

MINUTES OF MEETING  
AMELIA CONCOURSE COMMUNITY DEVELOPMENT DISTRICT

The Construction Services RFP Committee meeting of the Board of Supervisors of the Amelia Concourse Community Development District was held Wednesday, March 16, 2016 at 10:30 a.m. at the Amelia Concourse Amenity Center, 85200 Amaryllis Court, Fernandina Beach, Florida 32034.

Present and constituting a quorum were:

James Marvin	Chairman
Jan Doan	Supervisor
Batey McGraw	Dream Finders Homes

Also present were:

Dave deNagy	District Manager
Jason Walters	District Counsel (by phone)
Dan McCranie	District Engineer

**FIRST ORDER OF BUSINESS**

**Roll Call**

Mr. deNagy called the meeting to order at 10:30 a.m.

**SECOND ORDER OF BUSINESS**

**Audience Comments**

There were no audience members in attendance.

**THIRD ORDER OF BUSINESS**

**Review and Ranking of Proposals Received  
for Construction Services**

Mr. deNagy stated you all should have received the proposals from Dan McCranie. We are going to go through each of the rankings by each of the committee members. We can then either take an average of the scores or we can have the committee decide which of the rankings they prefer of the three. Is your preference to average the three or to take the score that the committee members agree on?

Mr. Walters responded if the committee members have seen the other rankings and there is a set that they are agreeable to then I am fine with them adopting that as the rankings of the committee.

Mr. McGraw stated I have never heard of Watson. I have never done any work with them. I don't even know of them. Does anyone have any knowledge or experience with them?

Mr. Doan stated John Watson worked for Prince Contracting around their North Florida deal for probably 10 years. He worked for Prince Contracting before that as a project manager. He is a very competent construction guy.

Mr. McCranie stated I can tell you that based off of the major projects he has done that his paperwork was the best prepared and complete submittal that we had. I don't have any specific experience with working with him.

Mr. McGraw asked is the resume of work that Watson has done or is work that he has done via Prince?

Mr. McCranie responded he has been with Watson Civil Construction from 2014 to present. I would have to look back and look. Their proposed subcontractors are Duval Asphalt and Florida Curb.

Mr. Doan stated Florida Curb is part of Florida Roads.

Mr. McCranie stated under projects completed in the last two years they have done Masters Track St. Johns County, Florida final contract amount, which was \$2M. The status of contracts in hand, they have FDOT, Putnam County, State Road 15, so it looks like they are doing roadwork type of work. They are doing Sarasota FDOT work on State Road 758, so one was a \$13M project and one was a \$17M project. They are doing some water work for \$2M.

Mr. Doan stated Chester Prince, who owned Prince Contracting, had a great deal of golf course work. He did Slammer & Squire at World Golf Village. John Watson was his number one boy. He put him in Northeast Florida and gave him this whole end of the state for acquisition work and for doing the work. He did South Hampton. I think he did North Hampton.

Mr. McCranie stated Prince is doing the 295 work on the Buckman Bridge. The guy clearly has experience.

Mr. Marvin asked when I look at this spread, I think everyone gave very competitive bids. I know that AJ Johns, Jax Utility Management and Florida Roads can all do the work and

we are happy with the work that they do. I don't know why we would take anyone other than the low bid aside from the time.

Mr. McGraw stated I am currently working with Jax Utility on two projects and they are doing a horrible job. They are three months late on both jobs. Their schedule is longer because they know from me that is going to be my hot button because they are not performing in a timely fashion. My problem with him is he is subbing the work out. He doesn't have control of the schedule because it is not his crew. One of the jobs is a very difficult site, so I would give him some credit for that but the others are pretty straightforward. I am not really sure why he is struggling so much. The questions don't necessarily give me the opportunity to make significant adjustments to the score based upon that knowledge. I would ding them on personnel because he doesn't have project managers. He has an estimator in his office and then he has himself and he gives you lip service every time you talk to him. He tells you what you want to hear. Financially, he is very capable. I question his current personnel and his ability to handle it.

Mr. McCranie stated his paperwork was the least complete.

Mr. McGraw stated he can't produce a written schedule. If he does then it is a Word document and it is not worth the paper that he writes it on. I am much more inclined to use Watson. The price column says you put 15 for the best number and then there is some sort of percentage.

