

SUPPLIER DIVERSITY

TOGETHER ← WE CAN THRIVE



March 1, 2022



2021
YEAR IN REVIEW

- Diverse Business Enterprises
- 2021 Annual Report
- 2022 Annual Plan



Give your diverse business a charge.



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Get started at sdge.com/SupplierDiversity

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A SNEAK PEEK:

SDG&E Supplier Diversity program provides opportunities for suppliers to thrive!



[Click to play videos](#)

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WILDFIRE SAFETY

The safety of our customers, employees and the communities we serve is our highest priority!

Over the past decade, we have invested more than \$3 billion in a variety of safety measures to prevent catastrophic wildfires. We are committed to our communities and will continue to strengthen our infrastructure, weather technology and data analysis, and our partnerships and communications with local organizations and municipalities. Learn more about our wildfire prevention and mitigation activities in our 2021 Wildfire Mitigation and Public Safety Power Shutoff (PSPS) preparation presentation. **You can also check out our [Wildfire Safety Fact Sheet](#).**



Strategic Partner /
Diverse Prime Supplier
MATTHEW VAN ECK
ICON Utility Services
Principal



SDG&E Ambassador
for Excellence
RAY DUNCAN
SDG&E Contractor
Safety Services
Manager

2021

SDG&E Supplier Diversity Annual Report



Letter from SDG&E CEO Caroline Winn

As the CEO of San Diego Gas & Electric, it has been an honor and a privilege to serve alongside our diverse business community throughout 2021. These businesses bring innovation, quality and a strategic advantage to our organization, and this year is no exception.

SDG&E's long-standing commitment to supplier diversity as a core business value is stronger than ever. This commitment reflects the customers and communities we serve and enhances our ability to remain competitive and contribute to a vibrant local economy.

Our diverse suppliers are comprised of mostly small businesses that provide essential products and enable our company to support critical projects. Our 4,600 employees - supported by vendors and contractors - continue to demonstrate impressive resilience in adapting to changing business conditions.

Together we can thrive. In 2021 SDG&E **infused \$2.4 billion** into the economy through the purchase of goods and services. Of the \$2.4 billion in total procurements, **\$936 million or 39.1%** went to **diverse suppliers**, up from \$872 million in 2020. Our annual percentage of diverse spend was once again nearly double the California Public Utilities Commission's diverse spend goal of 21.5%. And approximately 90% of our diverse suppliers are located right here in California, which further supports the State of California which is now the fifth largest economy in the world.

Key to our success in 2021 was the continued engagement of our small and diverse suppliers through webinars and symposiums. We promoted partnerships with the San Diego Black Chamber of Commerce, Women's Business Enterprise Council-West, Veterans in Business network and the San Diego Regional Economic Development Corporation among others to increase our community engagement via webinars, panels, symposiums, and other efforts in support of an inclusive economic recovery.

Of the \$2.4 billion in total procurements, \$936 million or 39.1% went to diverse suppliers, up from \$872 million in 2020.



We are looking inward, too. We are expanding our supplier diversity program and improving the onboarding of new vendors with support from a robust team of internal supplier diversity advocates. **More than 340 SDG&E employees have joined our Ambassadors for Excellence program**, which educates employees and empowers them to identify opportunities to include diverse suppliers in all aspects of the business. In 2022, we have committed to expanding this program to 500 ambassadors.

I would also like to acknowledge Sydney Furbush, our long-time Manager of Supplier Diversity,



Caroline Winn
SDG&E CEO

who recently retired after 31 years of service. He has been a fierce advocate for supplier diversity, and we wish him the very best on his continued journey serving the community.

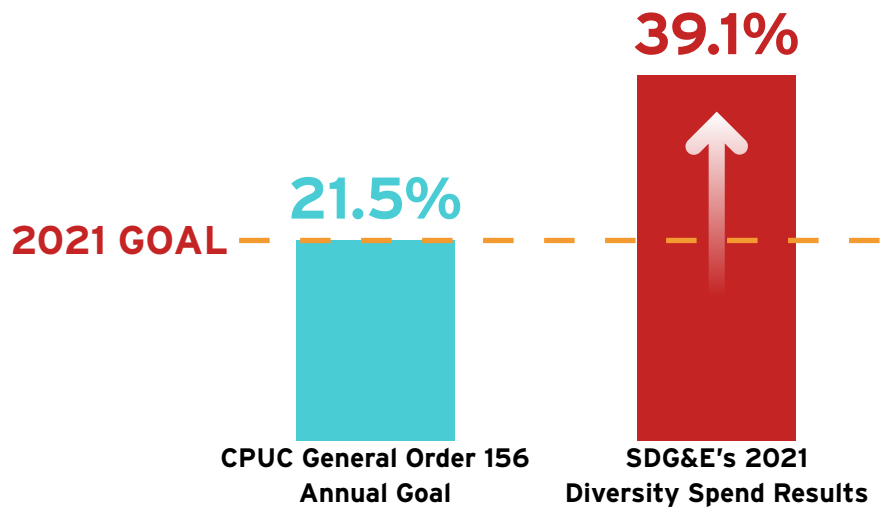
On behalf of SDG&E's leadership team, I want to close by extending our heartfelt gratitude to our diverse suppliers. Your contribution in these unprecedented times is deeply appreciated. Working side by side with you, we look forward to building a stronger, more prosperous and sustainable future for our region.

Executive Summary

San Diego Gas & Electric (SDG&E) maintained strong supplier diversity spending results in **2021 with 39.1 percent, or \$936 million**, of all goods and services spending going to diverse suppliers, **once again exceeding the California Public Utilities Commission (CPUC) goal of 21.5 percent.**

Our 2021 results were driven by high diverse supplier spend in core business areas, such as Construction and Operations, Electric Engineering and Construction and SDG&E Gas Operations. Because the spending in these core areas is significant, it is important that we foster these relationships with diverse suppliers, which contributed **24.3 percent** or **\$581.7 million of the total spend.**

Supplier Diversity Spending Results



Our 2021 results were driven by core business areas, such as:



Construction and Operations



Electric Engineering and Construction

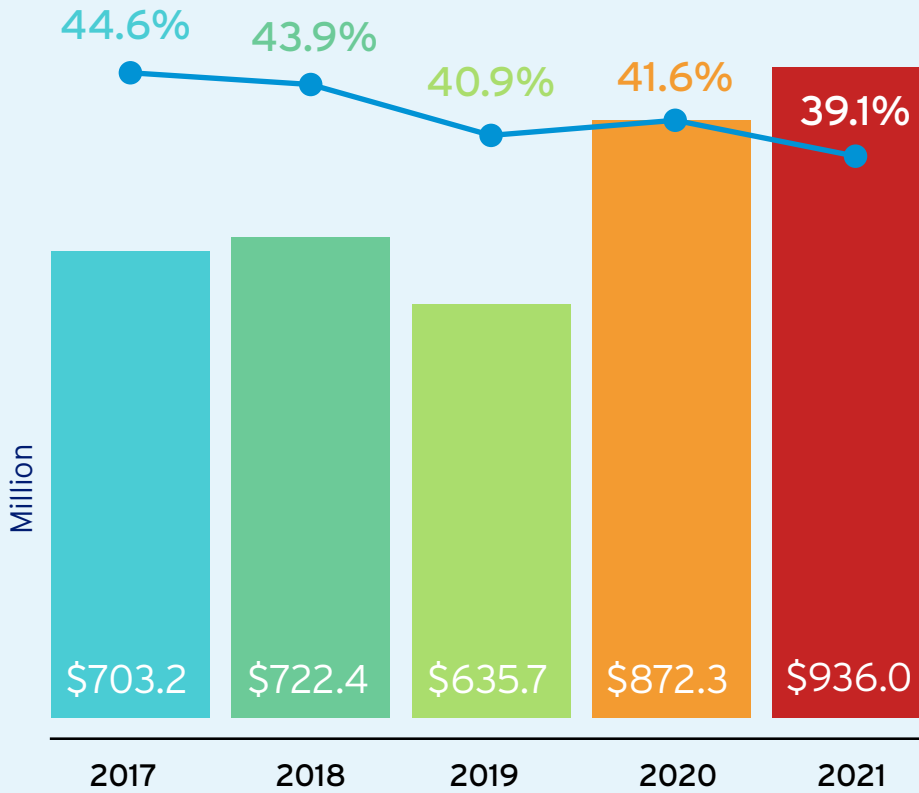


SDG&E Gas Operations



Strategic Partner / Diverse Supplier
MICHAEL TAYLOR
NWB Imaging, LLC
President

9.1.1 Description of WMDVLGBTBE Program



Category Highlights

MINORITY BUSINESS ENTERPRISE (MBE)

Spending was \$461.2 million or 19.3 percent.

\$461.2
Million

MINORITY WOMEN BUSINESS ENTERPRISE (MWBE)

Spending was \$67.0 million or 2.8 percent.

\$67.0
Million

WOMEN BUSINESS ENTERPRISE (WBE)

Spending was \$355.2 million or 14.8 percent.

\$355.2
Million

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

Spending was \$9.3 million or 0.4 percent.

\$9.3
Million

SERVICE-DISABLED VETERAN BUSINESS ENTERPRISE (DVBE)

Spending was \$110.3 million or 4.6 percent.

\$110.3
Million

Key spending and accomplishments contributing to 2021 supplier diversity success

DIRECT SPENDING

Increased \$72.5 million, from \$575.1 million to \$647.6 million, representing 27.1 percent of the total spend.

\$647.6 Million

27.1%

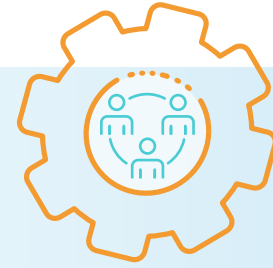
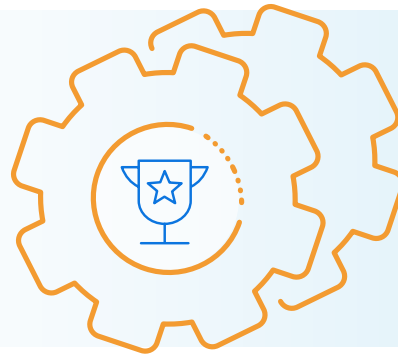
SUBCONTRACTING

Totaled more than \$288 million for both core business and capital projects, representing 12.1 percent of the total spend.

