

# INVESTING IN OUR FUTURE



2022 SUPPLIER DIVERSITY ANNUAL REPORT &  
2023 ANNUAL PLAN



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The numeric results and information contained within this report reflect calculations and information known to SCE at a point in time, prior to March 1, 2023.

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# INVESTING IN OUR FUTURE

At Southern California Edison, we play a critical role in helping California meet its climate goals and achieve net-zero emissions. That's why we've been focused on opportunities in clean energy, efficient electrification and building the grid of the future.

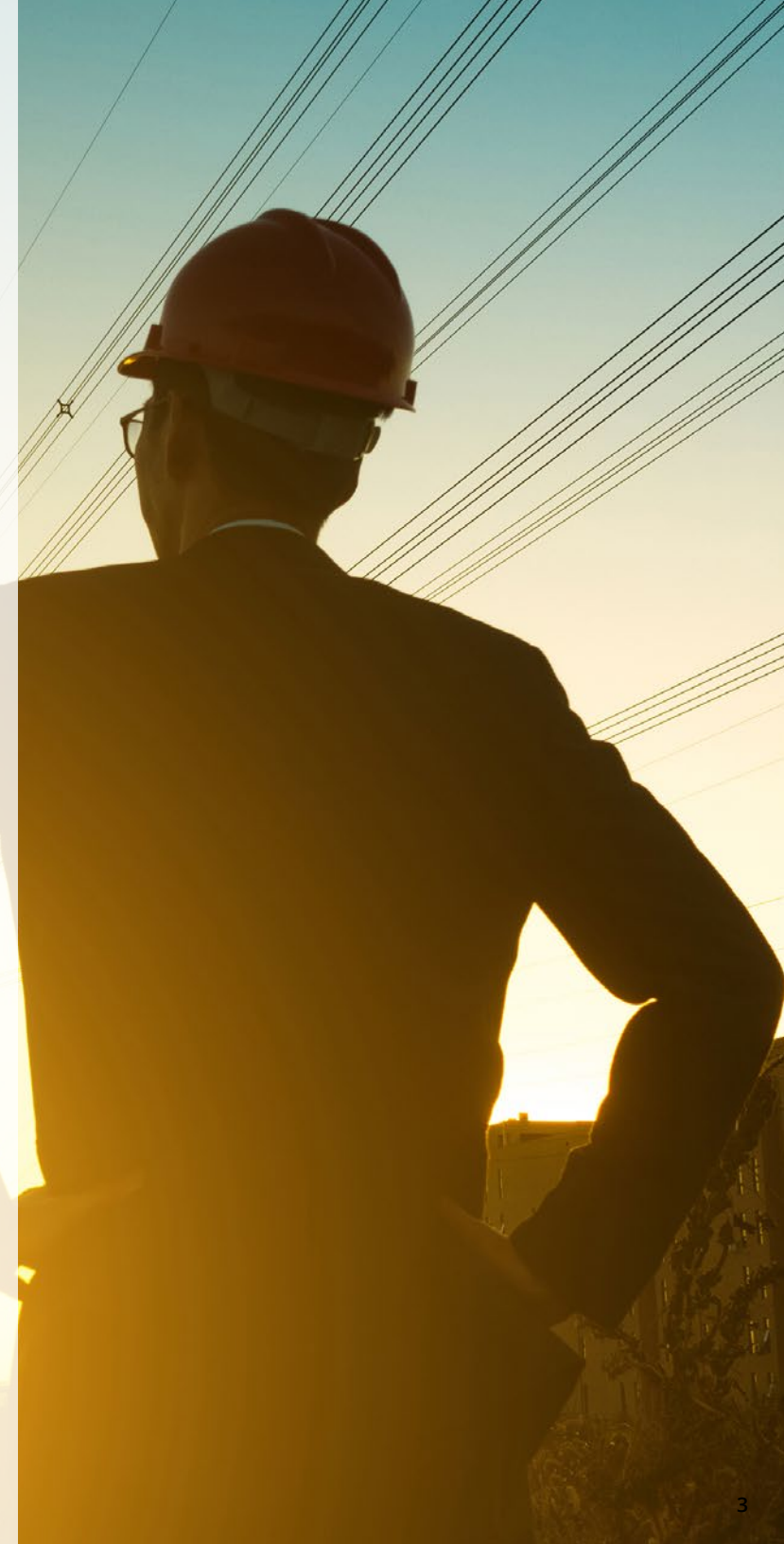
Our partnerships with small and diverse businesses are key to these efforts. For more than 40 years, these suppliers have brought innovations to SCE, allowing us to safely deliver reliable, affordable and clean electric service to our customers.

Today, they are working alongside us as we transform the electric power industry and accelerate the clean energy transition. These firms support our activities to modernize and advance the grid and ensure electric vehicle (EV) charging stations are in SCE communities, among others.

Beyond awarding contracts to small and diverse businesses, we've also made investments in our supplier diversity programs and activities — over \$1.5 million in 2022 alone. Our technical assistance and supplier development programs, targeted outreach and alliances with business advocacy and community-based organizations throughout our service area have helped diverse firms become more sustainable. And they're leading to job growth and healthier, more robust communities.

While a diverse supplier base has made SCE more competitive by providing us with innovative and creative solutions and reflecting the communities we serve, it has become so much more.

As we transition to a clean energy future that can be equitable for all, partnerships with diverse suppliers are a critical investment in our region and in creating a better tomorrow.



# PRESIDENT & CEO'S MESSAGE



SCE is on a clean energy mission to create a healthier future for our customers, communities and California. Our team members are working on game-changing projects to modernize the electric grid, mitigate wildfire, accelerate the move to zero-carbon transportation, reduce pollution in disadvantaged communities and ensure clean energy is reliable and accessible to all our customers. To succeed, we're relying on the partnership of diverse suppliers across our service area that offer expertise and innovative solutions.

Supplier diversity is more than an initiative or program at SCE. It is a philosophy that we depend on and embrace as a standard business practice, and we're all held accountable.

Over the past few years, our business has expanded in several areas, such as energy storage and wildfire mitigation. We have not been able to scale our diverse suppliers quite as rapidly, dropping our diverse spend below our aspirational target of 40%. We see this challenge as an opportunity to open doors to an even broader array of businesses that we can help mentor and develop.

Two areas of focus for 2022 have been LGBT and Black business enterprises. We awarded meaningful spend contracts to two LGBT firms: Pride Resource Partners, which supports substation construction and maintenance, and AAA Mobile Solutions, which supports our emergency response efforts. We also identified an opportunity to increase spend with Black business enterprises

***Supplier diversity is more than an initiative or program at SCE. It is a philosophy that we depend on and embrace as a standard business practice, and we're all held accountable.***

within our largest spend category — distribution line construction — and created a development pilot program with IronStep Construction & Engineering, a certified African American business enterprise in line construction. The pilot provided an opportunity for IronStep to demonstrate their technical capability and they can now market their experience to other utilities, enabling the company to grow and thrive.

In 2023, we will remain focused on increasing our diverse spend by discovering more diverse suppliers, holding our primary contractors accountable for their Tier 2 diverse spend pledges, and continuing to collaborate with community-based organizations for targeted outreach, as well as identifying diverse firms in low-utilization areas.

I am proud of the progress we've made and the multiple success stories where we've helped businesses thrive. It is the impact of these contributions to the communities we serve that is helping us power a cleaner, brighter future for everyone.

A handwritten signature in black ink that reads "Steven Powell". The signature is fluid and cursive.

**STEVEN POWELL**, *President and Chief Executive Officer*  
SOUTHERN CALIFORNIA EDISON

# 2022 SUPPLIER DIVERSITY HIGHLIGHTS



# SPEND RESULTS

<b>Women, Minority, Disabled Veteran and Lesbian, Gay, Bisexual and Transgender Business Enterprises</b>	<b>2022</b>	<b>\$2.42B</b>	<b>35.42%</b>
	2021	\$2.44B	38.05%
	2020	\$2.40B	37.66%
	2019	\$2.21B	40.11%
<b>Women Business Enterprises</b>	<b>2022</b>	<b>\$1.00B</b>	<b>14.56%</b>
	2021	\$1.07B	16.75%
	2020	\$1.19B	18.71%
	2019	\$883M	16.03%
<b>Minority Business Enterprises</b>	<b>2022</b>	<b>\$1.32B</b>	<b>19.32%</b>
	2021	\$1.25B	19.54%
	2020	\$1.11B	17.41%
	2019	\$1.22B	22.23%
<b>Disabled Veteran Business Enterprises</b>	<b>2022</b>	<b>\$103M</b>	<b>1.51%</b>
	2021	\$102M	1.60%
	2020	\$94M	1.48%
	2019	\$100M	1.83%
<b>Lesbian, Gay, Bisexual and Transgender Business Enterprises</b>	<b>2022</b>	<b>\$1.6M</b>	<b>0.02%</b>
	2021	\$10M	0.17%
	2020	\$3M	0.06%
	2019	\$876K	0.02%
<b>Diverse Subcontracting</b>	<b>2022</b>	<b>\$632M</b>	<b>26.10%</b>
	2021	\$597M	24.48%
	2020	\$601M	25.00%
	2019	\$540M	24.46%

The Minority Business Enterprise category reflects spend with African, Asian, Hispanic and Native American business enterprises. Although suppliers can certify across multiple categories, spend is recorded to a single General Order 156 category.

The Diverse Subcontracting percentages are based on total diverse spend.



## 9.1.1 SUPPLIER DIVERSITY PROGRAM ACTIVITIES DURING 2022

Despite another year of the COVID-19 pandemic, the resilience of our diverse suppliers and advocacy partners continued to amaze us. We remain hopeful we've finally turned the corner with the return of many in-person networking, targeted outreach and supplier development events.

Our work in supplier diversity supported our overall efforts to increase diversity, equity and inclusion (DEI) throughout every aspect of our business.

In 2022, we continued to build on our strong foundation of supplier diversity excellence. During the year, we spent \$2.42 billion, or 35.42%, with diverse firms; contracted with more than 630 diverse suppliers; and offered technical assistance to 631 diverse suppliers through our business education workshops.

*Supplier diversity is part of our overall commitment to diversity, equity and inclusion, which guides our activities across the company. It informs our actions, decisions and practices at all levels.*

## INTERNAL ACTIVITIES

Our commitment to supplier diversity has remained steadfast since we made it a priority more than 40 years ago to expand procurement and development opportunities with diverse suppliers.

During the year, we continued to execute our supplier diversity strategy, which relies on strong collaboration with internal partners, to ensure the ongoing inclusion of diverse firms in SCE's contract opportunities.

## CORPORATE COMMITMENT

Advancing supplier diversity and including diverse suppliers in sourcing activities is a companywide commitment and a core business strategy that is embedded in our DEI culture. As such, our executives and Organizational Units (OUs) receive regular progress updates on our corporate diverse spend goal and Supplier Diversity Program.

At the direction of the Vice President of Operational Services and Chief Procurement Officer, we made a significant change to our Request for Proposal (RFP) process by setting a 50% or higher diverse supplier participation goal.

This ensures greater inclusion of diverse firms in our RFP sourcing activities and creates more opportunities for them to join us on our clean power and electrification pathway.

## SUPPLIER DIVERSITY SPEND GOALS & METRICS

Key components of a successful supplier diversity program are establishing diverse spend and operational goals and continuously monitoring our progress against those targets.

At SCE, we have several metric-driven initiatives that keep us apprised of our diverse spend progress, including:

- Establishing an annual corporate-level diverse spend goal as a corporate Key Performance Indicator and reviewing the year-to-date spend performance at the monthly Operations Review Forum
- Setting annual diverse spend goals for each OU and reviewing their monthly diverse spend performance
- Communicating monthly diverse subcontracting spend performance to our prime suppliers and discussing opportunities for improvements, if necessary
- Executing highly inclusive sourcing opportunities to support our 50% or greater diverse participation goal in RFPs and reviewing our progress with Procurement leadership
- Including Supplier Diversity and Development representatives at bidders' conferences to discuss SCE's Tier 2 diverse subcontracting program and our expectations for prime suppliers

*During the year, we spent \$2.42 billion, or 35.42%, with diverse firms; contracted with more than 630 diverse suppliers; and offered technical assistance to 631 diverse suppliers.*

## INTERNAL PARTNERSHIPS & COLLABORATION

Achieving our supplier diversity goals would not be possible without the collaboration and engagement of our internal partners. While Supplier Diversity and Development leads our activities, everyone at SCE — from our leadership team and OUs to Procurement staff — contributes to our supplier diversity success.

To further engage with internal partners, Supplier Diversity and Development established monthly meetings with the leaders of our highest-spending OUs to review diverse spend performance and discuss ways to include more diverse firms in our sourcing opportunities.

This ongoing and direct line of communication with senior leaders and decision-makers in 2022 brought a high level of focus to supplier diversity and its importance for our future.



SCE Supplier Diversity and Development Principal Manager Maia Siprashvili participates in a one-on-one “pitch” at the American Indian Chamber of Commerce of California EXPO.

## REPORTING PROCESSES, TOOLS & DATA REPORTS/ANALYTICS

We use several tools and resources to keep us informed about our diverse spend progress and continually evaluate ways to enhance our reporting processes.

In 2022, we made several improvements in these areas, including:

- Formalizing OU diverse spend forecasting and goal planning
- Developing new, more comprehensive diverse spend forecasting reports and a dashboard providing historical and forecasted diverse spend by OU and spend category
- Creating additional monthly diverse spend data analysis reports for our largest spending OUs, including month-over-month diverse spend changes by category and suppliers

These enhancements have allowed us to identify opportunities for increased engagement with diverse suppliers, address diverse spend issues more quickly and make adjustments in strategies, if needed.

In addition, we are tracking our monthly progress on our 50% or higher goal of diverse supplier participation in RFPs and reporting this to the Procurement team.

## PROGRAM AWARENESS TRAINING

To keep supplier diversity top of mind, Supplier Diversity and Development meets with internal teams and OUs throughout the year to share supplier diversity program goals and initiatives, spend progress and metrics, opportunities to engage diverse firms, and more.

We also offer web-based training to employees engaged in procurement activities to foster greater collaboration among internal partners and ensure that diverse firms participate in competitive bidding opportunities. This training includes an overview of General Order 156, the California Public Utilities Commission (CPUC) program that encourages utilities to purchase goods and services from diverse suppliers.

