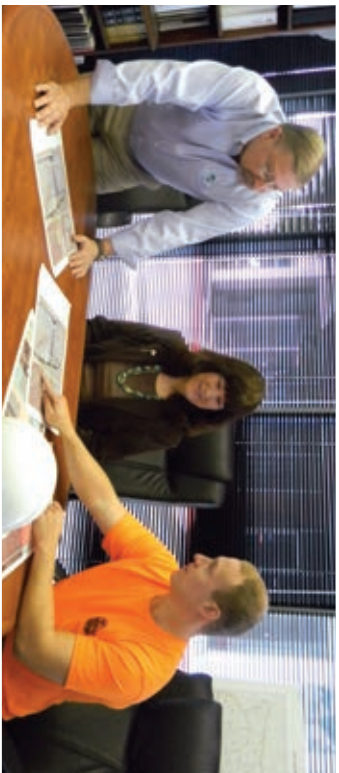




# Supplier Diversity

2013 Annual Report / 2014 Annual Plan

A Legacy of Commitment, Partnership and Inclusion



## About the cover

SCE works with more than 800 diverse suppliers, some of whom are pictured on the cover and on the inside pages of this report. Former CEO Howard Allen and Supplier Diversity Managers Diane Roberson and William Nesbitt (seen clockwise in the black and white photos) were instrumental in shaping our Supplier Diversity Program into what it is today.

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### **Commitment to Supplier Diversity**

At Southern California Edison (SCE), we believe in continuous improvement and aim to build upon our long-standing commitment to supplier diversity. By building programs to enhance our tools, processes and communications, we have made supplier diversity integral to the way we do business. We are focused on strengthening existing programs and processes, as well as seeking new ways to help diverse suppliers develop the capabilities to be successful.

## **A Legacy of Commitment, Partnership and Inclusion**

It all started with **a pledge to grow spending with diverse businesses** – not only because it was the right thing to do, but also because it made good business sense.

By having a broad and diverse group of suppliers, **we could access a larger pool** of qualified firms. And, due to increased competition, we could enjoy greater savings and higher quality goods and services. It would also give us a supplier base that more closely mirrors the diverse communities we serve.

That was the rationale behind SCE's Supplier Diversity and Development Program, which began 35 years ago, and it is still relevant today. Over the years, we've made significant **progress in our spending** with woman-, minority-, and service disabled veteran-owned business enterprises (WMDVBEs).

Our efforts have not only resulted in increased partnerships with diverse suppliers, but also business and community organizations that promote the **growth and development** of these firms. We've also included non-diverse prime suppliers and others in our program who share our commitment to work with more WMDVBEs.

Such partnerships have been vital to the success of our program and have led us to where we are today – **a record 41%** of our total purchases was with WMDVBEs in 2013.

With a legacy of commitment, partnership and inclusion serving as our foundation, **we will build** on our current successes in the future.



## Message from Executives

**At Southern California Edison (SCE), supplier diversity is more than an initiative or a program. It is a philosophy that we embrace as a standard business practice.**

**THIRTY-FIVE YEARS AGO**, SCE's leadership recognized the importance and value of a diverse supplier base and made commitments to do more business with woman, minority, and service disabled veteran business enterprises (WMDVBEs). The executive team realized that when a wide variety of perspectives, backgrounds and opinions are considered, they could better understand and serve customers and communities. Today, that belief continues and can be seen in our actions and performance.

**FOLLOWING IN THE TRADITION OF BOLD SUPPLIER DIVERSITY COMMITMENTS** in the late 1990s, we set an aspirational goal of 40% spending with WMDVBEs by 2016. We are pleased to report that this goal has been achieved two years ahead of schedule. In 2013, more than \$1.4 billion, or 41%, of our total corporate spend was with 800-plus diverse firms.

**WHILE THE OVERALL PERCENTAGE GOAL HAS BEEN REACHED**, efforts have been launched to sustain the progress and continue our legacy of commitment. Our 2014 supplier diversity focus will be balanced between WMDVBE spending opportunities and refining policies, processes and programs to meet our objectives.

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*'In the last 35 years, we spent \$13 billion with diverse firms as part of our Supplier Diversity Program. Our work in 2013 builds on that tradition. The last two years have demonstrated that it's sustainable. We've reached our aspirational goal of 40% spending with diverse suppliers two years ahead of schedule. We're confident that we're going to continue to build from there.'* – Ron Litzinger

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**OUR SPENDING WITH SERVICE DISABLED VETERAN BUSINESS ENTERPRISES (SDVBEs) FURTHER INCREASED** in 2013 and will remain a top priority. More than 50 SDVBEs are engaged with our Veterans and Edison Teams Successfully (VETS) outreach initiative, which is showing early signs of progress.

**IN ADDITION, SCE WILL CONTINUE TO PARTNER WITH PRIME SUPPLIERS** to identify additional subcontracting opportunities with WMDVBEs. Our subcontracting performance is strong at 37.8% and will be vital to our continued success.

**OUR PROGRESS OVER THE YEARS** could not have been achieved without internal and external stakeholders. They play a key role in helping to identify opportunities and develop suppliers across all spend categories, delivering benefits to our company, our customers, our communities, and our economy.

**IN 2014, SCE'S INTERNAL ORGANIZATIONAL UNITS** have established individual supplier diversity goals that will be monitored by the executive team. In addition, relationships with community-based organizations will be expanded to support our supplier development initiative,

known as Entrepreneurial, Development, Growth and Education (EDGE). Since its launch in 2010, EDGE has served 600-plus diverse firms who have achieved over \$200 million in contract awards.

