

Welcome to the

Awards Meeting

August 10, 2023, 10:00 AM EST

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

At the designated public comment time we will provide opportunity for you to unmute to speak.

During the meeting, public comments received via e-mail regarding any matter on the agenda for consideration will be read out. Per the Public Notice Agenda posted on JEA.com, public comments by e-mail must be received no later than 9:00 a.m. on the day of the meeting to be read during the public comment portion of the meeting.

Please contact **Sarah Millsap** by telephone at **(904) 776-4311** or by email at **millse@jea.com** if you experience any technical difficulties during the meeting.

JEA Awards Agenda
August 10, 2023
225 North Pearl St., Jacksonville, FL 32202 - Hydrangea Room 1st Floor

[Teams Meeting Info](#)

Consent Agenda

The Chief Procurement Officer offers the following items for the JEA Awards Consent Agenda. Any item may be moved from the Consent Agenda to the Regular Agenda by a committee member asking that the item be considered separately. **All items on the Consent agenda have been approved by OGC, Budget and the Business Unit Vice President and Chief.** The posting of this agenda serves as an official notice of JEA's intended decision for all recommended actions for **Formal Purchases** as defined by **Section 3-101 of the JEA Procurement Code**. Please refer to JEA's Procurement Code, if you wish to protest any of these items.

Award #	Type of Award	Solicitation # & Short Description/Title	VP	Awardee	Funding Source	Award Amount	Original Award Amount	New Not-to-Exceed	Amendments	Term	JSEB Participation (Y/N) If Y, then list company name(s) (%), \$ - awarded)
1	Minutes	Minutes from 08/03/2023 Meeting	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
2	Piggyback	FY24 JEA Fleet Light Duty Vehicle Capital Purchase	McElroy	Beck Auto Sales, Inc.	Capital	\$474,740.88	N/A	\$474,740.88	N/A	One-time purchase, Expected delivery 01/15/2024	N
<p>Piggyback Agency: City Of Tallahassee Contract #5180 with Beck Auto Sales, Inc. Contract Term: Start Date 01/01/2022, Three (3) Years w/ One (1) - 2 Yr. Renewal For additional Information Contact: Eddie Bayouth</p> <p>This Piggyback is for the purchase of six (6) Chevy Silverado-1500 Trucks with utility bodies for FY24 for JEA Fleet. JEA is Piggybacking off of the City of Tallahassee contract with Beck Auto Sales, Inc. This opportunity to purchase vehicles is deemed most appropriate due to the assets are currently on the dealer lot and are available to JEA once utility bodies are installed and upfits are complete (lighting, safety features, etc.); this is estimated to take ninety (90) to one hundred twenty (120) days.</p> <p>The Electric Meter Services team has been looking to move to utility bodies, but wanted to keep the light duty truck option. They currently have 2 replacements on the FY24 plan. The Facilities team sent an expansion request for four (4) ½-ton with the utility body. They would also prefer to keep the smaller trucks instead of moving into a F350 utility body. GM is the only manufacturer that certifies and honors their warranties on their ½-ton trucks with utility bodies, other manufacturers require a 1 ton truck. JEA has been exploring this option for several years, but unable to purchase the Chevy 1500 with the utility body due to Chevy's production of compatible chassis was limited or non-existent.</p> <p>The previous JEA purchase price of the 1-ton 4X4 Ford F-350s with utility bodies was \$94,091.22. The Chevy Silverado with the standard utility body for the Electric Meter Services team will cost \$78,817.48 and the one with the Ladder Rack for the Facilities team will cost \$79,276.48. Additionally, lighter duty vehicles should have lower life cycle costs as well, due to less expensive tires, better fuel economy, cheaper maintenance costs, etc. In light of the fact that JEA can fill use case needs at a significantly lower cost, and the smaller trucks better fit the needs of the user groups, the purchase prices are deemed justifiable.</p>											
3	Piggyback City of Tallahassee Contract 5073	Contract 5073, Purchase of Stock Terex Units from Ring Power	McElroy	Ring Power Utility Equipment	FY24 Capital Purchase	\$3,622,680.51	NA	\$3,622,680.51	NA	One-time purchase, Expected delivery 03/31/2024	N
<p>Piggyback Agency: City Of Tallahassee Contract #5073 with Ring Power Utility Equipment Contract Term: Start Date 04/01/2022, Five (5) Years w/ One (1) - 5 Yr. Renewal For additional Information Contact: Eddie Bayouth</p> <p>This Piggyback is for the purchase of seventeen (17) Terex trucks for FY23 and FY24 for JEA Fleet. JEA is Piggybacking off of the City of Tallahassee contract with Ring Power Utility Equipment. The vehicles JEA Fleet is buying are stock units Ring Power is receiving on a regular basis. Buying the stock units as they become available reduces the lead time by at least 24 months when compared to buying customized Terex trucks and over 48 months when buying customized Altec Trucks. By taking advantage of the City of Tallahassee contract with a negotiated discount (7% off the attachment and upfitting, 7-10% off the chassis), JEA will save \$62,211.76 from the previous quote Ring Power gave JEA in June.</p> <p>Three (3) of the trucks are expected to arrive in FY23 while the other fourteen (14) are expected to arrive by Q2, FY24. The FY23 trucks are slated for Electric Replacement (211-E 8008221) and the FY24 trucks are slated for Electric Replacement, Electric Expansion and Water Expansion. In light of the fact that the vehicles allow JEA to receive assets several model years earlier than alternative custom truck designs along with the earlier purchase allows JEA to retire aging assets and rental units to plan instead of incurring unplanned costs, the purchase prices are deemed justifiable. It should be noted JEA will buy custom longer lead-time assets as well, but is able to find a strong mix of stock and custom units that balance business needs in many ways.</p>											