In addition, our DEI training helps employees understand the benefits of a diverse, equitable and inclusive workplace and further promotes the benefits of investing in and utilizing diverse suppliers.

## ADVOCACY & COMMUNITY PARTNERSHIP MEETINGS

The Supplier Diversity and Development team held two virtual meetings with advocacy and community-based organizations representing various diverse supplier communities to share key information about SCE's clean energy strategy and company initiatives for 2023.

At the meetings, which attracted more than 70 leaders and representatives from local, state, regional and national organizations, Supplier Diversity and Development provided an overview of SCE's clean energy mission, wildfire mitigation plans and public safety activities, and how diverse firms can support these efforts.

Maia Siprashvili, our new principal manager of Supplier Diversity and Development, led these meetings. Joining her were Supplier Diversity and Development team members and the Vice President of Operational Services and CPO, who reiterated our commitment to supplier diversity and the importance of these partnerships.

## SUPPLIER DIVERSITY ECONOMIC IMPACT REPORT



For years, we've heard countless stories about how our commitment to supplier diversity, technical assistance and contract awards have helped diverse suppliers grow, become more sustainable and create jobs.

However, it wasn't until we produced our initial Supplier Diversity Economic Impact Report in 2020 that we

realized the profound impact our activities have on local communities in such areas as gross domestic product, jobs supported, wages earned and taxes.

Our 2021 Community & Economic Impact Report revealed that SCE's contracting with small and diverse firms had an economic impact of \$3.6 billion and sustained 22,987 jobs, based on \$2.44 billion spend with small and diverse businesses. To view the report, go to [www.edison.com/impact](http://www.edison.com/impact).

These results are tangible evidence that an investment in our future is also an investment in the future of our suppliers and our communities. SCE plans to produce our 2022 Community & Economic Impact Report in 2023.





*Diverse firms are working alongside us as we modernize the grid to increase power reliability, electrify transportation to improve air quality and enhance our operations to better serve our customers and communities.*



Strong Tower Consulting | Bellevue, Washington

## DIVERSITY HELPS DRIVE ORGANIZATIONAL CHANGE

Receiving Disability:IN's 2019 National Supplier of

the Year Award opened the door for Strong Tower Consulting to do business with SCE, but it was the firm's experience and cost-effectiveness that clinched its 2021 contract to provide organizational change management and communications services to SCE.

That initial engagement led to additional contracts, including management workshops and employee training programs supporting SCE's worker safety, grid modernization, energy storage and Public Safety Power Shutoff (PSPS) initiatives.

**Above:** John Croswell, Strong Tower Consulting Partner

The contracts have enabled Strong Tower, a disabled business enterprise with offices in California and Washington, to increase staff and grow its West Coast consulting business.

"We're a disabled-owned and disabled-run business, which is not something that would have been a good thing to lead with five years ago," says Strong Tower Partner John Croswell. "While SCE's focus on diversity created the opportunity for us, we won their business based on merit and excellence in building client relationships. Those projects have been very meaningful to our company's growth

and they've helped us compete against larger, national consulting firms operating in our segment. We're grateful for that."

"As a long-time consultant, I wanted to build a firm that was grounded in the core values of diversity in which we believe," says Croswell, whose staff is 75% women and 50% diverse. "It brings out the best in all of us by leveraging the commonalities between us to co-create solutions alongside our clients. We believe diversity is our strength."

*In 2022, we invested \$835,000 in technical assistance, capacity building and educational scholarships to help diverse business owners develop the necessary capabilities and skills to become more competitive in the marketplace.*

## MARKETPLACE DEVELOPMENT REPORT

We continued to use our 2021 Marketplace Development & Supplier Diversity Report findings to maximize the inclusion and utilization of small and diverse businesses in SCE's sourcing and procurement activities.

The study contains valuable insights into the availability of small and diverse firms by geographic location, diversity classification and size for high-spend categories, including civil engineering, construction and vegetation management.

We leveraged this information in 2022 to identify new diverse suppliers for RFPs in high-spend areas and match small and diverse businesses with contract opportunities.



SCE team members attending the American Association of Blacks in Energy's National Conference are (top row, from left) Michele Myers-Heard, Dennis Thurston, David Ford, Renardo Wilson, Robert Thomas, Larry Young, and (bottom row, from left) Warnetta Logan, Glenneta Green and Lisa Cagnolatti.

## EXTERNAL ACTIVITIES

We collaborate with more than 50 advocacy and community organizations that share our objective to advance supplier diversity and promote the growth and development of diverse businesses. These alliances allow us to expand our reach into diverse communities and identify diverse firms in areas where we have the greatest need.

In 2022, we continued to:

- Engage in targeted outreach events and partnerships to promote our supplier diversity program and identify potential procurement opportunities
- Sponsor our advocacy partners' technical assistance and capacity building programs to support diverse business growth and development and sustain a diverse supplier pipeline
- Work with LGBT chambers and Disability:IN to increase diversity in our supplier base

## SUPPLIER DEVELOPMENT

A key focus of our supplier diversity sustainability strategy is helping small and diverse businesses become "ready-now" suppliers to fulfill SCE contracts and be better prepared to support us as we lead the transformation of the electric power industry toward a clean energy future.

In 2022, we invested \$835,000 in technical assistance, capacity building and educational scholarships to help diverse business enterprises develop the necessary capabilities and skills to become more competitive in the marketplace.

One of our key initiatives in this area is our supplier development program – Entrepreneurial Development, Growth and Education, or EDGE, which has three components:

### ■ Business Education Strategies Towards Achieving Results (STAR) Workshops

Our STAR workshops offer courses on a variety of topics, including business operation capacity, business relationship management, contracting, marketing, teaming and value proposition.



SCE sponsored the Multicultural Women Executive Leadership Foundation's scholarship program for multicultural women. Graduates were honored at the group's awards gala. Above, event emcee Erica Moore-Burton.

We expanded our curriculum of 17 course offerings with 21 advocacy organizations, attracting 715 participants from 631 firms. Workshops were held virtually and led by five diverse business owners who utilized adult learning theories to provide participants with a robust educational experience.

### ■ Scholarships

We offer educational scholarships for small and diverse suppliers to increase their business acumen so they can expand their capabilities and become more valuable to SCE and others.

In 2022, we awarded four scholarships to the Entrepreneur Leadership Program for Multicultural Women, which focuses on helping women business owners of diverse backgrounds develop a growth plan for immediate implementation to scale their businesses. Topics included finance, marketing, operations, sales, delivery, branding, management and leadership.

Empowering multicultural women to develop leadership and entrepreneurial intelligence and create jobs spawns a new generation of sustainable, multicultural high-level leaders and companies.

### ■ Mentorships

Through mentoring, we provide small and diverse firms with tools, training and access to resources to help them become more effective business leaders.

While formal mentoring activities were paused in 2022, our Supplier Diversity and Development team continued to offer guidance to suppliers on SCE's procurement process, introductions to key decision-makers and individual coaching. One example was with an African American business enterprise, IronStep Construction & Engineering, which successfully completed a development pilot program for distribution line construction work—a field that has a limited number of diverse contractors—and now is a technically qualified contractor at SCE.

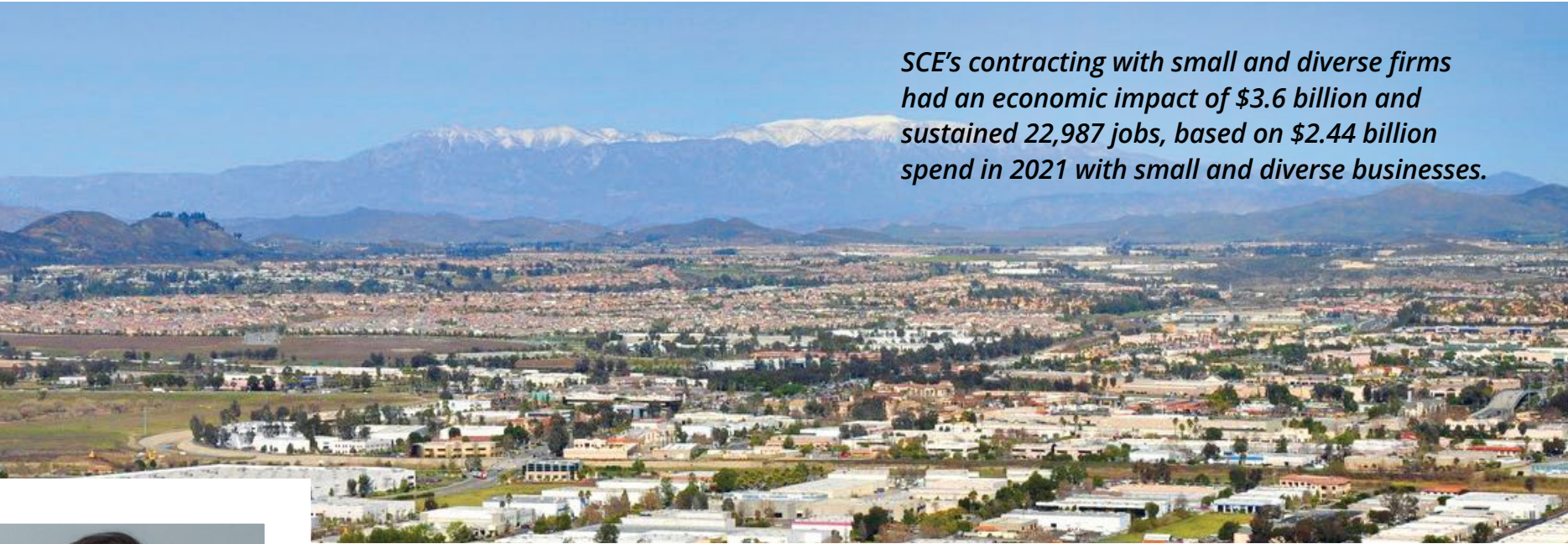
We plan to enhance our mentoring program in 2023 as we continue to align our supplier development activities with our changing industry and business needs.



*"Our partnership with SCE is critical to the success of Latina entrepreneurs and the small business community in the Inland Empire. Over the years, SCE has connected with our members by participating in procurement panel discussions; matchmaking events focused on Latina, women of color*

*and small businesses; and conferences. We're grateful for their support and commitment to investing in the future of our members, helping us amplify the voice of Latina business owners and take their businesses to the next level."*

**MARIA MOLINA SOLANO**, Executive Director  
National Latina Business Women Association – Inland Empire



*SCE's contracting with small and diverse firms had an economic impact of \$3.6 billion and sustained 22,987 jobs, based on \$2.44 billion spend in 2021 with small and diverse businesses.*



SVG Consulting | Henderson, Nevada

## OPTIMIZING AND MODERNIZING A SAFE GRID

For more than 15 years, SVG Consulting has helped SCE achieve operational excellence and become a leader in the electric power industry. These days, the management strategy firm is working with SCE to build the grid of the future that supports clean energy growth and increased grid resiliency.

Since the inception of the Grid Modernization program in 2015, the Asian American business enterprise has been involved in developing the initial business case, multiyear execution plan and business architecture for many of the program's engineering and planning applications.

**Above:** Subbarao Govindaraju, SVG Consulting Founder

"There's a lot of pieces to this program," says SVG Consulting Founder Subbarao Govindaraju, adding that grid modernization enables SCE to reduce carbon emissions by transitioning from conventional energy sources to distributed energy resources (DERs), such as energy storage and wind generation, to meet growing demand.

The Henderson, Nevada-based firm supported initiatives to enable the optimal operation of the grid. These include improving the data quality of top distribution assets and associated business processes and data capture while covered conductors are installed to mitigate wildfire risks.

SVG Consulting also conducts overhead detailed inspections and annual grid patrol activities to identify potential threats to the integrity of the distribution network.

"SCE provided an opportunity to expand into new areas we wouldn't have otherwise tackled, which has allowed us to maintain 50 staff members and subcontractors in our Ontario, California, office," says Govindaraju. "That gives us the confidence to expand in the future."

## BUSINESS ADVOCACY PARTNERSHIPS & KEY OUTREACH ACTIVITIES

We collaborate with a wide range of groups that promote the growth and development of diverse firms. Our involvement includes offering financial support through key sponsorships and programs, participating in various networking events to identify diverse firms for business opportunities with SCE and collaborating on programs to help suppliers become more sustainable. In 2022, we sponsored and/or participated in over 130 outreach events.

The following are organizations we supported and key sponsorships:

### AFRICAN AMERICAN ORGANIZATIONS & KEY SPONSORSHIPS

- American Association of Blacks in Energy – *National Conference*
- Black Business Association – Los Angeles – *Salute to Black Women Awards*
- California African American Chamber of Commerce
- Congressional Black Caucus – *Legislative Conference*
- Fresno Metro Black Chamber of Commerce – *Women of Color Business Symposium*
- Greater Los Angeles African American Chamber of Commerce – *Women in the C-Suite*  
– *Economic Awards*
- Orange County Black Chamber of Commerce
- Recycling Black Dollars
- Riverside Black Chamber of Commerce
- San Fernando Valley Black Chamber of Commerce

- U.S. Black Chamber of Commerce
- Wright’s Community and Business Development Corporation

### ASIAN PACIFIC AMERICAN ORGANIZATIONS & KEY SPONSORSHIPS

- Asian Business Association – Los Angeles – *Women Business Pioneers Symposium*
- Asian Business Association – Orange County – *BizCon Conference*
- Asian Pacific American Institute for Congressional Studies
- California Asian Pacific Chamber of Commerce – *Small Business Triage Center*
- Chinese American Construction Professionals – *Technical Assistance/Capacity Building Educational Workshops*
- National Asian American Coalition – *Economic Development & Empowerment Conference*
- US Pan Asian American Chamber of Commerce – *CelebrASIAN Business + Procurement Conference*

### DISABLED VETERAN ORGANIZATIONS & KEY SPONSORSHIPS

- Veterans In Business (VIB) Network – *National Conference*  
– *Veteran 2 Veteran Business Cohort Education Program*

### HISPANIC AMERICAN ORGANIZATIONS & KEY SPONSORSHIPS

- California Hispanic Chambers of Commerce – *Statewide Convention*
- Latin Business Association – *Minority Women’s Business Conference*



Jamie Mack (left) and Sara Glassmeyer staff SCE’s booth at the California Hispanic Chambers of Commerce Statewide Convention, the largest gathering of Hispanic business enterprises in the U.S. western region.



