

**MINUTES
SPECIAL MEETING
DESTIN CITY COUNCIL
OCTOBER 6, 2020
DESTIN CITY HALL
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 Gary Jarvis
Councilmember Prebble Ramswell
Councilmember Cyron Marler
Councilmember Chatham Morgan

Councilmember Parker Destin
Councilmember Skip Overdier (Virtual)
Councilmember Steven Menchel (Virtual)

Destin City Staff

City Manager Lance Johnson
Public Services Director Michael Burgess
Community Dev. Director Louis Zunguze
IT Technician James Lauria
Land Use Attorney Kimberly Kopp

Deputy City Manager Webb Warren
Grants/Project Manager Jeffrey Cozzard
City Clerk Rey Bailey
Engineering Assistant II Joe Bodi
City Attorney Kyle Bauman

Visitor

Schef Wright, Esq.

CALL TO ORDER

Mayor Gary Jarvis called the meeting to order at 6:00 PM; followed by the recitation of the Pledge of Allegiance.

NEW BUSINESS

- City of Destin Utility Undergrounding Project Management

The Mayor announced that the City received three responsive proposals for the City of Destin Utility Undergrounding Project Management project they put out to bid on May 15, 2020. The three firms will make their presentation tonight, after which the City Council can choose a firm which staff would then negotiate with for the undergrounding project management.

1) CPWG Madrid Engineering Group

Who we are:

- Core Values
 - ❖ Clients first
 - ❖ Commitment to Excellence

- ❖ Managed ingenuity through teamwork
- ❖ Family as a source of strength
- ❖ Honesty and Integrity
- ❖ Meaningful community involvement
- ❖ Exceptional communications

➤ Personnel

- Licensed Professional Civil Engineers – 17
- Engineer Interns – 5
- CAD Designers – 4
- Project Managers – 4
- Planners – 14
- Licensed Professional Landscape Architects – 3
- Licensed Professional Land Surveyors - 3
- Surveyor Assistants – 7
- Licensed Professional Geologist – 1
- Environmental Scientist – 2
- Management and Administrative Staff – 14
- Licensed General Contractors – 2
- Construction Managers – 2
- Construction Inspectors – 14
- Laboratory Technicians – 5
- Drillers – 8
- The CPWG Madrid Advantage
 - Experts working with city and county governments
 - Schedule and results driven
 - Relevant knowledge of distribution facilities
 - Excellent governmental relationships with local presence
 - Extensive resources and direct experience
- Presentation Team
 - Cory Carnes, Project Manager
 - Dan Hart, Principal-in-Charge
 - David Greene, Senior Engineer
 - Tommy Barfield, Client Service Manager
 - Matt Svede, Senior Designer
 - Jason Alderman, Assistant Client Service Manager
 - Lynn Cherry, Carpe Diem
 - Steve Tarte, CEO

Experience

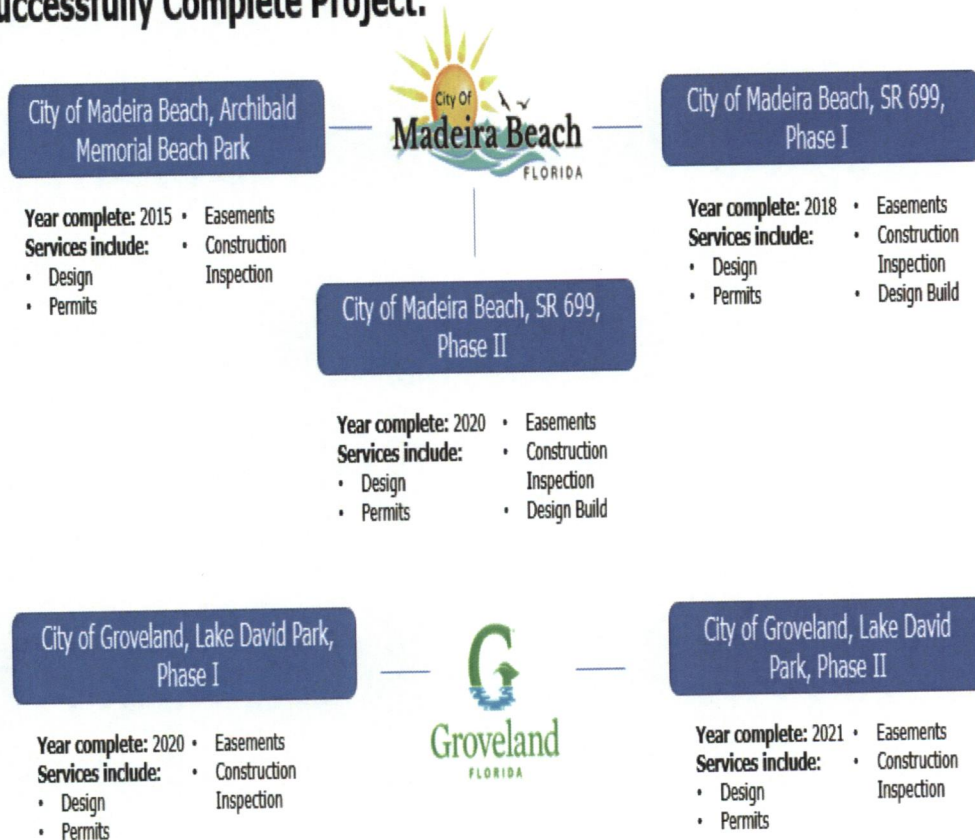
- Lynn Cherry – 15-plus years Community Liaison
- Leon Nobles, PE – 28-plus years utility coordination
- Jose Morales, PLS – 18-plus years SUE
- Jimmy Smith, PE – 19-plus years FDOT coordination
- Michael Verner, PE/LAC – 40-plus years Materials Testing
- Cory Carnes, PE – 10-plus years capital projects
- Steve Tarte – 30-plus years municipal expert

- Dan Hart, PE, DBIA – 23-plus years design build
- Tommy Barfield, PE – 34-plus years local FDOT
- Jason Alderman – 25-plus years local and municipal FDOT
- David Greene – 25-plus years Utility Coordinator
- Matt Svede – 16-plus years distribution design
- Jeff Schwartz, PE/PSM – 20-plus years Survey
- Ron Daniels – 36-plus years Distribution Design & Construction
- Todd Chandler, PE – 15-plus years Construction Management
- Matti Rukholm, RLA – 15-plus years Landscape Architect
- Jenni Sieg – 10-plus years Project Coordinator

Similar Work Experience



Municipal Undergrounding Clients & Demonstrated Availability to Successfully Complete Project:



Similar Work Experience



Municipal Undergrounding Clients & Demonstrated Availability to Successfully Complete Project:

City of St. Pete Beach, Complete Streets: Pass-a-grill-Way Phase I

Year complete: 2019 • **Easements**
Services include: • Construction
 • Design Inspection
 • Permits



City of St. Pete Beach, Complete Streets: Pass-a-grill-Way Phase II

Year complete: 2018 • **Easements**
Services include: • Construction
 • Design Inspection
 • Permits

City of St. Pete Beach, SR 699, Phase I

Year complete: 2020 • **Easements**
Services include: • Construction
 • Design Inspection
 • Permits Design Build



City of Winter Garden, Complete Streets: Dillard Street

Year complete: 2021 • **Easements**
Services include: • Construction
 • Design Inspection
 • Permits



City of Indian Rocks Beach, SR 699 Phase I

Year complete: 2020 • **Easements**
Services include: • Construction
 • Design Inspection
 • Permits Design Build

Municipal Undergrounding Clients & Demonstrated Availability to Successfully Complete Project:

Similar Work Experience



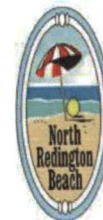
City of Redington Shores, SR 699, Phase I

Year complete: 2020 • **Easements**
Services include: • Construction
 • Design Inspection
 • Permits Design Build



City of Redington Beach, SR 699 Phase I

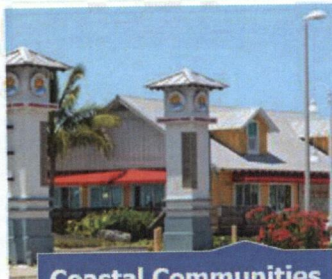
Year complete: 2020 • **Easements**
Services include: • Construction
 • Design Inspection
 • Permits Design Build



City of North Redington Beach, SR 600, Phase I

Year complete: 2018 • **Easements**
Services include: • Construction
 • Design Inspection
 • Permits Design Build

