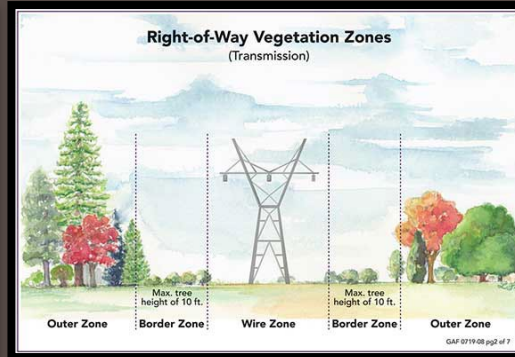
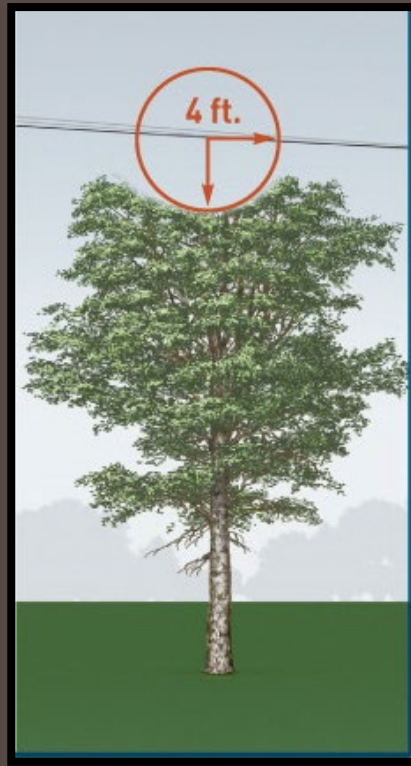


# Exhibit to Agenda Item #1

Discuss authorization of the Chief Executive Officer and General Manager to negotiate and award contracts to Utility Tree Service, LLC, Mountain F. Enterprises, Inc., Community Tree Service, LLC, Rancho Tree Service, Greentek Services, LLC, and Asomeo Environmental Restoration Industry, LLC, for Vegetation Management - Utility Line Clearance Services for a contract term of three years from November 22, 2024, to November 21, 2027, with two optional one-year extensions, for a total aggregate contract not-to-exceed amount of \$250 million.

Board Finance & Audit Committee and Special SMUD Board of Directors Meeting  
Tuesday, November 19, 2024, scheduled to begin at 6:00 p.m.  
SMUD Headquarters Building, Auditorium

# SMUD Vegetation Program Objectives



NERC & CPUC regulations require Vegetation management operations

- Public & Utility worker safety
- Grid reliability
- Regulatory Compliance
- Cross business support
- New construction and zero carbon infrastructure support