SCE sponsored a celebration honoring Black Business Association’s Earl “Skip” Cooper’s (second from right) 50 years of service. Also pictured (from left), Jan Davis, SuperbTech, and Supplier Diversity and Development’s Gloria Burton, Dennis Thurston and Maia Siphraivili.



Dennis Thurston of SCE Supplier Diversity and Development (far right) serves on a panel at Veterans In Business Network’s national conference, which is designed to help veteran business enterprises build connections among corporations, government agencies and prime suppliers for contracting opportunities.



SCE President and CEO Steven Powell delivers remarks at Edison Electric Institute's Business Diversity Conference.



SCE Supplier Diversity and Development Principal Manager Maia Siphshvili (second from left) participates on a panel at the US Pan Asian American Chamber of Commerce's Innovation Symposium. Also pictured, from left: Ravi Chander, Softpath Systems; Steven Tarbell, Trane Technologies; and Mike Chop, Apple.



Brian Thoburn (left) and Jose Chavira from SCE staff a booth at the Tulare Kings Hispanic Chamber of Commerce's Mini Business Expo.

- Los Angeles Latino Chamber of Commerce
- National Latina Business Women Association – Inland Empire  
– *Latina Bizcon*
- National Latina Business Women Association – Los Angeles
- Orange County Hispanic Chamber of Commerce
- Tulare Kings Hispanic Chamber of Commerce  
– *Expo & Conference*
- United States Hispanic Chamber of Commerce  
– *National Conference*

#### **LESBIAN, GAY, BISEXUAL & TRANSGENDER ORGANIZATIONS & KEY SPONSORSHIPS**

- Long Beach Gay & Lesbian Chamber of Commerce
- Los Angeles Gay & Lesbian Chamber of Commerce
- National LGBT Chamber of Commerce  
– *International Business & Leadership Conference*

#### **NATIVE AMERICAN ORGANIZATIONS & KEY SPONSORSHIPS**

- American Indian Chamber of Commerce of California  
– *EXPO & Conference*  
– *Procurement Technical Assistance Centers Program*

#### **PERSONS WITH DISABILITIES ORGANIZATIONS & KEY SPONSORSHIPS**

- Disability: IN  
– *Global Conference & Expo*

#### **WOMEN ORGANIZATIONS & KEY SPONSORSHIPS**

- National Association of Women Business Owners - California  
– *Pathways to Corporate Boards Program*
- National Association of Women Business Owners – Los Angeles  
– *Procurement Conference & Matchmaking*
- National Association of Women Business Owners – Orange County
- Women's Business Enterprise Council – West  
– *Strategic Procurement Conference*
- Women's Business Enterprise National Council  
– *National Conference*
- Women Impacting Public Policy  
– *Women Business Summit*

#### **OTHER ORGANIZATIONS & KEY SPONSORSHIPS**

- Diversity Professionals  
– *Women of Excellence Awards*
- Edison Electric Institute  
– *Business Diversity Conference*
- Multicultural Women Executive Leadership Foundation  
– *Scholarship Program*
- National Association of Minority Contractors – Southern California  
– *Prime Incubator Program*
- National Minority Supplier Development Council  
– *Anniversary Conference & Exchange*
- Southern California Minority Supplier Development Council  
– *Business Beyond Barriers Conference & Expo*  
– *Leadership Excellence Awards*



*Our partnerships with small and diverse businesses will continue to grow and play a vital role in helping build a better tomorrow.*



Conterra Construction | Norco, California

## HELPING PROTECT SCE'S NETWORK AND CUSTOMERS

As a Native American woman-owned construction firm providing right-of-way clearing, weed abatement and vegetation management services to a major utility like SCE, Conterra Construction is a rarity.

"You don't see many businesses like ours out there," says Rachel Stanhoff, president of the Norco, California-based firm, which provides environmental and wildfire vegetation management and fire protection services. "And it's why we're grateful to SCE for the opportunity to work with them."

**Above:** Rachel Stanhoff, Conterra Construction President

Conterra Construction was introduced to SCE at a 2010 American Indian Chamber of Commerce of California expo. Two years later, it won its first contract to remove a shuttered nursery that had operated on an SCE right-of-way and restore the property to its original condition.

Since then, the firm has worked at more than 150 sites throughout SCE's 50,000-square-mile service area, maintaining miles of dirt access roads and conducting weekly weed abatement. Those efforts have helped SCE protect its network and maintain the high level of service it provides customers.

Over the past two years, SCE contracts, which represent 25% of the 14-year-old firm's business, have helped it grow by 40%, allowing it to acquire two heavy equipment storage yards and more equipment and tools, and expand its vehicle fleet. Conterra Construction has also doubled its workforce, which is 90% minority, and can reach two dozen employees depending on the season.

"Everyone prospers and flourishes when there's growth," says Stanhoff, "and our work with SCE has definitely allowed us to do that. It's helped us pinpoint what we do best and that's translated into better employee retention."

*We collaborate with more than 50 advocacy and community organizations that share our objective to advance supplier diversity and promote the growth and development of diverse businesses.*

## TARGETED OUTREACH

In 2022, we sponsored and participated in several programs addressing topics of importance to SCE, our advocacy partners and their memberships, such as wildfire mitigation, cybersecurity and third-party energy efficiency programs. Our involvement included financial sponsorship support and providing subject matter experts.

Among our activities:

- **Los Angeles Latino Chamber of Commerce:** During the chamber's webinar series, which focused on new construction, attendees learned about SCE's incentives for building all-electric buildings, our Charge Ready Program and how these align with SCE's Pathway 2045, and our vision to create a carbon-neutral future.
- **Women's Business Enterprise National Council (WBENC) Women of Color Program:** SCE is a founding member of this program. Once again in 2022, we sponsored the outreach and development program designed to strengthen and build the ecosystem for women of color entrepreneurs through technical and capacity building programs. The monthly training sessions are offered in-person and virtually and fall under seven program pillars—community building, market access, resources, human capital, innovation, capital and policy.
- **Veterans In Business Network's Veteran 2 Veteran Business Cohort Program:** We sponsored the organization's six-month program that connects veteran business enterprises to assess all aspects of their business for strategic growth and success.
- **LGBT outreach:** In keeping with our commitment to expand our LGBT supplier base, we requested capability statements from the 200-plus LGBT-certified companies in the CPUC Supplier Clearinghouse to learn how those businesses align with potential contract opportunities.



SCE Supplier Diversity and Development Program Manager Dennis Thurston (center) participates in a panel discussion at Veterans In Business Network's national conference.



*"On behalf of the WBENC-West board and the women business owners we serve, I want to thank SCE for partnering with us on our "Prepare, Respond, Excel" program. It was designed to help our members develop and implement a disaster recovery plan for possible scenarios that could impact their business in such areas as critical systems, communications and technology. SCE's support helps to ensure women-owned businesses are prepared to handle unexpected emergencies, positioning them for greater success should a disaster strike."*

**DR. PAMELA WILLIAMSON**, *President & CEO*  
*Women's Business Enterprise Council -West*



## 9.1.2 SUPPLIER DIVERSITY RESULTS BY ETHNICITY

			Direct	Sub	Total \$	%
1.	Minority Male	African American	\$200,584,710	\$6,097,548	\$206,682,259	3.02%
2.		Asian Pacific American	\$156,269,190	\$50,499,644	\$206,768,833	3.02%
3.		Hispanic American	\$394,116,786	\$207,875,364	\$601,992,149	8.80%
4.		Native American	\$89,565,801	\$8,501,935	\$98,067,736	1.43%
5.		<b>Total Minority Male</b>	<b>\$840,536,487</b>	<b>\$272,974,491</b>	<b>\$1,113,510,978</b>	<b>16.28%</b>
6.	Minority Female	African American	\$37,015,881	\$1,198,621	\$38,214,502	0.56%
7.		Asian Pacific American	\$23,361,974	\$49,077,688	\$72,439,661	1.06%
8.		Hispanic American	\$56,689,873	\$39,789,834	\$96,479,707	1.41%
9.		Native American	\$1,032,927	\$389,833	\$1,422,760	0.02%
10.		<b>Total Minority Female</b>	<b>\$118,100,655</b>	<b>\$90,455,976</b>	<b>\$208,556,630</b>	<b>3.05%</b>
11.	Total Minority Business Enterprise (MBE)		\$958,637,142	\$363,430,466	\$1,322,067,608	19.32%
12.	Women Business Enterprise (WBE)		\$781,824,465	\$214,334,479	\$996,158,944	14.56%
13.	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)		\$1,431,998	\$202,146	\$1,634,144	0.02%
14.	Disabled Veteran Business Enterprise (DVBE)		\$48,998,251	\$54,498,423	\$103,496,674	1.51%
15.	8(a)*		\$0	\$0	\$0	0.00%
16.	<b>Total Supplier Diversity Spend</b>		<b>\$1,790,891,856</b>	<b>\$632,465,514</b>	<b>\$2,423,357,370</b>	<b>35.42%</b>
17.	Net Procurement**		\$6,841,593,907			

### NOTES:

\* 8(a) - Businesses owned and controlled by persons found to be disadvantaged by the U.S. Small Business Administration pursuant to Section 8(a) of the Small Business Act, as amended (15 U.S.C. 637 (a)) or the U.S. Secretary of Commerce, pursuant to Section 5 of Executive Order 11625 (GO 156 Section 1.3.13)

\*\* Net Procurement includes purchase orders, non-purchase orders, and credit card dollars

<sup>1</sup> Direct - Means Direct Procurement: when a utility directly procures from a supplier

<sup>2</sup> Sub - Means Subcontractor Procurement: when a prime contractor, in contract with a utility, procures from a subcontractor to fulfill its contractual obligation(s)

% - Percentage of Net Procurement

Dollars and Percentages reflect rounding difference

The Minority Business Enterprise category reflects spend with African, Asian, Hispanic and Native American business enterprises. Although suppliers can certify across multiple categories, spend is recorded to a single General Order 156 category.

## 9.1.3 SUPPLIER DIVERSITY PROGRAM EXPENSES

Expense Category	2022
Wages	\$682,000
Other Employee Expenses	\$35,600
Program Expenses	\$1,064,287
Reporting Expenses	\$362,774
Training	\$0
Consultants	\$89,733
Other	\$265
<b>TOTAL</b>	<b>\$2,234,659</b>

### 9.1.4 PROGRESS IN MEETING OR EXCEEDING SET GOALS

In 2022, SCE achieved 35.42% of our total procurement with small and diverse firms. This represented the fifth consecutive year that SCE’s diverse business spend was over \$2.0 billion and 14th year in a row that we have exceeded the CPUC’s established total diverse business spend percent goal.

Our continued focus on supplier diversity and development led to several achievements during the year:

- Total diverse spend reached more than \$2.42 billion
- Increased dollars spent with minority business enterprises by over \$68 million from 2021
- Increased African American spend by approximately \$46 million or 23% from 2021
- Increased dollars spent with disabled veteran business enterprises by \$1.1 million from 2021
- Added 41 new Tier 1 (direct) diverse suppliers
- Increased Tier 2 (subcontract) diverse business spend by \$35 million from 2021

Key to our performance were:

- Increased collaboration by Supplier Diversity and Development, OUs, Procurement and other departments
- Holding monthly meetings with the senior leadership team of the top-spending OUs
- Executing highly inclusive RFPs, especially within our high-spending procurement RFPs



SCE presented AAA Mobile Solutions with the Gwen Moore Diversity Award at a multicultural celebration in Tulare, California. From left, Pedro Pizarro, Dennis Thurston, Eric Watson, Jose Chavira, Austin Parra, Jarret Parra, Maia Sipsrshvili, Mike Marelli, Jim Niemiec, Steven Powell and Rudy Gonzales.



*“I am grateful to SCE for giving us the opportunity to participate in their development pilot program so we can expand our services in distribution line construction. It’s not lost on me what a great opportunity this is for a smaller company like mine and the months of collaboration between the Distribution,*

*Procurement and Supplier Diversity and Development teams to make this happen. I am thankful for the mentoring, coaching and regular performance review meetings to ensure we were on track to successfully complete the program and become qualified and technically approved to perform distribution line construction work. Without their support and commitment to supplier diversity, we wouldn’t be in a position to grow our business in the utility sector.”*

**DESMOND LINDSEY**, *Executive Director & CEO  
IronStep Construction & Engineering*

### 9.1.4 SUPPLIER DIVERSITY RESULTS COMPARED TO SET GOALS

Category	2022 Results	2022 Goals
Minority Male Business Enterprise	16.28%	0.00%
Minority Female Business Enterprise	3.05%	0.00%
Minority Business Enterprise (MBE)	19.32%	15.00%
Women Business Enterprise (WBE)	14.56%	5.00%
Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	0.02%	0.50%
Disabled Veteran Business (DVBE)	1.51%	1.50%
<b>TOTAL</b>	<b>35.42%</b>	<b>22.00%</b>

% - Percentage of Net Procurement  
2022 Goals represent diverse spend targets under General Order 156  
Dollars and Percentages reflect rounding difference

### 9.1.5 PRIME CONTRACTORS' UTILIZATION OF DIVERSE SUBCONTRACTORS

Subcontracting contracts are often key points of entry for small and diverse firms as they provide an introduction to our safety and work culture as well as offer growth and development opportunities. Therefore, our prime suppliers are critical in helping us attract diverse subcontractors from a variety of fields and provide another avenue for SCE to invest in their growth and development.

We have made it clear to our prime suppliers that supplier diversity is a key business strategy and core company value. In our Tier 1 contracts, we urge prime suppliers to pledge a percentage of their total spend with diverse subcontractors and report their results to us every month. Supplier Diversity and Development, working with OUs and Procurement, monitors how prime suppliers are performing against these pledges.

To keep the focus on diverse subcontracting, we began incorporating discussions about Tier 2 diverse spend progress and opportunities for improvement at monthly performance meetings with key prime suppliers.

We're pleased that many prime suppliers consistently meet or exceed their Tier 2 diverse spend commitments and several diverse subcontractors have gone on to become prime suppliers.



SCE sponsored the Los Angeles Latino Chamber of Commerce's series of webinars focused on small business strategies and solutions. Topics included bid proposal preparation, new construction, and more.

