SUBJECT: UNDERGROUND UTILITY LOCATES

BID #: AD-0083-20

OPEN DATE:

GENERAL GOVERNMENT AWARDS COMMITTEE

KIND AND BASIS OF CONTRACT: PIGGYBACK AWARD

AGENCY: TRAFFIC ENGINEERING

BASIS OF AWARD: PIGGYBACK

NUMBER OF BIDS INVITED: ( ) NUMBER RECEIVED: ( ) OTHER ( )

SUMMARY OF BIDS AND RECOMMENDED ACTIONS:

Subject piggyback was awarded administratively on April 24, 2020 to USIC Locating Services, LLC, in the amount of $30,000.00, Increased on May 27, 2020 in the amount of $34,101.00, and the final one (1) year renewal option was approved on October 22, 2020 bringing the total revised award amount not-to exceed $314,101.00.

Recommend approval to amend, increase and extend the award for a period of three (3) months with USIC Locating Services, LLC. Award to be increased by $50,000.00 to allow for the completion of services through the new term and includes the cost associated with the increased rates. It is being requested that this agreement be ratified effective October 1, 2021 through December 31, 2021 and to authorize the department to utilize a purchase order while the amendment is drafted and executed to prevent any gap in service. Total revised award amount not-to-exceed $364,101.00.

This award to be funded by account 00111.158001.534100.000000.00000000.00000.0000000 to be executed by formal contract amendment through Office of General Counsel and processed via purchase order.

ATTACHMENTS: Recommendation Memo, Vendor Letter, Previous Award(s)

ANALYST: _____ BRYAN MATUS

RESPECTFULLY SUBMITTED _____ GREGORY PEASE, CHIEF PROCUREMENT DIVISION

CONCURRENCE BY: Christopher W. LeDew, P.E. Chief, Traffic Engineering Division

(ALL AWARD ACTIONS SUBJECT TO LAWFULLY APPROPRIATED FUNDS)

ACTION OF GGAC COMMITTEE ON RECOMMENDATIONS ABOVE

MEMBERS APPROVING _____ MEMBERS DISAPPROVING _____ DATE: _____

_____ _____ OTHER: _____

_____ _____

_____ _____

ACTION OF AWARDING AUTHORITY DATE _____

APPROVED _____ DISAPPROVED _____

OTHER _____

SIGNATURE OF AUTHENTICATION _____

ONE CITY. ONE JACKSONVILLE.

City of Jacksonville, Florida

Lenny Curry, Mayor

Department of Public Works
Traffic Engineering Division
1007 Superior Street
Jacksonville, FL 32254
(904) 255-7533
www.coj.net

September 22, 2021

TO: **Gregory W. Pease**
Chief of Procurement

THRU: **John P. Pappas, P.E., Director**

FROM: **Christopher W. LeDew, P. W., Chief**

SUBJECT: **AD-0083-20 Piggyback with USIC, LLC for Traffic Operations Underground Utility Locates - POA-70084**
Extend
Increase Amount **$50,000.00**
New Not to Exceed Amount **$364,101.00**

Traffic Engineering would like to extend and increase the agreement with USIC, LLC for Locating Services for an three (3) months, through December 31, 2021. It is requested this agreement be ratified to October 1, 2021. The current amount of this agreement is $314,101.00. The request for increase is $50,000.00. The new not to exceed will be $364,101.00.

Bid # JCS-0411-21 closed September 1, 2021, with no proposals. The bid is in Procurement being finalized for readvertising.

USIC, LLC has asked for the following increase in rates. The attached email states "our cost of service has increased dramatically. The cost of labor has increased substantially as there are fewer qualified candidates for our technician positions, and we have therefore had to increase our rate of pay. Problems in the supply chain have also increased our cost of materials."

The new rates would be as follows:

$10.80	Per Ticket Received from the One Call
$40.00	Per After Hours Emergency Call Out Ticket
$15.00	Project Price Per Quarter Hour for Tickets that Exceed 30 Minutes
$15.00	Watch and Protect per Quarter Hour for Watchdogs or Site Surveillance Work
$200.00	Damage Investigation Fee

The funding source will be 00111.158001.534100.000000.00000000.00000.0000000.

Your assistance in concurring with this recommendation would be appreciated. If you have questions or need additional information regarding this request, please contact Fay Deschenes 255-7542.

Deschenes, Fay

From: Haake, Jack <JackHaake@usicllc.com>
Sent: Tuesday, September 14, 2021 9:48 AM
To: Deschenes, Fay
Subject: RE: Contract Extension

EXTERNAL EMAIL: This email originated from a non-COJ email address. Do not click any links or open any attachments unless you trust the sender and know the content is safe.

Good morning Fay.

When we agreed to use the Gainesville agreement with Jacksonville the pricing was below market, but we wanted to enter into this partnership with Jacksonville. In addition, our cost of service has increased dramatically. The cost of labor has increased substantially as there are fewer qualified candidates for our technician positions, and we have therefore have to increase our rate of pay. Also, with only a 3 month extension we have to plan for shorter term labor needs than if we were doing a one year extension, causing increased costs as we will have to move techs to other markets after 12/31. Problems in the supply chain have also increased our cost of materials.