Mr. Marvin stated I just ranked them with one point each. It gets all out of whack with this last column. I personally have Jax Utility Management and Watson at 96 points.

Mr. Doan stated I have AJ at 94.

Mr. Marvin stated I like Florida Roads too.

Mr. Doan stated I like them too but they are also the most expensive.

Mr. McGraw asked how did you do time?

Mr. Marvin responded yes.

Mr. McGraw stated so the fastest time would be Florida Roads.

Mr. McCranie stated Florida Roads would be eight months then Watson is eight and a half months. AJ Johns and Earthworks were the same at nine months and JUM is 12 months.

Mr. Marvin asked do we have liquidated damages?

Mr. McCranie responded yes.

Mr. McGraw asked how much are they?

Mr. McCranie responded I think this contract is written the same way as Amelia Walk, so what happens is they have submitted their schedule. This is part of the record. When we select whomever, then we get a contract with them and then they give us a final true schedule of when we give them notice to proceed and then they need to follow these timeframes that they have given us here.

Mr. Marvin asked so we go to contract and then they give us a schedule?

Mr. McCranie responded yes. They will give us the final schedule.

Mr. Marvin asked what are the liquated damages?

Mr. Walters responded I believe it is \$2,500 a day. It is a daily amount based on the schedule. The schedule they give us starts from the notice to proceed date and their mobilization on. They can't adjust it after that, except for change orders for the weather and things like that.

Mr. McGraw stated they can't say four months ago it rained and I want some days.

Mr. Doan stated I believe when I was running six or eight jobs at a time, every time we had bids come in, everyone that was bidding for knew that if they had busted a line item that I was going to tell them and give them the time to change it. Watson has done stuff in the past but if I call him I think he will adjust that mobilization number.

Mr. Walters stated with respect to the price, the evaluation today is based on the submitted prices. This is a competitive procurement and to the extent that there are change orders after the fact that doesn't weigh into the evaluation of today's process at all.

Mr. Marvin asked so we couldn't ask the CDDs engineer to go back to Watson for clarification on some line items?

Mr. Walters responded not at this stage. The District board, after entering into the contract, may be able to discuss things with them but the price they submitted in their proposal is the price you must evaluate their proposals their proposals on. In fact, the 15 point scale is a mathematical equation, so it is not like that can be weighed into it one way or another.

Mr. Marvin stated I have Watson first tied with Jax Utility Management.

Mr. McGraw stated I have them first with AJ Johns second by one point.

Mr. Marvin asked how do you get AJ when he is the highest price?

Mr. McGraw responded I gave Jax an eight in the first score and a 15 in the second score. If I were making a decision without the framework here, I would throw Jax Utility

Management's bid. If this were my decision then I would be negotiating with AJ Johns and Watson.

Mr. Marvin stated but I don't think we can do that.

Mr. McCranie stated if you take three and a half months of liquidated damages, which is the difference in schedule, it is \$262,000. Then Watson is the best price.

Mr. McGraw stated then it almost gets to you AJ Johns. I think with Watson and an eight and a half month schedule I think that is the best proposal but that is assuming that his experience and financial is equivalent.

Mr. Marvin stated I cut them on experience because I don't know them. I am just not familiar with them in this business. That company may be a good company but I don't know.

Mr. McGraw stated I could see dinging them for that for financial capability because there is an unknown there but if I dinged them on personnel and proposers experience then I have AJ Johns first.

Mr. McCranie stated I can tell you a positive for AJ Johns knowing that the ultimate homebuilder may need dirt for building pads with the advantage of AJ Johns doing the work next door and having excess fill then that may help the additional work that may be needed.

Mr. Marvin stated District Counsel just told us we have to analyze this based off of the information that was submitted.

Mr. McCranie stated that is based upon the knowledge that your engineer has of who is working in Nassau County and what they are doing.

Mr. McGraw stated if I were to ding Watson for those things then that puts them in second place. I put AJ Johns in first place.

Mr. Marvin asked so you would opt out on the two lower bids to go with AJ Johns?

Mr. McGraw responded I am strongly considering it. If you feel like Watson can execute then I am fine with giving them a shot. I can justify them being the best proposal based upon the information we provided them. I don't have anything negative to say about them. AJ Johns is doing work up here. They are doing jobs left and right.