Similar Work Experience



Coastal Communities
Archibald Park



Complete Streets
Pass-a-grill-Way

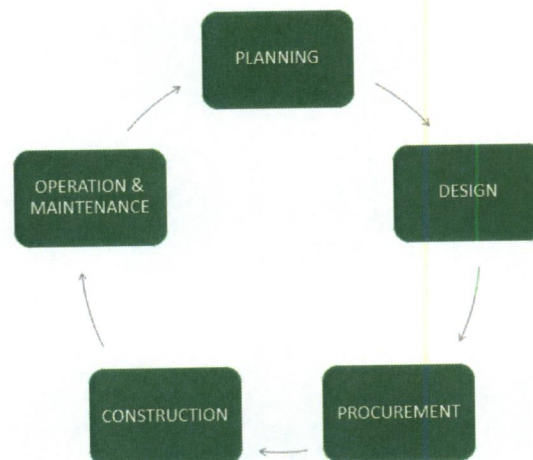


Construction

03 PROJECT MANAGEMENT



- ✓ **Listen** and understand the city's goals
- ✓ Strategically **target** both feasible and constructible locations
- ✓ **Identify** risk, challenges, and solutions
- ✓ Coordinate and **execute agreements** with impacted area stakeholders
- ✓ Define **scope of work** for both hard and soft infrastructure.
- ✓ **Set** project delivery strategy
- ✓ Control execution through **milestones and deliverables**
- ✓ Develop a **baseline** to create consistent expectations
- ✓ **Document** changes and unforeseen conditions
- ✓ **Communicate** open and often



➤ Overhead to Underground Conversion

❖ Facilities

- Electric
- Communications
- Water
- Gas
- Storm

❖ Conversion

- Existing
- Proposed
- Transfer
- Removal

- Customer Meter
- Restoration
- ❖ Coordination
 - Federal
 - State
 - Local
 - Public
 - Private
- Good Relationships with Utility Companies
 - ❖ Cox Communications
 - ❖ Gulf Power
 - ❖ Chelco
 - ❖ South Walton Utility, Inc.
 - ❖ Destin Water Users, Inc.
 - ❖ Okaloosa Gas District

04 COMMUNITY LIAISON



Transportation Clients



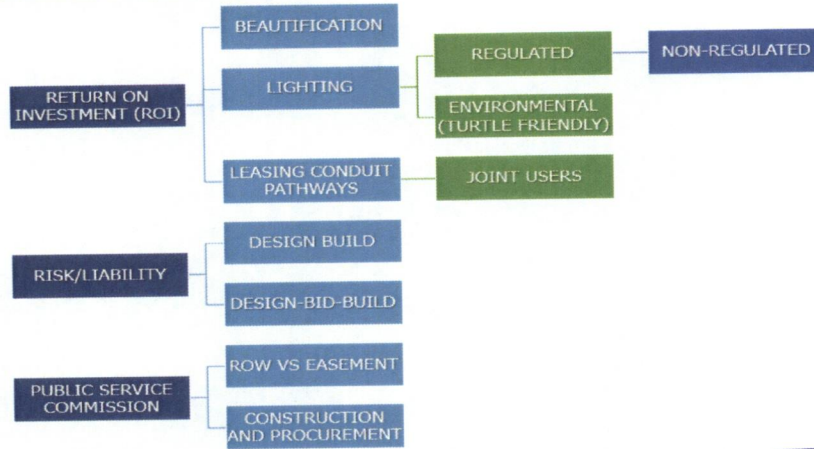
Supported several Okaloosa County based TPO and D3 Projects

Examples include:

- O-W LRTP
- I-10 @ C.R. 4 PD&E
- I-10 PD&E
- DG 19-01 U.S. 90 & S.R. 188 Resurfacing
- DG 19-07 S.R. 85 Resurfacing
- DG 20-03 S.R. 85 Resurfacing
- DG 20-11 S.R. 85 Intersection Improvement
- DG 20-20 I-10 Multi-lane Reconstruction
- I-10 Multi-lane Reconstruction (2 Segments)



05 SOLUTIONS



Why Choose Us?

- Experts working with city and county governments
- Schedule and results driven
- Relevant knowledge of distribution facilities
- Excellent governmental relationships with local presence
- Extensive resources and direct experience
- CPWG Madrid Underground Advantage
 - ❖ We have designed coastal systems
 - ❖ We have provided project management
 - ❖ We have provided CEI
 - ❖ We have protected clients from enhancement
 - ❖ We have constructed undergrounding projects

The CPWG Madrid Advantage



Prime Consultant Licensing and Credentials Comparison	Utility Consultants of Florida	HBK	CPWG Madrid
Pursuant to section 471.023(2), F.S., a business organization or other persons practicing under a fictitious name, offering engineering services to the public must be qualified by an engineer licensed under Chapter 471, F.S.	no	YES	YES
State of Florida Licensed Surveying Company	no	YES	YES
State of Florida Licensed Landscape Architecture Company	no	no	YES
State of Florida Licensed General Contractor	no	no	YES
Electric, Telecom & Cable undergrounding experience in Florida	YES	unknown	YES
Electric, Telecom & Cable undergrounding experience in Coastal Florida municipalities	YES	unknown	YES
Florida Based Engineering, surveying, LA & GC Company	no	no	YES
Year Established Business was Established in Florida	2018	2016	2004
Established offices in Florida Panhandle	no	no	YES
Number of offices in State of Florida	1	1	7

QUESTIONS/DISCUSSIONS:

Councilmember Destin

This is an ambitious project. The big challenges are the planning and coordinating during Phase 1 and the actual construction in Phase 2 of the project.. There will be a tremendous amount of work once the City gets in a relationship with Gulf Power and other pertinent organization in coordinating all the moving parts. He wants to make sure the firm is confident enough and are prepared to handle all these challenges. .

Proposer/Respondent: *The firm is in the middle of working with the local program manager going through all the steps negotiating with Duke Energy at the moment. Their team has had experience from the coordinating standpoints and in working with Florida Power and Light and Duke Energy and the systems they are involved in. They can definitely handle this project.*

Councilmember Ramswell

What are they looking at realistically in terms of time frame from start to finish?

Proposer/Respondent:

Most of the time frames depend on the people involved; but the City is doing all the right things in getting the right people involved. They can help in making sure the time frame is not extended more than necessary. Each phase normally takes a couple of years at a time. Five to 8 years from start to finish may be a little aggressive, but they feel they can make it happen.

Councilmember Ramswell

A lot of the work will be done along US Hwy 98, which is a major thoroughfare. What sort of planning and ideas would you have for controlling or managing the traffic and have you dealt with a major thoroughfare in previous projects such as the one they have in Destin?

Proposer/Respondent:

They are currently working on Gulf Blvd at St. Petersburg area. It is a very intense area for tourists. They are coordinating with the local community. They are making sure school busses are not impeded. They are managing speed bump locations that may help support the safety in that area. They will listen to the community's concerns and suggestions every step of the way at every stage of the project. They will have visuals that will go all the way to the State level that will verify safety. They also work with the community to make sure they can work around their activities/festivities to ensure minimum disruptions.

Councilmember Menchel

Please tell us the availability of the lead and the other key personnel whom your company will assign to the City's undergrounding project. Over the next 2 years and over the next 4 years.

Proposer/Respondent:

They have local presence. They will dedicate resources locally. They will get total involvement from the local community.

Councilmember Menchel

Please describe your understanding of what is involved in the City's undergrounding project.

Proposer/Respondent:

Everybody that will be affected – the electric facilities, telecommunication facilities, neighboring coops, etc. – and the joint users or people they will be working with regularly will be part of the project. The firm will be heavily involved in the initial review of their systems to make sure they do not impact their interconnectivity.

Councilmember Menchel

Although final decisions have not been made, you should reasonably assume that the City of Destin's undergrounding project will require some bond financing. What experience to you have in supporting any bond financing efforts?

Proposer/Respondent:

Like other cities, the City of Destin will hire an attorney to handle the bond financing for the project. The firm will provide the information necessary in terms of project costs, timing, etc, for the bond attorney to use in acquiring the bonding.

Councilmember Menchel

Has your company or any member of your team ever been involved in any litigation relating to UG projects? Contracts relating to the construction or installation of undergrounding facilities or to the management of such undergrounding projects?

Proposer/Respondent:

No.

Councilmember Menchel

Has your company or any member of your team ever been removed from a project, or told to stop work on a project, by a client?

Proposer/Respondent:

No.

Councilmember Menchel

Has your company ever been sued for breach of contract?

Proposer/Respondent:

The firm hired a sub-contractor architect in Tallahassee to work on their Panhandle project on historic housing they are doing for Florida Municipal League Insurance Trust. The owner requested that they remove the sub-contractor from the project. They sued the firm for breach of contract. The firm was able to prove they work on the project after they were told not to work on the project. The firm had not heard from them for 4 ½ months; and so they assume the case is over and they are not going to pursue it any longer.

Councilmember Overdier

They have construction projects along US Hwy 98 for about 3 years now and quite possibly a year away from completion. The community as well as the 40,000 visitors they get on a weekly basis are getting weary about this construction. As they move forward with the undergrounding project, how much would it impede the flow of traffic along US Hwy 98?

Proposer/Respondent:

In the firm's experience in working with utility companies, they have determined that utility companies have the ability to work in areas they can reach safely and that are least impacted and minimize the time being in the roadway. The firm has the ability to determine and help find the location of those areas.

Councilmember Overdier

Has the firm fully determined this is about an 8-year project?