\$288 Million

12.1%

Internal Activities



SDG&E Supplier Diversity Executive Champions

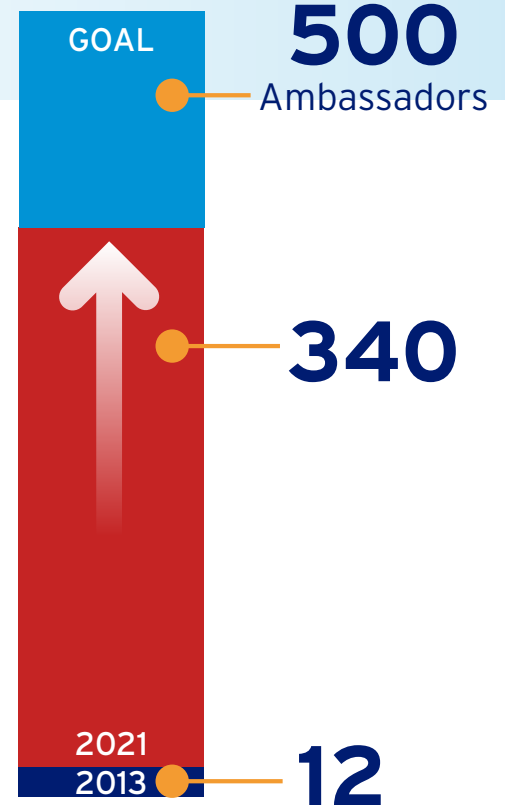
This program enables forecasting to establish goals for each division. It also provides opportunities to identify key supplier diversity champions and addresses strategies to partner with key prime suppliers who utilize subcontractors within the executive's division.

SDG&E Supplier Ambassadors for Excellence Program

Since its formation in 2013, our Supplier Diversity Ambassador Program has **grown to over 340 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 Ambassadors by 2022.

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.



"The Leadership Spotlight"
PAT KINSELLA
SDG&E
Director of Gas Operations

Internal Events



Supplier Engagement and Recognition Event

The SDG&E Supplier Diversity team organized an appreciation event in honor of our strategic business partners, suppliers and top Ambassadors for Excellence. The purpose of this recognition was to thank them for helping SDG&E achieve diverse spending goals.

Virtual Symposium

The SDG&E Supplier Diversity team hosts a series of symposiums to identify, pre-qualify and onboard new diverse suppliers within the supply chain process. In 2021, these events were held virtually in partnership with our business partners, primes and diverse suppliers.

The business category focus areas included:



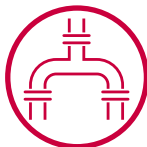
Civil Construction



Engineering



Vegetation Management



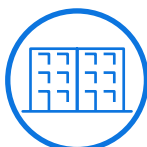
Pipeline Construction



Equipment Leasing



Project Management



Warehousing



Janitorial Services

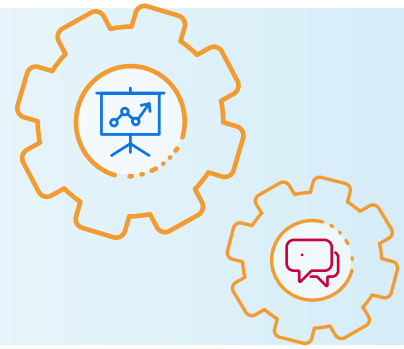


Promotional Offers

Supplier Diversity provided specific training to suppliers on how to leverage tools and technology to prepare for interviews and meetings:

- How to use Microsoft® Teams for virtual meetings and symposiums
- How to interview with primes in a virtual environment
- How to develop a comprehensive statement of qualification

Internal Events continued



Quarterly Supply Management Training

Supplier Diversity provides training to the Supply Management organization on a quarterly basis. The purpose of these trainings is to educate the organization on how to support our Supplier Diversity program and company goals. This training empowers Supply Management to identify diverse suppliers, evaluate suppliers' performance and understand the importance of an inclusive supply chain.

Internal Communication (Quarterly e-newsletter)

In an effort to communicate more effectively, Supplier Diversity distributed a quarterly newsletter, "Powering Up Our Future," to Ambassadors for Excellence and the executive leadership team. The newsletters provide executive messages on the company's diverse spending goals, the ambassador program, webinar series and future activities.



External Events



Black History Month Recognition

In support of Black History Month, SDG&E's Supplier Diversity team partnered with the Central San Diego Black Chamber of Commerce (CSDBCC) to host three webinars to share with SDG&E's diverse businesses. The webinars included:



- San Diego History Center
- Urban Gardens
- Wine 101 Black, Indigenous and Persons of Color (BIPOC)

CPUC Supplier Diversity En Banc

On Oct. 14, our CEO, Caroline Winn, and other leaders of California investor-owned utilities discussed their supplier diversity programs and contracting opportunities at the California Public Utilities Commission 19th Annual GO 156 Supplier Diversity En Banc.



Ongoing efforts to promote diversity in utility company practices, the CPUC holds annual public hearings to examine the diversity programs of the state's regulated utilities, discuss the CPUC's own commitment to diversity, and hear from interested parties about their views on the future of supplier diversity and the impact it has had on the communities that the utilities serve.

“Our ambassadors are playing a major role in the success of this program. In 2013, we had 12 and now we have around 300 ambassadors. And these are employees that have lots of friends and neighbors - they know people. They have really been a great part of building more diverse suppliers and more diverse subcontractors.”

The CPUC regulates services and utilities, protects consumers, safeguards the environment and assures Californians' access to safe and reliable utility infrastructure and services. For more information on the CPUC, please visit www.cpuc.ca.gov

Supplier Webinar

SDG&E Supplier Diversity hosted a supplier webinar that included a representative from the U.S. Small Business Administration, Supplier Clearinghouse, Ambassadors from SDG&E Supply Management and SDG&E Safety Department. This webinar provided many new suppliers the opportunity to learn how to start doing business with SDG&E.



Supplier Diversity Team Member
TIMELL MONTGOMERY
SDG&E Intern

Supplier Relationship Management (SRM)

To support our prime suppliers to achieve their subcontracting goals, SDG&E Supplier Diversity hosted several meetings with primes to provide feedback and identify opportunities for new business and subcontracting opportunities.

Connecting with our Community Based Organizations

Women Business Enterprise Council West (WBEC West)

The SDG&E Supplier Diversity team participated in several matchmaking events to meet diverse suppliers. Additionally, it participated in a number of panels to discuss SDG&E's goals and efforts to support diverse suppliers.

National Black Business Pitch

The Supplier Diversity team partnered with National Black Business Pitch to mentor several black-owned businesses competing to expand and diversify their supply chain with new products and services.

Veterans in Business Network (VIB)

In an effort to find new veteran businesses, Supplier Diversity participated in the 5th Annual VIB Network National Conference and expo. At this event, the Supplier Diversity team participated in supplier matchmaking, connected with suppliers via a virtual Expo and received an award, the "Oscar Mike," as a recognition for SDG&E's involvement in supporting local and California veteran owned businesses.



CBO Partner of the Year
JAYMEE LOMAX
Women Business Enterprise Council - West
Vice President



CBO Partner of the Year
REBECCA AGUILERA-GARDINER
Veterans in Business
CEO



5th Annual Cal Vet Leadership Summit

5th Annual Cal Vet Leadership Summit

The Supplier Diversity team participated in the 5th annual Cal Vet Leadership Summit. During this event, the Supplier Diversity team participated in a panel discussion highlighting the various services and programs for transitioning veterans, along with various business opportunities for veterans seeking entrepreneurship.

American Indian Chamber of Commerce

In support of the American Indian Chamber of Commerce, the Supplier Diversity team participated in several networking opportunities to connect with American Indian business owners seeking to learn more about the utility industry. The team also participated on a panel and spoke about the "Post Pandemic Path to Success in Utility Contracting."

Pacific Southwest Supplier Development Council

To increase the participation of our MBE suppliers with the SDG&E supply chain, the Supplier Diversity team was invited as a panel speaker to discuss supplier diversity best practices, the impact of the pandemic on suppliers and how companies pivoted to survive throughout the pandemic.

CPUC Joint Utilities Virtual Small / Diverse Business Expo

In support of CPUC's joint utilities diverse business expo, the SDG&E Supplier Diversity team connected with several suppliers virtually to share opportunities for doing business with SDG&E and the requirements needed within their capability statements to highlight their companies' key products and services.



Christy Ihrig

VP, Operations Support

Throughout the pandemic, our supplier diversity program has continued to thrive and remain resilient. Our collective success is due to our suppliers' collaboration, partnerships with community-based organizations, our Supplier Diversity team's dedication, and the **commitment of hundreds of employees in our Ambassadors for Excellence** program to strengthen relationships and engage in capacity building with diverse suppliers.

In 2021, we reevaluated our goals due to pandemic-related challenges experienced by some of our diverse suppliers, and we established new aspirational goals, including our commitment to:

- Doubling our spend in the African American business category within the next 5 years
- Increasing our spend with the local, diverse suppliers within the next 5 years
- Increasing spend with LGBT business enterprises and including them in our supply chain procurement process
- Increasing the number of our internal advocates at SDG&E by expanding the Ambassadors for Excellence program

For the supplier diversity program to thrive, it is important for us to establish a strong foundation of new suppliers and strengthen their relationship with our prime suppliers. Our Supplier Diversity team works closely with our large prime contractors to create opportunities for them to connect with and **learn about the capabilities of diverse firms** that can serve as subcontractors. We even have diverse prime contractors who have developed diverse business subcontracting commitments, bringing this whole process full circle.

For the supplier diversity program to thrive, it is important for us to establish a strong foundation of new suppliers and strengthen their relationship with our prime suppliers.

While there is no doubt there are many challenges ahead of us, I have tremendous optimism about how we will meet them head on to become **stronger and better together**. More than ever, it is important to build

strategic relationships with our suppliers. We will continue to remain vigilant in mitigating challenges and applying best practices. Thank you to all our valued suppliers for working with us. We look forward to continued partnership and building the cleanest, safest, and most reliable energy infrastructure company in America.



Introducing SDG&E's very own superhero and Ambassador for Excellence! Our hero gives interested diverse businesses an easy break down with tips on how to find, locate and hire diverse suppliers to join the SDG&E team.

Voices of Supplier Diversity

Thank you, Sydney, for your 31 years of dedication to SDG&E and the Supplier Diversity team. San Diego diverse businesses are better off because of you. Best of luck during your well-earned retirement!



Sydney Furbush,
Manager

The biggest accomplishment in the program is ensuring we have a process that is sustainable. To continue to achieve these aspirational goals, it will take individual employees utilizing their skills and the tools we currently have in place and to execute the plan. Our Supplier Diversity program will continue to be successful and will reach new heights and will be a model we can be proud of in our company.