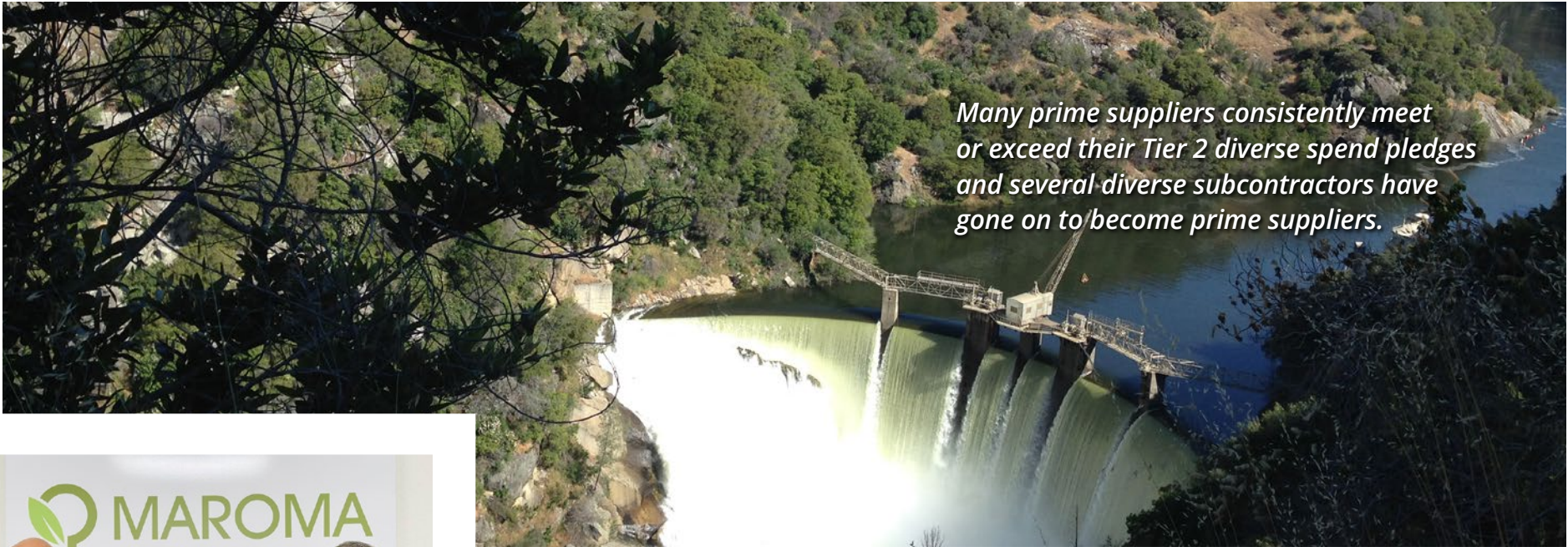
### 9.1.5 SUMMARY OF PRIME CONTRACTORS' UTILIZATION OF DIVERSE CONTRACTORS

	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 SUPPLIER DIVERSITY SPEND
Direct \$	\$840,536,487	\$118,100,655	\$958,637,142	\$781,824,465	\$1,431,998	\$48,998,251	\$0	\$1,790,891,856
Sub \$	\$272,974,491	\$90,455,976	\$363,430,466	\$214,334,479	\$202,146	\$54,498,423	\$0	\$632,465,514
<b>TOTAL \$</b>	<b>\$1,113,510,978</b>	<b>\$208,556,630</b>	<b>\$1,322,067,608</b>	<b>\$996,158,944</b>	<b>\$1,634,144</b>	<b>\$103,496,674</b>	<b>\$0</b>	<b>\$2,423,357,370</b>
Direct %	12.29%	1.73%	14.01%	11.43%	0.02%	0.72%	0.00%	26.18%
Sub %	3.99%	1.32%	5.31%	3.13%	0.00%	0.80%	0.00%	9.24%
<b>TOTAL %</b>	<b>16.28%</b>	<b>3.05%</b>	<b>19.32%</b>	<b>14.56%</b>	<b>0.02%</b>	<b>1.51%</b>	<b>0.00%</b>	<b>35.42%</b>

Net Procurement\*\* \$6,841,593,907

\*8(a) - Businesses owned and controlled by persons found to be disadvantaged by the U.S. Small Business Administration pursuant to Section 8(a) of the Small Business Act, as amended (15 U.S.C. 637 (a)) or the U.S. Secretary of Commerce, pursuant to Section 5 of Executive Order 11625 (GO 156 Section 1.3.13)  
 \*\* Net Procurement includes purchase orders, non-purchase orders, and credit card dollars  
 Direct - Means Direct Procurement: when a utility directly procures from a supplier

Sub - Means Subcontractor Procurement: when a prime contractor, in contract with a utility, procures from a subcontractor to fulfill its contractual obligation(s)  
 % - Percentage of Net Procurement  
 Dollars and Percentages reflect rounding difference  
 The Minority Business Enterprise category reflects spend with African, Asian, Hispanic and Native American business enterprises. Although suppliers can certify across multiple categories, spend is recorded to a single General Order 156 category.



*Many prime suppliers consistently meet or exceed their Tier 2 diverse spend pledges and several diverse subcontractors have gone on to become prime suppliers.*



Maroma Energy Services | Upland, California

## A COMMITMENT TO DIVERSE SUBCONTRACTORS

As the founder of a minority business, Mauricio Blanco knows the importance of supplier diversity. That's why his firm, Maroma Energy Services, has committed to exceeding a 40% diverse subcontracting goal in his contracts with SCE.

Last fall, the Hispanic American business enterprise, which works with subcontractors to provide no-cost energy conservation services, won contracts for two SCE pilot programs. The first was for building electrification, which includes the installation of electric heat pumps for water and space heating to reduce the use of carbon-emitting fossil fuels in buildings. The second was Pilot Plus/Pilot Deep,

**Above:** Maroma Energy Services Founder Mauricio Blanco (left) and VP of Operations Robert Del Real

which aims to create greater energy savings through various conservation measure packages.

SCE urges pledges from prime suppliers to subcontract with small and diverse businesses on contracts valued at \$250,000 or above, and companies like Maroma Energy are happy to comply as they realize the benefits and value of working with diverse firms.

"When we select subcontractors, we look at minority-based organizations," says Blanco. "We are committed to working with 10 diverse subcontractors on these projects."

As a result of these contracts, the Upland, California-based firm plans to add staff members,

including project managers, analysts and customer service representatives, as its subcontractors begin outreach activities, energy audits, weatherization measures and equipment installations for income-qualified customers and environmental and social justice communities.

In addition to increased revenues, the SCE contracts have opened doors to other utilities. "With SCE on our resume, other utilities are very interested in us," says Roberto Del Real, vice president of Operations. "SCE is a leader in this space, so they know we bring a lot of experience and knowledge."



Former Vice President of Operational Services and CPO Jim Niemiec (second from left) participates on the C-Suite Panel, “Sustainability, Infrastructure & Supply Chain Disruption,” at Edison Electric Institute’s Business Diversity Conference.

### 9.1.6 SUPPLIER DIVERSITY COMPLAINTS RECEIVED AND CURRENT STATUS

SCE did not receive any complaints in 2022 regarding our Supplier Diversity Program.

### 9.1.7 EFFORTS TO RECRUIT DIVERSE SUPPLIERS IN LOW-UTILIZATION CATEGORIES

We remain steadfast in increasing our diverse spend in low-utilization areas, searching available databases and reaching out to community partners, peer utilities and other organizations to source diverse suppliers with the capabilities and capacity to work with us.

While it can be challenging to find qualified firms that meet our business and procurement requirements in certain fields, including legal and finance, we have made it a priority to identify diverse businesses that can bid and compete in these areas.

Due to our targeted outreach activities, we’ve made progress over the years in low-utilization areas, notably finance and audits. We will continue to monitor our sourcing needs and opportunities for diverse firms to partner with as we move to procure goods and services to support our clean energy goals.

## FINANCIAL SERVICES

In 2022, we continued our longstanding commitment to work with diverse financial services firms across all disciplines, including investment banking, investment management, commercial banking, accounting, auditing and management consulting.

Our achievements included:

- Engaging a total of 20 diverse firms as co-managers on \$5.4 billion of capital market financings, with over \$6.5 million of total underwriting fees paid to these firms (details of these transactions are summarized in the following table)
- Issuing \$1.2 billion of commercial paper through a diverse firm
- Investing \$269.2 million in money market securities through two diverse firms
- Executing \$138 million of investment fund equity trades through diverse brokers
- Managing approximately \$1.5 billion of trust assets by nine diverse firms
- Maintaining \$22.2 million of deposits with four banks designated as Minority Depository Institutions by the Federal Deposit Insurance Corporation (FDIC)
- Including a diverse firm to conduct a review of eligible projects and allocation/impact report for sustainability bonds

We continued to emphasize the importance of diversity to our investment managers and were pleased to see their increased efforts to promote diversity and inclusion within their firms.

Type of Transaction	Amount (millions)	Number of Diverse Firms	Role	% Allocated to Each Firm
SCE Debt	\$1,200	8	Co-managers	2.5%
Securitization Debt	\$533	3	Co-managers	5.0%
SCE Debt	\$1,250	7	Co-managers	2.9%
EIX Debt	\$400	4	Co-managers	5.0%
SCE Debt	\$1,500	7	Co-managers	2.9%
EIX Debt	\$550	3	Co-managers	6.7%



SCE President and CEO Steven Powell speaks at SCE's multicultural celebration in Tulare, California.

## LEGAL SERVICES

Engaging with diverse law firms continues to be a priority for SCE's Law Department. In 2022, we spent \$5.01 million with diverse firms, representing over 11% of our total expenditures on outside law firms.

With the lingering impacts of the pandemic, SCE's in-house attorneys engaged virtually and in-person with outside associations focused on ethnic diversity in the legal profession.

Our attorneys and staff also continued to do pro bono work on a variety of legal matters. The Law Department was recognized by the Association of Corporate Counsel–Southern California with its 2022 Pro Bono Counsel of the Year Award at the organization's annual gala dinner. Over the years, our attorneys have volunteered their time to work on adoptions, veterans benefits and immigration and asylum cases and changed the lives of many people in our communities.

As in previous years, the Law Department focused efforts on increasing the use of diverse firms in three key areas: minority-owned law firms, minority attorneys in majority-owned firms and outreach and pipeline efforts. These firms performed a wide range of legal services in such practice areas as claims and commercial litigation, regulatory, labor and environmental.

### *Women- and Minority-Owned Law Firms*

Diverse law firms continued to perform a significant amount of work for SCE. One diverse law firm was in the top 10 law firms based on fees paid by the Law Department.

### *Minority Attorneys in Majority-Owned Firms*

As directed by the CPUC, we are also reporting dollars spent with major law firms for work performed by diverse attorneys and paralegals. We typically survey the top law firms based on fees paid by the Law Department. However, for 2022, we took the additional step to survey all our outside law firms. By collecting this data, we hope our retained law firms understand the importance of having diverse attorneys provide legal services for SCE.

### *Outreach Activities*

SCE's Law Department continued to financially support associations focused on ethnic diversity in the profession, including the John M. Langston Bar Association of Los Angeles, California Minority Counsel Program, California Change Lawyers and the Association of Corporate Counsel Diversity Committee.

In addition, we maintained our involvement with the Leadership Council on Legal Diversity (LCLD), which includes more than 300 corporate chief legal officers and law firm managing partners working to build a more open and diverse legal profession. In 2022, SCE continued to sponsor an LCLD fellow from our Law Department.



SCE representatives attend the American Indian Chamber of Commerce of California EXPO and participate in a roundtable discussion. From left, Dennis Thurston, Maia Siphshvili, Amy Olson and Aaron Thomas.

**SOUTHERN CALIFORNIA EDISON LAW DEPARTMENT-CPUC OUTSIDE COUNSEL DIVERSITY**

Attorney Time Billed in 2022			Total (\$)
1.	All Men		\$13,908,832
2.	Minority Men	African American	\$3,041
3.		Asian Pacific American	\$1,224,728
4.		Hispanic American	\$2,122,303
5.		Native American	\$0
6.		Multi-Ethnic American	\$630,418
7.		Total Minority Men	\$3,980,490
8.	All Women		\$9,240,381
9.	Minority Women	African American	\$60,150
10.		Asian Pacific American	\$3,351,711
11.		Hispanic American	\$20,107
12.		Native American	\$55,247
13.		Multi-Ethnic American	\$2,118,604
14.		Total Minority Women	\$5,605,818
15.		<b>Total Minority</b>	<b>\$9,586,308</b>
16.	Non-Minority Women		\$3,634,562
17.	Service Disabled Veteran		\$371,757
18.	<b>Total Minority, Non-Minority Women &amp; Veterans</b>		<b>\$13,592,627</b>

Dollars reflect rounding difference

Out of the top ten firms providing services in 2022, nine provided data which are included on this schedule. The one remaining firm is a diverse business.

**Pipeline Efforts**

To increase diversity in the legal profession, the Law Department sponsored several events and projects, including activities focused on increasing the number of diverse students who enter the educational pipeline to become attorneys. During the year, the department:

- Participated in Street Law's Legal Diversity Pipeline Program, which creates opportunities for law firms and corporate legal departments to teach and inspire diverse high school students to enter the profession. Our attorneys met with high school students via video conferencing to present a First Amendment case study. We also continued to award college scholarships to high school students for winning an essay contest on this topic.

Paralegal Time Billed in 2022			Total (\$)
1.	All Men		\$1,299,103
2.	Minority Men	African American	\$0
3.		Asian Pacific American	\$216,919
4.		Hispanic American	\$232,432
5.		Native American	\$0
6.		Multi-Ethnic American	\$0
7.		Total Minority Men	\$449,350
8.	All Women		\$1,320,539
9.	Minority Women	African American	\$0
10.		Asian Pacific American	\$65,775
11.		Hispanic American	\$3,006
12.		Native American	\$52,466
13.		Multi-Ethnic American	\$914,571
14.		Total Minority Women	\$1,035,818
15.		<b>Total Minority</b>	<b>\$1,485,168</b>
16.	Non-Minority Women		\$284,721
17.	Service Disabled Veteran		\$0
18.	<b>Total Minority, Non-Minority Women &amp; Veterans</b>		<b>\$1,769,889</b>

Amounts indicated for five of the firms include flat fee billing arrangements for certain matters which identify only one specific timekeeper. Additional timekeepers may have also provided services on such matters but were not reflected on invoices, and therefore not identifiable in SCE data.

Timekeeper gender, ethnicity and disabled veteran status applied to Year 2022 data is based on vendor surveys conducted on December 16, 2022.

