



# **Presentation on Job Order Contracting (JOC)**

**F&A Committee**

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# LC Job Order Contract (JOC)

## 2019 Strategic Plan Alignment



**County's Mission: Deliver exceptional, financially and environmentally responsive / responsible services that promote a safe, affordable, healthy, and resilient community**

| Strategic Initiatives |  |
|-----------------------|--|
| X                     | Regional Leadership                                      |
| X                     | Fiscal Responsibility                                    |
| X                     | Exceptional Service and Operational Excellence           |
| Strategic Goals       |  |
|                       | Public Safety and Integrated, Data-Driven Justice System |
| X                     | Enhance Economic Opportunities                           |
| X                     | Improve Infrastructure                                   |
| X                     | Promote a Sustainable Environment                        |
|                       | Build Healthy, Inclusive, and Resilient Communities      |

| Strategic Themes |                                  |
|------------------|----------------------------------|
|                  | Inter-Organizational Cooperation |
| X                | Quality of Life                  |
| X                | Economic Development             |
| X                | Infrastructure                   |
| X                | Environmental Sustainability     |
| X                | Non-Environmental Sustainability |
| X                | Lake County Branding             |
|                  | Mental Health                    |
| X                | Grants and Specialty Funding     |
|                  | Diversity and Inclusion          |

[Link to Strategic Plan](#)

- **Purpose**
  - **Overview of Lake County Job Order Contract**
  
- **Agenda**
  - **Background**
  - **Execution Data**
  - **Next Steps**

# Background

## Lake County History



- JOC was introduced to Lake County to address specific issues:
  - Project backlog
  - Need for consistent, dependable projects in sensitive areas (Courts and Jail)



**Identify  
Scope of  
Work**

**JOC is another delivery method for Lake County to procure construction services**



- + In House Trades
- + Traditional Design-Bid-Build
- + Job Order Contracting (JOC)



**Start  
Construction**

**JOC is not meant to replace any procurement method.  
It is another tool for the Lake County to accomplish work.**

# Background

## What is Job Order Contracting (JOC)?

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- **Job Order Contract (JOC) is:**
  - **Firm, Fixed Price**: Pre-priced work tasks within a Construction Task Catalog
  - **Competitively Bid**: All bidders submit a set of adjustment factors to the fixed prices in the construction task catalog
  - **Indefinite Quantity**:
    - Contract is for a fixed term
    - Guaranteed minimum value (\$50K)
    - potential maximum value (\$2M per year)
- **Job Orders are issued for individual projects**

