

Exhibit to Agenda Item # 2

Authorize the Chief Executive Officer and General Manager to award contracts to Sierra National Construction, Inc., Arrow Construction, and Mountain G Enterprises for civil construction services for a contract term of three years from April 19, 2021, to April 18, 2024, for a total aggregate contract amount not-to-exceed \$35 million.

Board Finance & Audit Committee and Special SMUD Board of Directors Meeting
Wednesday, April 14, 2021, scheduled to begin at 5:30 p.m.

Virtual Meeting (online)

Business Need

These Construction Services Contracts are needed to:

- Construct distribution substations
- Construct new reinforced concrete foundations
- Install conduit duct banks
- Perform structural repairs
- Install or modify electrical grounding systems, fencing, and manhole access grates
- Place aggregate base and crushed rock
- Grading and paving
- Construct electric vehicle charging stations



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
- Technical Approach
- Proposer's Safety and Environmental
- Commercial Terms (Price) and Compliance with SMUD's Contractual Terms

Procurement notified 34 contractors, received interest from 17, 9 attended the pre-proposal conference, and 8 submitted a proposal.

Award Strategy

Multiple zero-dollar contract awards

- Promote competitive environment through contract lifecycle
- Mitigate labor resource risks by providing more than one supplier/contract
- Mitigate performance risks and increase ability for rapid response
- Reduces SMUD's committed costs to any one contractor

Award outcome

Responsive Proposals Received	P/F	SEED Points	Technical Points	Price Points	Total Score	Rank	Proposal Amount	SEED Credit	Evaluated Proposal Amount	Proposed Award Amount
		10	35	55	100					
Sierra National Construction	P	10	31.33	53.35	94.68	1	\$4,824,975	\$234,350	\$4,590,625	The Aggregate Amount of all Task Authorizations Not-To-Exceed \$35,000,000
Arrow Construction	P	10	30.92	52.79	93.71	2	\$4,873,015	\$234,350	\$4,638,665	
Mountain G. Enterprises	P	10	26.33	55.00	91.33	3	\$4,687,000	\$234,350	\$4,452,650	
Pacific Gold Marketing	P	10	26.92	49.03	85.95	4	\$5,228,870	\$234,350	\$4,994,520	
Syblon Reid	P	10	30.50	36.99	77.49	5	\$6,854,670	\$234,350	\$6,620,320	
Moreno Trenching, LTD	P	8.80	25.00	42.31	76.11	6	\$5,839,645	\$51,389	\$5,788,256	

Non-Responsive Proposals Received	Proposal Amount
Anvil Builders	\$7,158,140
Teichert Energy & Utilities Group, Inc.	\$5,300,567