- Volunteered as scorers for the Constitutional Rights Foundation's mock trial virtual competition, which provides an opportunity for middle and high school students to argue a criminal case and learn about our judicial system
- Funded a scholarship for a first-year law student through the California Bar Foundation, which provides scholarships to diverse law students



*For more than 40 years, diverse suppliers have brought innovations to SCE, allowing us to safely deliver reliable, affordable and clean electric service to our customers.*



Bridgewater Consulting Group | Irvine, California

## SCE EXPERIENCE LEADS TO A SUCCESSFUL PARTNERSHIP

Mark Montgomery had a 20-year career at SCE

before starting Bridgewater Consulting Group (BCG), a management consulting firm focused on the utilities industry. Rather than tap into his SCE IT contacts where he spent the bulk of his career, he focused on doing business with Customer Service and Transmission and Distribution.

“In the beginning, I didn’t want to do business with anyone I knew. I wanted to take the most difficult and challenging route to earn our way in,” Montgomery says. In 2015, he won his first SCE Master Service Agreement to assess the next generation of smart meters.

**Above:** Mark Montgomery, Bridgewater Consulting Group Founder, President & CEO

As word got out about BCG’s services, other contracts followed with the African American business enterprise partnering with Transmission and Distribution, Advanced Technology, Human Resources, Customer Service and Information Technology. Those projects included distributed energy resources; grid, outage and meter data management systems; and advanced Transmission and Distribution analytics.

Headquartered in Irvine, California, with offices in Phoenix, San Antonio and San Diego, the company has 150-plus employees serving over 30 utilities nationwide. About 40% of BCG’s employees are dedicated to SCE projects.

“Working across multiple business units while I was at SCE provided me with an enterprise level of understanding of SCE and the utility industry,” says Montgomery. “Leveraging my background, experience and relationships, I had the opportunity to demonstrate BCG’s capabilities and services, which I’m proud to say have matured and can be measured against the larger, more established firms in the utility sector.”

He adds, “I am very proud of our company’s growth and accomplishments and grateful for the trust and partnership we have created with SCE.”





From left, Jose Chavira, Juan Lopez, Lydia Roman, Maia Siphraşvili, Veronica Diaz, Robert Quintero and Mike Marelli attend an event for the Hispanic Coalition of Small Businesses.

### 9.1.9 SUPPLIER DIVERSITY ACTIVITIES AND PROGRESS IN POWER (ENERGY) PROCUREMENT

In 2022, we continued to face challenges in diverse spend in power procurement. Notwithstanding increased outreach to diverse firms over the years, this area remains difficult due to many factors.

These include stringent capital/credit requirements that make it trying for diverse firms to secure financing; industry challenges, including an increase in renewable and alternative power; an emphasis on more capital-intensive projects; increased volatility in energy commodity markets; and decreased utility gas needs.

An additional challenge is a decline in customer load met by SCE's energy procurement activities due to the formation of Community Choice Aggregation (CCA) providers as well as demand response programs.



*“As the National LGBT Chamber of Commerce celebrates 20 years of investing in the future of LGBTQ-owned businesses, we owe so much of our success to the corporate partners who believe, as we do, that equality is good for business – and even better for society. SCE is one of those invaluable partners in our network helping us find, grow and connect LGBTQ*

*entrepreneurs in California and across America. SCE has helped raise the bar for corporate leadership in supplier diversity by being not just ensuring our community is well represented in their workplaces and supply chains, but also by promoting the public sector inclusion of LGBTQ businesses as they have done in the private sector for decades.”*

**JUSTIN NELSON**, *Co-Founder & President,  
National LGBT Chamber of Commerce*

Among the challenges to developing sustainable diverse energy firms is that the bulk of eligible energy spend comprises long-term power purchase agreements (PPAs) and short-term forward physical gas and power transactions. Furthermore, many banks are no longer participating as Funds Transfer Agents (offering diverse suppliers Funds Transfer Agent Agreements), which is a barrier to most diverse suppliers trying to enter the forward commodity transaction market.

While pre-Commercial Operation Date (COD) spending is not counted toward General Order 156 requirements, approximately \$3.64 million was spent on diverse subcontracting by developers. There are other less capital/credit-intensive areas, including post-COD subcontracting and brokerage transactions, where SCE encourages the greater use of diverse suppliers. In 2022, nearly \$1.15 million was spent by operators on post-COD diverse subcontracting activities.

We continue to remain focused on identifying and pursuing opportunities with diverse suppliers in power procurement.

### 9.1.9 SUPPLIER DIVERSITY RESULTS IN POWER (ENERGY) PROCUREMENT (Dollars in Millions)

			Direct Power Purchases \$	Direct Fuels for Generation \$		Totals \$ <sup>1</sup>			% <sup>2</sup>
			Renewable and Non-Renewable Power Products	Diesel	Natural Gas	Direct <sup>3</sup>	Sub	Total \$ <sup>4</sup>	
1.	Minority Male	African American	\$0	\$0	\$0	\$0	\$0.10	\$0.10	0.00%
2.		Asian Pacific American	\$0	\$0	\$0	\$0	\$0.01	\$0.01	0.00%
3.		Hispanic American	\$0	\$10.16	\$0	\$10.16	\$0.02	\$10.18	0.20%
4.		Native American	\$0	\$0	\$0	\$0	\$0	\$0	0.00%
5.		<b>Total Minority Male</b>	<b>\$0</b>	<b>\$10.16</b>	<b>\$0</b>	<b>\$10.16</b>	<b>\$0.13</b>	<b>\$10.29</b>	<b>0.20%</b>
6.	Minority Female	African American	\$0	\$0	\$0	\$0	\$0	\$0	0.00%
7.		Asian Pacific American	\$0	\$0	\$0.01	\$0	\$0	\$0.01	0.00%
8.		Hispanic American	\$0	\$0	\$0	\$0	\$0	\$0	0.00%
9.		Native American	\$0	\$0	\$0	\$0	\$0	\$0	0.00%
10.		<b>Total Minority Female</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0.01</b>	<b>\$0.01</b>	<b>\$0.00</b>	<b>\$0.01</b>	<b>0.00%</b>
11.	Total Minority Business Enterprise (MBE)		\$0.00	\$10.16	\$0.01	\$10.17	\$0.13	\$10.30	0.20%
12.	Women Business Enterprise (WBE)		\$28.82	\$0	\$0.29	\$29.12	\$1.02	\$30.14	0.59%
13.	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)		\$0	\$0	\$0	\$0	\$0	\$0	0.00%
14.	Disabled Veteran Business Enterprise (DVBE)		\$0	\$0	\$0	\$0	\$0	\$0	0.00%
15.	8(a) <sup>5</sup>		\$0	\$0	\$0	\$0	\$0	\$0	0.00%
16.	<b>Total Supplier Diversity</b>		<b>\$28.82</b>	<b>\$10.16</b>	<b>\$0.31</b>	<b>\$39.29</b>	<b>\$1.15</b>	<b>\$40.44</b>	<b>0.79%</b>
17.	Net Power Procurement		\$5,128.66						
18.	Net Direct Power Purchases		\$4,248.28						
19.	<b>Net Direct Fuels for Generation</b>		<b>\$880.39</b>						

<sup>1</sup>Excludes purchases from the California Independent System Operator (CAISO), other utilities, federal entities, state entities, municipalities and cooperatives

<sup>2</sup>% - Percentage of Net Procurement.

<sup>3</sup>Includes Direct Power Purchases and Direct Fuels for Generation

<sup>4</sup>Total does not include pre-commercial development (COD) subcontracting values

<sup>5</sup> 8(a) - Businesses owned and controlled by persons found to be disadvantaged by the U.S. Small Business Administration pursuant to Section 8(a) of the Small Business Act, as amended (15 U.S.C. 637 (a)) or the U.S. Secretary of Commerce, pursuant to Section 5 of Executive Order 11625 (GO 156 Section 1.3.13)

<sup>6</sup>Totals exclude GHG Auction and Sales in addition to (1) exclusions

<sup>7</sup> Dollars and Percentages reflect rounding difference

### 9.1.11 SUPPLIER DIVERSITY ACTIVITIES AND PROGRESS IN FUEL PROCUREMENT

SCE achieved 100% participation by diverse suppliers in fuels for liquefied petroleum gas (LPG) non-generation. During the year, we continued to work with our business advocacy organizations on outreach, matchmaking and networking events to reach diverse suppliers for future fuel procurement opportunities.

### 9.1.11 SUPPLIER DIVERSITY RESULTS IN FUEL PROCUREMENT

			Natural Gas \$		LPG \$ <sup>1</sup>		Totals \$ <sup>2</sup>			% <sup>3</sup>
			Short Term	Long Term	Short Term	Long Term	Total Natural Gas	Total LPG	Total \$	
1.	Minority Male	African American	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.00%
2.		Asian Pacific American	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.00%
3.		Hispanic American	\$0	\$0	\$0	\$1,869,687	\$0	\$1,869,687	\$1,869,687	100.00%
4.		Native American	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.00%
<b>5.</b>		<b>Total Minority Male</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$1,869,687</b>	<b>\$0</b>	<b>\$1,869,687</b>	<b>\$1,869,687</b>	<b>100.00%</b>
6.	Minority Female	African American	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.00%
7.		Asian Pacific American	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.00%
8.		Hispanic American	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.00%
9.		Native American	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.00%
<b>10.</b>		<b>Total Minority Female</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>0.00%</b>
11.	Total Minority Business Enterprise (MBE)		\$0	\$0	\$0	\$1,869,687	\$0	\$1,869,687	\$1,869,687	100.00%
12.	Women Business Enterprise (WBE)		\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.00%
13.	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)		\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.00%
14.	Disabled Veteran Business Enterprise (DVBE)		\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.00%
15.	Other 8(a) <sup>4</sup>		\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.00%
<b>16.</b>	<b>Total Supplier Diversity</b>		<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$1,869,687</b>	<b>\$0</b>	<b>\$1,869,687</b>	<b>\$1,869,687</b>	<b>100.00%</b>
17.	Net Fuel Procurement		\$1,869,687							
18.	Net Natural Gas Procurement		\$0							
<b>19.</b>	<b>Net LPG Procurement</b>		<b>\$1,869,687</b>							

**NOTES:**

Short Term: The term of the deal is no longer than one calendar month

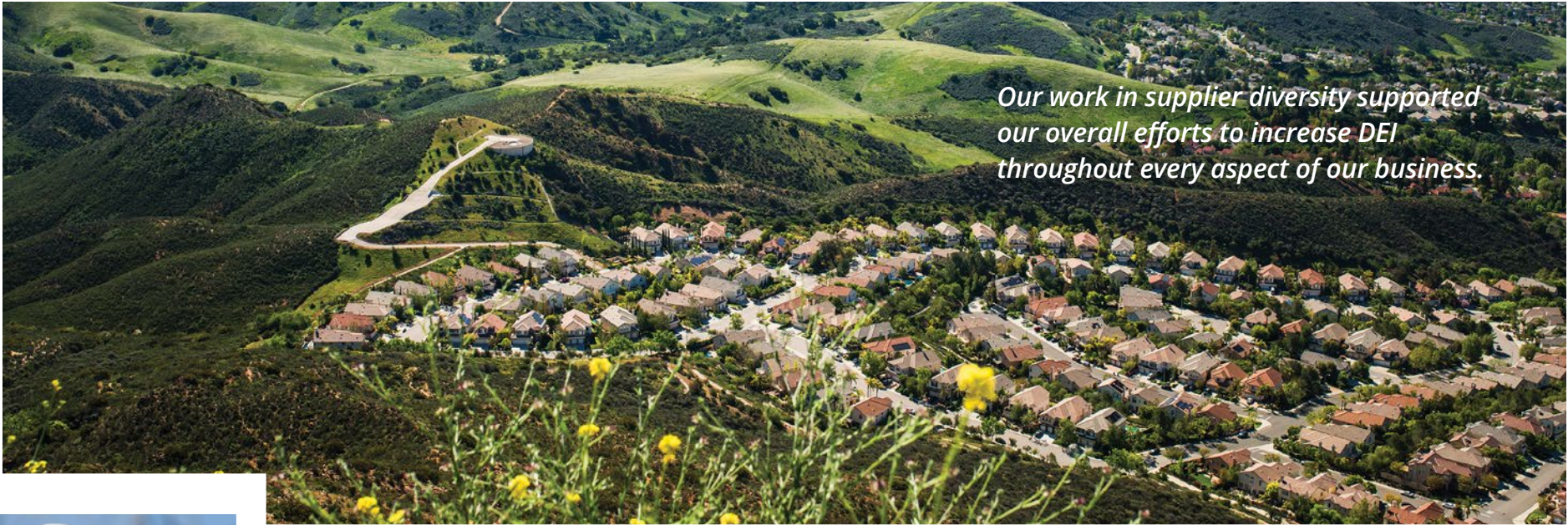
Long Term: The term of the deal is greater than one calendar month but less than one calendar year

<sup>1</sup> LPG - Liquefied Petroleum Gas

<sup>2</sup> Excludes purchases from the CAISO, other utilities, federal entities, state entities, municipalities and cooperatives

<sup>3</sup> % - Percentage of Net Fuel Procurement

<sup>4</sup> 8(a) - Businesses owned and controlled by persons found to be disadvantaged by the U.S. Small Business Administration pursuant to Section 8(a) of the Small Business Act, as amended (15 U.S.C. 637 (a)) or the U.S. Secretary of Commerce, pursuant to Section 5 of Executive Order 11625 (GO 156 Section 1.3.13)



*Our work in supplier diversity supported our overall efforts to increase DEI throughout every aspect of our business.*



UPE Resources | Yorba Linda, California

## HELPING MANAGE A WILDFIRE ENVIRONMENT

UPE Resources plays a key role in controlling vegetation that threatens SCE power lines in high fire risk areas as part of the utility's vegetation management program. It's a crucial initiative that ensures the safety of thousands of residents and their homes throughout Southern California.

The Yorba Linda, California-based disabled veteran business enterprise conducts pre-inspections and annual hazardous tree assessments along SCE power line routes, which helps the utility comply with state regulations. That work builds on UPE Resources' original 2019 contract working with

homeowners to identify and remove hazardous trees and other vegetation from their property. During the past three years, tens of thousands of hazardous trees have been removed from SCE routes as part of these wildfire prevention efforts.

UPE Resources, whose 95 employees include contract utility foresters, also has been involved in wildfire cleanup. For example, following the massive 2020 Creek Fire in the Sierra National Forest, the firm identified both green and burned trees that could later bring down power lines in the burn area.