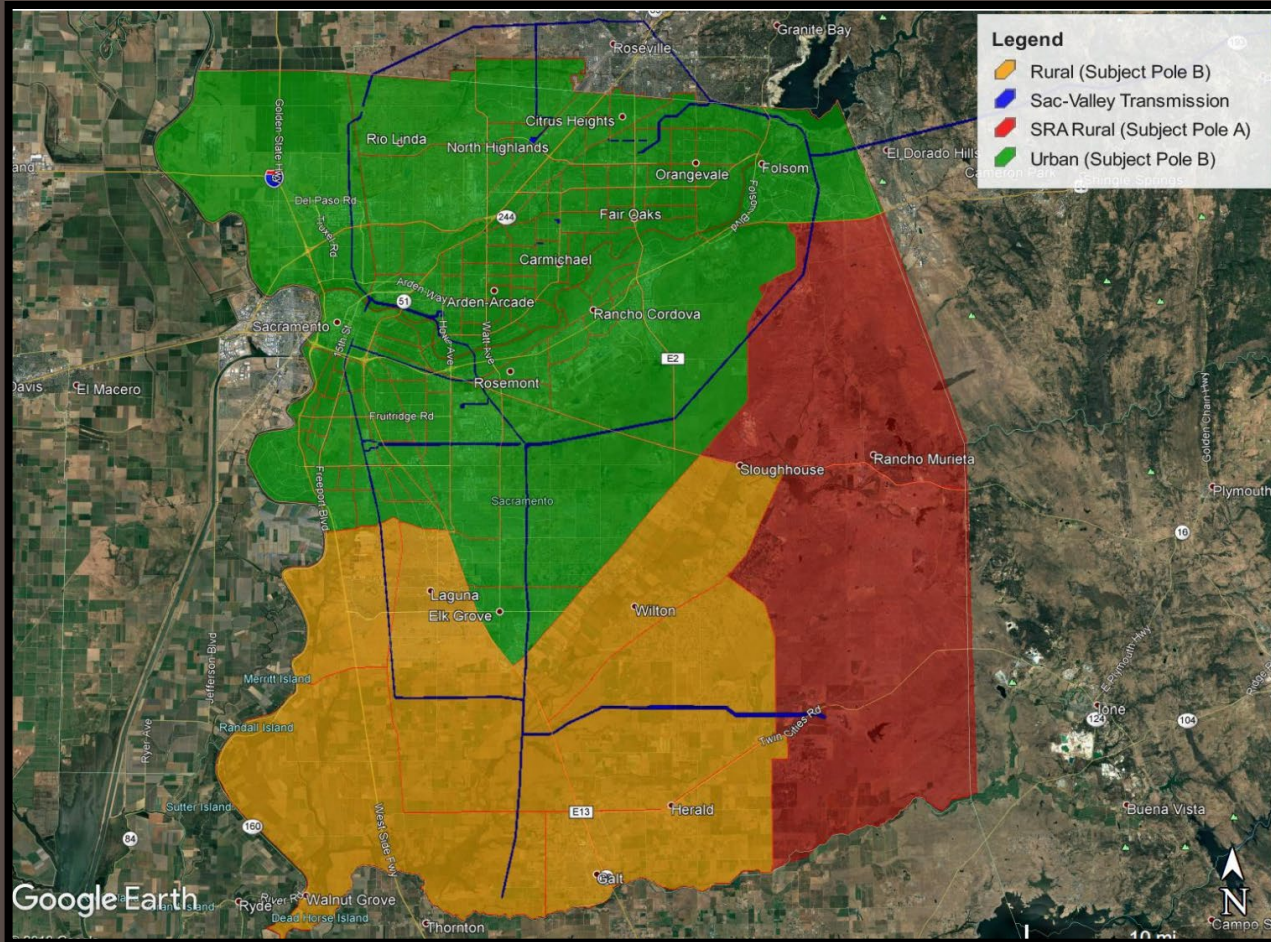
# Distribution Maintenance



Routine maintenance of SMUD's electric system to provide public and utility worker safety and electric reliability

International Society of Arboriculture (ISA) pruning standards creating longer cycle durations and a natural appearance with a focus on maintaining tree health

# SMUD Vegetation Management



- 4,000+ Miles Overhead Assets Maintained
- Over 200,000 trees maintained
- Over 20 Certified Arborist
- 60+ Line clearance Vegetation Management crews
- 150+ local jobs
- Key Support of Pollinator Partnerships and sustainability
- SMUD is accredited as a “Right of way Steward” due to the VM work
- Tree City USA award winner for decades
- Key Storm restoration support

# Procurement Strategy

- Proposals were solicited by an RFP to allow SMUD to award contracts on a best value basis.
- Categories evaluated:
  - SEED participation
  - Environmental sustainability
  - Proposer's Company Experience and Qualifications
  - Proposer's Personnel Experience and Qualifications
  - Proposer's Capabilities (Customer service, agency support etc.)
  - Proposer's Safety
  - Proposers Quality Assurance
  - 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. 35 contractors registered interested in SMUD's Ariba platform. 28 contractors attended the Pre-Proposal Conference. 22 Proposals were received.

# 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	47	43	100					
Utility Tree Service, LLC	P	2.11	43.00	27.43	72.54	1	\$247,881,913	\$250,000	\$247,631,913	Aggregate Amount of all Task Authorizations Not-to-Exceed \$250,000,000
Mountain F. Enterprises	P	2.39	35.75	29.51	67.64	2	\$230,408,694	\$250,000	\$230,158,694	
Community Tree Service, LLC	P	2.97	29.50	34.56	67.03	3	\$196,779,007	\$250,000	\$196,529,006	
Rancho Tree Service	P	1.98	35.50	28.93	66.41	4	\$234,969,390	\$250,000	\$234,719,389	
Greentek Services, LLC	P	-	19.92	43.00	62.92	5	\$157,942,184	-	\$157,942,184	
Asomeo Environmental Restoration Industry, LLC	P	2.82	29.08	29.24	61.14	6	\$232,509,921	\$250,000	\$232,259,921	

Non-Responsive Proposals Received	Proposal Amount	Comments
Anvil Power dba Atlas Tree Surgery	\$283,262,319	Did not sign proposal forms.
West Coast Tree Services	\$278,765,067	Did not sign addenda and submitted pricing on incorrect Bid Schedule.
United Tree, Environmental Management, Inc.	\$203,008,556	Not registered with the Department of Industrial Relations as a Public Works Contractor.



# Questions?