



Wednesday, September 17, 2025

8:30 AM

Board Room

INFORMATION FOR THE BENEFIT OF THE PUBLIC:

Public Notice: Regular board meetings are held the first and third Wednesdays of the month at MLGW's Administration Building unless otherwise noted in the public notice filing and website. The proposed agenda will be posted in the public section of the ground floor lobby of the Administration Building and on MLGW's website at least 48 hours before the Board meets. You may access the proposed Board agenda and all available documents related to the items linked from the agenda on the Internet at: www.mlgw.com. Large agreements, items related to Homeland Security or items received too late to post may not be viewable. You may view those documents in the Public Records Office prior to or after the Board meeting. By Board action, agenda items may be added, deleted or held for later consideration at a later board meeting.

Consent Agenda: Items shown under the Consent Agenda consists of items considered to be routine and non-controversial upon which the documentation provided to the Board is adequate to give sufficient information for approval without inquiry or discussion during the Board meeting. The use of the Consent Agenda is designed to minimize the time required for the handling of routine matters in order to permit additional time to be spent on more significant matters. The Chairman will call for approval on the Consent Agenda as a whole and the vote will be treated as a separate vote on each item. At the request of a Board member, the Chairman may move any item on the Consent Agenda to the Regular Agenda.

Regular Agenda: Item(s) to be individually considered for Board action.

Filed Items: The Board may be provided information which does not require Board approval or Board discussion but which is noted for the official record as having been supplied to the Board.

Resolutions: Generally, there are two types of resolutions subject to approval by the MLGW Board of Commissioners. Internal Board Resolutions are within the full authority of the Board and considered final upon the acceptance of the minutes of that board action. External Board Resolutions are subject to the approval of the City Council and are not considered final until the City Council accepts the minutes of their approval for such.

ADA: As a covered entity under Title II of the Americans with Disabilities Act, MLGW does not discriminate on the basis of disability and, upon request, will provide reasonable accommodation to ensure equal access to its programs, services, and activities. To ensure availability, such request should be made 72 hours in advance by contacting Triniscia Griggs at (901) 528-4351 during business hours.

To Officially Communicate to the Board: Any individual member or group of the general public desiring to address the Board orally on items of interest to the public that are within the subject matter jurisdiction of the Board, shall complete an **MLGW Board Speaker Card** to make such desire known to the Board Secretary. Such request to be heard should be marked with the date of the meeting; the agenda item number; if the comments are in support, opposition, or general as they relate to the item; the speaker's name and address; and if the speaker is representing someone else as a paid consultant. Paid lobbyists must complete the required disclosure of their client's name, phone number, and address. Statements shall not exceed three minutes unless additional time is granted by the Board Chair. When recognized, please proceed forward to the podium and state your name and address. The board and staff will not answer questions that are asked in this forum but written questions or a written statement may be provided to the Board Secretary for entry into the official record. If any Board member receives approval of the Board Chairman, that Board Member may address questions to the person providing the public statement.

*****All MLGW Board Speaker Cards must be received by Security no later than 8:30 a.m. the day of the Board Meeting in order to speak to the Board.**

CALL TO ORDER AND OPENING REMARKS:**Chairman Pohlman****PLEDGE OF ALLEGIANCE:****Chairman Pohlman****ROLL CALL:****Rodney Cleek****APPROVALS:****Chairman Pohlman**

Approve Minutes from the Meeting of September 3, 2025.

CITY COUNCIL ACKNOWLEDGEMENTS & UPDATE:**Rodney Cleek**

Acknowledge receipt of Certified Copies of City Council Resolutions dated September 9, 2025, Items 12 through 21, with Same Night Minutes approved for Item 20.

PRESENTATIONS:

(None)

GENERAL STATEMENT(S) FROM THE PUBLIC:**CONSENT AGENDA**

(Items 1 through 13)

PRESIDENT & CEO

(None)

SVP, CHIEF OPERATING OFFICER

(None)

VP ELECTRIC ENGINEERING & OPERATIONS

1. Resolution awarding sixty-month purchase orders for power transformers to Prolec-GE Waukesha, Inc. and Hitachi Energy as primary partners, and to Pennsylvania Transformer Technology as an emergency partner in an amount

not-to-exceed \$112,000,000.00. (Randy Orsby) (REQUIRES CITY COUNCIL APPROVAL)

2. Resolution awarding sixty-month purchase order for batteries, racks, and chargers to Saft America, Inc. in an amount not-to-exceed \$2,500,000.00. (Randy Orsby) (REQUIRES CITY COUNCIL APPROVAL)
3. Resolution awarding purchase order for fiber optic material to ATG Supply, LLC in the amount of \$352,945.00. (Randy Orsby) (REQUIRES CITY COUNCIL APPROVAL)
4. Resolution awarding Contract No. 12562, In-Service Wood Pole Truss Restoration System to Osmose, Inc. Utility Services in the funded amount of \$7,006,398.86. (Randy Orsby) (REQUIRES CITY COUNCIL APPROVAL)

VP WATER & GAS ENGINEERING & OPERATIONS

5. Resolution approving Increase (Change No. 4) to Contract No. 12288, Gas Matrix Utility Landscaping with Enlightenment, Inc. dba APS Facility Maintenance, to increase the current contract in the funded amount of \$267,411.85. (Randy Orsby) (REQUIRES CITY COUNCIL APPROVAL)
6. Resolution approving Ratification and Renewal (Change No. 3) to Contract No. 12568 (formerly Contract No. C2569), Aerial Patrol Survey Gas Transmission Right of Way with Tennessee Helicopter Services to ratify and renew the current contract in the funded amount of \$140,400.00. (Randy Orsby) (REQUIRES CITY COUNCIL APPROVAL)
7. Resolution approving Change No. 4 to Contract No. 12247, Gas Transmission Rights-of-Way (ROW) Mowing and Tree Trimming with ABC Professional Tree Services, Inc. to ratify and renew the current contract with no increase in the contract value. (Randy Orsby)

VP, CFO & SECRETARY-TREASURER

8. Resolution approving Renewal (Change No. 4) to Contract No. 12286, MLGW Utility Payment Centers with FirsTech, Incorporated to renew the current contract in the funded amount of \$250,338.00. (Randy Orsby) (REQUIRES CITY COUNCIL APPROVAL)
9. Resolution approving adding and removing Authorized Signers for several MLGW Bank Accounts due to personnel changes. (Rodney Cleek)

VP & CIO

(None)

VP SHARED SERVICES

10. Resolution awarding purchase order for one-ton service trucks to AutoNation Ford Memphis in the amount of \$364,766.56. (Randy Orsby) (REQUIRES CITY COUNCIL APPROVAL)

VP & CHIEF INTERNAL AUDITING OFFICER

(None)

VP CUSTOMER EXPERIENCE & ENERGY SERVICES

(None)

VP CORPORATE COMMUNICATIONS

(None)

VP & GENERAL COUNSEL

(None)

VP & CPO PEOPLE SERVICES

11. Resolution approving Extension (Change No. 1) to Contract No. 12250, Arc Flash Hazard Systems and Facilities Assessment with Burns and McDonnell Engineering Co., Inc. to extend the current contract with no increase in the contract value. (Randy Orsby)
12. Resolution approving Change No. 5 to Contract No. 12103, Workers' Compensation Stop Loss Brokering with Willis Towers Watson of Tennessee, Inc. to ratify and extend the current contract in the funded amount of \$60,000.00. (Randy Orsby) (REQUIRES CITY COUNCIL APPROVAL)
13. Resolution approving an annual salary in the amount of \$127,279.80 for a new hire to fill the vacant position of Supervisor Internal Audit, Internal Audit Compliance and Data Analytics (Alonzo Weaver) (REQUIRES CITY COUNCIL APPROVAL)

PRESIDENT'S BRIEFING

14. Review Consent Agenda - Doug McGowen

15. Other - Doug McGowen

COMMITTEE REPORTS:

(None)

ADJOURNMENT

ADDITIONAL MEETINGS ON SEPTEMBER 17, 2025:

Pension Board Meeting - Immediately Following the BOC Meeting - MLGW Board Room

OPEB Trust Committee Meeting - Immediately Following Pension Board Meeting - MLGW Board Room

RESOLUTION SUMMARY

1. **Short Title Description** – Power Transformers – Sixty-Month Purchase Order
2. **Requested Funding** – Not-to-Exceed \$112,000,000.00
3. **Award Duration** – 60-Months with the Option of Two, One-Year Extensions
4. **Type of Bid** – Sealed Bid
5. **Awarded To** – Prolec-GE Waukesha, Inc., Hitachi Energy, and Pennsylvania Transformer Technology
6. **Plain Language Description** – To purchase 45 power transformers for the sixty-month period. The power transformers are needed for master plan capital expansion projects and to replace electrical components that have reached end-of-life at various substation facilities.
7. **Impact** – The power transformers are needed for master plan capital expansion projects and to replace electrical components that have reached end-of-life at various substation facilities.



EXCERPT
from
MINUTES OF MEETING
of
BOARD OF LIGHT, GAS AND WATER COMMISSIONERS
CITY OF MEMPHIS
held
September 17, 2025

The Manager of Procurement and Contracts recommends to the Board of Light, Gas and Water Commissioners that it awards sixty-month purchase orders for power transformers to Prolec-GE Waukesha, Inc. and Hitachi Energy as primary partners, and to Pennsylvania Transformer Technology as an emergency partner in an amount not-to-exceed \$112,000,000.00.

Sixty-month purchase orders will be awarded for power transformers with the option of two, one-year extensions. The power transformers are needed for the new reliability plans, replacements, and system spares. The transformers will replace existing electrical infrastructure that has reached end-of-life and for master plan capital expansion projects.

Bids were opened on July 16, 2025. Notice to Bidders was advertised. Twenty-four bids were solicited, and seven bids were received with the best complying and most responsive bidders being the firms of Prolec-GE Waukesha, Inc., and Hitachi Energy as primary partners, and Pennsylvania Transformer Technology as an emergency partner. This award complies with all applicable laws and policies.

The 2025 budgeted amount for Substation – Substation Maintenance and Construction is \$25,157,372.00; the amount spent year-to-date is \$17,081,418.29; leaving a balance available of \$8,075,953.71; of which \$112,000,000.00 will be spent on this purchase in subsequent budget years as approved; and

NOW THEREFORE BE IT RESOLVED BY the Board of Light, Gas and Water Commissioners:

THAT, subject to the consent and approval of the Council of the City of Memphis, awards sixty-month purchase orders to Prolec-GE Waukesha, Inc., Hitachi Energy, and Pennsylvania Transformer Technology is approved for furnishing:

15 – Three phase power transformers 161000 GRDY/92950-23000Y/13280 Volts, 36/48/60//67.2 MVA DETC;

3 – Three phase power transformers 161000 GRDY/92950 - 23000Y/13280 Volts, 36/48/60//67.2 MVA LTC;

14 – Three phase power transformers 115000 GRDY/66395 - 12470Y/7200 Volts, 25/33.3/41.7//46.7 MVA DETC;

5 – Three phase power transformers 161000 GRDY/92950 - 12470Y/7200 Volts, 25/33.3/41.7//46.7 MVA DETC;

4 – Three phase power transformers 161000 GRDY/92950 - 115000 GRDY/66395/66395 - 13200 Volts, 90/120/150//168 MVA DETC;

4 – Three phase power transformers 23000 GRDY/13200 - 12470/7200 Volts, 15/20/25//28 MVA DETC;

Totaling \$112,000,000.00; f.o.b. Memphis, Tennessee, our dock; transportation prepaid; said prices are subject to escalation / de-escalation; a 25% contingency to cover the escalation of the purchase price from years two through five and any unforeseen increases; Substation Engineering has the authority to select the supplier and time slots for all purchases made on behalf of the Division; delivery is 52 – 170 weeks, terms net 30 days.

RESOLUTION

WHEREAS, the Board of Light, Gas and Water Commissioners, in their meeting of September 17, 2025, approved sixty-month purchase orders for power transformers and is now recommending to the Council of the City of Memphis that it approves said purchase; and

WHEREAS, sixty-month purchase orders will be awarded for power transformers with the option of two, one-year extensions. The power transformers are needed for the new reliability plans, replacements, and system spares. The transformers will replace existing electrical infrastructure that has reached end-of-life and for master plan capital expansion projects; and

WHEREAS, bids were opened on July 16, 2025. Notice to Bidders was advertised. Twenty-four bids were solicited, and seven bids were received with the best complying and most responsive bidders being the firms of Prolec-GE Waukesha, Inc. and Hitachi Energy as primary partners and Pennsylvania Transformer Technology as an emergency partner. This award complies with all applicable laws and policies; and

NOW, THEREFORE, BE IT RESOLVED by the Council of the City of Memphis that there be and is hereby approved sixty-month purchase orders for power transformers from Prolec-GE Waukesha, Inc., Hitachi Energy, and Pennsylvania Transformer Technology in a not-to-exceed amount of \$112,000,000.00 chargeable to subsequent budget years as approved.

BOARD RESOLUTION TRANSMITTAL

Expenditure Org Executive: Quinton Clark
 Procurement Contracts Specialist II: Annie Mathis

Board Meeting Date: 9/17/2025
 Requisition Number: 5139070
 Purchase Commodity: Power Transformers
 Other (Non-Procurement Items):

Responsible Group (Requesting Area/ Contact Person) (Telephone number/email address)	Substation and Transmission Engineering / Mike Waldrop / 901-528-4562 / mwaldrop@mlgw.org	
Scope: Contract _____ Purchase <u>X</u> Other _____	Purchase orders will be awarded for sixty months to procure power transformers.	
Explanation of the Contract or Purchase Action. (Contract, Purchase, invoice payments, land purchase, dues, other)	To purchase forty-five power transformers.	
Where will the work take place? (MLGW facility or jobsite, etc.)	The power transformers will be installed at MLGW's substation facilities.	
Why the need exists? (Contract, Purchase, invoice payments, land purchase, dues, other)	The power transformers are needed to replace existing electrical infrastructure that has reached end-of-life and for master plan capital expansion projects.	
Are there any anticipated vendor issues? (If so, please explain)	No	
Are there any contract services, labor or IBEW issues? If yes, has cost comparison been provided to IBEW? Date Provided?	No	
Is there a Budget deficit? If yes, please explain why. Identify in the Budget section below the area, charge code and amount which will absorb the shortfall.	No	
If applicable, how was the recommendation determined? (Bid, RFP, RFQ.) RFQ		

BUDGET:

Amount Requested

2025 Budget

Amount Spent Year-to-Date

2025 Budget Balance Available

Budget Balance After Award

Total	In 2025 Budget Year	After Budget Year
\$ 112,000,000.00	\$ -	\$ 112,000,000.00
\$ 25,157,372.00		
\$ 17,081,418.29		
	\$ 8,075,953.71	
	\$ 8,075,953.71	

*Please indicate category (O&M or Capital).

☐ O&M:

Project

Substation

Expenditure Organization

0562230 Substation Maintenance and Construction

Expenditure Type

eAM Outside Purchases

☒ Capital

Task

Various

Comments:

Expenditure Type	Budget	Actual	Available
	\$ -	\$ -	\$ -
	\$ -	\$ -	\$ -
			\$ -

APPROVED:

Ronda Croft

Budget and Rates

07.31.2025

Date

BID ON POWER TRANSFORMERS													
FOR BOARD MEETING OF SEPTEMBER 17, 2025		BIDS OPENED ON JULY 16, 2025											
		BASE UNIT: EACH											
BIDDERS	ITEM QUANTITY	Line 1	Line 2	Line 3	Line 4	Line 5	Line 6	Total	Total Evaluated Score	Local Bidding Preference	Local Bidding Presence	Terms	Delivery
COMPLYING BIDDER(S)	DESCRIPTION	15	3	14	5	4	4						
Prolec-GE Waukesha, Inc. Waukesha, WI	Three Phase Power Transformer 161000 GRDY/92950-23000Y/13280 Volts, 36/48/60//67.2 MVA DETC	\$ 1,932,951.00	\$ 2,622,506.00	\$ 1,523,340.00	\$ 1,616,730.00	\$ 3,335,898.00	\$ 1,336,120.00	\$ 84,960,265.00	527.5	N/A	N/A	100% Upon Shipment - Net 30	52 Weeks ARO
Hitachi Energy USA Inc. Raleigh, NC	Three Phase Power Transformer 161000 GRDY/92950 - 23000Y/13280 Volts, 36/48/60//67.2 MVA LTC	\$ 2,481,790.00	\$ 3,458,600.00	\$ 1,609,760.00	\$ 3,550,730.00	\$ 1,689,200.00	\$ 1,357,030.00	\$ 100,077,860.00	455	N/A	N/A	10% Initial payment; 10% Upon drawings approval; 30% Upon Release to Manufacture; 40% upon factory acceptance testing; 10% Upon shipment - Net 30 Days	170 Weeks ARO
Pennsylvania Transformer Technology Canonsburg, PA	Three Phase Power Transformer 115000 GRDY/66395 - 12470Y/7200 Volts, 25/33.3/41.7//46.7 MVA DETC	\$ 2,779,078.00	\$ 3,303,269.00	\$ 2,209,177.00	\$ 2,371,320.00	\$ 3,779,580.00	\$ 1,236,476.00	\$ 114,445,279.00	310	N/A	N/A	15% Initial payment; 25% Upon drawings approval; 25% Upon assembly of core/coil; 15% upon factory acceptance testing; 20% Upon shipment - Net 30 Days	144 WEEKS ARO
NON-COMPLYING BIDDER(S)													
Siemens Energy Inc.* Brentwood, TN		\$ -	\$ -	\$ -	\$ -	\$ 3,878,400.00	\$ -	\$ 15,513,600.00		N/A	N/A	Net 30 Days	50 Weeks
<i>Note: Please see the details listed in the Recommendation for Network Power Transformer Alliance.*</i>													
HICO America Pittsburgh, PA		\$ -	\$ -	\$ -	\$ -	\$ 4,634,216.00	\$ -	\$ 18,536,864.00		N/A	N/A	30% Initial payment; 20% Upon Engineering; 30% Upon Manufacturing; 15% upon factory acceptance testing; 5% Upon shipment - Net 30 Days	213 Weeks
<i>Note: Please see the details listed in the Recommendation for Network Power Transformer Alliance.*</i>													
Cavalry Energy, LLC Seven Fields,		\$ 877,500.00	\$ 877,500.00	\$ 750,000.00	\$ 750,000.00	\$ 2,561,000.00	\$ 585,000.00	\$ 42,629,000.00		N/A	N/A	Net 30 Days	32 Weeks
<i>Note: Please see the details listed in the Recommendation for Network Power Transformer Alliance.*</i>													
Howard Industries, Incorporated Laurel, MS		\$ 1,612,000.00	\$ 2,249,000.00	\$ 1,274,000.00	\$ 1,389,000.00	\$ -	\$ 894,000.00	\$ 59,284,000.00		N/A	N/A	Net 30 Days	82 Weeks
<i>Note: Please see the details listed in the Recommendation for Network Power Transformer Alliance.*</i>													
RECOMMEND SPLIT AWARD AS FOLLOWS: <u>Primary Partners: (1) Prolec - GE Waukesha; (2) Hitachi Energy; Emergency Partner: (3) Pennsylvania Transformer Technology.....</u> \$ 112,000,000.00													
<i>Note: The award will be split between Primary Partners: Prolec-GE Waukesha and Hitachi Energy and Pennsylvania Transformer will be included as an Emergency Partner. This dollar figure includes the cost of all power transformers projected to be purchased over the five-year term of the alliance, a 25% margin to cover the escalation of the purchase price from years two through five and any unforeseen contingencies. Substation Engineering will maintain the autonomy to designate which supplier and time slots as needed for all purchases for the Division.</i>													

Rating scales and weights for practices and procedures that are considered by MLGW to represent quality in design and manufacturing, to reduce transformer operating and maintenance costs, to increase transformer reliability, to reduce customer outages and loss of revenue due to failure, and to reflect innovations in corporate practices that add value to bidder's transformers are identified and assigned value in the BIDDER'S EVALUATION TABLE below. For evaluation of Bidder's proposal, the Bidder shall respond to requested evaluation items in BIDDER'S RESPONSE column in the table. Based on MLGW's evaluation of the Bidder's response, the Total Evaluated Score shall be determined by MLGW and utilized to determine best bid.

BIDDER'S EVALUATION TABLE

EVALUATION ITEM	BIDDER'S RESPONSE	RATING SCALE	RATING (A)	WEIGHT (B)	EVALUATED SCORE (A X B)
Bidder has short-circuit test program. (If yes, provide complete details on separate sheet.)	Yes, see short Circuit attachment on quote	5 - (Yes) or 0 - (No)	5	5%	25
Bidder utilizes infinite bus design as standard for short circuit withstand calculations. (If yes, provide complete details on separate sheet.)	Yes, see short Circuit attachment on quote	5 - (Yes) or 0 - (No)	5	5%	25
Bidder has employee member(s) on IEEE PES Transformers Committee. (If yes, please provide names.)	James Gardner Ajith Varghese Dhram Vir Steve Schappell Tiffany Lucas Juan G Carrizales Enrique Betancourt	5 - (5 or more employees) 4 - (4 Employees) 3 - (3 Employees) 2 - (2 Employees) 1 - (1 Employees) 0 - (0 Employees)	5	5%	25
Bidder's employees publish technical papers on issues related to power transformer design and application. (If yes, provide complete details for last 5 years on separate sheet.)	Yes, greater than 5 see attachments	5 - (5 or more papers) 4 - (4 papers) 3 - (3 papers) 2 - (2 papers) 1 - (1 paper) 0 - (0 papers)	5	5%	25
Bidder has experience with power transformer design with Cargill FR3® fluid in place of mineral oil, facilities to perform dielectric and temperature rise tests with FR3® fluid installed in transformer & FR3® fluid handling equipment at manufacturing facility. (If yes, provide complete details on separate sheet.)	Yes, see attachments	5 - (Yes) or 0 - (No)	5	5%	25

EVALUATION ITEM	BIDDER'S RESPONSE	RATING SCALE	RATING (A)	WEIGHT (B)	EVALUATED SCORE (A X B)	
Bidder has customer technical executive dedicated to customer support. (If yes, provide complete details on separate sheet.)	Yes Vivek Bhat	5 - (Yes) or 0 - (No)	5	5%	25	6
Bidder provides regional and local technical seminars for customers and industry professionals on continuing basis. (If yes, provide complete details of last 5 years on separate sheet.)	Yes, see attachment	5 - (Yes) or 0 - (No)	5	5%	25	7
Bidder has fully integrated tank fabrication shop at transformer manufacturing facility. (If yes, provide complete details on separate sheet.)	Yes in Goldsboro no in waukesha See tank fab attachment in quote document	5 - (Yes) or 0 - (No)	2.5	5%	12.5	8
Bidder utilizes submerged-arc welding process for tank fabrication. (If yes, provide complete details on separate sheet.)	Yes, see attachment	5 - (Yes) or 0 - (No)	5	5%	25	9
Bidder has local sales representation in Memphis, Shelby County, Tennessee. (If yes, provide address.)	Yes, Tom Williams HV Sales 3327 Grand Central Cir. East Collierville, TN 38017	5 - (Local rep. residing in Memphis, TN) 3 - (Local rep. residing in Shelby County, TN) 0 - (Local rep. residing outside Shelby County, TN)	3	5%	15	10
Bidder offers warranty in excess of 5 years. (If yes, state duration of warranty period.)	Yes 5 year on transformer and 10 On Core and Coil	5 - (10 Year warranty) 4 - (9 Year warranty) 3 - (8 Year warranty) 2 - (7 Year warranty) 1 - (6 Year warranty) 0 - (5 Year warranty)	0	10%	0	11
Bidder has transformers on MLGW's System.	Yes	5 - 75 or more units 3 - 25-75 units 0 - less than 25 units	5	5%	25	12
Bidder will manufacture within the 48 adjacent states.	Yes for Waukesha and Goldsboro Designs	5 - (Yes) or 0 - (No)	5	10%	50	13
Bidder has reserved slots for MLGW in 2026, 2027, & 2028.	Yes	5 - (Yes) or 0 - (No)	5	5%	25	14
Total Evaluated Cost (Bid price plus loss evaluation) of the 6 bid items.	N/A	10 through 0 starting with lowest bid	10	20%	200	15

Total Evaluated Score by MLGW

527.5

Rating scales and weights for practices and procedures that are considered by MLGW to represent quality in design and manufacturing, to reduce transformer operating and maintenance costs, to increase transformer reliability, to reduce customer outages and loss of revenue due to failure, and to reflect innovations in corporate practices that add value to bidder's transformers are identified and assigned value in the BIDDER'S EVALUATION TABLE below. For evaluation of Bidder's proposal, the Bidder shall respond to requested evaluation items in BIDDER'S RESPONSE column in the table. Based on MLGW's evaluation of the Bidder's response, the Total Evaluated Score shall be determined by MLGW and utilized to determine best bid.

BIDDER'S EVALUATION TABLE

EVALUATION ITEM	BIDDER'S RESPONSE	RATING SCALE	RATING (A)	WEIGHT (B)	EVALUATED SCORE (A X B)	
Bidder has short-circuit test program. (If yes, provide complete details on separate sheet.)	Yes	5 - (Yes) or 0 - (No)	5	5%	25	1
Bidder utilizes infinite bus design as standard for short circuit withstand calculations. (If yes, provide complete details on separate sheet.)	Yes	5 - (Yes) or 0 - (No)	5	5%	25	2
Bidder has employee member(s) on IEEE PES Transformers Committee. (If yes, please provide names.)	Yes Mama Mbouombouo Ramsis Girgis Jerzy Kazmierczak	5 - (5 or more employees) 4 - (4 Employees) 3 - (3 Employees) 2 - (2 Employees) 1 - (1 Employees) 0 - (0 Employees)	5	5%	25	3
Bidder's employees publish technical papers on issues related to power transformer design and application. (If yes, provide complete details for last 5 years on separate sheet.)	Yes Ramsis Girgis	5 - (5 or more papers) 4 - (4 papers) 3 - (3 papers) 2 - (2 papers) 1 - (1 paper) 0 - (0 papers)	5	5%	25	4
Bidder has experience with power transformer design with Cargill FR3® fluid in place of mineral oil, facilities to perform dielectric and temperature rise tests with FR3® fluid installed in transformer & FR3® fluid handling equipment at manufacturing facility. (If yes, provide complete details on separate sheet.)	Yes	5 - (Yes) or 0 - (No)	5	5%	25	5

EVALUATION ITEM	BIDDER'S RESPONSE	RATING SCALE	RATING (A)	WEIGHT (B)	EVALUATED SCORE (A X B)	
Bidder has customer technical executive dedicated to customer support. (If yes, provide complete details on separate sheet.)	Yes	5 - (Yes) or 0 - (No)	5	5%	25	6
Bidder provides regional and local technical seminars for customers and industry professionals on continuing basis. (If yes, provide complete details of last 5 years on separate sheet.)	Yes Hitachi Energy Red Tie Events	5 - (Yes) or 0 - (No)	5	5%	25	7
Bidder has fully integrated tank fabrication shop at transformer manufacturing facility. (If yes, provide complete details on separate sheet.)	Yes	5 - (Yes) or 0 - (No)	5	5%	25	8
Bidder utilizes submerged-arc welding process for tank fabrication. (If yes, provide complete details on separate sheet.)	Yes	5 - (Yes) or 0 - (No)	5	5%	25	9
Bidder has local sales representation in Memphis, Shelby County, Tennessee. (If yes, provide address.)	No	5 - (Local rep. residing in Memphis, TN) 3 - (Local rep. residing in Shelby County, TN) 0 - (Local rep. residing outside Shelby County, TN)	0	5%	0	10
Bidder offers warranty in excess of 5 years. (If yes, state duration of warranty period.)	5 years	5 - (10 Year warranty) 4 - (9 Year warranty) 3 - (8 Year warranty) 2 - (7 Year warranty) 1 - (6 Year warranty) 0 - (5 Year warranty)	0	10%	0	11
Bidder has transformers on MLGW's System.	N/A	5 - 75 or more units 3 - 25-75 units 0 - less than 25 units	0	5%	0	12
Bidder will manufacture within the 48 adjacent states.	Yes	5 - (Yes) or 0 - (No)	5	10%	50	13
Bidder has reserved slots for MLGW in 2026, 2027, & 2028.	No	5 - (Yes) or 0 - (No)	0	5%	0	14
Total Evaluated Cost (Bid price plus loss evaluation) of the 6 bid items.	N/A	10 through 0 starting with lowest bid	9	20%	180	15

Total Evaluated Score by MLGW 455

Rating scales and weights for practices and procedures that are considered by MLGW to represent quality in design and manufacturing, to reduce transformer operating and maintenance costs, to increase transformer reliability, to reduce customer outages and loss of revenue due to failure, and to reflect innovations in corporate practices that add value to bidder's transformers are identified and assigned value in the BIDDER'S EVALUATION TABLE below. For evaluation of Bidder's proposal, the Bidder shall respond to requested evaluation items in BIDDER'S RESPONSE column in the table. Based on MLGW's evaluation of the Bidder's response, the Total Evaluated Score shall be determined by MLGW and utilized to determine best bid.

