



Fulton County Board of Commissioners
Agenda Item Summary

18-0932

BOC Meeting Date

12-19-18

Requesting Agency

Real Estate and Asset Management

Commission Districts Affected

All Districts

Requested Action *(Identify appropriate Action or Motion, purpose, cost, timeframe, etc.)*

Request approval to renew existing contract - Department of Real Estate and Asset Management, RFP#15RFP98638K-JD, Comprehensive Operation and Preventive and Predictive Maintenance Services for Fulton County Jail in the amount of \$4,788,965.25 with Johnson Controls, Inc. (Atlanta, GA), to provide comprehensive operation, preventive and corrective maintenance services for the Fulton County Jail. This action exercises the third of four renewal options. One renewal option remains. Effective dates: January 1, 2019, through December 31, 2019.

Requirement for Board Action *(Cite specific Board policy, statute or code requirement)*

In accordance with Purchasing Code Section 102-394(6), the Purchasing Department shall present all renewal requests to the Board of Commissioners at least 90 days prior to the contract renewal date or 60 days if the contract term is six (6) months or less.

Is this Item related to a Strategic Priority Area? *(If yes, note strategic priority area below)*

Yes All People trust government is efficient, effective, and fiscally sound

Is this a purchasing item?

Yes

Summary & Background

(First sentence includes Agency recommendation. Provide an executive summary of the action that gives an overview of the relevant details for the item.)

Scope of Work: This contract provides for management, supervision, labor, materials, supplies, spare parts, tools, equipment, scheduling and coordination, required for effective and economical operation, preventive maintenance, predictive maintenance, corrective/repair maintenance and approved work projects for twelve (12) facility grounds and building systems of the Fulton County Jail Complex.

The Facility Maintenance Contractor (FMC) will provide all managerial, administrative and technical functions for the effective and timely accomplishment of the technical requirements described below. The Scope of Work includes all, but not limited to, operation preventive and predictive maintenance and emergency services for the building and building systems in the facilities. The contractor shall be fully responsible for providing customer service, quality control and all other services.

Basic services shall include:

- Facilities Maintenance: day-to-day management
- Operation and Maintenance of Electrical, Mechanical and HVAC Equipment
- Architectural, Structural and Mechanical Maintenance of building including doors, windows and gate systems.
- Carpet repair and replacement

Agency Director Approval		County Manager's Approval
Typed Name and Title Felicia Strong-Whitaker, Director	Phone (404) 612-5800	
Signature	Date	

Revised 03/12/09 (Previous versions are obsolete)

- Millwork (Does not include replacement)
- Appliance repair including repair of kitchen and break room equipment. All equipment must have a Fulton County ID number attached. (Kitchen hood, water coolers, ice machines, refrigerators and microwave ovens)
- Audio systems, video systems, CCTV and cable TV
- Roof and roof components
- Plumbing and grease trap maintenance
- Fire extinguishers
- Fire alarm and fire suppression system, including fire sprinklers
- Exterior lighting including lighting in the parking lot
- Lock and locksmith services including security locks and electronic locks
- Intrusion Alarm Systems
- Elevators and vertical transportation systems
- Trash removal and Recycling
- Propane System
- Diesel system including tanks and pumps
- Facility Grounds and external systems including fire hydrants

Services not included:

- Janitorial Services
- Landscape Maintenance
- Vector Control
- Furniture, Office supplies
- Networking and Telecommunication services
- Personal computers
- Telephone systems
- Inmate imaging and data collection system
- Radio system
- Medical equipment
- Repairs to vandalized systems and components of building systems

Services, Supplies, Materials and Equipment to be furnished by FMC:

The FMC must furnish all tools, spare parts, direct and indirect material and man power required to perform work under this contract. DREAM will be responsible for the payment for the supply of water, electricity and natural gas. However, if there is any interruption in the supply of any/all of the above utilities, the FMC will coordinate with the respective utility vendors and ensure early resumption of utilities.

Community Impact: If these services are not provided the County may be faced with another lawsuit.

Department Recommendation: The Department of Real Estate and Asset Management recommends approval to renew existing contract to provide comprehensive operation and preventive and corrective/repair maintenance services for the Fulton County Jail for fiscal year 2019.

