

# EXHIBIT B

## DEVELOPMENT OF LOCAL WATER USE EFFICIENCY PLANS & UPDATE TO WEST BASIN'S PLAN

### CONSULTANT SCORE DETAIL

Scoring Criteria	Total Points Possible	Average Scores	
		A&N Technical	Energized Solutions
		Encinitas, CA	Whittier, CA
Experience and Qualifications	20	19	12
Scope or Work	20	19	12
Cost Information	5	4	4
Schedule	3	2	3
References	2	2	1
Overall Presentation	5	5	3
Experience in workshop setting	10	10	7
Experience in working on multiple tasks in compressed timeline	10	8	6
Knowledge of Current Conservation Practices	10	10	6
Ability to Coordinate with multiple agencies in a timely manner	10	8	7
Work History Between Primes and Subs	5	4	4
<b>Total</b>	<b>100</b>	<b>91</b>	<b>65</b>

<b>Local Business</b>	<b>3</b>	<b>0</b>	<b>0</b>
<b>Total Possible Points</b>	<b>103</b>	<b>91</b>	<b>65</b>

Bid Price	Total Budget	A&N Technical	Energized Solutions (ES)
Development of 8 Local Plans	\$ 200,000	\$ 200,000	\$ 165,305
Update to West Basin's Plan	\$ 23,000	\$ 13,944	\$ 22,980
<b>Total</b>	<b>\$ 223,000</b>	<b>\$ 213,944</b>	<b>\$ 188,285</b>