BIDDER'S EVALUATION TABLE

EVALUATION ITEM	BIDDER'S RESPONSE	RATING SCALE	RATING (A)	WEIGHT (B)	EVALUATED SCORE (A X B)
Bidder has short-circuit test program. (If yes, provide complete details on separate sheet.)	0	5 - (Yes) or 0 - (No)	0	5%	0
Bidder utilizes infinite bus design as standard for short circuit withstand calculations. (If yes, provide complete details on separate sheet.)	5	5 - (Yes) or 0 - (No)	5	5%	25
Bidder has employee member(s) on IEEE PES Transformers Committee. (If yes, please provide names.)	TBD	5 - (5 or more employees) 4 - (4 Employees) 3 - (3 Employees) 2 - (2 Employees) 1 - (1 Employees) 0 - (0 Employees)	0	5%	0
Bidder's employees publish technical papers on issues related to power transformer design and application. (If yes, provide complete details for last 5 years on separate sheet.)	TBD	5 - (5 or more papers) 4 - (4 papers) 3 - (3 papers) 2 - (2 papers) 1 - (1 paper) 0 - (0 papers)	0	5%	0
Bidder has experience with power transformer design with Cargill FR3® fluid in place of mineral oil, facilities to perform dielectric and temperature rise tests with FR3® fluid installed in transformer & FR3® fluid handling equipment at manufacturing facility. (If yes, provide complete details on separate sheet.)	5	5 - (Yes) or 0 - (No)	5	5%	25

EVALUATION ITEM	BIDDER'S RESPONSE	RATING SCALE	RATING (A)	WEIGHT (B)	EVALUATED SCORE (A X B)	
Bidder has customer technical executive dedicated to customer support. (If yes, provide complete details on separate sheet.)	5	5 - (Yes) or 0 - (No)	5	5%	25	6
Bidder provides regional and local technical seminars for customers and industry professionals on continuing basis. (If yes, provide complete details of last 5 years on separate sheet.)	TBD	5 - (Yes) or 0 - (No)	0	5%	0	7
Bidder has fully integrated tank fabrication shop at transformer manufacturing facility. (If yes, provide complete details on separate sheet.)	5	5 - (Yes) or 0 - (No)	5	5%	25	8
Bidder utilizes submerged-arc welding process for tank fabrication. (If yes, provide complete details on separate sheet.)	0	5 - (Yes) or 0 - (No)	0	5%	0	9
Bidder has local sales representation in Memphis, Shelby County, Tennessee. (If yes, provide address.)	0	5 - (Local rep. residing in Memphis, TN) 3 - (Local rep. residing in Shelby County, TN) 0 - (Local rep. residing outside Shelby County, TN)	0	5%	0	10
Bidder offers warranty in excess of 5 years. (If yes, state duration of warranty period.)	0	5 - (10 Year warranty) 4 - (9 Year warranty) 3 - (8 Year warranty) 2 - (7 Year warranty) 1 - (6 Year warranty) 0 - (5 Year warranty)	0	10%	0	11
Bidder has transformers on MLGW's System.	N/A	5 - 75 or more units 3 - 25-75 units 0 - less than 25 units	0	5%	0	12
Bidder will manufacture within the 48 adjacent states.	5	5 - (Yes) or 0 - (No)	5	10%	50	13
Bidder has reserved slots for MLGW in 2026, 2027, & 2028.	0	5 - (Yes) or 0 - (No)	0	5%	0	14
Total Evaluated Cost (Bid price plus loss evaluation) of the 6 bid items.	N/A	10 through 0 starting with lowest bid	8	20%	160	15

Total Evaluated Score by MLGW

310

Power Transformer Alliance Forecast 2025

Line	Mfr	Description	Price	Qty	Total	Notes
1	Prolec-GE Waukesha	161/23 DETC 36 MVA	\$ 1,932,951.00	10	\$ 19,329,510.00	Data Sheet "W"
1	Hitachi Energy	161/23 DETC 36 MVA	\$ 2,481,790.00	5	\$ 12,408,950.00	Data Sheet "W"
2	Prolec-GE Waukesha	161/23 LTC 36 MVA	\$ 2,622,506.00	2	\$ 5,245,012.00	Data Sheet "WT"
2	Hitachi Energy	161/23 LTC 36 MVA	\$ 3,458,600.00	1	\$ 3,458,600.00	Data Sheet "WT"
3	Prolec-GE Waukesha	115/12 DETC 25 MVA	\$ 1,523,340.00	10	\$ 15,233,400.00	Data Sheet "U"
3	Hitachi Energy	115/12 DETC 25 MVA	\$ 1,609,760.00	4	\$ 6,439,040.00	Data Sheet "U"
4	Prolec-GE Waukesha	161/12 DETC 25 MVA	\$ 1,616,730.00	3	\$ 4,850,190.00	Data Sheet "V"
4	Hitachi Energy	161/12 DETC 25 MVA	\$ 3,550,730.00	2	\$ 7,101,460.00	Data Sheet "V"
5	Prolec-GE Waukesha	161/115 DETC 90 MVA	\$ 3,335,898.00	2	\$ 6,671,796.00	Data Sheet "X"
5	Hitachi Energy	161/115 DETC 90 MVA	\$ 1,689,200.00	2	\$ 3,378,400.00	Data Sheet "X"
6	Prolec-GE Waukesha	23/12 DETC 15 MVA	\$ 1,336,120.00	2	\$ 2,672,240.00	Data Sheet "T"
6	Hitachi Energy	23/12 DETC 15 MVA	\$ 1,357,030.00	2	\$ 2,714,060.00	Data Sheet "T"

SUBTOTAL: \$ 89,502,658.00

25% Margin escalation: \$ 22,375,664.50

TOTAL: \$ 111,878,322.50

TOTAL Rounded: \$112,000,000.00

25% Margin is added for escalation of the purchase price as well as unforeseen failures and contingencies not accounted for in the above quantities.

This forecast is based upon our present best knowledge and is intended solely for the purpose of arriving at a total amount of award. MLGW reserves the right to administer the alliance in a manner which best serves our customers as a whole, and may include the following manufacturer-specific criteria in determining any award: reserved production slots, experience with transformers of specific ratings and capacity, type test data, field & test failure data, and cost.

Total Evaluated Cost - Total Evaluated Score - Power Transformer Alliance 2025																	
Bidder	Contact	Projected	1) 161/23 DETC 36 MVA	Projected	2) 161/23 LTC 36 MVA	Projected	3) 115/12 DETC 25 MVA	Projected	4) 161/12 DETC 25 MVA	Projected	5) 161/115 DETC 90 MVA	Projected	6) 23/12 DETC 15 MVA	Projected TOTAL	Rank	Eligible Points	Total Evaluated Score
Hitachi Energy	Ryan Dent	15	\$3,203,935.00	3	\$4,223,519.00	14	\$2,142,261.00	5	\$4,139,565.00	4	\$2,263,204.00	4	\$1,729,383.00	\$ 127,389,409.00	2	9	455
Pennsylvania Transformer (PTT)	Kirk Karanza	15	\$3,559,533.00	3	\$4,083,724.00	14	\$2,796,947.00	5	\$2,944,234.00	4	\$4,293,145.00	4	\$1,541,071.00	\$ 142,859,459.00	3	8	310
Prolec-GE Waukesha	Jason Simon	15	\$2,659,886.00	3	\$3,447,816.00	14	\$2,033,600.00	5	\$2,167,709.00	4	\$3,902,360.00	4	\$1,716,174.00	\$ 112,024,819.00	1	10	527.5

NOTE: Refer to the spreadsheets "2025 Total Evaluated Cost Item 1 thru 6" for the Total Loss Cost evaluations.

Bidder	Contact	Participate	NOTES
Cavalry Energy	Dan Neal	YES	Incomplete bid: Did not provide the Proposal Data. Does not have the capability to manufacture all of the required MLGW Three-Phase Transformer Ratings. Did not complete the Signature page of the bid.
HICO	David Schutz	YES	Incomplete bid: Did not provide the Proposal Data and Bidder's Evaluation Data Table Response. Does not have the capability to manufacture all of the required MLGW Three-Phase Transformer Ratings
Howard	Casey Turner	YES	Does not have the capability to manufacture all of the required MLGW Three-Phase Transformer Ratings
Siemens	Mike Blalock	YES	Incomplete bid: Did not provide the Bidder's Evaluation Data Table Response. Does not have the capability to manufacture all of the required MLGW Three-Phase Transformer Ratings

Prolec-GE Waukesha - Broke out the Freight, Rigging, and Warranty Validation so you must add these to give the TOTAL Item Price						
Prolec-GE Waukesha - Net Price	Freight	Rigging	Warranty Validation	TOTAL	Item	
\$ 1,799,325.00	\$ 79,200.00	\$ 43,226.00	\$ 11,200.00	\$ 1,932,951.00	1	
\$ 2,354,627.00	\$ 145,200.00	\$ 111,479.00	\$ 11,200.00	\$ 2,622,506.00	2	
\$ 1,424,830.00	\$ 57,734.00	\$ 29,576.00	\$ 11,200.00	\$ 1,523,340.00	3	
\$ 1,513,270.00	\$ 62,684.00	\$ 29,576.00	\$ 11,200.00	\$ 1,616,730.00	4	
\$ 3,043,700.00	\$ 160,618.00	\$ 120,080.00	\$ 11,500.00	\$ 3,335,898.00	5	

2025 Power Transformer Alliance - Item 1 - Total Evaluated Cost									
Bidder	Price	No-Load Loss [kW]	Load Loss [kW]	Total Loss [kW]	No-Load Loss Cost [\$]	Load Loss Cost [\$]	Total Loss Cost [\$]	TOTAL Evaluated Cost	Notes
Hitachi Energy	\$ 2,481,790.00	24.1	137.2	161.3	\$246,061.00	\$476,084.00	\$722,145.00	\$3,203,935.00	2025 - Excitation Losses \$10210/kW; Load Losses 85 C 40320 kVA \$3470/kW
Pennsylvania Transformer (PTT)	\$ 2,779,078.00	27.5	144	171.5	\$280,775.00	\$499,680.00	\$780,455.00	\$3,559,533.00	2025 - Excitation Losses \$10210/kW; Load Losses 85 C 40320 kVA \$3470/kW
Prolec-GE Waukesha	\$ 1,932,951.00	17.5	158	175.5	\$178,675.00	\$548,260.00	\$726,935.00	\$2,659,886.00	2025 - Excitation Losses \$10210/kW; Load Losses 85 C 40320 kVA \$3470/kW
Entered Given Values					Calculated Values				

NL Loss kW x \$10210/kW L Loss kW x \$3470/kW

2025 Power Transformer Alliance - Item 2 - Total Evaluated Cost									
Bidder	Price	No-Load Loss [kW]	Load Loss [kW]	Total Loss [kW]	No-Load Loss Cost [\$]	Load Loss Cost [\$]	Total Loss Cost [\$]	TOTAL Evaluated Cost	Notes
Hitachi Energy	\$ 3,458,600.00	21.9	156	177.9	\$223,599.00	\$541,320.00	\$764,919.00	\$4,223,519.00	2025 - Excitation Losses \$10210/kW; Load Losses 85 C 40320 kVA \$3470/kW
Pennsylvania Transformer (PTT)	\$ 3,303,269.00	27.5	144	171.5	\$280,775.00	\$499,680.00	\$780,455.00	\$4,083,724.00	2025 - Excitation Losses \$10210/kW; Load Losses 85 C 40320 kVA \$3470/kW
Prolec-GE Waukesha	\$ 2,622,506.00	20.1	178.7	198.8	\$205,221.00	\$620,089.00	\$825,310.00	\$3,447,816.00	2025 - Excitation Losses \$10210/kW; Load Losses 85 C 40320 kVA \$3470/kW
Entered Given Values					Calculated Values				

NL Loss kW x \$10210/kW L Loss kW x \$3470/kW

2025 Power Transformer Alliance - Item 3 - Total Evaluated Cost									
Bidder	Price	No-Load Loss [kW]	Load Loss [kW]	Total Loss [kW]	No-Load Loss Cost [\$]	Load Loss Cost [\$]	Total Loss Cost [\$]	TOTAL Evaluated Cost	Notes
Hitachi Energy	\$ 1,609,760.00	14.6	110.5	125.1	\$149,066.00	\$383,435.00	\$532,501.00	\$2,142,261.00	2025 - Excitation Losses \$10210/kW; Load Losses 85 C 40320 kVA \$3470/kW
Pennsylvania Transformer (PTT)	\$ 2,209,177.00	28	87	115	\$285,880.00	\$301,890.00	\$587,770.00	\$2,796,947.00	2025 - Excitation Losses \$10210/kW; Load Losses 85 C 40320 kVA \$3470/kW
Prolec-GE Waukesha	\$ 1,523,340.00	16.5	98.5	115	\$168,465.00	\$341,795.00	\$510,260.00	\$2,033,600.00	2025 - Excitation Losses \$10210/kW; Load Losses 85 C 40320 kVA \$3470/kW
Entered Given Values					Calculated Values				

NL Loss kW x \$10210/kW L Loss kW x \$3470/kW

2025 Power Transformer Alliance - Item 4 - Total Evaluated Cost									
Bidder	Price	No-Load Loss [kW]	Load Loss [kW]	Total Loss [kW]	No-Load Loss Cost [\$]	Load Loss Cost [\$]	Total Loss Cost [\$]	TOTAL Evaluated Cost	Notes
Hitachi Energy	\$ 3,550,730.00	14	128.5	142.5	\$142,940.00	\$445,895.00	\$588,835.00	\$4,139,565.00	2025 - Excitation Losses \$10210/kW; Load Losses 85 C 40320 kVA \$3470/kW
Pennsylvania Transformer (PTT)	\$ 2,371,320.00	19	109.2	128.2	\$193,990.00	\$378,924.00	\$572,914.00	\$2,944,234.00	2025 - Excitation Losses \$10210/kW; Load Losses 85 C 40320 kVA \$3470/kW
Prolec-GE Waukesha	\$ 1,616,730.00	15.9	112	127.9	\$162,339.00	\$388,640.00	\$550,979.00	\$2,167,709.00	2025 - Excitation Losses \$10210/kW; Load Losses 85 C 40320 kVA \$3470/kW
Entered Given Values					Calculated Values				

NL Loss kW x \$10210/kW L Loss kW x \$3470/kW

2025 Power Transformer Alliance - Item 5 - Total Evaluated Cost									
Bidder	Price	No-Load Loss [kW]	Load Loss [kW]	Total Loss [kW]	No-Load Loss Cost [\$]	Load Loss Cost [\$]	Total Loss Cost [\$]	TOTAL Evaluated Cost	Notes
Hitachi Energy	\$ 1,689,200.00	30.9	74.5	105.4	\$315,489.00	\$258,515.00	\$574,004.00	\$2,263,204.00	2025 - Excitation Losses \$10210/kW; Load Losses 85 C 40320 kVA \$3470/kW
Pennsylvania Transformer (PTT)	\$ 3,779,580.00	26	71.5	97.5	\$265,460.00	\$248,105.00	\$513,565.00	\$4,293,145.00	2025 - Excitation Losses \$10210/kW; Load Losses 85 C 40320 kVA \$3470/kW
Prolec-GE Waukesha	\$ 3,335,898.00	23.5	94.1	117.6	\$239,935.00	\$326,527.00	\$566,462.00	\$3,902,360.00	2025 - Excitation Losses \$10210/kW; Load Losses 85 C 40320 kVA \$3470/kW
Entered Given Values					Calculated Values				

NL Loss kW x \$10210/kW L Loss kW x \$3470/kW

2025 Power Transformer Alliance - Item 6 - Total Evaluated Cost									
Bidder	Price	No-Load Loss [kW]	Load Loss [kW]	Total Loss [kW]	No-Load Loss Cost [\$]	Load Loss Cost [\$]	Total Loss Cost [\$]	TOTAL Evaluated Cost	Notes
Hitachi Energy	\$ 1,357,030.00	10.3	77	87.3	\$105,163.00	\$267,190.00	\$372,353.00	\$1,729,383.00	2025 - Excitation Losses \$10210/kW; Load Losses 85 C 40320 kVA \$3470/kW
Pennsylvania Transformer (PTT)	\$ 1,236,476.00	12.5	51	63.5	\$127,625.00	\$176,970.00	\$304,595.00	\$1,541,071.00	2025 - Excitation Losses \$10210/kW; Load Losses 85 C 40320 kVA \$3470/kW
Prolec-GE Waukesha	\$ 1,336,120.00	11.7	75.1	86.8	\$119,457.00	\$260,597.00	\$380,054.00	\$1,716,174.00	2025 - Excitation Losses \$10210/kW; Load Losses 85 C 40320 kVA \$3470/kW
Entered Given Values					Calculated Values				

NL Loss kW x \$10210/kW L Loss kW x \$3470/kW

INTEROFFICE MEMORANDUM

TO: ANNIE MATHIS

FROM: MIKE WALDROP, PE, LEAD SUBSTATION ENGINEER



SUBJECT: RECOMMENDATION FOR NEW POWER TRANSFORMER ALLIANCE

DATE: 07/16/2025

CC: D. BANKS, C. MITCHELL

Note, this document is merely a simplified summary please refer to these supporting documents:

- 1) 2025 Power Transformer Alliance - Total Evaluated Cost – R1
- 2) 2025 Total Evaluated Cost Item 1 – Power Transformer Alliance – R1
- 3) 2025 Total Evaluated Cost Item 2 – Power Transformer Alliance – R1
- 4) 2025 Total Evaluated Cost Item 3 – Power Transformer Alliance – R1
- 5) 2025 Total Evaluated Cost Item 4 – Power Transformer Alliance – R1
- 6) 2025 Total Evaluated Cost Item 5 – Power Transformer Alliance – R1
- 7) 2025 Total Evaluated Cost Item 6 – Power Transformer Alliance – R1
- 8) 1 Prolec GE Waukesha Bidders Evaluation Table
- 9) 2 Hitachi Bidders Evaluation Table
- 10) 3 PTT Bidders Evaluation Table

For the Power Transformer 5-Year Alliance, we recommend acceptance of the proposals by Prolec-GE Waukesha, Hitachi Energy, and Pennsylvania Transformer. This will be the fourth 5-Year Power Transformer Alliance and having three manufacturing suppliers will be advantageous for MLGW. Two of the suppliers will be Primary Partners and the third will be an Emergency Partner.

Evaluation criteria were chosen to identify and weigh practices and procedures that represent what MLGW considers to be quality in design and manufacturing, a reduction of transformer operating and maintenance costs, an increase in transformer reliability, a reduction in customer outages and loss of revenue due to failure and innovations in corporate practices that add value to the bidder's transformers. The end product of this evaluation is a Total Evaluated Score which ranks highest to lowest the manufacturers that are most in alignment with MLGW's requirements.

The key evaluation documents are included for reference. Each of the Six Line Items were examined on a separate spreadsheet with respect to the current No-Load and Load Loss criteria which translates into the Total Evaluated Cost per Bidder. This cost data is recapped on the Total Evaluated Cost – Total Evaluated Score spreadsheet. Each Bidder completed two Bidder's Evaluation Table sheets included in the MLGW bid documents. These Evaluation Items were checked and tabulated to obtain the Total Evaluated Score by MLGW. These values were also recapped on the Total Evaluated Cost – Total Evaluated Score spreadsheet. A quick review of this spreadsheet shows the recommended suppliers, lowest Evaluated Costs per Line Item and the highest Total Evaluated Scores highlighted in green.

Four of the Bidders were eliminated for the final selection. Note that the Total Evaluated Cost – Total Evaluated Score spreadsheet entries for these Bidders are highlighted in pink. Cavalry Energy submitted an unsigned bid leaving out the Proposal Data and do not have the capability to manufacture all of the required MLGW Three-Phase Transformer ratings. HICO submitted a bid leaving out the Proposal Data, Bidder's Evaluation Data and do not have the capability to manufacture all of the required MLGW Three-Phase Transformer ratings. Howard in like manner does not have the capability to manufacture all of the required MLGW Three-Phase Transformer ratings. Siemens cannot manufacture all of the required MLGW Transformer ratings in North America per the MLGW specification. Siemens has moved a part of their manufacturing to Bogota, Columbia.

Prolec-GE Waukesha, Incorporated has been a partner with MLGW on all of the three previous alliances. Prolec-GE Waukesha ranked highest in the proposal evaluation with a score of 527.5. The Bidder's Evaluation Table for Prolec-GE Waukesha, is included for reference. Note that Prolec-GE Waukesha submitted the lowest acceptable bids on Items 1, 2, 3, and 4. The Prolec-GE Waukesha includes a 5-year warranty on the complete transformer which covers in and out costs for MLGW during the first five years in case of any failure. Prolec-GE Waukesha offers an extended 10 year warranty on each transformer core and coil assembly.

Hitachi Energy ranked second highest in the proposal evaluation with a score of 455. The Bidder's Evaluation Table for Hitachi Energy is included for reference. Note that Hitachi Energy submitted the lowest acceptable bid on Item 5. The Hitachi Energy manufacturing facility has a fully integrated tank fabrication shop. Also note Hitachi cannot produce Line 9 the 161-115 kV, 150 MVA requirement but will complete an expansion that will allow them to do so by the second quarter of 2026.

Pennsylvania Transformer ranked third highest in the proposal evaluation with a score of 310. The Bidder's Evaluation Table for Pennsylvania Transformer is included for reference. Note that Pennsylvania Transformer submitted the lowest acceptable bid on Item 6.

We further recommend that the five-year power transformer purchase alliance for Prolec-GE Waukesha, Hitachi Energy, and Pennsylvania Transformer to be approved by the MLGW Board of Commissioners for the amount of \$112,000,000.00. The Transformer Alliance Forecast is attached for reference. Note again, Prolec-GE Waukesha and Hitachi Energy will represent the Primary Partners and Pennsylvania Transformer will be included as an Emergency Partner. This dollar figure

includes the cost of all power transformers projected to be purchased over the five-year term of the alliance, a 25% margin to cover the escalation of the purchase price from years two through five and any unforeseen contingencies. We also request that each release on the alliance be covered by a separate Purchase Order. Please include the two (2) optional single-year renewable terms in the contract duration.

Please contact me at 901-528-4562 if you need further information.

AWARD RECOMMENDATION

To: Michael Waldrop

From: **Procurement Contracts Specialist II:** Annie Mathis

Date: 7/16/2025

Requisition #: 5139070 Bid on: Power Transformers

Attached are bid(s) for items requisitioned by your department. Please complete the applicable portions of this form in order that proper presentation and recommendations may be made. Please return this form to the Procurement Specialist as soon as possible.

1. PROCUREMENT COMMENTS:

Please review all bids in Oracle and submit your award recommendation to Purchasing.

2. RECOMMENDATION:

A. Which bid(s) do you recommend? We recommend the proposals submitted by Hitachi Energy, Pennsylvania Transformer, and Prolec-GE Waukesha.

B. Does this meet specifications as per your request and/or as advertised? YES ☒ NO ☐

If No, is the variance considered: MINOR ☐ or MAJOR ☐

Explain:

C. Is the recommendation the lowest bid received? YES ☐ NO ☒

If no, list the bids that are low; but which you believe **DO NOT** meet specifications and list reasons why each does not meet specifications. Please attach a memo of explanation to this form, if necessary. If recommendation is based on local bidding preference, supplier diversity policy application, or earliest delivery based on need, please include in your recommendation.

The award recommendation of Hitachi Energy, Pennsylvania Transformer, and Prolec-GE Waukesha is made based on the attached evaluation criteria. Total evaluated cost (bid price plus loss penalties) was weighted as 20% of the evaluation. Prolec-GE Waukesha received the highest evaluated score of 527.5 and Hitachi Energy received the second highest acceptable evaluated score of 455. Pennsylvania Transformer received the third highest evaluated score of 310. A complete explanation of the recommendation is given in the attached memorandum.

(attach an additional sheet if further comment or explanation is required)

PRINT NAME Michael Waldrop
Area Supervisor or designee

SIGNATURE Annie Mathis
Procurement Contracts Specialist II

SIGNATURE 

DATE 7/17/2025

DATE 7/16/2025

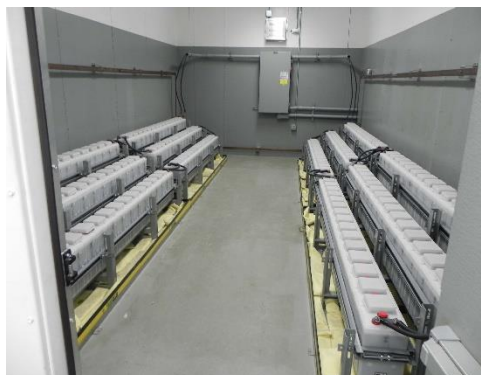
PHONE 901-528-4562

3. PROCUREMENT ACTION/RECOMMENDATION(S): (Purchasing to complete)

This award complies with all applicable laws and policies.

RESOLUTION SUMMARY

1. **Short Title Description** – Batteries, Racks, and Chargers – Sixty-Month Purchase Order
2. **Requested Funding** – Not-to-Exceed \$2,500,000.00
3. **Award Duration** – 60 Months with the Option of Two, Twelve-Month Extensions
4. **Type of Bid** – Sealed Bid
5. **Awarded To** – Saft America, Inc.
6. **Plain Language Description** – To purchase batteries, racks, and chargers for substations. The batteries, racks, and chargers are needed to provide backup power at substations. The projected quantities for the sixty-month period are listed below:
 - Lines 1 – 7: Battery Sets Quantity: 25
 - Lines 8 – 9: Battery Chargers Quantity: 25
 - Lines 10 –17: Replacement Individual Battery Cells Quantity: 25
7. **Impact** – The batteries, racks, and chargers are needed for master plan capital expansion projects and to replace equipment that has reached end-of-life at various substation facilities.



EXCERPT
from
MINUTES OF MEETING
of
BOARD OF LIGHT, GAS AND WATER COMMISSIONERS
CITY OF MEMPHIS
held
September 17, 2025

The Manager of Procurement and Contracts recommends to the Board of Light, Gas and Water Commissioners that it awards a sixty-month purchase order for batteries, racks, and chargers to Saft America, Inc. in an amount not-to-exceed \$2,500,000.00.

A sixty-month purchase order, with the option for two one-year extensions, will be awarded for batteries, racks, and chargers. These components are necessary to provide backup power at various substations, supporting master plan capital expansion projects and replacing end-of-life equipment.

Bids were opened on July 23, 2025. Notice to Bidders was advertised. Ten bids were solicited, and five bids were received with the best complying and most responsive bidder being the firm of Saft America, Inc. This award complies with all applicable laws and policies.