**OVER THE PAST FEW YEARS**, the diversity discussion has been shifting from ethnicity and gender to the subject of inclusion. At SCE, diversity and inclusion mean embracing all communities and celebrating our differences and similarities. In 2013, SCE became a corporate member of the National Gay & Lesbian Chamber of Commerce and sponsored two lesbian, gay, bisexual and/or transgender-owned business enterprises' (LGBTBEs) participation in the organization's Strategic Growth and Development Institute. In 2014, we will continue our efforts to identify and expand our footprint with other diverse and underserved communities.

**DRIVEN BY OUR FIVE CORE COMPANY VALUES** – teamwork, continuous improvement, excellence, integrity and respect – our ultimate goal is strong supplier diversity performance without the need for targets. Our legacy of commitment, partnership and inclusion will continue to position us to achieve results with far-reaching benefits.



Seated l to r: Ron Litzinger, president; Linda Sullivan, senior vice president and chief financial officer. Standing l to r: Joe Alderete, director, Supplier Diversity and Development; Doug Bauder, vice president and chief procurement officer.

*Ron Litzinger*  
**Ron Litzinger**  
 PRESIDENT  
 SOUTHERN CALIFORNIA EDISON

*Linda A. Sullivan*  
**Linda Sullivan**  
 SENIOR VICE PRESIDENT AND  
 CHIEF FINANCIAL OFFICER  
 SOUTHERN CALIFORNIA EDISON

*Joe Alderete*  
**Joe Alderete**  
 DIRECTOR  
 SUPPLIER DIVERSITY AND DEVELOPMENT  
 SOUTHERN CALIFORNIA EDISON

*Doug Bauder*  
**Doug Bauder**  
 VICE PRESIDENT  
 OPERATIONAL SERVICES &  
 CHIEF PROCUREMENT OFFICER  
 SOUTHERN CALIFORNIA EDISON

## Advancements in Supplier Diversity

The forerunner to SCE's Supplier Diversity Program was established long before the California Public Utilities Commission (CPUC) directed utilities to develop and implement programs to increase the use of diverse suppliers.

Then known as the Minority and Small Business Program, it evolved over the years – first with minorities and later with the inclusion of non-minority woman- and service disabled veteran-owned businesses and diverse subcontractors. Technical assistance and capacity building initiatives were soon added to ensure WMDVBES were equipped to grow and succeed to serve SCE and others.

The program has come a long way since its early beginnings. In 2013, SCE spent more than \$1.4 billion, or 41% of total corporate purchases, with diverse firms and partnered with 810 WMDVBES. The company also offered technical assistance to over 600 diverse suppliers through its Entrepreneurial Development, Growth and Education (EDGE) program, which features mentorship and readiness programs to help diverse firms succeed.

In total, more than \$13 billion has been spent with diverse businesses since SCE started its Supplier Diversity Program in 1979. These productive relationships have created long-lasting business opportunities as well as more jobs and economic benefits in the region.

SCE will build on its legacy of commitment, partnership and inclusion by continuing to collaborate with WMDVBES and others, identify opportunities for more diverse firms to do business with the company, and offer mentoring and technical assistance to ensure future success.

### Looking Back on Our History



**FORMER CEO  
HOWARD ALLEN**

Allen was the first company executive to fully embrace and champion

supplier diversity. In 1990, he voluntarily committed to a 30% WMDVBE goal by 1998. Under his leadership, SCE's Minority and Small Business Development Program became a model for others to follow.



**DIANE ROBERSON**

Roberson built SCE's Supplier Diversity Program from the ground up. She launched

efforts to obtain internal buy-in for supplier diversity and led a team of four staff members to achieve SCE's 30% WMDVBE goal.



**WILLIAM NESBIT**

Nesbit expanded on Roberson's successes by building and growing SCE's

relationships with external organizations. He also transitioned supplier diversity from a general procurement model to one focused on strategic sourcing.

**1979**

SCE implements Minority and Small Business Development Program

**1990**

SCE voluntarily commits to a 30% WMDVBE goal by 1998

**1998**

SCE exceeds its 30% WMDVBE procurement goal

**2009**

Supplier diversity becomes a corporate goal with executive compensation linked to performance

**1983**

SCE adds non-minority woman-owned firms to its program

**1992**

The Women and Minority Business Enterprise Program adds service disabled veterans

