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

<table>
<thead>
<tr>
<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>
</tr>
</thead>
<tbody>
<tr>
<td>P</td>
<td>10</td>
<td>35</td>
<td>55</td>
<td>100</td>
<td>1</td>
<td>$14,967,900</td>
<td>$250,000</td>
<td>$14,717,900</td>
<td>The Aggregate Amount of all Task Authorizations Not-To-Exceed $30,000,000</td>
</tr>
</tbody>
</table>

### Arrow Construction

- Proposal Amount: $14,967,900
- SEED Credit: $250,000
- Evaluated Proposal Amount: $14,717,900

### Teichert Energy & Utilities Group, Inc.

- Proposal Amount: $15,689,542
- SEED Credit: $250,000
- Evaluated Proposal Amount: $15,439,542

## Non-Responsive Proposals Received

<table>
<thead>
<tr>
<th>Proposal Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Clark Bros Inc. $15,741,770</td>
</tr>
<tr>
<td>Moreno Trenching, LTD $18,297,350</td>
</tr>
</tbody>
</table>