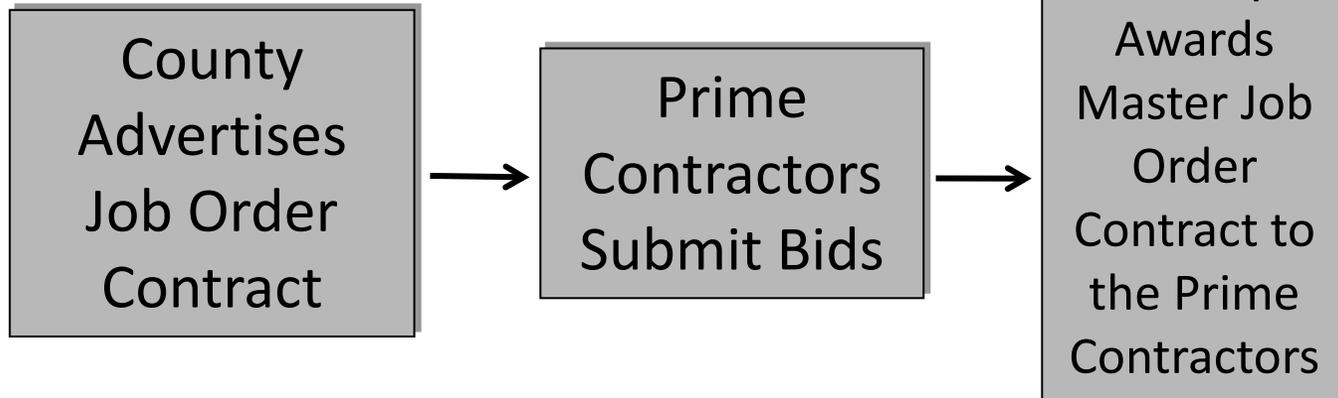
# Background

## What is the JOC Process?



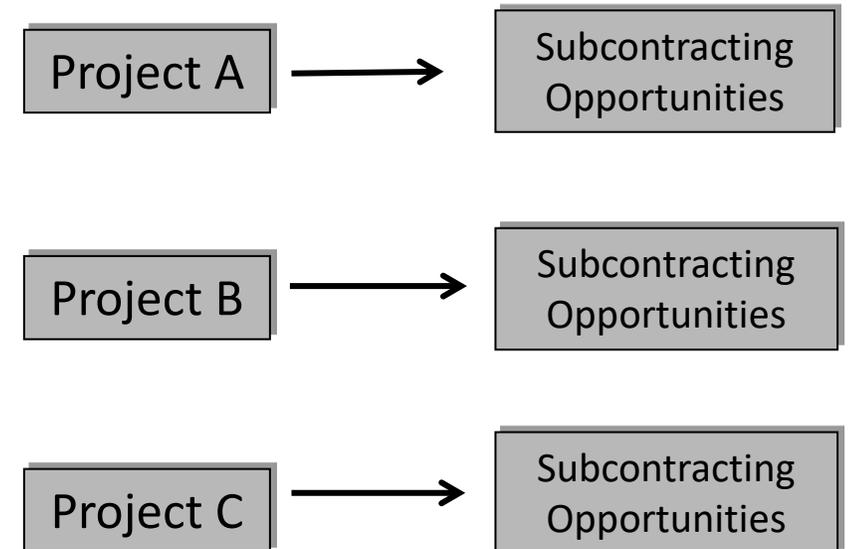
### Part 1

Bidding a Job Order Contract as a Prime



### Part 2

Procuring Individual Projects

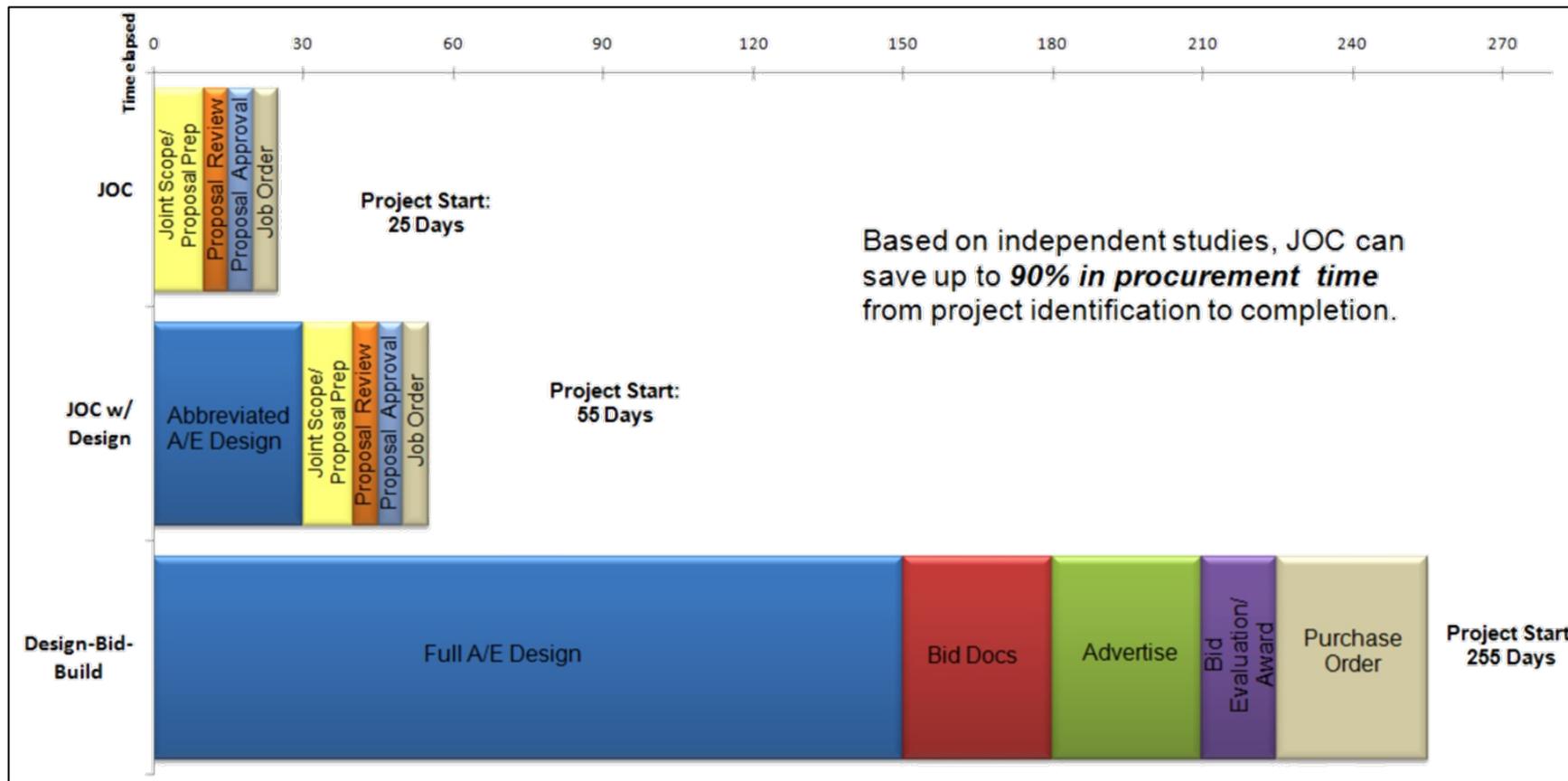


# Background

## Time Savings



- **Faster Procurement – Weeks Instead of Months**
- **Based on Owner-Contractor Partnership = Non-Adversarial Relationship**



# Background

## Cost Savings

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- **Typical Net Savings is 8% - 15%**
  - **Reduction of Architect/Engineer Fees**
    - **Currently Many Small Projects Are "Designed" Primarily for Procurement Purposes**
  - **Lower Procurement and Administrative Costs**
    - **JOC Eliminates the Need to Use the Full Procurement Cycle for Each and Every Project**
  - **Fewer Change Orders and Claims**
    - **Joint Scoping Process: eliminates misunderstandings of project scope of work (SOW)**
    - **SOW and JOC General Conditions written/developed in a manner where the Contractor is responsible for errors and omissions**

# Background

## Accountability

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- **JOC is a performance based contracting system:**
  - All future work is dependent upon contractor performance
  - Responsiveness of the contractor
    - Project development phase
    - Construction phase
- **Success in developing a partnership relationship with the County**
- **Performance depends on two factors:**
  - Accurate adjustment factor
  - Quality staff
- **Evaluations after every Task Order**

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# JOC Historical Work Execution



| Year  | 2015             | 2016             | 2017             | 2018             | 2019             | 2020             | 2021             |
|---|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| <b>Number of Job Orders</b>                             | <b>21</b>        | <b>27</b>        | <b>25</b>        | <b>25</b>        | <b>23</b>        | <b>44</b>        | <b>8</b>         |
| - Number of Job Orders >\$30K                           | 16               | 17               | 20               | 20               | 15               | 32               | 2                |
| - Number of Job Orders >\$350K                          | 1                | 1                | 3                | 0                | 0                | 9                | 1                |
