



A Sempra Energy utility®

# SUPPLIER DIVERSITY We Care

## Diverse Business Enterprises

- 2020 Annual Report
- 2021 Annual Plan

March 1, 2021

2020  
YEAR IN REVIEW



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2020

SDG&E SUPPLIER  
DIVERSITY  
**Annual Report**



# LETTER FROM SDG&E CEO CAROLINE WINN



Click or scan the QR code, or follow the link below to play the 2021 WEI theme video.

[shorturl.at/exFLU](https://shorturl.at/exFLU)

For more resources and information from SDG&E, visit our YouTube Channel [www.YouTube.com/SanDiegoGasElectric](https://www.YouTube.com/SanDiegoGasElectric)

As the new CEO of SDG&E, I am excited and humbled by the opportunity to serve our region and champion the exceptional work of our supplier diversity program. 2020 tested all of us personally and professionally, from the challenges created by the pandemic to nationwide protests over racial injustice. It is also a year that I will always look back on with pride. Our diverse suppliers and employees rose to the challenges and continued serving our communities safely and reliably. They also engaged in courageous conversations that we continue to have to better understand that our differences only make us stronger.

Our supplier diversity program has long been at the heart of our company's efforts to help build a more inclusive regional economy, where everyone, regardless of where they come from, has equal opportunities to succeed. Year after year, our program has grown, paving the way for many subcontractors to become prime contractors and add jobs to the local economy.

SDG&E injected over **\$2 billion into the economy in 2020** - the highest level of expenditures on goods and services in the history of our company. Of that amount, **41.6 percent**, or **\$872 million**, was spent on contracts with diverse suppliers - small businesses led by women, minorities and serviced-disabled veterans. This marks the **eighth consecutive year** that our supplier diversity spending has been at 40 percent or

higher, far exceeding the California Public Utilities Commission's (CPUC) goal of 21.5 percent.

As an essential service provider, we cannot do what we do without the dedication of our suppliers who help us with everything from securing face masks to trimming trees near power lines and making wildfire safety improvements to our grid. Thank you!

The entire executive leadership team at SDG&E is redoubling our efforts to further grow our supplier diversity program. We believe it is particularly important at this time to help our small businesses stay afloat and support our region's economic recovery. More importantly, we recognize that when our company's suppliers and workforce reflect the diversity of the communities we serve, it makes us better at meeting our customers' needs.

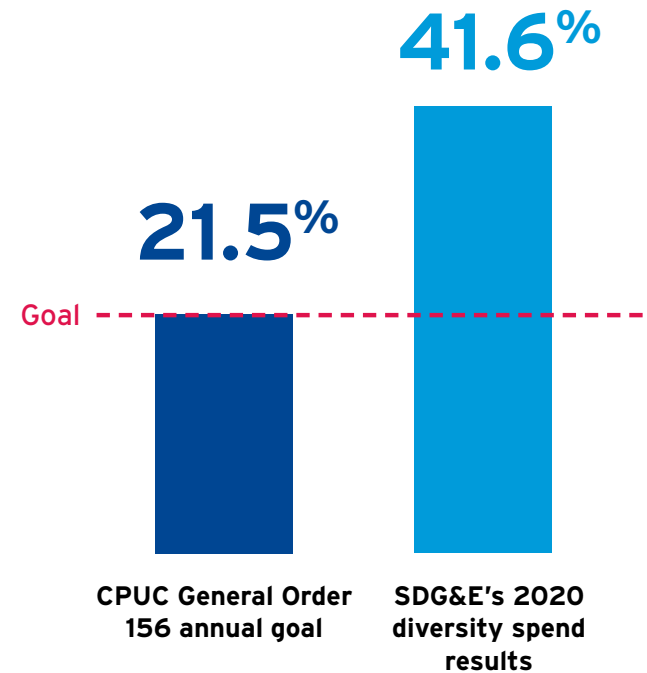
Our supplier diversity team is hard at work finding new ways to connect with even more local suppliers or deepen our relationships with existing ones to help them grow. With the dawn of a new year, there are many opportunities for SDG&E to partner with our suppliers to do the right thing, champion people and shape the future!

**Caroline Winn**  
SDG&E CEO

# EXECUTIVE SUMMARY

2020 was a challenging year for our employees and community. The COVID-19 global pandemic and standing up against social injustice affected us all. SDG&E stood strong and remained focused on providing excellent service to the community. We are proud to announce reaching a historic spend of **\$2.1 billion** with **41.6 percent or over \$872 million** with our diverse suppliers. Once again, we exceeded the California Public Utility Commission's (CPUC) General Order 156 goal of 21.5 percent.

Electric Engineering & Construction, SDG&E Gas Operations and Construction and Operations continue to be significant contributors to 2020 supplier diversity results. SDG&E's ongoing initiative to increase subcontracting reporting is also driving these results.



## Our 2020 results were driven by core business areas, such as:



Electric Engineering & Construction



SDG&E Gas Operations



Wildfire Mitigation

## BEFORE WE CONTINUE... SAFETY FIRST!

Preparing your safety kit, developing an evacuation plan, and signing up for the Public Safety Power Shutoff notifications are the three things you will want to do before wildfire season begins!



Click or scan the QR code, or follow the link below to play the Wildfire Preparedness Safety video.

[shorturl.at/gjCU1](https://shorturl.at/gjCU1)

For more resources and information from SDG&E, visit our YouTube Channel [www.YouTube.com/SanDiegoGasElectric](https://www.YouTube.com/SanDiegoGasElectric)

## 9.1.1 Description of WMDVLGBTBE program

Key spending and accomplishments contributing to 2020 supplier diversity success

### DIRECT SPENDING

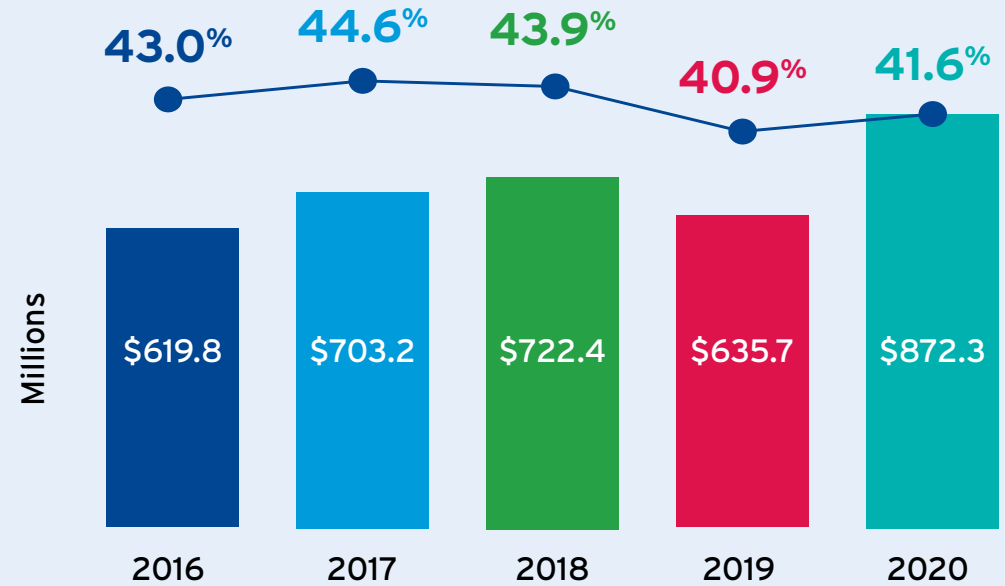
Increased \$127.7 million, from \$447.4 million to \$575.1 million, representing 27.4 percent in supplier diversity spending.

**\$575.1** Million  
**27.4%**

### SUBCONTRACTING

Totaled more than \$297 million for both core business and capital projects, representing 14.2 percent in supplier diversity spending.

**\$297.2** Million  
**14.2%**



### Category highlights

#### MINORITY BUSINESS ENTERPRISE (MBE)

Spending was \$455.4 million or 21.7 percent.

**\$455.4** Million

#### WOMEN BUSINESS ENTERPRISE (WBE)

Spending was \$285.9 million or 13.6 percent.

**\$285.9** Million

#### SERVICE-DISABLED VETERAN BUSINESS ENTERPRISE (DVBE)

Spending was \$120.5 million or 5.7 percent.

**\$120.5** Million

#### MINORITY WOMEN BUSINESS ENTERPRISE (MWBE)

Spending was \$41.1 million or nearly 2 percent.

**\$41.1** Million

#### LESBIAN, GAY, BISEXUAL, TRANSGENDER BUSINESS ENTERPRISE (LGBTBE)

Spending was \$10.4 million or 0.5 percent.

**\$10.4** Million



# 2020 SDG&E QUICK FACTS

## CUSTOMERS

- 3.6M people served

## EMPLOYEES

- Employees: 4,500
- Female representation: 34%
- Minority representation: 50%
- Military representation: 9%



## SOLAR | RPS | ENERGY STORAGE



### Renewable Meter Adapter

- Installed: 10,919
- Customer savings: \$13.1M



### EcoChoice

- Total customers: 4,546 | 51.15 MW
- Residential: 3,687 | 5.07 MW



### Energy Storage With Solar

- Residential & Non-Residential
- 6,981 | 54.6 MW



### Energy Storage

- Existing 84 MW
- Contracted Utility-owned (not online): 70 MW
- Contracted Non-utility-owned (not online): 6.5 MW
- Customer-owned: 73.99 MW

## WILDFIRE PREPAREDNESS



### Aircrane (helitanker) 2020

- Airborne within 15 minutes
- Water or fire suppressant held: 2,650 gallons
- Seconds to refill tank: 45
- 406 water drops and 442,544 gallons



### Black Hawk (helicopter) 2020

- 404 water drops and 274,139 gallons



### Vegetation Management

- Trees pruned annually: approximately 180K
- 77 certified arborists, 244 tree trimmers, 35 pole brushers
- 455,000 trees inventoried and 21,000 wood poles inspected annually
- Brush cleared around 34,000 poles per year



### Microgrids

- 4 microgrids that allow more communities and critical facilities to remain energized during a public safety power shutoff



### Enhanced Fire Safety Measures

- Wood poles converted to steel poles throughout service territory: 26,000 (19,428 in high fire threat district)
- Drones to assess infrastructure: 26
- Fire Coordinators: 5



### Wildfire Detection

- Meteorologists monitor over 100 cameras that provide streaming views of high fire risk areas
- Alert SDG&E pan, tilt, zoom, near-infrared with night vision capabilities cameras: 28



### Weather Network

- 220 weather stations measuring wind speed, temperature and humidity every 10 minutes with the capacity to observe every 30 seconds; 5 meteorologists and 24/7/365 coverage

## Alternative Fuel Vehicles



### SDG&E Employees

- “It’s On to 1,000”: 739 employees



### Alternative Fleet Vehicles

- Workplace charging stations: 331
- Percent of total fleet: 16.2%



### Electric Vehicle Charging Stations

- Energized: 254 sites | 3,033 nozzles | 4,330 Active users
- \$0.20 average price per kWh



### Regional Plug-In Electric Vehicles

- 56,174 total residential PEVs
- 2,001 charging stations
- 20,905 customers enrolled in EV pricing plans

## Description of WMDVLGBTBE program activities

### INTERNAL ACTIVITIES

#### SDG&E Supplier Diversity Executive Champions

This program enables forecasting to establish goals for each division, provides an opportunity to identify key supplier diversity champions, and addresses strategies to partner with key prime suppliers who utilize subcontractors within the executive's division.

#### SDG&E Supplier Ambassadors for Excellence Program

Since its formation in 2013, our Supplier Diversity Ambassador Program has grown to over 200 members, representing a broad range of SDG&E departments. Our Ambassadors actively work with the Supplier Diversity team to identify opportunities to include diverse suppliers in contract bids. In addition, they mentor new diverse suppliers to ensure they are competitive and able to grow into prime roles. Our goal is to expand the program to 500 employees by 2022.