Sherry Shafiei,
Project Manager

At SDG&E, our employees are the heart of the company. What we have learned in Supplier Diversity is that employees are our biggest advocates for inclusion of diverse suppliers. Our ambassadors are the voices for the community. It is important to ensure we have a robust ambassador program to succeed.



Meredith Garcia Obeso,
Project Manager

We have a great program providing new and exciting resources to support our suppliers...We continue to expand the opportunities for suppliers to strengthen their capabilities so they can successfully compete. This is what excites me the most.



Timell Montgomery,
Intern

By working with SDG&E Supplier Diversity team, I have developed additional skills that incorporate innovation and technology. I will leverage these skills in my future profession to benefit a diverse group of clients.





SDG&E Ambassadors for Excellence

Since its formation in 2013, our Supplier Diversity Ambassador Program has grown to over 340 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.

340
AMBASSADORS
FOR EXCELLENCE



In 2021, the SDG&E Supplier Diversity team hosted a four-part webinar series with the themed of "Overcoming Fear and Leading with Inclusive Courage"

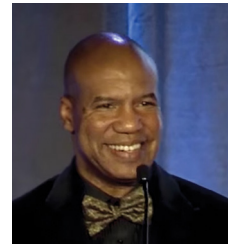


Series 1

Panel members, including SDG&E CEO Caroline Winn and former SDG&E CEO Jessie J. Knight Jr., discussed why supplier diversity is a core value at SDG&E and how supplier diversity benefits our community.

Series 2

Paul "The Ultimate" Vaden, who held the light middleweight championship in 1995, spoke about the importance of inclusion of diverse suppliers within the supply chain.



Series 3

Participants, including SDG&E VP of Customer Operations Tashonda Taylor (moderator), spoke to leaders from World Wide Technology, one of SDG&E's long-term diverse strategic partners. Goals, visions and best practices were shared, as well as a commitment for diversity and inclusion within the workplace.

Series 4

The Executive team kicked off the event. SDG&E's top Ambassadors for Excellence followed with their remarks on why supplier diversity is important to SDG&E, and why they encourage other employees to participate in the Ambassador program.



Celebrating Our Top Ambassadors

CEO Caroline Winn led an Oct. 2021 webinar recognizing SDG&E award-winning Ambassadors for Excellence. Top Ambassadors also shared why they joined the program, and how they are helping to support SDG&E achieve its goals.



Ambassador of the Year
KAYLA RICE
SDG&E Supply Management
Category Manager



Ambassador Mentor
of the Year
BRIAN BURNS
SDG&E Supply
Portfolio Manager



Ambassador
Partner of the Year
DAVID ROELlich
SDG&E Customer Programs
Project Manager



Ambassador Advocate
of the Year
CHRIS CASTRO
SDG&E Environmental
Services
Manager



Ambassador Advocate
of the Year
FRAN ORTIZ
Digital Enablement Services
IT Vendor Perf Analyst

Supplier Diversity 2021 Recognition



National Association of Women Business Owners, San Diego (NAWBO) San Diego

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



Pacific Southwest Minority Council

Corporation of the Year Award Winner

2021

Gwen Moore An Impactful Life



Throughout her lifetime, California Assemblymember Gwen Moore, representing California's 47th and 49th districts, was a powerful and passionate advocate for diversity and a legislative icon dedicated to helping the underserved. As the vigorous political force behind California General Order 156, **Moore paved the way for California black-owned, LGBTQ-owned and other minority-owned businesses to thrive by securing state utility contracts in saturated markets where they otherwise may have been overlooked.** California State Senator Sydney Kamlager said it best, "Moore was a powerful advocate, dedicated public servant, and exceptional leader." She is an advocate that SDG&E is proud to remember and honored to work to further her mission of inclusivity.

1940-
2020



1975

Elected to the LA Community College District Board of Trustees



1978

Elected to the California State Assembly, 49th District



1984

Introduced the Moore Universal Telephone Service Act



Veterans In Business Network
Corporate Appreciation Award
"Oscar Mike Award" Winner



**Asian Pacific Islander
Businesses of the Year
Award Winner 2021**

Awards & Honors

Jessie J. Knight Jr. Awarded Honorary Doctoral Degree from SDSU

San Diego State University honored former Executive Vice President and Chairman of SDG&E and SoCalGas®, Jessie Knight, with an honorary doctoral degree this past May. After a successful career in both the private and public energy sectors, Knight was honored along with six others in recognition of their service to the university, the San Diego community and the nation.



**SAN DIEGO STATE
UNIVERSITY**

"It is with tremendous pride that we congratulate our Jessie Knight, on his honorary doctoral degree from SDSU. Jessie's service to our community over many decades is a true testament to living our Sempra values," said Jeff Martin, Chairman and CEO for Sempra.

Since retiring from the company, Jessie has devoted himself to even greater involvement in philanthropy and community work through Knight Angels LLC, a private equity fund devoted to anonymous financial support of community improvement projects that are led by innovative minority, women and military veteran leaders.



1988

Introduced State Supplier Diversity Program, CA General Order 156 (G-O 156)



1994

Left State Assembly, 47th District



1994

Ran for California Secretary of State



2007

Appointed to the State Bar Board of Governors

TOGETHER ← WE THRIVE WITH GIVING

Employee Engagement

SDGive supports SDG&E employees by providing charitable grants to nonprofits that employee teams choose for volunteer service during the holiday season. In 2021, more than 350 employees found creative ways to volunteer safely in support of **50 local nonprofits** and **generate \$119,000 in grants** through their service.



The Environmental All Stars

program provides hands-on opportunities for employees and their families to volunteer in support of our local environment. Throughout 2021, SDG&E continued to offer small group and household unit volunteering activities in order to provide safe and meaningful engagement. The company partnered with local nonprofits to host **20 projects, nearly double the amount pre-COVID-19**. In total, **610 volunteers and 228 unique employees** participated throughout the year.

SDG&E Black Employees Business Resource Group (BEBRG) is dedicated to culture, diversity and inclusion, and enhancing the business initiatives of SDG&E. Throughout the year, BEBRG members help organize volunteer events, and engage the San Diego Black community on SDG&E programs and services. In 2021, BEBRG members participated in the following:

- **Over 94 volunteer activities** including the "Say Their Names" Memorial Exhibit
- **Engagement with six Historically Black Colleges and Universities** with a focus on SDG&E Engineering, Accounting/Finance and IT rotational programs
- The San Diego Black Nurses Association COVID-19 vaccination clinics

- Mount Miguel High School Robotics
- The "hoMEwork" career program for formally incarcerated San Diegans
- The San Diego Foundation Black Community Investment Fund Homeownership program
- **Served on more than 30 boards and committees**, to support local nonprofits

Climate Action

Enhanced focus on Urban Greening & Tree Planting - Within SDG&E's social progress pillar of climate action, the company invested in more than 20 projects that supported urban greening, including tree planting. Through partnership with SDG&E's Vegetation Management department, the company was able to **surpassed its sustainability strategy goal of planting 10,000 trees** annually.





Healthy Communities Fruit Tree Program

In addition to providing shade, stormwater filtration, and carbon sequestration, trees can also be a source of nutrition. For that reason, SDG&E established the **Healthy Communities Fruit Tree Program** with nonprofit organization **Healthy Day Partners**. This program provides eligible community and school gardens with up to 10 fruit trees and a microgrant to supplement tree care costs. These trees are currently being planted in communities that have been disproportionately impacted by COVID-19 and historically suffer from lack of access to fresh food. In 2021 alone, SDG&E and Healthy Day Partners planted more than **100 fruit trees** at a dozen school and community gardens, with more planned for 2022.

Social Justice and Community Resilience

Infrastructure Beautification

Over the last year, SDG&E leveraged its infrastructure as a blank canvas for the community to spread messages of hope and resilience. In partnership with community organizations, utility box beautification projects took place in Chula Vista, Imperial Beach, Borrego Springs, East Village and the Convoy District. A substation beautification effort in partnership with the local Boys & Girls Club also took place in Vista.

DonorsChoose Racial Equity Classroom Match

Over the past year, teachers across our region and the nation have had many teaching moments related to racial and social justice. To support educators' ongoing efforts to promote diversity, equity, and inclusion in their classrooms and at their schools, San Diego Gas & Electric established a new **Racial Equity classroom matching program, investing \$250,000** in shareholder funding. Teachers who request anti-racism learning materials through the nonprofit crowdfunding platform DonorsChoose will have donations to their projects matched with \$2 for every \$1 that they raise. While SDG&E has provided matching funds to teachers via the DonorsChoose platform for science, technology, engineering and math (STEM)



education projects for the past three years, the anti-racism initiative is the first of its kind for the company and for the region. Funding supported **424 projects, benefiting 45,007 students** in SDG&E's service territory.



DEI, K-12 STEM

Girls Take Flight Drone Program

SDG&E supports Girls Take Flight, a program of the Elementary Institute of Science. Girls Take Flight is a week-long drone pilot certification camp that teaches high school girls from ethnically diverse, low-income communities to build, repair, code, and fly drones. Participants who complete the practicum become **FAA Certified Drone Pilots** with an in-depth understanding of drone technology. In addition to technology skills, the program addresses the societal barriers and biases that constrain girls' engagement in STEM. Girls Take Flight provides career exploration opportunities led by diverse female STEM professionals. These women share their knowledge and experiences to inspire students. By introducing our students to female engineers, or computer scientists, we begin to transform the popular image and belief of who "belongs" in STEM. Each year, participants are mentored by an SDG&E employee in our aviation services team, as well as take a field visit to SDG&E's Skills Training Center.

San Diego Say Their Names Memorial Exhibit

As part of our commitment to championing dignity and respect, Caroline Winn participated in the ribbon cutting ceremony for the San Diego "Say Their Names" memorial exhibit. Presented by the San Diego African American Museum of Fine Art (SDAAMFA) and sponsored by SDG&E, "Say Their Names" is a traveling outdoor memorial featuring 200 photos to honor Black lives lost in the struggle against systemic racism. Keynote speakers included San Diego civil rights leaders and local officials, including City of San Diego Mayor Todd Gloria, Assembly Member Akilah Webber, San Diego Councilmember Monica Montgomery Steppe, and filmmaker John Kouris. During the three weeks of the exhibition, members of **SDG&E's Black Employee Business Resource Group** served as ambassadors to help raise awareness about SDAAMFA and racial inequities against Blacks and African Americans, through positive consumer interaction.