Proposer/Respondent:

Yes, and the firm will be able to explain the breakdown of the phasing and schedules.

Councilmember Ramswell

She would like to afford staff and/or the City's special counsel for this project Attorney Schef Wright to ask questions.

Attorney Schef Wright

What is the difference between the firm's project manager and the principal in charge of the undergrounding project in terms of their responsibilities?

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Proposer/Respondent:

The principal in charge will handle the budgeting aspects and the timing of the project and make sure the phasing is right and there is financing and necessary resources to cover it. The project manager is a technical engineer and will handle the technical aspects of the project.

Attorney Schef Wright

Who will he, the City Manager or other City staff member involved in the project needs to contact first if they need answers to questions?

Proposer/Respondent:

Their primary contact is the project manager.

Attorney Schef Wright

Some of the municipalities he has worked with in the past for a similar project have hired other contractors to do utility work and saved a lot of money. In this firm's work with other municipalities, how much of that work had been done by a contractor engaged by their municipal clients rather than by the electric company?

Proposer/Respondent:

The firm did a semi-design build with 5 of the 6 municipalities they have worked with. They designed and constructed all the conduits, pads, and removed all overhead utilities. Most of it in public right-of-ways and not in private easement. The firm did 50 percent of the construction at a significant savings.

Attorney Schef Wright

What was the longest project this firm had ever worked on in terms of a full circuit mile?

Proposer/Respondent:

10 to 12 miles total run on US Hwy 699. They have also done many smaller undergrounding projects with various communities.

Councilmember Marler:

Does the firm plan to conduct all required coordination with all utilities involved in the project beforehand or with each individual utility company as they go through the project?

Proposer/Respondent:

The firm will strongly advocate for the City and coordinate matters with everyone beforehand. They will overlay all the possible scenarios and all the impact in the areas for everyone to understand to avoid any rework and unnecessarily impacting everyone several times.

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2) **HBK Engineering Group** (Virtual Presentation)



Introduction to HBK

Safety Commitment

HBK's combination of professional engineers, designers and field personnel are seasoned professionals with a long history of safely working in the toughest of environments. Whether in city streets, manholes or underground tunnels, our staff has been trained to identify the potential hazards of the job site and put the appropriate protective measures in place necessary to complete the job safely.

HBK provides the following training for their employees:

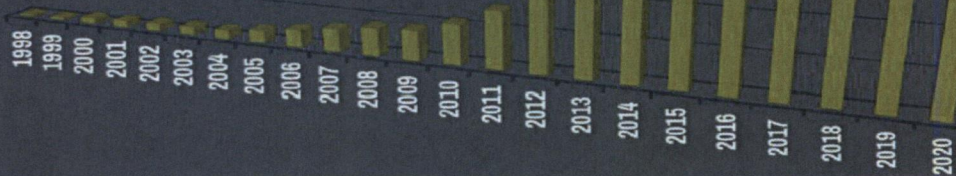
- Construction Safety Training
- Confined Space Entry Training
- OSHA Traffic Flagging
- Certified First Aid and CPR/AED Training
- HBK project teams develop site specific safe work plans for every project
- HBK field crews conduct Take 5s on a daily basis
- Project specific training as required by work type and client
- Rail Safety Training
- Inspection of means of access
- Electrical Hazards
- Specific Training in Gas and Electric Utilities for Qualifications

History and Company Profile

- Founded 1998
- Headquartered in downtown Chicago, IL with offices in:
 - Chicago, IL
 - Oakbrook, IL
 - Philadelphia, PA
 - Norristown, PA
 - Newport Beach, CA
 - Baltimore, MD
 - Iowa City, IA
 - Cedar Rapids, IA
 - Denver, CO
 - San Diego, CA
 - Oak Creek, WI
 - San Antonio, TX
 - Los Angeles, CA
 - Lake Mary, FL
 - Indianapolis, IN
 - Warwick, RI

Personnel

- Nearly 400 employees
 - PE's, PLS's, SE's, PMP's, PLA's
 - Inspectors / Resident Engineers
 - Project & Construction Managers
 - CAD and GIS Designers
 - Professional Land Surveyors
 - Utility Locators

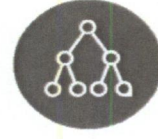


Expertise

- Since our founding in 1998, HBK has focused our engineering and design services on the utility industry.
- Full service Professional Engineering, Construction Engineering, Surveying, Land Development and GIS firm with a focus on utility engineering and design
- Background in subsurface utility engineering in dense urban environments
- Large and complex design projects
- HBK has concentrated its efforts on developing our expertise in the design of safe, cost effective, and constructible utility installations.

Supporting Utility Markets

- Power, Gas, Telecommunications, Water Management and Infrastructure



Surveying & Locating

- Topographic, ALTA, Boundary, Easements, Drones, Laser Scanning, RD Detection



Our Clients

Electric

- Distribution and Transmission Design Services
- PM/CM and Construction Inspection Services
- Clients include: *ComEd, AEP / Indiana Michigan Power, WeEnergies, PECO, ATC, PPL, Dairyland Power, PSE&G, Duke Energy, BGE, CPS Energy, IPL*

Gas

- Distribution and Transmission Design Services
- PM/CM and Construction Inspection Services
- Clients include: *People's Gas of Chicago, Nicor, North Shore Gas, TECO, PECO, Alliant, PGW, UGI, BGE, CPS Energy, Southwest Gas, Florida City Gas, Florida Public Utilities*

Telecommunications

- Wired and Wireless Design and PM/CM Services
- Clients include: *Verizon, AT&T, CenturyLink, Comcast, Level(3), Zayo, Crown Castle, WOW, MOX, many others*

Water / Water Management

- Water Main / Service Design and PM/CM Services
- Clients include: *CDWM, CMWRD, Aqua Pennsylvania, Chicago Heights*

Locating

- National Grid, City of Chicago, ComEd, PPL, Enwave, CenturyLink / Level3, Crown Castle / Lighttower, RCN, WOW, WeEnergies, PGL, JCDcaux



Utility Coordination

What are a municipality's biggest utility concerns with undergrounding?

Designing in a Vacuum

- Agency and utility design being performed autonomously and thus conflicting at the last minute

Delays

- Material acquisition
- Multiple contractors working in the same area
- Unforeseen Obstacles
- Weather
- Poor planning and coordination

Unanticipated expenses due to

- Unforeseen obstacles
- Weather
- Contractor construction delays
- Poor planning and coordination

Impacts to the Right-of-Way

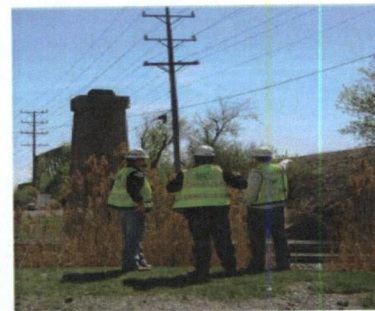
- Restoration
- Traffic Management

Public Sentiment / Approval

- How will it impact a resident's day to day commute?
- What is this going to cost the resident?
- What are the advantages to the resident?

Coordination

- Who's responsible for interface?
- Will the utilities get on board?
- Can contractors work together?



What are the Keys to Success?

Early Engagement of Vested Parties

- Municipal entities
- Utilities
- Public

Clear Understanding of Project Structure

- Lead agency
- Utility Participants
- Public Interaction
- Regulatory Requirements
- Relocation Process

Understanding of Utility Requirements

- Operational constraints
- Facility clearance
- Regulatory
- Installation requirements

Continued Communication

- Open and directed dialogue throughout the relocation process with the involved parties
- Progress notification to the public

Coordination

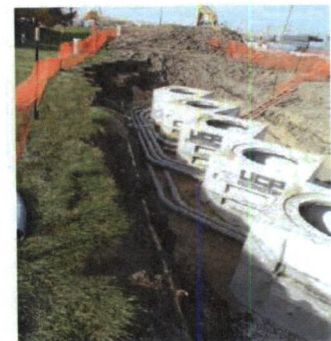
- Municipal entities
- Utilities
- Installation Contractors and Design entities



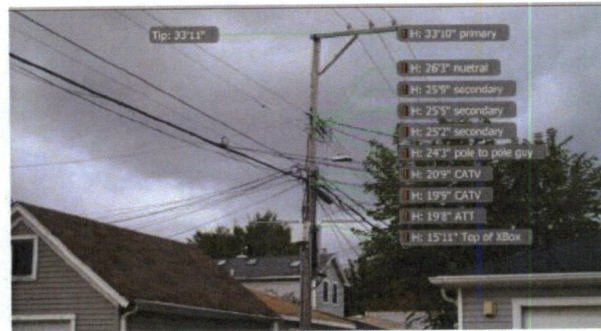
Utility Coordination

Planning & Design Approach

- *Create list of all vested companies and appropriately the contacts for decision makers / local external affairs individuals within these entities*
- *Plan Initial "idea" meeting with these parties to get everyone thinking and engaged in the conversation / concept*
- *Work to obtain public buy-in of undergrounding facilities and the potential impacts*
- *Lead entity (typically the utility coordination group) gathers information on existing conditions*
- *Determine funding requirements, needs and availability for all entities*
- *Determine overall schedule, to include planning, design and construction requirements*
- *Determine construction approach concept:*
 - Separate installations and installation contractors
 - Joint trench installations
 - Hybrid approach where main civil infrastructure installed by one contractor with cabling etc. installed by utility specific contractors. For example, the utilities may perform their own infrastructure cutovers.
- *Determine contracting approach:*
 - Who pays for what and how much should they pay?