#### SDG&E AMBASSADOR FOR EXCELLENCE

**Erika Schimmel-Guiles** - Dir. Design & Project Mgmt



Click or scan the QR code, or follow the link below to watch the video.

[shorturl.at/mxFZ7](https://shorturl.at/mxFZ7)

### Executive Support

Supplier diversity is a priority at SDG&E. Our executives, directors and managers are fully committed to supplier diversity and diligently work to achieve the company's supplier diversity goals. Executives meet quarterly with the Supplier Diversity team and the management team actively promotes contract opportunities in strategic planning sessions.

### INTERNAL EVENTS

#### Economic Recovery Plan

In response to COVID-19, SDG&E is actively working on recovery plans to support our community in this pandemic. To assist our small business customers and suppliers who are most severely impacted by the pandemic, the Supplier Diversity team provided opportunities for local small business to engage with SDG&E. These efforts include the following:

#### 1. 7-series Webinar to Engage and Support our Suppliers

- Access to working capital
- Non-profits helping small businesses survive COVID-19
- Doing business with San Diego Gas & Electric
- The next 90 days in a COVID-19 economy
- Technology: The Power of Social Media
- Work-life balance: the most important client... YOU!
- How businesses adapt through dynamic situations



Click or scan the QR code, or follow the link below to access the 7-series Webinar.

[shorturl.at/wAD01](https://shorturl.at/wAD01)

For more resources and information from SDG&E, visit our YouTube Channel [www.YouTube.com/SanDiegoGasElectric](https://www.YouTube.com/SanDiegoGasElectric)



## 2. Buy Local Campaign

- Through the buying power and focused outreach of Supply Management, this effort will provide opportunities for local small businesses to engage with SDG&E in procuring needed goods and services (post-COVID-19).
- Supply Management and Supplier Diversity have established a pilot campaign called “Buy Local” to support SDG&E’s supply chain. The “Buy Local” campaign includes:
  - Identifying qualified, local small businesses that deliver on SDG&E’s new anticipated needs (post-COVID-19)
  - Identifying low-risk/low-dollar contracts (\$75,000 and below) for goods and services that we can source locally from small businesses
  - Partnering with prime suppliers to identify sourcing needs that can be filled by local small businesses

## 3. “We Care” Boxes

SDG&E implemented a program to assist small, local business to reopen. This program consists of the following components:

- Implementing a pilot campaign to provide 500 small businesses including vulnerable and disadvantaged communities with the supplies needed for them to comply with the state of California’s reopening guidance plan
- Partnering with non-profits and local vendors to procure and distribute “We Care” boxes. Each box contains: gloves, face masks, hand sanitizers, touch tools, social distancing signage and general guidelines on best safety practices



#### 4. External Training

We understand that our suppliers may have had changes in their resources and may require additional training to learn the utility business' process. The Supplier Diversity team provided prime suppliers and DBEs the following training tools to help them navigate our system:

- Presentation on how to enter subcontracting spend in our portal
- How to look for diverse suppliers in the Supplier Clearinghouse
- Better understanding of the ISNetwork
- SDG&E's sustainability program
- SDG&E's supplier registration system
- Tier 2 and Tier 3 diverse subcontracting spend requirements
- SDG&E's liability insurance process and requirements

#### 5. Virtual Symposiums

Supplier Diversity hosts a series of symposiums to identify, pre-qualify, and onboard new diverse suppliers within the supply chain process. In 2020, these events were held remotely in partnership with our business partners, primes and diverse suppliers.

##### The business category focus areas included:

- General Contracting
- Smart Meter Replacement
- Wildfire Mitigation
- Trucking Services
- Environmental Services
- Electric Construction Operations

In addition, Supplier Diversity hosted orientation training on:

- How to use Microsoft® Teams for virtual meetings and symposiums
- How to interview with primes in a virtual environment



# SUPPLIER DIVERSITY PROGRAM



Outreach to small local businesses during COVID-19 included:



Webinars



500 "We Care" packages



Virtual Symposiums

Despite all that has happened over the past year, record spending within our supplier diversity program has helped many businesses thrive. To me, this is a testament to the resilience and resourcefulness of small businesses and our Supplier Diversity team in the face of adversity. It also proves that we can accomplish anything through collaboration.

Just like our vendors, our Supplier Diversity team has had to pivot and rethink how we operate amid the COVID-19 pandemic. Early on we recognized that small, local businesses were disproportionately affected by the pandemic. In response, we increased outreach to these suppliers by:

- Hosting a series of **webinars** with subject matter experts who provided **strategies and tools to help small business owners** "survive and thrive" during the pandemic and beyond.
- Collaborating with our colleagues to provide and distribute nearly **500 "We Care" packages** - filled with sanitation supplies - to small and local businesses to support safe reopening.
- Hosting training **webinars on "How to do business with SDG&E,"** focused on helping new small businesses navigate our procurement process.

- Holding **virtual symposiums to provide networking opportunities** among our potential and existing suppliers while working remotely.

Aside from the pandemic, the energy industry is grappling with climate-related challenges, most notably increasingly frequent and severe wildfires. A top priority for SDG&E is to address the impact of climate change by facilitating a just and equitable transition to a clean energy future. Some of the best ideas have come from small businesses, and we will be looking to our suppliers to help us transform challenges into opportunities for success.

There is no doubt there are still many challenges ahead of us, but I have tremendous optimism about how we will meet these challenges head-on to become stronger and better together.

Small and diverse businesses are the backbone of our regional economy, and our supplier diversity team is more committed than ever to make sure they are part of our successful future.

**Christy Ihrig**  
SDG&E VP Operations Support

# HOW SDG&E SUPPLIER DIVERSITY PIVOTED IN 2020

## “WE CARE” PROGRAM

**Sydney Furbush** - Manager of Supplier Diversity

In response to COVID-19, SDG&E actively works on recovery plans to support our community during this pandemic.



Click or scan the QR code, or follow the link below to find out how we pivoted.

[shorturl.at/kIGKU](https://shorturl.at/kIGKU)

## SUPPLIER DIVERSITY SYMPOSIUMS

**Sherry Shafiei** - Supplier Diversity Project Manager

Supplier Diversity hosts a series of virtual symposiums to identify, pre-qualify and onboard new diverse suppliers within the supply chain process.



Click or scan the QR code, or follow the link below to find out how we pivoted.

[shorturl.at/lqsKW](https://shorturl.at/lqsKW)

## SUPPLIER QUICK PAY PROGRAM (SQPP)

**Bruce Mayberry** - Supplier Diversity Project Manager

The purpose of this program is to help small businesses by increasing their working capital, so they can grow their businesses and hire more workers.



Click or scan the QR code, or follow the link below to find out how we pivoted.

[shorturl.at/KNT34](https://shorturl.at/KNT34)

## PRIME WEBINAR TRAINING

**Linda Diep** - Supplier Diversity Advisor

Refresher training courses to support our suppliers during the COVID-19 pandemic.



Click or scan the QR code, or follow the link below to find out how we pivoted.

[shorturl.at/atCDO](https://shorturl.at/atCDO)

For more resources and information from SDG&E, visit our YouTube Channel [www.YouTube.com/SanDiegoGasElectric](https://www.YouTube.com/SanDiegoGasElectric)

## SDG&E Environmental Services

SDG&E Environmental Services understands the importance of supplier diversity and working with many diverse companies.

Diversity and Inclusion is in our DNA.

Despite the challenges in 2020, the group never lost focus. In fact, the organization spent **over \$41.8 million in total goods and services**, which encompassed **71.6 percent with diverse suppliers**.

### 2020 ACCOMPLISHMENTS

#### Cleveland National Forest (CNF)

The Power Line Replacement Project (PLRP) is located in eastern San Diego County with the goal to rebuild five 9-kV transmission and six 12-kV distribution lines to enhance fire safety and reliability of our system.

Environmental Services is focused on minimizing the impact to threatened, endangered and otherwise sensitive species and habitats as well as cultural and historic resources located throughout the CNF.

In 2020, the team reached the milestone of beginning construction on the last segment of the project, which has the most sensitive environmental habitats within the Mount Laguna forest.

This project is anticipated to be completed and energized in 2021.

#### South Orange County Reliability Enhancement (SOCRE)

This overhead electric transmission construction project is located in San Juan Capistrano, San Clemente and areas within United States Marine Corps Camp Pendleton.

Environmental Services focuses on avoiding a variety of endangered species, sensitive coastal habitats and other rare and unique resources located adjacent to the project.

One significant milestone for the SOCRE project was the completion of the first phase of the overhead electric transmission and energizing it into service. Achieving this milestone is very significant for SDG&E and south Orange County customers.





### SDG&E Environmental and Sustainability Department

With an unparalleled abundance of biological diversity and widespread cultural resources dating back thousands of years, SDG&E's 4,100-square-mile service territory is both uniquely beautiful and a place where it can be difficult to build and maintain utility-scale infrastructure while protecting those resources.

Our environmental DBE partners bring extensive scientific knowledge and a deep understanding of our business to the Environmental Services team and are just as devoted to preserving the natural environment as every employee on our team. Diverse businesses make significant contributions towards the success of our company's ongoing legacy of successful environmental stewardship every year.

The environmental consulting industry is very competitive and contains hundreds of different firms of various sizes and expertise within Southern California. In partnership with SDG&E's Supplier Diversity team, we have been able to identify, mentor and develop diverse suppliers that have the expertise in supporting our department.

**- Scott M. Boczkiewicz**  
SDG&E Environmental Programs Manager

## PHILANTHROPY IS IN OUR DNA!

### Ocean Discovery Institute (ODI)

Ocean Discovery Institute uses ocean science to empower young people from underserved urban communities of color to transform their lives, their community, and our world as science and conservation leaders.

SDG&E Environmental Services employees volunteer time with the Ocean Discovery Institute to help youth with career opportunities, and provide mentoring and tools so they can overcome challenges.

In the past several years, ODI graduates have directly supported the SDG&E Environmental Services department as technical staff for project permitting and project construction compliance activities.

The success of this unique philanthropic venture is a great model for similar opportunities within the communities we serve.



Click or scan the QR code, or follow the link below to learn more about Ocean Discovery Institute.

[shorturl.at/uGN59](https://shorturl.at/uGN59)

# 2020 AWARDS & NOMINATIONS



**American Indian Chamber of Commerce of California**

**National Association of Women Business Owners, San Diego**

**Pacific Southwest Minority Council**

**Veterans In Business**

**Women's Business Enterprise Council-West**

Thunderbird Award

Special Recognition of the Loyal and Dedicated Support of NAWBO to Propel Women Entrepreneurs

Corporation of the Year

Corporate Appreciation Plank Award

Corporate Appreciation Award

Corporation of the Year Award

Platinum Supplier Sponsorship Award

## WORKING WITH SDG&E

**Donna DeBerry** - Central San Diego Black Chamber of Commerce



Click or scan the QR code, or follow the link below to watch the video.

[shorturl.at/fpyAX](https://shorturl.at/fpyAX)

## WORKING WITH SDG&E

**World Wide Technology**



Click or scan the QR code, or follow the link below to watch the video.

[shorturl.at/eDIZ6](https://shorturl.at/eDIZ6)

For more resources and information from SDG&E, visit our YouTube Channel [www.YouTube.com/SanDiegoGasElectric](https://www.YouTube.com/SanDiegoGasElectric)



## **SDG&E Remembers Gwen Moore** (October 28, 1940 - August 19, 2020)

Among the many achievements during her time as California Assemblymember, Moore was the architect and political force behind California General Order 156. This state supplier diversity program has, over the years, strengthened and stabilized a number of California Black-owned, Women-owned, and other Minority-owned small businesses by helping them secure lucrative state contracts.

# We Care SDG&E'S 2020 PHILANTHROPY & VOLUNTEERING HIGHLIGHTS



**LEAN IN CHAPTER**  
SEMPRA | SDG&E



**Women's Empowerment**



**26 Lean In Circles**



**280+ Members**

## Lean In

*Lean In* is a grassroots organization that was brought to SDG&E in 2015 by a handful of employees looking to support the career development of women at SDG&E as they advanced in the organization. It was clear that there was an amazing cohort of women at SDG&E that would benefit from greater engagement within the company.

