

**MINUTES
SPECIAL MEETING
DESTIN CITY COUNCIL
MARCH 25, 2024
ANNEX COUNCIL CHAMBERS
6:00 PM**

The Council of the City of Destin met in special session with the following members and staff present:

Destin City Council

Mayor Bobby Wagner
Councilmember Johnny King
Councilmember Torey Geile
Councilmember Kevin Schmidt

Councilmember John Stephens
Councilmember Terésa Hebert
Councilmember Dewey Destin

City of Destin Staff

Interim City Manager Louis Zunguze	City Clerk Rey Bailey
Principal Planner Steve O'Connor	Finance Director Krystal Strickland
Code Compliance Director Troy Williams	IT Director Andy Peters
Public Information Director Tamara Young	City Engineer Ryan Scott
Projects/Grants/Contracts Manager Jeff Cozadd	Public Works Director Michael Burgess
City Attorney Kimberly Kopp	

CALL TO ORDER/PLEDGE OF ALLEGIANCE

Mayor Bobby Wagner called the meeting to order at 5:30 PM. The mayor called for a moment of silence, which was then followed by the recitation of the Pledge of Allegiance.

PUBLIC COMMENTS

NEW BUSINESS

A. Utility Undergrounding Phase 1 Contractor Presentations and Selection

Attorney Schef Wright, the city's legal counsel for the electrical franchise and the undergrounding project, gave the following opening statement:

On January 23, 2024, the City of Destin released RFP 24-01-ENG, Phase 1 Utility Underground Conversion Project. By this RFP, the city requested proposals from qualified contractors to successfully complete all of the work necessary to convert the overhead facilities of FPL, Cox Communications, Century Link, and Unity Fiber in the project area, which is basically US Hwy 98 or Harbor Blvd, from the Marler Bridge to Airport Road, including certain overhead facilities and fair amount of powerlines that extend away from the lines on US Hwy 98 to serve adjacent properties and customers. The city received 3 proposals, from Accurate Drilling System (ADS), Hypower LLC, and WILCO Electric LLC. All 3 proposals were deemed responsive. All 3 are acceptable with FPL, all 3 received favorable references from the list of references they provided. Consistent with the RFP, bids were opened on February 22, 2024. The city's Bid Committee reviewed the proposals and held a public meeting on March 7, 2024 to review and score

the 3 responsive proposals. The scoring criteria are shown and with points assigned to each of the criteria or categories on the sample score tabulation sheet that are included in the agenda packet. Pursuant to the RFP, the city council now has the task of deciding which proposer with which they council wants staff to begin negotiating.

At this time, the City Attorney asked if any of the proposers were present in the audience and wish to make a presentation. Representatives from Accurate Drilling System stepped forward.

Accurate Drilling Systems, Inc. (ADS)

The following representatives from ADS gave the presentation:

Carrie Kennedy – ADS Program Coordinator
Juan Martinez – ADS Project Manager
Frank Castillo – Project Electrical Engineer
Mario Acevedo, Jr. – Vice President of ADS

The above listed individuals gave the following presentation:

- Founded in 1998, ADS, Inc. is a leading boring company with over 150 experienced employees.
- In 2022, ADS, Inc. completed over \$50 million in work with a modern fleet of equipment.
- This makes ADS, Inc. one of the largest boring companies in the entire state.

Project Updates

- Focusing on the following two FPL projects because of the scope and expectations being identical to Destin's
 - ❖ City of Bradenton Beach
 - Challenges: Tight corridors/heavy pedestrian traffic/heavy vehicle traffic/very active businesses
 - Project is 100% complete. Completed ahead of schedule with no change orders.
 - There were no damages or any unplanned outages to businesses and residents.
 - Approach to the project praised by the leaders in the community.
 - ❖ City of Gulf Breeze
 - Faced similar challenges as with the City of Bradenton Beach
 - Project is 75% complete.

- There have been no damages or any unplanned outages to businesses and residents.
- Delays reported by competitors were not the fault of ADS. It was an issue with FDOT permit from FPNL. All conduits have now been installed. They are ready to begin switching as soon as cable installations are complete.
- There had been only one change order. It was a negative change order for \$500,000.

FPL Underground City of Destin

❖ City Expectations

- Mirrors City of Bradenton Beach and City of Gulf Breeze projects including all are within a CRA district.
- Because of the Gulf Breeze project, ADS is already familiar with carriers that will be involved in the Destin project.
- Experience will provide learning curve for smooth transition.

