (Carried Over from Below)			\$ 164,331.24
<b>Year 1 Not To Exceed Cost</b>			\$ 137,102.53
<b>Year 2 Not To Exceed Cost</b>			\$ 141,215.60
<b>Year 3 Not To Exceed Cost</b>			

Original Subtotal	Original total cost	Increase	% Increase 2020-2021	2021 Pricing	2021 total cost	Increase	% Increase 2021-2022 For PMs
\$ 133,109.25	\$ 133,109.25	\$ 67,621.99	9.82%	\$ 700,644.59	\$ 55,686.65	7.95%	

<b>TOTAL THREE (3) YEAR COST (TRANSFER THIS AMOUNT TO THE RESPONSE FORM)</b>			\$ 756,331.24
Sublet %	8%		

<b>TOTAL THREE (3) YEAR COST (TRANSFER THIS AMOUNT TO THE RESPONSE FORM)</b>	\$ 688,709.25	\$ 67,621.99	9.82%	\$ 700,644.59	\$ 55,686.65	7.95%
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Category	QTY	PM3 - Annual Inspection w/ Dielectric Test	
		Rate	Annual Total
Altec AT37-G	39	\$ 687.08	\$ 26,796.12
Altec AT40-G	11	\$ 663.66	\$ 7,299.16
Altec AA55E	63	\$ 940.80	\$ 59,270.40
Altec AA755L	3	\$ 872.48	\$ 2,617.44
Altec TA41M	1	\$ 872.48	\$ 872.48
Altec TA40	9	\$ 872.48	\$ 7,852.32
Altec AH 100	1	\$ 1,779.60	\$ 1,779.60
Altec AH125	2	\$ 1,779.60	\$ 3,559.20
Altec D2045B-TR	4	\$ 1,182.57	\$ 4,730.28
Altec DM47-TR	32	\$ 1,182.57	\$ 37,842.24
Altec D4050A-TR	2	\$ 1,182.57	\$ 2,365.14
Altec D4050B-TR	1	\$ 1,182.57	\$ 1,182.57
Altec DM47B-TR	2	\$ 1,182.57	\$ 2,365.14
Altec AC 18-70B-HL	2	\$ 1,933.05	\$ 3,866.10
Altec AC38-103	1	\$ 1,933.05	\$ 1,933.05
			\$ 164,331.24

Original Subtotal	Original total cost	Increase	% Increase 2020-2021	2021 Pricing	2021 total cost	Increase	% Increase 2021-2022 For PMs
\$ 555.76	\$ 21,674.25	\$ 4,121.87	23.63%	\$ 639.16	\$ 24,927.24	\$ 1,868.88	7.50%
\$ 555.75	\$ 6,113.25	\$ 1,185.91	19.40%	\$ 580.38	\$ 6,384.18	\$ 914.98	14.33%
\$ 760.00	\$ 47,880.00	\$ 11,380.40	23.79%	\$ 806.51	\$ 50,810.13	\$ 8,460.27	16.65%
\$ 760.00	\$ 2,280.00	\$ 337.44	14.80%	\$ 783.80	\$ 2,351.40	\$ 266.04	11.31%
\$ 760.00	\$ 760.00	\$ 112.48	14.80%	\$ 806.51	\$ 806.51	\$ 65.97	8.18%
\$ 760.00	\$ 6,840.00	\$ 1,012.32	14.80%	\$ 805.51	\$ 7,249.59	\$ 602.73	8.31%
\$ 1,244.50	\$ 1,244.50	\$ 535.10	43.00%	\$ 1,442.76	\$ 1,442.76	\$ 336.84	23.35%
\$ 1,244.50	\$ 2,489.00	\$ 1,070.20	43.00%	\$ 1,442.76	\$ 2,865.52	\$ 673.88	23.35%
\$ 1,021.25	\$ 4,085.00	\$ 645.28	15.80%	\$ 1,090.89	\$ 4,363.56	\$ 366.72	8.40%
\$ 969.00	\$ 31,008.00	\$ 6,834.24	22.04%	\$ 1,035.09	\$ 33,122.88	\$ 4,719.36	14.25%
\$ 1,021.25	\$ 2,042.50	\$ 322.64	15.80%	\$ 1,090.89	\$ 2,181.78	\$ 183.36	8.40%
\$ 1,021.25	\$ 1,021.25	\$ 161.32	15.80%	\$ 1,090.89	\$ 1,090.89	\$ 91.68	8.40%
\$ 969.00	\$ 1,938.00	\$ 427.14	22.04%	\$ 1,035.09	\$ 2,070.18	\$ 294.96	14.25%
\$ 1,244.50	\$ 2,489.00	\$ 1,377.10	55.33%	\$ 1,785.99	\$ 3,571.98	\$ 294.12	8.23%
\$ 1,244.50	\$ 1,244.50	\$ 688.55	55.33%	\$ 1,785.99	\$ 1,785.99	\$ 147.06	11.30%
	\$ 133,109.25	\$ 31,221.99	23.46%		\$ 145,044.59	\$ 19,286.65	13.30%

Average Daily spent for Altec	\$ 2,280.11
Remaining on contract	\$240,472.68
Percentage increase from 21-22 Prices to 22-23 prices	7.95%
Average daily spend adjusted by % increase	\$ 2,461.33
Remaining Spend forecast based on Avg Daily spend	\$ 982,071.17
Amount left on BPA	\$240,472.68
BPA Increase amount for Altec	\$ 741,598.49
10% additional to ensure enough money in Contract	\$ 74,159.85
Total increase amount For Altec	\$ 815,758.34

Average Daily spent for Ring Power	\$ 160.99	As of 3 May 2022
Remaining on contract/amount remaining on BPA	\$ 39,079.33	As of 3 May 2023
Remaining Spend forecast based on Avg Daily spend	\$ 64,235.01	
Amount left on BPA	\$ 39,079.33	
BPA Increase amount for Ring Power	\$ 25,155.68	
10% additional to ensure enough money in Contract	\$ 2,515.57	
Total increase amount For Ring Power	\$ 27,671.25	
<b>Total Contract Increase Amount</b>	<b>\$ 843,429.59</b>	