With support from Organizational Effectiveness, the founders invited 30 of their colleagues to attend the kickoff. The women who attended that first meeting became the first three *Lean In* Circles at SDG&E. **Lean In is now at Sempra and SDG&E with 26 circles and over 280 members.**

*Lean In* at Sempra/SDG&E provides the opportunity to engage with and learn from women who invest in themselves and others.

**The mission is to encourage our members to take on new challenges, learn new skills, expand their professional network, and be unapologetically ambitious.**



## Leukemia/Lymphoma Foundation

The social and economic impacts of COVID-19 on our communities and the inability to hold large fundraising events significantly impacted charities and non-profits that benefit from such gatherings, BUT SDG&E SHOWED UP IN A BIG WAY! With the help of our employees, SDG&E raised more than \$115,000 in support of blood cancer research, patients and their families, making SDG&E the Top Corporate Walk Team in San Diego. Erika Schimmel-Guiles, Director of Design & Project Management, raised over \$105,000 and won the Light The Night Executive Challenge in San Diego and placed #4 in the nation.

## San Diego Rescue Mission

The San Diego Rescue Mission is dedicated to getting people off the streets permanently with short-term emergency assistance as well as programs to promote long-term stability and success for homeless community members. About 80 Sempra/SDG&E Lean In volunteers supported the San Diego Rescue Mission by contributing to the non-profit's Amazon Smiles Wishlist and donating new bedding at a drive-through-style drop-off event. The bedding will be used primarily at an emergency shelter for women and children.



## SDGiVE

In 2020, San Diego experienced record high numbers of individuals and families struggling to make ends meet. SDG&E employees responded to the call, collecting and donating necessities as food, hygiene items and clothing through our SDGiVE Program.



## Stand Up for Kids - San Diego

Stand Up for Kids empowers homeless and at-risk youth toward lifelong personal growth. SDG&E provides funding for employees who shop for and donate clothing and holiday gifts for the children and teens helped by Stand Up for Kids.



WORKING WITH SDG&E

Drew Moser - Lucky Duck Foundation



Click or scan the QR code, or follow the link below to watch the video.

[shorturl.at/sFP69](https://shorturl.at/sFP69)

For more resources and information from SDG&E, visit our YouTube Channel [www.YouTube.com/SanDiegoGasElectric](https://www.YouTube.com/SanDiegoGasElectric)

## SDG&E HELPED THROUGH THE HOLIDAYS

During a challenging year, our employees stepped up to care for their communities during the holiday season in many meaningful ways.

### “Operation Holiday Kindness” Cards

Approximately 75 SDG&E employees created and sent cards through the non-profit Art FORM using recycled and repurposed materials which were distributed to clients at five local non-profits who also received a \$1,000 holiday grant from SDG&E.



### SDG&E Toy Drives

Our volunteers teamed up with five local non-profits to support them with holiday gifts, gift cards, and gift basket collections and distribution events throughout San Diego.



## Ronald McDonald House Charities

As a “home away from home” for families with children being treated for serious, often life-threatening conditions at local hospitals, Ronald McDonald House San Diego felt more like home thanks to holiday lights, decorations and more provided by SDG&E employees.



### Wreaths Across America

Volunteers from SDG&E's VALOR team honored veterans on National Wreaths Across America Day and helped WAA in its mission to remember, honor and teach as they laid wreaths on the gravesites of Iraq/Afghanistan Congressional Medal of Honor/Killed in Action service members.

### Kitchens for Good

Our employees weighed, portioned and packaged meals for people facing food insecurity through Kitchens for Good's Hunger Relief Program, which stepped up its distribution of fresh food in 2020 to help those most impacted by COVID-19.



## Armed Services YMCA

At the Armed Services YMCA Neighborhood Exchange Food Distribution, our employees bagged, displayed and distributed Thanksgiving meals and toys to support active-duty military families.



## The Salvation Army

The Salvation Army's members and volunteers work together to holistically meet human needs without discrimination. This holiday season, our employees joined their fight against hunger, safely packing and distributing ready-made Thanksgiving meals.

## Neighborhood House Association

SDG&E employees also partnered with Neighborhood House Association to assemble and distribute care baskets at a Thanksgiving celebration for low-income and disabled clients.

## YMCA San Diego County

Our employees helped the YMCA San Diego County Project Turkey Giveaway, handing out turkey dinners to 100 families.

## Faith-Based Food Drives

SDG&E employees helped the San Diego New Life Baptist Church, Bethel Baptist Church, and St. Charles Parish distribute holiday meals and vouchers for families in need within the Spring Valley, Southeast, and South Bay San Diego communities.



**WORKING WITH SDG&E**  
**Nancy Sasaki** - United Way of San Diego County



Click or scan the QR code, or follow the link below to watch the video.

[shorturl.at/cnHO4](https://shorturl.at/cnHO4)

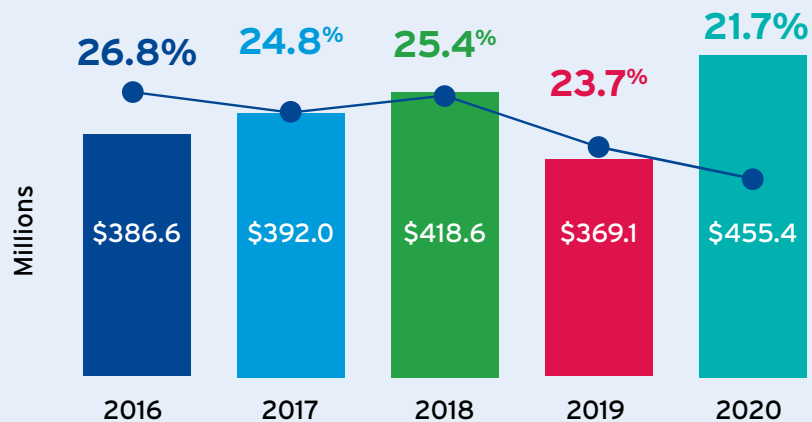
For more resources and information from SDG&E, visit our YouTube Channel [www.YouTube.com/SanDiegoGasElectric](https://www.YouTube.com/SanDiegoGasElectric)

## 9.1.2 Summary of WMDVLGBTBE purchases and/or contracts

### MINORITY BUSINESS ENTERPRISE (MBE) PROCUREMENT

MBEs remain the largest segment of supplier diversity spending for SDG&E. In 2020, MBE spending exceeded \$455.4 million or 21.7 percent of our overall results.

#### MBE SDG&E 2016 TO 2020 (\$ AND %)



#### WORKING WITH SDG&E Robin Richter - Wearable Imaging, Inc.



Click or scan the QR code, or follow the link below to watch the video.

[shorturl.at/aiyNQ](https://shorturl.at/aiyNQ)

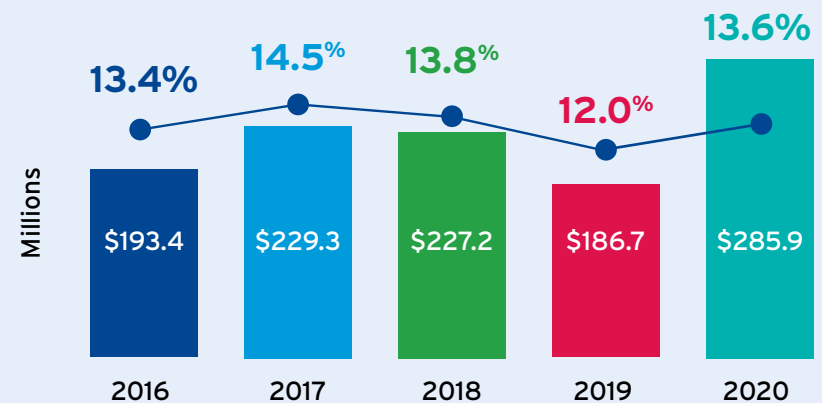
The global pandemic impacted many businesses. By pivoting quickly, Wearable Imaging not only continued serving the community, but also had their best year in sales and revenue to date.

For more resources and information from SDG&E, visit our YouTube Channel [www.YouTube.com/SanDiegoGasElectric](https://www.YouTube.com/SanDiegoGasElectric)

### WOMEN BUSINESS ENTERPRISE (WBE) PROCUREMENT

In 2020, spending with WBEs was \$285.9 million or 13.6 percent. This is the 15th consecutive year exceeding the CPUC goal and our highest spending year with WBEs.

#### WBE SDG&E 2016 TO 2020 (\$ AND %)



#### WORKING WITH SDG&E Maurice Ortega - A.M. Ortega Construction



Click or scan the QR code, or follow the link below to watch the video.

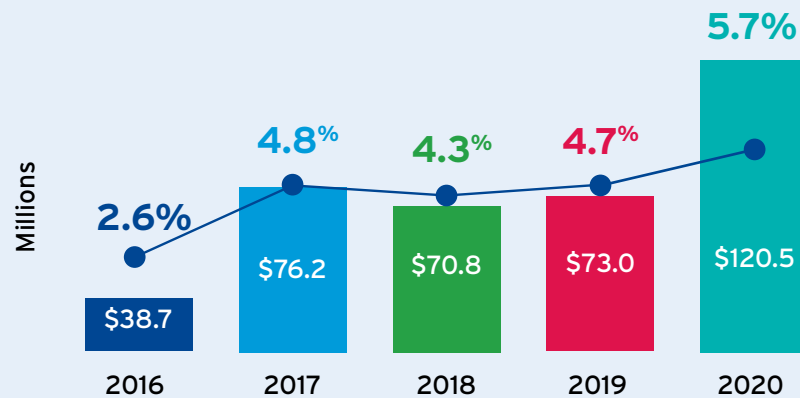
[shorturl.at/noCEI](https://shorturl.at/noCEI)

For more resources and information from SDG&E, visit our YouTube Channel [www.YouTube.com/SanDiegoGasElectric](https://www.YouTube.com/SanDiegoGasElectric)

## SERVICE-DISABLED BUSINESS ENTERPRISE (DVBE) PROCUREMENT

DVBE spending continues to remain strong, 5.7 percent, or \$120.5 million. 2020 marks the 12th consecutive year in which SDG&E has exceeded the 1.5 percent goal. SDG&E continues to focus efforts on incorporating DVBEs in our core business spending as well as emerging projects.

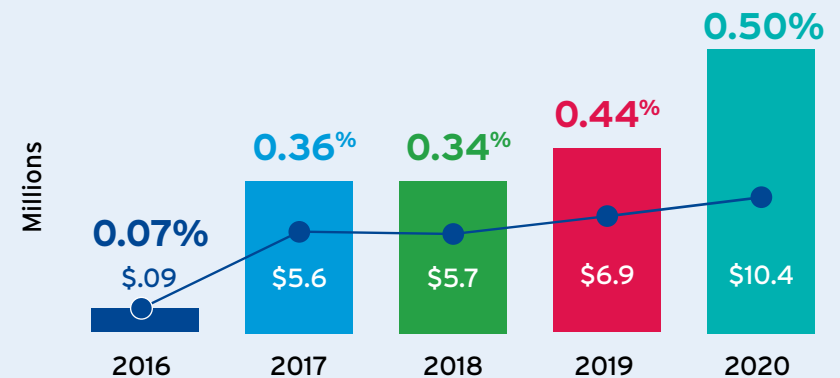
### DVBE SDG&E 2016 TO 2020 (\$ AND %)



## LESBIAN, GAY, BISEXUAL, TRANSGENDER BUSINESS ENTERPRISE (LGBTBE) PROCUREMENT

SDG&E spent \$10.4 million or 0.50 percent with LGBTBE in 2020, achieving our internal goal of 0.50 percent.