- **Work through questions of ownership and control of existing and proposed infrastructure**
- **Obtain all planned infrastructure improvements for within the city limit's, 5-year and 10-year plans**
- **Determine Overall Design Approach:**
 - One compiled installation drawing set versus multiple separate installation drawing sets
 - Review cycle: 30%, 60%, 90% or some other approach.
- **Utility Coordination entity to:**
 - Collect and compile all existing infrastructure atlases, records, drawings, etc.
 - Develop, implement and oversee SUE program
 - ASCE LEVELS A, B, C and D
 - Testhole operations
 - Locating

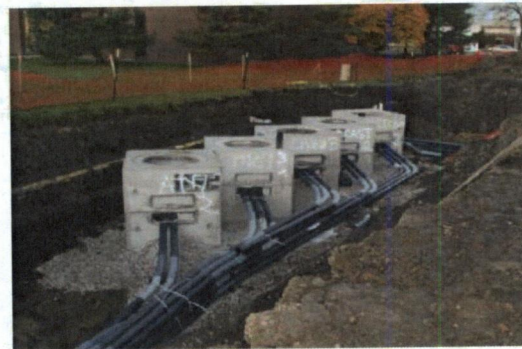


Planning & Design Approach

- Typically, each utility / entity determines relocation requirements and creates a single set of plans
- If each utility creates a plan set, they must be working with the same base and design drawings provide by the municipality
- Design entities representing the utilities shall create designs for input into overall plan
- **Create Conflict matrix to**
 - Review major conflicts
 - Coordinate impacts
 - Proposed adjustments / improvements the proposed installation
- **Determine needs for new / amended easements**
- **Engage contracting community for input on:**
 - Effective implementation of proposed installation means & methods
 - Recommended alternatives
 - HBK has a set of great resources as a member of the Quanta Services Group for



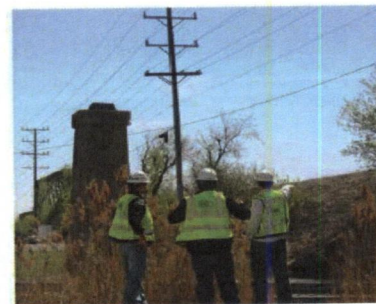
- **Construction Bid Cycle**
 - Dependent on construction approach
 - Utilities, Municipality and Utility Coordination Entity develops bid documents
 - Communication to bidders
 - Lump sum / unit pricing
 - T&E NTE
 - Cost Plus
- **Communication with Utilities and Installation Contractors (one or many)**
 - Schedule
 - Coordinate activities
 - Permitting
 - Traffic control arrangements.
- **Coordinate Field Oversight**
 - Utility Resident Engineers
 - Municipal Resident Engineers
 - Utility Coordination Entity Engineers
 - Implementation of RFI and FCR programs
- **Develop Record Survey Program**
 - Level of accuracy is important for maintenance and future protection of infrastructure
- **Develop Record Drawings**



Work in the Electric Utility Industry

Electrical Distribution Design Role

- Electrical, Mechanical, Civil, Structural Overhead and Underground Design
- Existing easement research, boundary establishment and new easement acquisition
- O-Calc, SPIDA, Pole Foreman and home-grown platform utilization
- Pre-design, post-design and pre-construction site walk downs
- Permit acquisition, Municipal / Public outreach and coordination
- GIS platform implementation and management
- Technical & Financial Challenge participation
- Site Topographic and Network Vault Survey
- Record data acquisition and incorporation
- Public Improvement Conflict Coordination
- Contractors Means and Methods Designs
- Outage Planning & Switching Requests
- Bill of material generation and ordering
- Vegetation Management coordination
- Engineering Construction Support
- IKE4 Program Implementation
- Geotechnical Exploration
- Construction Staking
- GIS Area Analysis



Work in the Gas Utility Industry

Gas Systems Design Role

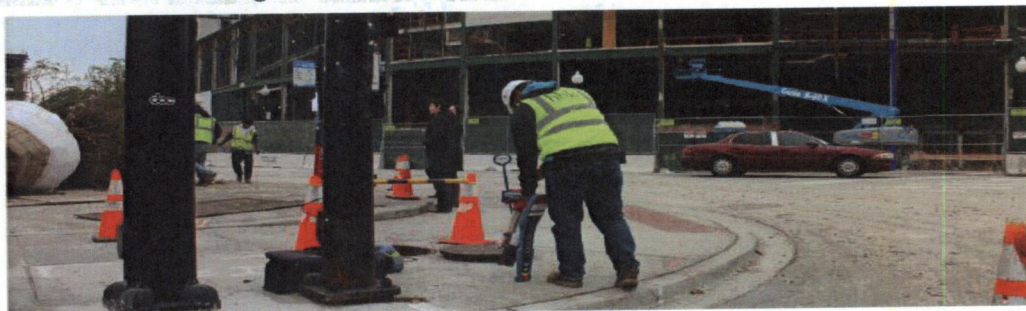
- Existing easement research, boundary establishment and new easement acquisition
- Permit acquisition, Municipal / Public outreach and coordination
- Pre-design, post-design and pre-construction site walk downs
- Mechanical, Civil, Structural and Geotechnical Design
- GIS platform implementation and management
- Distribution, transmission and station designs
- Site Topographic and Network Vault Survey
- Record data acquisition and incorporation
- Public Improvement Conflict Coordination
- Contractors Means and Methods Designs
- Construction Installation Inspection
- Engineering Construction Support
- Geotechnical Exploration
- Construction Staking
- GIS Area Analysis



Work in the Utility Locating Industry

Utility Locating Approach

- Strive to raise the standards for locating as a whole
 - Treat locating as a critical part of the construction process
 - Locating as a component of the SUE process
- Emphasis on Locating vs Clearing
 - Buffer analysis to reduce tickets
- Emphasis on training starting with Staking University
- Emphasis on understanding the utilities we protect
- Emphasis on employee retention
 - Providing a career path / increasing ownership and accountability
 - Locators cross-training in other disciplines

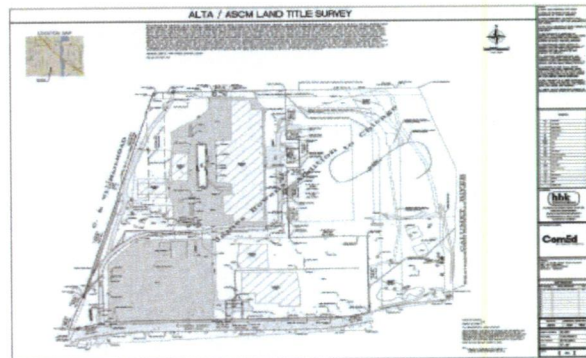


Work in the Utility Industry

Surveying & Scanning

HBK Engineering is a Licensed Professional Land Survey Firm. HBK field crews and CAD design staff, led by our in-house Professional Land Surveyors, combine their expertise and knowledge using state-of-the-art tools and instruments to provide reliable survey services for land development, construction and utility projects. HBK maintains multiple field crews, professionally equipped to provide accurate and responsive surveying services across a diverse range of fast-tracked projects for both public sector and private sector clientele. Services include:

- Plats of subdivision, vacation, easement and dedication
- Condominium surveys & vertical subdivision
- Above and below grade construction layout
- Settlement and Installation monitoring
- Easement evaluation and acquisition
- FAA 1A / 2C Certification Letters
- FEMA Elevation Certificates
- Boundary & ALTA surveys
- Topographic Survey
- 3D Laser Scanning
- GIS management
- Control networks
- Peer Reviews
- Drone survey



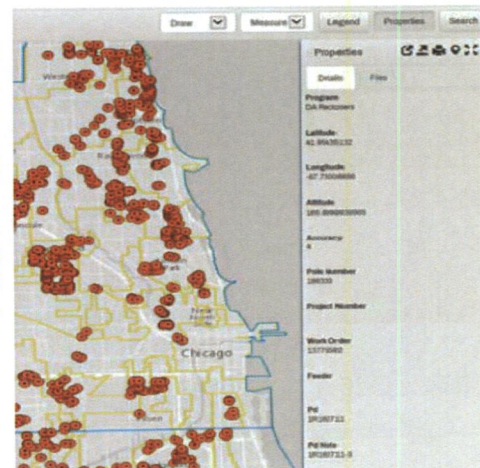
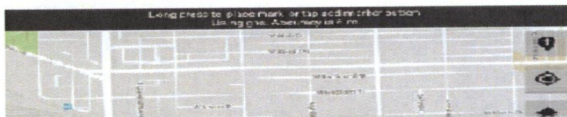
Field Data Collection Tools

Mobile Data Collection Tool

HBK has developed a cloud based mobile data collection on a GIS platform that allows our Team to remotely collect data. Data is collected in the field and pushed through the cloud into HBK's hosted ESRI GIS based platform, giving our engineers, project managers and clients immediate access to valuable data – even allowing for judgements to be made while field resources are still on-site, minimizing the need for additional site visits.