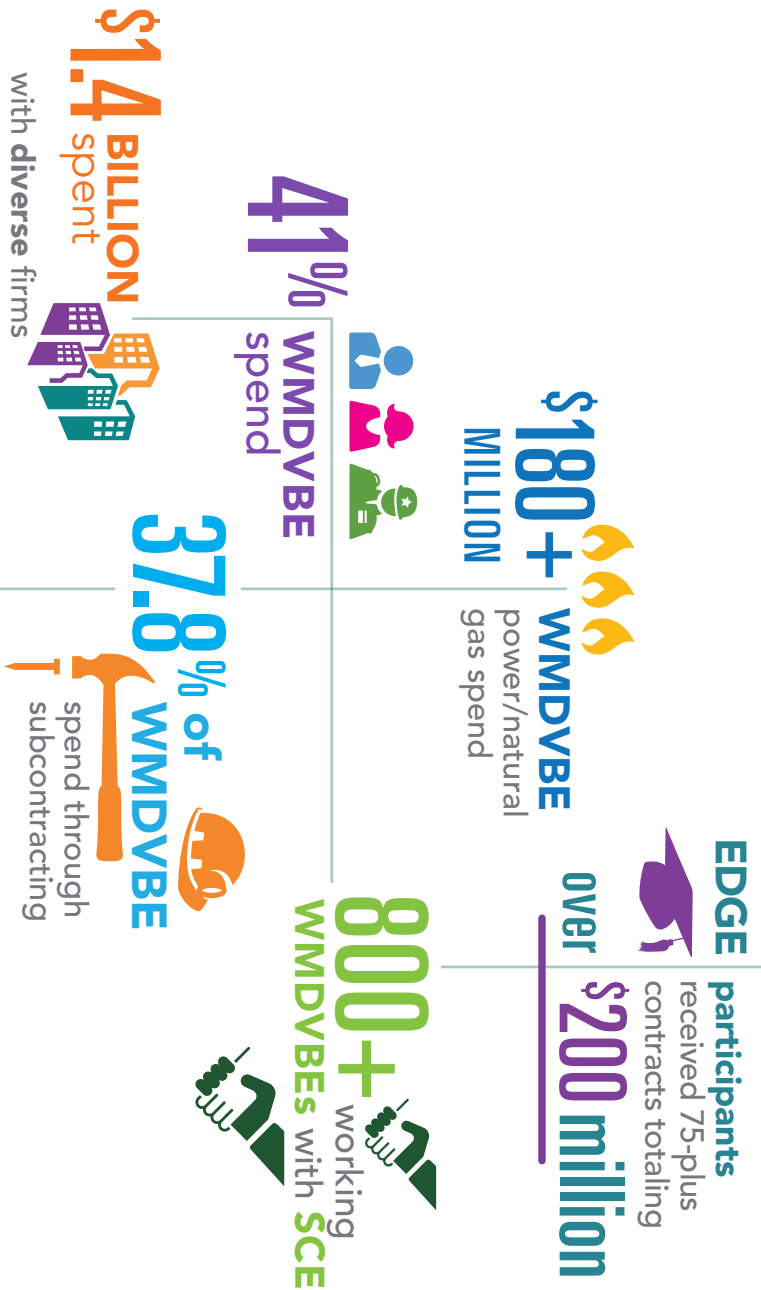
**2003**

FORTUNE ranks SCE top five nationally in percentages of purchasing from minority firms

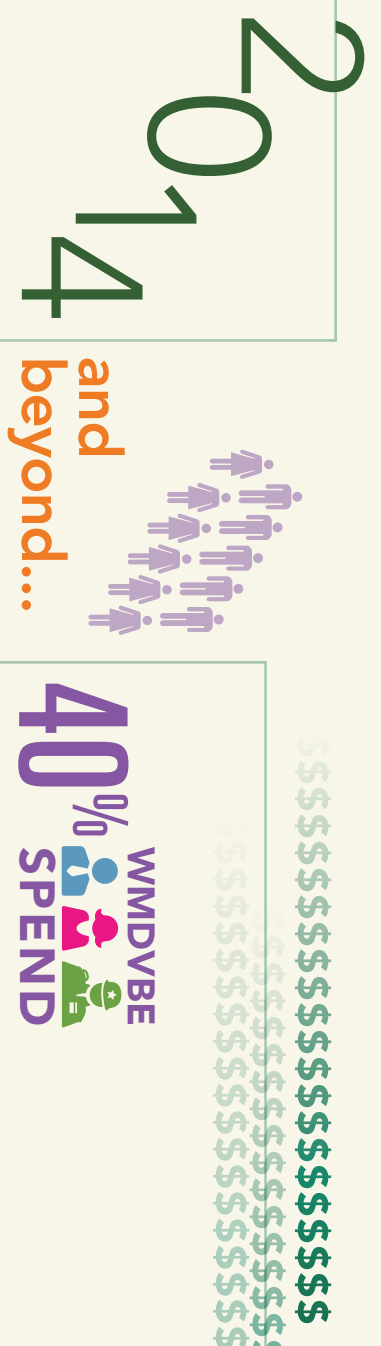
**2010**

SCE surpasses the \$1 billion mark in WMDVBE spend

### How We Look Today



### Moving Forward



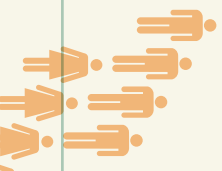
## RAMP UP

EFFORTS TO HELP diverse suppliers

develop **technical** knowledge, expand capacity **AND increase contract/spend** opportunities

## DRIVE

sustainability





## 2013 Annual Report

# Highlights

SCE had several noteworthy accomplishments in 2013. Total procurement with WMDVBES exceeded \$1.4 billion, or 41%. Spending with these firms has increased 97% since 2009 and continues to exceed the CPUC's target of 21.5%.

### 2013 ACCOMPLISHMENTS INCLUDED:

- **Over \$180 million spent with WMDVBES in power and natural gas procurement**, which consisted of \$29.5 million in power and \$154 million in natural gas procurement. Included in this was SCE's first power purchase contract with a woman-owned firm.

- **For the third straight year, SCE appointed diverse investment banks as lead bookrunners and/or co-managers on all its capital markets financing transactions.**

- **7 WMDVBES were among SCE's top 25 suppliers**, representing such areas as information technology (IT), staffing and construction.

- **For the first time, two diverse suppliers were named lead advertising agencies.** A woman-owned firm was awarded a contract to manage strategic and creative efforts for SCE's advertising and marketing campaigns while an Asian American-owned agency won a contract to assist SCE with media planning and buying and multicultural advertising services.

- **Purchases with WMDVBE subcontractors grew to \$542 million**, an 8.9% increase from 2012. More than 100 prime suppliers are participating and recording spend with SCE's Tier 2 subcontracting program.

- **Led the first ever Joint Utility Power Procurement Matchmaking workshop.** The event attracted 30 generators and more than 40 WMDVBES.

- **Several new diverse suppliers received SCE contracts**, including three service disabled veteran business enterprises (SDVBEs) with contracts totaling more than \$13 million and a woman-owned firm that received a multimillion dollar contract for SAP solutions software.

- **EDGE participants received 75-plus contracts totaling over \$200 million.** One of the many success stories involved an African American-owned construction firm that received its first contract with SCE.

- **More than 200 diverse firms participated** in SCE's Contract Readiness Workshop series, enabling them to become "contract ready" to take on large corporate contracts.