### LGBTBE SDG&E 2016 TO 2020 (\$ AND %)



SDG&E's LGBTBE 0.50% goal will be in effect in 2021 and SDG&E is proud to have achieved this goal in 2020, a year ahead of target.



### WORKING WITH SDG&E

**Ben Garcia** - Patriot General Engineering



Click or scan the QR code, or follow the link below to watch the video.

[shorturl.at/gnoJ9](https://shorturl.at/gnoJ9)

For more resources and information from SDG&E, visit our YouTube Channel [www.YouTube.com/SanDiegoGasElectric](https://www.YouTube.com/SanDiegoGasElectric)



### 9.1.3 Itemization of WMDVLGBTBE expenses

Expenses for the 2020 Supplier Diversity program include items such as collateral development, networking events, technical assistance, capacity building, CPUC Supplier Clearinghouse payments, office support services and other program expenses.

Expense Category	Cost (in thousands)
Wages	\$708
Program Expenses	\$208
Consultants	\$40
<b>Total</b>	<b>\$956</b>

### 9.1.4 SDG&E exceeds all WMDVLGBTBE category goals set by the CPUC

Through carefully managed programs and the full support of management, SDG&E continues to exceed CPUC spending goals in every category.

Category	2020 Results	2020 Goals
Minority Men	19.75%	0.00%
Minority Women	1.96%	0.00%
Minority Business Enterprise (MBE)	21.71%	15.00%
Women Business Enterprise (WBE)	13.63%	5.00%
Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	0.50%	0.50%*
Service-Disabled Veteran Business Enterprises (DVBE)	5.74%	1.50%
Other 8(a)**	0.00%	N/A
<b>Total WMDVLGBTBE</b>	<b>41.57%</b>	<b>22.00%</b>

\*SDG&E internal goals

**Note:** \*\*Firms classified as 8(a) of Small Business Administration includes non-WMDVLGBTBEs

## 9.1.5 Summary of Prime Contractor Utilization of WMDVLGBTBE Subcontractors



### WORKING WITH SDG&E

Lucy Labruzzo - Cordoba Corporation



Click or scan the QR code, or follow the link below to watch the video.

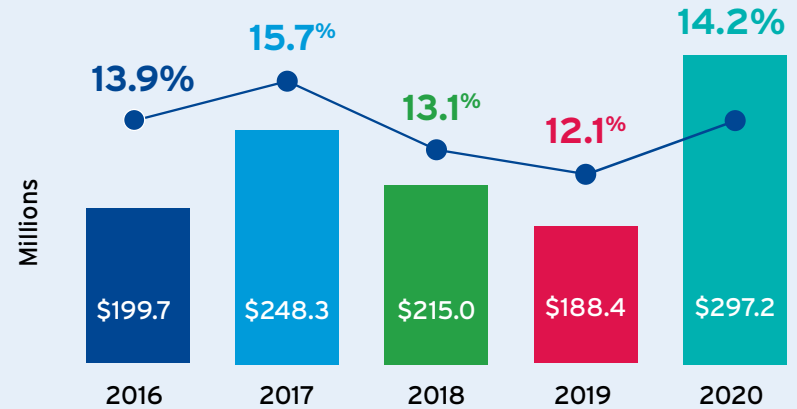
[shorturl.at/IHIQO](https://shorturl.at/IHIQO)

For more resources and information from SDG&E, visit our YouTube Channel [www.YouTube.com/SanDiegoGasElectric](https://www.YouTube.com/SanDiegoGasElectric)

## SUPPLIER DIVERSITY SUBCONTRACTING

We continue to have strong performance in subcontracting with our diverse suppliers. In 2020, we achieved \$297.2 million or 14.2 percent in supplier diversity spending, and saw an increase of nearly \$110 million or over 58 percent in subcontracting spend compared to 2019.

### Subcontracting - 2016 TO 2020 (\$ AND %)



2020 SDG&E	Minority Male	Minority Female	Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	Other 8(a)*	Total WMDVLGBTBE
Direct \$	307,902,395	19,970,031	327,872,426	183,704,507	9,233,110	54,246,117	-	575,056,160
Subcontracting \$	106,463,676	21,081,549	127,545,225	102,191,608	1,215,652	66,275,729	-	297,228,214
Total \$	414,366,071	41,051,579	455,417,650	285,896,115	10,448,762	120,521,846	-	872,284,373
Direct %	0.95%	15.63%	15.63%	8.76%	0.44%	2.59%	0%	27.41%
Subcontracting %	5.07%	1.00%	6.08%	4.87%	0.06%	3.16%	0%	14.17%
Total %	19.75%	1.96%	21.71%	13.63%	0.50%	5.74%	0%	41.57%

Net Procurement\*\*

2,098,149,510

**Note:** \*Firms classified as 8(a) of Small Business Administration includes non-WMDVLGBTBEs | \*\*Net Procurement includes purchase order, non-purchase order and credit card dollars  
**Direct** - Direct Procurement | **Sub** - Subcontractor Procurement | **%** - Percentage of Net Procurement

## 9.1.6 List of WMDVLGBTBE Complaints

There were no formal complaints filed against SDG&E with the CPUC or lawsuits filed in 2020 in relation to SDG&E's Supplier Diversity program.

## 9.1.7 Summary of purchases/contracts for products/services in excluded categories

The General Order 156 Ruling issued on November 14, 2003 ended exclusions, resulting in specific categories no longer being deducted from the fundamental procurement amount.

## 9.1.8 Description of efforts in underutilized areas

SDG&E continues to focus on increasing the number of diverse suppliers as well as the spend in low utilization categories.

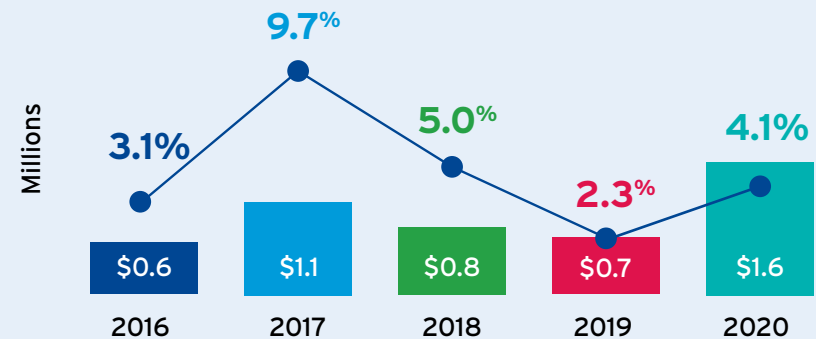
In 2020, in the financial services area, \$1.6 million or 4.1 percent was spent with diverse suppliers. In the legal services area, \$1.3 million or 14.7 percent was spent with diverse firms.

## FINANCIAL SERVICES

Financial services remains an important part of SDG&E's outreach efforts. Our executives and stakeholders are aware of the importance of penetrating this service sector and are assisting in actively seeking out qualified, diverse suppliers for specific financial reviews and audits.

We achieved a 55 percent increase in spend compared to 2019.

### Finance - 2016 TO 2020 (\$ AND %)



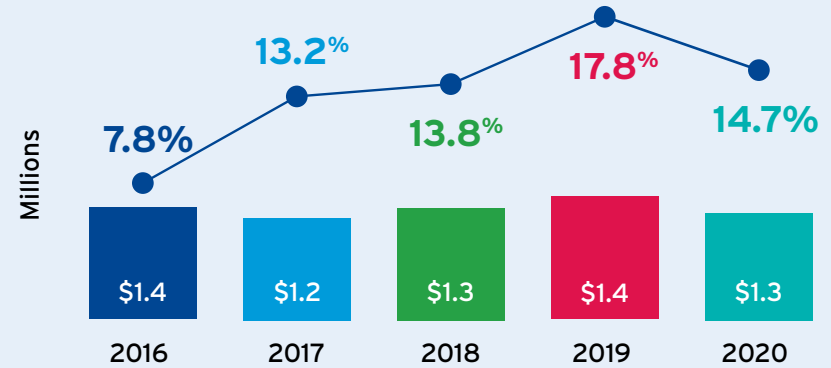
## LEGAL SERVICES

SDG&E recognizes the importance of working with diverse legal firms to increase spending. In 2020, spending with diverse firms was \$1.3 million, representing 14.7 percent of our overall legal spend.

SDG&E's Supplier Diversity team works closely with the Supplier Diversity Ambassador from Legal Services to identify qualified diverse firms in the areas of general law, securities, real estate, intellectual property, workers' compensation, venture capital projects, employment law and asset recovery.

SDG&E also sees the value in promoting utilization of diverse attorneys and paralegals at non-diverse firms. In 2020, SDG&E spent over \$2.8 million with minority, female, and service-disabled veteran attorneys and over \$500 thousand with diverse paralegal firms.

Legal - 2016 TO 2020 (\$ AND %)



2020 SDG&E Legal Spend: Diverse Paralegal Work Within Non-DBE Legal Firms - Paralegal Time Billed in 2020**		TOTAL*
Minority Male	African American	\$0
	Asian Pacific American	\$0
	Hispanic American	\$10,783
	Native American	\$0
	Other	\$0
	<b>Total Minority Men</b>	<b>\$10,783</b>
Minority Female	African American	\$8,201
	Asian Pacific American	\$17,340
	Hispanic American	\$4,745
	Native American	\$0
	Other	\$0
	<b>Total Minority Women</b>	<b>\$30,286</b>
Total Minority Business Enterprise (MBE)		\$41,068
Total Women Business Enterprise (WBE)		\$483,216
Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)		\$0
Service Disabled Veteran Business Enterprise (DVBE)		\$0
Non-DBE		\$38,991
<b>Grand Total: All DBE/Non-DBE</b>		<b>\$563,275</b>

\*Note: Figures are estimated | \*\*This spend is not included in SDG&E's WMDVLGBTBE results

2020 SDG&E Legal Spend: Diverse Attorney Work Within Non-DBE Legal Firms -Attorney Time Billed in 2020**		TOTAL*
Minority Male	African American	\$38,761
	Asian Pacific American	\$452,465
	Hispanic American	\$201,150
	Native American	\$0
	Other	\$0
	<b>Total Minority Men</b>	<b>\$692,375</b>
Minority Female	African American	\$43,466
	Asian Pacific American	\$314,462
	Hispanic American	\$495,100
	Native American	\$0
	Other	\$19,760
	<b>Total Minority Women</b>	<b>\$872,787</b>
Total Minority Business Enterprise (MBE)		\$1,565,163
Total Women Business Enterprise (WBE)		\$1,245,785
Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)		\$0
Disabled Veteran Business Enterprise (DVBE)		\$3,286
Non-DBE		\$3,252,959
<b>Grand Total: All DBE/Non-DBE</b>		<b>\$6,067,193</b>

\*Note: Figures are estimated | \*\*This spend is not included in SDG&E's WMDVLGBTBE results

## 9.1.9 Retention of all documents/data

SDG&E preserves all documents and data related to its Supplier Diversity annual report for (a) three years or (b) the timeframe that is in compliance with SDG&E's internal document retention policy, whichever comes later. SDG&E will provide these documents and this data to the CPUC upon request.

## 9.1.10 Summary of purchases in product and service in additional categories

Per General Order 156, this section reports the summary of purchases in product and service categories that include renewable and non-renewable energy, wireless communications, broadband, and smart grid and rail projects, in addition to current reporting categories. For our renewable energy-related projects, we have outlined some of our accomplishments below.

- SDG&E continues to outperform California's renewable standards requirements.
- In 2020, around 39 percent of the energy delivered to our customers came from renewable energy-related projects.

### **ELECTRIC PROGRAM INVESTMENT CHART (EPIC)**

EPIC was previously established by the CPUC in D.11-12-035 to provide public interest investments in applied research and development technology demonstration and deployment, market support and market

facilitation of clean energy technologies and approaches for the benefit of ratepayers of California investor-owned utilities (IOUs). D.12-05-037 established the purposes and governance structure for EPIC and D.13-11-025 clarified many of the program's regulatory requirements.

