STRATEGIC SUPPLY MANAGEMENT
NORTH COUNTRY PROCUREMENT OPPORTUNITY EVENT
Agenda

1. Welcome – Joseph Kessler, EVP & Chief Operating Officer
2. Safety Topic – Timothy Burley – Construction Manager
3. Introduction – William Knowles - SSM Sr. Director Category Management
4. Presentations –
   **Ana Stachowiak** – Project Manager
   ✓ Moses Adirondack Smart Path Reliability Project
   ✓ North Country Energy Storage Project

15 MIN BREAK

**Timothy Burley** – Construction Manager
✓ Joint Works Alcoa Power Works Project
✓ Elevated Water Tank Project
✓ Facilities For Office of Parks Project
✓ Underground Feeder for Long Sault Dam (LSD) Project
5. Doing Business with NYPA
   Vicki Daniels – Manager, Supplier Diversity
   • Expressing interest as a Subcontractor/Supplier

Lunch

Afternoon networking
WELCOME

https://youtu.be/RYvX3wNBAgw
SAFETY MOMENT
Safety Moment
SAFETY MOMENT
NYPA Overview

NYPA was created by the Power Authority Act in 1931 and today provides low-cost electricity to New York businesses and individuals as well as energy services.

Our Mission

Power the economic growth and competitiveness of New York State by providing customers with low-cost, clean, reliable power and the innovative energy infrastructure and services they value.

Looking ahead, we will help bring about the flexible, distributed, consumer-driven energy system of the future by investing in the things that customers truly value. NYPA will lead this transformation in concert with our customers.

Strategic Priorities

- **Customer Success.** NYPA will make customer success our success.
- **Cost Leadership.** NYPA will continue to manage the risk of electricity price volatility for our customers by ensuring that they enjoy the best value energy bill.
- **Innovation.** NYPA will lead the State in accelerating and innovating new technologies and business models that help create value for NYPA and for our customers.
NYPA set an ambitious goal to become the first digital utility as part of our Vision 2020 Strategic Plan, and will continue to provide innovative energy services to New York State customers for the next decade and beyond.

- Key lines of business
  - Power: 16 generating facilities and more than 1,400 circuit-miles of transmission lines
  - Customer Energy Services: $150M+ energy efficiency projects managed each year, and growing
  - Innovative Energy Services: New York Energy Manager, EVolve, others
- Operating revenue: $2.57B1
- Operations & maintenance costs: $680M1
  - Includes capital projects
  - Generally the spend that SSM manages

MOSES-ADIRONDACK SMART PATH RELIABILITY PROJECT
LOCAL SUBCONTRACTORS OPPORTUNITIES
NORTH COUNTRY PROCUREMENT FORUM

MAY 2, 2019
**PROJECT SCOPE**

- Installation of OPGW only, from Moses Switching Station (8 miles)
- Remove, Salvage and Dispose of the 78 miles of Existing H-Frame Wood Structures
- Furnish & Install Permanent & Temporary Access Roads, Working Pads and other Civil Structures
- Clearing Around SUNY Canton
- Furnish & Install Structure Foundations
- Install 78 miles MA1 & MA2 with Steel Monopoles
- Install 2 Circuits of 2-795 ACSR/phase, 2-OPGW,
- Restore ROW
- Materials Management and Construction from 3 Strategically Located Yards
- Install OPGW on Last Two (2) Spans into Adirondack Substation

**WORK OVERVIEW**

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PROJECT (VISUAL) OVERVIEW: MATERIALS & SERVICES

Existing Structures

Planned Structures

During Construction
PROJECT CONSTRUCTION OBJECTIVES

- Meet safety goals
- Construct per environmental certificates and permits
- Line perform as intended - replace the existing 230kV lines
- Meet or exceed the scheduled in-service dates
- Execute the project at the agreed pricing
- Maintain one existing line in service until the other line is finished
- Except for planned outages, no impact on transmission operations
- Minimize rework due to construction quality issues
- Safe and event-free construction, commissioning and energization
PROJECT STATUS

- Licensing and Permit – Underway
- Engineering and Design – Underway… Issue for Construction in the Next 60 Days
- Environmental Management and Construction Planning (EMCP) – Under development and submittal in the next 60 days.
- Construction Contractors – Short listed to 3 Contractors (KHMA, Michels and PAR)
- Steel Poles – Selected a manufacturer and currently working on the final designs.
- Other Key Materials and Services – Contracting or bidding currently underway for:
  - Conductors
  - Insulators
  - Line Hardware
  - Materials Management Services
  - Wood Poles Disposal
In addition to subcontracting goals for MBE(10%), WBE(15%) and SDVOB(6%), the selected Prime Contractors are expected to identify, develop and utilize local subcontractors through a number of programs such as:

- **Subcontractors Management Programs** – Business plans and processes for managing subcontractors of key work areas, e.g. helicopter services, foundation drilling, matting, etc.

- **Development and Mentoring Plan** – Commitment, strategies and plans to outreach, develop and grow MWBE, SDVOB and others subcontractors.

- **Success Stories** – Success stories and leverageable examples, highlighting the Prime Contractor’s initiatives that are in place used to develop and mentor subcontractors.

- **Local Subcontracting Development and Hiring** – Listing of current subcontractors in NYS and the Bidder’s overall plan for hiring, developing, and mentoring local subcontractors or workforce.