Mobile data collection tool allows for consistent data capture of field notes, progress status, photos, video, audio, single and multi-selection lists, branching logic, GPS data, and more.

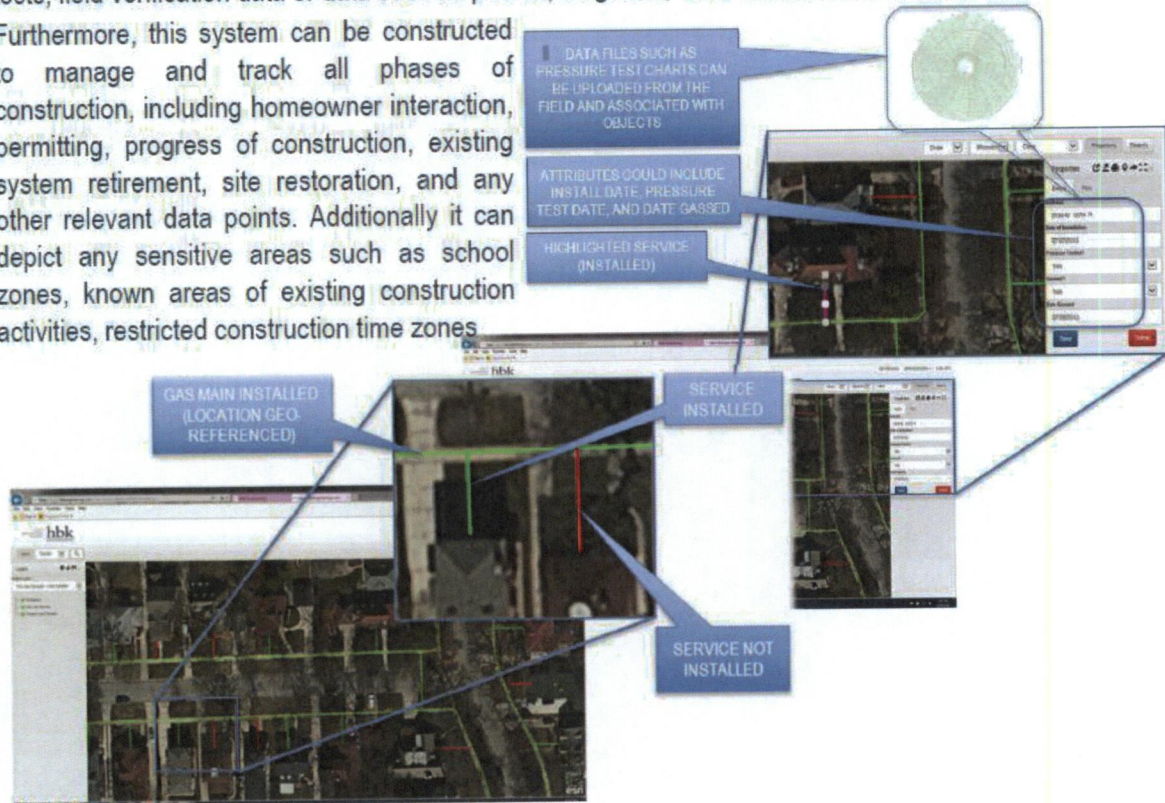
Information collected can be viewed through a Web-based interactive GIS browser developed and hosted by HBK. Users can view and download photos, reports, asset data, upload sketches, generate project boundaries, or interact with any other available datasets such as county parcel data, aldermanic wards, client operating regions, city boundaries, etc.



Construction Management / Inspection / Observation Tools Example

The following Figures are based on a hypothetical project and are intended to provide a basic depiction of capabilities. Full development would be done in close collaboration with Client's project team and could incorporate any type of document such as a permits, material and location specific records, system tests, field verification data or data such as photos, diagrams, GPS location tied information.

Furthermore, this system can be constructed to manage and track all phases of construction, including homeowner interaction, permitting, progress of construction, existing system retirement, site restoration, and any other relevant data points. Additionally it can depict any sensitive areas such as school zones, known areas of existing construction activities, restricted construction time zones.



QUESTIONS/DISCUSSIONS:

Councilmember Ramswell:

Does the firm plan on establishing a local office for this project if selected?

Respondent/Proposer:

Yes. They don't believe they would be effective otherwise.

Councilmember Ramswell:

She did not see Gulf Power as one of the electric companies this firm had worked with before.

Respondent/Proposer:

That is correct. Gulf Power is owned by NextEra, to which they have a very strong relationship. The firm is confident they will be able to work side by side with Gulf Power.

Councilmember Ramswell:

How would the firm establish relationships with other entities in the community with which they have not worked before such as Okaloosa Gas?

Respondent/Proposer:

It would be a multi-faceted approach, but they would first reach out to their local engineering entities and determine who all are the vested parties that would be affected by the project. The firm would also work with their local contracting partners to determine which other individuals they would need to contact.

Councilmember Menchel:

Please tell us the availability of the lead and the other key personnel whom your company will assign to the City's undergrounding project: Over the next 2 years.

Respondent/Proposer:

The lead they would assign to the project would be available to the City if the commitment is needed 100 percent of the time. The lead is willing to relocate in order to establish that relationship.

Councilmember Menchel:

Who would be the City Manager's immediate point of contact or "go to person" once the project is underway?

Respondent/Proposer:

The initial point of contact would be the Senior Vice President/Division of Engineering. Once they have established the contractual relationship, it would be the lead engineer.

Councilmember Menchel:

Please describe your understanding of what is involved in the City's undergrounding project.

Respondent/Proposer:

A lot of things are involved with the project. It is an understanding of all the stakeholders, all the impacted utilities and agencies, and how things fit in the space available to them. The overhead distributions, communications, and transmissions into the underground environment in a structure

that not only works from the financial standpoint but from the schedule and public impact standpoint.

Councilmember Menchel:

What is your expectation of who – as between the utility/utilities and their contractors, the City team, and contractors engaged by the City – is going to be performing what work in executing the project?

Respondent/Proposer:

The firm could do everything from the utility coordinating, management, and undergrounding standpoints; not just the construction management, not just the engineering but if needed, the firm could bring in the contractors to do all of the undergrounding, all of the overhead removal, and all of the work required to complete the project.

Councilmember Menchel:

Although final decisions have not been made, you should reasonably assume that the City of Destin's undergrounding project will require some bond financing. What experience do you have in support any bond financing efforts?

Respondent/Proposer:

The firm has individuals that are experts on this matter. They have always provided the backup documentations, whether in written form or in drawing form to the legal team and external affairs personnel depending on who is involved to find the funding and work through all the legal aspects of the project.

Councilmember Menchel:

Has your company or any member of your team ever been involved in any litigation relating to undergrounding projects? Contracts relating to the construction or installation of undergrounding facilities or to the management of such underground projects?

Respondent/Proposer:

No.

Councilmember Menchel:

Has your company or any member of your team ever been removed from a project, or told to stop work on a project, by a client?

Respondent/Proposer:

No.

Councilmember Menchel:

Has your company ever been sued for breach of contract?

Respondent/Proposer:

No.

Attorney Schef Wright:

Where is the firms lead engineer for this project located?

Respondent/Proposer:

The lead engineer is currently in Chicago handling the firm's street widening and beautification projects in Illinois and Wisconsin.

Attorney Schef Wright:

If this firm is hired by the City, who would be the project manager for this project?

Respondent/Proposer:

One of their project managers has retired recently and another took a job with another company; however, they have included copies of resumés along with their presentation from 3 individuals who could potentially be the project manager for this project.

Attorney Schef Wright:

Who on the project team for the City of Destin project has worked as the project manager or owner's representative for an electric utility for overhead to underground conversion project?