EPIC is designed to provide funding for electric utility research, development and demonstration (RD&D). Specific funding allotments are made to four EPIC program administrators, including SDG&E. The EPIC program has been extended until December 31, 2021 and is comprised of three triennial program cycles (i.e., EPIC-1, EPIC-2, EPIC-3).

In compliance with GO 156 requirements, we are incorporating by reference "SDG&E 2020 EPIC Annual Report," which was submitted to the CPUC by March 1, 2021. This report provides detailed information about SDG&E's EPIC plans, projects and spend.

## 9.4 Compliance with LGBTE - Specific Requirements

SDG&E's LGBTE 0.50% goal will be in effect in 2021 and SDG&E is proud to have achieved this goal in 2020, a year ahead of the target.

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SDG&E SUPPLIER  
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# 2021 SDG&E SUPPLIER DIVERSITY Annual Plan

## 10.1 Goals

SDG&E is committed to a 42 percent supplier diversity goal. To achieve this goal, we'll focus on the following initiatives to ensure suppliers build a sustainable business model.

- Increase our minority spend, specifically in the African American spend category in support of company equity action plan.
- Continue to expand our supplier base in the LGBTBE spend category, supporting the 0.5 percent LGBTBE goal.

- Increase our spend with local, diverse San Diego County suppliers.
- Expand our existing Ambassadors for Excellence program to help advance supplier diversity programs.
- Expand our virtual communication platforms to support our Technical Assistance programs, Supplier Forums and CBOs collaboration.

### Diverse supplier annual short-, mid-, and long-term goals by product and service categories by percentage spending

The SDG&E supplier diversity goal is to exceed the requirements of General Order 156, in our short-, mid- and long-term goals.

Since the makeup of our diverse suppliers is ever-changing, we have not established specific goals within each sub-category.

	Short-Term (2021)					Mid-Term (2023)					Long-Term (2025)				
	Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Service Disabled Veteran Business Enterprise (DVBE)	Total WMDVLGBTBE	Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Service Disabled Veteran Business Enterprise (DVBE)	Total WMDVLGBTBE	Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Service Disabled Veteran Business Enterprise (DVBE)	Total WMDVLGBTBE
<b>PRODUCTS</b>	15.0%	5.0%	0.5%	1.5%	22%	15.0%	5.0%	0.5%	1.5%	22%	15.0%	5.0%	0.5%	1.5%	22%

	Short-Term (2021)					Mid-Term (2023)					Long-Term (2025)				
	Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Service Disabled Veteran Business Enterprise (DVBE)	Total WMDVLGBTBE	Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Service Disabled Veteran Business Enterprise (DVBE)	Total WMDVLGBTBE	Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Service Disabled Veteran Business Enterprise (DVBE)	Total WMDVLGBTBE
<b>SERVICES</b>	15.0%	5.0%	0.5%	1.5%	22%	15.0%	5.0%	0.5%	1.5%	22%	15.0%	5.0%	0.5%	1.5%	22%

<b>TOTAL</b>	<b>15.0%</b>	<b>5.0%</b>	<b>0.5%</b>	<b>1.5%</b>	<b>22%</b>	<b>15.0%</b>	<b>5.0%</b>	<b>0.5%</b>	<b>1.5%</b>	<b>22%</b>	<b>15.0%</b>	<b>5.0%</b>	<b>0.5%</b>	<b>1.5%</b>	<b>22%</b>
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## 10.1.2 Description of WMDVLGBTBE program activities

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### INTERNAL

SDG&E will review and augment the internal activities detailed in Section 9.1.1 of this report to build upon the success of our program, with continued focus on working capital accessibility. We are identifying strategies to increase diverse supplier participation for each portfolio, major project and department.

### EXTERNAL

SDG&E will continue to build upon the successful external strategies described in Section 9.1.1 of this report. The Small Contractor Opportunity Realization Effort (SCORE) program continues to be successful at developing new diverse suppliers and we will continue to offer additional opportunities to our SCORE suppliers. The success of SDG&E's technical assistance program will continue in 2021 through the efforts of our staff and community partners.

## 10.1.3 Plans for recruiting WMDVLGBTBE where WMDVLGBTBE utilization has been low

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In legal and financial services, we plan to continue our outreach and mentoring activities with the goal of engaging our legal and financial teams early in the process to promote inclusion.

## 10.1.4 Plans for recruiting WMDVLGBTBE in any excluded category

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SDG&E has eliminated all excludable items in compliance with General Order 156.

## 10.1.5 Subcontracting activities

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Expanding on our past success of having prime contractors engage diverse subcontractors, we will continue to enhance activities outlined in Section 9.1.5 of this report. We will continue to improve upon processes for tracking and comparing subcontracting commitments to actual prime contractor subcontracting spending. SDG&E assigns a supplier diversity professional to every major prime contractor with a subcontracting commitment. These efforts enable the Supplier Diversity team to better manage the prime contractors' performance and identify opportunities for continuous improvements.

## 10.1.6 Program compliance

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SDG&E will continue its efforts to meet or exceed all requirements established by General Order 156.



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Annual Report**



SDG&E continues to support the procurement of electric and fuel resources with diverse suppliers, spending \$28 million or 6.6 percent in electric and gas purchases, to support the California Public Utility Commission (CPUC) General Order 156 goal of 21.5 percent.

In addition, SDG&E was the first utility to achieve California's renewables goal of 33 percent five years ahead of target. In 2020, around 39 percent of the energy delivered to our customers came from renewable energy-related projects.

## 9.1.1 Description of WMDVLGBTBE program activities

### INTERNAL ACTIVITIES

#### Ambassadors for Excellence

SDG&E Ambassadors are a tremendous asset to our initiatives. They work closely with the Supplier Diversity team promoting creativity, developing strategic proposals and participating in matchmaking events. This year, we developed a new Ambassadors for Excellence for Electric and Fuel Procurement who helped suppliers secure access to capital to fund transactions.

### EXTERNAL/OUTREACH ACTIVITIES

#### Mentoring

Our mentoring efforts continue to be very important in the power procurement commodity and we believe they are essential for the success of our diverse suppliers.

## 9.1.2 Summary of WMDVLGBTBE purchases and/or contracts

### Natural Gas

SDG&E remains committed to creating opportunities for diverse natural gas suppliers and we are proud to report in 2020, SDG&E procured nearly \$27 million or 22.5 percent of our natural gas purchases, used for our natural gas-fired electric generation plants, from diverse suppliers.

### Goal Progress

SDG&E attained 6.6 percent supplier diversity spending in energy products for 2020.

### Subcontractors - PRE-Commercial Development (COD)

SDG&E encourages partnering and teaming arrangements between developers and diverse suppliers. In 2020, nearly \$293,000 was spent with diverse suppliers during pre-commercial development and construction phases. The pre-commercial development (COD) spending cannot be counted toward General Order 156 requirements. SDG&E will continue to identify significant opportunities for diverse supplier participation for subcontracting spending in electric power plant construction.

## 9.1.3 Itemization of WMDVLGBTBE expenses

Program expenses are included in Section 9.1.3 in the 2020 Supplier Diversity Products and Services Section.

## 9.1.4 Goal progress

In procuring natural gas for our electric generation plants, SDG&E purchased nearly \$27 million, or 22.5 percent, of all our natural gas from diverse suppliers in 2020. Overall, SDG&E achieved diverse spending of 6.6 percent or \$28 million for power procurement.

## 9.1.5 Subcontractors

SDG&E encourages partnering and teaming arrangements between developers and diverse suppliers. In 2020, nearly \$293,000 was spent with diverse suppliers during pre-commercial development and construction phases. The pre-commercial development spending cannot be counted towards General Order 156 requirements. SDG&E will continue to identify significant opportunities for diverse suppliers for subcontracting spending in electric power plant construction.

## 9.1.6 Complaints

There were no formal complaints filed in 2020.

## 9.1.7 Summary of purchases/contracts for products/services in excluded categories

Per the CPUC's decision to end excludable categories for gas procurement, SDG&E no longer reduces the procurement base with Canadian and offshore volumes.

For electric procurement, purchases excluded from reporting are: physical or financial purchase transactions with the California Independent System Operator (CAISO), other investor-owned utilities, federal entities, state entities, municipalities and cooperatives.

## 9.1.8 Diverse suppliers in underutilized areas

The electric commodity market is an underutilized area for diverse supplier participation; through SDG&E's efforts outlined in Section 9.1.1, we continue to inform and educate diverse suppliers about potential opportunities.

## 9.1.9 Retention of all documents/data

SDG&E will comply with all regulations.

## 9.1.10(A) Participation results by fuel category

Please see chart in Appendix G for the summary of results by fuel category.

## 9.1.10(B) Market conditions and outreach

SDG&E's obligation to procure least-cost, best-fit electricity from suppliers and to manage risk exposure by finding and vetting suppliers who meet SDG&E's credit requirements presents very specific challenges in power procurement. It is often difficult for diverse suppliers with limited access to credit to mount a plausible case for their proposals against large electric generators financed by investment firms or commercial banks. SDG&E continues to work with individual diverse suppliers on credit requirements and access to credit strategies in order to foster their participation in the electricity market.

SDG&E and other utility buyers use a specialized credit instrument, the Funds Transfer Agency Agreement (FTAA), to assist small suppliers in short-term procurement opportunities. The FTAA facilitates entry into a capital-intensive portion of our power procurement process for diverse suppliers without having to utilize their available lines of credit.

2021

SDG&E SUPPLIER  
DIVERSITY

**Power Procurement  
Annual Plan**



## 10.1.1 Goals

Category	2021 Goals
Minority Owned (MBE)	15.0%
Woman Owned (WBE)	5.0%
Service-Disabled Veteran (DVBE)	1.5%
Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	0.5%
<b>Total</b>	<b>22.0%</b>

## 10.1.2 Descriptions of WMDVLGBTBE program activities

In 2021, SDG&E plans to continue its successful program for including diverse suppliers in gas procurement and the electric commodity market as outlined in Section 9.1.1.

## 10.1.3 Recruitment plans for suppliers in underutilized areas

Refer to Sections 9.1.10(B) and 10.1.2 of this report for analysis and corresponding planned activities to recruit diverse suppliers in all of the areas considered underutilized.

## 10.1.4 Plans for recruiting WMDVLGBTBE in any excluded category

Due to the nature of the excluded categories mentioned in Section 9.1.7, SDG&E will not plan any specific activities for these excluded categories.

## 10.1.5 Subcontracting activities

SDG&E will work together with other market participants to help expand the interpretation of General Order 156 for electric procurement, such that all related costs will become opportunities for diverse suppliers. SDG&E will work closely with the other utilities and the CPUC to incorporate diverse suppliers prior to the COD of a project as this represents significant opportunities with fewer barriers to entry. SDG&E will work with developers and their engineering, procurement and construction (EPC) contractors to utilize diverse suppliers in the development phase of a project.

## 10.1.6 Program Compliance

SDG&E will continue its efforts to meet or exceed all requirements established by General Order 156.