- **Business Continuity Plan** – Alternative “back up” subcontractors to keep the project running in the event of a disaster affecting the subcontractors.
A sample listing of the services available for subcontracting opportunities:

**SERVICES:**

- Videography During Construction
- Security Services
- Fuel Delivery
- Materials Management and Logistics
- Safety Supplies
- Silt Fencing Installation
- Trenching
- Land Restoration
- Lodging / Hotels
- Landscaping
- Electrical Subcontractors
- Traffic Control
- Flagging
- Road Building
- Tree Removal
- Temp Labor
- Community Outreach
- Food Services
- Materials Testing
A sample listing of the materials and supply subcontracting opportunities

**MATERIALS AND SUPPLY**

- Concrete Materials Supply
- Gravel Materials Supply
- Equipment Rental
- Portable Restoom Facilities
- Hardware Supply
- Electrical Material Supply
- Fuels Supply
- Gravel Supply
- Concrete Supply
- Matting Supply
- Office Trailer Supply
NORTH COUNTRY ENERGY STORAGE PROJECT
LOCAL SUBCONTRACTORS OPPORTUNITIES
NORTH COUNTRY PROCUREMENT FORUM
On March 8th, the Authority issued a public RFP, soliciting proposals from bidders with capabilities and experience in the design/ engineering, procurement, site and access road preparation, construction/ installation, interconnection, testing and commissioning of a lithium-ion BESS to be installed adjacent to the Authority’s Willis Substation. The project’s objectives are to:

- Support NYS Energy Storage Goal of 3,000 MW by 2030
- Improve Market Efficiency and Support Renewables, Hence the Selection of North Country
- Leverage the Latest Battery Technologies and Capabilities (20 MW / 20 MWh Lithium-Ion Battery Storage System)
- Participate in Frequency Regulation and Energy Markets

Given this is NYPA’s first utility-scale Battery Storage Project, NYPA will own and operate, setting the stage for future and similar projects.
Subcontracting Services (installation support services opportunities) include but are not limited to:

- 115kV AC Circuit Breaker and Associated Disconnect and Grounding Switches, Supporting Steel Structures and Concrete Foundations.
- 115kV/Medium Voltage Power Transformer.
- MV AC Circuit Breaker and Associated Disconnect and Grounding Switches.
- MV Metal-Clad Switchgear System to Connect the BESS Component Packages.
- Station Service/ Control House/ Security
Subcontracting Services (installation support services opportunities) include but are not limited to:

- 115kV AC Circuit Breaker and Associated Disconnect and Ground Switches, Supporting Steel Structures and Concrete Foundations, Integrated into the Existing Willis 115kV Switchyard

- 115kV AC Metering Devises, CTs and PTs, and all Associated Enclosures, Steel Structures and Concrete Foundations

- 115kV AC Cable System in Duct Bank Connecting the Willis 115kV Switchyard with the Project Substation
JOINT WORKS ALCOA POWER HOUSE
LOCAL SUBCONTRACTORS OPPORTUNITIES
NORTH COUNTRY PROCUREMENT FORUM
Anticipate in future requesting proposals for dam safety improvements. The project’s objectives are to:

- Stabilize the existing Old ALCOA Powerhouse’s Role as dam for next 50 years.
- Increase safety and limit risks with encapsulation of old dam superstructure.
A sample listing of the services and materials subcontracting opportunities

**SERVICES:**
- Videoography During Construction
- Security Services
- Fuel Delivery
- Materials Management and Logistics
- Safety Suppliers
- Silt Fencing
- Landscaping
- Concrete Demolition
- Traffic Control
- Flagging
- Access Road Building
- General Construction
- Labor/Equipment
- Land Restoration
- Trenching
A sample listing of the services and materials subcontracting opportunities

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ELEVATED WATER TANK
LOCAL SUBCONTRACTORS OPPORTUNITIES
NORTH COUNTRY PROCUREMENT FORUM
Anticipate in future requesting proposals for construction of a composite elevated water tank and demolition of existing.

The project involves specialty elevated water tank manufacture and elements of work associated with typical public water supply improvements.

Includes a small amount of Water Distribution Piping & supporting infrastructure needs in form of extension of communications & electrical power to meet needs of water system elements located in the base of the water tank.
PROJECT OVERVIEW

ELEVATED WATER TANK

EXISTING WATERBALL
## SERVICES:

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A sample listing of the services and materials subcontracting opportunities

**MATERIALS AND SUPPLY**

- CONCRETE MATERIALS SUPPLY
- GRAVEL MATERIALS SUPPLY
- EQUIPMENT RENTAL
- PORTABLE RESTOOM FACILITIES
- HARDWARE SUPPLY
- FUELS SUPPLY
- EQUIPMENT RENTAL
- MATERIALS TESTING
- OFFICE TRAILER SUPPLY
- POTABLE WATERMAIN AND APPURTENANCES
FACILITIES FOR OFFICE OF PARKS
LOCAL SUBCONTRACTORS OPPORTUNITIES
NORTH COUNTRY PROCUREMENT FORUM
In award stage. The project includes two buildings. A Maintenance Garage & Administration Building. Total Square Footage approximately 13,000 Sq.ft combined.

General Construction Scope includes following:
- Site/Civil
- Building General Construction
- HVAC
- Plumbing
- Electrical
- Communications
13.8KV UNDERGROUND FEEDER
for
LONG SAULT DAM(LSD)
LOCAL SUBCONTRACTORS OPPORTUNITIES
NORTH COUNTRY PROCUREMENT FORUM
The Long Sault Dam has two 13.8 KV electrical feeds. The original North side feed was replaced as emergent work and design efforts are underway planning for replacement of the south feed.

Construction Scope includes following:

- Replacement of buried 13.8KV electrical cable.
- Scope is mixture of civil(primarily trenching and small foundations for cabinet) and electrical.
A sample listing of the services and materials subcontracting opportunities

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