### Opportunities

SCE also launched a number of initiatives to expand procurement and development opportunities with diverse suppliers. Activities included:

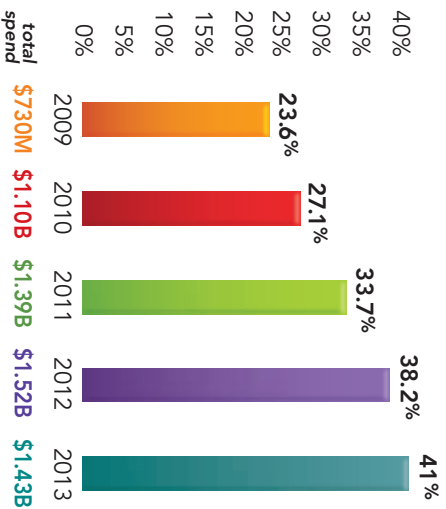
- Targeted outreach to WMDVBES in all source power procurement, including natural gas, conventional, renewable and feed-in-tariffs; energy efficiency; demand response; and distributed generation. This included participation in activities such as one-on-one meetings and debriefings to engage diverse power market suppliers. SCE also partnered with other utilities in renewable and conventional power and natural gas to share ideas to increase WMDVBE participation.

- A focus on increasing spending with SDVBEs. A partnership between Supplier Diversity and Development and Operational Services resulted in three new contracts for SDVBEs, including an \$8 million contract for rental equipment, a \$2.9 million contract for remodeling work, and a \$2 million-plus contract for construction. SCE also launched its new VETS (Veterans and Edison Teams Successfully) initiative to provide SDVBEs with technical assistance and on-boarding.

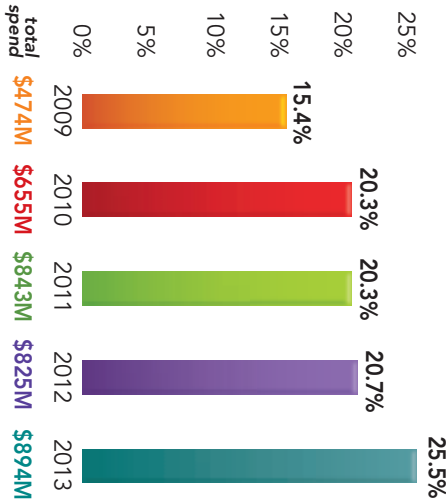
- Restructuring and re-branding the SCE Supplier University program, now referred to as EDGE. The two newest program components include VETS for outreach to SDVBEs and CBO Partnerships, which leverage partnerships with community-based organizations (CBOs) to bring technical assistance and capacity building training workshops to WMDVBES.



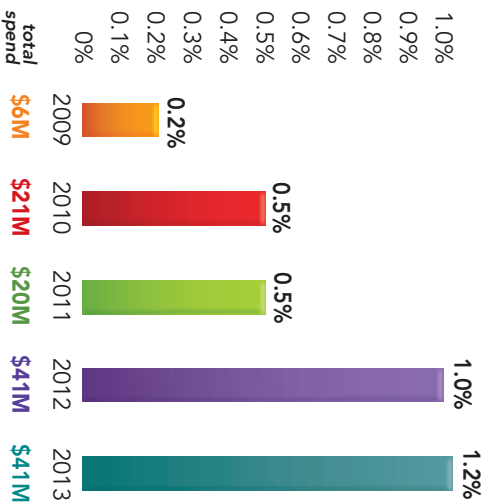
### WMDVBE Spend



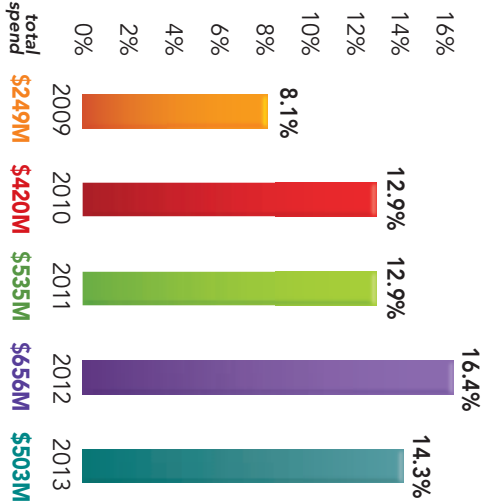
### Minority Business Enterprise Spend



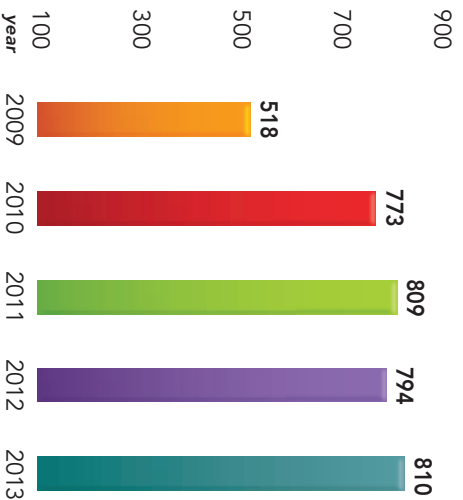
### Service Disabled Veteran Business Enterprise Spend



### Woman Business Enterprise Spend



### WMDVBEs Doing Business with SCE



### INTERNAL/EXTERNAL ACTIVITIES (9.1.1)

#### INTERNAL ACTIVITIES

Increasing spending with diverse suppliers has been a top priority at SCE – from the CEO to front-line supervisors. In 2013, SCE continued efforts to advance its supplier diversity goals and keep WMDVBE initiatives front and center companywide. These activities led to the company’s strong performance during the year.