Safety

In 2021, SDG&E awarded \$1 million to local nonprofits to support approximately **100 Community Safety partners** [i.e., Community Emergency Response Teams (CERT), Fire Safe Councils, American Red Cross, 2-1-1 San Diego, Inter Tribal Long Term Recovery Foundation, the County of San Diego for annual training], programs, and services that support AFN populations during an emergency, disaster, and Public Power Safety Shutoffs. In light of the ongoing challenges of COVID-19, SDG&E's Safe San Diego initiative helped support several expanded volunteer programs including the San Diego County Fire Protection District and the San Diego County Fire Community Emergency Response Team Program. These programs offered virtual trainings and assisted with the intake at the Cuyamaca College and Traveling Rural Community vaccination clinics which served over **14,000 residents**.



Together We Thrive with Sustainability



Climate resilience is fundamental to our region's future. SDG&E set a goal to provide and plant at least 10,000 trees annually to support biodiversity, improve air quality and help fight climate change.

Through partnerships with local governments, tribal nations, nonprofits and more, we exceeded our goal and were recently recognized by San Diego Regional Urban Forests Council for our work.

Our website also provides tree safety tips and utility-friendly landscaping suggestions. So, for ideas to keep your yard beautiful to look at and easy to maintain with safe distances between electrical equipment, visit [SDG&E.com](https://www.sdgand.com).

Economic Prosperity

In support of the **California Restaurant Foundation's Restaurant Cares Resilience Fund**, \$200,000 was given to provide small restaurants (under 50 employees) with \$2,000 grants and a year of support services. Priority was given to women and minority-owned restaurants (70 out of the 77 were in this demographic). The grants were intended to assist in pandemic recovery payroll, additional hiring, and other staffing needs. The Resilience Fund was a state-wide collaboration between SDG&E, SoCalGas, and PG&E.



In collaboration with the **San Diego Workforce Partnership**, SDG&E launched Construction Career Jumpstart to equip struggling San Diegans with the fundamental

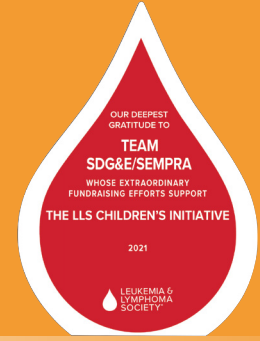
construction laborer skills they need to launch meaningful careers. **80% of trainees were BIPOC** (Black, Indigenous, and People of Color), 25% women and a 95% job replacement rate was achieved, including a few at SDG&E.

Since 2010, Team SDG&E/Sempra has raised over **\$1.3 Million** to fund research, treatments, and support services that improve the quality of life for patients and families battling Leukemia and Lymphoma, Hodgkin's Disease and Myeloma.

For many years, Team Sempra/SDG&E has designated its annual fundraising efforts to the LLS Children's Initiative. A vital component is supporting cutting-edge research to accelerate the most impactful pediatric cancer science worldwide. LLS has committed to more than doubling its funding of research grants to find safer and more effective therapies for children, teens and young adults with blood cancers.



Fun Facts!



Erika Schimmel-Guiles, Director of Design and Project Management at SDG&E served as Corporate Walk Co-Chair for the Light The Night in 2021.

San Diego Light The Night **2021 raised \$1.2M** which set a new record for the Walk!

Team SDG&E raised over \$111K; Erika raised over \$78K through her Executive Challenge and personal fundraising efforts.

Team SDG&E was once again the Top Corporate Walk team in San Diego.

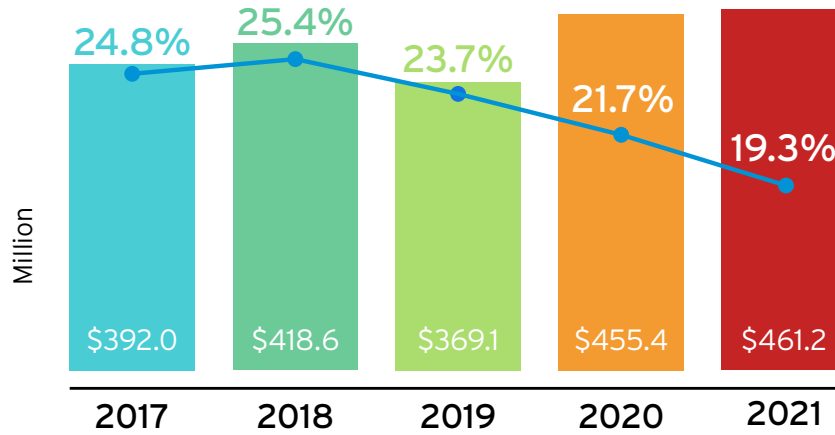


9.1.2 Summary of WMDVLGBTBE purchases and/or contracts

Minority Business Enterprise (MBE) Procurement

MBEs remain the largest segment of supplier diversity spending for SDG&E. In 2021, MBE spending exceeded \$461.16 million or 19.28 percent of our overall results.

MBE SDG&E 2017 TO 2021 (\$ AND %)



Strategic Partner- Diverse Subcontractor
ERNEST MCCOY
Alt Spec UAS Services
Founder / CEO



Strategic Partner - Diverse Prime
LEE POPE
HiLine Nation LLC
Owner

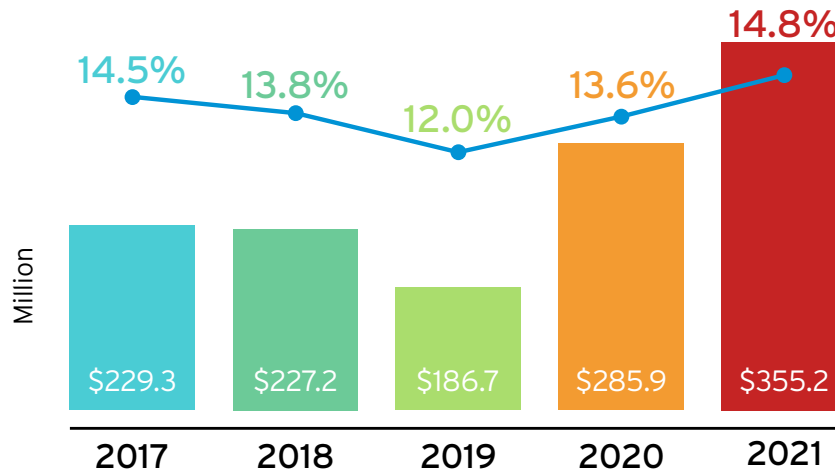


Strategic Partner - Diverse Subcontractor
JUAN PADILLA
SCARLETT PADILLA
JP Gunite Inc
Owner
Manager

Women Business Enterprise (WBE) Procurement

In 2021, spending with WBEs was \$355.2 million or 14.85 percent. This is the 16th consecutive year exceeding the CPUC goal and our highest spending year with WBEs.

WBE SDG&E 2017 TO 2021 (\$ AND %)

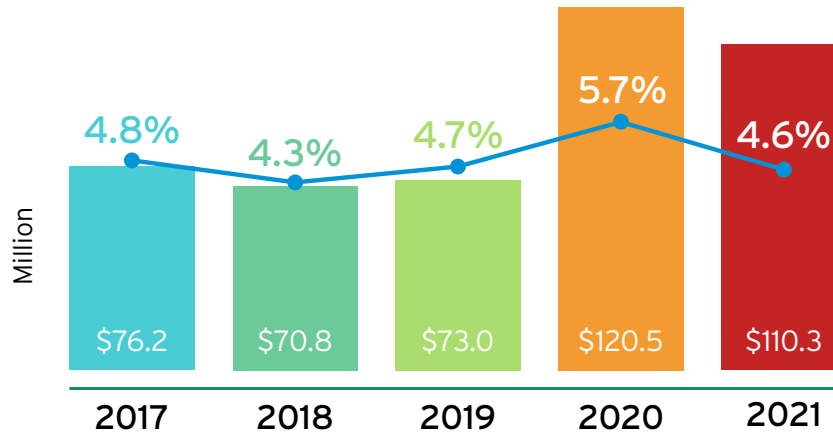


Strategic Partner - Prime Supplier
CORIE FIEBIGER
JULIE WRIGHT
(W)right On Communications
Communications Strategist
President / Founder

Service-Disabled Veterans Business Enterprise (DVBE) Procurement

DVBE spending continues to remain strong, 4.61 percent, or \$110.3 million. 2021 marks the 13th consecutive year in which SDG&E has exceeded the 1.5 percent CPUC goal. SDG&E continues to focus efforts on incorporating DVBEs in our core business spending as well as emerging projects.

DVBE SDG&E 2017 TO 2021 (\$ AND %)



Strategic Partner - Prime Supplier
KARL MILLER
 Jingoli Power
 CEO

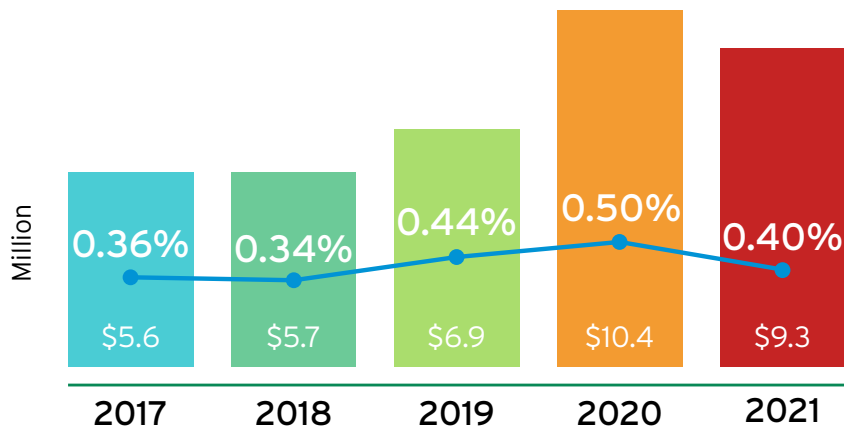
Strategic Partner - Diverse Subcontractor
ERICA BEAL
 AVIVV LLC
 CEO & Founder



Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE) Procurement

SDG&E spent \$9.3 million or 0.39 percent with LGBTBE in 2021.