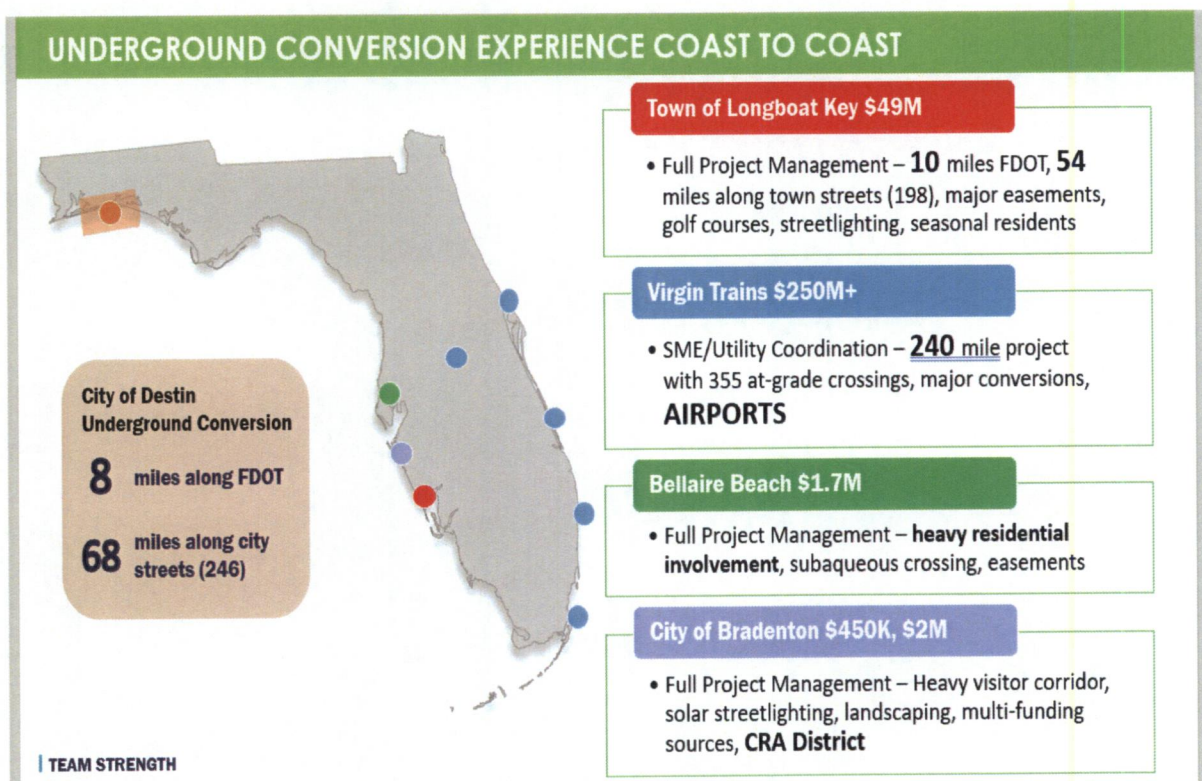
Respondent/Proposer:

Mr. Donald Kleyweg, Senior Vice President/Director of Engineering, Ms. Bethany Turk, Division Lead, and Mr. John Greiger, Engineering Lead/Program Manager have all worked as utility coordinators for overhead to underground conversion project in Illinois and Wisconsin.

3) Utility Consultants of Florida

Our firm is built on serving the best interest of our clients in unique and creative ways to ensure their vision for their undergrounding project is achieved.

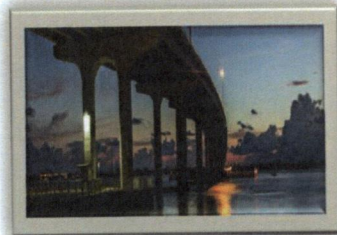
- Quality Service
 - ❖ We listen to identify your goals and objectives
 - ❖ Positive track record
 - ❖ Not driven by utilization goals
- Client Relationships
 - ❖ We have great relationships with our clients that continue even after project completion. This includes long standing relationships with the utility owners
- Exclusive Focus
 - ❖ We specialize in TURNKEY underground conversion projects
- Employee Expertise
 - ❖ Highly sought-after project managers with extensive experience on undergrounding projects



OUR EXPERIENCE ON LOCAL FLORIDA UNDERGROUNDING PROJECTS

Bellaire Beach

Underground Conversion



- ✓ Revised Original Estimates
- ✓ Commissioner & City Manager reports
- ✓ Funded by special assessments
- ✓ Worked with **Bryant Miller Olive**

Bradenton Beach

Underground Conversion



- ✓ Original Estimates
- ✓ CRA & Appropriations Funding
- ✓ CRA District and extremely heavy tourism corridor

Longboat Key

Underground Conversion



- ✓ Revised and Created Estimates
- ✓ Funding, methodology, and court testimony - **Bryant Miller Olive**
- ✓ Major construction sequencing
- ✓ Major easement assessment
- ✓ REDUCED SCHEDULE (Hurricane Irma)

ZERO CONTINGENCY UTILIZED!

ZERO CONTINGENCY UTILIZED!

OUR EXPERIENCE ON LOCAL FLORIDA UNDERGROUNDING PROJECTS

Virgin Trains/AAF

Major Utilities Project

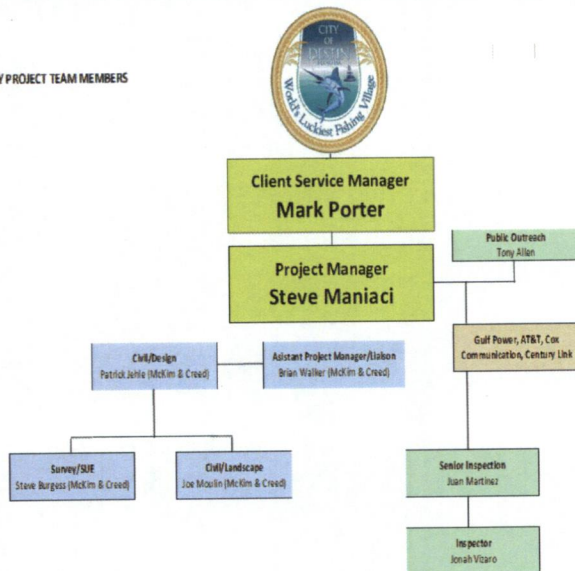


- ✓ Mega project
- ✓ Private funding & financial audits
- ✓ Major construction sequencing
- ✓ Major aerial to underground & highly critical communication relocations
- ✓ Involves close coordination around FTL, OIA and Miami airports.



KEY STAFF

KEY PROJECT TEAM MEMBERS



Principal-In-Charge Mark Porter

- 32 years of experience mostly high profile & complex projects
- Had the privilege of preparing and presenting the Florida Department of Transportation (FDOT) Engineering Technician Academy on utilities in design & construction for 6 years
- Virgin Trains utility PM from Orlando to Miami
- Will support design efforts, funding & methodology, procurement, negotiations, management & oversight, and support PM

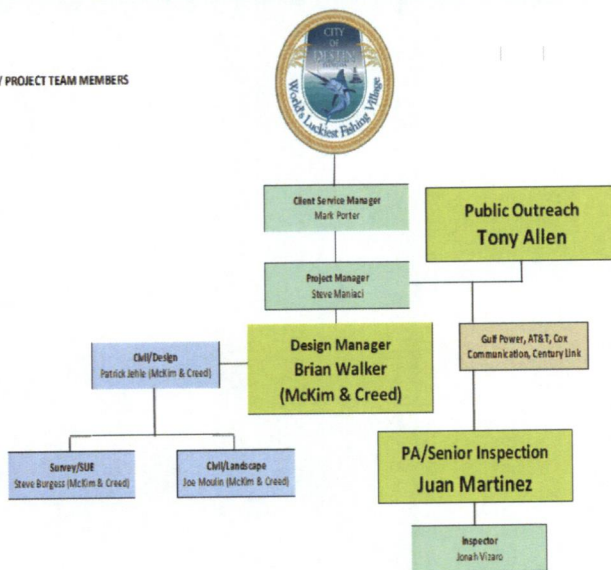


Project Manager Steve Maniaci

- 35 years of experience
- Serves several local and state utility organizations/groups, including serving as a "Co-Chair" for the electrical interest group for the Florida Utility Coordinating Committee (FUCC)
- Will serve as PM to oversee estimates, planning & sequencing, field assessments, utility coordination and design efforts, and manage all phases of the construction project from initial planning and development through each project phase of engineering design, resource management, installation, start-up and final turnover to operations

KEY STAFF

KEY PROJECT TEAM MEMBERS



Design Project Manager Brian Walker McKIM & CREED

- 17 years of Project Manager experience
- 9 years of experience with the City of Destin
- Will manage survey design and create files to support utility owners design, support any City desired design for streetlight, landscape, or other design needs



Public Outreach Tony Allen

- Passionate and energetic personality. Keen on public perception with U/G projects
- Will create and/or support website, notices, information brochures, create database and contacts - Street Captain, HOA interface, group meetings, Coffee w/ the Contractor



Project Administrator & Sr Inspection Juan Martinez

- 16 years of experience
- Worked on numerous utility underground conversions project on both the east and west coast of Florida
- Will support Steve in all PM efforts and lead inspection operations including inspections with UAO's

TEAM STRENGTH

ADVANCING THE PROJECT



FUNDING & INITIAL DATA COLLECTION

- Identify Funding
- Cost Estimates
- Methodology & Assessments/Bonds
- Ground-truthing
- CIF's
- Sequencing of the work
- Baseline survey for utility design



UTILITY DESIGN

- Design Initiative & Support
- Utility Negotiations evaluation
- Constructability
- Permits
- Construction Methodology & Sequencing of the Work
- Master Schedule



PROCUREMENT

- Funding Control
- Review and make recommendations on BCE
- Project Delivery
- Procurement Package
- Solicit qualified contractor interest
- Prepare Bid/Advertisement
- Manage bidding negotiations



