Exhibit to Agenda Item #4

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

Contract Awards

- 2021 year to date totals:
  - $208M contract awards
  - 65% were competitively awarded – $135M total

- Majority of direct procurement ($51M) for pole replacement services in Q2 2021

- Q3 2021: 88% competitively awarded contract awards – $43.8M total

<table>
<thead>
<tr>
<th></th>
<th>2019</th>
<th>2020</th>
<th>2021-YTD</th>
<th>Q3-2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Awarded ($M)</td>
<td>$374</td>
<td>$411</td>
<td>$208</td>
<td>$49</td>
</tr>
<tr>
<td>Competitively Awarded</td>
<td>$345</td>
<td>$385</td>
<td>$135</td>
<td>$43</td>
</tr>
<tr>
<td>Exempt</td>
<td>$8</td>
<td>$6</td>
<td>$7</td>
<td>$2</td>
</tr>
<tr>
<td>Sole Source</td>
<td>$13</td>
<td>$17</td>
<td>$12</td>
<td>$3</td>
</tr>
<tr>
<td>Direct Procurement</td>
<td>$7</td>
<td>$2</td>
<td>$53</td>
<td>&lt;$1M</td>
</tr>
</tbody>
</table>

Contract $ Awards in Millions

- Direct
- Sole Source
- Exempt
- Competitive
**Inclusiveness**
**Participation & Completion**

- In Q3 2021, there were 24 events with an average of 3.8 bidders, an increase from 2.7 in Q2
- We are currently exceeding our target of 3 or more bidders per event
- 2021 year to date totals:
  - 87 solicitation events
  - 3.5 bidders on average
Through Q3 2021, SEED participation was 20.4%, exceeding our goal of 20% – $35.5M total.

Q3 was a strong quarter, with 26.6% participation – $6.5M total.

2021 year to date totals:
- $6M professional services
- $6M materials
- $20M construction
- $3M technology
SEED Contracts

- Since 2015, SMUD has closed 48 SEED contracts with 92.5% compliance to date
- 2 contracts ended in Q3:
  - **4Leaf**
    - 2018 contract; 3 years; construction inspection services
    - Committed to 20% SEED participation
    - Achieved 13% SEED
  - **TRC**
    - 2018 contract; 3 years; geotechnical engineering
    - Committed to 20% SEED participation
    - Achieved 11% SEED
    - SMUD continues to increase oversight of SEED contracts
Protests

Summary of Protests

Q3 2021 Protests

SMUD received 2 protests during the third quarter, 2021:

1. Civil Annual Construction, $30M Award
   RFP No. DOC2718362413

2. Civil Urban Annual Construction, $35M Award
   RFP No. WS2590304622
Environmental Sustainability Update

- NSF International Environmental, Social & Governance (ESG) Certification Pilot Group
- 2021 Electric Utility Industry Sustainable Supply Chain Alliance (EUISSCA) Maturity Assessment
- Supply Chain Environmental Sustainability Roadmap