After negotiation, Johnson Controls, Inc. management has agreed to reduce their base cost by 5% for FY2019 contract term. This is a results saving of \$184,979.75 to the Fulton County Government.

Project Implications: Failure to approve this item will result in increased unnecessary legal fees,

and unwarranted publicity.

Community Issues/Concerns: None that the Department is aware of.

Department Issues/Concerns: If this contract is not renewed, DREAM would not be able to maintain the facility as is necessary to ensure the continuity of jail operations. The department does not have the internal resources necessary to render adequate and timely maintenance service to the jail.

History of BOC Agenda Item: Yes, see chart below:

CURRENT CONTRACT HISTORY	BOC ITEM	DATE	DOLLAR AMOUNT
Original Award Amount	15-1101	12/2/15	\$4,589,840.00
Spending Authority Increase No.1	16-0704	8/17/16	\$250,438.00
1 st Renewal	16-1205	12/21/16	\$4,827,335.00
2 nd Renewal	17-1070	12/20/17	\$4,973,945.00
3rd Renewal			\$4,788,965.25
TOTAL REVISED AMOUNT			\$19,430,523.25

Contract & Compliance Information (Provide Contractor and Subcontractor details.)

Contract Value: \$4,788,965.25
Prime Vendor: **Johnson Controls, Inc.**
Prime Status: **Non-Minority**
Location: Alpharetta, GA
County: Fulton County
Prime Value: \$3,838,834.54 or 80.16%

Subcontractor: **GSE Facility Services, LLC**
Subcontractor Status: **African American Male Business Enterprise Certified**
Location: Atlanta, GA
County: Fulton County
Contract Value: \$515,771.56 or 10.77%

Subcontractor: **F. M. Shelton**
Subcontractor Status: **African American Female Business Enterprise Certified**
Location: Atlanta, GA
County: Fulton County
Contract Value: \$81,412.41 or 1.70%

Subcontractor: Atco International
Subcontractor Status: White Female Business Enterprise – Non-Certified
Location: Marietta, GA
County: Cobb County
Contract Value: \$5,267.86 or 0.11%

Subcontractor: DaCosta's Plumbing & Backflow Engineers, LLC
Subcontractor Status: White Female Business Enterprise - Non-Certified
Location: Atlanta, GA
County: Fulton County
Contract Value: \$81,412.41 or 1.70%

Subcontractor: Nationwide Electrical Testing, Inc.
Subcontractor Status: Asian American Male Business Enterprise – Certified
Location: Alpharetta, GA
County: Fulton County
Prime Value: \$5,267.86 or 0.11%

Subcontractor: D & D Services
Subcontractor Status: Non-Minority
Location: Griffin, GA
County: Spalding County
Contract Value: \$16,282.48 or 0.34%

Subcontractor: A-1 Septic
Subcontractor Status: African American Male Business Enterprise Certified
Location: Jonesboro, GA
County: Clayton County
Contract Value: \$9,577.93 or 0.20%

Subcontractor: Prime Power
Subcontractor Status: White Female Business Enterprise - Non-Certified
Location: Mableton, GA
County: Cobb County
Contract Value: \$11,014.62 or 0.23%

Subcontractor: Kaco Supply Co.
Subcontractor Status: African American Female Business Enterprise Certified
Location: Smyrna, GA
County: Cobb County
Contract Value: \$5,267.86 or 0.11%

Subcontractor: Aquatrol
Subcontractor Status: Non-Minority
Location: Atlanta, GA
County: Fulton County
Contract Value: \$11,014.62 or 0.23%

Subcontractor: Hawk Construction
Subcontractor Status: African American Male Business Enterprise Certified
Location: Ellenwood, GA
County: DeKalb County
Contract Value: \$207,841.09 or 4.34%

Total Contract Value: \$4,788,965.25 or 100.00%
Total MFBE Value: \$922,833.60 or 19.27%

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Solicitation Information	NON-MFBE	MBE	FBE	TOTAL
No. Bid Notices Sent:				
No. Bids Received:				

Total Contract Value	\$4,788,965.25 or 100.00%
Total M/FBE Values	\$922,833.60 or 19.27%
Total Prime Value	\$3,838,834.54 or 80.16%