Consent Agenda Action

Committee Members in Attendance	Names	
Motion by:		
Second By:		
Committee Decision		

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Consent and Regular Agenda Signatures

Budget	Name/Title _____
Awards Chairman	Name/Title _____
Procurement	Name/Title _____
Legal	Name/Title _____

**JEA Awards Agenda
August 03, 2023
225 North Pearl St., Jacksonville, FL 32202 - Hydrangea Room 1st Floor**

[Teams Meeting Info](#)

Consent Agenda

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Award #	Type of Award	Solicitation # & Short Description/Title	VP	Awardee	Funding Source	Award Amount	Original Award Amount	New Not-to-Exceed	Amendments	Term	JSEB Participation (Y/N) If Y, then list company name(s) (% , \$ - awarded)
1	Minutes	Minutes from 07/27/2023 Meeting	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
2	ITN	1410625246 Contact Center Workforce Optimization Software Licensing, Support, and Implementation	Pressley	NICE Systems, Inc.	Capital & O&M	\$1,409,070.45	N/A	\$1,409,070.45	N/A	Three (3) Years with Two (2) - 1 Yr. Renewals Start: 08/15/2023 End: 08/14/2026	N
<p>Advised 08/15/2022 Bid Opening 09/07/2022 Three (3) Responses Received Three (3) Respondents Shortlisted Presentations week of 11/08/2022 BAFOs Submitted 12/07/2022 For additional information contact: Nickolas Dambrose</p> <p>The Responses were evaluated on price, ability to meet the business requirements, additional customer experience improvement capabilities, past performance, and design approach and work plan. Subsequent to presentations, JEA specified each solution to include speech and text analytics as a requirement. NICE Systems Inc. is deemed the highest evaluated responsible and responsive Respondent. This award request was delayed due to JEA steering committee inquiries and technology requirements.</p> <p>This award requests a three (3) year implementation, licensing, and support of a workforce optimization software for JEA's Customer Contact Center. Some key functionalities of this software include but are not limited to: •Optimization of JEA's efficiency of contact center operations by using artificial intelligence to forecast customer contact volumes, average handle times and staffing requirements for JEA's multi-skill and multi-channel environment. •Emblemment of advanced speech and text analytics that will automatically tag each interaction based on the primary reason for the interaction.</p> <p>Through the BAFO process, JEA will realize sourcing savings of \$431,054.70.</p>											
3	MOVED TO REGULAR AGENDA								N/A	N/A	N/A
4	Piggyback	Post Implementation Professional Service Support for On-Premise Oracle E-Business Suite Migration to Oracle Cloud Infrastructure	Selders	Accenture LLP	O&M	\$1,600,000.00	N/A	\$1,600,000.00	N/A	One (1) Year with No Renewals Start: 07/26/2023 End: 07/25/2024	N
<p>For additional information contact: Nathan Woyak</p> <p>This award piggybacks off of the public NASPO contract No. 43230000-NASPO-16-ACS For Cloud Solutions dated June 21, 2019 competitively procured Cloud Solutions and executed Contract No. AR3086, Cloud Solutions ("Master Contract").</p> <p>This request is for \$1,600,000.00 of professional services from 07/26/2023 to 07/25/2024 for Post Implementation Support of the separately awarded On-Premise Oracle E-Business Suite Migration to Oracle Cloud Infrastructure. The Statement of Work (SOW) includes four (4) Accenture people resources for support up to 12 months plus a 3 month on-call resource. JEA needs to extend the Accenture resources because they have direct knowledge of JEA's new Cloud Infrastructure having led the implementation. Without Accenture's continued engagement support the ability of JEA's resources to effectively maintain/support this new infrastructure is limited which would put JEA at risk. The request allows JEA's resources to take advantage of Accenture's knowledge and experience in a production environment.</p>											
5	ITN	1411250246 Design, Implementation, and Maintenance of Solar Concierge Program	Pope	Resource Innovations, Inc.	O&M	\$1,863,979.00	N/A	\$1,863,979.00	N/A	Three (3) Years with Two (2) - 1 Yr. Renewals Start: 10/01/2023 End: 09/30/2025	Yes -Carla Mechele Media (4% (\$122,123.38) Local public relations, billboards, advertising and marketing) -TRC Energy Engineering, Professional LLC (6% (\$183,185.08) Local engineering firm for site reviews and engineering reviews for whole home electrification projects, and quality assurance/quality control)
<p>Advised 05/15/2023 Bid Opening 06/06/2023 Two (2) Responses Received Two (2) Respondents Shortlisted Presentations week of 07/10/2023 BAFOs Submitted 07/19/2023 For additional information contact: Nickolas Dambrose</p> <p>The Responses were evaluated on price based on JEA's budget, experience location and availability of professional resources, past performance, design approach and work plan, Jacksonville Small and Emerging Business Program, and vendor presentations. Resource Innovation Systems Inc. is deemed the highest evaluated responsible and responsive Respondent.</p> <p>The request is for three (3) years and \$1,863,979.00 for Resource Innovation, Inc. to design, launch, and manage a turnkey Solar Concierge Program (SCP) for JEA's commercial and industrial (C&I) customers. There has been significant growth within JEA's electric service territory of Photovoltaic (PV) and PV+ storage installations over the last year-and-half. Many installers new to JEA's service territory have begun operating with little knowledge of JEA's rate structures and processes. This has resulted in JEA customers receiving inaccurate information and making purchasing decisions on that information. This has also been coupled with customers not fully understanding how their PV or PV+ storage systems operate and the impact to their JEA electric bill, or their total energy usage. The influx of installers new to JEA's service territory and the increased project volume has also put additional constraints on JEA's resources. One such example is installers scheduling on-site appointments for inspections by JEA and either not showing up or showing up and the PV+ storage equipment not operating as intended. This leads to an inefficient use of JEA resources including labor hours, vehicle maintenance, and vehicle fuel costs.</p> <p>This SCP will provide JEA customers with a preferred solar installer network that will operate with a strict set of guidelines. In addition, customers will be provided a concierge level solar service including rooftop solar and battery storage education, an online solar calculator to provide a custom estimate of a potential solar installation for their home, and access to a competitive quoting system to get up to three (3) competitive quotes from the preferred installer network. The Solar Concierge Program is designed to bring a high level of confidence to participating JEA customers when purchasing a new rooftop solar system for their home and provide JEA customers a trusted resource for unbiased information related to rooftop PV systems that will help them make informed purchasing decisions.</p>											