#### Executive Support

Supplier diversity and inclusion initiatives are driven at the highest levels of leadership and woven into the fabric of the company’s culture. SCE management has made supplier diversity performance an annual corporate goal. To ensure SCE meets its current and future WMDVBE objectives, senior leadership regularly reviews supplier diversity progress and leads companywide supplier diversity initiatives.

### Internal Stakeholder Commitment

Aligned with the SCE's values of continuous improvement, excellence and teamwork, Supplier Diversity and Development engages and partners with internal stakeholders on various supplier diversity efforts and initiatives.

#### ACTIVITIES IN 2013 INCLUDED:

- The 2nd Annual Customer Service Supplier Forum. The event was aimed at increasing WMDVBE participation in competitive solicitation and opportunities for both prime suppliers and subcontractors. Over 100 participants attended the forum, including the top 25 suppliers for the Customer Service Organization Unit and chambers and business associations.
- The 1st Annual Diverse Business Enterprise Environmental Forum with Corporate Environmental Health and Safety (CEHS). The event, which attracted 45

diverse firms, provided an overview of CEHS' goals and offered WMDVBEs networking opportunities with CEHS and Supplier Diversity and Development staff. The two groups also collaborated on a Prime Time networking event, which attracted 28 diverse firms and nine prime suppliers.

- In partnership with the California Utilities Diversity Council (CUDC), SCE hosted the Advertising, Marketing and Media Forum at its Energy Education Center in Irwindale. More than 100 appointments were scheduled to facilitate meetings between WMDVBEs, utility representatives, and leading advertising and marketing firms.

Supplier Diversity and Development also continued to work with other departments and operating units across the company to advance supplier diversity objectives.

## A SHIFT IN FOCUS RESULTS IN NEW WORK

### BLAIR, CHURCH & FLYNN

**For 15 years, SCE was one of Blair, Church & Flynn's largest customers. The Native American-owned engineering consulting firm had master service agreements as a Tier 1 supplier to provide engineering support for the utility's hydroelectric and power generation group.**

Over the years, work with the utility began to slow down. The firm's President and CEO David Mowry reached out to SCE's Supplier Diversity and Development team, who introduced him to an SCE prime supplier, Elements Architecture. This led to eight SCE subcontracting contracts, including work on service center expansion and modification projects in Ridgecrest and Bishop.

Supplier Diversity and Development also introduced Mowry to other SCE departments, which resulted in a prime contract to build a 440-foot pedestrian bridge connecting two SCE buildings on the utility's Rosemead campus as well as other contracts.

"The Supplier Diversity team made critical introductions to other consultants and internal departments that we would've otherwise not had," says Mowry.



**David Mowry's firm, Blair, Church & Flynn, recently completed a road improvement job near Shaver Lake for SCE's Northern Hydro division.**

"They also reached out to supplier diversity staff at other utilities and put in a good word for us, which led to other work. We're extremely appreciative of SCE's commitment and support.

*They were concerned about our well-being and worked as hard as they could to help us out."*

*He adds, "Working with SCE has been a great experience. Their dedication to collaboration and teamwork and mutual respect fosters an excellent working relationship that is highly rewarding."*



**WMDVBES receive recognition at the Customer Service Organization Supplier Diversity Forum (l to r): Jesse Mejia and Hamid Teheri, Fess Energy Solutions; Sandy Schneeberger, The Sanberg Group; Erwin Furukawa, senior vice president, Customer Service; Doug Bauder, vice president and chief procurement officer; Walt Lickteig, interim director Enterprise Procurement.**

### Procurement Process

Supplier diversity is embedded in SCE's Request for Proposal (RFP) procurement process to ensure diverse firms have an opportunity to work with the company. As a general practice, it is a standard topic at each bidders' conference as SCE aims for 50% WMDVBE participation on all competitive bids. These conferences are information sessions to update RFP participants on various components of the process, with the Supplier Diversity and Development team regularly engaged to discuss the company's initiative and objectives.

In addition, Supplier Diversity and Development works with the Procurement staff to ensure that supplier diversity is incorporated in all RFPs and WMDVBE subcontracting language is included in contract agreements.

### Recognition

SCE recognizes innovative supplier diversity partnerships and approaches to grow WMDVBE spend through its annual employee recognition event. Held in April, the company honored more than 200 employees for advancing its Supplier Diversity Program goals. Senior leadership from across the company attended to celebrate and personally share their appreciation of the SCE team's hard work.

### Entrepreneurial Development, Growth and Education (EDGE)

SCE's EDGE program is designed to serve the needs of diverse firms ranging in size from microenterprises to larger firms. Originally known as SCE Supplier University, the program was restructured and rebranded as EDGE. It covers three main areas – mentoring, technical assistance and capacity building – while targeting the different needs of WMDVBES.

**Mentorship Program:** This 18-month progressive learning program provides technical assistance to diverse firms that have the capacity to be suppliers, but may need additional help developing an ongoing business relationship with SCE. It includes:

- Power teams – Comprised of SCE business unit, Supply Management and Supplier Diversity and Development personnel, these teams help acclimate diverse firms to SCE and provide coaching and feedback.
- One-on-one consulting – Each participant is assigned a business coach who provides technical assistance and overall support.
- Executive education – Participants receive sponsorships to attend top-tier business programs, such as Tuck Executive Education at Dartmouth.
- Focused workshops – Workshops offer a wide array of business topics, including sales and marketing and finance.



**Sharon Evans, Business Resource Group, facilitates EDGE "Access to Capital" workshop.**



**Prime Time:** Designed to facilitate networking between SCE prime suppliers and potential subcontractors, Prime Time strives to help firms team up and pursue projects at SCE and other entities.

**VETS outreach:** Launched in 2013, this new initiative provided 51 SDVBEBs access to EDGE program offerings. In addition, VETS participants received non-SCE business referrals, coaching and access to a power team comprised of Supply Management personnel.