CONSTRUCTION MANAGEMENT

- Master Schedule
- Key Stakeholders
- City Manager and Council Member updates
- Construction administration & planning
- Project tracking & reporting
- Public Outreach



POST CONSTRUCTION

- Construction survey & as-builts
- Easement determination & recordings
- Contract Documentation & Close-out
- Switching

DESIGN CONCEPT & BCE

FUNDING, PROCUREMENT & FINAL

ADVANCING THE PROJECT



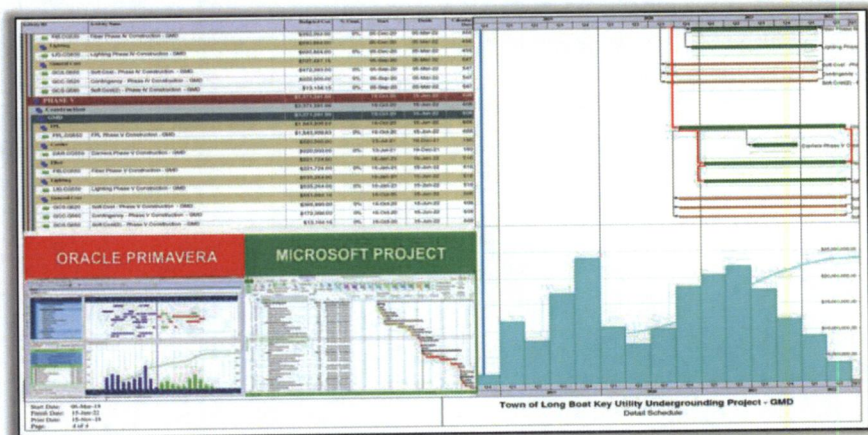
FUNDING & INITIAL DATA COLLECTION

- Identify Funding
- Cost Estimates
- Methodology & Assessments/Bonds
- Ground-truthing
- CIF's
- Sequencing of the work
- Baseline survey for utility design

FUNDING

Staff with in-depth understanding of the process that includes a **SUCCESSFUL & PROVEN TRACK RECORD** on one of the states largest underground conversion project and one of the countries largest rail project

Experienced staff with the assessment methodology process, court appearance for bond validation, and budget updates & audits – **CREDIBILITY WITH LEGAL AND FINANCING**



ADVANCING THE PROJECT



UTILITY DESIGN

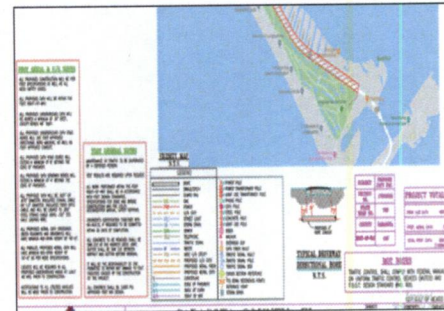
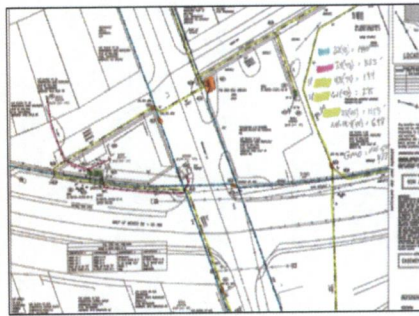
- Design Initiative & Support
- Utility Negotiations evaluation
- Constructability
- Permits
- Construction Methodology & Sequencing of the Work

UTILITY DESIGN – GULF POWER

- ✓ **WILL NOT** allow design of their facilities
- ✓ Your Non-Binding cost estimate will include a design fee
- ✓ If they allowed design, you still have time and money to spend on the utility owner to review & accept
- ✓ The FDOT permit is in the utility owners' name
- ✓ Errors & Omissions

"Duke will not accept anyone else's design of the configuration of our system." - Miriam Tucker, DUKE

"Our tariff is pretty clear on this subject. FPL does its own design we do not contract this out to the undergrounding applicant." - Chanda Young, FPL



ADVANCING THE PROJECT



UTILITY DESIGN

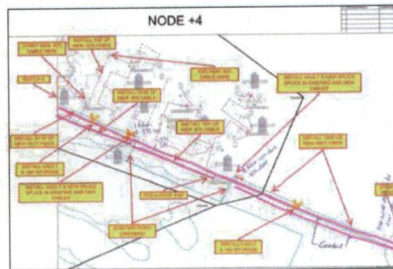
- Design Initiative & Support
- Utility Negotiations evaluation
- Constructability
- Permits
- Construction Methodology & Sequencing of the Work

UTILITY DESIGN – AT&T, Century Link, COX Communications

- ✓ Assessment of existing infrastructure (why is this critical?)
- ✓ Betterment & Negotiations
- ✓ End user/field connections

RELATIONSHIPS!!!

These designs are different and key to sequencing of the overall work



ADVANCING THE PROJECT



PROCUREMENT

- Funding Control
- Review and make recommendations on BCE
- Project Delivery
- Procurement Package
- Solicit qualified contractor interest
- Prepare Bid/Advertisement
- Manage bidding negotiations

PROCUREMENT – CRITICAL STEPS

Gulf Power vs City Contractor

We will provide the City with options & recommendations based on the BCE

Schedule & Milestones

Clear expectations with the City's objective on schedule, public commitments, and key milestones

Contractor Interest & Participation (Expectations)

We want to create a competitive group of highly qualified contractors.



AT&T, Cox Communications, Century Link

We will evaluate each one independently to see what is the most cost-efficient opportunity for the City.

Qualified Contractor, Specifications Package, Plans Preparation

We prepare procurement and plan packages on some of the largest projects that also include a variety of "project delivery methods" to best suit the client. RFQ

ADVANCING THE PROJECT

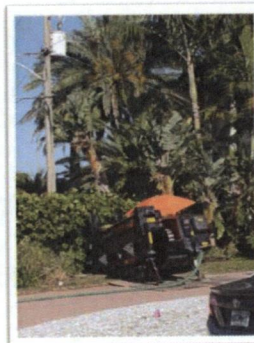


CONSTRUCTION MANAGEMENT

- Master Schedule
- Key Stakeholders
- City Manager and Commissioner updates
- Construction administration & planning
- Project tracking & reporting
- Public Outreach

CONSTRUCTION MANAGEMENT – EASEMENTS & DIRECTIONAL BORE

- ✓ City's new ordinance
- ✓ Sequencing and planning (layout specification)
- ✓ Easements and awareness of affected properties
- ✓ FDOT corridor
- ✓ Seasonal residency



ADVANCING THE PROJECT

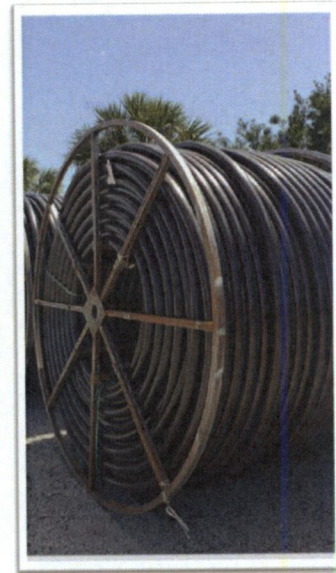


CONSTRUCTION MANAGEMENT

- Master Schedule
- Key Stakeholders
- City Manager and Commissioner updates
- Construction administration & planning
- Project tracking & reporting
- Public Outreach

CONSTRUCTION MANAGEMENT – SWITCHING & STAGING

- ✓ Switching
 - ✓ Gulf Power's expectations
 - ✓ Critical timing
 - ✓ Coordination efforts, including communication company's
- ✓ Staging
 - ✓ City land options
 - ✓ Co-op projects
 - ✓ Contractor



Why Utility Consultants of Florida Team?

- Similar Project Size and Scale
 - ❖ No learning curves
 - ❖ Long history of success on large undergrounding conversion projects
- Funding and Finance Experience
 - ❖ History of accurate estimates
 - ❖ Assessment methodology and bond council relationships
- Understanding of Scope
 - ❖ Experience with Florida undergrounding conversion projects
 - ❖ Experience with utility and contractor negotiations
 - ❖ Creative project delivery options
- Responsive and Transparent
 - ❖ City Manager, staff, and Council member updates
 - ❖ Easements
 - ❖ Public outreach
- Budget Oriented
 - ❖ Proven track record in keeping project cost down
 - ❖ Multi-disciplinary staff
 - ❖ Committed to staff and project's success

QUESTIONS/DISCUSSIONS:

Councilmember Ramswell:

What is the firm's expected time frame for completion of this project?

Respondent/Proposer:

The firm believes it should be sooner than 8-10 years, which is an estimate given by many. Funding sources would have to be developed initially, which could take quite a bit of time. With regards to construction, there are a lot of ways to improve it, and this is this firm's specialty. It would depend on the contract, the legal aspects and funding, which they try to determine during the procurement process. The firm is very good in sequencing the work to get the project done sooner. They believe they can complete the project under 8 years.