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6	Invitation for Bid	1411294446 - Switchgear for Inventory Stock	McElroy	Stuart C. Irby Co. G&W Electric Specialty Company Gresco Supply, Inc.	Inventory Blanket Account	\$5,420,351.21 \$1,250,958.00 \$5,852,985.95	NA	\$12,524,295.16	NA	Three (3) Year, w/ Two (2) -1 Yr. Renewals Start: 08/15/2023 End: 08/14/2026	N
	<p>Advised: 06/28/2023 Opened: 07/18/2023 Three (3) Responses Received For additional information contact: Eddie Bayouth</p> <p>This Invitation for Bid (IFB) is to solicit pricing for the purchase of Switchgear for Inventory Stock. JEA currently has three approved manufacturers for pad-mounted distribution switchgears. Each manufacturer has been selected to provide switchgear given the unique functionality of the product they offer for a particular JEA use case. Currently the majority of the switchgear used by JEA is manufactured by S and C Electric Co., and is a live-front switchgear. The long term intent is to move to dead-front switchgear for safety and reliability reasons in the future.</p> <p>G&W and Federal Pacific both make dead-front pad-mounted switchgear and have been selected given their functionality along with value they bring. The Federal Pacific and G&W units also fit the same footprint of the live-front switchgear, making for easier and quicker replacements. Additionally, the Federal Pacific units use the same fuses as the current live-front units, which further simplifies the coordination with other system protection devices. G&W makes dead-front pad-mounted switchgear that have all internal parts enclosed and is a fully submersible. They are the only approved manufacturer of this style switchgear. JEA plans to replace live-front switchgear in flood-prone areas within its service territory with the G&W switchgear. Federal Pacific makes non-submersible dead-front pad-mounted switchgear. Although not submersible, it can be used in areas not prone to flooding and costs significantly less than the fully submersible G&W switchgear and more in line with the more inexpensive live-front gear JEA has exclusively used in the past.</p>										
7	Contract Increase	019-19 - Plastic Polymer Manholes and Boxes for JEA Inventory Stock	McElroy	Oldcastle Infrastructure, Inc.	Inventory Blanket Account	\$183,791.49	\$1,521,027.14	\$1,856,921.34	04/14/2023 - \$152,102.71	Five (5) Years Start: 01/24/2019 End: 01/23/2024	N
	<p>Original Award: 01/17/2019 For additional information contact: Eddie Bayouth</p> <p>The purpose for this contract increase is to add funds to the original award for the purchase Plastic Polymer Manholes and Boxes for JEA Inventory Stock. These manholes are used for underground electric and fiber optic access points throughout the JEA service territory.</p> <p>JEA is requesting this contract increase to add funds to the original award to cover forecasted usage for the remaining six (6) months of the contracts. The price of plastic polymer manholes and covers has increased by over 94% since the beginning of this contract and by 5% since April derived primarily from commodity increases in polymers and labor. JEA has looked at the market during the term of this agreement to validate pricing increases and mitigate risk, alternatives were found to be longer lead-time and more expensive. This increase is the sole driver in this contract increase request. The contract increase amount will provide funds for projected requirements for the remaining duration of the contract.</p>										
8	Contract Increase	1410510446 - Radio Control Switches	McElroy	G&W Electric Specialty Company	Inventory Blanket Account	\$719,987.00	\$1,788,685.00	\$2,508,672.00	NA	Two (2) Years Start: 01/16/2022 End: 01/15/2024	N
