



# BBC ELECTRIC

H I G H V O L T A G E C O N T R A C T O R

December 18, 2019

RE: U.S. Virgin Islands Composite Pole Installation Project PR-13-20

Ms. Delores Donovan, Manager, Contract Administration  
Virgin Islands Water and Power Authority  
9720 Estate Thomas  
St. Thomas, USVI 00802

Dear Mrs. Donovan,

BBC Electrical Services, Inc. is a full-service electric utility contractor based in Joplin, MO. Accompanying this letter is our proposal response to the RFP: U.S Virgin Islands Composite Pole Installation Project PR-13-20. We appreciate the opportunity to bid this project and look forward to continuing our working relationship with VIWAPA should we be awarded all or a portion of the composite pole installation project.

Since October of 2017, BBC Electrical has had employees working for VIWAPA in various capacities. Initially we responded in an emergency response capacity to safely and quickly restore power to Virgin Islanders' homes and businesses. After roughly 4 months we were asked to submit pricing for continued outage mitigation work including but not limited to composite pole installation on St. Thomas and St. John. We started this composite pole work in March of 2018 and have built a great relationship with WAPA, as well continued building a strong relationship with the island communities. We have also enjoyed seeing and take great pride in our employees becoming part of the fabric of the community.

Since starting this work in March of 2018, we have refined our work force and processes to be as efficient as possible. In addition, improvements in available shipping lanes as well as material suppliers reducing lead times has greatly reduced the non-productive labor cost of our work force waiting on material and equipment. Highly skilled manpower continues to be at a premium across the United States with continued reduction in unemployment levels and the Journeyman Lineman demand in California. As a result, our pricing has been adjusted to reflect the above.

BBC Electrical feels our work to date on the composite poles, as well as first-hand knowledge of the work to be completed in the RFP makes us uniquely qualified to continue the composite pole installation work. We appreciate your consideration of our proposal, and truly hope we can continue to build upon our already successful relationship.

Sincerely,

Bryan Simpson  
Owner



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## HIGH VOLTAGE CONTRACTOR

### Responses and Attachments for Items under Section Z. Questionnaire

1. How many Years has your organization been in business as a General Contractor? **19 years**
2. Within the past five years, how many Construction projects equal to or greater than this project has your organization completed? **25**
3. Have you ever failed to complete work per Contract Specifications or within the time limits of a Contract awarded to you, if so, where and why? **NO**

**BBC has never failed to complete a project per specs. BBC has never been subject to liquidated damages due to time overrun on a project.**

4. Provide three references of similar work previously performed (include name, company, contact information, description of work performed).

**Virgin Islands Water and Power Authority: Clinton Hedrington 340-642-0705**

**White River Electric Cooperative: Beau Jackson [bjackson@whiteriver.org](mailto:bjackson@whiteriver.org)**

**Duke Energy: Ken Quitter [Kenneth.quitter@duke-energy.com](mailto:Kenneth.quitter@duke-energy.com)**

5. Have you personally inspected the site of the proposed work? **Yes**

**BBC has performed composite pole work for almost 2 years and has found solutions for all work related problems**

6. Will you sublet any part of this work? **Yes**. If so, give details. **Traffic Control/Flaggers will be sub-contracted to Stone Masonry, a USVI Certified MWBE**
7. Have you included any exceptions with your proposal? **Yes**.

#### **Exception:**

**Our bid does not include permanent property coverage as required in section C.2. of Exhibit A. Permanent property coverage to be provided by the contractor after the project is complete is not generally available in the commercial insurance marketplace. We approached (9) insurance markets with global programs and all have declined to quote the permanent property coverage.**

#### **Qualifications:**

**BBC will not accept award for this project and/or start work on this project until past due invoices on other projects with the Owner are reduced or fully resolved to BBC's satisfaction. By starting new projects, BBC does not release the Owner from liability for previous, current or future payments due BBC. If receivables are not addressed to BBC's satisfaction, BBC has the sole right to reject award of this project; in this event, the Owner, nor any party, shall have any right of recourse against BBC for such action.**

**If outstanding invoices to BBC are reduced to BBC's satisfaction, we could start project in February of 2020, understanding that we would not receive any payments until May 2020. This would help get more composite poles installed prior to hurricane season.**



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8. Provide the professional resume of your intended Project Manager with your proposal. **See resume below**

## ERIC JACK

### EXPERIENCE

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**2007-present      BBC Electrical Services      Joplin, MO**

***Director of Operations***

- Responsible for crew safety
- Quality Control
- Estimating

**1987-2007      Empire District Electric Co.      Joplin, MO**

***Area Manager 2001-2007 Foreman 1995-2001 Lineman 1988-1995 Computer Services 1987-1988***

- Responsible for 9 county area with 4 separate offices.
- Built and maintained transmission, substations, distribution, underground, and overhead.
- Responsible for contract crews-electric and vegetation.
- Customer relations.
- Safety for the public and employees.
- Responsible for apprentice and lineman training.