**Contract readiness:** The program features a series of technical assistance workshops aimed at preparing suppliers to do business with large corporations, such as SCE. In 2013, the series held nine workshops on a variety of topics including management and growth strategies, access to capital, proposal writing, and contract negotiations. It also provided participants with introductions to Supply Management and Supplier Diversity and Development staff.

## RECEIVING MENTORING ASSISTANCE AND SCORING A CONTRACT

### ALAMEDA CONSTRUCTION

**Kevin Ramsey was hoping for the right opportunity to do business with SCE. That opportunity came with his enrollment in SCE's EDGE Mentorship Program. In addition to receiving valuable information on how to run his Compton-based concrete and asphalt paving business, Alameda Construction, he won his first SCE contract.**

Through SCE's Mentorship Program, an intensive 18-month curriculum for suppliers who are poised for growth, Ramsey learned how to do business with the utility, received tips on putting together a cost proposal, and met key buyers and staff. He was also invited to bid on SCE contracts.

Ramsey was unsuccessful on his first attempt for a paving contract, but gained feedback on how he could improve the next one. Another opportunity came up two months later. He won a multimillion dollar contract for asphalt and concrete work at SCE's headquarters in Rosemead and service centers in Hesperia, South Bay, and West Los Angeles.

**Community-Based Organizations Partnership:** Implemented in 2013, the program focuses on partnerships with CBOs to provide technical assistance to their membership. SCE partnered with the National Association of Woman Business Owners – Los Angeles (NAWBO-LA), American Indian Chamber of Commerce (NAWBO-LA), American Indian Chamber of Commerce of California (AICCC), Asian Business Association – Los Angeles (ABA-LA), Cal Asian Pacific Chamber of Commerce (CAPCC), California Hispanic Chamber of Commerce (CHCC) and Greater Los Angeles African American Chamber of Commerce (GLAAACC) to hold 20 workshops. Featured topics included strategic planning, social media, and effective marketing.



**Alameda Construction's Kevin Ramsey received valuable information on how to run his asphalt and paving business through EDGE. The company also received an SCE contract.**

The Mentorship Program "gave me insight into how other companies run and provided me with information to incorporate into my business," he says, adding that he learned how to include technical qualifications into his response to Request for Proposals.

The African American business owner says working with SCE has opened doors to other corporations. "It's good to put on your resume that you're doing work for a major utility like Edison. I'm grateful for the opportunity."



## EXTERNAL ACTIVITIES

SCE partners with organizations that share its objective to promote the growth and development of diverse business enterprises. By leveraging these relationships and joining together to identify WMDVBES for business opportunities at SCE, the company can effectively increase procurement with diverse suppliers.

### ACTIVITIES IN 2013 INCLUDED:

- Supplier Diversity and Development organized and hosted a dinner with key partners from various chambers and CBOs to discuss shared objectives, challenges and goals. Several SCE executives attended and conveyed the company's commitment and desire to do more business with diverse suppliers.
- Supplier Diversity and Development partnered with CUDC on two business matchmaking events focused on consulting services and advertising and media. The events, which featured one-on-one meetings with representatives from major consulting firms, advertising/media agencies and utilities, attracted about 300 diverse firms.
- Continued participation in the joint investor-owned utilities' (IOUs) Supplier Diversity Roundtable (SDR). The work involved a final "road forward" report on increasing opportunities with diverse power procurement suppliers. In addition, working with other California IOUs, SCE coordinated a matchmaking event attended by senior management from the utilities and CPUC Commissioners Catherine Sandoval and President Michael Peevey.
- SCE joined the National Council of Minorities in Energy at its 13th annual meeting on energy procurement contractual requirements, accomplishments and challenges.
- To increase the number of woman business enterprises (WBEs) doing work with SCE, the company increased its support of the Women's Business Enterprise National Council (WBENC). The company participated in the organization's Summit and Salute Conference and Annual Business Conference and Trade Fair. SCE also supported Women's Business Enterprise Council-West's (WBEC-West) Platinum Supplier Program, which provided women business owners with capacity building assistance, and served on a panel on how to do business with utilities.
- Supplier Diversity and Development established a new relationship with the Association of Women in Water, Energy and Environment (AWWEE) and participated in a panel discussion on how to win contracts with Corporate America.
- At the request of the CPUC, SCE participated in the Small Utility Workshop on Capacity Building and Technical Assistance. Supplier Diversity and Development staff gave an overview on SCE's Supplier Diversity Program, reporting methods and procedures.
- SCE continued its support of Latino business organizations and created new partnerships with additional Hispanic chambers located in the Kern County/High Desert area. SCE also re-established its support of the National Latina Business Women's Association by sponsoring its Business Management Academy, a technical assistance program.
- The company helped develop, and was the title sponsor for, the inaugural Corporate Diversity Matchmaking and Procurement Conference with the Orange County Hispanic Chambers of Commerce.
- SCE chaired Black Business Association – Los Angeles' (BBA-LA) Procurement Exchange Summit, which included a corporation-to-business matchmaking symposium.
- The company served as title sponsor at CHCC's annual convention and host at the matchmaking pavilion. SCE also helped to lead a successful business matchmaking webinar prior to the organization's convention.



Tarrance Frierson with SCE Supplier Diversity and Development talks to a diverse business owner at the 10th Annual Black Business Association Procurement Exchange Summit.

- SCE served as the title sponsor for the Elite National SDVB Network's 10th annual convention in San Diego.
- SCE sponsored the first Native American Indian Advisory Council Retreat.
- SCE hosted the California Disabled Veteran Business Alliance's "Salute to Veterans Day" and received an award for its passion, patriotism, performance, mentoring, and motivation benefiting disabled veterans throughout the state.