	<p>Original Award: 01/13/2022 For additional information contact: Eddie Bayouth</p> <p>The purpose for this contract increase is to add funds to the original award amount for the purchase of radio controlled switches. The radio controlled switches are used in electric distribution feeder level devices and allows JEA to remotely restore power if the switch is tripped, which is faster, safer and more efficient than sending crews to operate the switch manually.</p> <p>This contract had a built in price increase during the second year. During the second year there has been an increase in demand for the switchgear due to O&M replacements of failed switches, as well as the installation of the switches in new devices imbedded within capital projects from distribution planning. The contract increase amount will provide funds for projected requirements for the remaining duration of the contract.</p>										
9	Contract Increase	1410518246 - District II Cedar Bay Water Reclamation Facility Warehouse	Alan McElroy	Foresight Construction Group Inc.	Capital	\$508,503.33	\$1,881,000.00	\$2,389,503.33	N/A	Project Completion Estimated: June 2024	N/A - This Increase
	<p>Original Award: 03/21/2022 For additional information contact: Elaine Selders</p> <p>Awarded on 03/21/2022 to Foresight Construction in the amount of \$1,881,000.00. There were six permitting submissions from Foresight Construction to the City of Jacksonville from 4/20/2022, until the final permit was granted on 6/6/2023, which delayed the project significantly. Bhide & Hall assigned a new Civil Engineer to the project mid-approval process, due to unforeseen circumstances. There were permitting delays due to COJ's request for additional electric, site and utilities work. There were also significant increases in Masonry and Concrete costs. The delays and increases in cost and labor resulted in an increased cost of \$602,161.29. A partnering cost reduction of \$93,657.96, which included a reduction in cost for general staffing, overhead cost and construction management fees was given to JEA for a total increase of \$508,503.33. This represents a 27% increase in additional cost. Request approval for an additional \$508,501.33 for a new not-to-exceed amount of \$2,389,503.33.</p>										
10	Contract Increase/Ratification	1410541446 - Ford F-150 BEV Lightning Half Ton 4X4 Crew Cab Electric Trucks	Alan McElroy	Duval Ford	Capital	\$494,224.00	\$396,330.00	\$927,840.00	02/23/2022 - \$37,286.00	One-time purchase, Expected delivery 03/31/2024	N
	<p>Original Award: 02/10/2022 For additional information contact: Eddie Bayouth</p> <p>The original order was placed with Duval Ford for Model Year (MY) 2023 Ford F-150 Lightning Trucks (Full Electric) from the result of an IFB. JEA's order for MY 2023 was canceled by the manufacturer because Ford could not produce enough trucks to fulfill all of its orders and moved to MY 2024. However, the allocations for MY 2023 have recently reopened. Because of this, Duval Ford was able to move all of the MY 2024 trucks back to MY 2023 trucks as well as include seven (7) additional trucks planned for our next purchase cycle. These 7 additional trucks were ordered last week to ensure JEA could get the manufacturing slots; these seven (7) units account for the entire ratification amount of \$432,992.00.</p> <p>The other increase in the award is the price difference between the MY 2022 model, which was priced at \$54,202.00, and the 2023 model, which is priced at \$61,856.00, a difference of \$7,654.00/truck or \$61,232.00 for the original eight trucks ordered.</p> <p>All fifteen of the trucks are expected to arrive in early FY24.</p>										