The 2025 budgeted amount for Substation – Substation Maintenance and Construction is \$25,157,372.00; the amount spent year-to-date is \$17,081,465.84; leaving a balance available of \$8,075,906.16; of which \$2,500,000.00 will be spent on this purchase in subsequent budget years as approved; and

NOW THEREFORE BE IT RESOLVED BY the Board of Light, Gas and Water Commissioners:

THAT, subject to the consent and approval of the Council of the City of Memphis, awards a sixty-month purchase order to Saft America, Inc. is approved for furnishing:

5 – Nicad battery, saft (4) EQM2S-7;

- 2 – Nicad battery, saft (2) RMDTSR-10EQ;
- 2 – Nicad battery, saft (1) RMDTDR-7EQ & (1) RMDTSR-7EQ;
- 6 – Nicad battery, saft (1) RM3S-14EQ;
- 6 - Nicad battery, saft (2) RM3S-9EQ;
- 2 - Nicad battery, saft (1) EQ2ULSL002022501;
- 2 - Nicad battery, EQ-E-SGX 3-1350-2 special;
- 10 - Charger, 130 VDC, 40 A, 208-volt, AT130040S208HXMXXGLXXXSAF;
- 15 - Charger, 130 VDC, 40 A, 240-volt, AT130040S240HXMXXGLXXXSAF or approved equivalent;
- 3 - Nicad battery cell, saft SPH 24 or approved equivalent;
- 3 - Nicad battery cell, saft SPH 52 or approved equivalent;
- 3 - Nicad battery cell, saft SPH 80 or approved equivalent;
- 3 - Nicad battery cell, saft SPH 90 or approved equivalent;
- 3 - Nicad battery cell, saft SPH 130 or approved equivalent;
- 6 - Nicad battery cell, saft SPH 190 or approved equivalent;
- 3 - Nicad battery cell, saft SPH 280 or approved equivalent;
- 1 - Nicad battery cell, saft SPH 320 or approved equivalent;

Totaling \$2,500,000.00; f.o.b. Memphis, Tennessee, our dock; transportation prepaid; said prices are subject to escalation / de-escalation; a 25% contingency was added to cover the escalation of the purchase price from years two through five and any unforeseen escalation; delivery in thirty weeks, terms net 30 days.

RESOLUTION

WHEREAS, the Board of Light, Gas and Water Commissioners in their meeting of September 17, 2025, approved a sixty-month purchase order for batteries, racks, and chargers and is now recommending to the Council of the City of Memphis that it approves said purchase; and

WHEREAS, a sixty-month purchase order, with the option for two one-year extensions, will be awarded for batteries, racks, and chargers. These components are necessary to provide backup power at various substations, supporting master plan capital expansion projects and replacing end-of-life equipment; and

WHEREAS, bids were opened on July 23, 2025. Notice to Bidders was advertised. Ten bids were solicited, and five bids were received with the best complying and most responsive bidder being the firm of Saft America, Inc. This award complies with all applicable laws and policies; and

NOW, THEREFORE BE IT RESOLVED by the Council of the City of Memphis that there be and is hereby approved a sixty-month purchase order for batteries, racks, and chargers from Saft America, Inc in an amount not-to-exceed \$2,500,000.00 chargeable to subsequent budget years as approved.

BOARD RESOLUTION TRANSMITTAL

Expenditure Org Executive
SpecialistQuinton Clark
Annie Mathis

Board Meeting Date: 9/17/2025
 Requisition Number: 5141871
 Purchase Commodity: Batteries, Racks, and Chargers
 Other (Non-Procurement Items):

Responsible Group (Requesting Area/ Contact Person) (Telephone number/email address)	Substation Engineering / Mike Waldrop / 901-528-4562 / mwaldrop@mlgw.org	
Scope: Contract _____ Purchase ☒ _____ Other _____	A purchase order will be issued to procure batteries, racks, and chargers.	
Explanation of the Contract or Purchase Action. (Contract, Purchase, invoice payments, land purchase, dues, other)	To purchase batteries, racks and chargers.	
Where will the work take place? (MLGW facility or jobsite, etc.)	The batteries, racks, and chargers will be installed in various substation facilities.	
Why the need exists? (Contract, Purchase, invoice payments, land purchase, dues, other)	The batteries, racks, and chargers are needed to replace existing electrical infrastructure that has reached end-of-life and for master plan capital expansion projects.	
Are there any anticipated vendor issues? (If so, please explain)	No	
Are there any contract services, labor or IBEW issues? If yes, has cost comparison been provided to IBEW? Date Provided?	No	
Is there a Budget deficit? If yes, please explain why. Identify in the Budget section below the area, charge code and amount which will absorb the shortfall.	No	
If applicable, how was the recommendation determined? (Bid, RFP, RFQ) RFQ		

BUDGET:

	Total	In 2025 Budget Year	After Budget Year
Amount Requested	\$ 2,500,000.00		\$ 2,500,000.00
2025 Budget	\$ 25,157,372.00		
Amount Spent Year-to-Date	\$ 17,081,465.84		
2025 Budget Balance Available		\$ 8,075,906.16	
Budget Balance After Award		\$ 8,075,906.16	

*Please Indicate Category Below

☐ O&M:	Project	Substation
	Expenditure Organization	0562230 Substation Maintenance and Construction
☒ Capital	Expenditure Type	eAM Outside Purchases
	Task	Various

Comments:

Expenditure Type	Budget	Actual	Available
	\$ -	\$ -	\$ -
	\$ -	\$ -	\$ -
			\$ -

APPROVED:

Ronda Croft 07.31.2025

Budget and Rates Date

BID ON SUBSTATION BATTERIES, RACKS AND CHARGERS													2.b
FOR BOARD MEETING OF SEPTEMBER 17, 2025													
		BIDS OPENED ON JULY 23, 2025											
		BASE UNIT: EACH											
COMPLYING BIDDERS	ITEM	Line 1 5	Line 2 2	Line 3 2	Line 4 6	Line 5 6	Line 6 2	Line 7 2	Line 8 10	Line 9 15	Line 10 3	Line 11 3	Line 12 3
	DESCRIPTION	Nicad Battery, Saft (4) EQM2S-7	Nicad Battery, Saft (2) RMDTSR- 10EQ	Nicad Battery, Saft (1) RMDTDR- 7EQ & (1) RMDTSR- 7EQ	Nicad Battery, Saft (1) RM3S- 14EQ	Nicad Battery, Saft (2) RM3S- 9EQ	Nicad Battery, Saft (1) EQ2ULSL0020 22501	Nicad Battery, EQ-E-SGX 3- 1350-2 Special	Charger, 130 VDC, 40 A, 208 V, AT130040S20 8HXMXXGLX XXSAF	Charger, 130 VDC, 40 A, 240 V, AT130040S240HX MXXGLXXXSAF or approved equivalent	Nicad Battery Cell, Saft SPH 24 or approved equivalent	Nicad Battery Cell, Saft SPH 52 or approved equivalent	Nicad Battery Cell, Saft SPH 80 or approved equivalent
SAFT America Inc Valdosta, GA		\$90,962.12	\$54,326.53	\$54,529.37	\$54,958.33	\$80,873.65	\$26,511.43	\$27,988.14	\$10,342.33	\$10,342.33	\$172.00	\$261.60	\$374.40
ALCAD North Haven, CT		\$95,281.03	\$56,724.07	\$56,941.40	\$57,401.00	\$84,471.96	\$27,699.09	\$29,233.00	\$11,081.07	\$11,081.07	\$182.75	\$277.95	\$397.80
AC & DC Power Technologies, LLC College Park, GA		\$99,156.49	\$58,537.59	\$58,776.94	\$59,283.12	\$87,252.09	\$28,632.74	\$30,194.01	\$12,203.95	\$12,203.95	\$202.96	\$308.69	\$441.79
Brighter Days and Nites Inc. Memphis, TN		\$109,036.90	\$65,884.38	\$66,107.16	\$66,578.28	\$97,956.93	\$32,077.64	\$33,901.91	\$11,358.79	\$11,358.79	\$220.39	\$335.20	\$479.73
NON-COMPLYING BIDDER													
Swift Industrial Power Inc. Knoxville, TN		\$61,472.00	\$53,151.00	\$55,909.00	\$52,399.00	\$59,344.00	\$28,294.00	\$32,099.00	\$8,969.00	\$8,969.00	\$514.00	\$652.00	\$825.00
Note: Please see the details listed in the recommendation memo for the "Batteries, Racks and Chargers Strategic Alliance."													
COMPLYING BIDDERS	ITEM QUANTITY	Line 13 3	Line 14 3	Line 15 6	Line 16 3	Line 17 1							
	DESCRIPTION	Nicad Battery Cell, Saft SPH 90 or approved equivalent	Nicad Battery Cell, Saft SPH 130 or approved equivalent	Nicad Battery Cell, Saft SPH 190 or approved equivalent	Nicad Battery Cell, Saft SPH 280 or approved equivalent	Nicad Battery Cell, Saft SPH 320 or approved equivalent	Total	Terms	Delivery	Local Bidding Preference	Local Bidding Presence		
SAFT America Inc Valdosta, GA		\$400.00	\$551.20	\$786.40	\$1,152.20	\$1,320.80	\$415,852.83	Net 30	30 Weeks	N/A	N/A		
ALCAD North Haven, CT		\$425.00	\$585.65	\$835.55	\$1,227.40	\$1,403.35	\$435,249.14	Net 30	30 Weeks	N/A	N/A		
AC & DC Power Technologies, LLC College Park, GA		\$472.00	\$650.42	\$927.95	\$1,363.14	\$1,557.60	\$452,165.43	Net 30	30 Weeks	N/A	N/A		
Brighter Days and Nites Inc. Memphis, TN		\$512.53	\$706.27	\$1,007.64	\$1,480.19	\$1,692.38	\$500,695.11	Net 15	30 Weeks	\$475,660.35	N/A		
NON-COMPLYING BIDDERS													
Swift Industrial Power Inc. Knoxville, TN		\$864.00	\$1,096.00	\$1,457.00	\$1,654.00	\$2,277.00	\$369,945.00	N/A	N/A	N/A	N/A		
Note: Please see the details listed in the recommendation memo for the "Batteries, Racks and Chargers Strategic Alliance."													
RECOMMEND AWARD AS FOLLOWS: Saft America Inc.							\$ 2,500,000.00						
Packet Pg. 35													

INTEROFFICE MEMORANDUM

TO: ANNIE MATHIS



from: MIKE WALDROP

SUBJECT: RECOMMENDATION FOR STATIONARY BATTERIES AND RACKS, STATIONARY FLOAT BATTERY CHARGERS, 5-YEAR ALLIANCE

DATE: 07/25/25

CC: N. STRONGOSKY, D. BANKS, R. ORSBY

For the Stationary Batteries, Racks, and Stationary Float Battery Chargers, 5-Year Alliance, we recommend the acceptance of the proposal by Saft America, Incorporated care of HV Sales Company, Incorporated. This will be the third 5-Year Stationary Batteries, Racks, and Stationary Float Battery Chargers Alliance.

Saft America was the lowest cost supplier that met all of the MLGW specifications. Swift Industrial Power had the lowest overall bid but did not meet the MLGW specifications with respect to two key requirements. Swift Industrial Power quoted fiber plate cells on items 1 thru 7. The MLGW specification calls for sintered-type nickel hydroxide positive plates. The second deviance was the bids placed on the two charger variants. Swift was lower in cost because they did not include the required serial communication capabilities.

We further recommend that the five-year stationary batteries, racks, and stationary float battery chargers purchase alliance for Saft America, Incorporated care of HV Sales Company, Incorporated to be approved by the MLGW Board of Commissioners in the not-to-exceed amount of \$2,500,000.00. The Stationary Batteries, Racks, and Stationary Float Battery Chargers Alliance Forecast is attached for reference. This figure includes the cost of all Stationary Batteries, Racks, and Stationary Float Battery Chargers projected to be purchased over the five-year term of the alliance, a 25% margin to cover the escalation of the purchase price from years two through five and any unforeseen contingencies. We also request that each release on the alliance be covered by a separate Purchase Order. Please include the two (2) optional single-year renewable terms in the contract duration.

Please contact me at 901-528-4562 if you need further information.

Total Evaluated Cost - Battery and Charger Alliance 2025																			
Bidder	Contact	Item 1	Item 2	Item 3	Item 4	Item 5	Item 6	Item 7	Item 8	Item 9	Item 10	Item 11	Item 12	Item 13	Item 14	Item 15	Item 16	Item 17	TOTAL
AC & DC Power Technologies	Marlene Mccartha	\$ 99,156.49	\$ 58,537.59	\$ 58,776.94	\$ 59,283.12	\$ 87,252.09	\$ 28,632.74	\$ 30,194.01	\$ 12,203.95	\$ 12,203.95	\$ 202.96	\$ 308.69	\$ 441.79	\$ 472.00	\$ 650.42	\$ 927.95	\$ 1,363.14	\$ 1,557.60	\$ 452,165.43
ALCAD	Ryan Oldham	\$ 95,281.03	\$ 56,724.07	\$ 56,941.40	\$ 57,401.00	\$ 84,471.96	\$ 27,699.10	\$ 29,233.01	\$ 11,081.07	\$ 11,081.07	\$ 182.75	\$ 277.95	\$ 397.80	\$ 425.00	\$ 585.65	\$ 835.55	\$ 1,227.40	\$ 1,403.35	\$ 435,249.16
Brighter Days & Nites	Sallie Chanel	\$ 109,036.90	\$ 65,884.38	\$ 66,107.16	\$ 66,578.28	\$ 97,956.93	\$ 32,077.64	\$ 33,901.91	\$ 11,358.79	\$ 11,358.79	\$ 220.39	\$ 335.20	\$ 497.73	\$ 512.53	\$ 706.27	\$ 1,007.64	\$ 1,480.19	\$ 1,692.38	\$ 500,713.11
Saft America	Jason Simon	\$ 90,962.12	\$ 54,326.53	\$ 54,529.37	\$ 54,958.33	\$ 80,873.65	\$ 26,511.43	\$ 27,988.14	\$ 10,342.33	\$ 10,342.33	\$ 172.00	\$ 261.60	\$ 374.40	\$ 400.00	\$ 551.20	\$ 786.40	\$ 1,155.20	\$ 1,320.80	\$ 415,855.83
Swift Industrial Power	Nathan Jones	\$ 61,472.00	\$ 53,151.00	\$ 55,909.00	\$ 52,399.00	\$ 59,344.00	\$ 28,294.00	\$ 32,099.00	\$ 8,969.00	\$ 8,969.00	\$ 514.00	\$ 652.00	\$ 825.00	\$ 864.00	\$ 1,096.00	\$ 1,457.00	\$ 1,654.00	\$ 2,277.00	\$ 369,945.00
Battery sets									Chargers			Cells							

Bidder	Contact	
Swift Industrial Power	Daniel Guy	Items 1-7 fiber plates - <u>do not meet our specification</u> of sintered-type nickel hydroxide positive plates
		Note, Items 8 and 9, the chargers, are lower in cost because they do not include the serial communication.

Battery and Charger (5) Year Alliance Forecast 2025

Line	Mfr	Description	Price	Qty	Total	Notes
1	Saft	130 Vdc, 280 Ahr	\$ 90,962.12	5	\$ 454,810.60	(4) Saft Racks EQM2S-7
2	Saft	130 Vdc, 190 Ahr	\$ 54,326.53	2	\$ 108,653.06	(2) Saft Racks RMDTSR-10EQ
3	Saft	130 Vdc, 190 Ahr	\$ 54,529.37	2	\$ 109,058.74	(1) Saft Rack RMDTDR-7EQ
4	Saft	130 Vdc, 190 Ahr	\$ 54,958.33	6	\$ 329,749.98	(1) Saft Rack RM3S-14EQ
5	Saft	130 Vdc, 280 Ahr	\$ 80,873.65	6	\$ 485,241.90	(2) Saft Racks RM3S-9EQ
6	Saft	130 Vdc, 80 Ahr	\$ 26,511.43	2	\$ 53,022.86	(1) Saft Rack EQ2ULSL002022501
7	Saft	130 Vdc, 190 Ahr	\$ 27,988.14	2	\$ 55,976.28	(1) Saft Rack EQ-E-SGX 3-1350-2 Special
8	Saft	Charger 130 Vdc, 40 A, 208 Vac	\$ 10,342.33	10	\$ 103,423.30	208 Vac
9	Saft	Charger 130 Vdc, 40 A, 240 Vac	\$ 10,342.33	15	\$ 155,134.95	240 Vac
10	Saft	Saft Cell SPH 24	\$ 172.00	3	\$ 516.00	Single Cell
11	Saft	Saft Cell SPH 52	\$ 261.60	3	\$ 784.80	Single Cell
12	Saft	Saft Cell SPH 80	\$ 374.40	3	\$ 1,123.20	Single Cell
13	Saft	Saft Cell SPH 90	\$ 400.00	3	\$ 1,200.00	Single Cell
14	Saft	Saft Cell SPH 130	\$ 551.20	3	\$ 1,653.60	Single Cell
15	Saft	Saft Cell SPH 190	\$ 786.40	6	\$ 4,718.40	Single Cell
16	Saft	Saft Cell SPH 280	\$ 1,155.20	3	\$ 3,465.60	Single Cell
17	Saft	Saft Cell SPH 320	\$ 1,320.80	1	\$ 1,320.80	Single Cell

SUBTOTAL: \$ 1,869,854.07

25% Margin escalation: \$ 467,463.52

TOTAL: \$ 2,337,317.59

TOTAL Rounded: \$2,500,000.00

25% Margin is added for escalation of the purchase price as well as unforeseen failures and contingencies not accounted for in the above quantities.

This forecast is based upon our present best knowledge and is intended solely for the purpose of arriving at a total amount of award. MLGW reserves the right to administer the alliance in a manner which best serves our customers as a whole, and may include the following manufacturer-specific criteria in determining any award: reserved production slots, experience with transformers of specific ratings and capacity, type test data, field & test failure data, and cost.

AWARD RECOMMENDATION

To: Michael Waldrop

From: Procurement Contracts Specialist II: Annie Mathis

Date: 7/25/2025

Requisition #: 5141871

Bid on: Batteries, Racks, and Chargers

Attached are bid(s) for items requisitioned by your department. Please complete the applicable portions of this form in order that proper presentation and recommendations may be made. Please return this form to the Procurement Specialist as soon as possible.

1. PROCUREMENT COMMENTS:

2. RECOMMENDATION:

A. Which bid(s) do you recommend? We recommend the proposal submitted by Saft America, Inc.

B. Does this meet specifications as per your request and/or as advertised?

YES ☒
NO ☐

If No, is the variance considered: MINOR ☐ or MAJOR ☐

Explain:

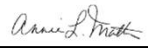
C. Is the recommendation the lowest bid received? YES ☒ NO ☐

If no, list the bids that are low; but which you believe **DO NOT** meet specifications and list reasons why each does not meet specifications. Please attach a memo of explanation to this form, if necessary. If recommendation is based on local bidding preference, supplier diversity policy application, or earliest delivery based on need, please include in your recommendation.

The award recommendation of Saft America arises from Saft being the lowest cost bidder that also met all of the MLGW Specifications.

(attach an additional sheet if further comment or explanation is required)

PRINT NAME Michael Waldrop
Area Supervisor or designee

SIGNATURE 
Procurement Contracts Specialist II

SIGNATURE 

DATE 7/31/2025

DATE 7/25/2025

PHONE 901-528-4562

3. PROCUREMENT ACTION/RECOMMENDATION(S): (Purchasing to complete)

This award complies with all applicable laws and policies.

RESOLUTION SUMMARY

1. **Short Title Description** – Fiber Optic Material
2. **Requested Funding** – \$352,945.00
3. **Award Duration** – One-Time Purchase
4. **Type of Bid** – Sealed Bid
5. **Awarded To** – ATG Supply, LLC
6. **Plain Language Description** – To procure the fiber optic materials listed below, in the specified quantities. The fiber optic material supports data communication between substations and offices. The fiber optic cable is mounted along distribution poles. Dead-ends and wedge dead-ends secure the cable at endpoint poles and turns, while trunnions are used for mounting on all midpoint poles in cable runs.
 1. Cable, fiber optic 192 fiber A.D.S.S., polyethylene jacketed
Quantity: 60,000 Ft.
 2. Cable, fiber optic 48 fiber, A.D.S.S., polyethylene jacketed
Quantity: 90,000 Ft.
 3. Trunnion, tangent support 48 A.D.S.S., fiber optic cable
Quantity: 300 Ft.
 4. Trunnion, single tangent support 192, A.D.S.S., fiber optic cable
Quantity: 300 Ft.
 5. Dead-end, wedge, A.D.S.S., 48 fiber, fiber optic cable
Quantity: 200 Ft.
 6. Dead-end, wedge, A.D.S.S., 192 fiber, fiber optic cable
Quantity: 200 Ft.
 7. Dead-end, A.D.S.S., 192 fiber, fiber optic cable

Quantity: 100 Ft.

8. Dead-end, A.D.S.S., 48 fiber, fiber optic cable

Quantity: 100 Ft.

7. **Impact** – Procuring the necessary fiber optic cable material is essential to avoid work order delays and ensure all project deadlines are met.

ADSS Fiber Cable (48 & 192 count)



Wedge Dead-ends



Single Trunnions



Dead-ends



EXCERPT
from
MINUTES OF MEETING
of
BOARD OF LIGHT, GAS AND WATER COMMISSIONERS
CITY OF MEMPHIS
held
September 17, 2025

The Manager of Procurement and Contracts recommends to the Board of Light, Gas and Water Commissioners that it awards a purchase order for fiber optic material to ATG Supply, LLC in the amount of \$352,945.00.

A purchase order will be issued for eight different types of fiber optic material. These materials will be used to establish or maintain data communication links between substations and offices. Procuring the necessary fiber optic cable material is essential to avoid work order delays and ensure all project deadlines are met.

Bids were opened on July 23, 2025. Notice to Bidders was advertised. Fifteen bids were solicited, and six bids were received with the best complying and most responsive bidder in accordance with MLGW's Local Bidding Preference policy, being the firm of ATG Supply, LLC. This award complies with all applicable laws and policies.

The 2025 budgeted amount for Telecommunication Network – Telecommunications Engineering is \$12,134,000.00; the amount spent year-to-date is \$247,087.00; leaving a balance available of \$11,886,913.00; of which \$73,345.00 will be spent on this purchase in 2025; leaving a balance available of \$11,813,568.00 after award; \$279,600.00 will be spent in subsequent budget year as approved; and

NOW THEREFORE BE IT RESOLVED BY the Board of Light, Gas and Water Commissioners:

THAT, subject to the consent and approval of the Council of the City of Memphis,

awards a purchase order to ATG Supply, LLC is approved for furnishing:

60,000 ft., Approximately – Cable fiber optic 192 fiber A.D.S.S;

90,000 ft., Approximately – Cable fiber optic 48 fiber A.D.S.S;

300 Ea. – Trunnion, tangent support 48 A.D.S.S. fiber optic cable;

300 Ea. – Trunnion, single tangent support 192 A.D.S.S. fiber optic cable;

200 Ea. – Dead-end, wedge, A.D.S.S. 48 fiber optic cable;

200 Ea. – Dead-end, wedge, A.D.S.S. 192 fiber optic cable;

100 Ea. – Dead-end, A.D.S.S. 192 fiber optic cable;

100 Ea. – Dead-end, A.D.S.S. 48 fiber optic cable;

Totaling \$352,945.00; f.o.b. Memphis, Tennessee, our dock; transportation prepaid; said prices being firm; delivery in 2-16 weeks, terms net 15 days.

RESOLUTION

WHEREAS, the Board of Light, Gas and Water Commissioners in their meeting of September 17, 2025 approved the purchase of fiber optic material and is now recommending to the Council of the City of Memphis that it approves said purchase; and

WHEREAS, a purchase order will be issued for eight different types of fiber optic material. These materials will be used to establish or maintain data communication links between substations and offices. Procuring the necessary fiber optic cable material is essential to avoid work order delays and ensure all project deadlines are met; and

WHEREAS, bids were opened on July 23, 2025. Notice to Bidders was advertised. Fifteen bids were solicited, and six bids were received with the best complying and most responsive bidder in accordance with MLGW's Local Bidding Preference policy, being the firm of ATG Supply, LLC. This award complies with all applicable laws and policies; and

NOW, THEREFORE BE IT RESOLVED by the Council of the City of Memphis that there be and is hereby approved the purchase of fiber optic material from ATG Supply, LLC in the amount of \$73,345.00 chargeable to the MLGW 2025 fiscal year budget and the remaining balance of \$279,600.00 chargeable to subsequent budget year as approved.

BOARD RESOLUTION TRANSMITTAL

Expenditure Org Executive: Quinton Clark
 Procurement Contracts Specialist: Lucy Vick-Watson

Board Meeting Date: 9/17/2025
 Requisition Number: 5142151
 Purchase Commodity: Fiber Optic Material
 Other (Non-Procurement Items): _____

Responsible Group (Requesting Area/ Contact Person) (Telephone number/email address)	Telecommunications Engineering / Sam Kahel / 901-528-4653 / Hkahel@mlgw.org	
Scope: Contract _____ Purchase <u>X</u> _____ Other _____	A purchase order will be issued to procure fiber optic material.	
Explanation of Action. (Contract/Purchase invoice payments, land purchase, dues, other)	To purchase fiber cables and mounting accessories.	
Where will the work take place? (MLGW facility or jobsite, etc.)	The fiber optic material will be installed in MLGW's infrastructure within Shelby County, Tennessee.	
Why the need exists? (Contract/Purchase invoice payments, land purchase, dues, other)	To support communication between substations and offices, and to fulfill incoming work orders, a supply of fiber optic material is required.	
Are there any anticipated vendor issues? (If so, please explain)	No	
Are there any contract services, labor or IBEW issues? If yes, has cost comparison been provided to IBEW? Date Provided?	No	
Is there a Budget deficit? If yes, please explain why. Identify in the Budget section below the area, charge code and amount which will absorb the shortfall.	No	
If applicable, how was the recommendation determined? (Bid, RFQ or RFP) RFQ		

BUDGET:

Amount Requested

2025 Budget*

Amount Spent Year-to-Date

2025 Budget Balance Available

Budget Balance After Award

	Total	In 2025 Budget Year	After Budget Year
\$	352,945.00	\$ 73,345.00	\$ 279,600.00
\$	12,134,000.00		
\$	247,087.00	\$ 11,886,913.00	
		\$ 11,813,568.00	

*Please indicate category (O&M or Capital).

☐ O&M☒ Capital

Project Telecommunication Network
Expenditure Organization 0562120 Telecommunications Engineering
Expenditure Type eAM Outside Purchases
Task WO1302022

Comments:

Expenditure Type	Budget	Actual	Available
	\$ -	\$ -	\$ -
	\$ -	\$ -	\$ -
			\$ -

APPROVED:

Ronda Craft

Budget & Financial Planning

08.08.2025

Date

Rev. 11/01/2018

BID ON FIBER OPTIC MATERIAL														
FOR BOARD MEETING OF SEPTEMBER 17, 2025		BIDS OPENED ON JULY 23, 2025												
		BASE UNIT: FOOT AND EACH												
BIDDERS	ITEM	Line 1	Line 2	Line 3	Line 4	Line 5	Line 6	Line 7	Line 8	Total	Local Bidding Preference	Local Bidding Presence	Terms	Delivery
	QUANTITY	60,000	90,000	300	300	200	200	100	100					
	DESCRIPTION	CABLE FIBER OPTIC 192 FIBER A.D.S.S.	CABLE FIBER OPTIC 48 FIBER A.D.S.S.	TRUNNION,TANGENT SUPPORT 48 A.D.S.S. FIBER OPTIC,CABLE	TRUNNION, SINGLE TANGENT SUPPORT 192 A.D.S.S. FIBER OPTIC CABLE	DEAD-END, WEDGE, A.D.S.S. 48 FIBER, FIBER OPTIC CABLE	DEAD-END, WEDGE, A.D.S.S. 192 FIBER, FIBER OPTIC CABLE	DEAD-END, A.D.S.S. 192 FIBER, FIBER OPTIC CABLE	DEAD-END,A.D.S.S. 48 FIBER, FIBER OPTIC CABLE					
COMPLYING BIDDERS														
Stuart C Irby Company Jackson, TN		\$2.02	\$1.71	\$31.78	\$31.78	\$110.49	\$94.03	\$51.76	\$70.15	\$347,263.00	N/A	N/A	Net 30	14-16 Weeks
ATG Supply LLC Memphis, TN		\$2.05	\$1.74	\$32.26	\$32.26	\$112.62	\$95.45	\$52.54	\$71.21	\$352,945.00	\$335,297.75	N/A	Net 15	2-16 Weeks
Engineered Sealing Components LLC Memphis, TN		\$2.07	\$1.76	\$32.78	\$32.78	\$113.94	\$97.03	\$54.76	\$73.15	\$357,253.00	\$339,390.35	N/A	Net 30	4-16 Weeks
Brighter Days and Nites Memphis, TN		\$2.08	\$1.76	\$32.69	\$32.69	\$114.11	\$96.72	\$53.24	\$72.15	\$357,519.00	\$339,643.05	N/A	Net 15	2-16 Weeks
Gresco Utility Supply, Inc Nashville, TN		\$2.19	\$1.86	\$32.83	\$32.83	\$114.00	\$97.10	\$53.45	\$72.45	\$373,308.00	N/A	N/A	Net 30	14-16 Weeks
Wesco Distribution Inc Memphis, TN		\$2.24	\$1.91	\$33.56	\$33.56	\$116.63	\$99.26	\$54.65	\$74.05	\$382,484.00	N/A	N/A	Net 30	2-16 Weeks
RECOMMEND AWARD AS FOLLOWS: ATG Supply, LLC.....										\$352,945.00				
Awarded in accordance with MLGW's Local Bidding Preference Policy.														