Mr. Marvin stated based upon your description of Jax Utilities Management, I am going to adjust my numbers a little bit. I am going to reduce that to nine and that to 19, so that will put them at 94. I have Watson as the winner but if you are uncertain about Watson then I can go to Florida Roads or AJ Johns. Florida Roads is more expensive.

Mr. McGraw stated I have Earthworks last but it is close.

Mr. Doan stated I have Earthworks last.

Mr. McCranie stated it sounds to me like you are between Watson and AJ Johns.

Mr. McGraw stated yes. Earthworks has great references but when times got tough they closed their company. The question I have with them is the financial capability.

Mr. McCranie stated I am going to have to work with this company during the process and I don't have any experience with Watson, so I don't know if they have any experience here in Nassau County. I have a lot of experience with AJ Johns and everything has been good. The negative to AJ Johns right now is I think they are busy and they are pushing their schedule out.

Mr. McGraw stated but they have some bit jobs wrapping up though. They are doing a big job at Timiya that I know of and it almost done.

Mr. McCranie stated their schedule is good. They have done for us in and around this area.

Mr. McGraw stated I have personal experience with different guys in their team that do a fantastic job.

Mr. McCranie stated another positive for AJ Johns is they built phase one, so they are not going to be pointing fingers as to something they are tying into that is no good and they are doing the work here.

Mr. McGraw stated this is a total price with AJ Johns. They are not coming back looking for little nit picky things to picky things on. Can we start building homes?

Mr. McCranie responded we would have record the plat prior.

Mr. Walters asked is the question can you build a home before the project ends?

Mr. McGraw responded yes.

Mr. Walters stated that is a can you get it permitted and can you get it not to interfere with our project question. I think the answer is probably yes. We don't own that property. Dreamfinders Homes owns that property. We have an easement over it for construction. The question is from a private landowners standpoint is are they permitted to do so.

Mr. Marvin asked are we talking about before plat or after a plat?

Mr. McCranie responded he wants to go before plat and before anything. They County is changing their subdivision regulation regulations. I haven't read all of the stuff they are doing but I think they talk about whether you can build model homes prior to the plat.

Mr. McGraw stated I know AJ Johns won't care because they will us do it.

Mr. Marvin stated the way I have it comes out at the two high bidders being AJ Johns and Florida Roads. The reason Florida Roads is in there is because they have the best schedule.

Mr. McGraw stated I still have them third.

Mr. Marvin stated I would be happy with AJ Johns.

Mr. McGraw stated I want to save the \$100,000 and use Watson but it is not worth it if they don't perform.

Mr. Marvin stated I agree.

Mr. McCranie stated everyone has submitted their bid bond and they have to then do a performance bond.

Mr. Doan asked is AJ Johns using his own utility crew?

Mr. McCranie responded my understanding is they are using their own and only one crew because it is a long line where it doesn't branch off, so they can't bring in a separate crew.

Mr. Doan stated I know John Woody is doing sub work for utility work for them in several locations but I don't know where.

Mr. deNagy stated after adding up all of the totals I have Watson as number one and AJ Johns as number two and Florida Roads as number three.

Mr. Marvin asked if Watson is ranked number one, can we recommend AJ Johns?

Mr. McCranie responded you would have to change the rankings.

Mr. McGraw stated we can also just choose a ranking sheet and go with it.

Mr. McCranie asked what are the final numbers?

Mr. deNagy responded AJ Johns had 94.3, Jax Utility had 92.7, Watson had 95, Earthworks had 89 and Florida Roads had 93.3.

Mr. Marvin stated just change mine by three points. Change Watson's number.

Mr. deNagy stated with those changes we have AJ Johns as the first ranked firm. Watson is second. Florida Roads is number three. Jax Utility Management is fourth and Earthworks is five.

On MOTION by Mr. Doan seconded by Mr. McGraw with all in favor the Ranking as Presented with AJ Johns being ranked number 1, Watson is number two, Florida Roads is number three, Jax Utility Management is fourth and Earthworks is number five was approved.

**FOURTH ORDER OF BUSINESS**

**Other Business**

There being none, the next item followed.

**FIFTH ORDER OF BUSINESS**

**Adjournment**

On MOTION by Mr. Marvin seconded by Mr. Doan with all in favor the Meeting was adjourned.