LGBTBE SDG&E 2017 TO 2021 (\$ AND %)



Strategic Partner - Diverse Prime
DANA ARNETT
Wicked Bionic LLC
CEO & Co-Founder

9.1.3 Itemization of WMDVLGBTBE Expenses

Expenses for the 2021 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	\$478
Program Expenses	\$258
Consultants	\$0
Total	\$736



Strategic Partner - Prime Supplier
JUAN CARO
OLIVER CARO
JC Environmental Co Inc
President / CEO
Vice President

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	2021 Results	Goals
Minority Men	16.47%	0.00%
Minority Women	2.80%	0.00%
Minority Business Enterprise (MBE)	19.28%	15.00%
Women Business Enterprise (WBE)	14.85%	5.00%
Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)*	0.39%	0.50%(*)
Service-Disabled Veteran Business Enterprise (DVBE)	4.61%	1.50%
Other 8(a)**	0.00%	N/A
Total WMDVLGBTBE	39.13%	22.00%

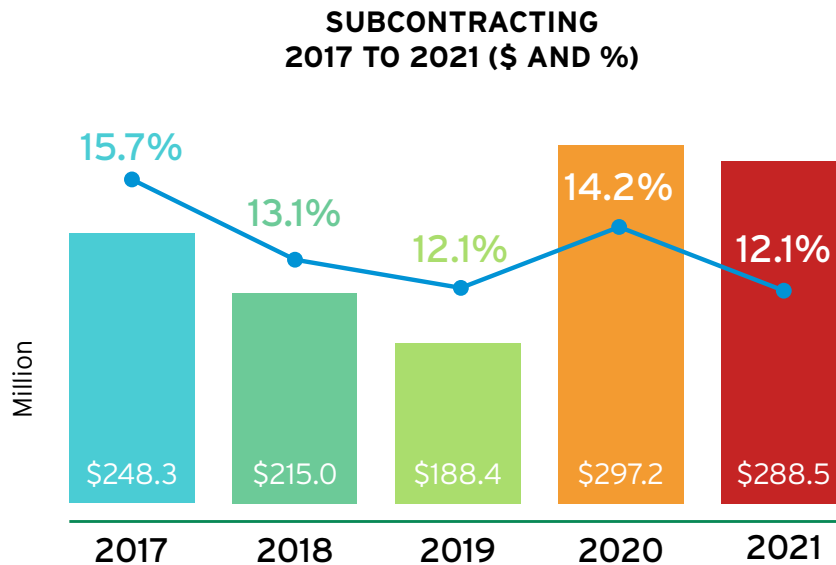
**SDG&E internal goals*

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

9.1.5 Summary of Prime Contractor Utilization of WMDVLGBTBE Subcontractors

Supplier Diversity Subcontracting

We continue to have strong performance in subcontracting with our diverse suppliers. In 2021, we achieved \$288.5 million or 12.06 percent in supplier diversity spending, and will continue our efforts to increase our spend in this area.



2021 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 \$	298,073,838	21,153,401	319,227,239	262,629,600	8,079,735	57,628,000	-	647,564,574
Subcontracting \$	96,050,365	45,889,146	141,939,511	92,583,093	1,248,317	52,711,237	-	288,482,158
Total \$	394,124,203	67,042,547	461,166,750	355,212,693	9,328,052	110,339,237	-	936,046,732
Direct %	12.46%	0.88%	13.34%	10.98%	0.34%	2.41%	0.00%	27.07%
Subcontracting %	4.02%	1.92%	5.93%	3.87%	0.05%	2.20%	0.00%	12.06%
Total %	16.47%	2.80%	19.28%	14.85%	0.39%	4.61%	0.00%	39.13%

Net Procurement**	2,392,256,805
--------------------------	----------------------

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



Strategic Partner - Prime Supplier
JOHN DOLLMAN
Underground Construction Company
Director of Operations
San Diego Region



Strategic Partner - Prime Supplier
SHANE LUND
Michels Pacific Energy Inc
Superintendent



Strategic Partner - Diverse Prime
RICK PHILLIPS
HERSH SALUJA
E2 Consulting Engineers INC
Executive VP
Utilities Division CEO

9.1.6 List of WMDVLGBTBE Complaints

There were no formal complaints filed against SDG&E with the CPUC or lawsuits filed in 2021 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.

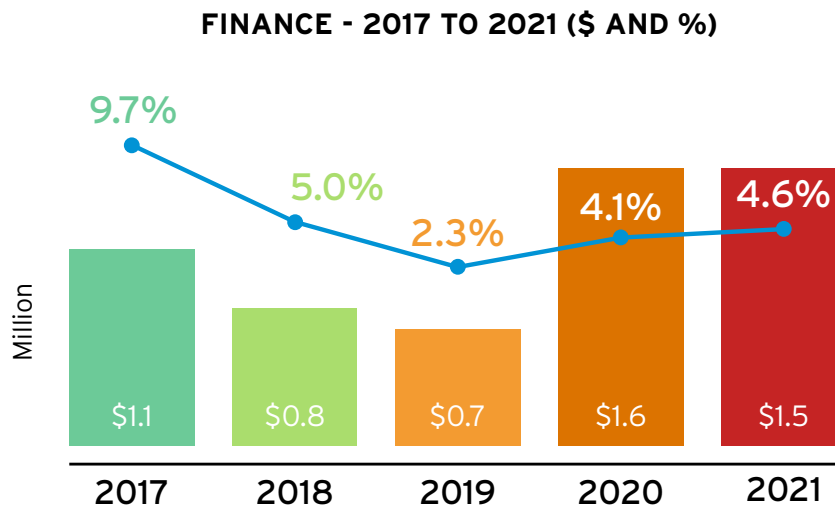
9.1.8 Description of efforts in underutilized areas

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

In 2021 in the financial services area, \$1.5 million or 4.6 percent was spent with diverse suppliers. In the legal services area, \$1.2 million or 13.8 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.



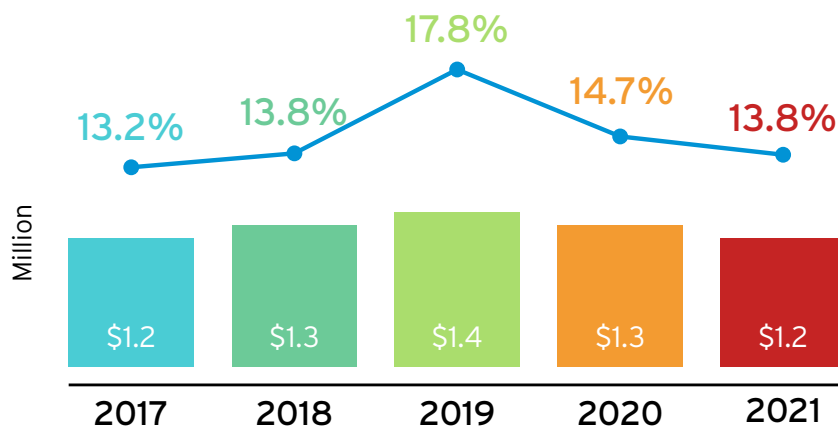
Legal Services

SDG&E recognizes the importance of working with diverse legal firms to increase spending. In 2021, spending with diverse firms was \$1.2 million, representing 13.8 percent of our overall legal spend.

SDG&E's Supplier Diversity team works closely with the 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 2021 SDG&E spent nearly \$3.2 million with minority, female, and female and LGBTBE attorneys and \$285 thousand with diverse paralegal firms.

LEGAL - 2017 TO 2021 (\$ AND %)



2021 SDG&E Legal Spend: Diverse Paralegal Work Within Non-DBE Legal Firms - Paralegal Time Billed in 2021**		Total*
Minority Male	African American	-
	Asian Pacific American	-
	Hispanic American	\$23,645
	Native American	-
	Total Minority Male	\$23,645
Minority Female	African American	-
	Asian Pacific American	\$6,733
	Hispanic American	\$1,024
	Native American	-
	Total Minority Female	\$7,757
Total Minority Business Enterprise (MBE)		\$31,402
Women Business Enterprise (WBE)		\$211,599
Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)		\$42,371
Service Disabled Veteran Business Enterprise (DVBE)		-
Non-DBE		\$1,338
Grand Total: All DBE/Non-DBE		\$286,710

2021 SDG&E Legal Spend: Diverse Attorney Work Within Non-DBE Legal Firms - Attorney Time Billed in 2021**		Total*
Minority Male	African American	-
	Asian Pacific American	\$749,265
	Hispanic American	\$98,540
	Native American	-
	Total Minority Male	\$847,806
Minority Female	African American	\$23,915
	Asian Pacific American	\$387,639
	Hispanic American	\$167,521
	Native American	-
	Total Minority Female	\$579,076
Total Minority Business Enterprise (MBE)		\$1,426,881
Women Business Enterprise (WBE)		\$1,475,858
Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)		\$254,269
Service Disabled Veteran Business Enterprise (DVBE)		-
Non-DBE		\$2,969,178
Grand Total: All DBE/Non-DBE		\$6126,186

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

*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 2021, around 41 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, 2022 and is comprised of three triennial program cycles (i.e., EPIC-1, EPIC-2, EPIC-3).