SCE's three contracts have not only helped the 16-year-old company grow—they've also supported its transition from capital-intensive, heavy-tree maintenance and removal to vegetation management. And it's an opportunity that UPE Resources CEO Keith Hennig appreciates.

"SCE's diverse supplier program allows companies like ours to get in the door," he says. "It's given us a hand up, not a handout. Bottom line, if we don't do a good job, we don't deserve to be on a project. We have to succeed, and we have to be a strong partner to do a proper job."

**Above:** Keith Hennig, UPE Resources CEO



**2023 ANNUAL PLAN**

## CHIEF PROCUREMENT OFFICER'S MESSAGE



We are excited about the future and the important role small and diverse firms will continue to play in safely delivering clean power to our customers and communities as we build a blueprint for a new energy paradigm.

Looking ahead in 2023, we will focus on partnering with diverse suppliers involved in clean energy technologies — such as grid modernization, distributed energy resource and grid management systems and EV charging — while expanding our diverse supplier pool in traditional procurement categories and areas where we can improve diverse spend.

We will build on our momentum in supplier diversity through our investments and partnerships in supplier development, including technical assistance and mentoring, and targeted outreach to expand our supplier base, including the LGBT business community and persons with disabilities business enterprises.

These activities have been the foundation of our supplier diversity success. They've made small and diverse businesses more sustainable and delivered economic benefits in Southern California communities. We're proud that investing in our future

*With the goal for renewable energy to service 60% of the electric grid by 2030 and to reduce greenhouse gas emissions in California by 40% in that same year, we'll need to continue to rely on the creative thinking and innovations that diverse suppliers bring to SCE.*

has the added benefit of cultivating a diverse economy, creating jobs and healthier, more robust communities.

With the goal for renewable energy to service 60% of the electric grid by 2030 and to reduce greenhouse gas emissions in California by 40% in that same year, we'll need to continue to rely on the creative thinking and innovations that diverse suppliers bring to SCE. We look forward to working with our partners on this electrifying journey.

A handwritten signature in black ink that reads "Mike Marelli". The signature is fluid and cursive, with a period at the end.

**MIKE MARELLI**, Vice President of Operational Services  
and Chief Procurement Officer

SOUTHERN CALIFORNIA EDISON



From left, SCE Supplier Diversity and Development's Maia Sprashvili and Dennis Thurston talk to Olivia Wells and Tracy Stanhoff from the American Indian Chamber of Commerce of California at the group's Native American Heritage Month luncheon.



*"It is a privilege to work for an organization that truly values DEI and is strongly committed to making a positive impact in our region. As the new principal manager of Supplier Diversity and Development, I look forward to the coming year and executing SCE's supplier diversity initiatives to help small and diverse firms become more discoverable, develop capabilities in areas where we have the greatest need and deliver innovative solutions. We will work with our internal and external partners to ensure these activities align with the company's clean power and electrification pathway."*

**MAIA SIPRASHVILI**, SCE Principal Manager,  
Supplier Diversity and Development

### 10.1.1 SUPPLIER DIVERSITY SHORT-, MID- AND LONG-TERM PROCUREMENT GOALS

SCE establishes an annual corporate goal for diverse business spend based on historical data and forecasted spend, and is committed to exceeding spend targets set forth by General Order 156. SCE does not establish specific spend goals for products and services or by SIC codes.

	Short-Term 2023						Mid-Term 2025						Long-Term 2027					
PRODUCTS	Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	Persons with Disabilities Business Enterprise (PDBE)	Total Supplier Diversity Goal	Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	Persons with Disabilities Business Enterprise (PDBE)	Total Supplier Diversity Goal	Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	Persons with Disabilities Business Enterprise (PDBE)	Total Supplier Diversity Goal
Subtotal	15.00%	5.00%	1.00%	1.50%	N/A*	22.50%	15.00%	5.00%	1.50%	1.50%	N/A*	23.00%	15.00%	5.00%	1.50%	1.50%	N/A*	23.00%
SERVICES	Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	Persons with Disabilities Business Enterprise (PDBE)	Total Supplier Diversity Goal	Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	Persons with Disabilities Business Enterprise (PDBE)	Total Supplier Diversity Goal	Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	Persons with Disabilities Business Enterprise (PDBE)	Total Supplier Diversity Goal
Subtotal	15.00%	5.00%	1.00%	1.50%	N/A*	22.50%	15.00%	5.00%	1.50%	1.50%	N/A*	23.00%	15.00%	5.00%	1.50%	1.50%	N/A*	23.00%
<b>TOTAL</b>	<b>15.00%</b>	<b>5.00%</b>	<b>1.00%</b>	<b>1.50%</b>	<b>N/A*</b>	<b>22.50%</b>	<b>15.00%</b>	<b>5.00%</b>	<b>1.50%</b>	<b>1.50%</b>	<b>N/A*</b>	<b>23.00%</b>	<b>15.00%</b>	<b>5.00%</b>	<b>1.50%</b>	<b>1.50%</b>	<b>N/A*</b>	<b>23.00%</b>

\*N/A - Pursuant to D.22-04-035, the Commission will establish target spend goals for utilities' PDBE procurement spend. Upon establishing the PDBE goals, SCE will incorporate them into our supplier diversity target procurement goals.

## 10.1.2 SUPPLIER DIVERSITY PROGRAM ACTIVITIES PLANNED FOR 2023

We will need new capabilities and services from our business partners and suppliers as we focus on new opportunities in clean energy, efficient electrification and building the grid of the future. We remain focused on providing opportunities in the diverse communities we serve and helping diverse businesses develop capabilities to meet the growing demands of our competitive industry.

Our supplier diversity activities in 2023 will focus on:

- Creating a “back to 40%” diverse spend strategy
- Employing best practices to increase diverse spend companywide and make SCE the industry standard for supplier diversity excellence
- Identifying new areas for improvement in our supplier inclusion and development and implementing supporting strategies
- Leveraging inputs from our advocacy partners and the diverse business community to further evaluate and upgrade our supplier development program



SCE sponsored US Pan Asian American Chamber of Commerce's CelebrASIAN Business + Procurement Conference, the nation's largest B2B procurement conference convened by Pan Asian American businesses to connect with small, medium and large enterprises. From left: Matt McKinley, Karin Hung and SCE's Millie Nuezca Yee and Jose Chavira.

- Assessing our diverse supplier discovery resources and improving our internal supplier information exchange technologies
- Increasing prime contractor engagement and Tier 2 reporting
- Revisiting current reporting tools and refining them as we enhance SCE's procurement activities

## PLANNED INTERNAL ACTIVITIES

Supplier Diversity and Development will continue to collaborate and engage with internal partners to create diverse procurement solutions, identify diverse business opportunities and develop more diverse firms to do business with SCE.

Efforts will include:

- Working with Procurement to run all-inclusive RFPs to achieve a 50% or higher diverse supplier participation goal
- Continuing to engage with OUs and their leadership, with emphasis on the highest spending OUs through regular meetings to discuss diverse spend progress
- Further identifying areas of improvement and making recommendations on how to maintain or increase diverse spend within their respective areas
- Tracking and monitoring SCE's forecasted supplier diversity targets and taking proactive measures to meet and exceed these goals

## PLANNED EXTERNAL ACTIVITIES

We will continue to work with business advocacy and community-based organizations that share our commitment to supplier diversity, including offering technical assistance and capacity-building workshops.

During the year, we plan to:

- Promote awareness of our Supplier Diversity Program through outreach and education
- Develop and provide technical assistance and capacity-building initiatives and opportunities for diverse suppliers
- Continue our EDGE program and STAR workshops
- Identify opportunities for mentorship, education and scholarships for diverse entrepreneurs



- Find additional ways to support organizations that promote the interest of and advocate for diverse suppliers and communities

Specific to the LGBT business community, Supplier Diversity and Development will continue to work with advocacy partners by sponsoring and promoting LGBT business enterprise-focused events. The team will also partner with BuildOUT California to develop a customized strategic plan to boost LGBT business participation on SCE contracts. BuildOUT California is an industry association dedicated to the sustainable development of LGBT and allied businesses in architecture, engineering, construction services and real estate development.

In addition, the team will review capability statements from LGBT-certified companies, identify high-potential suppliers, facilitate introductions with OUs and Procurement and seek alignment with procurement opportunities.

With the expansion of General Order 156, we will be working to formally include persons with disabilities business enterprises in our supply chain and procurement activities.

### 10.1.3 PLANS FOR RECRUITING DIVERSE SUPPLIERS IN LOW-UTILIZATION CATEGORIES

Recruiting suppliers in traditionally low-utilization areas remains a top priority for SCE and we will continue to focus our activities on supplier inclusion, development and outreach. Supplier Diversity and Development will collaborate with internal and external partners to tactically review diverse spend opportunities and perform targeted outreach. Resources such as SCE’s 2021 Marketplace Development & Supplier Diversity Report and historical spend data by category will be utilized to identify areas of improvement.

### 10.1.4 PLANS FOR RECRUITING DIVERSE SUPPLIERS WHERE UNAVAILABLE

To maintain our progress with diverse firms in low-utilization areas, we will continue to work with internal and external partners to increase the awareness of and engagement with diverse firms. We will participate in trade shows and conventions to seek industry-specific diverse businesses; seek local, regional and national organizations that might potentially provide a list of diverse suppliers in the highly impenetrable diverse spend areas, such as wildfire insurance; and consult with peer utilities and large corporations on possible sources for diverse firms.

### 10.1.5 PLANS FOR ENCOURAGING PRIME CONTRACTORS TO SUBCONTRACT WITH DIVERSE SUPPLIERS

We will work with our prime suppliers to ensure they meet their Tier 2 diverse spend pledges. We plan to continue to hold monthly Tier 2 diverse spend performance review conversations and meetings with key prime suppliers to discuss opportunities, acknowledge achievements and collaborate with their supplier diversity teams on best practices to share with other prime contractors.

### 10.1.6 PLANS FOR COMPLYING WITH SUPPLIER DIVERSITY PROGRAM GUIDELINES

SCE will continue to comply with General Order 156 Supplier Diversity Program guidelines established by the CPUC as required by Public Utilities Code Section 8283(c).



SCE sponsored the National Latina Business Women Association – Inland Empire’s Latina Bizcon, an annual conference that brings together Latina entrepreneurs and small business owners to share ideas, network and discover new opportunities for growth. Above, graduates from the organization’s Business Management Academy.



From left, SCE’s Delaney Diaz and Julia Lepe meet with a potential supplier at the National LGBT Chamber of Commerce’s International Business and Leadership Conference’s matchmaking event.



SCE participated in the US Pan Asian American Chamber of Commerce award presentation at the “What’s Your Pitch?” Innovation Competition. From left, Mike Chop, Ravi Chander, Susan Au Allen, first place winner Liya Thachil, Maia Siphrahvili, Gloria Burton and Leshia Jones.

# ATTACHMENTS

## 9.1.2 SUPPLIER DIVERSITY DIRECT PROCUREMENT BY PRODUCT AND SERVICE CATEGORIES

				Product		Service		Total	
				\$	%	\$	%	\$	%
1.	Minority Male	African American	Direct	\$56,568,249	0.83%	\$144,016,461	2.11%	\$200,584,710	2.93%
2.		Asian Pacific American	Direct	\$51,292,250	0.75%	\$104,976,940	1.53%	\$156,269,190	2.28%
3.		Hispanic American	Direct	\$46,227,650	0.68%	\$347,889,136	5.08%	\$394,116,786	5.76%
4.		Native American	Direct	\$31,975	0.00%	\$89,533,826	1.31%	\$89,565,801	1.31%
<b>5.</b>		<b>Total Minority Male</b>	<b>Direct</b>	<b>\$154,120,124</b>	<b>2.25%</b>	<b>\$686,416,363</b>	<b>10.03%</b>	<b>\$840,536,487</b>	<b>12.29%</b>
6.	Minority Female	African American	Direct	\$164	0.00%	\$37,015,717	0.54%	\$37,015,881	0.54%
7.		Asian Pacific American	Direct	\$34,667	0.00%	\$23,327,307	0.34%	\$23,361,974	0.34%
8.		Hispanic American	Direct	\$1,817,585	0.03%	\$54,872,288	0.80%	\$56,689,873	0.83%
9.		Native American	Direct	\$2,010	0.00%	\$1,030,917	0.02%	\$1,032,927	0.02%
<b>10.</b>		<b>Total Minority Female</b>	<b>Direct</b>	<b>\$1,854,426</b>	<b>0.03%</b>	<b>\$116,246,228</b>	<b>1.70%</b>	<b>\$118,100,655</b>	<b>1.73%</b>
11.	Total Minority Business Enterprise (MBE)		Direct	\$155,974,550	2.28%	\$802,662,591	11.73%	\$958,637,142	14.01%
12.	Women Business Enterprise (WBE)		Direct	\$70,588,629	1.03%	\$711,235,836	10.40%	\$781,824,465	11.43%
13.	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)		Direct	\$0	0.00%	\$1,431,998	0.02%	\$1,431,998	0.02%
14.	Disabled Veteran Business Enterprise (DVBE)		Direct	\$143,070	0.00%	\$48,855,181	0.71%	\$48,998,251	0.72%
15.	8(a)*		Direct	\$0	0.00%		0.00%	\$0	0.00%
<b>16.</b>	<b>Total Supplier Diversity Spend</b>		<b>Direct</b>	<b>\$226,706,249</b>	<b>3.31%</b>	<b>\$1,564,185,607</b>	<b>22.86%</b>	<b>\$1,790,891,856</b>	<b>26.18%</b>
17.	Net Procurement					\$6,841,593,907			
18.	Net Product Procurement					\$1,195,277,595			
19.	Net Service Procurement					\$5,646,316,311			
<b>20.</b>	<b>Total Number of Diverse Suppliers that Received Direct Spend</b>					<b>333</b>			

**NOTES:**

\*8(a) - Businesses owned and controlled by persons found to be disadvantaged by the U.S. Small Business Administration pursuant to Section 8(a) of the Small Business Act, as amended (15 U.S.C. 637 (a)) or the U.S. Secretary of Commerce, pursuant to Section 5 of Executive Order 11625 (GO 156 Section 1.3.13)

\*\*Net Procurement includes purchase orders, non-purchase orders, and credit card dollars

Direct - Means Direct Procurement: when a utility directly procures from a supplier

% - Percentage of Net Procurement

Dollars and Percentages reflect rounding difference

The Minority Business Enterprise category reflects spend with African, Asian, Hispanic and Native American business enterprises. Although suppliers can certify across multiple categories, spend is recorded to a single General Order 156 category.