Fiscal Impact / Funding Source *(Include projected cost, approved budget amount and account number, source of funds, and any future funding requirements.)*
 100-520-5224-1116: General, Real Estate and Asset Management, Building Maintenance-\$4,788,965.25 "Subject to availability of funding adopted for FY2019 by BOC"

Exhibits Attached *(Provide copies of originals, number exhibits consecutively, and label all exhibits in the upper right corner.)*
Exhibit 1: Contract Renewal Agreement
Exhibit 2: Contract Renewal Evaluation Form
Exhibit 3: Contractor's Performance Report

Source of Additional Information *(Type Name, Title, Agency and Phone)*
 Ellis G. Kirby, LEED AP, CEM CEFP, Deputy Chief Operation Officer for Infrastructure, (404) 612-5919

Agency Director Approval		County Manager's Approval
Typed Name and Title Felicia Strong-Whitaker, Director	Phone (404) 612-5800	
Signature	Date	

Revised 03/12/09 (Previous versions are obsolete)

Continued

Procurement

Contract Attached: No	Previous Contracts: Yes		
Solicitation Number: 15RFP98638K-JD	Submitting Agency: Department of Real Estate and Asset Management	Staff Contact: Harry Jordan	Contact Phone: (404) 612-5933

Description: Approval to renew existing contract to provide preventive and corrective/repair maintenance services at the Fulton County Jail.

FINANCIAL SUMMARY

Total Contract Value:		MBE/FBE Participation:	
Original Approved Amount:	\$4,589,840.00	Amount: .	%. .
Previous Adjustments:	\$10,051,718.00	Amount: .	%. .
This Request:	\$4,788,965.25	Amount: \$922,833.60	19.27%. .
TOTAL:	\$19,430,523.25	Amount: .	%. .

Grant Information Summary:

Amount Requested: .	<input type="checkbox"/>	Cash
Match Required: .	<input type="checkbox"/>	In-Kind
Start Date: .	<input type="checkbox"/>	Approval to Award
End Date: .	<input type="checkbox"/>	Apply & Accept
Match Account \$: .		

Funding Line 1: 100-520-5224-1116: \$4,788,965.25 "Subject to availability of funding adopted for FY2019 by BOC"	Funding Line 2: .	Funding Line 3: .	Funding Line 4: .
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KEY CONTRACT TERMS

Start Date: 1/1/2019	End Date: 12/31/2019
Cost Adjustment: .	Renewal/Extension Terms: One renewal options remains.

ROUTING & APPROVALS

(Do not edit below this line)

X	Originating Department:	Kirby, Ellis	Date: 11/13/2018
X	County Attorney:	Stewart, Derval	Date: 11/27/2018
X	Purchasing/Contract Compliance:	Strong-Whitaker, Felicia	Date: 11/27/2018
X	Finance/Budget Analyst/Grants Admin:	Whitted, Ivan	Date: 11/16/2018
.	Grants Management:	.	Date: .
X	County Manager:	Anderson, Dick	Date: 11/27/2018



DEPARTMENT OF PURCHASING & CONTRACT COMPLIANCE

Fulton County, GA

CONTRACT RENEWAL AGREEMENT

DEPARTMENT: Real Estate and Asset Management

BID/RFP# NUMBER: 15RFP98638K-JD

BID/RFP# TITLE: Comprehensive Operation and Preventive and Predictive Maintenance Services for Fulton County Jail

ORIGINAL APPROVAL DATE: 12/2/2015

RENEWAL PERIOD: FROM: 1/1/2019 **THROUGH** 12/31/2019

RENEWAL OPTION #: 3 OF 4

NUMBER OF RENEWAL OPTIONS: 4

RENEWAL AMOUNT: \$4,788,965.25

COMPANY'S NAME: Johnson Controls, Inc.