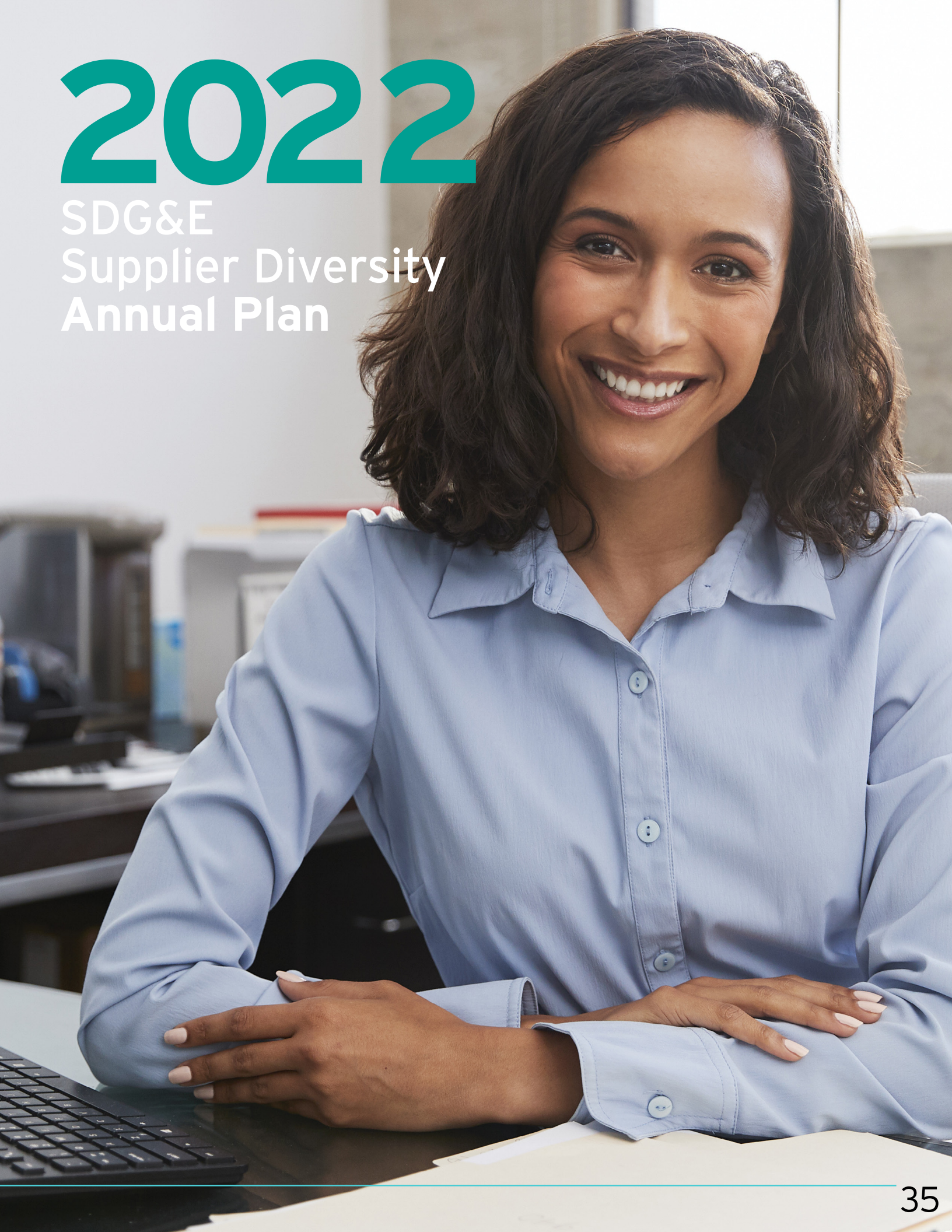
In compliance with GO 156 requirements, we are incorporating by reference "SDG&E 2021 EPIC Annual Report," which was submitted to the CPUC by March 1, 2022. This report provides detailed information about SDG&E's EPIC plans, projects and spend.

9.4 Compliance with LGBTE - Specific Requirements

CPUC LGBTBE 0.50 percent goal will be in effect in 2022. SDG&E achieved 0.40 percent in spend with LGBTBE in year 2021.

2022

SDG&E Supplier Diversity Annual Plan



10.1.1 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.

- Continue to increase our minority spend, specifically in the African American spend category in support of company equity action plan.
- Continue to increase our spend with local, diverse San Diego County suppliers.
- Expand our virtual communication platforms to support our Technical Assistance programs, Supplier Forums and CBOs collaboration.
- Continue to expand our supplier base in the LGBTBE spend category; support a 0.5 percent LGBTBE goal.
- Expand our existing Ambassadors for Excellence program to help advance supplier diversity programs.

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 (2022)					
	Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Service Disabled Veteran Business Enterprise (DVBE)	Total WMDVLGBTBE
Products	15.0%	5.0%	0.5%	1.5%	22.0%
Services	15.0%	5.0%	0.5%	1.5%	22.0%
Total	15.0%	5.0%	0.5%	1.5%	22.0%

Mid-Term (2024)					
	Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Service Disabled Veteran Business Enterprise (DVBE)	Total WMDVLGBTBE
Products	15.0%	5.0%	1.5%	1.5%	23.0%
Services	15.0%	5.0%	1.5%	1.5%	23.0%
Total	15.0%	5.0%	1.5%	1.5%	23.0%

Long-Term (2026)					
	Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Service Disabled Veteran Business Enterprise (DVBE)	Total WMDVLGBTBE
Products	15.0%	5.0%	1.5%	1.5%	23.0%
Services	15.0%	5.0%	1.5%	1.5%	23.0%
Total	15.0%	5.0%	1.5%	1.5%	23.0%

10.1.2 Description of WMDVLGBTBE program activities

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 2022 through the efforts of our staff and community partners.

10.1.3 Plans for recruiting WMDVLGBTBE where WMDVLGBTBE utilization has been low

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

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

10.1.5 Subcontracting activities

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

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



2021

SDG&E
Supplier Diversity
Power Procurement
Annual Report

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. The Supplier Diversity team will continue working with the Ambassadors for Excellence in the Electric and Fuel Procurement to support suppliers in this space.

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. At SDG&E, we are proud to report that in 2021 we procured nearly \$24.8 million or 11.2 percent of our natural gas purchases, used for our natural gas-fired electric generation plants, from diverse suppliers.

Goal Progress

SDG&E attained 5.6 percent supplier diversity spending in energy products for 2021.

Subcontractors - Pre-Commercial Development (COD)

SDG&E encourages partnering and teaming arrangements between developers and diverse suppliers. In 2021, nearly \$1.5 million 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 2021 Supplier Diversity Products and Services Section.

9.1.4 Goal progress

In procuring natural gas for our electric generation plants, SDG&E purchased nearly \$24.8 million, or 11.2 percent, of all our natural gas from diverse suppliers in 2021. Overall, SDG&E achieved diverse spending of 5.8 percent or \$29.9 million for power procurement.

9.1.5 Subcontractors

SDG&E encourages partnering and teaming arrangements between developers and diverse suppliers. In 2021, nearly \$1.5 million 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 2021.

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.

2022

SDG&E
Supplier Diversity
Power Procurement
Annual Plan



10.1.1 Goals

Category	2022 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%
Total	22.0%

10.1.2 Descriptions of WMDVLGBTBE program activities

In 2022, 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.

Every Journey Starts With a First Step.



Want to connect with us?

Register your business with SDG&E Supplier Diversity today!

SDGE Supplier Registration Form



**Learn more about us and register as our potential supplier.*

A P P E N D I X



Appendix A

Organizations and Events

American Indian Chamber of Commerce, California (AICC)

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

Central San Diego Black Chamber of Commerce (CSDBCC)

- San Diego History Center
- Urban Gardens
- Wine 101 Black, Indigenous and Persons of Color (BIPOC) Edition

CPUC/Joint Utilities

- Supplier Expo
- Annual Supplier Diversity En Banc

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

- NAWBO-SD Bravo Award
- Networking Conference

Pacific Southwest Minority Supplier Development Council (PSWMSDC)

- 2020 Regional Corporation of the Year
- Supplier Diversity Excellence Awards Gala

Veterans In Business (VIB)

- The 5th Annual VIB Network National Conference

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

- Procurement Opportunity Conference and Platinum Supplier Program
- WBEC - West & SDG&E collaborative Strategic Roundtable

Appendix B

SDG&E WMDVLGBTBE annual results by ethnicity

		2021			
		Direct	Sub	Total \$	%
Minority Male	African American	69,140,997	9,417,293	78,558,289	3.28%
	Asian Pacific American	44,987,720	19,123,726	64,111,446	2.68%
	Hispanic American	106,880,990	58,386,664	165,267,654	6.91%
	Native American	77,064,131	9,122,683	86,186,813	3.60%
	Total Minority Male	298,073,838	96,050,365	394,124,203	16.47%
Minority Female	African American	7,006,911	1,918,898	8,925,808	0.37%
	Asian Pacific American	12,755,620	8,752,031	21,507,651	0.90%
	Hispanic American	1,195,912	35,206,150	36,402,062	1.52%
	Native American	194,958	12,068	207,026	0.01%
	Total Minority Female	21,153,401	45,889,146	67,042,547	2.80%
Total Minority Business Enterprise (MBE)		319,227,239	141,939,511	461,166,750	19.28%
Women Business Enterprise (WBE)		262,629,600	92,583,093	355,212,693	14.85%
Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)		8,079,735	1,248,317	9,328,051	0.39%
Disabled Veteran Business Enterprise (DVBE)		57,628,000	52,711,237	110,339,237	4.61%
Other 8(a)*		-	-	-	0.00%
TOTAL WMDVLGBTBE		647,564,574	288,482,157	936,046,731	39.13%

Net Procurement \$**	2,392,256,805
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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

Appendix C

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

			Products		Services		Total	
			\$	%	\$	%	\$	%
Minority Male	African American	Direct	222,637	0.06%	68,918,360	3.44%	69,140,997	2.89%
	Asian Pacific American	Direct	2,525,204	0.65%	42,462,516	2.12%	44,987,720	1.88%
	Hispanic American	Direct	7,281,070	1.88%	99,599,920	4.97%	106,880,990	4.47%
	Native American	Direct	-	0.00%	77,064,131	3.84%	77,064,131	3.22%
	Total Minority Male	Direct	10,028,911	2.59%	288,044,927	14.37%	298,073,838	12.46%
Minority Female	African American	Direct	49,773	0.01%	6,957,138	0.35%	7,006,911	0.29%
	Asian Pacific American	Direct	2,745,130	0.71%	10,010,491	0.50%	12,755,620	0.53%
	Hispanic American	Direct	437,934	0.11%	757,978	0.04%	1,195,912	0.05%
	Native American	Direct	-	0.00%	194,958	0.01%	194,958	0.01%
	Total Minority Female	Direct	3,232,837	0.83%	17,920,564	0.89%	21,153,401	0.88%
Total Minority Business Enterprise (MBE)		Direct	13,261,748	3.43%	305,965,491	15.26%	319,227,239	13.34%
Women Business Enterprise (WBE)		Direct	119,326,422	30.82%	143,303,178	7.15%	262,629,600	10.98%
Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)		Direct	101,004	0.03%	7,978,731	0.40%	8,079,735	0.34%
Disabled Veteran Business Enterprise (DVBE)		Direct	2,601	0.00%	57,625,399	2.87%	57,628,000	2.41%
Other 8(a)*		Direct	-	0.00%	-	0.00%	-	0.00%
TOTAL WMDVLGBTBE		Direct	132,691,775	34.27%	514,872,799	25.68%	647,564,574	27.07%

Total Product Procurement \$	387,190,038
Total Service Procurement \$	2,005,066,767
Net Procurement \$**	2,392,256,805

Total Number of WMDVLGBTBEs That Received Direct Spend	295
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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

