

# Exhibit to Agenda Item # 3

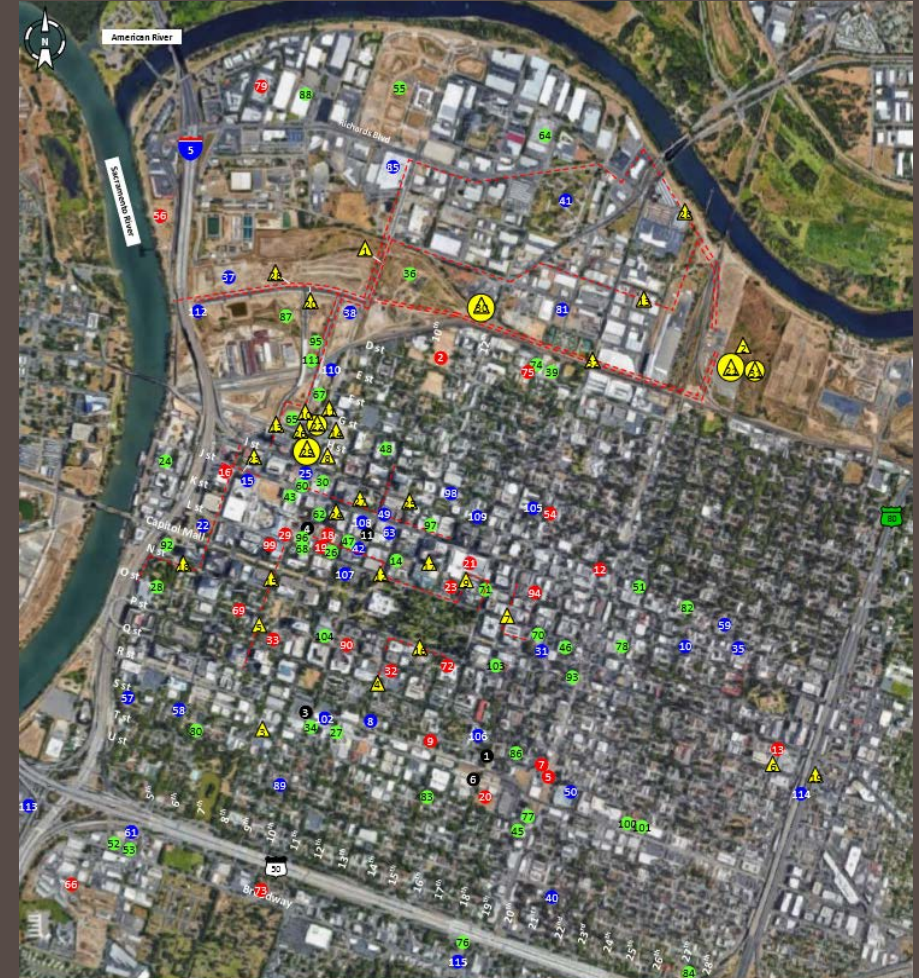
Authorize the Chief Executive Officer and General Manager to award contracts to Arrow Construction and Teichert Energy & Utilities Group, Inc. for urban civil construction services in Downtown Sacramento for a contract term of three years from April 19, 2021, to April 18, 2024, for a total aggregate contract amount not-to-exceed \$30 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)

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

Procurement notified 44 contractors, received interest from 15, 8 attended the pre-proposal conference, and 4 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					
Arrow Construction	P	10	28.17	55	93.17	1	\$14,967,900	\$250,000	\$14,717,900	The Aggregate Amount of all Task Authorizations Not-To-Exceed \$30,000,000
Teichert Energy & Utilities Group, Inc.	P	10	25.50	52.43	87.93	2	\$15,689,542	\$250,000	\$15,439,542	

Non-Responsive Proposals Received	Proposal Amount
Clark Bros Inc.	\$15,741,770
Moreno Trenching, LTD	\$18,297,350