# APPENDIX



**American Association of Blacks in Energy**

- National Conference

**Asian Business Association**

- Digital Marketing Tools Workshops

**Asian Business Association Orange County (ABA-OC)**

- Annual Recognition and Achievement

**Asian Business Association San Diego (ABA-SD)**

- Annual Lunar New Year Celebration
- Talk Series

**American Indian Chamber of Commerce, California (AICC)**

- Annual Scholarship & Awards Luncheon
- Annual Native American Heritage Luncheon
- Annual Conference Business Expo

**Black Business Association (BBA)**

- Awards Dinner in Recognition of African American Heritage
- Awards Dinner Gala
- Procurement Exchange Summit

**Burns & McDonnell**

- Diversity and Inclusion Summit

**CalAsian Chamber of Commerce**

- California Asian Business Summit

**California Black Chamber of Commerce (CBCC)**

- Legislative Welcome Reception and Capital Policy Luncheon
- Foundation Youth Scholarship
- Ron Brown Summit and Conference

**California African American Chamber of Commerce (CAACC)**

- Talk Series
- COVID Relief Workshop

**California DVBE Alliance (CADVBE)**

- Keeping the Promise Business Expo
- Salute to Veterans Day Breakfast

**California Hispanic Chambers of Commerce (CAHCC)**

- Annual Conference

**Central San Diego Black Chamber of Commerce (CSDBCC)**

- Underrepresented Contractors' Workshops
- COVID Relief Webinar
- Access to Capital - Grant Program
- Networking Remotely

**CPUC/Joint Utilities**

- Supplier Expo

**Diversity Professional Connect**

- Diversity Forum & Sharing of Best Practices



**Edison Electric Institute (EEI)**

- Annual Supplier Diversity Conference

**Elite Service Disabled Veteran Owned Business (SDVOB)**

- Annual National Convention of Service Disabled Veterans & Small Businesses Conference

**Greater LA African American Chamber of Commerce (GLAAACC)**

- Economic Awards Dinner

**Dr. Martin Luther King Jr. Human Dignity Award Breakfast**

**National Association of Women Business Owners-SD (NAWBO-SD)**

- NAWBO-SD Bravo Awards
- Networking Conference

**National LGBT Chamber of Commerce (NGLCC)**

**National Minority Supplier Development Council (NMSDC)**

**Pacific Southwest Minority Supplier Development Council**

**Veterans In Business (VIB)**

**Women's Business Enterprise Council - West (WBEC-WEST)**

- San Diego & LA Corporate Connection Dine Around
- Procurement Opportunity Conference and Platinum Supplier Program
- WBEC - West & SDG&E collaborative Strategic Roundtable

**Women's Business Enterprise National Council (WBENC)**



## SDG&amp;E WMDVLGBTBE annual results by ethnicity

		2020			
		Direct	Sub	Total \$	%
Minority Male	African American	42,323,855	12,753,693	55,077,548	2.63%
	Asian Pacific American	33,553,532	23,831,639	57,385,172	2.74%
	Hispanic American	165,103,235	57,620,514	222,723,750	10.62%
	Native American	66,921,772	12,257,830	79,179,601	3.77%
	<b>Total Minority Male</b>	<b>307,902,395</b>	<b>106,463,676</b>	<b>414,366,071</b>	<b>19.75%</b>
Minority Female	African American	6,370,007	295,006	6,665,014	0.32%
	Asian Pacific American	5,243,879	9,921,227	15,165,106	0.72%
	Hispanic American	8,264,104	10,782,452	19,046,556	0.91%
	Native American	92,040	82,864	174,904	0.01%
	<b>Total Minority Female</b>	<b>19,970,031</b>	<b>21,081,549</b>	<b>41,051,579</b>	<b>1.96%</b>
Total Minority Business Enterprise (MBE)		327,872,425	127,545,225	455,417,650	21.71%
Women Business Enterprise (WBE)		183,704,507	102,191,608	285,896,115	13.63%
Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)		9,233,110	1,215,652	10,448,762	0.50%
Disabled Veteran Business Enterprise (DVBE)		54,246,117	66,275,729	120,521,846	5.74%
Other 8(a)*		-	-	-	0.00%
<b>TOTAL WMDVLGBTBE</b>		<b>575,056,159</b>	<b>297,228,214</b>	<b>872,284,373</b>	<b>41.57%</b>

Net Procurement \$**	<b>2,098,149,510</b>
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**Note:** \*Firms classified as 8(a) of Small Business Administration includes non-WMDVLGBTBEs | \*\*Net Procurement includes purchase order, non-purchase order and credit card dollars  
**Direct** - Direct Procurement | **Sub** - Subcontractor Procurement | **%** - Percentage of Net Procurement

## SDG&amp;E WMDVLGBTBE procurement by product and service categories - direct

			Products		Services		Total	
			\$	%	\$	%	\$	%
Minority Male	African American	Direct	341,536	0.09%	41,982,318	2.45%	42,323,855	2.02%
	Asian Pacific American	Direct	2,932,870	0.77%	30,620,662	1.79%	33,553,532	1.60%
	Hispanic American	Direct	69,464,129	18.13%	95,639,106	5.58%	165,103,235	7.87%
	Native American	Direct	582,195	0.15%	66,339,577	3.87%	66,921,772	3.19%
	<b>Total Minority Male</b>	<b>Direct</b>	<b>73,320,731</b>	<b>19.14%</b>	<b>234,581,663</b>	<b>13.68%</b>	<b>307,902,395</b>	<b>14.67%</b>
Minority Female	African American	Direct	19,136	0.00%	6,350,872	0.37%	6,370,007	0.30%
	Asian Pacific American	Direct	1,438,731	0.38%	3,805,148	0.22%	5,243,879	0.25%
	Hispanic American	Direct	6,698,379	1.75%	1,565,725	0.09%	8,264,104	0.39%
	Native American	Direct	-	0.00%	92,040	0.01%	92,040	0.00%
	<b>Total Minority Female</b>	<b>Direct</b>	<b>8,156,246</b>	<b>2.13%</b>	<b>11,813,785</b>	<b>0.69%</b>	<b>19,970,031</b>	<b>0.95%</b>
Total Minority Business Enterprise (MBE)		Direct	81,476,977	21.27%	246,395,449	14.37%	327,872,425	15.63%
Women Business Enterprise (WBE)		Direct	48,858,909	12.75%	134,845,598	7.86%	183,704,507	8.76%
Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)		Direct	953	0.00%	9,232,157	0.54%	9,233,110	0.44%
Disabled Veteran Business Enterprise (DVBE)		Direct	-	0.00%	54,246,117	3.16%	54,246,117	2.59%
Other 8(a)*		Direct	-	0.00%	-	0.00%	-	0.00%
<b>TOTAL WMDVLGBTBE</b>		<b>Direct</b>	<b>130,336,839</b>	<b>34.02%</b>	<b>444,719,321</b>	<b>25.93%</b>	<b>575,056,159</b>	<b>27.41%</b>

Total Product Procurement \$	<b>383,120,862</b>
Total Service Procurement \$	<b>1,715,028,648</b>
Net Procurement \$**	<b>2,098,149,510</b>
Total Number of WMDVLGBTBEs That Received Direct Spend	<b>317</b>

**Note:** \*Firms classified as 8(a) of Small Business Administration includes non-WMDVLGBTBEs  
**\*\*Net Procurement** includes purchase order, non-purchase order and credit card dollars

**Direct** - Direct Procurement

**Sub** - Subcontractor Procurement

**%** - Percentage of Net Procurement

## SDG&amp;E WMDVLGBTBE procurement by product and service categories - subcontracting

			Products		Services		Total	
			\$	%	\$	%	\$	%
Minority Male	African American	Sub	79,896	0.02%	12,673,797	0.74%	12,753,693	0.61%
	Asian Pacific American	Sub	2,027,857	0.53%	21,803,782	1.27%	23,831,639	1.14%
	Hispanic American	Sub	18,598,327	4.85%	39,022,187	2.28%	57,620,514	2.75%
	Native American	Sub	6,010,512	1.57%	6,247,318	0.36%	12,257,830	0.58%
	<b>Total Minority Male</b>	<b>Sub</b>	<b>26,716,592</b>	<b>6.97%</b>	<b>79,747,084</b>	<b>4.65%</b>	<b>106,463,676</b>	<b>5.07%</b>
Minority Female	African American	Sub	-	0.00%	295,006	0.02%	295,006	0.01%
	Asian Pacific American	Sub	405,319	0.11%	9,515,908	0.55%	9,921,227	0.47%
	Hispanic American	Sub	2,476,479	0.65%	8,305,972	0.48%	10,782,452	0.51%
	Native American	Sub	-	0.00%	82,864	0.00%	82,864	0.00%
	<b>Total Minority Female</b>	<b>Sub</b>	<b>2,881,798</b>	<b>0.75%</b>	<b>18,199,751</b>	<b>1.06%</b>	<b>21,081,549</b>	<b>1.00%</b>
Total Minority Business Enterprise (MBE)		Sub	29,598,390	7.73%	97,946,835	5.71%	127,545,225	6.08%
Women Business Enterprise (WBE)		Sub	18,307,783	4.78%	83,883,825	4.89%	102,191,608	4.87%
Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)		Sub	-	0.00%	1,215,652	0.07%	1,215,652	0.06%
Disabled Veteran Business Enterprise (DVBE)		Sub	1,900,045	0.50%	64,375,684	3.75%	66,275,729	3.16%
Other 8(a)*		Sub	-	0.00%	-	0.00%	-	0.00%
<b>TOTAL WMDVLGBTBE</b>		<b>Sub</b>	<b>49,806,218</b>	<b>13.00%</b>	<b>247,421,996</b>	<b>14.42%</b>	<b>297,228,214</b>	<b>14.17%</b>
Total Product Procurement \$			<b>383,120,862</b>					
Total Service Procurement \$			<b>1,715,028,648</b>					
Net Procurement \$**			<b>2,098,149,510</b>					

**Note:** \*Firms classified as 8(a) of Small Business Administration includes non-WMDVLGBTBEs  
**\*\*Net Procurement** includes purchase order, non-purchase order and credit card dollars  
**Direct** - Direct Procurement  
**Sub** - Subcontractor Procurement  
**%** - Percentage of Net Procurement