Councilmember Ramswell:

U.S. Hwy 98 is a major thoroughfare, and any impact in traffic would be critical. How would this firm mitigate the impact on traffic during the project?

Respondent/Proposer:

The City is currently experiencing a full widening of the street. The firm is quite familiar with it. The key is in the planning stages. The FDOT has specific standard index for closures. Currently they are closing down building lanes for several months. The undergrounding project, though it is a moving operation, will be a lot less impactful.

Councilmember Ramswell:

About how many projects of this scale does this firm undertakes at one time? How much time and energy would this firm be devoting to this project?

Respondent/Proposer:

They will be completing their current project in about one to one and a half years. By that time, they expect the City to have the funding and resources available and the data collection in place and ready for construction. The firm would then have their full time and energy to devote on this project. The firm also has a multi-disciplinary staff and they can handle several projects simultaneously. If hired, they can start on this project as soon as the next day.

Councilmember Ramswell

One of the individuals the firm has identified as a "key member" Mr. Brian Walker has worked with the firm Tetra Tech, Inc. who was an engineering consultant for the City of Destin. Has Mr. Walker ever worked on other projects besides the boardwalk project for the City?

Respondent/Proposer:

Mr. Walker has been involved with a significant amount of engineering projects for the City of Destin during his tenure with Tetra Tech, inc. such as the reconstruction of Scenic Hwy 98 (all 3 phases) the Crystal Beach Drive expansion, and Mountain Drive and Main Street reconstruction projects, both of which have utility undergrounding components. He was also part of the team who put together the City's original stormwater master plan in 2004 as well as many of the projects identified in that master plan. Most importantly, he was contracted directly with the City for several years to be part of their development review committee reviewing other consultants plans for compliance with the City's Land Development Code during the 2005-2006-time frame.

Councilmember Menchel:

Would the lead and other key personnel whom the firm will assign to the City's undergrounding project make a commitment to the City over the next 2 to 4 years and not have a "revolving doors" of project managers?

Respondent/Proposer:

These personnel will be committed to the project. They have written down the matrix for utilization of staff and they are committed to that matrix.

Councilmember Menchel:

Please describe your understanding of what is involved in the City's undergrounding project.

Respondent/Proposer:

It is a massive project. After they receive the non-binding estimate, they will initiate the design of the project for Gulf Power. They understand the collection of data needed to advance the design of the project. They are very familiar with the procurement process and the funding process that would be needed for the project.

Councilmember Menchel:

What is your expectation of who – as between the utility/utilities and their contractors, the City team, and contractors engaged by the City – is going to be performing what work in executing the project?

Respondent/Proposer:

The firm will provide the City with recommendations as to the best approach for this project. Contract is going to do all the work. They will coordinate their efforts and project schedules with AT&T, Cox Communications and others involved in the project. The firm is very familiar with that process.

Councilmember Menchel:

Although final decisions have not been made, you should reasonably assume that the City of Destin's undergrounding project will require some bond financing. What experience do you have in supporting any bond financing efforts?

Respondent/Proposer:

The firm is highly familiar with that process. They have been involved with it for many years with other similar projects and understand the expectations. They have been to courts and testified on bonds that have been issued.

Councilmember Menchel:

Has your company or any member of your team ever been involved in any litigation relating to undergrounding projects? Contracts relating to the construction or installation of underground facilities or to the management of such undergrounding projects?

Respondent/Proposer:

No.

Councilmember Menchel:

Has your company or any member of your team ever been removed from a project, or told to stop work on a project, by a client?

Respondent/Proposer:

No.

Councilmember Menchel:

Has your company ever been sued for breach of contract?

Respondent/Proposer:

No.

Councilmember Ramswell:

The other proposer pointed out in their slides that pursuant to Section 471.023 of Florida Statutes, a business organization or other person practicing under a fictitious name offering engineering services to the public must be qualified by an engineer licensed under the same code. Does this firm have that, if not, are there reasons you might not have to?

Respondent/Proposer:

The firm is licensed, they are insured just like the other normal companies. They are not missing any requirements. They may be one of the smaller firms working with the largest clients and doing some of the largest projects. They have been doing this business for a while and understand the process involved. They cannot design this project. There is no engineering involved with the design. They will not be designing the power company, AT&T and Cox Communications. They will not be allowed to design those. They do extensive constructability reviews. This project comes down to project management.

Councilmember Ramswell:

The key phrase maybe "offering engineering services" and this firm is more of the project manager/overseer, putting everything together and someone else is doing the engineering portion.

Respondent/Proposer:

They are a professional services firm, specializing in undergrounding projects. There are no design requirements. If there were, they would love to have that opportunity. But it is not needed. If that changes, they would introduce that to their team. They would not want to charge the client for something that is not needed. They have to have an approved design engineering company to do that for them, and even then, the design would have to be approved by the utility company.

Attorney Schef Wright:

Could you elaborate a little bit of your understanding of your role in coordinating all the utilities that are going to be converted.

Respondent/Proposer:

There are carriers on every one of the poles – Gulf Power, AT&T, Century Link, Cox Communications and so forth. Every one of the projects that they have been involved with they were able to get the design from Gulf Power and so they know which carriers are on each pole. It is critical to get these carriers off the poles. The firm reviews their design. They work and coordinate with them far in advance of the design; and so, they are quite familiar with this process.

Attorney Schef Wright:

With the firm's previous client, Long Boat Keys, did the firm participate with the Long Boat Keys attorneys in negotiating the contract with the cable and telecommunication companies for removing their equipment and conduits off the poles?

Respondent/Proposer:

The firm was involved in that negotiation process. They enter into those kinds of negotiations with a very sequential planning sequence for the work to be done. They do not want to remove the Gulf

Power infrastructure and then come back later and remove Cox and AT&T and so forth. They do not want to be on the property longer than necessary.

Attorney Schef Wright:

Have they gotten to the point with the Long Boat Keys projects of actually pulling poles out of the ground?

Respondent/Proposer:

No. They will start taking the poles out in December, which is ahead of the original schedule.

Attorney Schef Wright:

Do you have an estimate on how much trenching versus how much boring they might do for this project?

Respondent/Proposer:

The firm does not like doing the trenching. It is invasive. They expect to do very little trenching. As far as the main infrastructure, they do mainly directional boring.

.....

At this time, the Mayor asked if any member of the public wish to provide comments regarding the project and the firms' presentations. Seeing none, the Mayor turned the matter over to the City Council for further deliberations.

Councilmember Ramswell asked if the Council's understanding is correct that they do not necessarily need to have a licensed surveyor or landscape architect or general contractor as the project manager.

Attorney Schef Wright noted that the joint opinion of himself and the City Attorney is that the qualifications identified by Councilmember Ramswell are not legally necessary to be a project manager or to provide the services being requested by the City. He continued that a licensed engineer is required to sign and seal an engineering document, and a professional surveyor licensed by the State of Florida is required to sign a survey.

Councilmember Ramswell asked if Attorney Wright could legally provide his input in selecting the right firm for this project.

Attorney Wright stated that, although it would not necessarily put him in a bind legally to do so, it would put him in a difficult situation; adding he would gladly accept the Council's decision in this matter.

The City Manager asked that each Council member rank the 3 firms, assigning the numbers 1, 2 and 3 to their first, second and third choice respectively, and placing that information on the scoresheet provided.

At this time, the Mayor asked that each Council member announce their selections.

Councilmember Morgan:

1. Utility Consultants of Florida, LLC
2. CPWG Madrid
3. HBK Engineering, LLC

Councilmember Destin:

1. CPWG Madrid
2. Utility Consultants of Florida, LLC
3. HBK Engineering, LLC

Councilmember Marler:

1. Utility Consultants of Florida, LLC
2. CPWG Madrid
3. HBK Engineering, LLC

Councilmember Overdier:

1. Utility Consultants of Florida, LLC
2. CPWG Madrid
3. HBK Engineering, LLC

Councilmember Menchel:

1. Utility Consultants of Florida, LLC
2. CPWG Madrid
3. HBK Engineering, LLC

Councilmember Ramswell:

1. Utility Consultants of Florida, LLC
2. CPWG Madrid
3. HBK Engineering, LLC

The Mayor called for a brief recess while the City Clerk tabulates the scores.

The Mayor reconvened the meeting at 9:09 PM.

The Mayor announced the following results:

First Choice: Utility Consultants of Florida, LLC
Second Choice: CPWG Madrid
Third Choice: HBK Engineering, LLC

Councilmember Destin moved that staff enters into negotiation with Utility Consultants of Florida, LLC, and then report back to Council with the contract to consider. Councilmember Ramswell provided a second to the motion, which passes 6-0 (Council members Morgan, Destin, Marler, Overdier, Menchel and Ramswell voted "yes"; Councilmember Braden was absent from the meeting).

ADJOURNMENT

Having no further business at this time, the meeting was adjourned at 9:15 PM.



Gary Jarvis, Mayor

ATTEST:



Rey Bailey, City Clerk