

Exhibit to Agenda Item # 4

Authorize the Chief Executive Officer and General Manager to execute a direct procurement contract with Hot Line Construction, Inc. for Pole Replacement and Other Line Work for a period of two years from March 22, 2021, to March 21, 2023, with two optional one-year extensions, for a total aggregate contract amount not-to-exceed \$51,220,537.

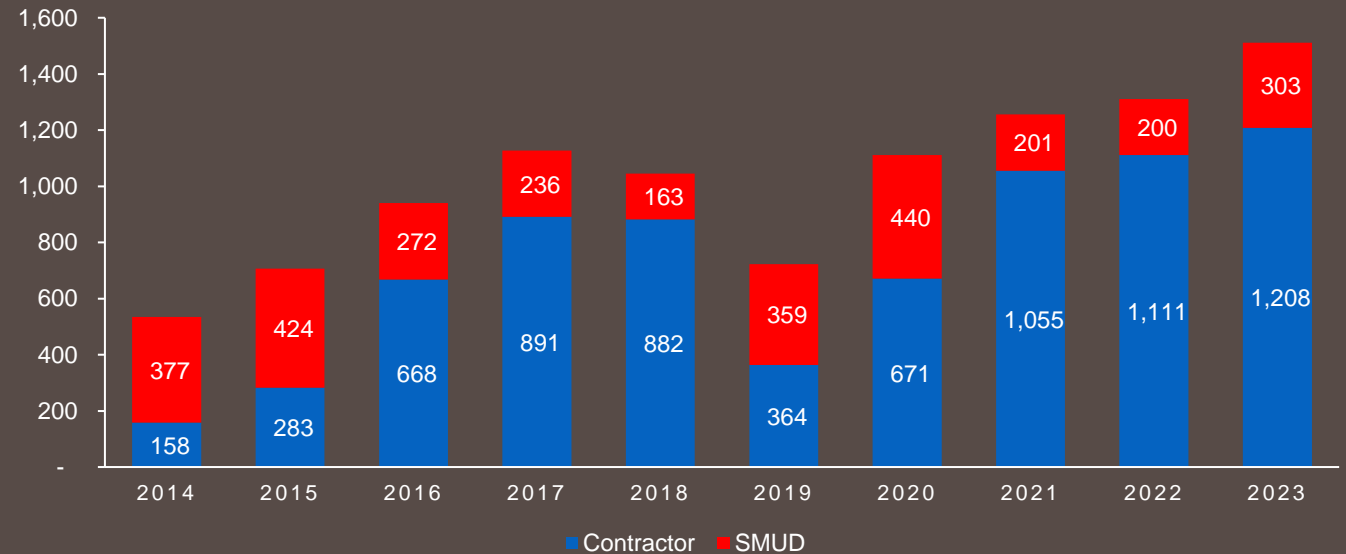
Board Finance & Audit Committee and Special SMUD Board of Directors Meeting
Tuesday, March 16, 2021, scheduled to begin at 5:30 p.m.
Virtual Meeting (online)

Pole replacement

Category history

- Contracting strategy implemented in 2015
- Increased production 2016 through 2018
- Line worker market challenges issue in 2019
- Emergency contract work 2019 to 2021

TOTAL POLE REPLACEMENTS BY YEAR & CREW TYPE



Crew Type	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Total
Contractor	158	283	668	891	882	364	671	1,055	1,111	1,208	7,291
SMUD	377	424	272	236	163	359	440	201	200	303	2,975
Total	535	707	940	1,127	1,045	723	1,111	1,256	1,311	1,511	10,266

Procurement Strategy

Direct Procurement

- Results of Request for Proposal No. 20009.JM were used to determine the next best value proposal.
- Themes evaluated
 - SEED Participation
 - Environmental Sustainability
 - Proposer's Company Experience
 - Proposer's Project Personnel and Resources
 - Customer Relations Approach
 - Project Execution
 - Proposer's Safety
 - Commercial Terms (Price) and Compliance with SMUD's Contractual Terms



Award outcome

Responsive Proposals Received	Pass/Fail	SEED	Technical	Price	Total Score	Rank	Proposal Amount	SEED Credit	Evaluated Proposal Amount	Proposed Award Amount
		10	30	60	100					
Power Contracting, LLC	P	2.13	28.88	60.00	91.01	1	\$46,839,354.15	\$99,767.82	\$46,739,586.32	
Underground Electric Construction	P	10.00	27.13	53.53	90.65	2	\$52,643,343.02	\$250,000.00	\$52,393,343.02	
Hot Line Construction, Inc.	P	4.35	29.00	54.99	88.33	3	\$51,220,536.38	\$222,553.23	\$50,997,983.14	NTE \$51,220,537
Diversified Utility Services, Inc.	P	4.06	22.81	55.36	82.23	4	\$50,863,265.98	\$206,504.86	\$50,656,761.12	
Summit Line Construction	P	3.50	24.00	45.20	72.70	5	\$62,265,884.00	\$217,930.59	\$62,047,953.41	
Asplundh Construction, LLC	P	3.50	22.63	41.52	67.64	6	\$67,783,684.32	\$237,242.90	\$67,546,441.43	
PAR Electrical Contractors, Inc.	P	0.35	24.13	40.84	65.32	7	\$68,683,762.00	\$24,039.32	\$68,659,722.68	
Edison Power Constructors, Inc.	P	-	20.00	43.98	63.98	8	\$63,767,200.99		\$63,767,200.99	
Cupertino Electric, Inc.	P	0.83	29.00	32.85	62.68	9	\$85,447,922.33	\$70,921.78	\$85,377,000.56	
Wilson Utility Construction Co	P	3.11	19.50	34.96	57.56	10	\$80,469,178.15	\$249,856.80	\$80,219,321.35	
International Line Builders, Inc.	P	-	24.63	31.79	56.42	11	\$88,207,108.00		\$88,207,108.00	
Sturgeon Electric California, LLC	P	1.57	27.63	26.90	56.10	12	\$104,410,937.00	\$163,925.17	\$104,247,011.83	

Requested action

Authorize the Chief Executive Officer and General Manager to award a contract to Hot Line Construction, Inc. for Pole Replacement and Other Line Work for a two-year term with two one-year options to extend for an aggregate amount of all tasks not-to-exceed \$51,220,537.

