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

<table>
<thead>
<tr>
<th>Responsive Proposals Received</th>
<th>P/F</th>
<th>SEED Points</th>
<th>Technical Points</th>
<th>Price Points</th>
<th>Total Score</th>
<th>Rank</th>
<th>Proposal Amount</th>
<th>SEED Credit</th>
<th>Evaluated Proposal Amount</th>
<th>Proposed Award Amount</th>
<th>The Aggregate Amount of all Task Authorizations Not-To-Exceed $35,000,000</th>
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<tbody>
<tr>
<td>Sierra National Construction</td>
<td>P</td>
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<td>31.33</td>
<td>53.35</td>
<td>94.68</td>
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<table>
<thead>
<tr>
<th>Non-Responsive Proposals Received</th>
<th>Proposal Amount</th>
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<tbody>
<tr>
<td>Anvil Builders</td>
<td>$7,158,140</td>
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<td>Teichert Energy &amp; Utilities Group, Inc.</td>
<td>$5,300,567</td>
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