### JOB REFERENCES

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**VIWAPA-2017 Storm Restoration**

2018-19 Composite Pole Installation-Estimating, Project Management

**SWPA** – 62 miles OPGW Installation – Patrick West 918-595-6602

**SHO-ME Power** – 161 double circuit steel pole new const.

various 69kV steel pole new const. projects – Ron Marlin 417-859-2615

**OGE** – 138 kV rebuild into substation

30 miles 69 kV to 138 kV steel pole line rebuild

13 miles of 138 kV steel pole new const. – Michael Stepp – 405-615-8118

### CERTIFICATIONS

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- OSHA 10 and 30 hour construction industry training
- Missouri DOT general safety outreach
- Red Cross CPR certification
- Red Cross Standard First Aid certification



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9. State the true, exact, correct, and complete name of the partnership, **corporation** or trade name under which you do business, and the address of the place of business. (If a **corporation**, state the name of the President and Secretary. If a partnership, state the names of all partners. If trade name, state the names of the individuals who do business under the trade name. It is necessary that this information be furnished.)

**BBC Electrical Services, Inc.**  
**5467 Hwy 43 South**  
**Joplin, MO 64804**  
**President:**  
**Bryan Simpson**  
**Secretary:**  
**Reed Miller**

10. List experience your firm has installing composite poles.

**Since March 2018, BBC Electrical Services, Inc. has installed approximately 1500 composite poles on St. John and St. Thomas, USVI for Virgin Islands Water and Power Authority. This includes 3 phase and single-phase poles.**

11. Describe your firm's plan to complete the work as outlined in the scope and engineering specifications.

**BBC has been working on composite pole project since March 2018. Our team has a first hand understanding of the scope and specifications, and of VIWAPA processes. We plan on utilizing the same team and equipment that is currently on site.**

**BBC currently has the equipment needed to perform this work on site. We also have personal with experience setting composite poles at the USVI, safety personal, mechanics, and project management. Upon the notice to proceed we will mobilize the men over the period of 1 week.**

**If given the notice to proceed BBC can begin work in early February. Based on production rates from the last two years we can have St. John complete by June 30, 2021 and St Thomas complete by June 30, 2021 as per scope of work completion dates in RFP.**

12. Describe your firm's plan to meet pole schedule and anticipated completion times.

**BBC currently has the equipment needed to perform this work on site. We also have personal with experience setting composite poles at the USVI, safety personal, mechanics, and project management. Upon the notice to proceed we will mobilize the men over the period of 1 week.**

**Based on the equipment we have on sight we can man up to 100 journeyman lineman and operators. We will adjust our numbers of crews to meet the schedule and keep up with material delivery as needed.**

13. How quickly can you mobilize once contract is executed?

**BBC already has all equipment on site to complete this project. We can mobilize the men within 1week after the notice to proceed.**

14. Provide a list and description of all equipment and personnel to be used on the project. Please include industry standard certifications and quantities of each equipment to be used.

**All equipment is inspected and certified to meet all industry specifications**

**Equipment**

**24 pickups**

**23 Bucket trucks – 45' to 85'**

**21 Digger Derricks**

**4 pressure diggers**

**1 rock drill**



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2 track buckets  
3 track digger derricks  
4 skid steers  
6 pole trailers  
Pullers  
Tensioners

## Personnel

3 GF's  
12 – 4 man crews (1 Foreman, 3 Lineman)  
1 Full Time Safety Professional  
3 Full Time Mechanics  
1 Project Manager  
Up to 15 traffic control coordinators

15. Provide the resumes of the key individuals that will work on this contract.

## TRAVIS MCCRACKEN

### EXPERIENCE

**2017-present      BBC Electrical Services      Joplin, MO**

***Foreman, General Foreman***

- Responsible for crew safety
- Quality Control
- Estimating, Field Design, Unit Counting

**2003-2014      Capital Electric Line Builders      Riverside, MO**

***Journeyman Lineman, Foreman, General Foreman***

- New Construction, Line Rebuilds, Maintenance from distribution to 345kV
- Responsible for daily construction progress reports
- Customer relations/Landowner Relations
- Safety for the public and employees.

### JOB REFERENCES

**VIWAPA- 2018-19 Composite Pole Installation-General Foreman**

**AEP – 11 Mile 138kV Monopole Rebuild**

**SPP – Perry Wind 108 Miles of Double Circuit 345kV  
Rose Hill 52 miles of 345kV w/ 138kV under build**

### CERTIFICATIONS

- OSHA 10, 20 & 30 hour construction industry training
- CIC Crane Certification up to 75 tons
- Red Cross CPR certification
- Red Cross Standard First Aid certification



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H I G H V O L T A G E C O N T R A C T O R

## ERIC KIDDOO

### EXPERIENCE

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**2017-present    BBC Electrical Services    Joplin, MO**

**General Foreman**

- Responsible for crew safety
- Quality Control
- Estimating, Field Design, Unit Counting

**2015-2017    Intren    Union, IL**

**Foreman**

- Built and maintained transmission, substations, distribution, underground, and overhead.
- Customer relations.
- Safety for the public and employees.
- Responsible for apprentice and lineman training.