## 9.1.2 SUPPLIER DIVERSITY SUBCONTRACTOR PROCUREMENT RESULTS BY PRODUCT AND SERVICE CATEGORIES

				Product		Service		Total	
				\$	%	\$	%	\$	%
1.	Minority Male	African American	Sub	\$22,474	0.00%	\$6,075,074	0.09%	\$6,097,548	0.09%
2.		Asian Pacific American	Sub	\$72,977	0.00%	\$50,426,666	0.74%	\$50,499,644	0.74%
3.		Hispanic American	Sub	\$36,880,627	0.54%	\$170,994,737	2.50%	\$207,875,364	3.04%
4.		Native American	Sub	\$81,200	0.00%	\$8,420,735	0.12%	\$8,501,935	0.12%
<b>5.</b>		<b>Total Minority Male</b>	<b>Sub</b>	<b>\$37,057,278</b>	<b>0.54%</b>	<b>\$235,917,213</b>	<b>3.45%</b>	<b>\$272,974,491</b>	<b>3.99%</b>
6.	Minority Female	African American	Sub	\$0	0.00%	\$1,198,621	0.02%	\$1,198,621	0.02%
7.		Asian Pacific American	Sub	\$33,375,034	0.49%	\$15,702,653	0.23%	\$49,077,688	0.72%
8.		Hispanic American	Sub	\$2,207,189	0.03%	\$37,582,645	0.55%	\$39,789,834	0.58%
9.		Native American	Sub	\$0	0.00%	\$389,833	0.01%	\$389,833	0.01%
<b>10.</b>		<b>Total Minority Female</b>	<b>Sub</b>	<b>\$35,582,223</b>	<b>0.52%</b>	<b>\$54,873,752</b>	<b>0.80%</b>	<b>\$90,455,976</b>	<b>1.32%</b>
11.	Total Minority Business Enterprise (MBE)		Sub	\$72,639,501	1.06%	\$290,790,965	4.25%	\$363,430,466	5.31%
12.	Women Business Enterprise (WBE)		Sub	\$59,340,098	0.87%	\$154,994,381	2.27%	\$214,334,479	3.13%
13.	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)		Sub	\$10,532	0.00%	\$191,614	0.00%	\$202,146	0.00%
14.	Disabled Veteran Business Enterprise (DVBE)		Sub	\$10,329,293	0.15%	\$44,169,130	0.65%	\$54,498,423	0.80%
15.	8(a)*		Sub	\$0	0.00%	\$0	0.00%	\$0	0.00%
<b>16.</b>	<b>Total Supplier Diversity Spend</b>		<b>Sub</b>	<b>\$142,319,423</b>	<b>2.08%</b>	<b>\$490,146,090</b>	<b>7.16%</b>	<b>\$632,465,514</b>	<b>9.24%</b>
17.	Net Procurement**					\$6,841,593,907			
18.	Net Product Procurement					\$1,195,277,595			
19.	Net Service Procurement					\$5,646,316,311			

### NOTES:

\*8(a) - Businesses owned and controlled by persons found to be disadvantaged by the U.S. Small Business Administration pursuant to Section 8(a) of the Small Business Act, as amended (15 U.S.C. 637 (a)) or the U.S. Secretary of Commerce, pursuant to Section 5 of Executive Order 11625 (GO 156 Section 1.3.13)

\*\*Net Procurement includes purchase orders, non-purchase orders, and credit card dollars

Sub - Means Subcontractor Procurement: when a prime contractor, in contract with a utility, procures from a subcontractor to fulfill its contractual obligation(s)

% - Percentage of Net Procurement

Dollars and Percentages reflect rounding difference

The Minority Business Enterprise category reflects spend with African, Asian, Hispanic and Native American business enterprises. Although suppliers can certify across multiple categories, spend is recorded to a single General Order 156 category

## 9.1.2 SUPPLIER DIVERSITY RESULTS BY STANDARD INDUSTRIAL CLASSIFICATION (SIC) CODES

SIC Code		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 Supplier Diversity Spend	Total Procurement
		Male	Female	Male	Female	Male	Female	Male	Female							
07. Agricultural Services	\$	\$83,540	\$0	\$53,517	\$643	\$126,070,155	\$2,395,278	\$688,730	\$0	\$129,291,863	\$132,276,259	\$150	\$6,743,673	\$0	\$268,311,945	\$452,316,312
	%	0.02%	0.00%	0.01%	0.00%	27.87%	0.53%	0.15%	0.00%	28.58%	29.24%	0.00%	1.49%	0.00%	59.32%	
15. General Business Contractors	\$	\$49,722	\$14,009	\$709,857	\$3,142	\$79,203,621	\$34,955,086	\$7,092,467	\$93,023	\$122,120,927	\$68,502,998	\$1,042,368	\$5,829,022	\$0	\$197,495,316	\$337,760,748
	%	0.01%	0.00%	0.21%	0.00%	23.45%	10.35%	2.10%	0.03%	36.16%	20.28%	0.31%	1.73%	0.00%	58.47%	
16. Heavy Construction Other Than Building Construction Contractors	\$	\$84,338,833	\$0	\$39,819,860	\$5,106,355	\$172,947,693	\$15,164,504	\$74,594,447	\$75,547	\$392,047,239	\$509,594,226	\$0	\$60,840,718	\$0	\$962,482,183	\$1,669,302,373
	%	5.05%	0.00%	2.39%	0.31%	10.36%	0.91%	4.47%	0.00%	23.49%	30.53%	0.00%	3.64%	0.00%	57.66%	
17. Special Trade Contractors	\$	\$4,103	\$58,027	\$73,821	\$1,373	\$2,435,453	\$661,906	\$112,270	\$921,430	\$4,268,384	\$5,347,701	\$1,024	\$70,581	\$0	\$9,687,690	\$50,620,044
	%	0.01%	0.11%	0.15%	0.00%	4.81%	1.31%	0.22%	1.82%	8.43%	10.56%	0.00%	0.14%	0.00%	19.14%	
23. Apparel and Other Textile Products	\$	\$2,033,879	\$0	\$0	\$0	\$21,119	\$0	\$0	\$2,010	\$2,057,008	\$5,514,695	\$0	\$22,177	\$0	\$7,593,881	\$8,375,498
	%	24.28%	0.00%	0.00%	0.00%	0.25%	0.00%	0.00%	0.02%	24.56%	65.84%	0.00%	0.26%	0.00%	90.67%	
24. Lumber and Wood Products	\$	\$879,333	\$0	\$2,669,783	\$0	\$32,161	\$1,841,249	\$0	\$0	\$5,422,527	\$17,840,111	\$0	\$28,464	\$0	\$23,291,102	\$99,633,059
	%	0.88%	0.00%	2.68%	0.00%	0.03%	1.85%	0.00%	0.00%	5.44%	17.91%	0.00%	0.03%	0.00%	23.38%	
25. Furniture and Fixtures	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$813,296	\$0	\$0	\$0	\$813,296	\$828,892
	%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	98.12%	0.00%	0.00%	0.00%	98.12%	
26. Paper and Allied Products	\$	\$66,859	\$0	\$1,478	\$5,100	\$357	\$1,514,249	\$0	\$0	\$1,588,044	\$906,719	\$0	\$375	\$0	\$2,495,137	\$6,027,126
	%	1.11%	0.00%	0.02%	0.08%	0.01%	25.12%	0.00%	0.00%	26.35%	15.04%	0.00%	0.01%	0.00%	41.40%	
27. Printing and Publishing	\$	\$0	\$0	\$53,138	\$0	\$0	\$0	\$0	\$0	\$53,138	\$124,770	\$0	\$0	\$0	\$177,909	\$2,650,413
	%	0.00%	0.00%	2.00%	0.00%	0.00%	0.00%	0.00%	0.00%	2.00%	4.71%	0.00%	0.00%	0.00%	6.71%	
28. Chemicals and Allied Products	\$	\$1,422,768	\$0	\$0	\$0	\$37,665	\$0	\$0	\$0	\$1,460,433	\$1,508,007	\$0	\$39,551	\$0	\$3,007,991	\$5,788,891
	%	24.58%	0.00%	0.00%	0.00%	0.65%	0.00%	0.00%	0.00%	25.23%	26.05%	0.00%	0.68%	0.00%	51.96%	
29. Petroleum and Coal Products	\$	\$0	\$0	\$0	\$0	\$24,484,405	\$0	\$0	\$0	\$24,484,405	\$5,318	\$0	\$0	\$0	\$24,489,724	\$24,774,242
	%	0.00%	0.00%	0.00%	0.00%	98.83%	0.00%	0.00%	0.00%	98.83%	0.02%	0.00%	0.00%	0.00%	98.85%	
30. Rubber and Miscellaneous Plastics Products	\$	\$344,932	\$0	\$0	\$0	\$186,395	\$0	\$0	\$0	\$531,327	\$573,023	\$0	\$195,729	\$0	\$1,300,079	\$7,234,909
	%	4.77%	0.00%	0.00%	0.00%	2.58%	0.00%	0.00%	0.00%	7.34%	7.92%	0.00%	2.71%	0.00%	17.97%	
32. Stone, Clay and Glass Products	\$	\$21,114	\$0	\$0	\$0	\$2,581,058	\$331,885	\$0	\$0	\$2,934,057	\$7,432,441	\$0	\$2,526,375	\$0	\$12,892,872	\$94,101,017
	%	0.02%	0.00%	0.00%	0.00%	2.74%	0.35%	0.00%	0.00%	3.12%	7.90%	0.00%	2.68%	0.00%	13.70%	
33. Primary Metal Industries	\$	\$87,828	\$0	\$112,789	\$33,342,029	\$212,310	\$30,559	\$0	\$0	\$33,785,514	\$3,557,321	\$0	\$362,977	\$0	\$37,705,812	\$156,899,370
	%	0.06%	0.00%	0.07%	21.25%	0.14%	0.02%	0.00%	0.00%	21.53%	2.27%	0.00%	0.23%	0.00%	24.03%	
34. Fabricated Metal Products	\$	\$1,706,080	\$0	\$2,895,877	\$0	\$139,867	\$0	\$0	\$0	\$4,741,825	\$6,994,211	\$0	\$123,747	\$0	\$11,859,782	\$32,881,760
	%	5.19%	0.00%	8.81%	0.00%	0.43%	0.00%	0.00%	0.00%	14.42%	21.27%	0.00%	0.38%	0.00%	36.07%	
35. Industrial Machinery and Equipment	\$	\$9,922,328	\$0	\$0	\$7,849	\$261,825	\$0	\$0	\$0	\$10,192,002	\$1,323,133	\$0	\$274,937	\$0	\$11,790,072	\$22,998,039
	%	43.14%	0.00%	0.00%	0.03%	1.14%	0.00%	0.00%	0.00%	44.32%	5.75%	0.00%	1.20%	0.00%	51.27%	
36. Electronic and Other Electric Equipment	\$	\$3,701,121	\$0	\$9,652,352	\$15,849	\$9,514,855	\$876	\$64,164	\$0	\$22,949,216	\$39,236,569	\$8,322	\$6,337,823	\$0	\$68,531,930	\$424,717,717
	%	0.87%	0.00%	2.27%	0.00%	2.24%	0.00%	0.02%	0.00%	5.40%	9.24%	0.00%	1.49%	0.00%	16.14%	
37. Transportation Equipment	\$	\$169,727	\$0	\$0	\$0	\$73,001	\$263,955	\$0	\$0	\$506,683	\$2,980	\$0	\$1,026	\$0	\$510,689	\$4,832,087
	%	3.51%	0.00%	0.00%	0.00%	1.51%	5.46%	0.00%	0.00%	10.49%	0.06%	0.00%	0.02%	0.00%	10.57%	
38. Instruments and Related Products	\$	\$2,636,570	\$0	\$291,535	\$4,208	\$762,630	\$0	\$17,035	\$0	\$3,711,978	\$19,789,201	\$2,210	\$290,965	\$0	\$23,794,354	\$63,498,755
	%	4.15%	0.00%	0.46%	0.01%	1.20%	0.00%	0.03%	0.00%	5.85%	31.16%	0.00%	0.46%	0.00%	37.47%	
39. Miscellaneous Manufacturing Industries	\$	\$282,266	\$0	\$0	\$0	\$10,010	\$0	\$0	\$0	\$292,276	\$30,531	\$0	\$10,512	\$0	\$333,319	\$665,721
	%	42.40%	0.00%	0.00%	0.00%	1.50%	0.00%	0.00%	0.00%	43.90%	4.59%	0.00%	1.58%	0.00%	50.07%	
42. Trucking and Warehousing	\$	\$0	\$0	\$0	\$137,417	\$779,815	\$212	\$0	\$0	\$917,445	\$1,334,784	\$0	\$0	\$0	\$2,252,229	\$8,466,018
	%	0.00%	0.00%	0.00%	1.62%	9.21%	0.00%	0.00%	0.00%	10.84%	15.77%	0.00%	0.00%	0.00%	26.60%	