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11	RFP	1411059846 - Engineering Services for the Cisco Drive - Westlake WTP to Garden St - Transmission Water Main Project	Melendez	Mott MacDonald	Capital	\$458,431.00	N/A	\$458,431.00	N/A	Project Completion (Expected: September 2025)	Five Percent (5%) Evaluation Criteria Meskel & Associates Engineering (Geotechnical Engineering Services) - 3% Construction & Engineering Services Consulting, Inc. (MOT) - 2%
	<p>Advised: 2/14/2023 Opened: 3/28/2023 Twelve (12) Proposals Received Public Evaluation Meeting: 06/08/2023 For additional information contact: Darriel Brown</p> <p>This scope of work includes evaluating and selecting a Company that can provide professional Engineering Services for the design of a new water main along Cisco Drive and Jones Road in Jacksonville consisting of approximately 9,500 LF of 20-inch Ductile Iron Pipe by open cut, including final detailed design, permitting, bid phase assistance, and engineering support services during construction. As growth continues in the North Water Grid, interconnections between the water treatment plants are needed to meet demands and provide redundancy to the grid. This project provides an additional connection between the Westlake WTP and the North Grid and will provide support to the North Grid during peak usage times.</p> <p>The hourly rates are deemed reasonable compared to historical rates for work of this nature. The rates are fixed for the first year and may be increased by CPI annually if requested by the firm.</p>										