### **WMDVBE Organizations**

SCE supported the following organizations in 2013:

#### **African American Organizations**

- Black Business Association – Los Angeles
- California Black Chamber of Commerce
- Greater Los Angeles African American Chamber of Commerce
- Moreno Valley Black Chamber of Commerce
- Orange County Black Chamber of Commerce
- San Fernando Valley Black Chamber of Commerce
- Recycling Black Dollars
- U.S. Black Chamber of Commerce
- Young Black Contractors Association Inc.

#### **Asian American Organizations**

- Asian Business Association – Inland Empire
- Asian Business Association – Los Angeles
- Asian Business Association – Orange County
- California Asian Pacific Chamber of Commerce
- California Journal of Filipino Americans
- Chinese American Construction Professionals
- National Asian American Coalition
- US Pan Asian American Chamber of Commerce

#### **Latino Organizations**

- California Hispanic Chambers of Commerce
- Greater Riverside Hispanic Chamber of Commerce
- High Desert Chamber of Commerce
- Kern County Hispanic Chamber of Commerce
- Latin Business Association
- Latino Business Chamber of Greater Los Angeles
- National Latina Business Women Association – Los Angeles
- Orange County Hispanic Chamber of Commerce
- Regional Hispanic Chamber of Commerce
- Tulare Kings Hispanic Chamber of Commerce
- U.S. Hispanic Chambers of Commerce



SCE executives receive recognition from community-based organizations (l to r): Bob Mulz, Elite SDVOB Network; SCE President Ron Litzinger; Tracy Stanhoff, American Indiana Chamber of Commerce of California; SCE SVP and CFO Linda Sullivan; Dennis Thurston, SCE Supplier Diversity and Development.

#### **Native American Organizations**

- American Indian Chamber of Commerce of California
- American Indian Chamber of Commerce of Los Angeles
- American Indian Chamber of Commerce of Northern California
- American Indian Chamber of Commerce of Southern California
- American Indian National Chamber
- National Center for American Indian Enterprise Development
- Walking Shield

### **Service Disabled Veteran Organizations**

- California Disabled Veteran Business Alliance
- California Disabled Veteran Business Alliance of Orange County
- Elite Service-Disabled Veteran-Owned Businesses Network – Inland Empire
- Elite Service-Disabled Veteran-Owned Businesses Network – Orange County
- Elite Service-Disabled Veteran-Owned Businesses Network – San Diego
- National Elite Service-Disabled Veteran-Owned Business Network
- Hire a Patriot Association

### **Women Organizations**

- Association of Women in Water, Energy and Environment
- National Association of Women Business Owners – Los Angeles
- Women’s Business Enterprise National Council
- Women’s Business Enterprise Council-West

### **Board Leadership/Membership Positions**

SCE Supplier Diversity and Development staff served in board leadership positions or held memberships on advisory boards and committees, including:

- American Indian Chamber of Commerce
- American Indian National Chamber of Commerce
- Asian Business Association – Los Angeles
- Asian Business Association – Orange County
- Black Business Association – Los Angeles
- California Disabled Veteran Business Alliance
- California Hispanic Chamber of Commerce
- Edison Electric Institute
- Elite National Service-Disabled Veterans Network
- Elite Service-Disabled Veteran-Owned Businesses Network – Inland Empire
- Elite Service-Disabled Veteran-Owned Businesses Network – Orange County

- Elite Service-Disabled Veteran-Owned Businesses Network – San Diego
- National Gay & Lesbian Chamber of Commerce
- Orange County Black Chamber of Commerce
- Orange County Hispanic Chamber of Commerce
- Regional Hispanic Chamber of Commerce
- Southern California Minority Supplier Development Council
- U.S. Hispanic Chamber of Commerce
- Women’s Business Enterprise National Council



Supplier Diversity and Development’s Tarrance Frierson (center) speaks on panel with other utility company representatives at the 44th National Conference of the National Association of Minority Contractors.

## **OUTREACH EVENTS**

In 2013, SCE participated in more than 100 outreach events, which included the following:

### **African American Organizations**

- American Association of Blacks in Energy – 36th National Conference
- Black Business Association – Los Angeles’ 39th Annual Awards Dinner
- Black Business Association – Los Angeles’ 10th Annual Procurement Exchange
- Black Business Association – Los Angeles’ Procurement Opportunity Matchmaking
- Black Business Association – Los Angeles’ Salute to Black Women Business Conference
- California Black Chamber of Commerce’s Annual Legislative Welcome Reception

- California Black Chamber of Commerce's Ron Brown Business Economic Summit & Youth Scholarship Conference
- Greater Los Angeles African American Chamber of Commerce – 20th Annual Economic Awards Dinner
- Moreno Valley Black Chamber of Commerce – 9th Annual Awards Banquet
- Orange County Black Chamber of Commerce's Annual Gala Celebration
- Recycling Black Dollars – 20th Annual Masters Series Luncheon
- Recycling Black Dollars – 25th Annual Positive Side Awards
- San Fernando Valley Black Chamber of Commerce – 9th Annual Communitywide Business Expo
- San Fernando Valley Black Chamber of Commerce – 9th Annual Small Business Gala
- Young Black Contractors Association Inc. – 19th Holiday Gala/Fundraiser

### **Asian American Organizations**

- Asian Business Association – Inland Empire's Procurement Expo
- Asian Business Association – Los Angeles' 37th Annual Awards Gala
- Asian Business Association – Los Angeles' 15th Annual C.K. Tseng Golf Tournament



**SCE Director of Supplier Diversity and Development Joe Alderete (center) receives Corporate Advocate of the Year award from Iris McCammon (left) and Tom Nguyen (right) with the Asian Business Association.**

- Asian Business Association – Orange County's Annual Awards Gala
- Asian Business Association – Orange County's Procurement Conference