Our proposed rate of $10.80 is actually discounted from our current projected pricing of $12.40 for locates in the Jacksonville market. As a current customer we would like to help Jacksonville out and show good faith and feel this proposed pricing is fair. Also, we would love to enter into a new agreement with you should you not receive any acceptable responses to your RFP.

Let me know if you have any questions. We will need to move rather quickly on this as our current agreement expires in just a little over 2 weeks.

Thanks.

Jack

Live the SAFE-LIFE!

Jack A. Haake
Regional Account Manager
C 303 263 0200

9045 River Road Suite 300
Indianapolis IN 46240
USICLLC.com | BHUG.com | ReconnUS.com | OnTargetServices.com

From: Deschenes, Fay <FayD@coj.net>
Sent: Tuesday, September 14, 2021 6:36 AM
To: Haake, Jack <JackHaake@usicllc.com>
Subject: RE: Contract Extension

EXTERNAL SENDER - Exercise Caution.

Good morning Jack,

The Gainesville agreement allows a 3% increase per year. In order to get this through my Procurement Division and through the Attorneys, would you please send CPI information to support this increase? If CPI wasn't use, please send how the increase was arrived.

We will have to wait for the bids (or the lack of bids) to determine our next step.

Thank you,
Fay

Fay Deschenes
Traffic Engineering
Administration Manager
Public Works – Traffic Engineering
City of Jacksonville
1007 Superior Street
Jacksonville, Florida 32254
904.255.7542

From: Haake, Jack <JackHaake@usicllc.com>
Sent: Monday, September 13, 2021 2:49 PM
To: Deschenes, Fay <FayD@coj.net>
Subject: Contract Extension
Importance: High

EXTERNAL EMAIL: This email originated from a non-COJ email address. Do not click any links or open any attachments unless you trust the sender and know the content is safe.

Good afternoon Fay.

We have discussed your request to extend our current agreement until 12/31/21. USIC is willing to extend the agreement, but we will need increased rates. The proposed rates to be effective 10/1/21 are as follows:

$10.80 per regular ticket received
$40.00 per after hours ticket
$15.00 per ¼ hour for tickets exceeding 30 minutes
$15.00 per ½ hour for watch and protect services
$200.00 per Damage Investigation

Our costs to do business have increased during the past 12 months and these rates are actually discounted due to Jacksonville being a current customer.

Please let me know if these rates are acceptable and you would like to extend the Agreement with USIC. Also, while we will not be able to submit a proposal under the current RFP terms and conditions, we would be willing to negotiate a new agreement with Jacksonville should you not receive any acceptable bids.

Thanks!

From: Deschenes, Fay <FayD@coj.net>
Sent: Wednesday, September 15, 2021 9:34 AM
To: Schlessinger, Steve <SSchlessing@coj.net>
Subject: RE: SIGNATURE FROM DIRECTOR REQUESTED - Extend AD-0083-20 - USIC Locating Services - 1 year

Yes. Initially we asked for a 3 month extension. It took him a while to get back to me. In the meantime, our bid came back with zero bidders. Once he did reply, I spoke with the Project Manager (Cope) and he asked if we could extend for another year. USIC agreed. The bid is going out today but we don't have much hope of it going through. Our intent is to send this out as an RFP so pricing can be negotiated, but we have to do it one step at a time.

From: Schlessinger, Steve <SSchlessing@coj.net>
Sent: Wednesday, September 15, 2021 9:24 AM
To: Deschenes, Fay <FayD@coj.net>
Subject: RE: SIGNATURE FROM DIRECTOR REQUESTED - Extend AD-0083-20 - USIC Locating Services - 1 year

Just to confirm that we are extending this for 12 months? The customer email references a 3 month extension. You were able to get 12 months?

From: Deschenes, Fay <FayD@coj.net>
Sent: Wednesday, September 15, 2021 6:54 AM
To: Schlessinger, Steve <SSchlessing@coj.net>
Subject: SIGNATURE FROM DIRECTOR REQUESTED - Extend AD-0083-20 - USIC Locating Services - 1 year

Ready for John's signature please.

From: LeDew, Christopher <CLeDew@coj.net>
Sent: Tuesday, September 14, 2021 4:32 PM
To: Deschenes, Fay <FayD@coj.net>
Subject: RE: SIGNATURE FROM CHIEF REQUESTED - Extend USIC Locating Services - 1 year

Signed

From: Deschenes, Fay <FayD@coj.net>
Sent: Tuesday, September 14, 2021 12:01 PM
To: LeDew, Christopher <CLeDew@coj.net>
Subject: RE: SIGNATURE FROM CHIEF REQUESTED - Extend USIC Locating Services - 1 year

I added a comment on why we are asking for a year rather than just 3-6 months. Please feel free to edit.

From: Deschenes, Fay
Sent: Tuesday, September 14, 2021 11:53 AM
To: LeDew, Christopher <CLeDew@coj.net>
Subject: SIGNATURE FROM CHIEF REQUESTED - Extend USIC Locating Services - 1 year

At Cope's request, we are asking for a one year extension with USIC for locating services. If you are in agreement, please sign & return.