## 9.1.2 SUPPLIER DIVERSITY RESULTS BY STANDARD INDUSTRIAL CLASSIFICATION (SIC) CODES

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 Supplier Diversity Spend	Total Procurement
	Male	Female	Male	Female	Male	Female	Male	Female							
45. Transportation By Air	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$7,428,449	\$ 0	\$ 0	\$ 0	\$7,428,449	\$29,435,077
	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	25.24%	0.00%	0.00%	0.00%	25.24%	
47. Transportation Services	\$ 0	\$ 0	\$ 0	\$275,997	\$ 0	\$2,092,490	\$ 0	\$ 0	\$2,368,487	\$263,844	\$ 0	\$ 0	\$ 0	\$2,632,331	\$6,684,431
	% 0.00%	% 0.00%	% 0.00%	4.13%	% 0.00%	31.30%	% 0.00%	% 0.00%	35.43%	3.95%	0.00%	0.00%	0.00%	39.38%	
48. Communications	\$ 2,315	\$ 0	\$5,911,151	\$ 0	\$839,634	\$ 0	\$484,627	\$ 0	\$7,237,727	\$1,121,078	\$ 0	\$28,308	\$ 0	\$8,387,113	\$42,408,195
	% 0.01%	% 0.00%	13.94%	% 0.00%	1.98%	0.00%	1.14%	% 0.00%	17.07%	2.64%	0.00%	0.07%	0.00%	19.78%	
49. Electric, Gas, and Sanitary Services	\$ 25,682	\$ 0	\$21,083	\$ 0	\$4,687,967	\$28,013	\$ 0	\$ 0	\$4,762,746	\$1,999,861	\$ 0	\$ 0	\$ 0	\$6,762,607	\$19,971,481
	% 0.13%	% 0.00%	0.11%	% 0.00%	23.47%	0.14%	% 0.00%	% 0.00%	23.85%	10.01%	0.00%	0.00%	0.00%	33.86%	
50. Wholesale Trade-Durable Goods	\$ 332,089,495	\$ 0	\$32,870,527	\$34,667	\$18,154,664	\$42,002	\$31,975	\$ 0	\$83,223,330	\$23,343,330	\$ 0	\$252,127	\$ 0	\$106,818,787	\$151,213,108
	% 21.22%	% 0.00%	21.74%	0.02%	12.01%	0.03%	0.02%	% 0.00%	55.04%	15.44%	0.00%	0.17%	0.00%	70.64%	
51. Wholesale Trade-Nondurable Goods	\$ 1,226,250	\$164	\$2,870,885	\$ 0	\$5,312	\$ 0	\$ 0	\$ 0	\$4,102,611	\$1,045,026	\$ 0	\$5,578	\$ 0	\$5,153,214	\$9,050,023
	% 13.55%	% 0.00%	31.72%	% 0.00%	0.06%	0.00%	% 0.00%	% 0.00%	45.33%	11.55%	0.00%	0.06%	0.00%	56.94%	
52. Building Materials and Garden Supplies	\$ 173	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$173	\$12,815	\$ 0	\$ 0	\$ 0	\$12,988	\$13,259
	% 1.30%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	1.30%	96.65%	0.00%	0.00%	0.00%	97.96%	
55. Automotive Dealers and Gas Service Stations	\$ 0	\$ 0	\$ 0	\$ 0	\$26,630,643	\$ 0	\$ 0	\$ 0	\$26,630,643	\$ 0	\$ 0	\$ 0	\$ 0	\$26,630,643	\$81,744,123
	% 0.00%	% 0.00%	% 0.00%	% 0.00%	32.58%	0.00%	0.00%	0.00%	32.58%	0.00%	0.00%	0.00%	0.00%	32.58%	
58. Eating and Drinking Places	\$ 82,155	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$82,155	\$512,254	\$ 0	\$ 0	\$ 0	\$594,409	\$646,286
	% 12.71%	% 0.00%	% 0.00%	% 0.00%	0.00%	0.00%	0.00%	0.00%	12.71%	79.26%	0.00%	0.00%	0.00%	91.97%	
63. Insurance Carriers	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$447,960,723
	% 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%	
65. Real Estate	\$ 0	\$ 0	\$ 0	\$ 0	\$43,508	\$ 0	\$ 0	\$ 0	\$43,508	\$ 0	\$ 0	\$ 0	\$ 0	\$43,508	\$221,538
	% 0.00%	% 0.00%	% 0.00%	% 0.00%	19.64%	0.00%	0.00%	0.00%	19.64%	0.00%	0.00%	0.00%	0.00%	19.64%	
72. Personal Services	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$208,213
	% 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%	
73. Business Services	\$ 550,052,814	\$36,802,979	\$37,008,614	\$7,104,493	\$88,927,205	\$11,967,140	\$7,296,378	\$104,575	\$239,264,197	\$58,809,509	\$528,696	\$9,885,470	\$ 0	\$308,487,871	\$781,471,983
	% 6.40%	4.71%	4.74%	0.91%	11.38%	1.53%	0.93%	0.01%	30.62%	7.53%	0.07%	1.26%	0.00%	39.48%	
75. Auto Repair, Services and Parking	\$ 0	\$ 0	\$ 0	\$296	\$445,162	\$246,596	\$ 0	\$ 0	\$692,054	\$368,789	\$ 0	\$9,860	\$ 0	\$1,070,703	\$10,581,592
	% 0.00%	% 0.00%	% 0.00%	0.00%	4.21%	2.33%	0.00%	0.00%	6.54%	3.49%	0.00%	0.09%	0.00%	10.12%	
76. Miscellaneous Repair Services	\$ 1,093,436	\$ 0	\$27,904	\$220	\$877,116	\$20,574	\$1,306,743	\$ 0	\$3,325,994	\$3,178,940	\$115	\$15,683	\$ 0	\$6,520,731	\$22,091,486
	% 4.95%	% 0.00%	0.13%	0.00%	3.97%	0.09%	5.92%	0.00%	15.06%	14.39%	0.00%	0.07%	0.00%	29.52%	
78. Motion Pictures	\$ 0	\$ 0	\$ 0	\$ 0	\$8,472	\$ 0	\$ 0	\$ 0	\$8,472	\$ 0	\$ 0	\$ 0	\$ 0	\$8,472	\$11,190,094
	% 0.00%	% 0.00%	% 0.00%	% 0.00%	0.08%	0.00%	0.00%	0.00%	0.08%	0.00%	0.00%	0.00%	0.00%	0.08%	
80. Health Services	\$ 0	\$ 0	\$ 0	\$134,736	\$ 0	\$ 0	\$ 0	\$ 0	\$134,736	\$1,216,770	\$ 0	\$ 0	\$ 0	\$1,351,506	\$1,492,392
	% 0.00%	% 0.00%	% 0.00%	9.03%	0.00%	0.00%	0.00%	0.00%	9.03%	81.53%	0.00%	0.00%	0.00%	90.56%	
81. Legal Services	\$ 28,909	\$ 0	\$140,117	\$396,295	\$1,578,832	\$ 0	\$ 0	\$ 0	\$2,144,152	\$2,868,162	\$ 0	\$ 0	\$ 0	\$5,012,315	\$45,374,345
	% 0.06%	% 0.00%	0.31%	0.87%	3.48%	0.00%	0.00%	0.00%	4.73%	6.32%	0.00%	0.00%	0.00%	11.05%	
87. Engineering and Management Services	\$ 14,330,027	\$1,339,323	\$71,584,544	\$25,868,993	\$40,039,238	\$24,923,133	\$6,378,899	\$226,174	\$184,690,333	\$71,281,823	\$51,259	\$9,600,996	\$ 0	\$265,624,410	\$1,705,462,568
	% 0.84%	0.08%	4.20%	1.52%	2.35%	1.46%	0.37%	0.01%	10.83%	4.18%	0.00%	0.56%	0.00%	15.57%	
<b>TOTAL</b>	\$ 206,682,259	\$38,214,502	\$206,768,833	\$72,439,661	\$601,992,149	\$96,479,707	\$98,067,736	\$1,422,760	\$1,322,067,608	\$996,158,944	\$1,634,144	\$103,496,674	\$ 0	\$2,423,357,370	\$6,841,593,907
	% 3.02%	0.56%	3.02%	1.06%	8.80%	1.41%	1.43%	0.02%	19.32%	14.56%	0.02%	1.51%	0.00%	35.42%	

Net Procurement\*\*

\$6,841,593,907

**NOTES:**

\*8(a) - Businesses owned and controlled by persons found to be disadvantaged by the U.S. Small Business Administration pursuant to Section 8(a) of the Small Business Act, as amended (15 U.S.C. 637 (a)) or the U.S. Secretary of Commerce, pursuant to Section 5 of Executive Order 11625 (GO 156 Section 1.3.13)  
 \*\*Net Procurement includes purchase orders, non-purchase orders, and credit card dollars  
 % - Percentage of row Total Procurement

Total Procurement - Total procurement dollar amount in the specific SIC category  
 Dollars and Percentages reflect rounding difference  
 The Minority Business Enterprise category reflects spend with African, Asian, Hispanic and Native American business enterprises. Although suppliers can certify across multiple categories, spend is recorded to a single General Order 156 category.

## 9.1.2 NUMBER OF DIVERSE SUPPLIERS AND REVENUE REPORTED TO THE SUPPLIER CLEARINGHOUSE

NUMBER OF DIVERSE SUPPLIERS DATA												
Number of Diverse Suppliers	Revenue Reported to the Supplier Clearinghouse***						Utility-Specific 2022 Summary					
	Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	8(a)*	Total	Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	8(a)*	Total
Under \$1 million	72	65	2	NA	0	139	200	188	5	25	0	418
Under \$5 million	98	85	2	NA	0	185	67	50	1	10	0	128
Under \$10 million	42	34	0	NA	0	76	21	15	0	3	0	39
Above \$10 million	105	84	2	NA	0	191	29	15	0	3	0	47
<b>Total</b>	<b>317</b>	<b>268</b>	<b>6</b>	<b>NA</b>	<b>0</b>	<b>591</b>	<b>317</b>	<b>268</b>	<b>6</b>	<b>41</b>	<b>0</b>	<b>632</b>

REVENUE AND PAYMENT DATA												
Number of Diverse Suppliers	Revenue Reported to the Supplier Clearinghouse***						Utility-Specific 2022 Summary					
	Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	8(a)*	Total	Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	8(a)*	Total
Under \$1 million	\$23.1	\$26.2	\$1.2	NA	\$0.0	\$50.5	\$41.1	\$40.1	\$0.6	\$4.4	\$0.0	\$86.2
Under \$5 million	\$250.9	\$230.2	\$5.1	NA	\$0.0	\$486.2	\$146.7	\$125.5	\$1.0	\$26.7	\$0.0	\$299.9
Under \$10 million	\$307.3	\$249.0	\$0.0	NA	\$0.0	\$556.3	\$147.9	\$100.0	\$0.0	\$17.7	\$0.0	\$265.6
Above \$10 million	\$32,676.3	\$9,372.8	\$23.9	NA	\$0.0	\$42,073.0	\$986.4	\$730.5	\$0.0	\$54.7	\$0.0	\$1,771.6
<b>Total</b>	<b>\$33,257.6</b>	<b>\$9,878.3</b>	<b>\$30.2</b>	<b>NA</b>	<b>\$0.0</b>	<b>\$43,166.1</b>	<b>\$1,322.1</b>	<b>\$996.2</b>	<b>\$1.6</b>	<b>\$103.5</b>	<b>\$0.0</b>	<b>\$2,423.4</b>

\*8(a) - Businesses owned and controlled by persons found to be disadvantaged by the U.S. Small Business Administration pursuant to Section 8(a) of the Small Business Act, as amended (15 U.S.C. 637 (a)) or the U.S. Secretary of Commerce, pursuant to Section 5 of Executive Order 11625 (GO 156 Section 1.3.13)

Data provided CHS - Supplier Clearinghouse

\* Firms classified as 8(a) of Small Business Administration includes non-diverse businesses

\*\*NA - Revenue data for DVBEs are not available in CHS

\*\*\*If annual revenue for diverse businesses from Supplier Clearinghouse is less than SCE annual revenue reported, then SCE's annual revenue was applied

Dollars and Percentages reflect rounding difference

Number of 2022 diverse businesses SCE utilized may be higher than reported due to a third party

Diverse business subcontracting spend validation and other internal validations

The Minority Business Enterprise category reflects spend with African, Asian, Hispanic and Native American business enterprises. Although suppliers can certify across multiple categories, spend is recorded to a single General Order 156 category.

This Revenue Report is submitted in compliance with D.06-11-02B

### 9.1.2 NUMBER OF DIVERSE SUPPLIERS WITH CALIFORNIA MAJORITY WORKFORCE

Of the 632 direct and subcontractor diverse suppliers SCE utilized in 2022, 151 had a majority of their workforce located in California.

## WORKFORCE DIVERSITY AND BOARD DIVERSITY

Pursuant to Decision 22-04-035, Southern California Edison Company provides the following information on Workforce Diversity and Board Diversity:

### WORKFORCE DIVERSITY

Workforce diversity is an integral part of who we are and how we operate. Our employees reflect the rich diversity of Central and Southern California, and we play an active role within the diverse communities around us. At SCE, we believe diversity is about capitalizing on the strengths of everyone, empowering people and promoting the human spirit.

SCE provides workforce diversity information to the Equal Employment Opportunity Commission using Form EEO-1. A link to our Form EEO-1 ("EEO-1 report") is on our website:

<https://www.sce.com/about-us/who-we-are/diversity-and-inclusion/workforce-diversity>

SCE also publishes workforce diversity data on our website:

<https://www.sce.com/about-us/who-we-are/diversity-and-inclusion/workforce-diversity>

### BOARD DIVERSITY

SCE publishes SCE board diversity information on our website: <https://www.sce.com/about-us/who-we-are/diversity-and-inclusion/workforce-diversity>.

Additionally, SCE has reported corporate board data to the California Secretary of State in the past as required under California law. Specifically, SCE was required to report to the Secretary of State annually the number of directors, female directors and directors from underrepresented communities. See Shirley N. Weber, Secretary of State, Women on Boards, (March 2021 Report) available at <https://bpd.cdn.sos.ca.gov/women-on-boards/wob-report-2021-02.pdf>; Diversity on Boards (March 2022 Report) available at <https://bpd.cdn.sos.ca.gov/div-on-boards/dob-report-2022.pdf>.

In addition to publishing board diversity information on our website, SCE currently reports board diversity information in our Disclosure Statements. SCE's Corporate Disclosure Statement filed with the Secretary of State on June 17, 2020, box 5c, shows the number of female directors pursuant to Cal. Corporations Code §§ 301.3 and 2115.5. EIX's Corporate Disclosure Statement filed on April 23, 2022, under Board Diversity, indicates three or more female directors and three or more director from underrepresented communities. In order to obtain the June 17, 2020 Disclosure Statement for Southern California Edison Company from the California Secretary of State, a user must first go to "bizfile Online" at <https://bizfileonline.sos.ca.gov/>, click on "Free Business Search & Copies" under the Business Entities banner, which will lead you to the main portal for searching businesses at <https://bizfileonline.sos.ca.gov/search/business> link. In the search bar, type in "Southern California Edison Company", which should yield just one entity. Click on the blue highlighted entity's name that will cause a side window to appear. On the side window, click on "View History" (a semi-clock icon). A window entitled "History" will pop up with all of SCE's filings to date. Click on the "Publicly Traded Corporate Disclosure Statement – 6/17/2020" which will bring up its index information with an image download link. Click on that link to either download or open the filed document.



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