Fiber Quote Comparison

	Local	Local	Local			
Item	ATG Supply	Brighter Days	Engineered Sealing	Gresco Utility Supply	Stuart C Irby	Wesco Distribution
192 Cable	\$ 123,000.00	\$ 124,800.00	\$ 124,200.00	\$ 131,400.00	\$ 121,200.00	\$ 134,400.00
48 Cable	\$ 156,600.00	\$ 158,400.00	\$ 158,400.00	\$ 167,400.00	\$ 153,900.00	\$ 171,900.00
48 Trunnion	\$ 9,678.00	\$ 9,807.00	\$ 9,834.00	\$ 9,849.00	\$ 9,534.00	\$ 10,068.00
192 Trunnion	\$ 9,678.00	\$ 9,807.00	\$ 9,834.00	\$ 9,849.00	\$ 9,534.00	\$ 10,068.00
48 wedge deadend	\$ 22,524.00	\$ 22,822.00	\$ 22,788.00	\$ 22,800.00	\$ 22,098.00	\$ 23,326.00
192 wedge deadend	\$ 19,090.00	\$ 19,344.00	\$ 19,406.00	\$ 19,420.00	\$ 18,806.00	\$ 19,852.00
192 deadend	\$ 5,254.00	\$ 5,324.00	\$ 5,476.00	\$ 5,345.00	\$ 5,176.00	\$ 5,465.00
48 deadend	\$ 7,121.00	\$ 7,215.00	\$ 7,315.00	\$ 7,245.00	\$ 7,015.00	\$ 7,405.00
Total	\$ 352,945.00	\$ 357,519.00	\$ 357,253.00	\$ 373,308.00	\$ 347,263.00	\$ 382,484.00
Local Bid Preference (5%)	\$ 335,297.75	\$ 339,643.05	\$ 339,390.35	N/A	N/A	N/A
Percentage Above Lowest	0.00%	1.29%	1.21%	10.73%	4%	13.15%

INTERDEPARTMENTAL MEMORANDUM



TO: Lucy Vick-Watson

FROM: Kolton Blann

DATE: September 4, 2025

SUBJECT: Recommendation for Bid Quotation # 1800374

Purchase Item: Fiber Optic Material

Selection Telecom Engineering area recommends purchasing Fiber Optic Material from ATG Supply LLC at a total cost of \$352,945.00 (Quote # 2210604).

Fiber Optic Material Bid Quotation # 1800374 Analysis/Selection						
Company Name			ATG Supply LLC		Stuart C Irby Company	
BID #			2210604		2210630	
Line #	Line Details	QTY	Bid Price	Ext Price	Bid Price	Ext Price
1	CABLE FIBER OPTIC 192 FIBER A.D.S.S. ; CABLE POLYETHYLENE JACKETED (INNER AND OUTER), ALL-DIELECTRIC SELF-SUPPORTING (ADSS), 192 FIBERS IN 8 TUBES, SINGLE-MODE CABLE SHALL BE IN COMPLIANCE WITH IEEE 1222 STANDARD FOR ADSS CABLE.	60000	\$2.05	\$123,000.00	\$2.02	\$121,200.00
2	CABLE FIBER OPTIC 48 FIBER A.D.S.S. ; CABLE, POLYETHYLENE JACKETED (INTER AND OUTER), ALL DIELECTRIC SELF SUPPORTING-A.D.S.S., 48 FIBERS IN 4 TUBES, SINGLE-MODE CABLE, CORNING 28 ULTRA OPTICAL FIBER, SHALL BE IN FULL COMPLIANCE WITH IEEE P-1222 STANDARDFOR ADSS CABLE.	90000	\$1.74	\$156,600.00	\$1.71	\$153,900.00
3	TRUNNION,TANGENT SUPPORT 48 ADSS FIBER OPTIC,CABLE ; TRUNION, TANGENT SUPPORT FOR A.D.S.S. FIBER OPTIC CABLE DIAMETER 0.559 INCHES.	300	\$32.26	\$9,678.00	\$31.78	\$9,534.00
4	TRUNNION, SINGLE TANGENT SUPPORT 192 ADSS FIBER OPTIC CABLE ; TRUNNION, TANGENT SUPPORT, FOR SINGLE 192 FIBER A.D.S.S. FIBER OPTIC CABLE DIAMETER 0.650 INCHES.	300	\$32.26	\$9,678.00	\$31.78	\$9,534.00
5	DEAD-END, WEDGE, A.D.S.S. 48 FIBER, FIBER OPTIC CABLE ; DEADEND, MECHANICAL WEDGE TYPE, 16 INCH LENGTH, FOR 48 ADSS FIBER OPTIC, INCLUDES SIDE PLATES, SPACERS, SELF-LOCKING HEX BOLTS, AND RETAINERS.	200	\$112.62	\$22,524.00	\$110.49	\$22,098.00
6	DEAD-END, WEDGE, A.D.S.S. 192 FIBER, FIBER OPTIC CABLE ; DEADEND, MECHANICAL WEDGE TYPE, 16 INCH LENGTH, FOR 192 ADSS FIBER OPTIC, INCLUDES SIDE PLATES, SPACERS, SELF-LOCKING HEX BOLTS, AND RETAINERS.	200	\$95.45	\$19,090.00	\$94.03	\$18,806.00
7	DEAD-END, A.D.S.S. 192 FIBER, FIBER OPTIC CABLE ; DEAD-END, FORMED WIRE ASSEMBLY, FOR 192 FIBER A.D.S.S. FIBER OPTIC CABLE, INCLUDES A THIMBLE CLEVIS, EXTENSION LINK, AND A 0.625 INCH TAPERED EYE NUT.	100	\$52.54	\$5,254.00	\$51.76	\$5,176.00
8	DEAD-END,A.D.S.S. 48 FIBER,FIBER OPTIC CABLE ; DEAD-END, FORMED WIRE ASSEMBLY FOR 48 FIBER A.D.S.S. FIBER OPTIC CABLE, INCLUDING A THIMBLE CLEVIS, 14 INCH EXTENSION LINK, AND A 0.625 INCH TAPED EYE NUT.	100	\$71.21	\$7,121.00	\$70.15	\$7,015.00
			Total	\$352,945.000	Total	\$347,263.00
			Local Bid Preference (5%)	\$335,297.75		N/A
Percentage Comparison with Lowest Bid			0.00%		3.51%	

Approved:

Kolton Blann
Kolton Blann
Telecommunications Engineering

AWARD RECOMMENDATION

To: Kolton Blann

From: **Procurement Contracts Specialist I:** Lucy Vick-Watson

Date: 8/7/2025

Requisition #: 5142151 Bid on: Fiber Optic Material

Attached are bid(s) for items requisitioned by your department. Please complete the applicable portions of this form in order that proper presentation and recommendations may be made. Please return this form to the Procurement Specialist as soon as possible.

1. PROCUREMENT COMMENTS:

2. RECOMMENDATION:

A. Which bid(s) do you recommend? ATG Supply, LLC

B. Does this meet specifications as per your request and/or as advertised?

YES ☒
NO ☐

If No, is the variance considered: MINOR ☐ or MAJOR ☐

Explain:

C. Is the recommendation the lowest bid received? YES ☐ NO ☒

If no, list the bids that are low; but which you believe **DO NOT** meet specifications and list reasons why each does not meet specifications. Please attach a memo of explanation to this form, if necessary. If recommendation is based on local bidding preference or earliest delivery based on need, please include in your recommendation.

The award is being made in accordance with MLGW's Local Bidding Preference policy.

(attach an additional sheet if further comment or explanation is required)

PRINT NAME Kolton Blann
Area Supervisor or designee

SIGNATURE Lucy Vick-Watson
Procurement Contracts Specialist I

SIGNATURE *Kolton Blann*

DATE 8/7/2025

DATE 8/7/2025

PHONE 901-528-4653

3. PROCUREMENT ACTION/RECOMMENDATION(S): (Purchasing to complete)

This award complies with all applicable laws and policies.

Revised 6/23/2025

RESOLUTION SUMMARY

- 1. Short Title Description – Contract No. 12562 - In-Service Wood Pole Truss Restoration System**
- 2. Requested Funding – \$7,006,398.86 (\$6,672,760.82 plus \$333,638.04 in contingency)**
- 3. Award Duration – Two (2) years with an option of three (3) annual renewals from the date of the Notice to Proceed**
- 4. Type of Bid – Sealed Bid**
- 5. Awarded To – Osmose Utilities Services, Inc.**
- 6. Plain Language Description – This contract is to have Osmose Utilities Services, Inc., install steel trusses and apply chemical treatment to wood distribution poles within MLGW's electric distribution infrastructure.**
- 7. Impact – As wood poles age and become deteriorated, the likelihood of them failing increases which can reduce reliability and cause outages. Trussing and treating wood poles will extend the life of the pole which will reduce potential outages and is a more cost-effective measure compared to replacement of the pole.**

EXCERPT
from
MINUTES OF MEETING
of
BOARD OF LIGHT, GAS AND WATER COMMISSIONERS
CITY OF MEMPHIS
held
September 17, 2025

The Manager of Procurement and Contracts recommends to the Board of Light, Gas and Water Commissioners that it awards Contract No. 12562, In-Service Wood Pole Truss Restoration System to Osmose, Inc. Utility Services in the funded amount of \$7,006,398.86.

The project scope is to provide pole reinforcing and restoration required for the evaluation, internal treatment and reinforcing of the MLGW's poles as identified.

The Notice to Bidders was advertised using MLGW's Online Bid Notification System and the Memphis Daily News on July 25, 2025. MLGW solicited 11 bidders and received three (3) bids on August 19, 2025. The lowest and best bid received was from Osmose Utility Services, Inc. in the funded amount of \$6,672,760.82. MLGW is requesting contingency funds in the amount of \$333,638.04 for any unforeseen additional poles or emergencies hours requested on the electric system to support system reliability and resiliency projects. The total funded amount for the award is \$7,006,398.86. The term of this contract is two (2) years with an option of three (3) annual renewals from the date of the Notice to Proceed. This award complies with all applicable laws and policies.

NOW THEREFORE BE IT RESOLVED BY the Board of Light, Gas and Water Commissioners:

THAT, Subject to the consent and approval of the Council of the City of Memphis, the award of Contract No. 12562, In-Service Wood Pole Truss Restoration System to Osmose Utility Services, Inc. in the funded amount of \$7,006,398.86, as outlined in the foregoing preamble, is approved and further,

THAT, the President, or his designated representative is authorized to execute the Award.

RESOLUTION

WHEREAS, the Board of Light, Gas and Water Commissioners in their meeting September 17, 2025 awarded Contract No. 12562, In-Service Wood Pole Truss Restoration System to Osmose Utility Services, Inc. in the funded amount of \$7,006,398.86, and is now recommending to the Council of the City of Memphis that it approves said award as approved; and

WHEREAS, the project scope is to provide pole reinforcing and restoration required for the evaluation, internal treatment and reinforcing of the MLGW's poles as identified; and

WHEREAS, the Notice to Bidders was advertised using MLGW's Online Bid Notification System and the Memphis Daily News on July 25, 2025. MLGW solicited 11 bidders and received three (3) bids on August 19, 2025. The lowest and best bid received was from Osmose Utility Services, Inc. in the funded amount of \$6,672,760.82. MLGW is requesting contingency funds in the amount of \$333,638.04 for any unforeseen additional poles or emergencies hours requested on the electric system to support system reliability and resiliency projects. The total funded amount for the award is \$7,006,398.86. The term of this contract is two (2) years with an option of three (3) annual renewals from the date of the Notice to Proceed. This award complies with all applicable laws and policies; and

NOW THEREFORE BE IT RESOLVED by the Council of the City of Memphis, that there be and is hereby approved an award of Contract No. 12562, In-Service Wood Pole Truss Restoration System to Osmose Utility Services, Inc. in the funded amount of \$7,006,398.86 as approved.

MEMPHIS LIGHT, GAS & WATER DIVISION INTERDEPARTMENTAL

TO: Board of Commissioners

DATE: 9/17/2025

FROM: Randy Orsby - Manager of Procurement and Contracts

SUBJECT: Contract No. 12562, In-Service Wood Pole Truss Restoration System

The Contracts Management Department, with an outline of work to be provided by the Electric Distribution System Engineering Department, solicited bids to provide pole reinforcing and restoration required for the evaluation, internal treatment and reinforcing of the MLGW's poles as identified.

The Notice to Bidders was advertised using MLGW's Online Bid Notification System and the Memphis Daily News on July 25, 2025. MLGW solicited 11 bidders and received three (3) bids on August 19, 2025. The lowest and best bid received was from Osmose Utility Services, Inc. in the funded amount of \$6,672,760.82. MLGW is requesting contingency funds in the amount of \$333,638.04 for any unforeseen additional poles or emergencies hours requested on the electric system to support system reliability and resiliency projects. The total funded amount for the award is \$7,006,398.86. The term of this contract is two (2) years with an option of three (3) annual renewals from the date of the Notice to Proceed. This award complies with all applicable laws and policies.

Bidders	Bid Amount without Local Bidding Preference/Presence	Local Bidding Preference/Presence Calculation	Comments
Osmose Utility Services, Inc. 191 Peachtree Street NE, 5 th Floor Atlanta, GA 30303	\$6,672,760.82 (plus \$333,638.04 contingency funds)	N/A	The Contractor did not provide documentation to be considered for the Local Bidding Preference or the Local Bidding Presence.
PAR Western Line Contractors LLC, dba QUES 11789 Borman Dr. St. Louis, MO Memphis, TN 38118	\$7,177,271.28	N/A	The Contractor did not provide documentation to be considered for the Local Bidding Preference or the Local Bidding Presence.
Davey Resource Group, Inc. 295 S. Water Street, Suite 300 Kent, OH 44240	\$7,765,694.41	N/A	The Contractor did not provide documentation to be considered for the Local Bidding Preference or the Local Bidding Presence.

MLGW through its evaluation and selection process recommends the award of Contract No. 12562, In-Service Wood Pole Truss Restoration System to Osmose Utility Services, Inc. in the funded amount of \$7,006,398.86.

BOARD RESOLUTION TRANSMITTAL

Expenditure Org Executive: Alonzo Weaver Board Meeting Date: 9/17/2025
 Procurement Contracts Specialist: Shanikka Tate Purchase Order/Requisition Number: 12562
 Purchase Commodity: _____
 Other (Non-Procurement Items): _____

Responsible Group (Requesting Area/ Contact Person) (Telephone number/email address)	Reliability & Power Quality - Saif Elkhayyat saif.elkhayyat@mlgw.org 901-277-5345	
Scope: Contract ☒ Purchase _____ Other _____	The project scope is to provide pole reinforcing and restoration required for the evaluation, internal treatment and reinforcing of MLGW's poles as identified.	
Explanation of Action. (Contract/Purchase invoice payments, land purchase, dues, other)	This is an award.	
Where will the work take place? (MLGW facility or jobsite, etc.)	The work will take place throughout MLGW's Electric Distribution System service areas.	
Why the need exists? (Contract/Purchase invoice payments, land purchase, dues, other)	This is a cost effective way to extend the lifespan of wood poles using reinforced steel and internal wood treatments on the Electric Distribution System.	
Are there any anticipated vendor issues? (If so, please explain)	No	
Are there any contract services, labor or IBEW issues? If yes, has cost comparison been provided to IBEW? Date Provided?	No	
Is there a Budget deficit? If yes, please explain why. Identify in the Budget section below the area, charge code and amount which will absorb the shortfall.	No	
If applicable, how was the recommendation determined? (Bid, RFQ or RFP) Sealed Bid		

BUDGET:

Amount Requested

2025 Budget*

Amount Spent Year-to-Date

2025 Budget Balance Available

Budget Balance After Award

	Total	In 2025 Budget Year	After Budget Year
Amount Requested	\$ 7,006,398.86	\$ 1,500,000.00	\$ 5,506,398.86
2025 Budget*	\$ 5,528,800.00		
Amount Spent Year-to-Date	\$ 954,931.22	\$ 4,573,868.78	
Budget Balance After Award		\$ 3,073,868.78	

*Please indicate category (O&M or Capital).

☒ O&M☐ Capital

Project

Expenditure Organization

Expenditure Type

Task

Reliably Pwr Qlty R2024

0560220 Reliability and Power Quality

Outside Svc-Other Professional

Admin Expense

Comments:

Expenditure Type	Budget	Actual	Available
	\$ -	\$ -	\$ -
	\$ -	\$ -	\$ -
			\$ -

APPROVED:

Ronda Croft

Budget & Financial Planning

09.03.2025

Date

Rev. 11/01/2018



September 5, 2025

To: List

Re: Contract No. 12562 IN-SERVICE WOOD POLE TRUSS RESTORATION SYSTEM: Award Notice

On behalf of MLGW, thank you for participating in the recent proposal for the above-mentioned contract.

After deliberation of bids received, a notification of the intent to award recommendation to ***Osmose Utility Services*** has been received in the Contracts Management office.

It should be noted that the above-mentioned contract is not legally effective until both the LGW Board of Commissioners and Memphis City Council approves its minutes. In addition, both the Vendor and MLGW must sign the "Contract Documents". It should also be noted that no oral communications relating to the Contract Documents is effective and binding on the Vendor and MLGW.

Again, we thank you for your interest in doing business with MLGW. Please do not hesitate to contact me via email at state@mlgw.org or by phone at (901) 528-4020 if you have any questions or concerns.

Sincerely,

Shanikka Tate, MA, PSCMC
Procurement Contracts Specialist 3
Memphis Light, Gas and Water Division (MLGW)
state@mlgw.org | 901.528.4020

LIST:

PAR Western Line Contractors LLC, dba QUES Kenny Arington 11789 Borman Dr. St. Louis, Missouri Phone: 770.298.1072 Email: karington@ques.com	Davey Resource Group, Inc. Rex Harris 295 S. Water Street, Suite 300 Kent, Ohio 44240 Phone: 940-782-9072 Email: rex.harris@davey.com	Osmose Utility Services Chad Thorne 191 Peachtree Street NE, 5th Floor Atlanta, GA 30303 Phone: 770-632-6700 Email: chadthorne@osmose.com
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RESOLUTION SUMMARY

- 1. Short title description – Contract No. 12288 – Gas Matrix Utility Landscaping**
- 2. Funded Amount - \$267,411.85**
- 3. Award Duration – Increase (February 14, 2025 through February 13, 2026)**
- 4. Type of Bid – Sealed Bid**
- 5. Awarded to – Enlightenment, Inc. DBA APS Facility Landscaping**
- 6. Plain Language Description – This change order is necessary to address the increase in unplanned special projects in order to complete our base line workload. This change order is to go into effect immediately for this third renewal term that will end February 13, 2026.**
- 7. Impact – To reduce claims filed against MLGW for unfinished customer work that involves property restoration, and to maintain customer satisfaction when MLGW gas crews are working within the utility easement that is next to private property.**

EXCERPT
from
MINUTES OF MEETING
of
BOARD OF LIGHT, GAS AND WATER COMMISSIONERS
CITY OF MEMPHIS
held
September 17, 2025

The Manager of Procurement and Contracts recommends to the Board of Light, Gas and Water Commissioners the approval of Increase (*Change No. 4*) to Contract No. 12288, Gas Matrix Utility Landscaping with Enlightenment, Inc. dba APS Facility Maintenance, to increase the current contract in the funded amount of \$267,411.85.

The project scope is to supply supplemental landscaping services to MLGW's Gas Construction and Maintenance crews as required to restore areas disturbed by underground gas utility construction. This includes pumping water and back-filling excavations, performing finish grading, sodding, or seeding to match the existing landscape, removing sod and brush from gas meter locations, as well as removal and installation of ornamental bushes and small trees. The contract award was based on the lowest and best bid using the Sealed Bid process.

This change is to increase the contract value in the amount of \$267,411.85 to cover unplanned emergency projects, more intensive yard repairs associated with Steel Tap Replacement Projects and a larger scope for restoration tickets. The term of the contract will remain through February 13, 2026. This change complies with all applicable laws and policies. The new contract value will be \$1,873,157.29.

NOW THEREFORE BE IT RESOLVED BY the Board of Light, Gas and Water Commissioners:

THAT, Subject to the consent and approval of the Council of the City of Memphis, the approval of Increase (*Change No. 4*) to Contract No. 12288, Gas Matrix Utility Landscaping with Enlightenment, Inc. dba APS Facility Maintenance to increase the current contract in the funded amount of \$267,411.85, as outlined in the above preamble, is approved; and further

THAT, the President, or his designated representative is authorized to execute the Change.

RESOLUTION

WHEREAS, the Board of Light, Gas and Water Commissioners in their meeting of September 17, 2025 approved Increase (*Change No. 4*) to Contract No. 12288, Gas Matrix Utility Landscaping with Enlightenment, Inc. dba APS Facility Maintenance, to increase the current contract in the funded amount of \$267,411.85, and is now recommending to the Council of the City of Memphis that it approves said change as approved; and

WHEREAS, the project scope is to supply supplemental landscaping services to MLGW's Gas Construction and Maintenance crews as required to restore areas disturbed by underground gas utility construction. This includes pumping water and back-filling excavations, performing finish grading, sodding, or seeding to match the existing landscape, removing sod and brush from gas meter locations, as well as removal and installation of ornamental bushes and small trees. The contract award was based on the lowest and best bid using the Sealed Bid process; and

WHEREAS, this change is to increase the contract value in the amount of \$267,411.85 to cover unplanned emergency projects, more intensive yard repairs associated with Steel Tap Replacement Projects and a larger scope for restoration tickets. The term of the contract will remain through February 13, 2026. This change complies with all applicable laws and policies. The new contract value will be \$1,873,157.29; and

NOW THEREFORE BE IT RESOLVED BY THE Council of the City of Memphis, that there be and is hereby approved Increase (*Change No. 4*) to Contract No. 12288, Gas Matrix Utility Landscaping with Enlightenment, Inc. dba APS Facility Maintenance, to change the current contract in the funded amount of \$267,411.85 as approved.

BOARD RESOLUTION TRANSMITTAL

Expenditure Org Executive: Chandrika Rosser
 Specialist: TaShay Yates

Board Meeting Date: 9/17/2025
 Contract Number: 12288
 Purchase Commodity: _____
 Other (Non-Procurement Items): _____

Responsible Group (Requesting Area/ Contact Person) (Telephone number/email address)	570211 - Gas Transmission - Bryan Smeltser - 901-320-1573 - rsmeltser@mlgw.org	
Scope: Contract ☒ X	The project scope is to supply supplemental landscaping services to MLGW's Gas Construction and Maintenance crews as required to restore areas disturbed by underground gas utility construction. This includes pumping water and backfilling excavations, perform finished grading, sodding, or seeding to match the existing landscape, removing sod and brush from gas meter locations, as well as removal and installation of ornamental bushes and small trees.	
Purchase		
Other		
Explanation of Action. (Contract/Purchase invoice payments, land purchase, dues, other)	This change order is necessary to address the increase experienced by unplanned special projects so we can complete our base line workload. The term of the contract will remain February 14, 2025 through February 13, 2026.	
Where will the work take place? (MLGW facility or jobsite, etc.)	The work will take place throughout Memphis & Shelby County, TN.	
Why the need exists? (Contract/Purchase invoice payments, land purchase, dues, other)	The need exists to supply supplemental landscaping services to MLGW's Construction and Maintenance Gas crews.	
Are there any anticipated vendor issues? (If so, please explain)	No	
Are there any contract services, labor or IBEW issues? If yes, has cost comparison been provided to IBEW? Date Provided?	No	
Is there a Budget deficit? If yes, please explain why. Identify in the Budget section below the area, charge code and amount which will absorb the shortfall.	No	
If applicable, how was the recommendation determined? (Bid or RFP) Sealed Bid		

BUDGET:

Amount Requested

2025 Budget*

Amount Spent Year-to-Date

2025 Budget Balance Available

Budget Balance After Award

Total	In 2025 Budget Year	After Budget Year
\$ 267,411.85	\$ 222,843.20	\$ 44,568.65
\$ 6,400,531.00		
\$ 1,318,149.23	\$ 5,082,381.77	
	\$ 4,859,538.57	

*Please indicate category (O&M or Capital).

☒ O&M☐ Capital

Project

Expenditure Organization

Expenditure Type

Task

Gas Transmsn Svc R2024

0570211 Gas Transmission

Contracted Svc-Other

Admin Expense

Comments:

Expenditure Type	Budget	Actual	Available
	\$ -	\$ -	\$ -
	\$ -	\$ -	\$ -

APPROVED:

Ronda Croft

Budget & Financial Planning

07.25.2025

Date

Rev. 11/01/2018

Contractor: **Enlightenment, Incorporated dba APS Facility**
Maintenance
09.17.2025

Contract Number: 12288

	Actions	Date	Amount
Original Award	Award	8/4/2021	\$398,448.00
Renewal (Change Order No. 1)	This change was to renew the current contract for the first of four (4) annual renewal terms for the period covering February 14, 2023 through February 13, 2024 in the funded amount of \$398,448.00, with no increase in rates from the initial award.	12/21/2022	\$398,448.00
Renewal (Change Order No. 2)	This change was to renew the current contract for the second of four (4) annual renewal terms for the period covering February 14, 2024 through February 13, 2025 in the funded amount of \$398,448.00, with no increase in rates from the previous term.	12/6/2023	\$398,448.00
Ratification and Renewal (Change Order No. 3)	This change was to ratify and renew the current contract for the third of four (4) annual renewal terms for the period covering February 14, 2025 through February 13, 2026 in the amount of \$410,401.44, which reflects a 3% increase in rates from the previous term due to an increase in supply and labor costs.	2/5/2025	\$410,401.44
Current Contract Amount			\$1,605,745.44
Amount Paid to Date as of 9.02.2025			\$1,599,112.00
Current Contract Balance			\$6,633.44

<i>Increase (Change Order No. 4)</i>	<i>This change is to increase the contract value in the amount of \$267,411.85 to cover unplanned emergency projects, more intensive yard repairs associated with Steel Tap Replacement Projects and a larger scope for restoration tickets. The term of the contract will remain through February 13, 2026.</i>	<i>9/17/2025</i>	<i>\$267,411.85</i>
<i>Available Balance</i>			<i>\$274,045.29</i>
<i>Cumulative Contract Value</i>			<i>\$1,873,157.29</i>

CONTRACT CHANGE FORM

MEMPHIS LIGHT, GAS AND WATER DIVISION
CITY OF MEMPHIS
CONTRACT NUMBER 12288

CONTRACT CHANGE NO. 4
DATE OF CHANGE SEPTEMBER 17, 2025
SHEET 1 OF 1

TO: LORENZO MYRICK

ENLIGHTENMENT, INC. DBA APS FACILITY MAINTENANCE

3220 SHELBY DRIVE

MEMPHIS, TN 38118

YOU ARE ADVISED THAT THE MEMPHIS LIGHT, GAS AND WATER DIVISION, CITY OF MEMPHIS, MEMPHIS, TENNESSEE HEREBY AUTHORIZES THE FOLLOWING CHANGE IN REGARD TO THE ABOVE CONTRACT NUMBER. THE CONTRACTOR AGREES TO BE BOUND BY ALL OF THE TERMS AND CONDITIONS OF SAID CONTRACT AND PREVIOUS CHANGES.