Consent Agenda Action

Committee Members in Attendance	Names	Joe Orfano for Ted Phillips, David Emanuel, Janie Smalley for Laura Schepis
Motion by:	David Emanuel	
Second By:	Janie Smalley for Laura Schepis	
Committee Decision	Approved	

Regular Agenda (date last updated)

Award #	Type of Award	Solicitation # & Short Description/Title	VP	Awardee	Award Amount	Original Award Amount	New Not-to-Exceed	Amendments	Term	JSEB Participation (Y/N) If Y, then list company name(s) (% - awarded)	Action
1	Contract Increase	1410677646 Construction Services for the SIPS-Southside Blvd Intertie to Deerwood III WTP - SIPS Water Main & Raw Water Main - Segment 2	Melendez	TG Utility Company, Inc.	Capital	\$1,825,782.53	\$9,507,717.00	\$11,333,499.53	N/A	Project Completion (Expected: May 2024)	Motion by: Janie Smalley Second by: David Emanuel Committee Decision: <u>Approved</u>
	<p>Last Awarded: 07/14/2022 For additional information please contact: Dan Kruck</p> <p>The scope of work for this project includes the construction and installation of several sizes of water main and a reclaimed line via open cut, auger boring and horizontal directional drill.</p> <p>This contract increase adds funds to construct offsite utility lines for the new JEA H2.0 Purification Center. The proposed utility lines include 1840 LF of water main, 1960 LF of reuse water main, 3240 LF of force main and associated hardware. The utility lines are within the current project corridor, and by adding this work to the contract, JEA will avoid coordination issues and delay claims. The prices for this amendment were reviewed by JEA estimating staff and deemed reasonable when compared to previous projects.</p>										

Consent and Regular Agenda Signatures

Budget	Name/Title	<u>Stephanie M. Leahy</u> (Consent Agenda)	Name/Title	<u>Rebecca Lavis</u> (Regular Agenda)
Awards Chairman	Name/Title	<u>Joseph C. Orfano</u> VP, Financial Services		
Procurement	Name/Title	<u>JD McArthur</u>		
Legal	Name/Title	<u>Rebecca Lavis</u>		

Award #2 08/10/2023 Supporting Documentation

TRUCK 1/2 T EXT CAB 4X4 UTILITY 8'	Vehicle Cost	Qty	Total Cost	TRUCK 1 T EXT CAB SRW 4X4 UTILITY 8'
Standard	\$ 78,817.48	2	\$ 157,634.96	
A (Ladder Rack)	\$ 79,276.48	4	\$ 317,105.92	\$ 94,091.22

FY24

Electric Replacement (211-E) \$ 157,634.96
 Electric Expansion (211-02E) \$ 317,105.92

TOTAL \$ 474,740.88

Award #3 08/10/2023 Supporting Documentation

Ring Power Stock Quotes	UPDATED PRICES	QTY	TOTAL	June Pricing	Old Total
TC55 Optima Freightliner M2-106 4X4	\$247,113.00	4	\$988,452.00	\$ 253,067.52	\$ 1,012,270.08
TC55 Optima Freightliner M2-106 4X2	\$228,096.41	2	\$456,192.82		\$456,192.82
Terex C4047 Digger Freightliner M2-106 4X4	\$289,239.31	3	\$867,717.93	\$ 296,208.93	\$ 888,626.79
Terex LT40 Crew Cab Ram	\$163,607.29	2	\$327,214.58	\$ 167,549.64	\$ 335,099.28
Terex LT40 Reg Cab F550	\$163,850.53	6	\$983,103.18	\$ 165,450.55	\$ 992,703.30
FY23 Budget		17	\$3,622,680.51		\$ 3,684,892.27
Electric Replacement (211-E 8008221)	\$ 639,059.94		\$247,113.00	Savings	\$ 62,211.76
Electric Expansion (211-02E 8008222)			\$228,096.41		
Water Expansion			\$163,850.53		
			\$639,059.94		
FY24 Budget					
Electric Replacement	\$ 2,656,162.75				
Electric Expansion	\$ 163,607.29				
Water Expansion	\$ 163,850.53				
	\$ 2,983,620.57				

Total FY23 + FY24	\$ 3,622,680.51
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