❖ FPL Expectations

- Established great relationships with FPL personnel that will oversee the Destin project.
- ADS has expertise in working through adjustments related to the differences in the FPL proposed equipment and the old Gulf Power system.

Why ADS is the Best Fit

- Experience and Expertise
 - No subs. ADS conducts all the work.
 - Willing to provide monthly updates to the city council if awarded the project.
- Established Relationships
- Currently Mobilized
- Gulf Power to FPL

Following the ADS presentation, the City Attorney asked if any of the other proposers were present and ready to make a presentation. Seeing none, the City Attorney turned the matter over to the city council.

Councilmember Schmidt moved to accept the Bid Committee's report and rankings and direct the City Manager to negotiate a contract beginning with the highest ranked proposer in accordance with the Request for Proposals (RFP); seconded by Councilmember Stephens.

The City Attorney announced that copies of all 3 presentations – ADS, Hypower, and WILCO – as well as the Bid Committee report are included in the agenda packet that have been provided to the council and published to the public.

Attorney Wright noted that the RFP as well as the city's purchasing manual expressly provide 3 options for the city council to decide how they want to proceed from this point. One is to accept the Bid Committee's report and ranking and proceed according to that ranking. Option 2 is for the council to rank the 3 proposers. Number one being the best, number two being the second best, and number three the third best. Add up all the points and the low score wins. The third methodology is to re-score each proposal using the same criteria and same point weighting system set forth in the RFP and was applied by the Bid Committee.

Councilmember Destin expressed his preference for the council to rank the proposers so they could have some discussions as to how each one came up with their choice. He stated that ADS would be his number one choice based on their experience and track record, and in doing two projects that are quite similar to the Destin situation. One of the projects has been completed and the other one nearly complete with very little or no problems. He added that this would be his reasoning if they were ranking the proposers.

The City Attorney asked to read the Bid Committee report into the record so that the council can individually decide if they agree with those reasons.

Bid Committee Review & Report

At its meeting on March 7, 2024, the Bid Committee discussed the proposals and the scoring methodology. Specific discussion addressed the experience and qualifications of one of the proposers, Hypower. Discussion also addressed pricing and whether the omission of cost values in the Schedule of Values submitted by one of the proposers, Wilco, would have any effect on the City's ability to negotiate appropriate price terms if that proposer were to be selected for negotiations. The Bid Committee scored the three proposals in accordance with the scoring provisions of the RFP, and the results were totaled by Mr. Cozadd and confirmed by the City Clerk, with the following numeric results:

ADS - 376 points
Hypower - 363 points
Wilco - 360 points

Pursuant to the RFP, the Bid Committee voted to forward these rank-ordered results to the City Council for Council's consideration of which proposer it wants City Staff to negotiate a contract with. For the council's information, the Bid Committee's individual score sheets are also included in the agenda.

As reflected in the Committee members' individual score sheets, there were some differences in the scores assigned by the respective Committee members to the criteria in the RFP. Hypower was the lowest cost bidder and accordingly, Hypower received maximum points from all four Committee members on the Price/Schedule of Values criterion or category. The Committee members assigned higher points to ADS and Wilco on the criterion for Contractor Qualifications, Ability and Experience and the criterion for Contractor Personnel Qualifications and Experience. The individual scores on each criterion and numeric totals reflect the Committee members' judgment on the criteria set forth in the RFP.

The City Attorney asked if anyone in the council has a different reasoning, to express them now before they vote on the motion.

Having none, the mayor called for a vote on the motion, which passed 6-0 (Council members Schmidt, King, Hebert, Destin, Geile, and Stephens voted "yes"; Councilmember Bagby was absent from the meeting).

PUBLIC COMMENTS

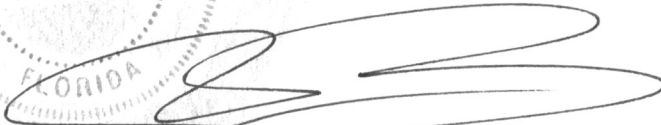
ADJOURNMENT:

Having no further business at this time, the meeting was adjourned at 6:25 PM.



Bobby Wagner, Mayor

ATTEST:



Rey Bailey, City Clerk