THE PROJECT SCOPE IS TO SUPPLY SUPPLEMENTAL LANDSCAPING SERVICES TO MLGW'S GAS CONSTRUCTION AND MAINTENANCE CREWS AS REQUIRED TO RESTORE AREAS DISTURBED BY UNDERGROUND GAS UTILITY CONSTRUCTION. THIS INCLUDES PUMPING WATER AND BACK-FILLING EXCAVATIONS, PERFORMING FINISH GRADING, SODDING, OR SEEDING TO MATCH THE EXISTING LANDSCAPE, REMOVING SOD AND BRUSH FROM GAS METER LOCATIONS, AS WELL AS REMOVAL AND INSTALLATION OF ORNAMENTAL BUSHES AND SMALL TREES. THE CONTRACT AWARD WAS BASED ON THE LOWEST AND BEST BID USING THE SEALED BID PROCESS.

THIS CHANGE IS TO INCREASE THE CONTRACT VALUE IN THE AMOUNT OF \$267,411.85 TO COVER UNPLANNED EMERGENCY PROJECTS, MORE INTENSIVE YARD REPAIRS ASSOCIATED WITH STEEL TAP REPLACEMENT PROJECTS AND A LARGER SCOPE FOR RESTORATION TICKETS. THE TERM OF THE CONTRACT WILL REMAIN THROUGH FEBRUARY 13, 2026. THIS CHANGE COMPLIES WITH ALL APPLICABLE LAWS AND POLICIES. THE NEW CONTRACT VALUE WILL BE \$1,873,156.85.

CHANGE IN CONTRACT PRICE:

Contract Amount	\$ 1,605,745.44
Change Amount	\$ <u>267,411.85</u> - Change No. <u>4</u>
Total Contract Amount	\$ 1,873,157.29

APPROVED BY THE BOARD OF LIGHT, GAS AND WATER COMMISSIONERS

APPROVED BY THE PRESIDENT

DATE

RESOLUTION SUMMARY

- 1. Short Title Description – Contract No. 12568 - (*formerly Contract No. C2569*) - Aerial Patrol of Gas Transmission Right-of-Way**
- 2. Requested Funding – \$140,400.00**
- 3. Award Duration – Ratification and Renewal two (2) of four (4) (August 30, 2025 through August 29,2026)**
- 4. Type of Bid – Sealed Bid**
- 5. Awarded To – Tennessee Helicopter Services, Inc.**
- 6. Plain Language Description – Tennessee Helicopter Services, Inc. is responsible for flying MLGW Gas personnel across approximately 200 miles of natural gas transmission infrastructure in search of encroachment issues, soil erosion, damages, failure points, etc.**
- 7. Impact – This project is necessary for compliance with 49 CFR 192.705, Transmission Lines: Patrolling and for MLGW awareness and response to encroachment onto our natural gas transmission rows.**

EXCERPT
from
MINUTES OF MEETING
of
BOARD OF LIGHT, GAS AND WATER COMMISSIONERS
CITY OF MEMPHIS
held
September 17, 2025

The Manager of Procurement and Contracts recommends to the Board of Light, Gas and Water Commissioners the approval of Ratification and Renewal (*Change No. 3*) to Contract No. 12568 (*formerly Contract No. C2569*), Aerial Patrol Survey Gas Transmission Right of Way with Tennessee Helicopter Services to ratify and renew the current contract in the funded amount of \$140,400.00.

The project scope is to meet MLGW's compliance with 49 CFR192.705 - Transmission lines: Patrolling by performing bi-weekly aerial survey on all Natural Gas Transmission lines. The contract award was based on the lowest and best bid received using the Sealed Bid selection process.

This change is to ratify and renew the current contract for the second of four (4) annual renewal terms for the period covering August 30, 2025 through August 29, 2026 in the amount of \$140,400.00, with no increase in rates from the previous term. This ratification and renewal complies with all applicable laws and policies. The new contract value is \$290,399.99.

NOW THEREFORE BE IT RESOLVED BY the Board of Light, Gas and Water Commissioners:

THAT, Subject to the consent and approval of the Council of the City of Memphis, the approval of Ratification and Renewal (*Change No. 3*) to Contract No. 12568 (*formerly Contract No. C2569*), Aerial Patrol Survey Gas Transmission Right of Way with Tennessee Helicopter Services to ratify and renew the current contract in the funded amount of \$140,000.00, as outlined in the above preamble, is approved; and further,

THAT, the President, or his designated representative is authorized to execute the Ratification and Renewal.

RESOLUTION

WHEREAS, the Board of Light, Gas and Water Commissioners in their meeting of September 17, 2025 approved Ratification and Renewal (*Change No. 3*) to Contract No. 12568, (*formerly Contract No. C2569*), Aerial Patrol Survey Gas Transmission Right of Way with Tennessee Helicopter Services to ratify and renew the current contract in the funded amount of \$140,400.00, and is now recommending to the Council of the City of Memphis that it approves said ratification and renewal as approved; and

WHEREAS, the project scope is to meet MLGW's compliance with 49 CFR192.705 - Transmission lines: Patrolling by performing bi-weekly aerial survey or all Natural Gas Transmission lines. The contract award was based on the lowest and best bid received using the Sealed Bid selection process; and

WHEREAS, this change is to ratify and renew the current contract for the second of four (4) annual renewal terms for the period covering August 30, 2025 through August 29, 2026 in the amount of \$140,000.00, with no increase in rates from the previous term. This ratification and renewal complies with all applicable laws and policies. The new contract value is \$290,399.99; and

NOW THEREFORE BE IT RESOLVED BY THE Council of the City of Memphis, that there be and is hereby approved Ratification and Renewal (*Change No. 3*) to Contract No. 12568, (*formerly Contract No. C2569*), Aerial Patrol Survey Gas Transmission Right of Way with Tennessee Helicopter Services to ratify and renew the current contract in the funded amount of \$140,400.00 as approved.

CONTRACT CHANGE FORM

MEMPHIS LIGHT, GAS AND WATER DIVISION
CITY OF MEMPHIS

CONTRACT CHANGE NO. 3

DATE OF CHANGE SEPTEMBER 17, 2025

CONTRACT NUMBER 12568 (formerly Contract No. C2569)

SHEET 1 OF 2

TO: JIMMY SAIN

TENNESSEE HELICOPTER SERVICES

123 MEADOWBROOK DR.

BOLIVAR, TN 38008

YOU ARE ADVISED THAT THE MEMPHIS LIGHT, GAS AND WATER DIVISION, CITY OF MEMPHIS, MEMPHIS, TENNESSEE HEREBY AUTHORIZES THE FOLLOWING CHANGE IN REGARD TO THE ABOVE CONTRACT NUMBER. THE CONTRACTOR AGREES TO BE BOUND BY ALL OF THE TERMS AND CONDITIONS OF SAID CONTRACT AND PREVIOUS CHANGES.

THE PROJECT SCOPE IS TO MEET MLGW'S COMPLIANCE WITH 49 CFR192.705 - TRANSMISSION LINES: PATROLLING BY PERFORMING BI-WEEKLY AERIAL SURVEY OR ALL NATURAL GAS TRANSMISSION LINES. THE CONTRACT AWARD WAS BASED ON THE LOWEST AND BEST BID RECEIVED USING THE SEALED BID SELECTION PROCESS.

THIS CHANGE IS TO RATIFY AND RENEW THE CURRENT CONTRACT FOR THE SECOND OF FOUR (4) ANNUAL RENEWAL TERMS FOR THE PERIOD COVERING AUGUST 30, 2025 THROUGH AUGUST 29, 2026, IN THE AMOUNT OF \$140,400.00, WITH NO INCREASE IN RATES FROM THE PREVIOUS TERM. THIS RATIFICATION AND RENEWAL COMPLIES WITH ALL APPLICABLE LAWS AND POLICIES. THE NEW CONTRACT VALUE IS \$290,399.99.

CHANGE IN CONTRACT PRICE:

Contract Amount	\$ 149,999.99
Change Amount	\$ <u>140,400.00</u> – <i>Ratification and Renewal (Change No. 3)</i>
Total Contract Amount	\$ 290,399.99

APPROVED BY THE BOARD OF LIGHT, GAS AND WATER COMMISSIONERS

APPROVED BY THE PRESIDENT

DATE

BOARD RESOLUTION TRANSMITTAL

Expenditure Org Executive: Chandrika Winston Board Meeting Date: 9/17/2025
 Procurement Contracts Specialist: Verkisserous Thompson Purchase Order/Requisition Number: 12568 (formerly C2569)
 Purchase Commodity: _____
 Other (Non-Procurement Items): _____

Responsible Group (Requesting Area/ Contact Person) (Telephone number/email address)	0570211 / Gas Transmission / Bryan Smeltser / rsmeltser@mlgw.org / 901-320-1573	
Scope: ☒ Contract ☐ Purchase ☐ Other	The project scope is to meet MLGW's compliance with 49 CFR192.705 - Transmission lines: Patrolling by performing bi-weekly aerial survey or all Natural Gas Transmission lines.	
Explanation of Action. (Contract/Purchase invoice payments, land purchase, dues, other)	This change is to ratify and renew the current contract for the second of four (4) annual renewal terms for the period covering August 30, 2025 through August 29, 2026.	
Where will the work take place? (MLGW facility or jobsite, etc.)	The work will take place throughout Memphis and Shelby County, Tennessee.	
Why the need exists? (Contract/Purchase invoice payments, land purchase, dues, other)	The need exists to maintain compliance with 49 CFR 192.705 – Transmission Lines.	
Are there any anticipated vendor issues? (If so, please explain)	No	
Are there any contract services, labor or IBEW issues? If yes, has cost comparison been provided to IBEW? Date Provided?	No	
Is there a Budget deficit? If yes, please explain why. Identify in the Budget section below the area, charge code and amount which will absorb the shortfall.	No	
If applicable, how was the recommendation determined? (Bid, RFQ or RFP) Sealed Bid		

BUDGET:

Amount Requested

2025 Budget*

Amount Spent Year-to-Date

2025 Budget Balance Available

Budget Balance After Award

	Total	In 2025 Budget Year	After Budget Year
\$	140,400.00	\$ 38,880.00	\$ 101,520.00
\$	6,400,531.00		
\$	1,318,149.23	\$ 5,082,381.77	
		\$ 5,043,501.77	

*Please indicate category (O&M or Capital).

☒ O&M☐ Capital

Project

Expenditure Organization

Expenditure Type

Task

Gas Transmsn Svc R2024

0570211 Gas Transmission

Contracted Svc-Other

Admin Expense

Comments:

Expenditure Type	Budget	Actual	Available
	\$ -	\$ -	\$ -
	\$ -	\$ -	\$ -
			\$ -

APPROVED:

Ronda Croft

Budget & Financial Planning

07.29.2025

Date

Rev. 11/01/2018

TENNESSEE

Helicopter Services, Inc.
123 Meadowbrook Drive
Bolivar, Tennessee 38008

July 17, 2025

M,L,G & W
Mr. Richard Smeltser
P.O. Box 430
Memphis, Tennessee 38101-0430

Dear Mr. Smeltser;

Tennessee Helicopter Services, Inc. appreciates the opportunity to continue as the Aerial Patrol Gas Transmission Right-of-Way provider. We are blessed to have served as the aerial provider for **16 years** providing safe transportation with no incidents. The safety of your employees is always number one. Our aircraft is maintained by the best technicians with the best products. The helicopter is serviced and inspected every 25 hours.

We would like to renew at the same rate as last year with no increase. To continue providing the service, Tennessee Helicopter, Services would be \$1,080.00 per hour. We have enjoyed providing safe aerial transportation and look forward to another successful year of flight. 2nd Renewal Period is 8-30-2025 to 8-29-2026. Second Renewal period is for the requested amount of \$140,400.00

Sincerely,


Jimmy Sain
Pilot and Partner

Signed by:


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7/23/2025

DocuSigned by:


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7/23/2025

Contractor:

Tennessee Helicopter Services, Inc.

9/17/2025

Contract Number: 12568 (formerly Contract No. C2569)

Actions		Date	Amount
Award 08.30.2023			\$112,800.00
Ratification and Renewal (Change No. 1)	This change was to ratify and renew the current contract for the first of four (4) annual renewal terms for the period covering August 30, 2024 through August 29, 2025, in the funded amount of 16,795.92 which reflects a 10.76% increase from the previous term due to increasing jet fuel costs, insurance, and FAA required maintenances.	2/10/2025	\$16,795.92
Amendment (Change No. 2)	This change was to add additional funds to the existing contract for completion of the first renewal term which ends August 30, 2025. The first-year renewal period was initially underfunded due to miscommunication with MLGW management. This request was necessary to maintain compliance with 49 CFR 192.705 – Transmission Lines: Patrolling for MLGW Gas personnel.	6/10/2025	\$20,404.07
Current Contract Amount			\$149,999.99
Amount Paid to Date as of 09.05.2025			\$149,999.99
Current Contract Balance			\$0.00
<i>Ratification and Renewal (Change No. 3)</i>	<i>This change is to ratify and renew the current contract for the second of four (4) annual renewal terms for the period covering August 30, 2025 through August 29, 2026 in the amount of \$140,400.00, with no increase in rates from the previous term.</i>	<i>9/17/2025</i>	<i>\$140,400.00</i>
<i>Available Balance</i>			<i>\$140,400.00</i>
<i>Cumulative Contract Value</i>			<i>\$290,399.99</i>

RESOLUTION SUMMARY

- 1. Short Title Description – Contract No. 12247 – Gas Transmission Rights-of-Way (ROW) Mowing and Tree Trimming**
- 2. Requested Funding – \$0.00**
- 3. Award Duration – Fourth and final annual renewal (August 16, 2025 through August 15, 2026)**
- 4. Type of Bid – Sealed Bid**
- 5. Awarded To – ABC Professional Tree Services, Inc.**
- 6. Plain Language Description – To furnish supervision, labor, transportation and equipment to perform MLGW Gas ROW mowing and tree trimming in Memphis and Shelby County, TN.**
- 7. Impact – Failure to perform ROW mowing and tree trimming prevents our Leak Survey Contractor, Heath Consultants, from completing a thorough natural gas leak survey in compliance with:**

Title 49 CFR 192.723 Distribution Systems; Leakage Surveys

Title 49 CFR 192.706 Transmission Lines; Leakage Surveys

EXCERPT
from
MINUTES OF MEETING
of
BOARD OF LIGHT, GAS AND WATER COMMISSIONERS
CITY OF MEMPHIS
held
September 17, 2025

The Manager of Procurement and Contracts recommends to the Board of Light, Gas and Water Commissioners the approval of Change No. 4 to Contract No. 12247, Gas Transmission Rights-of-Way (ROW) Mowing and Tree Trimming with ABC Professional Tree Services, Inc. to ratify and renew the current contract with no increase in the contract value.

The project scope is to furnish all supervision, labor, transportation, material, equipment, tools and supplies as required to perform grass mowing and tree trimming on MLGW's transmission line rights-of-way on an as-needed basis in Memphis and Shelby County, Tennessee. The contract award was selected based on the lowest and best bid received using the Sealed Bid process.

This change is to ratify and renew the current contract for the fourth and final annual renewal term for the period covering August 16, 2025 through August 15, 2026 in the amount of \$1,430,211.46, which will be absorbed in the current contract value with no increase in rates from the previous term. This ratification and renewal complies with all applicable laws and policies. The contract value will remain \$2,936,656.36.

NOW THEREFORE BE IT RESOLVED BY the Board of Light, Gas and Water Commissioners:

THAT, Subject to the consent and approval of the Council of the City of Memphis, the approval of Change No. 4 to Contract No. 12247, Gas Transmission Rights-of-Way (ROW) Mowing and Tree Trimming with ABC Professional Tree Services, Inc. to ratify and renew the current contract with no increase in the contract value, as outlined in the above preamble, is approved; and further

THAT, the President, or his designated representative is authorized to execute the Ratification, and Renewal.

CONTRACT CHANGE FORM

MEMPHIS LIGHT, GAS AND WATER DIVISION
 CITY OF MEMPHIS
 CONTRACT NUMBER 12247

CONTRACT CHANGE NO. 4
 DATE OF CHANGE SEPTEMBER 17, 2025
 SHEET 1 OF 5

TO: KEVIN BLOUNT

ABC PROFESSIONAL TREE SERVICES, INC.

201 FLINT RIDGE ROAD, SUITE 201

WEBSTER, TX 77598

YOU ARE ADVISED THAT THE MEMPHIS LIGHT, GAS AND WATER DIVISION, CITY OF MEMPHIS, MEMPHIS, TENNESSEE HEREBY AUTHORIZES THE FOLLOWING CHANGE IN REGARDS TO THE ABOVE CONTRACT NUMBER. CONTRACTOR AGREES TO BE BOUND BY ALL OF THE TERMS AND CONDITIONS OF SAID CONTRACT AND PREVIOUS CHANGES.

THE PROJECT SCOPE IS TO FURNISH ALL SUPERVISION, LABOR, TRANSPORTATION, MATERIAL, EQUIPMENT, TOOLS, AND SUPPLIES AS REQUIRED TO PERFORM GRASS MOWING AND TREE TRIMMING ON MLGW'S TRANSMISSION LINE RIGHTS-OF-WAY ON AN AS-NEEDED BASIS IN MEMPHIS AND SHELBY COUNTY, TENNESSEE.

THIS CHANGE IS TO RATIFY AND RENEW THE CURRENT CONTRACT FOR THE FOURTH AND FINAL ANNUAL RENEWAL TERM FOR THE PERIOD COVERING AUGUST 16, 2025 THROUGH AUGUST 15, 2026 IN THE AMOUNT OF \$1,430,211.46, WHICH WILL BE ABSORBED IN THE CURRENT CONTRACT VALUE WITH NO INCREASE IN RATES FROM THE PREVIOUS TERM. THIS RATIFICATION AND RENEWAL COMPLIES WITH ALL APPLICABLE LAWS AND POLICIES. THE CONTRACT VALUE WILL REMAIN \$2,936,656.36.

CHANGE IN CONTRACT PRICE:

Contract Amount	\$ 2,936,656.36
Change Amount	\$ <u>0.00</u> – <u>Ratification and Renewal (Change No. 4)</u>
Total Contract Amount	\$ 2,936,656.36

APPROVED BY THE BOARD OF LIGHT, GAS AND WATER COMMISSIONERS

 APPROVED BY THE PRESIDENT

 DATE

BOARD RESOLUTION TRANSMITTAL

Expenditure Org Executive: Chandrika Rosser Board Meeting Date: 9/17/2025
 Procurement Contracts Specialist: Arma Orr Purchase Order/Requisition Number: 12247
 Purchase Commodity: _____
 Other (Non-Procurement Items): _____

Responsible Group (Requesting Area/ Contact Person) (Telephone number/email address)	570211 - Bryan Smeltser - 901-320-1573 - rsmeltser@mlgw.org	
Scope: Contract ☒ X	The project scope is to furnish all supervision, labor, transportation, material, equipment, tools, and supplies as required to perform grass mowing and tree trimming on MLGW's transmission line rights-of-way on an as-needed basis in Memphis and Shelby County, Tennessee.	
Purchase		
Other		
Explanation of Action. (Contract/Purchase invoice payments, land purchase, dues, other)	This change is to ratify and renew the current contract for the fourth and final annual renewal term for the period covering August 16, 2025 through August 15, 2026.	
Where will the work take place? (MLGW facility or jobsite, etc.)	This work will take place at various locations throughout Memphis and Shelby County, Tennessee.	
Why the need exists? (Contract/Purchase invoice payments, land purchase, dues, other)	The need exists to maintain public safety.	
Are there any anticipated vendor issues? (If so, please explain)	No	
Are there any contract services, labor or IBEW issues? If yes, has cost comparison been provided to IBEW? Date Provided?	No	
Is there a Budget deficit? If yes, please explain why. Identify in the Budget section below the area, charge code and amount which will absorb the shortfall.	No	
If applicable, how was the recommendation determined? (Bid, RFQ or RFP) Sealed Bid		

BUDGET:

Amount Requested

2025 Budget*

Amount Spent Year-to-Date

2025 Budget Balance Available

Budget Balance After Award

Total	In 2025 Budget Year	After Budget Year
\$ -	\$ -	\$ -
\$ 6,400,531.00		
\$ 1,681,253.24	\$ 4,719,277.76	
	\$ 4,719,277.76	

*Please indicate category (O&M or Capital).

☒ O&M☐ Capital

Project

Expenditure Organization

Expenditure Type

Task

Gas Transmsn Svc R2024

0570211 Gas Transmission

Contracted Svc-Other

Admin Expense

Comments:

Expenditure Type	Budget	Actual	Available
	\$ -	\$ -	\$ -
	\$ -	\$ -	\$ -
			\$ -

APPROVED:

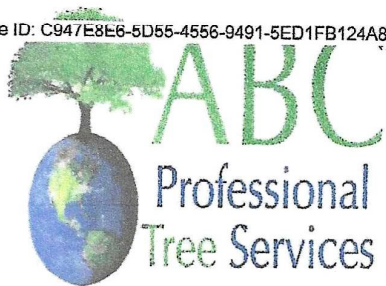
Ronda Croft

08.05.2025

Date

Budget & Financial Planning

Rev. 11/01/2018



Craig Powers
Memphis Light, Gas and Water
C&M Gas Manager
7/24/2025

Craig,

First, I'd like to thank Memphis Light, Gas and Water for the opportunity to submit our 4th renewal request for Contract 12247-Gas and Transmission ROW Mowing and Tree Trimming.

We request the renewal with no increases to our current rates.

ABC Professional Tree Services appreciate MLGW's business and look forward to our continued relationship.

I am looking forward to your response and do not hesitate to contact me to discuss.

4th & Final Renewal Period from 8-16-2025 to 8-15-2026

Thank you.

Kevin Blount
Regional Manager
ABC Professional Tree Services, Inc
201 Flint Ridge Rd Ste 201
Webster, TX 77598
Main Phone 281-280-1100
Direct Line 901-206-1402
eFax 281-280-8400

Signed by:

Bryan Smeltser

7/29/2025

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DocuSigned by:

Craig Powers

7/29/2025

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Craig Powers
 Memphis Light, Gas and Water
 C&M Gas Manager
 7/24/2025

MLGW Gas Transmission ROW Mowing						
Mowing Crew	2024-2025 Rates	Proposed 2025-2026	Pay Scale	Budgeted Qty.	2024-2025 Value	2025-2026 Value
Tractor Driver #1 (Foreman)	\$36.33	\$36.33	Hour	1475	\$53,586.75	\$53,586.75
Tractor Driver #2	\$36.33	\$36.33	Hour	1475	\$53,586.75	\$53,586.75
Tractor w/ 15' mower #1	\$51.91	\$51.91	Hour	1475	\$76,567.25	\$76,567.25
Tractor w/ 15' mower #2	\$51.91	\$51.91	Hour	1475	\$76,567.25	\$76,567.25
Utility Worker #1	\$27.24	\$27.24	Hour	1450	\$39,498.00	\$39,498.00
Utility Worker #2	\$27.24	\$27.24	Hour	1450	\$39,498.00	\$39,498.00
Weedeater #1	\$1.85	\$1.85	Hour	1450	\$2,682.50	\$2,682.50
Weedeater #2	\$1.85	\$1.85	Hour	1450	\$2,682.50	\$2,682.50
Chainsaw	\$1.30	\$1.30	Hour	500	\$650.00	\$650.00
Pole Saw	\$1.30	\$1.30	Hour	500	\$650.00	\$650.00
Pick-up Truck	\$14.83	\$14.83	Hour	1450	\$21,503.50	\$21,503.50
				TOTAL	\$367,472.50	\$367,472.50
MLGW Gas Transmission ROW Tree Trimming						
<u>Tree Trimming Crew</u>	2024-2025 Rates	Proposed 2025-2026	Pay Scale	Budgeted Qty.	2024-2025 Value	2025-2026 Value
Trimmer A (Foreman)	\$36.33	\$36.33	Hour	1000	\$36,330.00	\$36,330.00
Trimmer B	\$32.69	\$32.69	Hour	1000	\$32,690.00	\$32,690.00
Trimmer C	\$29.51	\$29.51	Hour	1000	\$29,510.00	\$29,510.00
Trimmer Helper	\$27.24	\$27.24	Hour	1000	\$27,240.00	\$27,240.00
4X4 Lift Truck	\$42.02	\$42.02	Hour	277	\$11,302.01	\$11,302.01
Chipper	\$8.96	\$8.96	Hour	1000	\$8,960.00	\$8,960.00
Chainsaw #1	\$1.30	\$1.30	Hour	1000	\$1,300.00	\$1,300.00
Chainsaw #2	\$1.30	\$1.30	Hour	1000	\$1,300.00	\$1,300.00
Chainsaw #3	\$1.30	\$1.30	Hour	1000	\$1,300.00	\$1,300.00
2 Ton Line Clearance Truck	\$16.07	\$16.07	Hour	1000	\$16,070.00	\$16,070.00

w/ 14 Yard Dump and Tools						
Dump Truck	\$37.08	\$37.08	Hour	250	\$9,270.00	\$9,270.00
Backhoe	\$185.40	\$185.40	Hour	250	\$46,350.00	\$46,350.00
Truck and Trailer	\$18.54	\$18.54	Hour	250	\$4,635.00	\$4,635.00
Stump Grinder	\$8.96	\$8.96	Hour	500	\$4,480.00	\$4,480.00
				TOTAL	\$232,041.00	\$231,074.96
Jirraffe Crew	2024-2025 Rates	Proposed 2025-2026	Pay Scale	Budgeted Qty.	2024-2025 Value	2025-2026 Value
Jirraffe Operator (Trimmer A Foreman)	\$36.33	\$36.33	Hour	2000	\$72,660.00	\$72,660.00
Trimmer Helper	\$27.24	\$27.24	Hour	2000	\$54,480.00	\$54,480.00
Jirraffe Rubber Tire / Tracked	\$92.70	\$92.70	Hour	2000	\$185,400.00	\$185,400.00
Chainsaw	\$1.30	\$1.30	Hour	500	\$650.00	\$650.00
Pick-Up Truck	\$14.83	\$14.83	Hour	2000	\$28,660.00	\$29,660.00
Brown Tree Cutter (BTC)	\$51.91	\$51.91	Hour	500	\$25,955.00	\$25,955.00
				TOTAL	\$368,805.00	\$368,805.00
FECON Mower Crew	2024-2025 Rates	Proposed 2025-2026	Pay Scale	Budgeted Qty.	2024-2025 Value	2025-2026 Value
FECON Mower Operator (Trimmer A Foreman)	\$36.33	\$36.33	Hour	2000	\$72,660.00	\$72,660.00
Trimmer Helper	\$27.24	\$27.24	Hour	2000	\$54,480.00	\$54,480.00
FECON Mower	\$128.76	\$128.75	Hour	2000	\$257,500.00	\$257,500.00
Pick-Up Truck	\$14.83	\$14.83	Hour	2000	\$29,660.00	\$29,660.00
				TOTAL	\$414,300.00	\$414,300.00
Spray Crew	2024-2025 Rates	Proposed 2025-2026	Pay Scale	Budgeted Qty.	2024-2025 Value	2025-2026 Value
Spray Truck Operator (Trimmer A Foreman)	\$36.33	\$36.33	Hour	200	\$7,266.00	\$7,266.00
Utility Worker / Trimmer Helper	\$27.24	\$27.24	Hour	200	\$5,448.00	\$5,448.00
Spray Truck w/ 300 Gallon Tank	\$17.00	\$17.00	Hour	200	\$3,400.00	\$3,400.00
Backpack Sprayer	\$3.09	\$3.09	Hour	500	\$1,545.00	\$1,545.00
Chemicals	\$61.80	\$61.80	Gallons	500	\$30,900.00	\$30,900.00

				TOTAL	\$48,559.00	\$48,559.00
					2024-2025 Value	New 2025-2026 Value
Total Gas Transmission ROW Mowing & Tree Trimming Value					\$1,430,211.46	\$1,430,211.46

Contractor: **ABC Professional Tree Services, Inc.**
9/17/2025

Contract Number: 12247

Actions		Date	Amount
Award		6/16/2021	\$663,400.00
Renewal (Change Order No. 1)	This change was to ratify and renew the current contract for the first of four (4) annual renewal terms for the period covering August 16, 2022 through August 15, 2023 in the amount of \$753,308.00, with a 12% increase in rates from the initial term due to increases in equipment, fuel, maintenance and labor costs.	11/16/2022	\$753,308.00
Renewal (Change Order No. 2)	This change was to ratify and renew the current contract for the second of four (4) annual renewal terms for the period covering August 16, 2023 through August 15, 2024 in the amount of \$769,948.36, with a 2% overall increase in rates from the previous term due to increases in labor costs caused by competition for limited labor resources.	8/2/2023	\$769,948.36
Renewal (Change Order No. 3)	This change was to renew the current contract for the third of four (4) annual renewal terms for the period covering August 16, 2025 through August 15, 2026 in the amount of \$750,000.00, with a 3% overall increase in rates from the previous term due to increases in labor and equipment costs caused by competition for limited labor resources. MLGW is also requesting to expand the scope of the current contract by adding the following: 1) Giraffe crew personnel; 2) FECON Mower crew personnel; and 3) Spray crew personnel and tree trimming equipment.	5/21/2025	\$750,000.00
Current Contract Amount			\$2,936,656.36
Amount Paid to Date as of 09.08.2025			\$1,506,444.90
Current Contract Balance			\$1,430,211.46
Ratification and Renewal (Change Order No. 4)	This change is to ratify and renew the current contract for the fourth and final annual renewal term for the period covering August 16, 2025 through August 15, 2026 in the amount of \$1,430,211.46, which will be absorbed in the current contract value with no increase in rates from the previous term.	9/17/2025	\$0.00
Available Balance			\$1,430,211.46
Cumulative Contract Value			\$2,936,656.36

Note: MLGW'S Gas Construction and Maintenance Department will utilize the current contract balance for the final renewal term.