# SDG&E WMDVLGBTBE procurement by product category detail

SIC Category	African American		Asian American		Hispanic American		Native American		Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	Other 8(a)*	Total WMDVLGBTBE	Total Dollars
	Male	Female	Male	Female	Male	Female	Male	Female							
23 - Apparel & Other Finished Prods Made From Fabric	\$ -	-	-	-	-	-	-	-	-	1,804,061	-	-	-	1,804,061	2,000,666
	% 0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	90.17%	0.00%	0.00%	0.00%	90.17%	
26 - Paper & Allied Prods	\$ -	-	-	-	438,542	-	-	-	438,542	-	-	2,412	-	440,954	441,748
	% 0.00%	0.00%	0.00%	0.00%	99.27%	0.00%	0.00%	0.00%	99.27%	0.00%	0.00%	0.55%	0.00%	99.82%	
28 - Chemicals & Allied Prods	\$ 338,557	-	-	-	-	-	-	-	338,557	201,372	-	-	-	539,929	1,635,570
	% 20.70%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	20.70%	12.31%	0.00%	0.00%	0.00%	33.01%	
29 - Petroleum Refining & Related Industries	\$ -	-	-	-	-	-	-	-	-	7,597	-	-	-	7,597	123,401
	% 0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	6.16%	0.00%	0.00%	0.00%	6.16%	
30 - Rubber & Misc Plastics Prods	\$ -	-	719	-	-	-	-	-	719	-	-	-	-	719	933,197
	% 0.00%	0.00%	0.08%	0.00%	0.00%	0.00%	0.00%	0.00%	0.08%	0.00%	0.00%	0.00%	0.00%	0.08%	
32 - Stone, Clay, Glass & Concrete Prods	\$ -	-	-	-	-	-	-	-	-	-	-	-	-	-	2,553,082
	% 0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
33 - Primary Metal Industries	\$ -	-	99,875	-	-	-	-	-	99,875	-	-	-	-	99,875	1,758,564
	% 0.00%	0.00%	5.68%	0.00%	0.00%	0.00%	0.00%	0.00%	5.68%	0.00%	0.00%	0.00%	0.00%	5.68%	
34 - Fabricated Metal Prods, Exc Machinery	\$ -	-	723,692	-	4,651,814	-	52,976	-	5,428,482	988,943	-	-	-	6,417,425	29,227,379
	% 0.00%	0.00%	2.48%	0.00%	15.92%	0.00%	0.18%	0.00%	18.57%	3.38%	0.00%	0.00%	0.00%	21.96%	
35 - Industrial & Commercial Machinery & Computer Equip	\$ 2,980	-	-	-	58,748	334,222	-	-	395,949	1,824,350	-	-	-	2,220,299	22,099,907
	% 0.01%	0.00%	0.00%	0.00%	0.27%	1.51%	0.00%	0.00%	1.79%	8.26%	0.00%	0.00%	0.00%	10.05%	
36 - Electronic & Other Elec Equip & Components	\$ -	-	3,658,332	-	3,230,327	-	4,910,335	-	11,798,994	5,871,005	-	-	-	17,669,999	81,396,102
	% 0.00%	0.00%	4.49%	0.00%	3.97%	0.00%	6.03%	0.00%	14.50%	7.21%	0.00%	0.00%	0.00%	21.71%	
37 - Transportation Equip	\$ -	-	118,819	198,359	11,516	-	-	-	328,694	230,032	-	-	-	558,726	12,300,665
	% 0.00%	0.00%	0.97%	1.61%	0.09%	0.00%	0.00%	0.00%	2.67%	1.87%	0.00%	0.00%	0.00%	4.54%	
38 - Measuring, Analyzing & Controlling Instruments	\$ -	-	-	-	194,768	-	-	-	194,768	2,410,219	-	-	-	2,604,987	21,614,675
	% 0.00%	0.00%	0.00%	0.00%	0.90%	0.00%	0.00%	0.00%	0.90%	11.15%	0.00%	0.00%	0.00%	12.05%	
39 - Misc Manufacturing Industries	\$ -	-	-	-	-	-	-	-	-	210,618	-	-	-	210,618	628,084
	% 0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	33.53%	0.00%	0.00%	0.00%	33.53%	
50 - Wholesale Trade; Durable Goods	\$ -	-	359,290	1,638,833	78,170,003	8,839,996	582,577	-	89,590,698	24,739,341	-	1,863,286	-	116,193,324	159,563,024
	% 0.00%	0.00%	0.23%	1.03%	48.99%	5.54%	0.37%	0.00%	56.15%	15.50%	0.00%	1.17%	0.00%	72.82%	
51 - Wholesale Trade; Nondurable Goods	\$ 79,896	19,136	-	6,858	500,956	641	459,707	-	1,067,193	28,667,506	953	34,347	-	29,769,999	32,902,317
	% 0.24%	0.06%	0.00%	0.02%	1.52%	0.00%	1.40%	0.00%	3.24%	87.13%	0.00%	0.10%	0.00%	90.48%	
52 - Bldg Materials, Hardware, Garden Supply	\$ -	-	-	-	-	-	-	-	-	-	-	-	-	-	266,220
	% 0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
55 - Automotive Dealers & Gasoline Service Stations	\$ -	-	-	-	805,783	-	587,112	-	1,392,894	129,619	-	-	-	1,522,513	10,538,379
	% 0.00%	0.00%	0.00%	0.00%	7.65%	0.00%	5.57%	0.00%	13.22%	1.23%	0.00%	0.00%	0.00%	14.45%	
57 - Home Furniture, Furnishings & Equip Stores	\$ -	-	-	-	-	-	-	-	-	-	-	-	-	-	378,899
	% 0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
58 - Eating & Drinking Places	\$ -	-	-	-	-	-	-	-	-	80,851	-	-	-	80,851	2,000,258
	% 0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	4.04%	0.00%	0.00%	0.00%	4.04%	
59 - Misc Retail	\$ -	-	-	-	-	-	-	-	-	1,180	-	-	-	1,180	758,724
	% 0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.16%	0.00%	0.00%	0.00%	0.16%	
Total Products Procurement	\$ 421,432	19,136	4,960,727	1,844,049	88,062,456	9,174,858	6,592,707	-	111,075,366	67,166,692	953	1,900,045	-	180,143,055	383,120,862
	% 0.11%	0.00%	1.29%	0.48%	22.99%	2.39%	1.72%	0.00%	28.99%	17.53%	0.00	0.50%	0.00	47.02%	

**Note:** \*Firms classified as 8(a) of Small Business Administration includes non-WMDVLGBTBEs  
**\*\*Net Procurement** includes purchase order, non-purchase order and credit card dollars  
**Direct** - Direct Procurement | **Sub** - Subcontractor Procurement | % - Percentage of Net Procurement

<b>Total Product Procurement \$</b>	<b>383,120,862</b>
<b>Total Service Procurement \$</b>	<b>1,715,028,648</b>
<b>Net Procurement**</b>	<b>2,098,149,510</b>

# SDG&E WMDVLGBTBE procurement by service category detail

SIC Category		African American		Asian American		Hispanic American		Native American		Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	Other 8(a)*	Total WMDVLGBTBE	Total Dollars
		Male	Female	Male	Female	Male	Female	Male	Female							
07 - Agricultural Services	\$	689,323	-	1,884,677	-	4,220,906	207,049	-	-	7,001,955	1,087,085	-	-	-	8,089,040	77,488,936
	%	0.89%	0.00%	2.43%	0.00%	5.45%	0.27%	0.00%	0.00%	9.04%	1.40%	0.00%	0.00%	0.00%	10.44%	
13 - Oil & Gas Extraction	\$	-	-	-	37,892	157	46,651	-	-	84,700	-	-	-	-	84,700	6,965,592
	%	0.00%	0.00%	0.00%	0.54%	0.00%	0.67%	0.00%	0.00%	1.22%	0.00%	0.00%	0.00%	0.00%	1.22%	
15 - Bldg Construction - General Contractors	\$	-	-	-	-	8,766,595	-	351,428	-	9,118,023	6,029,728	-	18,501,782	-	33,649,533	59,780,207
	%	0.00%	0.00%	0.00%	0.00%	14.66%	0.00%	0.59%	0.00%	15.25%	10.09%	0.00%	30.95%	0.00%	56.29%	
16 - Heavy Construction Other Than Bldg Construction	\$	232,218	-	-	-	49,001,912	-	54,530,250	-	103,764,380	16,257,236	-	28,437,609	-	148,459,225	435,341,080
	%	0.05%	0.00%	0.00%	0.00%	11.26%	0.00%	12.53%	0.00%	23.84%	3.73%	0.00%	6.53%	0.00%	34.10%	
17 - Construction-Special Trade Contractors	\$	5,776,469	-	8,108,501	830,198	7,874,934	1,402,854	79,720	-	24,072,676	65,802,590	-	31,285,412	-	121,160,678	169,729,924
	%	3.40%	0.00%	4.78%	0.49%	4.64%	0.83%	0.05%	0.00%	14.18%	38.77%	0.00%	18.43%	0.00%	71.38%	
27 - Printing, Publishing & Allied Industries	\$	-	-	23,095	-	1,428	6,319	-	-	30,842	154,075	-	10,896	-	195,813	865,871
	%	0.00%	0.00%	2.67%	0.00%	0.16%	0.73%	0.00%	0.00%	3.56%	17.79%	0.00%	1.26%	0.00%	22.61%	
42 - Motor Freight Transportation & Warehousing	\$	6,311,069	-	-	-	186,729	3,969,394	-	-	10,467,192	754,179	745,979	14,517,819	-	26,485,169	27,379,465
	%	23.05%	0.00%	0.00%	0.00%	0.68%	14.50%	0.00%	0.00%	38.23%	2.75%	2.72%	53.02%	0.00%	96.73%	
45 - Transportation By Air	\$	-	-	-	-	-	-	-	-	-	4,540	-	-	-	4,540	968,464
	%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.47%	0.00%	0.00%	0.00%	0.47%	
47 - Transportation Services	\$	11,880	-	-	-	-	-	-	-	11,880	143,103	-	-	-	154,983	2,818,249
	%	0.42%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.42%	5.08%	0.00%	0.00%	0.00%	5.50%	
48 - Communications	\$	-	-	-	-	-	-	-	-	-	101,906	-	-	-	101,906	1,099,108
	%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	9.27%	0.00%	0.00%	0.00%	9.27%	
49 - Electric, Gas & Sanitary Services	\$	146,926	-	-	-	2,429,449	487,826	-	-	3,064,201	591,146	-	120,873	-	3,776,220	6,259,069
	%	2.35%	0.00%	0.00%	0.00%	38.81%	7.79%	0.00%	0.00%	48.96%	9.44%	0.00%	1.93%	0.00%	60.33%	
60 - Depository Institutions	\$	-	-	-	-	-	-	-	-	-	-	-	-	-	-	6,830,618
	%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%		
61 - Non-depository Credit Institutions	\$	-	-	-	-	-	-	-	-	-	-	-	-	-	-	52,506
	%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%		
62 - Security & Commodity Brokers, Dirs, Exchanges	\$	-	-	-	-	364,000	-	-	-	364,000	209,000	-	104,000	-	677,000	16,347,463
	%	0.00%	0.00%	0.00%	0.00%	2.23%	0.00%	0.00%	0.00%	2.23%	1.28%	0.00%	0.64%	0.00%	4.14%	
64 - Insurance Agents, Brokers & Services	\$	-	12,344	-	-	-	-	-	-	12,344	-	-	-	-	12,344	1,417,821
	%	0.00%	0.87%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.87%	0.00%	0.00%	0.00%	0.00%	0.87%	
65 - Real Estate	\$	1,185,282	-	-	-	113,329	-	-	-	1,298,611	169,271	-	-	-	1,467,882	2,722,582
	%	43.54%	0.00%	0.00%	0.00%	4.16%	0.00%	0.00%	0.00%	47.70%	6.22%	0.00%	0.00%	0.00%	53.92%	
73 - Business Services	\$	38,858,916	6,235,083	11,766,399	2,245,376	6,232,132	1,133,741	17,433,220	146,494	84,051,361	73,929,518	464,608	10,417,960	-	168,863,447	399,663,670
	%	9.72%	1.56%	2.94%	0.56%	1.56%	0.28%	4.36%	0.04%	21.03%	18.50%	0.12%	2.61%	0.00%	42.25%	
75 - Automotive Repair, Services & Parking	\$	-	-	-	-	544,912	9,264	-	-	554,176	721,696	-	-	-	1,275,872	2,640,018
	%	0.00%	0.00%	0.00%	0.00%	20.64%	0.35%	0.00%	0.00%	20.99%	27.34%	0.00%	0.00%	0.00%	48.33%	
76 - Misc Repair Services	\$	-	-	-	-	1,220	-	-	-	1,220	8,728	-	-	-	9,948	1,653,957
	%	0.00%	0.00%	0.00%	0.00%	0.07%	0.00%	0.00%	0.00%	0.07%	0.53%	0.00%	0.00%	0.00%	0.60%	
80 - Health Services	\$	-	-	-	301,229	-	-	-	-	301,229	-	-	-	-	301,229	1,154,671
	%	0.00%	0.00%	0.00%	26.09%	0.00%	0.00%	0.00%	0.00%	26.09%	0.00%	0.00%	0.00%	0.00%	26.09%	
81 - Legal Services	\$	-	-	-	33,284	-	-	-	-	33,284	1,241,353	-	-	-	1,274,637	8,698,559
	%	0.00%	0.00%	0.00%	0.38%	0.00%	0.00%	0.00%	0.00%	0.38%	14.27%	0.00%	0.00%	0.00%	14.65%	
87 - Engineering, Accounting, Research, Mgmt & Related Services	\$	1,251,047	398,452	30,516,084	9,873,078	50,190,282	2,581,987	18,037	28,410	94,857,377	30,274,373	9,237,222	14,920,335	-	149,289,307	435,779,601
	%	0.29%	0.09%	7.00%	2.27%	11.52%	0.59%	0.00%	0.01%	21.77%	6.95%	2.12%	3.42%	0.00%	34.26%	
89 - Services, Not Elsewhere Classified	\$	192,986	-	125,688	-	4,733,309	26,613	174,240	-	5,252,836	21,249,896	-	305,115	-	26,807,847	49,371,220
	%	0.39%	0.00%	0.25%	0.00%	9.59%	0.05%	0.35%	0.00%	10.64%	43.04%	0.00%	0.62%	0.00%	54.30%	
Total Services Procurement	\$	54,656,116	6,645,879	52,424,444	13,321,057	134,661,294	9,871,698	72,586,895	174,904	344,342,287	218,729,421	10,447,809	118,621,801	-	692,141,318	1,715,028,648
	%	3.19%	0.39%	3.06%	0.78%	7.85%	0.58%	4.23%	0.01%	20.08%	12.75%	0.61%	6.92%	0.00%	40.36%	

