

Exhibit to Agenda Item #6

Discuss contract award for Civil Annual Construction Services.

Board Finance & Audit Committee and Special SMUD Board of Directors Meeting
Tuesday, September 15, 2026, scheduled to begin at 6:00 p.m.

SMUD Headquarters Building, Auditorium

Procurement 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	50	40	100					
Sierra National Construction, Inc.	P	10	44.25	37.54	91.79	1	\$262,987,910	\$250,000	\$262,737,910	Not-to-Exceed \$250 million Aggregate Amount of all Task Authorizations
Doug Veerkamp General Engineering, Inc.	P	10	41.88	38.00	89.88	2	\$244,543,744	\$250,000	\$244,293,744	
Arrow Construction	P	10	45.00	34.24	89.24	3	\$287,706,855	\$250,000	\$287,456,855	
Mountain G Enterprises, Inc.	P	10	41.88	35.16	87.03	4	\$279,152,820	\$250,000	\$278,902,820	
Syblon Reid Contractors	P	10	40.38	35.50	85.88	5	\$271,666,010	\$250,000	\$271,416,010	
Shimmick Construction Company, Inc.	P	10	37.00	32.15	79.15	6	\$288,626,584	\$250,000	\$288,376,584	
Outback Contractors, Inc.	P	0.59	40.88	35.99	77.45	7	\$255,423,639	\$250,000	\$255,274,216	
Lund Construction Co.	P	2.90	38.75	33.49	75.13	8	\$271,794,143	\$250,000	\$271,544,143	
SR Diversified, LLC	P	-	30.00	38.68	68.68	9	\$253,849,652		\$253,849,652	
Underground Electric Construction Company, LLC	P	-	28.88	33.14	62.02	10	\$257,996,241		\$257,996,241	

Non-responsive Proposals Received	Comments
Wampler Solutions, LLC	Incomplete proposal.

Procurement Strategy

- The Request for Proposal (RFP) solicited proposals to allow SMUD to award contracts on a best value basis.
- Criteria evaluated (commercial & technical):
 - Mandatory Pass/Fail Requirements
 - Supplier Education & Economic Development (SEED)
 - Company Experience and Qualifications
 - Personnel Experience and Qualifications
 - Safety
 - Environmental Sustainability
 - Commercial Terms (Price) and Compliance with SMUD's contractual terms
- SMUD staff conducted market outreach and engaged with contractors to notify them of the solicitation and confirm interest. 73 contractors were notified of the opportunity via SMUD's solicitation platform, Planet Bids. 20 contractors attended the Pre-Proposal Conference. 11 Proposals were received.

Procurement Strategy (cont.)

The Sample Job

- Commercial Points (i.e., pricing) accounted for 40% of the overall points in the scoring. Of those, one-eighth were attributed to a "sample" job.
 - The sample job submittal was based on a sample drawing and associated scope for a common job awarded under the contract.
 - Each proposer submitted their technical approach to each phase of the work, including achievement of technical specs, safety, mobilization, labor, quality control.
 - Points varied widely especially concerning efficiency in resource allocation, staffing, staging of the work, and timeline.

Why Two Contracts?

- Saves money;
- Meets staff's forecasted needs for work;
- Rewards contractors who worked with staff to adjust pricing;
- Reduces staff time managing the contractor relationship (work inquiries);
- Reduces time to prepare, process, and discuss task proposals;
- Decreases number of legally required payment bonds, saving up to an additional \$180k/year.

Requested Action

Authorize the Chief Executive Officer and General Manager, or her designee, to negotiate and award contracts to **Sierra National Construction, Inc.** and **Doug Veerkamp General Engineering, Inc.** (collectively, the **Contracts**) for Civil Annual Construction Services for a three-year period in an aggregate not-to-exceed amount of \$150 million across the **Contracts**.