RESOLUTION SUMMARY

1. **Short Title Description – MLGW Utility Payment Centers**
2. **Requested Funding – \$250,338.00**
3. **Award Duration – Renewal (Fourth and final covering May 15, 2026 through May 14, 2027)**
4. **Type of Bid – RFP**
5. **Awarded To – Firstech, Inc.**
6. **Plain Language Description –** This will allow MLGW customers the ability to pay their utility bills at over 200 authorized pay agent locations in Memphis and surrounding areas of Shelby County.
7. **Impact –** MLGW customers will have the ability to make their utility payments in person at these authorized pay agent locations.

EXCERPT
from
MINUTES OF MEETING
of
BOARD OF LIGHT, GAS AND WATER COMMISSIONERS
CITY OF MEMPHIS
held
September 17, 2025

The Manager of Procurement and Contracts recommends to the Board of Light, Gas and Water Commissioners the approval of Renewal (*Change No. 4*) to Contract No. 12286, MLGW Utility Payment Centers with FirsTech, Incorporated to renew the current contract in the funded amount of \$250,338.00.

The project scope is to provide authorized pay agents in Memphis and Shelby County, Tennessee to accept, process, and transmit MLGW customers' utility bill payments for credit to customer accounts and deposit to banks (cash, check, or money order). The contract award was based on the Request for Proposals ("RFP") selection process.

This change is to renew the current contract for the fourth and final renewal term for the period covering May 15, 2026 through May 14, 2027 in the amount of \$250,338.00, with no increase in rates from the previous term. This renewal complies with all applicable laws and policies. The new contract value is \$1,308,039.00.

NOW THEREFORE BE IT RESOLVED BY the Board of Light, Gas and Water Commissioners:

THAT, Subject to the consent and approval of the Council of the City of Memphis, the approval of Renewal (*Change No. 4*) to Contract No. 12286, MLGW Utility Payment Centers with FirsTech, Incorporated to renew the current contract in the funded amount of \$250,338.00, as outlined in the above preamble, is approved; and further,

THAT, the President, or his designated representative is authorized to execute the Renewal.

RESOLUTION

WHEREAS, the Board of Light, Gas and Water Commissioners in their meeting of September 17, 2025 approved Renewal (*Change No. 4*) to Contract No. 12286, MLGW Utility Payment Centers with FirsTech, Incorporated to renew the current contract in the funded amount of \$250,338.00, and is now recommending to the Council of the City of Memphis that it approves said renewal as approved; and

WHEREAS, the project scope is to provide authorized pay agents in Memphis and Shelby County, Tennessee to accept, process, and transmit MLGW customers' utility bill payments for credit to customer accounts and deposit to banks (cash, check, or money order). The contract award was based on the Request for Proposals ("RFP") selection process; and

WHEREAS, this change is to renew the current contract for the fourth and final renewal term for the period covering May 15, 2026 through May 14, 2027 in the amount of \$250,338.00, with no increase in rates from the previous term. This renewal complies with all applicable laws and policies. The new contract value is \$1,308,039.00; and

NOW THEREFORE BE IT RESOLVED BY THE Council of the City of Memphis, that there be and is hereby approved Renewal (*Change No. 4*) to Contract No. 12286, MLGW Utility Payment Centers with FirsTech, Incorporated to renew the current contract in the funded amount of \$250,338.00 as approved.

BOARD RESOLUTION TRANSMITTAL

Expenditure Org Executive: Rodney Cleek Board Meeting Date: 9/17/2025
 Procurement Contracts Specialist: TaShay Yates Purchase Order/Requisition Number: 12286
 Purchase Commodity: _____
 Other (Non-Procurement Items): _____

Responsible Group (Requesting Area/ Contact Person) (Telephone number/email address)	Payments Payroll and Banking / Wayne Allen / (901)528-4662 / wallen@mlgw.org	
Scope: Contract ☒ Purchase _____ Other _____	The project scope is to provide authorized pay agents in Memphis and Shelby County, Tennessee to accept, process, and transmit MLGW customers' utility bill payments for credit to customer accounts and deposit to banks (cash, check, or money order).	
Explanation of Action. (Contract/Purchase invoice payments, land purchase, dues, other)	This change is to renew the current contract for fourth and final renewal term for the period covering May 15, 2026 through May 14, 2027.	
Where will the work take place? (MLGW facility or jobsite, etc.)	This work will take place at authorized payment locations.	
Why the need exists? (Contract/Purchase invoice payments, land purchase, dues, other)	The need exists to provide authorized locations for MLGW customers to make utility payments in person.	
Are there any anticipated vendor issues? (If so, please explain)	No	
Are there any contract services, labor or IBEW issues? If yes, has cost comparison been provided to IBEW? Date Provided?	No	
Is there a Budget deficit? If yes, please explain why. Identify in the Budget section below the area, charge code and amount which will absorb the shortfall.	No	
If applicable, how was the recommendation determined? (Bid, RFQ or RFP) RFP		

BUDGET:

Amount Requested

2025 Budget*

Amount Spent Year-to-Date

2025 Budget Balance Available

Budget Balance After Award

	Total	In 2025 Budget Year	After Budget Year
Amount Requested	\$ 250,338.00	\$ -	\$ 250,338.00
2025 Budget*	\$ 318,000.00		
Amount Spent Year-to-Date	\$ 143,915.10		
2025 Budget Balance Available		\$ 174,084.90	
Budget Balance After Award		\$ 174,084.90	

*Please indicate category (O&M or Capital).

☒ O&M☐ Capital

Project

Expenditure Organization

Expenditure Type

Task

Payment and Banking R2025

0331410 Payments and Banking

Contracted Svc-Other

Admin Expense

Comments:

Expenditure Type	Budget	Actual	Available
	\$ -	\$ -	\$ -
	\$ -	\$ -	\$ -
			\$ -

APPROVED:

Ronda Croft

Budget & Financial Planning

07.20.2025

Date

Rev. 11/01/2018

Contractor:

FirsTech, Incorporated
9/17/2025

Contract Number: 12286

Actions		Date	Amount
Original Award 04.12.22			\$310,000.00
Renewal (Change No. 1)	This change was to renew the current contract for the first of four (4) annual renewal terms for the period covering May 15, 2023 through May 14, 2024 in the amount of \$297,009.00, with no increase in rates from the initial award.	4/12/2023	\$297,009.00
Renewal (Change No. 2)	This change was to renew the current contract for the second of four (4) annual renewal terms for the period covering May 15, 2024 through May 14, 2025 in the amount of \$211,520.00, with no increase in rates from the previous term.	3/6/2024	\$211,520.00
Renewal (Change No. 3)	This change was to renew the current contract for the third of four (4) annual renewal terms for the period covering May 15, 2025 through May 14, 2026 in the amount of \$239,172.00, with no increase in rates from the previous term.	12/18/2024	\$239,172.00
Current Contract Amount			\$1,057,701.00
Amount Paid to Date as of 08.08.2025			\$876,821.75
Current Contract Balance			\$180,879.25
<i>Renewal (Change No. 4)</i>	<i>This change is to renew the current contract for the fourth and final renewal term for the period covering May 15, 2026 through May 14, 2027 in the amount of \$250,338.00, with no increase in rates from the previous term.</i>	<i>9/17/2025</i>	<i>\$250,338.00</i>
Available Balance			\$431,217.25
Cumulative Contract Value			\$1,308,039.00
MLGW's Payments, Payroll and Banking Department will utilize the current contract balance of \$180,879.25 to pay invoices averaging \$20,936.54 per month through the current term of May 14, 2026.			

CONTRACT CHANGE FORM

MEMPHIS LIGHT, GAS AND WATER DIVISION
 CITY OF MEMPHIS
 CONTRACT NUMBER 12286

CONTRACT CHANGE NO. 4
 DATE OF CHANGE SEPTEMBER 17, 2025
 SHEET 1 OF 4

TO: MS. CHRISTEN MCLEOD

FIRSTECH, INCORPORATED

130 NORTH WATER STREET

DECATUR, IL 62523

YOU ARE ADVISED THAT THE MEMPHIS LIGHT, GAS AND WATER DIVISION, CITY OF MEMPHIS, MEMPHIS, TENNESSEE HEREBY AUTHORIZES THE FOLLOWING CHANGE IN REGARD TO THE ABOVE CONTRACT NUMBER. THE CONTRACTOR AGREES TO BE BOUND BY ALL OF THE TERMS AND CONDITIONS OF SAID CONTRACT AND PREVIOUS CHANGES.

THE PROJECT SCOPE IS TO PROVIDE AUTHORIZED PAY AGENTS IN MEMPHIS AND SHELBY COUNTY, TENNESSEE TO ACCEPT, PROCESS, AND TRANSMIT MLGW CUSTOMERS' UTILITY BILL PAYMENTS FOR CREDIT TO CUSTOMER ACCOUNTS AND DEPOSIT TO BANKS (CASH, CHECK, OR MONEY ORDER). THE CONTRACT AWARD WAS BASED ON THE REQUEST FOR PROPOSALS ("RFP") SELECTION PROCESS.

THIS CHANGE IS TO RENEW THE CURRENT CONTRACT FOR THE FOURTH AND FINAL RENEWAL TERM FOR THE PERIOD COVERING MAY 15, 2026 THROUGH MAY 14, 2027 IN THE AMOUNT OF \$250,338.00, WITH NO INCREASE IN RATES FROM THE PREVIOUS TERM. THIS RENEWAL COMPLIES WITH ALL APPLICABLE LAWS AND POLICIES. THE NEW CONTRACT VALUE IS \$1,308,039.00.

CHANGE IN CONTRACT PRICE:

Contract Amount	\$ 1,057,701.00
Change Amount	\$ <u>250,338.00</u> – Change No. <u>4</u>
Total Contract Amount	\$ 1,308,039.00

APPROVED BY THE BOARD OF LIGHT, GAS AND WATER COMMISSIONERS

 APPROVED BY THE PRESIDENT

 DATE



Maria Hayes
Client Portfolio Manager
FirsTech, Inc.

March 27, 2025

Mr. Wayne Allen
Memphis Light Gas & Water

Re: Contract Number 12286 – Utility Payment Centers

Dear Mr. Allen,

FirsTech agrees to the current contract terms to renew the existing contract no., 12286 for one year, 05/15/2026 thru 05/14/2027, based on annual renewal terms without an increase in price.

We look forward to the opportunity to continue our payment processing partnership with MLGW. Please feel free to contact me with any questions.

Kindest regards,

maria hayes
Signature

3/27/2025
Date

*Reviewed and Approved by
Wayne Allen 04/01/2025
Mgr. Payments, Payroll, Banking*

MEMPHIS LIGHT, GAS, & WATER DIVISION
Firstech Change Order #4 Analysis

Year: 2025		
<u>Month</u>	<u>Payments</u>	<u>Payment Grand Totals</u>
January	34,734	34,734
February	33,825	33,825
March	37,373	37,373
April	36,406	36,406
May	38,282	38,282
June	<u>34,660</u>	<u>34,660</u>
	215,280	215,280

Average Monthly Payments: 35,880

Cost

Note: (0-20,000 payments) * \$0.30 \$6,000.00
 Note: (20,001-50,000 payments) * \$0.25 \$3,970.00

Total Cost: \$9,970.00

<u>Transaction Year</u>	<u>Payments Cost</u>	<u>No Fee Agents Payments Cost</u>	<u>Check Returns Cost</u>	<u>Firstech Total Processing Cost</u>
2026-2027	\$119,640.00	\$130,338.00	\$360.00	\$250,338.00
Grand Totals:				\$250,338.00

Note: Cost related to Payments, No Fee Agents Payments, Check Returns is based on 12 months.

Year: 2025		
<u>Month</u>	<u>No Fee Agent Payments</u>	<u>Payment Grand Totals</u>
January	21,034	21,034
February	20,557	20,557
March	22,830	22,830
April	22,107	22,107
May	22,989	22,989
June	<u>20,822</u>	<u>20,822</u>
	130,339	130,339

Average No Fee Agent Payments: 21,723

Cost
Note: 21,723 * \$0.50 \$10,861.50

Total Cost: \$10,861.50

Year: 2025		
		Payment
<u>Month</u>	<u>Check Returns</u>	<u>Grand Totals</u>
January	14	14
February	4	4
March	12	12
April	6	6
May	14	14
June	<u>10</u>	<u>10</u>
	60	60

Average Monthly Check Returns: 10.000

Cost
Note: 10 * \$3.00 \$30.00

Total Cost: \$30.00

RESOLUTION SUMMARY

1. Description of the Item

Resolution approving adding and removing Authorized Signers for several MLGW bank accounts due to personnel changes.

2. Additional Information

The Secretary-Treasurer advised the Board that due to changes in personnel it is deemed necessary that a new resolution be approved setting forth persons authorized to sign and/or countersign; transfer funds; and/or execute transactions on the following Division and Pension System bank accounts. This supersedes the resolution approved by the Board on May 7, 2025.

EXCERPT
from
MINUTES OF MEETING
of
BOARD OF LIGHT, GAS AND WATER COMMISSIONERS
CITY OF MEMPHIS
held
September 17, 2025

The Secretary-Treasurer advised the Board that due to changes in personnel it is deemed necessary that a new resolution be approved setting forth persons authorized to sign and/or countersign; transfer funds; and/or execute transactions on the following Division and Pension System bank accounts. This supersedes the resolution approved by the Board on May 7, 2025.

NOW, THEREFORE, BE IT RESOLVED BY the Board of Light, Gas and Water Commissioners:

THAT, The following persons are authorized to sign MLGW Common Account checks (countersignature required on checks which exceed \$15,000. (First Horizon - MLGW Common Account):

Chundria McClain

Sharon Spence

THAT, The following persons are authorized to sign or countersign MLGW Common Account checks (First Horizon - MLGW Common Account):

Doug McGowen

Lashell M. Vaughn

Von W. Goodloe

Marcus Tate

Rodney Cleek

Wayne Allen

THAT, The following persons are authorized to sign MLGW Customer Deposit Account checks (countersignature required on checks which exceed \$2,000. (First Horizon - MLGW Customer Deposit Account)):

Chundria McClain

Sharon Spence

THAT, The following persons are authorized to sign or countersign Customer Deposit checks (First Horizon - MLGW Customer Deposit Account):

Doug McGowen

Lashell M. Vaughn

Von W. Goodloe

Marcus Tate

Rodney Cleek

Wayne Allen

THAT, The following persons are authorized to sign on behalf of the Flexible Spending Account (First Horizon - MLGW Flexible Spending Account):

Wayne Allen

Rodney Cleek

THAT, The following persons are authorized to sign Medical Benefit Fund checks (First Horizon - MLGW Medical Benefit Fund Account):

Marcus Tate
 Chundria McClain
 Sharon Spence
 Rodney Cleek

THAT, The following persons are authorized to sign Payroll Account checks (First Horizon - MLGW Payroll Account):

Chundria McClain
 Wayne Allen
 Sharon Spence
 Rodney Cleek
 Marcus Tate

THAT, The following persons are authorized to sign or countersign Retirement and Pension General Fund checks (First Horizon - MLGW Retirement and Pension General Fund):

Doug McGowen
 Marcus Tate
 Rodney Cleek

THAT, The following persons are authorized to sign Retirement and Pension Payroll checks (First Horizon - MLGW Retirement and Pension Payroll Account):

Doug McGowen

Marcus Tate

Rodney Cleek

THAT, The following persons are authorized to sign Special Account checks (First Horizon - MLGW Special Account):

Doug McGowen

Chundria McClain

Sharon Spence

Rodney Cleek

THAT, The following persons are authorized to sign or countersign checks and transfer funds on the Memphis Weekend Academy Operating Account (two signatures are required. (First Horizon - previously MLGW Weekend Academy Account and renamed MLGW STEM Educational Support Program Account):

Chundria McClain

Sharon Spence

Joseph Enriquez

THAT, The following persons are authorized to sign Worker's Compensation Account checks (First Horizon - Worker's Compensation Account):

John Smitherman (Brentwood Services, Inc.)

Heidi Corey (Brentwood Services, Inc.)

THAT, The following persons are authorized to sign Water ARP Account checks (First Horizon - Water ARP Account):

Doug McGowen
Chundria McClain
Sharon Spence
Chandrika Rosser-Winston
Rodney Cleek

THAT, The following persons are authorized to sign Claims Settlement Account checks (Liberty Bank Memphis Claims Settlement Account):

Doug McGowen
William Armstrong
Patrice Tharpe
Jennifer Sink
Rodney Cleek

THAT, The following persons are authorized to sign Freight Account checks (Liberty Bank Memphis- MLGW Freight Account):

Derrick Suggs
Lamasha Holmes

THAT, The following persons are authorized to provide instructions and/or execute transactions on the MLGW Cigna Funding Account (Citibank - MLGW Cigna Funding Account):

Rodney Cleek
Wayne Allen

THAT, The following persons are authorized to sign Employee Special Fund Account checks (LG&W Federal Credit Union - Employee Special Fund):

Anjuanicia Graham

Stephanie Lawson-Degraffreed

THAT, the following persons are authorized to provide instructions and/or execute transactions on the MLGW FUND PLUS 1 account (First Horizon - MLGW FUND PLUS 1):

Doug McGowen

Rodney Cleek

Chundria McClain

Sharon Spence

Ursula Lund

Tamara Nolen

Beverly Perkins

THAT, the following persons are authorized to provide instructions and/or execute transactions on the MLGW FUND POWER BOOST account (First Horizon - MLGW FUND POWER BOOST):

Doug McGowen

Rodney Cleek

Chundria McClain

Sharon Spence

Ursula Lund

Tamara Nolen

Beverly Perkins

EXCERPT
from
MINUTES OF MEETING
of
BOARD OF LIGHT, GAS AND WATER COMMISSIONERS
CITY OF MEMPHIS
Held
May 7, 2025

The Secretary-Treasurer advised the Board that due to changes in personnel it is deemed necessary that a new resolution be approved setting forth persons authorized to sign and/or countersign; transfer funds; and/or execute transactions on the following Division and Pension System bank accounts. This supersedes the resolution approved by the Board on ~~January 8~~May 7, 2025.

NOW, THEREFORE, BE IT RESOLVED BY the Board of Light, Gas and Water Commissioners:

THAT, The following persons are authorized to sign MLGW Common Account checks (countersignature required on checks which exceed \$15,000. (First Horizon - MLGW Common Account):

Chundria McClain
Sharon Spence

THAT, The following persons are authorized to sign or countersign MLGW Common Account checks (First Horizon - MLGW Common Account):

Doug McGowen
Lashell M. Vaughn
Von W. Goodloe
Marcus Tate
Rodney Cleek
Wayne Allen

THAT, The following persons are authorized to sign MLGW Customer Deposit Account checks (countersignature required on checks which exceed \$2,000. (First Horizon - MLGW Customer Deposit Account):

Chundria McClain
Sharon Spence

THAT, The following persons are authorized to sign or countersign Customer Deposit checks (First Horizon - MLGW Customer Deposit Account):

Doug McGowen
Lashell M. Vaughn
Von W. Goodloe
Marcus Tate
Rodney Cleek
Wayne Allen

THAT, The following persons are authorized to sign on behalf of the Flexible Spending Account (First Horizon - MLGW Flexible Spending Account):

Wayne Allen
Rodney Cleek

THAT, The following persons are authorized to sign Medical Benefit Fund checks (First Horizon - MLGW Medical Benefit Fund Account):

Marcus Tate
Chundria McClain
Sharon Spence
Rodney Cleek

THAT, The following persons are authorized to sign Payroll Account checks (First Horizon - MLGW Payroll Account):

Chundria McClain
Wayne Allen
Sharon Spence
Rodney Cleek
Marcus Tate

THAT, The following persons are authorized to sign or countersign Retirement and Pension General Fund checks (First Horizon - MLGW Retirement and Pension General Fund):

Doug McGowen
Marcus Tate
Rodney Cleek

THAT, The following persons are authorized to sign Retirement and Pension Payroll checks (First Horizon - MLGW Retirement and Pension Payroll Account):

Doug McGowen
 Marcus Tate
 Rodney Cleek

THAT, The following persons are authorized to sign Special Account checks (First Horizon - MLGW Special Account):

Doug McGowen
 Chundria McClain
 Sharon Spence
 Rodney Cleek

THAT, The following persons are authorized to sign or countersign checks and transfer funds on the Memphis Weekend Academy Operating Account (two signatures are required. (First Horizon – previously MLGW Weekend Academy Account and renamed MLGW STEM Educational Support Program Account):

Chundria McClain
 Sharon Spence
~~Bettye Hartwell~~
 Joseph Enriquez

THAT, The following persons are authorized to sign Worker's Compensation Account checks (First Horizon - Worker's Compensation Account):

John Smitherman (Brentwood Services, Inc.)
~~Collette Mongold~~Heidi Corey (Brentwood Services,

Inc.)

THAT, The following persons are authorized to sign Water ARP Account checks (First Horizon – Water ARP Account):

Doug McGowen
 Chundria McClain
 Sharon Spence
 Chandrika Rosser-Winston
 Rodney Cleek

THAT, The following persons are authorized to sign Claims Settlement Account checks (Liberty Bank Memphis Claims Settlement Account):

Doug McGowen
William Armstrong
Patrice Tharpe
Jennifer Sink
Rodney Cleek

THAT, The following persons are authorized to sign Freight Account checks (Liberty Bank Memphis- MLGW Freight Account):

Derrick Suggs
Lamasha Holmes

THAT, The following persons are authorized to provide instructions and/or execute transactions on the MLGW Cigna Funding Account (Citibank - MLGW Cigna Funding Account):

Rodney Cleek
Wayne Allen

THAT, The following persons are authorized to sign Employee Special Fund Account checks (LG&W Federal Credit Union - Employee Special Fund):

Anjuanicia Graham
Stephanie Lawson-Degraffreed

THAT, the following persons are authorized to provide instructions and/or execute transactions on the MLGW FUND PLUS 1 account (First Horizon – MLGW FUND PLUS 1):

Doug McGowen
Rodney Cleek
Chundria McClain
Sharon Spence
Ursula Lund
Tamara Nolen
Beverly Perkins

THAT, the following persons are authorized to provide instructions and/or execute transactions on the MLGW FUND POWER BOOST account (First Horizon – MLGW FUND POWER BOOST):

Doug McGowen
Rodney Cleek
Chundria McClain
Sharon Spence
Ursula Lund
Tamara Nolen
Beverly Perkins

Description of MLGW Bank Accounts

First Horizon – MLGW Common Account - the primary operating bank account for Division financial transactions.

First Horizon – MLGW Customer Deposit Account – the bank account is used for the collection and reimbursement of customer utility deposits for utility accounts.

First Horizon – MLGW Flexible Spending Account – This bank account is related to employees enrolled in the Flexible Spending Account (FSA) program. Employees pre-tax payroll deductions are deposited into this account and reimbursements of certain healthcare and dependent care expenses are paid from this account.

First Horizon – MLGW Medical Benefit Fund Account – this bank account is related to the collection of medical/pharmacy premiums and claims. Employees and Retirees premiums are deposited into this account and medical/pharmacy claims are paid from this account.

First Horizon – MLGW Payroll Account – the bank account is used for the funding of bi-weekly net pay paid to Division employees and the funding of tax liabilities paid to federal and state entities for Division employees' wages.

First Horizon – MLGW Retirement and Pension General Fund – the bank account receives pension contributions (the actuarially determined contribution divided over the number of pay periods in the year) from MLGW Division employees, and V.P.s on behalf of the Division for each paycheck. The bank account is also used to deposit reimbursements when retirees (who have no spouse) or survivors pass away and are overpaid on their pension checks.

First Horizon – MLGW Retirement and Pension Payroll Account – the bank account is used to pay the pension payroll for retirees, survivors, refunds, and alternate payees. Additionally, this account is used to pay federal income taxes, child support payments and United Way contributions that are deducted from retiree and survivor pension checks.

First Horizon – MLGW Special Account – the bank account is used for the receipt of ACH, Wire, and electronic utility payments from commercial, industrial customers, and third party payment vendors then these payments are transferred to the primary operating bank account on a daily basis.

First Horizon – MLGW STEM Educational Support Program Account – the bank account is used for teacher stipend for our STEM Educational Support program and is used to fund student transportation to and from program activities.

First Horizon – Worker's Compensation Account – the bank account is used to pay expenses associated with workers compensation claims such as invoices submitted by

approved healthcare providers, temporary total disability (TTD) payments to injured workers and other claim-related expenses.

First Horizon – Water ARP Account – the bank account is used for the American Rescue Plan grant funds related to funding received for invoiced transactions from the City of Memphis related to updating our Water Operations facilities.

First Horizon -MLGW Fund Plus 1 – this bank account is used for the receipt of donations received from Greater Community Foundation of Memphis MLGW Power of Giving Fund to assist our customers with utility assistance.

First Horizon – MLGW Fund Power Boost – this bank account is used for the receipt of donations received from Greater Community Foundation of Memphis to assist MLGW customers with weatherization and conservation efforts that enhance their quality of life and help maintain stability of our electric grid.

Liberty Bank Memphis Claims Settlement Account – this bank account is used to settle claims against the Division from the general public, plumbers, and outside adjusting expenses related to payments up to \$2,500.00.

Liberty Bank Memphis – MLGW Freight Account - the bank account is used to pay for the freight invoices related to companies such as United Parcel Service and FedEx for services used at the division for shipping items.

Citibank – MLGW Cigna Funding Account – the bank account is used to pay daily medical claims.