ADDRESS: 1350 Northmeadow Parkway, Suite 100

CITY: Roswell

STATE: Georgia

ZIP: 30076

This Renewal Agreement No. ____ was approved by the Fulton County Board of Commissioners on BOC DATE: BOC NUMBER:

SIGNATURES: SEE NEXT PAGE

SIGNATURES:

Vendor agrees to accept the renewal option and abide by the terms and conditions set forth in the contract and specifications for Bid/RFP# 15RFP98638K-JD

(Person signing must have signature authority for the company/corporation)

NAME: _____ **(Print)**
(CEO, President, Vice President)

VENDOR'S SIGNATURE: _____ **DATE** _____

ATTEST:

NOTARY PUBLIC: _____

TITLE: _____ **COUNTY:** _____

SEAL (Affix) **MY COMMISSION EXPIRES:** _____

FULTON COUNTY, GEORGIA

ROBERT L. PITTS
CHAIRMAN **DATE:** _____

ATTEST:

JESSE A. HARRIS
CLERK TO THE COMMISSION **DATE:** _____

SEAL (Affix)

DEPARTMENT AUTHORIZES RENEWAL OPTION ON THE AFOREMENTIONED BID/RFP:

DEPARTMENT HEAD: Ellis G. Kirby, LEED AP, CEM, CAFP, Director **(Print)**

DEPARTMENT HEAD SIGNATURE: _____ **DATE** _____

ITEM#: _____ **RCS:** _____ **ITEM#:** _____ **RM:** _____
RECESS MEETING **REGULAR MEETING**

Contract Renewal Evaluation Form

Date:	11/7/2018
Department:	DEPARTMENT OF REAL ESTATE AND ASSET MANAGEMENT
Contract Number:	15RFP98638K-JD
Contract Title:	Comprehensive Operation and Preventive and Predictive Maintenance Services for Fulton County Jail

Instructions:

It is extremely important that every contract be rigidly scrutinized to determine if the contract provides the County with value. Each renewal shall be reviewed and answers provided to determine whether services should be maintained, services/scope reduced, services brought in-house or if the contract should be terminated. Please submit a completed copy of this form with all renewal requests.

1. Describe what efforts were made to reduce the scope and cost of this contract.

Johnson Controls leadership has agreed to reduce their base contract cost by 5% for the FY 2019 contract term resulting in a **savings of \$184,979.75**. The jail is an intensive maintenance environment. Previous experience has proven that the criticality of jail systems to the overall constitutional mandate of the Sheriff, combined with the complexity of its various systems, requires a robust scope of work that ensures the continuity of jail operations. Therefore, the scope of work has not been reduced.

2. Describe the analysis you made to determine if the current prices for this good or service is reflective of the current market. Check all applicable statements and provide documentation:

In addition to Fulton County's historical expenditures for jail maintenance, multiple market surveys were conducted with the latest being in October 2016. The dollar values listed for the other municipalities, as well as the structure of their maintenance operations, has not changed.

X Market Survey of other jurisdictions:

Date contacted:	10/24 thru 10/28/2016
Jurisdiction Name / Contact name:	Clayton County / Les Markland Cobb County / Chuck Stoetzer Gwinnett Cty / Glen Fountain
Date of last purchase:	See Attachment A
Price paid:	See Attachment A
Inflation rate:	n/a
Adjusted price:	n/a
Percent difference between past purchase price and renewal price:	n/a
Are they aware of any new vendors?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Are they aware of a reduction in pricing in this industry?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No

How does pricing compare to Fulton County's award contract?	See Attachment
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Explanation / Notes:

There are four municipal jails in the metropolitan Atlanta area that are comparable in size, bed space, and inmate population to the Fulton County Jail. After conversations with personnel at the Clayton, Cobb, and Gwinnett County jails, a comparison matrix (*Attachment*) was developed to provide an understanding of their respective jail maintenance operations relative to that of Fulton County.

There are two primary differences between the Fulton County Jail and those surveyed. First, unlike the Fulton Jail, the Cobb, Gwinnett, and Clayton jails were designed as *direct supervision* facilities; the correctional officers are physically on the housing floors with the inmates. This significantly reduces both inmate incidents of violence as well as the wear and tear on the building systems due to inmate vandalism. Secondly, the Cobb, Gwinnett, and Clayton Jails are significantly "younger" than the Fulton Jail. The attached matrix indicates that both Cobb and Gwinnett have expanded their facilities as recently as 2006 and 2010 respectively. More importantly, their expansions included additional bed space not to be used until such time as the inmate population necessitates occupancy. The Clayton jail was built in 2001. A newer facility, combined with direct supervision, significantly reduces the number of corrective maintenance work orders required per month. Additionally, the size, composition and responsibilities of the respective maintenance staffs, greatly impacts cost. While the Gwinnett, and Cobb County jails are larger and have more inmates, the Fulton Jail contract maintenance operation completes 25-30% more work orders.