Appendix D

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

			Products		Services		Total	
			\$	%	\$	%	\$	%
Minority Male	African American	Sub	333,283	0.09%	9,084,009	0.45%	9,417,293	0.39%
	Asian Pacific American	Sub	2,002,357	0.52%	17,121,369	0.85%	19,123,726	0.80%
	Hispanic American	Sub	5,913,407	1.53%	52,473,257	2.62%	58,386,664	2.44%
	Native American	Sub	3,245,639	0.84%	5,877,043	0.29%	9,122,683	0.38%
	Total Minority Male	Sub	11,494,686	2.97%	84,555,679	4.22%	96,050,365	4.02%
Minority Female	African American	Sub	-	0.00%	1,918,898	0.10%	1,918,898	0.08%
	Asian Pacific American	Sub	711,219	0.18%	8,040,811	0.40%	8,752,031	0.37%
	Hispanic American	Sub	311,610	0.08%	34,894,540	1.74%	35,206,150	1.47%
	Native American	Sub	-	0.00%	12,068	0.00%	12,068	0.00%
	Total Minority Female	Sub	1,022,829	0.26%	44,866,317	2.24%	45,889,146	1.92%
Total Minority Business Enterprise (MBE)		Sub	12,517,515	3.23%	129,421,996	6.46%	141,939,511	5.93%
Women Business Enterprise (WBE)		Sub	19,456,109	5.02%	73,126,984	3.65%	92,583,093	3.87%
Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)		Sub	-	0.00%	1,248,317	0.06%	1,248,317	0.05%
Disabled Veteran Business Enterprise (DVBE)		Sub	1,352,439	0.35%	51,358,797	2.56%	52,711,237	2.20%
Other 8(a)*		Sub	-	0.00%	-	0.00%	-	0.00%
TOTAL WMDVLGBTBE		Sub	33,326,063	8.61%	255,156,094	12.73%	288,482,157	12.06%

Total Product Procurement \$	387,190,038
Total Service Procurement \$	2,005,066,767
Net Procurement \$**	2,392,256,805

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

Appendix E

SDG&E WMDVLGBTBE procurement by product category detail

SIC Category	African American		Asian Pacific 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	\$ -	-	-	-	-	-	-	-	-	1,093,240	-	-	-	1,093,240	1,322,275
	% 0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	82.68%	0.00%	0.00%	0.00%	82.68%	
26 - Paper & Allied Prods	\$ -	-	-	-	263,208	-	-	-	263,208	-	-	632	-	263,840	267,366
	% 0.00%	0.00%	0.00%	0.00%	98.44%	0.00%	0.00%	0.00%	98.44%	0.00%	0.00%	0.24%	0.00%	98.68%	
28 - Chemicals & Allied Prods	\$ 202,959	-	-	-	-	-	-	-	202,959	75,518	100,789	-	-	379,266	1,007,453
	% 20.15%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	20.15%	7.50%	10.00%	0.00%	0.00%	37.65%	
29 - Petroleum Refining & Related Industries	\$ -	-	-	-	-	-	-	-	-	463,202	-	-	-	463,202	541,823
	% 0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	85.49%	0.00%	0.00%	0.00%	85.49%	
30 - Rubber & Misc Plastics Prods	\$ -	-	31	-	-	-	-	-	31	-	-	-	-	31	1,082,722
	% 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%	
32 - Stone, Clay, Glass & Concrete Prods	\$ -	-	-	-	-	-	-	-	-	-	-	-	-	-	5,092,946
	% 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	\$ -	-	-	-	-	-	-	-	-	-	-	-	-	-	2,527,739
	% 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%	
34 - Fabricated Metal Prods, Exc Machinery	\$ -	-	1,605,036	-	3,787,305	-	126,936	-	5,519,277	1,115,051	-	-	-	6,634,328	31,701,265
	% 0.00%	0.00%	5.06%	0.00%	11.95%	0.00%	0.40%	0.00%	17.41%	3.52%	0.00%	0.00%	0.00%	20.93%	
35 - Industrial & Commercial Machinery & Computer Equip	\$ 19,678	-	-	-	775,466	179,360	-	-	974,505	1,385,356	-	-	-	2,359,861	17,163,309
	% 0.11%	0.00%	0.00%	0.00%	4.52%	1.05%	0.00%	0.00%	5.68%	8.07%	0.00%	0.00%	0.00%	13.75%	
36 - Electronic & Other Elec Equip & Components	\$ -	-	1,955,575	-	5,828,010	-	3,064,342	-	10,847,928	395,243	-	-	-	11,243,171	77,994,156
	% 0.00%	0.00%	2.51%	0.00%	7.47%	0.00%	3.93%	0.00%	13.91%	0.51%	0.00%	0.00%	0.00%	14.42%	
37 - Transportation Equip	\$ -	-	587,202	174,649	85,795	-	-	-	847,646	198,787	-	-	-	1,046,432	12,319,312
	% 0.00%	0.00%	4.77%	1.42%	0.70%	0.00%	0.00%	0.00%	6.88%	1.61%	0.00%	0.00%	0.00%	8.49%	
38 - Measuring, Analyzing & Controlling Instruments	\$ -	-	-	-	-	184,192	-	-	184,192	730,268	-	-	-	914,460	24,300,223
	% 0.00%	0.00%	0.00%	0.00%	0.00%	0.76%	0.00%	0.00%	0.76%	3.01%	0.00%	0.00%	0.00%	3.76%	
39 - Misc Manufacturing Industries	\$ -	-	-	-	-	-	-	-	-	43,051	-	-	-	43,051	959,762
	% 0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	4.49%	0.00%	0.00%	0.00%	4.49%	
50 - Wholesale Trade; Durable Goods	\$ 298,880	-	321,975	3,281,700	510,360	385,992	53,302	-	4,852,208	100,203,439	-	1,243,031	-	106,298,679	162,239,677
	% 0.18%	0.00%	0.20%	2.02%	0.31%	0.24%	0.03%	0.00%	2.99%	61.76%	0.00%	0.77%	0.00%	65.52%	
51 - Wholesale Trade; Nondurable Goods	\$ 34,403	49,773	-	-	705,703	-	-	-	789,879	33,055,028	215	111,377	-	33,956,499	35,546,107
	% 0.10%	0.14%	0.00%	0.00%	1.99%	0.00%	0.00%	0.00%	2.22%	92.99%	0.00%	0.31%	0.00%	95.53%	
52 - Bldg Materials, Hardware, Garden Supply	\$ -	-	-	-	-	-	-	-	-	-	-	-	-	-	827,423
	% 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	\$ -	-	57,742	-	1,238,630	-	1,059	-	1,297,431	-	-	-	-	1,297,431	10,341,833
	% 0.00%	0.00%	0.56%	0.00%	11.98%	0.00%	0.01%	0.00%	12.55%	0.00%	0.00%	0.00%	0.00%	12.55%	
57 - Home Furniture, Furnishings & Equip Stores	\$ -	-	-	-	-	-	-	-	-	-	-	-	-	-	200,613
	% 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	\$ -	-	-	-	-	-	-	-	-	4,926	-	-	-	4,926	959,050
	% 0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.51%	0.00%	0.00%	0.00%	0.51%	
59 - Misc Retail	\$ -	-	-	-	-	-	-	-	-	19,423	-	-	-	19,423	794,982
	% 0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	2.44%	0.00%	0.00%	0.00%	2.44%	
Total Products Procurement	\$ 555,920	49,773	4,527,561	3,456,349	13,194,477	749,544	3,245,639	-	25,779,263	138,782,531	101,004	1,355,040	-	166,017,838	87,190,038
	% 0.14%	0.01%	1.17%	0.89%	3.41%	0.19%	0.84%	0.00%	6.66%	35.84%	0.03%	0.35%	0.00%	42.88%	

Total Product Procurement \$	387,190,038
Total Service Procurement \$	2,005,066,767
Net Procurement**	2,392,256,805