LGW Federal Credit Union – Employee Special Fund- the bank account is used to deposit funds collected from the main connection store, company picnic, vendor fair activities held at MLGW facilities, and other sponsored employee activities.

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RESOLUTION SUMMARY

1. **Short Title Description** – One-Ton Service Trucks
2. **Requested Funding** – \$364,766.56
3. **Award Duration** – One-Time Purchase
4. **Type of Bid** – Sealed Bid
5. **Awarded To** – AutoNation Ford Memphis
6. **Plain Language Description** – To purchase five, one-ton service trucks to be used by Division crews to maintain the electric, gas, and water systems and for various customer service functions.
7. **Impact** – MLGW operates a fleet of 230 one-ton service trucks and has budgeted to replace 29 in 2025 as part of its planned procurement. Four of the five, one-ton service trucks included in this purchase will replace existing service trucks that will be retired from service.



EXCERPT
from
MINUTES OF MEETING
of
BOARD OF LIGHT, GAS AND WATER COMMISSIONERS
CITY OF MEMPHIS
held
September 17, 2025

The Manager of Procurement and Contracts recommends to the Board of Light, Gas and Water Commissioners that it awards a purchase order for one-ton service trucks to AutoNation Ford Memphis in the amount of \$364,766.56.

The one-ton service trucks will be used by Division crews to maintain electric, gas, and water systems and for various customer service functions. Four of the units will replace existing equipment that will be retired from service based on age, actual operational usage, projected usage, repair cost and frequency, parts availability, and effectiveness to meet the Division's needs.

Bids were opened on August 6, 2025. Notice to Bidders was advertised. Seven bids were solicited, and two bids were received with the best complying and most responsive bidder being the firm of AutoNation Ford Memphis. This award complies with all applicable laws and policies.

The 2025 budgeted amount for Transportation – Vehicle Acquisition and Training is \$7,675,000.00; the amount spent year-to-date is \$4,701,524.73; leaving a balance available of \$2,973,475.27; of which \$364,766.56 will be spent on this purchase in subsequent budget year as approved; and

NOW THEREFORE BE IT RESOLVED BY the Board of Light, Gas and Water Commissioners:

THAT, subject to the consent and approval of the Council of the City of Memphis,

awards a purchase order to AutoNation Ford Memphis is approved for furnishing:

1 – Latest model crew cab and chassis, four-wheel drive, 60-inch cab to axle (CA) dimension, and dual rear wheels with skirted stake body, all in accordance with Division Specification No. TST-25-5018-4WD;

1 – Latest model crew cab and chassis, 84-inch cab to axle (CA) dimension, and dual rear wheels with a twelve-foot concrete body, all in accordance with Division Specification No. TCB-25-5212;

1 - Latest model One-Ton Regular Cab and Chassis, two-wheel drive with single rear wheels and 60-inch cab to axle (CA) dimension with service body, all in accordance with Division Specification No. TSWSB-25-5207;

1 - Latest model one-ton regular cab and chassis, two-wheel drive with dual rear wheels and 60-inch cab to axle (CA) dimension with service body, all in accordance with Division Specification No. TDWSB-25-5208;

1 - Latest model One-Ton Regular Cab and Chassis, two-wheel drive with dual rear wheels and 60-inch cab to axle (CA) dimension with service body, all in accordance with Division Specification No. TDWSB-25-5208.

Totaling \$364,766.56; f.o.b. Memphis, Tennessee, our dock; transportation prepaid; said prices being firm; delivery in 26 weeks; terms net 30 days.

RESOLUTION

WHEREAS, the Board of Light, Gas and Water Commissioners in their meeting of September 17, 2025 approved the purchase of one-ton service trucks and is now recommending to the Council of the City of Memphis that it approves said purchase; and

WHEREAS, the one-ton service trucks will be used by Division crews to maintain electric, gas, and water systems and for various customer service functions. Four of the units will replace existing equipment that will be retired from service based on age, actual operational usage, projected usage, repair cost and frequency, parts availability, and effectiveness to meet the Division's needs; and

WHEREAS, bids were opened on August 6, 2025. Notice to Bidders was advertised. Seven bids were solicited, and two bids were received with the best complying and most responsive bidder being the firm of AutoNation Ford Memphis. This award complies with all applicable laws and policies; and

NOW, THEREFORE BE IT RESOLVED by the Council of the City of Memphis that there be and is hereby approved the purchase of one-ton service trucks from AutoNation Ford Memphis in the amount of \$364,766.56 chargeable to subsequent budget year as approved.

BOARD RESOLUTION TRANSMITTAL

Expenditure Org Executive: Von Goodloe
 Specialist: Donna Adams

Board Meeting Date: 9/17/2025
 Requisition Number: 5140632
 Purchase Commodity: One-Ton Service Trucks
 Other (Non-Procurement Items):

Responsible Group (Requesting Area/ Contact Person) (Telephone number/email address)	Transportation and Fleet Services Area No. 364210 / Caleb Crowder / 901-320-1473 / ccrowder@mlgw.org	
Scope: Contract ☒ Purchase ☒ Other ☐	A purchase order will be issued to procure one-ton service trucks.	
Explanation of Action. (Contract/Purchase invoice payments, land purchase, dues, other)	To purchase five, one-ton service trucks.	
Where will the work take place? (MLGW facility or jobsite, etc.)	Division vehicles / equipment is used by crews to complete work in and around Shelby County, Tennessee.	
Why the need exists? (Contract/Purchase invoice payments, land purchase, dues, other)	To purchase approved budget items to provide equipment for crews to complete job assignments. Replacements are evaluated based on age, actual operational usage, projected usage, repair cost and frequency, parts availability, and effectiveness to meet the area's needs.	
Are there any anticipated vendor issues? (If so, please explain)	No	
Are there any contract services, labor or IBEW issues? If yes, has cost comparison been provided to IBEW? Date Provided?	No	
Is there a Budget deficit? If yes, please explain why. Identify in the Budget section below the area, charge code and amount which will absorb the shortfall.	No	
If applicable, how was the recommendation determined? (Bid, RFQ or RFP) RFQ		

BUDGET:

Amount Requested

2025 Budget*

Amount Spent Year-to-Date

2025 Budget Balance Available

Budget Balance After Award

Total	In 2025 Budget Year	After Budget Year
\$ 364,766.56	\$ -	\$ 364,766.56
\$ 7,675,000.00		
\$ 4,761,354.98	\$ 2,913,645.02	
	\$ 2,913,645.02	

*Please indicate category (O&M or Capital).

☐ O&M☒ Capital

Project CA-Transportation
 Expenditure Organization 0364210 Vehicle Acquisition and Training
 Expenditure Type Pwr-Transportation Equipment
 Task CA-Gas Trans Eqt \$72,257.76
 CA-Water Trans Eqt \$133,824.00
 CA-Gas Comm Trans Eqt \$158,684.80

\$2,220,000.00
 \$1,992,000.00
 \$3,463,000.00
 \$7,675,000.00

Comments:

Expenditure Type	Budget	Actual	Available
	\$ -	\$ -	\$ -
	\$ -	\$ -	\$ -
			\$ -

APPROVED:

Ronda Croft

Budget & Financial Planning

8.08.2025

Date

Rev. 11/01/2018

BID ON ONE-TON SERVICE TRUCKS											
FOR BOARD MEETING OF SEPTEMBER 17, 2025											
		BIDS OPENED ON AUGUST 6, 2025									
		BASE UNIT: EACH									
BIDDERS	ITEM	Line 1	Line 2	Line 3	Line 4	Line 5	Total	Local Bidding Preference	Local Bidding Presence	Terms	Delivery
	QUANTITY	1	1	1	1	1					
COMPLYING BIDDER	DESCRIPTION	CREW CAB STAKE TRUCK, 1-TON, 4WD	CREW CAB STAKE TRUCK, 1-TON WITH CONCRETE BODY	PICKUP, 3/4 or 1-TON, SRW W SVC BODY	PICKUP, 1-TON DRW W SVC BODY	PICKUP, 1-TON DRW W SVC BODY					
AutoNation Ford Memphis		\$77,522.76	\$81,162.04	\$64,123.00	\$69,701.00	\$72,257.76	\$364,766.56	N/A	N/A	Net 30	26 Weeks
Memphis, TN											
NON-COMPLYING BIDDER											
Scruggs Equipment Company		\$70,356.00	-	\$59,166.00	\$61,897.00	\$70,492.00	\$261,911.00	N/A	N/A	Net 30	17 to 26 Weeks
Memphis, TN											
Scruggs Equipment Company was non-complying due to their failure to return the signed signature page. Scruggs Equipment Company did not submit a quote for line item two. Lines one, three, four, and five were non-compliant due to Scruggs Equipment Company not being a full-service sales and service facility dealership for the vehicles and insufficient gross vehicle weight rating; therefore, their bids were not considered for evaluation or award.											
RECOMMEND AWARD AS FOLLOWS: AutoNation Ford Memphis.....							\$364,766.56				

MEMPHIS LIGHT, GAS AND WATER DIVISION
INTERDEPARTMENTAL COMMUNICATION



TO: Donna Adams
FROM: Caleb Crowder
DATE: September 3, 2025
SUBJECT: One-Ton Service Trucks Recommendation

REQ #5140632 RFQ #1800470

ITEM #1 - SPECIFICATION NO. TST-25-5018-4WD - Total Cost: \$77,522.76

One (1) latest model Crew Cab and Chassis, 4WD, 60-inch cab to axle (CA) dimension, and dual rear wheels with skirted stake body, all in accordance with Division Specification No. TST-25-5018-4WD.

The lowest bid was submitted by Scruggs Equipment Company supplying a Chevrolet CK3143 with skirted stake body at a price of \$70,356.00. This bid has non-compliances for supplier not being a full-service sales and service facility dealership for the vehicle bid and insufficient gross vehicle weight rating.

The 2nd lowest bid was submitted by AutoNation Ford Memphis supplying a Ford F350 with skirted stake body at a price of \$77,522.76. This bid meets all specifications.

After careful evaluation of this bid, the Transportation Department recommends the award be made to AutoNation Ford Memphis in the amount of \$77,522.76.

ITEM #2 - SPECIFICATION NO. TCB-25-5212 - Total Cost: \$81,162.04

One (1) latest model Crew Cab and Chassis, 84-inch cab to axle (CA) dimension, and dual rear wheels with a twelve (12) foot concrete body, all in accordance with Division Specification No. TCB-25-5212.

The only bid submitted was by AutoNation Ford Memphis supplying a Ford F450 with service body at a price of \$81,162.04. This bid meets all specifications.

After careful evaluation of this bid, the Transportation Department recommends the award be made to AutoNation Ford Memphis in the amount of \$81,162.04.

ITEM #3 - SPECIFICATION NO. TSWSB-25-5207 - Total Cost: \$64,123.00

One (1) latest model One-Ton Regular Cab and Chassis, 2WD with single rear wheels and 60-inch cab to axle (CA) dimension with service body, all in accordance with Division Specification No. TSWSB-25-5207.

The lowest bid was submitted by Scruggs Equipment Company supplying a Chevrolet CC20903 with service body at a price of \$59,166.00. This bid has non-compliances for supplier not being a full-service sales and service facility dealership for the vehicle bid and for an incomplete bidding blank.

The 2nd lowest bid was submitted by AutoNation Ford Memphis supplying a Ford F350 with service body at a price of \$64,123.00 each. This bid meets all specifications.

After careful evaluation of this bid, the Transportation Department recommends the award be made to AutoNation Ford Memphis in the amount of \$64,123.00.

ITEM #4 - SPECIFICATION NO. TDWSB-25-5208 - Total Cost: \$69,701.00

One (1) latest model One-Ton Regular Cab and Chassis, 2WD with dual rear wheels and 60-inch cab to axle (CA) dimension with service body, all in accordance with Division Specification No. TDWSB-25-5208.

The lowest bid was submitted by Scruggs Equipment Company supplying a Chevrolet CC31003 with service body at a price of \$61,897.00. This bid has non-compliances for supplier not being a full-service sales and service facility dealership for the vehicle bid and insufficient gross vehicle weight rating.

The 2nd lowest bid was submitted by AutoNation Ford Memphis supplying a Ford F450 with service body at a price of \$69,701.00. This bid meets all specifications.

After careful evaluation of this bid, the Transportation Department recommends the award be made to AutoNation Ford Memphis in the amount of \$69,701.00.

ITEM #5 - SPECIFICATION NO. TDWSB-25-5208 - Total Cost: \$72,257.76

One (1) latest model One-Ton Regular Cab and Chassis, 2WD with dual rear wheels and 60-inch cab to axle (CA) dimension with service body, all in accordance with Division Specification No. TDWSB-25-5208.

The lowest bid was submitted by Scruggs Equipment Company supplying a Chevrolet CC31003 with service body at a price of \$70,492.00. This bid has a non-compliance for supplier not being a full-service sales and service facility dealership for the vehicle bid.

The 2nd lowest bid was submitted by AutoNation Ford Memphis supplying a Ford F350 with service body at a price of \$72,257.76. This bid meets all specifications.

After careful evaluation of this bid, the Transportation Department recommends the award be made to AutoNation Ford Memphis in the amount of \$72,257.76.

In summary, it is the recommendation of the Transportation Department to award AutoNation Ford Memphis a total of \$364,766.56 for Items #1 through #5.



Caleb Crowder
Acting Vehicle Acquisition and Training Supervisor
Transportation and Fleet Services
Memphis Light, Gas and Water Division



INTERDEPARTMENTAL MEMORANDUM

To: Camela Mitchell, Randy Orsby, Rodney Cleek
From: Donna Adams
Subject: One-Ton Service Trucks
Date: August 19, 2025

Memphis Light, Gas and Water issued RFQ 1800470 for One Ton Service Trucks on August 6, 2025. Invitations to bid were extended to seven suppliers. The notice was also published on MLGW's Online Bid Notification System and advertised in The Daily Newspaper.

MLGW received two bid responses to RFQ 1800470:

- AutoNation Ford Memphis
- Scruggs Equipment Company

The RFQ closed on August 5th. Follow-up was conducted with suppliers who did not submit a quote. Hardy Family Ford responded, stating their failure was due to negligence. Four other suppliers did not provide an explanation for their non-response.

Donna Adams

Donna Adams

Sr. Procurement Contracts Specialist 2

AWARD RECOMMENDATION

To: Caleb Crowder

From: **Procurement Contracts Specialist II:** Donna Adams

Date: 8/7/2025

Requisition #: 5140632 **Bid on:** One-Ton Service Trucks

Attached are bid(s) for items requisitioned by your department. Please complete the applicable portions of this form in order that proper presentation and recommendations may be made. Please return this form to the Procurement Specialist as soon as possible.

1. PROCUREMENT COMMENTS:

2. RECOMMENDATION:

A. Which bid(s) do you recommend? Please see attached Recommendation Letter.

B. Does this meet specifications as per your request and/or as advertised? YES ☒ NO ☐

If No, is the variance considered: MINOR ☐ or MAJOR ☐

Explain:

C. Is the recommendation the lowest bid received? YES ☐ NO ☒

If no, list the bids that are low; but which you believe **DO NOT** meet specifications and list reasons why each does not meet specifications. Please attach a memo of explanation to this form, if necessary. If recommendation is based on local bidding preference or earliest delivery based on need, please include in your recommendation.

Please see attached Recommendation Letter.

(attach an additional sheet if further comment or explanation is required)

PRINT NAME Caleb Crowder
Area Supervisor or designee

SIGNATURE Donna Adams
Procurement Contracts Specialist II

SIGNATURE Caleb Crowder

DATE 8/8/2025

DATE 8/7/2025

PHONE 901-320-1473

3. PROCUREMENT ACTION/RECOMMENDATION(S): (Purchasing to complete)

This award complies with all applicable laws and policies.

Revised 6/23/2025

RESOLUTION SUMMARY

- 1. Short Title Description – Contract No. 12250 - Arc Flash Hazard Systems and Facilities Assessment**
- 2. Requested Funding – \$0.00**
- 3. Award Duration – One (1) year extension (February 21, 2026 through February 20, 2027)**
- 4. Type of Bid – RFQ**
- 5. Awarded To – Burns and McDonnell Engineering Co., Inc.**
- 6. Plain Language Description – The MLGW Arc Flash Hazard Assessment has made significant progress across electric, gas, water, and facilities infrastructure. Data and mapping issues have delayed the completion of this portion of the project. This contract extension will allow the project to be completed within the original budget by extending the contract duration for 12 months.**
- 7. Impact – Completion of the Arc Flash Hazard Assessment will bring MLGW into compliance with Occupational Safety and Health Administration (OSHA), The National Fire Protection Association (NFPA), and National Electrical Code (NEC) requirements for safety. This will allow MLGW personnel to be trained and equipped properly when performing work in dangerous locations.**

EXCERPT
from
MINUTES OF MEETING
of
BOARD OF LIGHT, GAS AND WATER COMMISSIONERS
CITY OF MEMPHIS
held
September 17, 2025

The Manager of Procurement and Contracts recommends to the Board of Light, Gas and Water Commissioners the approval of Extension (*Change No. 1*) to Contract No. 12250, Arc Flash Hazard Systems and Facilities Assessment with Burns and McDonnell Engineering Co., Inc. to extend the current contract with no increase in the contract value.

The project scope is to provide services for conducting an Arc Flash Assessment, labeling of electrical hazards, training of workers in Arc Flash and Electrical Safety, and support for Arc Flash and Electrical Safety procedures for MLGW's Electric Transmission, Electric Distribution System, as well as Gas and other Facilities. The contract award was based on the Request for Qualifications ("RFQ") evaluation process.

This change is to extend the current contract for an additional one (1) year covering the period February 21, 2026 through February 20, 2027, with no increase in the contract value from the current term. This extension is needed to allow MLGW additional time to resolve data and mapping errors identified within the MLGW electric distribution downtown network. This extension complies with all applicable laws and policies. The contract value will remain \$3,459,236.00.

NOW THEREFORE BE IT RESOLVED BY the Board of Light, Gas and Water Commissioners:

THAT, the approval of Extension (*Change No. 1*) to Contract No. 12250, Arc Flash Hazard Systems and Facilities Assessment with Burns and McDonnell Engineering Co., Inc. to extend the current contract with no increase in contract value as outlined in the foregoing preamble, is approved and further,

THAT, the President, or his designated representative is authorized to execute the Extension.

CONTRACT CHANGE FORM

MEMPHIS LIGHT, GAS AND WATER DIVISION
CITY OF MEMPHIS
CONTRACT NUMBER 12250

CONTRACT CHANGE NO. 1
DATE OF CHANGE SEPTEMBER 17, 2025
SHEET 1 OF 7

TO: MR. JARAD HOWARD

BURNS & MCDONNELL ENGINEERING CO., INC.

9400 WARD PKWY

KANSAS CITY, MO 64114

YOU ARE ADVISED THAT THE MEMPHIS LIGHT, GAS AND WATER DIVISION, CITY OF MEMPHIS, MEMPHIS, TENNESSEE HEREBY AUTHORIZES THE FOLLOWING CHANGE IN REGARDS TO THE ABOVE CONTRACT NUMBER. THE CONTRACTOR AGREES TO BE BOUND BY ALL OF THE TERMS AND CONDITIONS OF SAID CONTRACT AND PREVIOUS CHANGES.

THE PROJECT SCOPE IS TO PROVIDE SERVICES FOR CONDUCTING AN ARC FLASH ASSESSMENT, LABELING OF ELECTRICAL HAZARDS, TRAINING OF WORKERS IN ARC FLASH AND ELECTRICAL SAFETY, AND SUPPORT FOR ARC FLASH AND ELECTRICAL SAFETY PROCEDURES FOR MLGW'S ELECTRIC TRANSMISSION, ELECTRIC DISTRIBUTION SYSTEM, AS WELL AS GAS AND OTHER FACILITIES. THE CONTRACT AWARD WAS BASED ON THE REQUEST FOR QUALIFICATIONS ("RFQ") EVALUATION PROCESS.

THIS CHANGE IS TO EXTEND THE CURRENT CONTRACT FOR AN ADDITIONAL ONE (1) YEAR COVERING THE PERIOD FEBRUARY 21, 2026 THROUGH FEBRUARY 20, 2027, WITH NO INCREASE IN THE CONTRACT VALUE FROM THE CURRENT TERM. THIS EXTENSION IS NEEDED TO ALLOW MLGW ADDITIONAL TIME TO RESOLVE DATA AND MAPPING ERRORS IDENTIFIED WITHIN THE MLGW ELECTRIC DISTRIBUTION DOWNTOWN NETWORK. THIS EXTENSION COMPLIES WITH ALL APPLICABLE LAWS AND POLICIES. THE CONTRACT VALUE WILL REMAIN \$3,459,236.00.

Contract Amount	\$3,459,236.00
Change Amount	\$ <u>0.00</u> - <u>Extension (Change No.1)</u>
Total Contract Amount	\$3,459,236.00

APPROVED BY THE BOARD OF LIGHT, GAS AND WATER COMMISSIONERS

APPROVED BY THE PRESIDENT

DATE

BOARD RESOLUTION TRANSMITTAL

Expenditure Org Executive: Alonzo Weaver Board Meeting Date: 9/17/2025
 Procurement Contracts Specialist: Toka Ivy Purchase Order/Requisition Number: 12250
 Purchase Commodity: _____
 Other (Non-Procurement Items): _____

Responsible Group (Requesting Area/ Contact Person) (Telephone number/email address)	0401040 / Corporate Safety / Nathan Ray / 901-786-4838 / nray@mlgw.org	
Scope: Contract <u>X</u> Purchase _____ Other _____	The project scope is to provide services for conducting an Arc Flash Assessment, labeling of electrical hazards, training of workers in Arc Flash and Electrical Safety, and support for Arc Flash and Electrical Safety procedures for MLGW's Electric Transmission, Electric Distribution System, as well as Gas and other Facilities.	
Explanation of Action. (Contract/Purchase invoice payments, land purchase, dues, other)	This change is to extend the current contract for an additional one (1) year covering the period February 21, 2026 through February 20, 2027.	
Where will the work take place? (MLGW facility or jobsite, etc.)	The work will take place on the MGLW downtown electric network.	
Why the need exists? (Contract/Purchase invoice payments, land purchase, dues, other)	The need exists for MLGW to stay in compliance with rules, regulations, and safety standards for National Electrical Safety Code, OSHA, NFPA 70E, and/or NEC on various projects.	
Are there any anticipated vendor issues? (If so, please explain)	No	
Are there any contract services, labor or IBEW issues? If yes, has cost comparison been provided to IBEW? Date Provided?	No	
Is there a Budget deficit? If yes, please explain why. Identify in the Budget section below the area, charge code and amount which will absorb the shortfall.	No	
If applicable, how was the recommendation determined? (Bid, RFQ or RFP) <u>RFQ</u>		

BUDGET:

Amount Requested

2025 Budget*

Amount Spent Year-to-Date

2025 Budget Balance Available

Budget Balance After Award

Total	In 2025 Budget Year	After Budget Year
\$ -	\$ -	\$ -
\$ 4,000.00		
\$ -	\$ 4,000.00	
	\$ 4,000.00	

*Please indicate category (O&M or Capital).

☒ O&M☐ Capital

Project

Expenditure Organization

Expenditure Type

Task

Safety Engr Compliance

0401040 Safety Engineering and Compliance

Outside Svc-Other Professional

Admin Expense

Comments:

Expenditure Type	Budget	Actual	Available
	\$ -	\$ -	\$ -
	\$ -	\$ -	\$ -
			\$ -

APPROVED:

Ronda Croft

08.07.2025

Budget & Financial Planning

Date

Rev. 11/01/2018



May 13, 2025

Mr. Nathan Ray
Memphis Light, Gas & Water
220 South Main Street
Memphis, TN 38103

Re: Arc Flash Hazard System Facilities Distribution Network Assessment Change Management |
Contract #12250 – Change Order #001

Dear Mr. Ray,

Memphis Light, Gas and Water (MLGW) has partnered with Burns & McDonnell on a three-year program to complete the arc flash hazard assessment at the existing substation/transmission, distribution, gas and other facilities. The objective of this assessment is to identify potential arc flash hazards for personnel safety while operating and/or maintaining the equipment.

MLGW has requested change management to complete the distribution network analysis by February 2027. This service will be paid under contract #12250. The existing Contract #12250 was authorized for \$3,459,236 (which includes the proposal amount of \$3,144,476 plus \$314,476) with a scheduled completion date of February 20, 2026. With MLGW's approval of this change management order, the schedule will extend to February 20, 2027, the pricing for the contract will remain as is.

Burns & McDonnell is focused on client satisfaction and has been making clients successful for over 126 years. This is evident in the amount of repeat work from our clients, and we look forward to discussing the merits of our proposal with you. If you have any questions regarding the enclosed information, please get in touch with me, Brittany Bennett, at (832) 214-2897(w) or via email at bbennett@burnsmcd.com.

Sincerely,

A handwritten signature in black ink that reads "Brittany Bennett". The signature is written in a cursive, flowing style.

Brittany Bennett, PE
Project Manager

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SCOPE OF WORK

INTRODUCTION

MLGW has requested engineering services to perform Arc Flash studies throughout the electric distribution infrastructure in and around downtown Memphis, Tennessee. Incident energy levels will be calculated at select locations throughout the distribution system. Identification of incident energy levels outside of compliance ranges will be highlighted and recommendations to mitigate the potential Arc Flash hazards while operating or maintaining the equipment will be supplied.

PROJECT SCOPE

The proposed change management scope shall be performed in the following steps for the secondary network systems

Task 1: Burns & McDonnell will begin the arc flash hazard assessment in the downtown network systems by first engaging in system data analytics to define “typical” system structures and equipment that are present within the network. Each network structure will be classified according to typical work practice, fault current availability, and prospective arc source geometry, among other parameters. These “typical” network system parameters

Task 2: Consultation with MLGW staff will be necessary to close any gaps in understanding that may be present within the provided network datasets. Additionally, typical work practices for the crews entering or working near network structures will be discussed and documented.

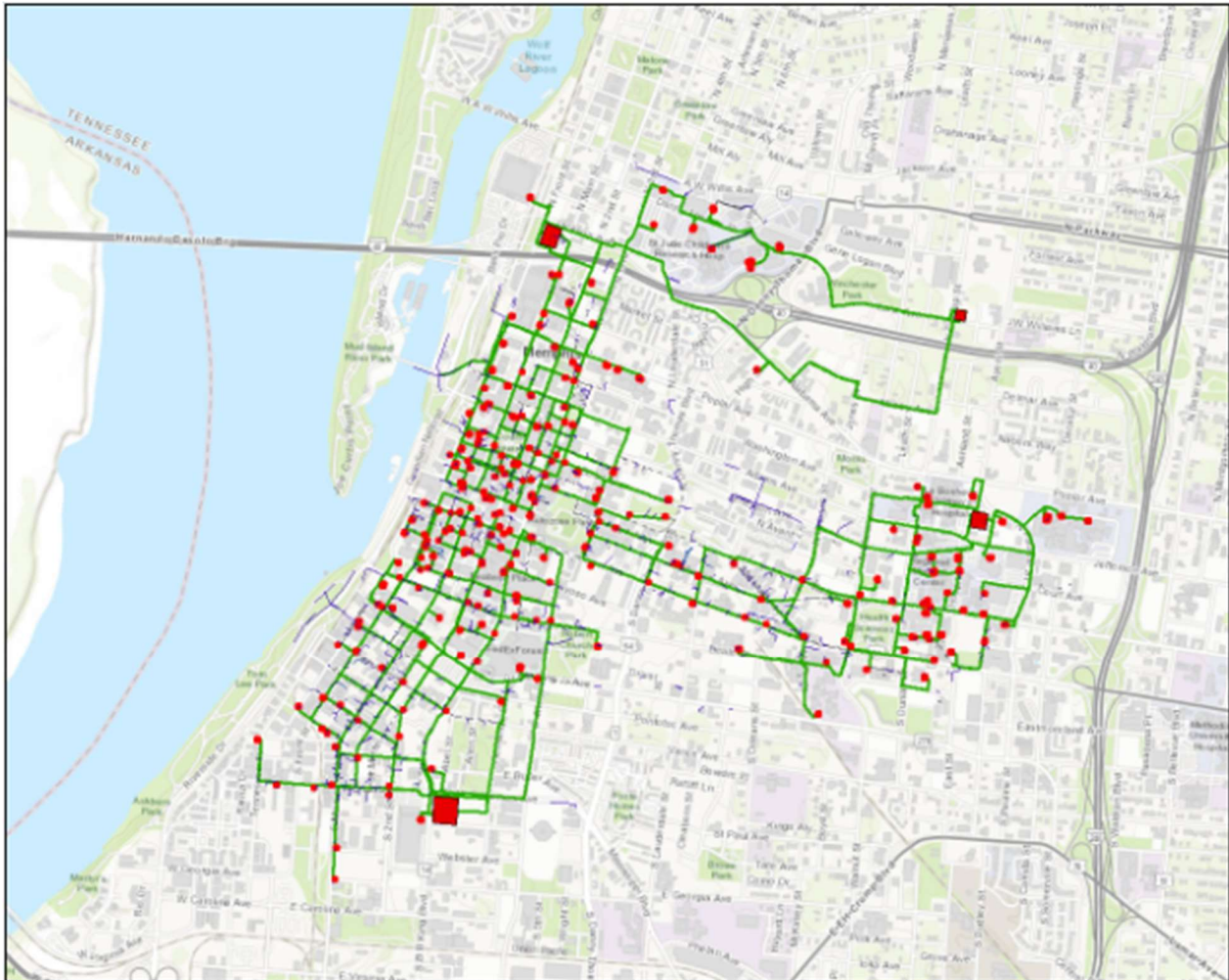
Task 3: Network “typical” work locations will subsequently be evaluated for potential arc energy exposure based on calculated maximum fault values, the geometry of the prospective arc source associated with the work location under scrutiny, and the clearing time of the expected fault interrupting device.

