

Exhibit to Agenda Item #2

Discuss authorization of the Chief Executive Officer and General Manager to negotiate and award contracts to **Stella-Jones Corporation** and **Conrad Forest Products** for supply of wood utility poles during the five-year period from August 21, 2024, through August 21, 2029, for an aggregate contract not-to-exceed amount of \$18 million.

Board Finance & Audit Committee and Special SMUD Board of Directors Meeting
Tuesday, August 13, 2024, scheduled to begin at 6:00 p.m.

SMUD Headquarters Building, Auditorium



Business Need

- SMUD seeks to establish 5-year agreements with multiple Utility Wood Pole suppliers.
- SMUD solicited 20 different types of Utility Wood Poles sizes, spread out across two different species of trees.
- Over the past 5 years on average SMUD has replaced 1,078 poles per year.

Scope of Work

- Supply of Utility Wood Poles per SMUD's engineering specifications.
- Maintain and replenish reserve stock at their facility.
- 20 different pole type stock codes, 35 feet to 85 feet of various diameter.
- Wood is southern yellow pine or douglas fir treated with "DCOI" or copper naphthenate preservative.



Procurement Strategy

Request for Proposal (RFP) was issued April 2024 to award contracts on a best value basis, yielding 3 qualified Suppliers.

The RFP was evaluated with the following criteria:

- 10%, SEED Program
- 45%, Technical
 - 5%, Environmental
 - 23%, Experience
 - 17%, Responsiveness
- 45%, Commercial proposal

Responsive Proposals	P/F	10 Points SEED	45 Points Technical	45 Points Pricing	Total Score	Overall Rank	Proposal Amount	Negotiated Amount	Proposed Award Amount
Stella-Jones Corporation	Yes	1	44	43	88	1	\$12,184,020	\$12,184,020	Not to Exceed \$18M
Conrad Forest Products	Yes	0	42	45	87	2	\$11,572,400	\$11,572,400	
Bell Lumber & Pole Co.	Yes	0	41	36	77	3	\$15,611,690.00	\$14,536,080	

Harvesting and Manufacturing Process



Harvesting and Manufacturing Process