SUBJECT: UNDERGROUND UTILITY LOCATES

BID #: AD-0083-20

OPEN DATE:

GENERAL GOVERNMENT AWARDS COMMITTEE

KIND AND BASIS OF CONTRACT: PIGGYBACK AWARD

AGENCY: TRAFFIC ENGINEERING

BASIS OF AWARD: PIGGYBACK

NUMBER OF BIDS INVITED: ( ) NUMBER RECEIVED: ( ) OTHER ( )

SUMMARY OF BIDS AND RECOMMENDED ACTIONS:
Subject bid was awarded administratively on 04/24/20 to USIC Locating Services, LLC., in the amount of $30,000.00; Increased on 05/27/20 in the amount of $34,101.00.

Recommend approval to ratify period of service from October 1, 2020 to date of award.

Recommend approval to utilize the 1st and final renewal option with USIC Locating Services, LLC in the annual expenditure amount of $250,000.00, this includes a 3% price increase per agreement Section 7.1 with Gainesville contract. Period of Service will be from date of award through September 30, 2021. Total revised award amount not-to-exceed $314,101.00.

This award is to be funded by account: 00111.158001.534100.000000.00000000.00000.0000000 to be executed by formal contract amendment through Office of General Counsel and processed via Blanket Purchase Agreement.

Attachments: Recommendation Memo, Vendor Letter, Email from approval from OGC, Previous Award(s)

ANALYST: Marilyn Laidler
MARILYN LAIDLER

RESPECTFULLY SUBMITTED
GREGORY PEASE, CHIEF
PROCUREMENT DIVISION

CONCURRENCE BY: Christopher W. LeDew, P.E. Chief, Traffic Engineering Division

(ALL AWARD ACTIONS SUBJECT TO LAWFULLY APPROPRIATED FUNDS)
ACTION OF GGAC COMMITTEE ON RECOMMENDATIONS ABOVE

MEMBERS APPROVING 3 MEMBERS DISAPPROVING 0 DATE: 10/22/2020

OTHER:

ACTION OF AWARDING AUTHORITY DATE 10/23/20

NC APPROVED ✓ BH DISAPPROVED

OTHER

SIGNATURE OF AUTHENTICATION

Brian Hughes
Chief Administrative Officer
For: Mayor Lenny Curry
Under Authority of:
Executive Order No. 2019-02

ADMINISTRATIVE AWARD
BID No.: AD-0083-20

DESCRIPTION OF GOODS/SERVICES: Recommend approval to increase award in the amount of $34,101.00 to a new revised total amount not to exceed $64,101.00. Period of service is from date of executed contracted through September 30, 2020 with one (1) one (1) year renewal option.

Funding Source: 00111.158001.534100.00000.00000000.00000.0000000 to be executed by formal contract through the Office of General Counsel and processed via Blanket Purchase Agreement/Purchase Order Releases

FOR AGENCY/DEPARTMENT: Public Works/Traffic Engineering Division

REQUISITION NUMBERS: N/A

NUMBER FIRMS SOLICITED: N/A **NUMBER FIRMS BIDDING:** N/A

REASON FOR LESS THAN REQUIRED MINIMUM SOLICITATION/QUOTATION: N/A

RECOMMEND AWARD TO: USIC Locating Services, LLC

CONCURRENCE BY: John P. Pappas – P.E., Director

PRICE: $64,101.00 **TERMS:** Net 30

REASON FOR NOT ACCEPTING LOW BID: N/A

for Buyer Olive Walker-Cohen

Asst. Mgr. of Purchasing Services

Date

Date

APPROVAL/DISAPPROVAL:

for - Gregory Pease, Chief, Procurement Division

5/27/2020
Date

ADMINISTRATIVE AWARD
BID No.: AD-0083-20

DESCRIPTION OF GOODS/SERVICES: Recommend approval to piggyback on City Of Gainesville, Florida Contract #10003484 with USIC Locating Services, LLC for Traffic Operations Underground Utility Locates. Period of service is from date of executed contracted through September 30, 2020 with one (1) one (1) year renewal option. Total expenditure not-to-exceed $30,000.00.

Funding Source: 00111.158001.534100.00000.00000000.00000.0000000 to be executed by formal contract through the Office of General Counsel and processed via Blanket Purchase Agreement/Purchase Order Releases

FOR AGENCY/DEPARTMENT: Public Works/Traffic Engineering Division

REQUISITION NUMBERS: N/A

NUMBER FIRMS SOLICITED: N/A **NUMBER FIRMS BIDDING:** N/A

REASON FOR LESS THAN REQUIRED MINIMUM SOLICITATION/QUOTATION: N/A

RECOMMEND AWARD TO: USIC Locating Services, LLC

CONCURRENCE BY: John P. Pappas – P.E., Director

PRICE: $30,000.00 **TERMS:** Net 30

REASON FOR NOT ACCEPTING LOW BID: N/A

for **Buyer** Olive Wallace - Cohen

Asst. Mgr. of Purchasing Services

Date

Date

APPROVAL/DISAPPROVAL:

Gregory Pease, Chief, Procurement Division

4/24/20
Date