As the attached matrix indicates, the Dekalb jail maintenance operation consists of both contracted maintenance personnel (11 technicians) and a 7 - 9 person team of sworn in-house staff (deputies). This is also the same number of in-house maintenance technicians employed by the Cobb County Jail. Per Les Markland, the Clayton County Director of Building Maintenance, the total maintenance cost for the Clayton County Jail in 2015 was \$1.56M. However, this cost is for **contract labor only** to perform preventive maintenance. All corrective maintenance is billed on a case by case basis. According to Chuck Stoetzer, the Cobb County Assistant Maintenance Superintendent, their maintenance team completes between 15 and 25 work orders per day. On the high end, this translates into 500 completed work orders per month. The Cobb County team works from 7:00 am to 4:00 pm on weekdays. Evenings, nights, and weekends are handled on an on-call/as-needed basis.

Research revealed that the other four major jails have widely varying maintenance infrastructures. More importantly, the Clayton, Cobb, and Gwinnett jails have consistently added additional buildings on their respective campuses. There is little consistency between how their facilities are operated, or how efficient their maintenance operations are.

Other (Describe in detail the analysis conducted and the outcome):

3. What was the actual expenditure (from the AMS system) spent for this contract for previous fiscal year?

The County spent \$4,793,370.00 in FY2017 and \$4,966,644.20 YTD in FY2018

4. Does the renewal option include an adjustment for inflation? Yes X No
(Information can be obtained from CPI index)

Was it part of the initial contract? Yes X No

Date of last purchase:	1/1/2018
Price paid:	\$4,973,945
Inflation rate:	0%
Adjusted price:	N/A
Percent difference between past purchase price and renewal price:	-3.7%

Explanation / Notes:

After negotiations with Johnson Controls, the FY 2018 proposed price does NOT include an increase in the base service price; only the owner-controlled contingency.

Is this a seasonal item or service? Yes No

5. **Has an analysis been conducted to determine if this service can be performed in-house?** Yes
 No Given the number of both corrective and preventive maintenance work orders, DREAM does not have the in-house resources to efficiently and effectively maintain the Fulton County Jail.

6. **What would be the impact on your department if this contract was not approved?**
DREAM would not be able to maintain the facility as is necessary to ensure the continuity of jail operations. The department does not have the internal resources necessary to render adequate and timely maintenance service to the jail.

Joseph Davis, Admin. Buildings & Grounds

11/7/2018

Prepared by

Date

Ellis Kirby, Deputy Chief Operating Officer

Click here to enter a date.

Department Head

Date

ATTACHMENT #A

Market Survey - Jail Maintenance 2016

JAIL CO.	Year Built	CAPACITY	CONTRACT or IN-HOUSE	STAFF	WORK ORDERS per MO.	BUDGET	COMMENTS
Dekalb <i>Information based on previous survey due to lack of response to inquiry</i>	1989	3,050	Contract & In-House	18-20	850	N/A Could not obtain a response from Dekalb Officials	Labor Only Contract. All other services are billable to Dekalb. Team of 7-9 detention officers perform routine maintenance tasks such as changing all light bulbs 9' or lower.
Gwinnett	1991 2006	2,765	In-House	14	650	\$600,000	Only Fire System maintenance is contracted. Budget figure does not include labor costs.
Cobb	1987 1997 2010	3,080	In-House	11	475	n/a	All HVAC and Fire Protection system work is contracted out on an as-needed basis. No maintenance personnel on-site after 5pm and thru the weekend. On-call only after hours.
Fulton	1988	2,600	Contract	24	1,450	\$4.8M	All-inclusive comprehensive maintenance contract. 24 hour operation 7 days/week. FY 2016 price includes an owner-controlled contingency of \$985K.
Clayton	2001	1,550	Contract	6	325	\$1.56M	Maintenance contract covers preventive maintenance only. All other maintenance, performed by vendor, is billable to the County. If corrective maintenance is needed, County determines if contractor will perform or if off-site County staff will perform work. After-hours via on-call/as-needed basis.