- The arc-flash analysis for network equipment will be completed according to the IEEE 1584 equations or tables based on the assumption that all network assets are operated at a nominal voltage of $480V_{LL}$ for spot networks and $216V_{LL}$ for grid assets.

Task 4: Arc flash incident energy values for each “typical” network structure will be assigned to all vaults (and work locations) within the Memphis downtown network system for review and feedback provided by MLGW.

Task 5: Where applicable, suggestions for reduction of arc flash incident energy will be provided. Note, however, that these suggestions do not include relay programming.

Figure 2: Considered Network System Footprint



Deliverables

The following deliverables will be submitted to MLGW.

- Complete updated CYME model utilized in the analysis
- Arc Flash Study Report (PDF), including study results
- Monthly Project Reporting

PRICING

Burns & McDonnell will perform the services in accordance with Contract #12250 terms and conditions reached between Burns & McDonnell Engineering Company, Inc. and Memphis Light, Gas, Water. The scope described herein will be completed per the table below within the contingency pricing of the contract; there will not be an increase to contract pricing. Scope deviations or changes will be addressed with a project change notice and work will not be performed on the change notice until it has been agreed upon and approved.

DISTRIBUTION PRICING

	TOTAL COST
Project Management/Project Controls	\$14,805
Network Arc Flash Analysis	\$29,692
TOTAL ESTIMATED	\$44,497

Burns & McDonnell will invoice MLGW as such

Draft Deliverables Submittal (per site)	50%
Final Results Submittal (per site)	50%

ASSUMPTIONS & CLARIFICATIONS

- Burns & McDonnell will audit and subsequently update the Cyme electrical system model based on provided data collected and approved by MLGW. Burns & McDonnell will identify known discrepancies with the input data to MLGW for resolution.
- If the data are not available, generally accepted good engineering judgment for standard industry values will be recommended and approved by MLGW before using them.
- MLGW is expected to review submitted information and return comments within ten business days unless stated otherwise.
- Burns & McDonnell has not included in this proposal site data collection, field verification, load flow analysis, short circuit study analysis, and relay programming.
- Arc Flash mitigation strategies would provide recommendations to improve incident energy values. Arc Flash mitigation strategies will be to determine fault interrupting time and/or working distance necessary to reduce incident energy to 8 cal/cm². Additional mitigation strategies can be included for an additional cost to be determined at the time of request.
- Arc Flash study analysis will include one scenario and it's assumed additional electrical system configurations such as Maintenance mode settings within protective devices are not required.
- Arc Flash incident energy values for each “typical” network structure will be assigned to all vaults (and work locations). If requested, Burns & McDonnell can complete an arc flash analysis of each network structure for an additional cost to be determined at the time of request.
- The project team leadership currently executing the arc flash hazard assessment will remain for the completion of this project scope. The Burns & McDonnell Project Manager, Brittany Bennett, will be responsible for the progression of the project and the scope of services related to the project. Jeff Chapman and Charlie Vance will be additional point of contacts for MLGW project team as the Distribution Leads. We will work with MLGW to plan the workload forecasts and are confident in our resource staffing availability utilizing the existing team. We can scale our teams according to the project needs and duration through proper planning and coordination with MLGW.

Contractor: Burns & McDonnell Engineering Co., Inc.

9/17/2025

Contract Number: 12250

Actions		Date	Amount
Original Award	Award	10/21/2022	\$3,459,236.00
Current Contract Amount			\$3,459,236.00
Amount Paid to Date as of 8.28.25			\$2,764,477.00
Current Contract Balance			\$694,759.00
<i>Extension (Change Order No. 1)</i>	<i>This change is to extend the current contract for an additional one (1) year covering the period February 21, 2026 through February 20, 2027, with no increase in the contract value from the current term. This extension is needed to allow MLGW additional time to resolve data and mapping errors identified within the MLGW electric distribution downtown network.</i>	9/17/2025	\$0.00
Available Balance			\$694,759.00
Cumulative Contract Value			\$3,459,236.00

RESOLUTION SUMMARY

- 1. Short Title Description – Contract No. 12103 – Workers' Compensation Stop Loss Brokering**
- 2. Requested Funding – \$60,000.00**
- 3. Award Duration – Ratification and one (1) year extension (October 1, 2025 through October 31, 2026)**
- 4. Type of Bid – RFP**
- 5. Awarded To – Willis Towers Watson of Tennessee, Inc.**
- 6. Plain Language Description – The broker is needed as part of the requirements for soliciting, implementing and maintaining a Workers' Compensation Stop Loss insurance policy.**
- 7. Impact – This contract will keep MLGW in compliance with the State mandated requirement for supporting our Workers' Compensation Stop Loss policy.**

EXCERPT
from
MINUTES OF MEETING
of
BOARD OF LIGHT, GAS AND WATER COMMISSIONERS
CITY OF MEMPHIS
held
September 17, 2025

The Manager of Procurement and Contracts recommends to the Board of Light, Gas and Water Commissioners the approval of Change No. 5 to Contract No. 12103, Workers' Compensation Stop Loss Brokering with Willis Towers Watson of Tennessee, Inc. to ratify and extend the current contract in the funded amount of \$60,000.00.

The project scope is to obtain an experienced Broker to secure State mandated stop loss coverage for MLGW's Workers' Compensation Program. The contract award was based on the Request for Proposals ("RFP") evaluation process.

This change is to ratify and extend the current contract for one (1) additional year for the period covering October 1, 2025 through October 31, 2026 in the amount of \$385,267.00; of which, \$360,481.00 will be absorbed in the current contract value. This extension reflects an overall 8.5% increase in premium (which does not include the Broker's Fee) from the previous term due to inflation and increasing cost for this type of coverage. MLGW is also requesting additional funds to cover the Broker's fee in the amount of \$35,000.00, which increased from \$30,000.00 to \$35,000.00 for this extension. The total amount requested for this extension is \$60,000.00. This ratification and extension complies with all applicable laws and policies. The new contract value is \$2,039,407.00.

NOW THEREFORE BE IT RESOLVED BY the Board of Light, Gas and Water Commissioners:

THAT, Subject to the consent and approval of the Council of the City of Memphis, the approval of Change No. 5 to Contract No. 12103, Workers' Compensation Stop Loss Brokering with Willis Towers Watson of Tennessee, Inc. to ratify and extend the current contract in the funded amount of \$60,000.00, as outlined in the above preamble, is approved; and further

THAT, the President, or his designated representative is authorized to execute the Ratification and Extension.

RESOLUTION

WHEREAS, the Board of Light, Gas and Water Commissioners in their meeting of September 17, 2025 approved Change No. 5 to Contract No. 12103, Workers' Compensation Stop Loss Brokering with Willis Towers Watson of Tennessee, Inc. to ratify and extend the current contract in the funded amount of \$60,000.00, and is now recommending to the Council of the City of Memphis that it approves said ratification and extension as approved; and

WHEREAS, the project scope is to obtain an experienced Broker to secure State mandated stop loss coverage for MLGW's Workers' Compensation Program. The contract award was based on the Request for Proposal ("RFP") evaluation process; and

WHEREAS, This change is to ratify and extend the current contract for one (1) additional year for the period covering October 1, 2025 through October 31, 2026 in the amount of \$385,267.00; of which, \$360,481.00 will be absorbed in the current contract value. This extension reflects an overall 8.5% increase in premium (which does not include the Broker's Fee) from the previous term due to inflation and increasing cost for this type of coverage. MLGW is also requesting additional funds to cover the Broker's fee in the amount of \$35,000.00, which increased from \$30,000.00 to \$35,000.00 for this extension. The total amount requested for this extension is \$60,000.00. This ratification and extension complies with all applicable laws and policies. The new contract value is \$2,039,407.00; and

NOW THEREFORE BE IT RESOLVED by the Council of the City of Memphis, that there be and is hereby approved Change No. 5 to Contract No. 12103, Workers' Compensation Stop Loss Brokering with Willis Towers Watson of Tennessee, Inc. to ratify and extend the current contract in the funded amount of \$60,000.00 as approved.

CONTRACT CHANGE FORM

MEMPHIS LIGHT, GAS, AND WATER DIVISION CONTRACT CHANGE NO. 5
 CITY OF MEMPHIS DATE OF CHANGE SEPTEMBER 17, 2025
 CONTRACT NUMBER 12103 SHEET 1 OF 9

TO: MR. DARRISON WHARTON

WILLIS TOWERS WATSON OF TENNESSEE, INC.

3340 PLAYERS CLUB PARKWAY, SUITE 2000

MEMPHIS, TN 38125

YOU ARE ADVISED THAT THE MEMPHIS LIGHT, GAS AND WATER DIVISION, CITY OF MEMPHIS, TENNESSEE HEREBY AUTHORIZES THE FOLLOWING CHANGE IN REGARD TO THE ABOVE CONTRACT NUMBER. THE CONTRACTOR AGREES TO BE BOUND BY ALL OF THE TERMS AND CONDITIONS OF SAID CONTRACT AND PREVIOUS CHANGES.

THE PROJECT SCOPE IS TO OBTAIN AN EXPERIENCED BROKER TO SECURE STATE-MANDATED STOP-LOSS COVERAGE FOR MLGW'S WORKERS' COMPENSATION PROGRAM. THE CONTRACT AWARD WAS BASED ON THE REQUEST FOR PROPOSAL ("RFP") PROCESS.

THIS CHANGE IS TO RATIFY AND EXTEND THE CURRENT CONTRACT FOR ONE (1) ADDITIONAL YEAR FOR THE PERIOD COVERING OCTOBER 1, 2025 THROUGH OCTOBER 31, 2026 IN THE AMOUNT OF \$385,267.00; OF WHICH, \$360,481.00 WILL BE ABSORBED IN THE CURRENT CONTRACT VALUE. THIS EXTENSION REFLECTS AN OVERALL 8.5% INCREASE IN PREMIUM (WHICH DOES NOT INCLUDE THE BROKER'S FEE) FROM THE PREVIOUS TERM DUE TO INFLATION AND INCREASING COST FOR THIS TYPE OF COVERAGE. MLGW IS ALSO REQUESTING ADDITIONAL FUNDS TO COVER THE BROKER'S FEE IN THE AMOUNT OF \$35,000.00, WHICH INCREASED FROM \$30,000.00 TO \$35,000.00 FOR THIS EXTENSION. THE TOTAL AMOUNT REQUESTED FOR THIS EXTENSION IS \$60,000.00. THIS RATIFICATION AND EXTENSION COMPLIES WITH ALL APPLICABLE LAWS AND POLICIES. THE NEW CONTRACT VALUE IS \$2,039,407.00.

CHANGE IN CONTRACT PRICE:

Contract Amount	\$1,979,407.00
Change Amount	\$ 60,000.00 - <u>Ratification and Extension (Change No. 5)</u>
Total Contract Amount	\$2,039,407.00

APPROVED BY THE BOARD OF LIGHT, GAS AND WATER COMMISSIONERS

 APPROVED BY THE PRESIDENT

 DATE

BOARD RESOLUTION TRANSMITTAL

Expenditure Org Executive: Alonzo Weaver Board Meeting Date: 9/17/2025
 Procurement Contracts Specialist: Arma Orr Purchase Order/Requisition Number: 12103
 Purchase Commodity: _____
 Other (Non-Procurement Items): _____

Responsible Group (Requesting Area/ Contact Person) (Telephone number/email address)	Insurance Benefits Department/ Marcus Tate, 528-4379, mdtate@mlgw.org: Loretta Poindexter 528-4406, lpoindexter@mlgw.org	
Scope: Contract ☒ Purchase _____ Other _____	The project scope is to obtain an experienced Broker to secure State mandated Stop-Loss coverage for MLGW's Workers' Compensation program.	
Explanation of Action. (Contract/Purchase invoice payments, land purchase, dues, other)	This change is to ratify and extend the current contract for one (1) additional year for the Premium and Broker's Fee for the period October 1, 2025 to October 31, 2026.	
Where will the work take place? (MLGW facility or jobsite, etc.)	The work will take place at the Broker's work location.	
Why the need exists? (Contract/Purchase invoice payments, land purchase, dues, other)	The need exist to provide Workers' Compensation Stop Loss coverage for MLGW.	
Are there any anticipated vendor issues? (If so, please explain)	No	
Are there any contract services, labor or IBEW issues? If yes, has cost comparison been provided to IBEW? Date Provided?	No	
Is there a Budget deficit? If yes, please explain why. Identify in the Budget section below the area, charge code and amount which will absorb the shortfall.	No	
If applicable, how was the recommendation determined? (Bid, RFQ or RFP) RFP		

BUDGET:

Amount Requested

2025 Budget*

Amount Spent Year-to-Date

2025 Budget Balance Available

Budget Balance After Award

	Total	In 2025 Budget Year	After Budget Year
Amount Requested	\$ 60,000.00	\$ 60,000.00	\$ -
2025 Budget*	\$ 501,460.00		
Amount Spent Year-to-Date	\$ 561,525.44		
2025 Budget Balance Available		\$ (60,065.44)	
Budget Balance After Award		\$ (65.44)	

*Please indicate category (O&M or Capital).

☒ O&M☐ Capital

Project

Expenditure Organization

Expenditure Type

Task

General Division Expenses

0988888 Misc Accounting Transaction

Contracted Svc-Other

Admin Expense

Comments:

Expenditure Type	Budget	Actual	Available
	\$ -	\$ -	\$ -
	\$ -	\$ -	\$ -
			\$ -

APPROVED:

Ronda Croft

Budget & Financial Planning

09.03.2025

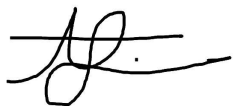
Date

Rev. 11/01/2018

Contractor: Willis Towers Watson of Tennessee, Inc.
9/17/2025

Contract Number: 12103

	Actions	Date	Amount
	Award	10/23/2019	\$631,015.00
Change Order No. 1	This change is to ratify and renew the current contract for the first of four (4) annual renewal terms for the period covering October 1, 2021 through October 31, 2022 in the funded amount of \$324,535.00, with a 8.35% decrease in annual premium rates from the previous term.	9/1/2021	\$324,535.00
Change Order No. 2	This change was to renew the current contract for the second of four (4) annual renewal terms for the period covering October 1, 2022 through October 31, 2023 in the amount of \$398,764.00, with no increase in rates. The increase in premium was due to MLGW payroll increase and not because of a rate increase. The amount of \$120,396.00 was absorbed from the current contract balance; therefore, the funded amount of this renewal is \$278,368.00.	8/17/2022	\$278,368.00
Change Order No. 3	This change was to renew the current contract for the third of four (4) annual renewal terms for the period covering October 1, 2023 through October 31, 2024 in the amount of \$330,481.00, which reflects a 17.1% decrease in rates from the previous renewal term. MLGW is also requesting additional funds to cover the broker's fee in the amount of \$30,000.00. The total amount of this renewal is \$360,481.00.	9/20/2023	\$360,481.00
Change Order No. 4	This change was to ratify and renew the current contract for the fourth and final annual renewal term for the period covering October 1, 2024 through October 31, 2025 in the amount of \$355,008.00, which reflects an overall 7.4% increase in premium (which does not include the Broker's Fee) from the previous term due to underlying loss development, increased payroll and claims costs. MLGW is also requesting additional funds to cover the Broker's fee in the amount of \$30,000.00. The total amount of this renewal is \$385,008.00.	10/16/2024	\$385,008.00
Current Contract Amount			\$1,979,407.00
Amount Paid to Date as of 09.04.2025			\$1,618,926.00
Current Contract Balance			\$360,481.00
Change Order No. 5	<i>This change is to ratify and extend the current contract for one (1) additional year for the period covering October 1, 2025 through October 31, 2026 in the amount of \$385,267.00; of which, \$360,481.00 will be absorbed in the current contract value. This extension reflects an overall 8.5% increase in premium (which does not include the Broker's Fee) from the previous term due to inflation and increasing cost for this type of coverage. MLGW is also requesting additional funds to cover the Broker's fee in the amount of \$35,000.00, which increased from \$30,000.00 to \$35,000.00 for this extension. The total amount requested for this extension is \$60,000.00.</i>	9/17/2025	\$60,000.00
Available Balance			\$420,481.00
Cumulative Contract Value			\$2,039,407.00



Digitally signed by Abbie Crutsinger
DN: CN=Abbie Crutsinger, E=Abbie.Crutsinger@
wtwco.com
Reason: I am the author of this document
Location:
Date: 2025.08.22 10:02:55-05'00'
Foxit PDF Editor Version: 12.1.9

12.d

wtw | Willis

Casualty Insurance Proposal

Prepared For:

Memphis Light, Gas and Water Division

Policy Term: 10/1/2025 - 10/1/2026

Willis Towers Watson, Inc.
3340 Players Club Parkway, Suite 2000
Memphis, TN 38125, U.S.A.

APPROVED

Marcus Tob DATE 8/22/2025
MANAGER, INSURANCE & PENSION

Memphis Light, Gas & Water
 Marketing Summary
 2025 Excess Workers' Compensation Renewal



Markets Approached			
Carrier(s)	Underwriter	Line of Business	Response
Liberty Mutual	Gabrielle Betters	Excess Worker's Compensation	Quoted as incumbent

These quotes expire on 9-30-2025, after which insurers may withdraw or vary them.

Memphis Light, Gas & Water
 Excess Workers' Compensation Quote Detail
 2025-26 Renewal



Primary Insurer:
 Carrier Financial Rating:
 Policy Year Start:

Liberty Mutual
 A- Excellent
 10/1/2024
 Expiring Bound

Liberty Mutual
 A- Excellent
 10/1/2025
 Renewal Quote
 Liberty Mutual

yr-yr (\$)

yr-yr (%)

Exposures

Payroll	214,655,478	229,164,284	14,508,806	6.8%
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Premium/Cost Components

Premium charge	\$348,600	\$379,267	\$30,667	8.8%
TRIA	\$6,408	\$6,000	(\$408)	-
<i>Premium per \$100 of Payroll</i>	<i>0.1624</i>	<i>0.1655</i>	<i>0.0031</i>	<i>1.9%</i>
Carrier Surcharges & Assessments	\$0	\$0		
Total Estimated Cost	\$355,008	\$385,267	\$30,259	8.5%

Memphis Light, Gas & Water
 Excess Workers' Compensation Terms Comparison
 2025-26 Renewal



	Liberty Expiring Bound	Liberty Renewal Quote	Memo
Limits & Deductibles			
Part One - Workers' Compensation Insurance	Statutory	Statutory	
Part Two - Employers Liability Insurance			
Bodily Injury by Accident	\$2,000,000	\$2,000,000	
Bodily Injury by Disease- Each Employee	\$2,000,000	\$2,000,000	
Bodily Injury by Disease - Policy Limit	\$2,000,000	\$2,000,000	
Retention - Bodily Injury by Accident - Each Accident	\$1,000,000	\$1,000,000	
Retention - Bodily Injury by Disease - Each Employee	\$1,000,000	\$1,000,000	
Covered States			
Parts One & Two (WC & EL Coverage)	Tennessee	Tennessee	
Coverage Modification Endorsements			
	Form #	Form #	
Terrorism Risk Insurance Act	WX 99 70 05	As Expiring	
Catastrophe (Other Than Certified Acts of Terrorism) Premium Endorsement	WX 99 80 92	Will be added upon binding	
Excess Voluntary Compensation and Employers Liability	WX 99 70 08 04 20	As Expiring	All Employees
Excess Workers Compensation and Employers Liability Insurance Policy	WX 99 50 01 04 20	As Expiring	
Foreign Voluntary Compensation and Repatriation Expense	WC 99 80 55 04 20	As Expiring	Limit of Indemnity - \$2,000,000, subject to 1M retention
Knowledge and Notice of Occurrence Endorsement	WX 99 70 71 04 20 WC 99 70 72 04 20	As Expiring	
Waiver of Subrogation	WX 99 70 69 04 20	As Expiring	
Premium Due Date Endorsement	WX 99 80 93 08 22	As Expiring	
Coverage Exclusions			
	Form #	Form #	
Various Exclusions Per Coverage Form	Included	As Expiring	

Memphis Light, Gas & Water
2025 Excess Workers' Compensation Renewal



Important Notices

WILLIS COMMISSION

Willis Towers Watson negotiates commission rates with certain insurers on a corporate level. If the rate on your placement is lower than the negotiated rate, Willis Towers Watson will collect the difference directly from the insurer. These payments will not increase the cost of your insurance or otherwise impact your premium or rates. Details of these arrangements where there is compensation beyond the base compensation detailed in your Quote Proposal can be found at:

http://www.willis.com/About/Willis/The_Willis_Way/Commission_Rates/

BROKERAGE TERMS, CONDITIONS & DISCLOSURES

An order to bind the coverage presented in this proposal shall be deemed an acceptance and agreement that this proposal is subject to WTW Brokerage Terms, Conditions, and Disclosures "Brokerage Terms" that are incorporated as part of this proposal and available at:

<https://www.wtwco.com/-/media/WTW/notices/BTCD-CRB-NA-June-2025.pdf>

If you would like a hard copy of the "Brokerage Terms," please contact any member of your Willis Towers Watson service team. If you have received a hard copy of this proposal, a hard copy of the "Brokerage Terms" is included for your convenience.

Quotation(s) are valid until 9/30/2025, after which insurers may withdraw or vary it.

CLAIMS REPORTING:

Claims can be reported as follows:

Email: claimcentral@willistowerswatson.com

Phone: 877-725-9679

Fax: 877-945-3676

SURPLUS LINES

The primary casualty premiums are not subject to surplus lines taxes.

PREMIUM FINANCE INDICATION

Estimated Amount Financed (Premiums minus 10% down payment)	Estimated APR Range
\$300,000 - \$2,000,000	6.89% - 7.89%
\$2,000,000	6.50% - 7.49%

The above rate indication is based on 10% down payment and subject to underwriting review by the finance companies. Additional factors may increase or decrease the final premium finance rate. Factors may include but are not limited to total amount financed, credit worthiness, payment history, nature of operations and placements with minimum earned requirements.

Memphis Light, Gas & Water
2025 Excess Workers' Compensation Binding



Directions for Binding

Please review this proposal and advise of any changes or questions you may have. To request the binding of coverage, please complete and sign the following or contact me with your binding instructions.

Please bind the coverage:

Bind	Coverage	Carrier	Option	Premium Including Tax Surcharges	TRIA Accept	Notes
	XS Workers' Compensation	Liberty Mutual	Extension Quote	\$385,267	Included	

SUBJECTIVITIES	
Policy	
XS Workers' Compensation	Election to Bind

PAYMENT PLANS	
Policy	Plan
XS Workers' Compensation	Agency Bill - Pay-In-Full

Note: Premium Financing available

Memphis Light, Gas & Water

Signature

Date

Title

Printed Name

Signature page to follow

MEMPHIS LIGHT, GAS AND WATER DIVISION**City of Memphis, Memphis, Tennessee**

By: _____
Doug McGowen
President and Chief Executive Officer

Date: _____

Attest:

Rodney Cleek
Vice-President, Chief Financial Officer
and Secretary-Treasurer

Approved:



Geoffrey Lewis
Attorney
Board of Light, Gas and Water Commissioners

Intentionally Blank



April 29, 2025

Marcus Tate
Memphis Light, Gas & Water
220 South Main Street
Memphis, TN 38103

RE: Contract 12103 Worker's Compensation Stop Loss Brokering

Dear Marcus,

Per our discussion yesterday, I'm writing this letter in order to continue the Worker's Compensation Stop Loss Brokering for the upcoming policy period. The annual fee that expired on January 1, 2025 was \$30,000. For a one-year extension, our fee will increase to \$35,000 and will cover October 1, 2025 excess worker's compensation renewal. These fees are separate from premiums paid to insurers for MLGW's excess worker's compensation coverage.

The reason for the increase is that expiring pricing was provided five years ago and, given inflation, needs to adjust accordingly.

If you have any questions, please let us know. If the fees proposed are acceptable, please let us know that as well.

Regards,

Darrison

DocuSigned by:

Marcus Tate

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4/29/2025

Darrison N. Wharton, ARM
Director - New Business

3340 Players Club Parkway
Shadow Creek II
Floor 2, Suite 200
Memphis, TN 38125

T +1 901 930 0000
D 901-248-3065
C 901-827-2947
F +1 901 930 0100
E darrison.wharton@wtwco.com
W wtwco.com

Wills Towers Watson US LLC

RESOLUTION SUMMARY

1. Description of the Item

Resolution approving the recommended annual salary of \$127,279.80 to fill the vacant new hire position of Supervisor of Internal Audit.

2. Additional Information

The President & CEO and the Interim Chief People Officer have recommended to the Board of Light, Gas, and Water Commissioners that they approve an annual salary of \$127,279.80 for a new hire position: Supervisor of Internal Audit, subject to the consent and approval of the City Council of the City of Memphis.

EXCERPT
from
MINUTES OF MEETING
of
BOARD OF LIGHT, GAS AND WATER COMMISSIONERS
CITY OF MEMPHIS
held
September 17, 2025

WHEREAS MLGW desires to hire a candidate to fill the vacant position of Supervisor of Internal Audit at an annual salary of \$127,279.80; and

WHEREAS, the President & CEO and the Interim Chief People Officer recommend to the Board of Memphis Light, Gas & Water Commissioners an annual salary in the amount of \$127,279.80 for a candidate for the Supervisor of Internal Audit.

NOW THEREFORE BE IT RESOLVED by the Board of Memphis Light, Gas & Water Commissioners:

THAT, subject to the consent and approval of the City Council of the City of Memphis, the annual salary for the Supervisor of Internal Audit in the amount of \$127,279.80 is hereby approved.

RESOLUTION

WHEREAS, MLGW desires to hire a candidate to fill the vacant position of Supervisor of Internal Audit; and

WHEREAS, the Board of Memphis Light, Gas, and Water Commissioners at their meeting on September 17, 2025, approved an annual salary of \$127,279.80 for the Supervisor of Internal Audit position; and

WHEREAS, Memphis City Substitute Ordinance No. 5897 provides that the salary of executive management or other employees over \$120,000.00 be approved by the City Council.

NOW, THEREFORE, BE IT RESOLVED by the Council of the City of Memphis, The annual salary of \$127,279.80 is hereby approved for the vacant Supervisor of Internal Audit position.