|   |                  |                  |                  |                  |                  |                  |                  |
| <b>Value of Job Orders Awarded (\$K)</b>                | <b>\$3,598.9</b> | <b>\$2,033.3</b> | <b>\$4,213.9</b> | <b>\$2,333.6</b> | <b>\$4,456.7</b> | <b>\$6,510.6</b> | <b>\$1,403.4</b> |
| - Average Value of Job Orders (\$K)                     | \$171.4          | \$75.3           | \$168.6          | \$93.3           | \$193.8          | \$148.0          | \$175.4          |
|   |                  |                  |                  |                  |                  |                  |                  |
| <b>Value of Local Subcontractor Participation (\$K)</b> | <b>\$2,235.7</b> | <b>\$1,189.2</b> | <b>\$2,331.1</b> | <b>\$1,450.3</b> | <b>\$2,718.2</b> | <b>\$3,473.8</b> | <b>\$799.0</b>   |
| - Local Subcontractor Participation (%)                 | 62%              | 58%              | 55%              | 62%              | 61%              | 53%              | 57%              |
| - * Minority Owned Subcontractor Participation (%)      | 0.5%             | 0%               | 0%               | 0%               | 0.5%             | 4.2%             | 7.6%             |
| - * Women Owned Subcontractor Participation (%)         | 2.0%             | 0.5%             | 0.2%             | 0.1%             | 0%               | 1.1%             | 6.0%             |
|   |                  |                  |                  |                  |                  |                  |                  |

\*Staff reviewed subcontractor websites for mention of small, minority, or women owned business

# Projected Projects FY22 and Beyond

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- **Project Types and Projected Costs for next 3 Fiscal Years:**
  - **Preservation: \$1.97M**
    - Admin Tower Vestibule, North Entrance
    - DOT Fuel Island
    - Depke Emergency Generator Replacement
  - **Modernization: \$5.82M**
    - HD WRS Replace Air Handler and Boilers
    - Babcox Justice Center 1West Renovation
    - DOT Interior Improvements
  - **Security: \$0.15M**
    - DOT Security Improvements

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# Next Steps

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- **FCS will increase accountability:**
  - Contractor Evaluations
  - Customer Feedback
- **Procurement will increase outreach:**
  - Briefings to local small and minority owned sub-contractors



**Questions**