DEPARTMENT OF PURCHASING & CONTRACT COMPLIANCE

CONTRACTORS PERFORMANCE REPORT
PROFESSIONAL SERVICES

Report Period Start	Report Period End	Contract Period Start	Contract Period End
1/1/2018	11/7/2018	1/1/2018	12/31/2018
PO Number			PO Date
20SC98638K-JD			1/26/2018
Department	Real Estate and Asset Management		
id Number	15RFP98638K		
Service Commodity	Comprehensive Operation and Preventive Maintenance for the Fulton Co Jail		
Contractor	Johnsons Controls, Inc.		

= Unsatisfactory	<i>Achieves contract requirements less than 50% of the time, not responsive, effective and/or efficient, unacceptable delay, incompetence, high degree of customer dissatisfaction.</i>
= Poor	<i>Achieves contract requirements 70% of the time. Marginally responsive, effective and/or efficient; delays require significant adjustments to programs; key employees marginally capable; customers somewhat satisfied.</i>
= Satisfactory	<i>Achieves contract requirements 80% of the time; generally responsive, effective and/or efficient; delays are excusable and/or results in minor programs adjustments; employees are capable and satisfactorily providing service without intervention; customers indicate satisfaction.</i>
= Good	<i>Achieves contract requirements 90% of the time. Usually responsive; effective and/or efficient; delays have not impact on programs/mission; key employees are highly competent and seldom require guidance; customers are highly satisfied.</i>
= Excellent	<i>Achieves contract requirements 100% of the time. Immediately responsive; highly efficient and/or effective; no delays; key employees are experts and require minimal directions; customers expectations are exceeded.</i>

Quality of Goods/Services (-Specification Compliance - Technical Excellence - Reports/Administration - Personnel Qualification)

Comments:

0	Johnson Controls (JCI) continues to adhere to contract specifications and exhibits a high degree of technical excellence. Maintenance technicians are highly skilled and qualified to complete the requisite work. Monthly maintenance reporting requirement continues to be a highlight of the operation as Fulton County is given a detailed overview of the status of overall maintenance operations at the jail.
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Timeliness of Performance (-Were Milestones Met Per Contract - Response Time (per agreement, if applicable) - Responsiveness to Direction/Change - On Time Completion Per Contract)

Comments:

0	JCI has continued to be DREAM's highest performing maintenance group. Over 90% of all corrective maintenance work orders are completed within 5 days with over 95% of all preventive maintenance work being completed on time and according to manufacturers' specifications. All major milestones are routinely being met and JCI continues to be highly responsive to change and/or directives. The only timeliness issue experienced during the reporting period involved JCI's delay in addressing deficiencies noted during the fire marshal's annual inspection. Work was completed but should have been addressed approximately 2 weeks earlier.
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Business Relations (-Responsiveness to Inquiries - Prompt Problem Notifications)

Comments:

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ms or administrative issues, such as invoicing, are promptly reported to the County.

4

Customer Satisfaction (-Met User Quality Expectations - Met Specification - Within Budget - Proper Invoicing - No Substitutions)

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Comments:
All work completed by JCI meets end-user and DREAM expectations. Projects are always delivered within budget and invoiced properly. Once scope is agreed upon by JCI and the County, JCI never offers substitutes.

Contractors Key Personnel (-Credentials/Experience Appropriate - Effective Supervision/Management - Available as Needed)

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Comments:
JCI key personnel are highly qualified and have the requisite credentials and experience to operate the Fulton Jail. Managers and supervisors are both effective and efficient as evidenced by the work order completion percentages. Key staff are always available to handle any and all operational or administrative requests.

Overall Performance Rating: 3.0

Would you select/recommend this vendor again?
(Check box for Yes. Leave Blank for No)
 Yes No

Rating completed by: joseph.davis

Department Head Name	Department Head Signature	Date
ELLIS G. KIRBY	<i>Joseph N. Davis</i> For EK	11/7/2018