Total Product Procurement \$	383,120,862
Total Service Procurement \$	1,715,028,648
Net Procurement**	2,098,149,510

**Note:** \*Firms classified as 8(a) of Small Business Administration includes non-WMDVLGBTBEs  
**\*\*Net Procurement** includes purchase order, non-purchase order and credit card dollars  
**Direct** - Direct Procurement | **Sub** - Subcontractor Procurement | % - Percentage of Net Procurement

# Annual energy product results by ethnicity & WMDVLGBTBE Certification

Product <sup>1</sup>	Unit	Results by Ethnicity & Gender															Results by WMDVLGBTBE Certification					Total WMDVLGBTBE Procurement Spend <sup>3</sup>	Total Procurement Spend				
		Asian American			African American			Hispanic American			Native American			Other <sup>5</sup>			Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Service Disabled Veteran Business Enterprise (DVBE)	Lesbian, Gay, Transgender Business Enterprise (LGBTBE)	Subcontracting Total						
		Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total								Total	Total	Total	Total
Power Purchased	Renewable Power Products Direct	\$	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$543		
		%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%		
		\$ <sup>2</sup>	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$1	\$-	\$1	\$-	\$-	\$-	\$1.14	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$1	\$92	
		% <sup>2</sup>	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	1.2%	0.0%	1.2%	0.0%	0.0%	0.0%	1.2%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	1.2%	0.0%	
	Non-Renewable Power Products Direct	Physical	\$	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$156	
			%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	
			\$ <sup>2</sup>	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$212
			% <sup>2</sup>	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Fuels for Generation	Diesel Direct	\$	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$0	\$-	\$-	\$-	\$-	\$-		
		%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%		
	Nuclear Direct	\$	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	
		%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%		
	Natural Gas Direct	Physical	\$	\$-	\$13	\$13	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$12.64	\$8	\$6	\$-	\$-	\$-	\$-	\$-	\$27	\$120	
			%	0.0%	10.6%	10.6%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	10.6%	6.7%	5.2%	0.0%	0.0%	0.0%	0.0%	22.5%	0.0%		
	Post 2021	Subtotal of Columns <sup>2</sup>	\$	\$-	\$13	\$13	\$-	\$-	\$-	\$-	\$-	\$1	\$-	\$1	\$-	\$-	\$-	\$14	\$8	\$6	\$-	\$-	\$-	\$-	\$28	\$423	
		Subtotal % of Total Procurement Spend	%	0.0%	3.0%	3.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.3%	0.0%	0.3%	0.0%	0.0%	0.0%	3.3%	1.9%	1.5%	0.0%	0.0%	0.0%	0.0%	Overall WMDVLGBTBE %:	6.6%	
All	Subtotal of Columns <sup>4</sup>	\$	\$-	\$13	\$13	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$13	\$8	\$6	\$-	\$-	\$-	\$-	\$-	\$28	\$1,122		
	Subtotal % of Total Procurement Spend	%	0.0%	1.1%	1.1%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	1.1%	0.7%	0.6%	0.0%	0.0%	0.0%	0.0%	0.0%	Overall WMDVLGBTBE %:	2.5%		

**Notes:**  
<sup>1</sup> Excludes purchases from the CAISO, other IOUs, utilities, Federal entities, State entities, Municipalities and cooperatives  
<sup>2</sup> Includes only long-term power procurement commitments after June 6, 2011 or as a result of RFOs after June 6, 2011  
<sup>3</sup> Total WMDVLGBTBE spend does not include pre-COD subcontracting values  
<sup>4</sup> Includes all power and procurement commitments.  
<sup>5</sup> Includes Non-WMDVLGBTBE firms classified as 8(a) by the Small Business Administration

## Number of WMDVLGBTBE Suppliers and Revenue Reported to the Clearinghouse

Data on Number of Suppliers												
Revenue Reported to CHS							Utility-Specific 2020 Summary					
# WMDVLGBTBEs	MBE	WBE	LGBTBE	DVBE	Other 8(a)*	Grand Total	MBE	WBE	LGBTBE	DVBE	Other 8(a)*	Grand Total
Under \$1M or Unknown	104	79	7	45	0	235	234	194	7	35	0	470
Under \$5 million	56	62	0	1	0	119	43	26	1	6	0	76
Under \$10 million	35	35	1	1	0	72	9	13	1	2	0	25
Above \$10 million	98	63	1	0	0	162	7	6	0	4	0	17
<b>Total</b>	<b>293</b>	<b>239</b>	<b>9</b>	<b>47</b>	<b>0</b>	<b>588</b>	<b>293</b>	<b>239</b>	<b>9</b>	<b>47</b>	<b>0</b>	<b>588</b>

Revenue and Payment Data												
Revenue Reported to CHS							Utility-Specific 2020 Summary					
\$ WMDVLGBTBEs	MBE	WBE	LGBTBE	DVBE	Other 8(a)*	Grand Total	MBE	WBE	LGBTBE	DVBE	Other 8(a)*	Grand Total
Under \$1M or Unknown	26.1	22.5	0.7	0.1	0.0	49.3	38.4	33.0	1.4	6.9	0.0	79.6
Under \$5 million	144.2	153.5	0.0	1.3	0.0	299.1	95.2	62.4	1.5	16.8	0.0	176.0
Under \$10 million	245.2	244.0	5.3	5.6	0.0	500.1	56.8	91.9	7.5	11.3	0.0	167.6
Above \$10 million	36,250.8	9,272.1	19.1	0.0	0.0	45,542.0	265.0	98.6	0.0	85.5	0.0	449.1
<b>Total</b>	<b>36,666.4</b>	<b>9,692.2</b>	<b>25.0</b>	<b>6.9</b>	<b>0.0</b>	<b>46,390.5</b>	<b>455.4</b>	<b>285.9</b>	<b>10.5</b>	<b>120.5</b>	<b>0.0</b>	<b>872.3</b>

**Note:** CHS - Supplier Clearinghouse

\*Firms classified as 8(a) by the Small Business Administration includes non-WMDVLGBTBE



## Major SDG&amp;E WMDVLGBTBE purchase categories

CATEGORY	PRIMARY PRODUCTS AND SERVICES UTILIZED	2020 Total \$ (In Millions)	2020 DBE Percentage of Total Spend
<b>Electric Operations</b>	Engineering, Procurement and Construction (EPC), Engineering Services, Smart Grid, Electric Construction Services, Vegetation Management, Cable/Wire, Transformers, Equipment Rental, Aviation Services, Wildfire Mitigation Support, Traffic Control, Grading/Paving/Civil Services, Substation Site Development, Foundations	\$1,156.8	43.5%
<b>Gas Operations</b>	Engineering, Materials, Construction, Welding Inspection, Locating and Testing Services	\$235.7	56.5%
<b>Customer Services and Operations</b>	Energy Efficiency, Advertising and Marketing, Fulfillment and Distribution Services, Appliance Recycling, Customer and Commercial Electric Meter installation and Testing, EV Charging Station Maintenance	\$169.8	23.3%
<b>Information Technology</b>	PC Equipment, Hardware/Software, Licensing, Application Development, Network/Telecommunication Equipment and Support, Helpdesk, Consulting	\$114.9	33.3%
<b>Clean Transportation and Sustainability</b>	Environmental Services, Clean Transportation Initiatives	\$48.1	66.2%
<b>Operations Support</b>	Facilities Operations and Maintenance, Building Leases, Capital Construction Management, Land Services and Surveys, Relocation and Furniture Services, Landscaping, Security Systems, Catering Services, Supply Management Services	\$108.6	49.2%
<b>Professional Services</b>	Legal, Tax Consulting, Audit Services, Insurance and Benefits, Bond Issuances	\$47.0	6.0%
<b>Energy Supply</b>	Electricity and Gas Commodity, Power Plant Maintenance, Turbine Maintenance	\$36.0	11.0%
<b>Fleet Services</b>	Trucks, Vehicles and Equipment, Fuel and Oils, Tires, Auto Parts and Services, Vehicle Disposal	\$37.1	18.4%

## Supplier diversity glossary of terms

**CBO**

Community-based organization

**DBE**

Diverse Business Enterprise, SDG&E's term for WMDVLGBTBE

**DVBE**

Service Disabled Veteran-owned Business Enterprise

**GO 156**

In May 1988, the California Public Utilities Commission (CPUC) issued General Order 156 (GO 156). Under GO 156, all investor-owned electric, gas, water and telecommunication utility companies with gross annual revenues in excess of \$25 million and their regulated subsidiaries and affiliates were required to develop and implement programs to increase the utilization of woman- and minority-owned businesses. Voluntary procurement goals are 5 percent for women, 15 percent for minorities and 1.5 percent for service-disabled veterans.

**JOINT UTILITY SUPPLIER FORUM**

This forum was a joint effort between Southern California Gas Company (SoCalGas) and SDG&E to help on board new suppliers, provide updated information about future projects and share insights about several major capital projects.

**LGBTBE**

In Decision 15-06-007, the CPUC required that **Lesbian, Gay, Bisexual or Transgender Business Enterprises** (LGBTBE) be included in General Order 156 reporting.

**MBE**

Minority-owned Business Enterprise (African American, Asian Pacific American, Hispanic American, Native American)

**MWBE**

Minority Women-owned Business Enterprise (African American, Asian Pacific American, Hispanic American, Native American)

**OTHER 8(a)**

Other groups or individuals found to be disadvantaged by the Small Business Administration pursuant to Section 8(a) of Small Business Act. Other 8(a) may include non-WMDVLGBTBE firms.

**QUICKPAY**

This initiative requires federal agencies to speed up payments to small business contractors, with the goal of paying within 15 days. SDG&E's Supplier QuickPay Program is based upon this federal initiative.

**SCORE**

**Small Contractor Opportunity Realization Effort** provides opportunities for new and growing diverse suppliers to demonstrate

their abilities to work with utilities through low-dollar, short-term contracts, typically under \$75,000.

### **SQPP**

**Supplier Quick Pay Program** - Helps small businesses by increasing their working capital, so they can grow their businesses and hire more workers. In the SQPP initiative, SDG&E commits to pay qualified small suppliers faster, with payment terms of net 15 days with no discount.

### **SUBCONTRACTING**

Subcontracting refers to any agreement or arrangement between a contractor and any party or person (in which the parties do not stand in the relationship of an employer and an employee).

1. For the furnishing of supplies or services, which, in whole or in part, are necessary to the performance of any one or more contracts; or
2. Under which any portion of the contractor's obligation under any one or more contracts is performed, undertaken or assumed.

**SUPPLIER DIVERSITY SYMPOSIUMS** - This process identifies, pre-qualifies and onboards new diverse suppliers within the supply chain process.

**TECHNICAL ASSISTANCE** - Provides well-rounded and comprehensive programs to increase business acumen for diverse business owners at all levels and across functional business areas.

**Tier 1** - Supplier Objectives: Identify core capabilities and develop metrics for supporting growth. Address business challenges and risk. Develop an action plan and a toolkit to overcome barriers.

**Tier 2** - Supplier Objectives: Focus on capacity expansion and increasing revenue. Establish a strategic growth plan and identify methods to maximize profits.

**Tier 3** - Supplier Objectives: Focus on key areas of expertise and leveraging subcontractors for areas that are not part of a supplier's core competency. Create value-added and innovative products and services. Proactively anticipate and prepare for future change. Develop a sustainable business model.

**WBE** - Women-owned Business Enterprise

**WMBE** - Women and Minority-owned Business Enterprise

**WMDVBE** - Women, Minority and Service Disabled Veteran-owned Business Enterprise

**WMDVLGBTBE** - Women, Minority, Service Disabled Veteran and Lesbian, Gay, Bisexual or Transgender Business Enterprise



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