**2013-2015    Par Electric    Kansas City, MO**

**General Foreman**

- Built and maintained transmission, substations, distribution, underground, and overhead.
- Customer relations.
- Safety for the public and employees.
- Responsible for apprentice and lineman training.

### JOB REFERENCES

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**VIWAPA-2017 Storm Restoration**  
2018-19 Composite Pole Installation-Estimating, Project Management

### CERTIFICATIONS

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- CPR certification
- First Aid certification



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## H I G H V O L T A G E C O N T R A C T O R

16. Provide a narrative of your firm's current financial health and financial resources to perform your work associated with the proposal.

**BBC has approximately \$61.2 million in total assets and approximately \$22.2 million in total liabilities, leaving \$39.0 million in stockholders' equity.**

**Assets:**

**Approximately \$49.4 million are current assets (cash and receivables)**

**Receivables make up \$45.2 million, cash and equivalents are the remaining \$4.2 million.**

**USVI receivables make up \$38.8 million of our receivables.**

**The remainder of our assets have balance of \$11.8 million and are primarily made up of equipment and tooling.**

**We have no inventory or real estate holdings.**

**Liabilities:**

**BBC has a line of credit that is used to fund our operations.**

**That line of credit has a limit of \$15 million, our line of credit balance is \$14.1 million as of today.**

**Our remaining liabilities consist of trade payables (\$2.0 million), two equipment loans (\$1.3 million), union payables (\$0.8 million) and accrued USVI gross receipts taxes (\$1.7 million), and accrued payroll tax and insurance liabilities (\$2.3 million).**

**We have no long-term debt.**

**Once we have collected our outstanding accounts receivables on the current USVI project, we will have in excess of \$22 million in cash after paying the accrued gross receipts taxes and paying off our entire line of credit.**

**After further allowances for 2019 income taxes, BBC will have at least \$30 million in available working capital to fund our weekly costs associated with this (and other) projects.**

17. Provide your health and safety policy program. **See Separate Attachment, too large to include in this document**

18. Provide the electronic format and methodology for weekly construction progress reports.

**Completed Units will be entered into excel spreadsheet format and emailed to WAPA designated party weekly**

19. Provide MWBE utilization plan for the work in your proposal.

**BBC will subcontract traffic control to Stone Masonry, 5000 Estate Enighed #20. We plan on utilizing approximately 10 to 20 FTE's from them daily to perform traffic control.**

20. Provide Rate Sheet detailing hourly rates for each employee classification and for each drivable equipment type. Also include a line item for mobilization and demobilization for each employee classification and per each drivable equipment type. **See Rates Below**



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Equipment Type	Rate	Mob	Demob
Crew pickup/SUV/Jeep	\$ 20.00	\$0	\$5,000
Digger derrick	\$ 50.00	\$0	\$25,000
Bucket-50'	\$ 50.00	\$0	\$25,000
Mechanic service truck	\$ 26.00	\$0	\$25,000
Pole or material trailer	\$ 12.00	\$0	\$10,000
Drum puller with tensioner	\$ 30.00	\$0	\$10,000
Pressure digger	\$ 90.00	\$0	\$30,000
Front winch	\$ 12.00	\$0	\$1,000
Rock drill with compressor	\$ 175.00	\$0	\$25,000
Backyard machine	\$ 45.00	\$0	\$25,000
Track digger or bucket	\$ 135.00	\$0	\$25,000
Semi truck and lowboy trailer	\$ 135.00	\$0	\$15,000
Tree trimming equipment	N/A	N/A	N/A

EMPLOYEE TITLE	ST	OT	DT	Mob	Demob
PROJECT MANAGER	\$ 186.14	\$ 279.21	\$ 372.28	\$1,500	\$3,000
GENERAL FOREMAN	\$ 169.22	\$ 253.83	\$ 338.44	\$1,500	\$3,000
FOREMAN	\$ 162.19	\$ 243.29	\$ 324.38	\$1,500	\$3,000
LINEMAN A	\$ 148.16	\$ 222.24	\$ 296.32	\$1,500	\$3,000
LINEMAN B	\$ 134.12	\$ 201.18	\$ 268.24	\$1,500	\$3,000
LINEMAN C	\$ 106.06	\$ 159.09	\$ 212.12	\$1,500	\$3,000
MECHANIC	\$ 137.53	\$ 206.30	\$ 275.06	\$1,500	\$3,000
EQUIPMENT OPERATOR	\$ 137.53	\$ 206.30	\$ 275.06	\$1,500	\$3,000
GROUNDSMAN A	\$ 98.29	\$ 147.44	\$ 196.58	\$1,500	\$3,000
GROUNDSMAN B	\$ 98.29	\$ 147.44	\$ 196.58	\$1,500	\$3,000
SAFETY	\$ 148.16	\$ 222.24	\$ 296.32	\$1,500	\$3,000
TREE TRIMMER	N/A	N/A	N/A	N/A	N/A
OFFICE/SUPPORT	\$ 73.72	\$ 110.58	\$ 147.44	\$1,500	\$3,000