

Exhibit to Agenda Item #2

Board Finance & Audit Committee Meeting and Special SMUD
Board of Directors Meeting

Tuesday, September 17, 2019 scheduled to begin at 5:30 p.m.

Customer Service Center, Rubicon Room

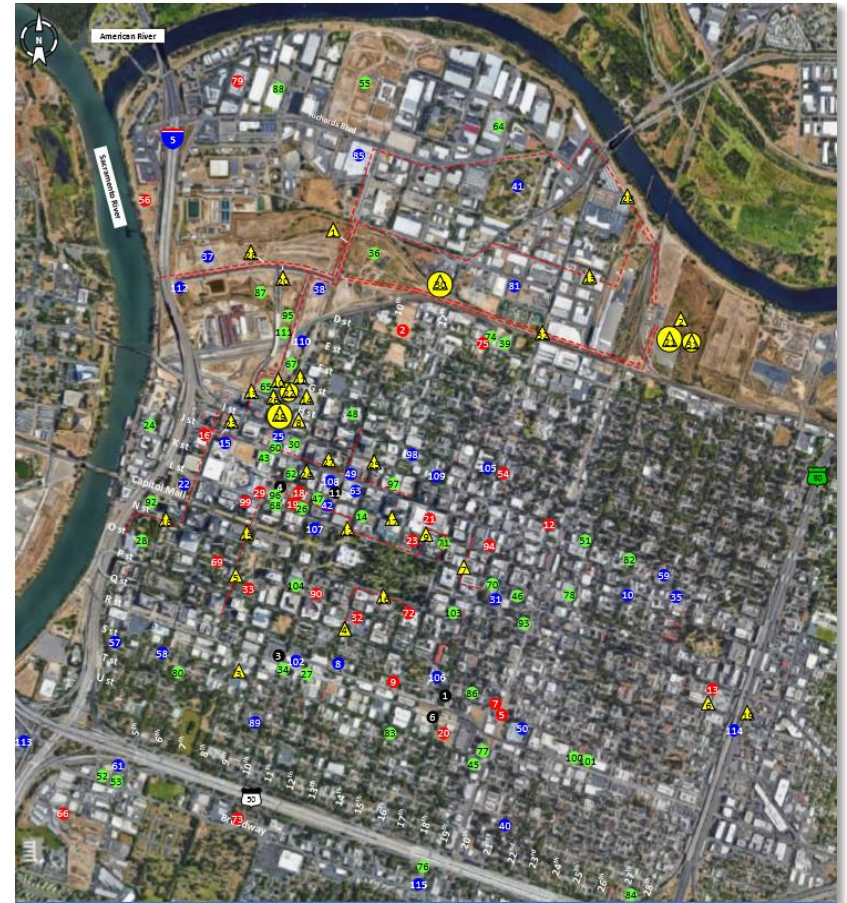
Action request

Authorize the Chief Executive Officer and General Manager to award two zero-dollar contracts to Arrow Construction and Clark Bros, Inc. for Civil Downtown Construction. Contract term September 23, 2019 to September 22, 2022. The aggregate amount of all tasks not-to-exceed \$30,000,000.

Background information

Downtown Development

- 3,500 new housing units under construction
- 3.1 million square feet of new building space under construction
- 20 MW in new peak load by 2022
- 13.2 million square feet of new space under construction through 2024



Business need

These Construction Services Contracts are needed to:

- Modify existing and construct new Downtown underground conduit and manhole systems for 21kV and 12kV electrical facilities



Procurement strategy

- Proposals were solicited by an RFP to allow SMUD to award contracts on a best value basis.
- Themes evaluated
 - SEED Participation
 - Proposer's Company Experience and Qualifications
 - Proposers Experience and Qualifications of Key Project Personnel
 - Proposer's Ability to Respond to SMUD's Needs
 - Technical Approach
 - Proposer's Safety and Environmental
 - Commercial Terms (Price) and Compliance with SMUD's Contractual Terms
- SMUD staff conducted market outreach and engaged with 27 contractors of which 4 were SEED to notify them of the solicitation and confirm interest. Of the 27, 16 were interested in bidding the solicitation.

Award outcome

RFP NO. 190027.JM										
<i>Civil Downtown Construction</i>										
Responsive Proposals Received	Pass/Fail	SEED Points	Technical Points	Price Points	Total Score	Rank	Proposal Amount	SEED Credit	Evaluated Proposal Amount	Proposed Award Amount
		10	50	40	100					
Clark Bros, Inc.	Passed	10.00	44.49	40	94.49	1	\$14,295,683	\$250,000	\$14,045,683	Aggregate amount of all task not-to-exceed \$30,000,000
Arrow Construction	Passed	10.00	45.16	38.46	93.62	2	\$14,856,925	\$250,000	\$14,606,925	

- Pre-Proposal Conference Attendance: 10
- Proposals Received: 5
- Non-Responsive Proposals Received: 3

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