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

Appendix F

SDG&E WMDVLGBTBE procurement by service category detail

SIC Category	African American		Asian Pacific 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	\$	356,214	-	1,217,381	-	5,330,829	221,418	-	-	7,125,841	1,396,790	-	-	-	8,522,632	64,385,473
	%	0.55%	0.00%	1.89%	0.00%	8.28%	0.34%	0.00%	0.00%	11.07%	2.17%	0.00%	0.00%	0.00%	13.24%	
13 - Oil & Gas Extraction	\$	-	-	-	-	-	43,758	-	-	43,758	-	-	-	-	43,758	4,513,488
	%	0.00%	0.00%	0.00%	0.00%	0.00%	0.97%	0.00%	0.00%	0.97%	0.00%	0.00%	0.00%	0.00%	0.97%	
15 - Bldg Construction - General Contractors	\$	454,699	-	-	-	5,684,979	-	1,277,121	-	7,416,799	5,653,782	-	6,728,282	-	19,798,863	31,319,884
	%	1.45%	0.00%	0.00%	0.00%	18.15%	0.00%	4.08%	0.00%	23.68%	18.05%	0.00%	21.48%	0.00%	63.21%	
16 - Heavy Construction Other Than Bldg Construction	\$	-	-	-	-	73,025,888	-	51,627,312	12,068	124,665,267	16,286,570	-	32,781,206	-	173,733,043	461,109,517
	%	0.00%	0.00%	0.00%	0.00%	15.84%	0.00%	11.20%	0.00%	27.04%	3.53%	0.00%	7.11%	0.00%	37.68%	
17 - Construction-Special Trade Contractors	\$	5,081,767	-	4,543,253	5,099,602	10,248,274	10,840,442	446,833	-	36,260,172	34,223,187	716,144	40,976,841	-	112,176,344	243,806,708
	%	2.08%	0.00%	1.86%	2.09%	4.20%	4.45%	0.18%	0.00%	14.87%	14.04%	0.29%	16.81%	0.00%	46.01%	
27 - Printing, Publishing & Allied Industries	\$	-	-	-	-	-	23,088	-	-	23,088	102,494	-	1,687	-	127,270	980,956
	%	0.00%	0.00%	0.00%	0.00%	0.00%	2.35%	0.00%	0.00%	2.35%	10.45%	0.00%	0.17%	0.00%	12.97%	
42 - Motor Freight Transportation & Warehousing	\$	2,860,163	-	212,137	2,123	121,337	14,125,126	-	-	17,320,887	691,901	414,436	13,268,485	-	31,695,709	35,006,509
	%	8.17%	0.00%	0.61%	0.01%	0.35%	40.35%	0.00%	0.00%	49.48%	1.98%	1.18%	37.90%	0.00%	90.54%	
45 - Transportation By Air	\$	-	-	-	-	-	-	-	-	-	3,615	-	-	-	3,615	775,110
	%	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	\$	82,703	-	-	-	-	888	15,470	-	99,061	-	-	-	-	99,061	2,233,347
	%	3.70%	0.00%	0.00%	0.00%	0.00%	0.04%	0.69%	0.00%	4.44%	0.00%	0.00%	0.00%	0.00%	4.44%	
48 - Communications	\$	-	-	-	-	-	-	-	-	-	4,422	-	-	-	4,422	230,966
	%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	1.91%	0.00%	0.00%	0.00%	1.91%	
49 - Electric, Gas & Sanitary Services	\$	7,655	-	-	-	1,958,580	520,061	-	-	2,486,296	333,230	-	13,544	-	2,833,070	4,799,074
	%	0.16%	0.00%	0.00%	0.00%	40.81%	10.84%	0.00%	0.00%	51.81%	6.94%	0.00%	0.28%	0.00%	59.03%	
60 - Depository Institutions	\$	-	-	-	-	-	-	-	-	-	-	-	-	-	-	5,573,992
	%	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%	
61 - Non-depository Credit Institutions	\$	-	-	-	-	-	-	-	-	-	-	-	-	-	-	121,910
	%	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%	
62 - Security & Commodity Brokers, Dirs, Exchanges	\$	2,649	393,750	-	-	263,594	-	-	-	659,993	-	-	-	-	659,993	13,141,595
	%	0.02%	3.00%	0.00%	0.00%	2.01%	0.00%	0.00%	0.00%	5.02%	0.00%	0.00%	0.00%	0.00%	5.02%	
64 - Insurance Agents, Brokers & Services	\$	-	12,272	-	-	-	-	-	-	12,272	-	-	-	-	12,272	1,515,996
	%	0.00%	0.81%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.81%	0.00%	0.00%	0.00%	0.00%	0.81%	
65 - Real Estate	\$	2,148,214	-	-	-	134,646	-	-	-	2,282,860	-	-	-	-	2,282,860	4,308,505
	%	49.86%	0.00%	0.00%	0.00%	3.13%	0.00%	0.00%	0.00%	52.98%	0.00%	0.00%	0.00%	0.00%	52.98%	
73 - Business Services	\$	64,889,806	6,306,015	13,123,023	546,741	5,521,905	9,391,642	27,724,864	194,958	127,698,954	103,375,744	403,595	7,663,551	-	239,141,844	548,598,908
	%	11.83%	1.15%	2.39%	0.10%	1.01%	1.71%	5.05%	0.04%	23.28%	18.84%	0.07%	1.40%	0.00%	43.59%	
75 - Automotive Repair, Services & Parking	\$	345,341	-	-	-	118,801	17,118	-	-	481,261	881,470	-	-	-	1,362,731	8,499,304
	%	4.06%	0.00%	0.00%	0.00%	1.40%	0.20%	0.00%	0.00%	5.66%	10.37%	0.00%	0.00%	0.00%	16.03%	
76 - Misc Repair Services	\$	-	-	-	-	-	-	-	-	-	1,118	-	-	-	1,118	22,366,500
	%	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%	
80 - Health Services	\$	-	60,036	-	261,279	-	-	-	-	321,315	-	-	-	-	321,315	1,138,068
	%	0.00%	5.28%	0.00%	22.96%	0.00%	0.00%	0.00%	0.00%	28.23%	0.00%	0.00%	0.00%	0.00%	28.23%	
81 - Legal Services	\$	-	-	232,561	25,159	4,055	-	-	-	261,775	932,830	-	-	-	1,194,605	8,655,860
	%	0.00%	0.00%	2.69%	0.29%	0.05%	0.00%	0.00%	0.00%	3.02%	10.78%	0.00%	0.00%	0.00%	13.80%	
87 - Engineering, Accounting, Research, Mgmt & Related Services	\$	1,765,521	2,103,332	40,182,834	10,064,885	47,356,317	468,977	1,669,550	-	103,611,416	34,686,019	7,692,873	7,500,848	-	153,491,157	504,282,609
	%	0.35%	0.42%	7.97%	2.00%	9.39%	0.09%	0.33%	0.00%	20.55%	6.88%	1.53%	1.49%	0.00%	30.44%	
89 - Services, Not Elsewhere Classified	\$	7,637	630	72,696	2,051,513	2,303,972	-	180,025	-	4,616,472	17,856,988	-	49,752	-	22,523,212	37,702,488
	%	0.02%	0.00%	0.19%	5.44%	6.11%	0.00%	0.48%	0.00%	12.24%	47.36%	0.00%	0.13%	0.00%	59.74%	
Total Services Procurement	\$	78,002,369	8,876,036	59,583,885	18,051,302	152,073,177	35,652,518	82,941,174	207,026	435,387,487	216,430,161	9,227,048	108,984,196	-	770,028,892	2,005,066,767
	%	3.89%	0.44%	2.97%	0.90%	7.59%	1.78%	4.14%	0.01%	21.72%	10.79%	0.46%	5.44%	0.00%	38.40%	

Total Product Procurement \$	387,190,038
Total Service Procurement \$	2,005,066,767
Net Procurement**	2,392,256,805

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

Appendix G

Annual energy product results by ethnicity & WMDVLGBTBE Certification

Product ¹	Unit	Results by Ethnicity & Gender															Results by WMDVLGBTBE Certification								
		Asian Pacific American			African American			Hispanic American			Native American			Other ⁵			Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Service Disabled Veteran Business Enterprise (DVBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Subcontracting Total	Total WMDVLGBTBE Procurement Spend ³	Total Procurement Spend		
		Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Total	Total	Total	Total	Total	Total			
Power Purchase	Renewable Power Products Direct	\$	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	531	
		%	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%	-
		\$ ²	-	-	-	-	-	-	-	-	-	5	-	5	-	-	-	5.17	-	-	-	-	-	5	89
	Non-Renewable Power Products Direct	% ²	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	5.8%	0.0%	5.8%	0.0%	0.0%	0.0%	5.8%	0.0%	0.0%	0.0%	0.0%	0.0%	5.8%	-
		\$	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	103
		%	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	Natural Gas Direct	Physical	\$	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
			%	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%	-
			\$ ²	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Fuels for Generation	Diesel Direct	Physical	\$	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
			%	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%	-
			\$ ²	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Fuels for Generation	Nuclear Direct	Physical	\$	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
			%	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%	-
			\$ ²	-	-	15	15	-	-	-	-	-	-	-	-	-	-	-	14.52	8	2	-	-	-	25
Fuels for Generation	Natural Gas Direct	Physical	%	0.0%	6.6%	6.6%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	6.6%	3.5%	1.1%	0.0%	0.0%	0.0%	0.0%	11.2%	-
			\$	-	-	15	15	-	-	-	-	-	-	-	-	-	-	20	8	2	-	-	-	30	513
			%	0.0%	2.8%	2.8%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	1.0%	0.0%	1.0%	0.0%	0.0%	3.8%	1.5%	0.5%	0.0%	0.0%	0.0%	0.0%	5.8%
All	Subtotal of Columns ²	Physical	\$	-	-	15	15	-	-	-	-	-	-	-	-	-	15	8	2	-	-	-	30	1,146	
			%	0.0%	1.3%	1.3%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	1.3%	0.7%	0.2%	0.0%	0.0%	0.0%	0.0%	2.6%	-
			%	0.0%	2.8%	2.8%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	1.0%	0.0%	1.0%	0.0%	0.0%	3.8%	1.5%	0.5%	0.0%	0.0%	0.0%	0.0%	5.8%

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

Appendix H

Number of WMDVLGBTBE Suppliers and Revenue Reported to the Clearinghouse

Data on Number of Suppliers												
Revenue Reported to CHS							Utility-Specific 2021 Summary					
# WMDVLGBTBEs	MBE	WBE	LGBTBE	DVBE	Other 8(a)*	Grand Total	MBE	WBE	LGBTBE	DVBE	Other 8(a)*	Grand Total
Under \$1M or Unknown	118	80	11	35	0	244	241	175	12	28	0	456
Under \$5 million	54	51	0	0	0	105	32	27	0	4	0	63
Under \$10 million	30	33	1	1	0	65	12	8	0	1	0	21
Above \$10 million	87	53	0	0	0	140	4	7	0	3	0	14
Total	289	217	12	36	0	554	289	217	12	36	0	554

Revenue and Payment Data												
Revenue Reported to CHS							Utility-Specific 2021 Summary					
# WMDVLGBTBEs	MBE	WBE	LGBTBE	DVBE	Other 8(a)*	Grand Total	MBE	WBE	LGBTBE	DVBE	Other 8(a)*	Grand Total
Under \$1M or Unknown	27	19	1	0	0	47	83	74	3	108	0	268
Under \$5 million	144	140	0	0	0	284	33	48	0	0	0	81
Under \$10 million	232	263	11	6	0	511	45	63	6	2	0	116
Above \$10 million	37,278	8,327	0	0	0	45,605	300	170	0	0	0	471
Total	37,681	8,749	11	6	0	46,447	461	355	9	110	0	936

Note: CHS - Supplier Clearinghouse

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

Appendix I

Major SDG&E WMDVLGBTBE purchase categories

CATEGORY	PRIMARY PRODUCTS AND SERVICES UTILIZED	2021 Total \$ (In Millions)	2021 DBE Percentage of Total Spend
Electric Operations	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	\$1,302.4	39.4%
Gas Operations	Engineering, Materials, Construction, Welding Inspection, Locating and Testing Services	\$305.0	50.6%
Customer Services and Operations	Energy Efficiency, Advertising and Marketing, Fulfillment and Distribution Services, Appliance Recycling, Customer and Commercial Electric Meter installation and Testing, EV Charging Station Maintenance	\$139.5	22.1%
Information Technology	PC Equipment, Hardware/Software, Licensing, Application Development, Network/Telecommunication Equipment and Support, Helpdesk, Consulting	\$303.0	30.3%
Clean Transportation and Sustainability	Environmental Services, Clean Transportation Initiatives	\$13.7	22.8%
Operations Support	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	\$78.8	45.3%
Professional Services	Legal, Tax Consulting, Audit Services, Insurance and Benefits, Bond Issuances	\$78.7	13.7%
Energy Supply	Electricity and Gas Commodity, Power Plant Maintenance, Turbine Maintenance	\$37.8	66.8%
Fleet Services	Trucks, Vehicles and Equipment, Fuel and Oils, Tires, Auto Parts and Services, Vehicle Disposal	\$35.0	24.7%

Appendix J

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.

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.

Appendix J

Supplier Diversity Glossary of Terms

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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