- California Asian Pacific Chamber of Commerce – Annual Procurement Conference
- California Journal for Filipino Americans – 19th Annual Awards Gala
- Chinese American Construction Professionals' Awards and Board Installation Dinner
- National Asian American Coalition – 10th Anniversary Awards and Dinner Gala
- US Pan Asian American Chamber of Commerce – CelebrAsian Business Opportunity Conference
- US Pan Asian American Chamber of Commerce – Procurement Connections and Business Matchmaking

### **Latino Organizations**

- California Hispanic Chambers of Commerce – 19th Annual Legislative Conference
- California Hispanic Chambers of Commerce – Annual Conference
- California Hispanic Chambers of Commerce – Economic Summit
- Greater Riverside Hispanic Chamber of Commerce – Boot Camp for Small Business
- Greater Riverside Hispanic Chamber of Commerce – Chairman's Gala and Expo
- Greater Riverside Hispanic Chamber of Commerce – Procurement Conference and Mixer
- High Desert Hispanic Chamber of Commerce – Awards Gala
- High Desert Hispanic Chamber of Commerce – Small Business Assistance Day
- Kern County Hispanic Chamber of Commerce – Small Business Conservation Day
- Latin Business Association and LA Business Journal – 2013 Latino Business Awards
- Latin Business Association – Minority Women Business Conference
- Latin Business Association – SOL Business Awards Gala
- Latino Business Chamber of Greater Los Angeles – Affordable Healthcare Workshop
- Latino Business Chamber of Greater Los Angeles – Awards Luncheon and Business Matchmaking





**Gadi Vasquez, senior vice president, Governmental Affairs, addresses audience at the Orange County Hispanic Chamber of Commerce Estrella Awards banquet.**

- Regional Hispanic Chamber of Commerce – Social Media for Business Workshop
- Regional Hispanic Chamber of Commerce – Super Star Business Lunch Panel and Business Matchmaking
- Tulare Kings Hispanic Chamber of Commerce – Latinas in Technology Awards
- U.S. Hispanic Chamber of Commerce – Annual Conference

#### **Native American Organizations**

- American Indian Chamber of Commerce of California – Annual June Recognition Luncheon & MEDweek Event
- American Indian Chamber of Commerce of California – Expo 2013
- American Indian Chamber of Commerce of California – Heritage Month Luncheon
- American Indian Chamber of Commerce of California – San Diego/Southern California Joint Chapter Meeting
- Native American Indian Advisory Council Retreat
- American Indian Chamber Education Fund Procurement Technical Assistance Program at the Procurement Technical Assistance Centers (PTAC) at Pechanga
- National Center for American Indian Enterprise Development – Reservation Economic Summit (RES)
- Walking Shield, Inc. – Walking Shield Native American Indian Conference

#### **Service Disabled Veteran Organizations**

- American GI Forum of California
- Business Matchmaking – Opportunities for Diverse Business Enterprises and Service Disabled Veterans
- California Alliance Service-Disabled Veteran Network – Rollout of Veterans and Edison Teaming Successfully (VETS) Program at monthly meeting (Los Angeles/Orange County/San Diego)
- California Disabled Veteran Business Enterprise Alliance – Keep the Promise
- California Disabled Veteran Business Enterprise Alliance – Salute to Veterans
- National Latina Business Women Association – Los Angeles – 4th Annual Business Management Academy Leadership Workshop
- National Latina Business Women Association – Los Angeles – Business Management Academy: Business Planning/Marketing Workshop
- National Latina Business Women Association – Los Angeles – Business Management Academy: Certification, Business Etiquette and Dress Workshop
- National Latina Business Women Association – Los Angeles – Business Management Academy: Finance and Accounting Workshop
- National Latina Business Women Association – Los Angeles – Business Management Academy: Time Management Workshop
- National Latina Business Women Association – Los Angeles – Latinas in Business Awards
- Orange County Hispanic Chamber of Commerce – Estrella Awards
- Orange County Hispanic Chamber of Commerce – Small Business Awards
- Orange County Hispanic Chamber of Commerce – Corporate Diversity Business Conference and Matchmaking
- Regional Hispanic Chamber of Commerce – Mujeres Del Ano 2013 Awards Gala
- Regional Hispanic Chamber of Commerce – Southern California Business Development Conference

- Elite Service-Disabled Veteran-Owned Business Network – Rollout of Veterans and Edison Teaming Successfully (VETS) Program at monthly meeting (Los Angeles/Orange County/San Diego)
- Elite Service-Disabled Veteran-Owned Business Network – 10th Annual National Convention
- Supplier Diversity Conference for Service Disabled Veterans – SCE\CPUC Joint Initiative (SCE hosted)
- The Patriot Group – Hire a Patriot Career, Education and Resource Fair

### **Women Organizations**

- National Association of Women Business Owners – Los Angeles – High Tea Reception
- National Association of Women Business Owners – Los Angeles – Leadership and Legacy Awards Luncheon
- National Association of Women Business Owners – Los Angeles – PEAK Academy Program, Supplier Readiness Certificate Program and Organizational Transition Workshop



**Participants with the National Association of Women Business Owners-Los Angeles break from workshop session for photo opportunity.**

- Women's Business Enterprise Council-West – 10th Annual Strategic Procurement Opportunity Conference and Awards Gala
- Women's Business Enterprise Council-West – Annual Procurement Exchange Summit
- Women's Business Enterprise Council-West – Platinum Supplier Program Series
- Women's Business Enterprise National Council – National Conference and Business Fair
- Women's Business Enterprise National Council – Summit and Salute

### **Other Organizations/Events**

- California Public Utilities Commission – 2013 Small Business Expo and Matchmaking Fair (CPUC & PG&E)
- Metropolitan Water District of Southern California – Connect to Met
- National Council of Minorities in Energy – 13th Annual Meeting on Energy Procurement Contractual Requirements, Accomplishments and Challenges
- National Gay & Lesbian Chamber of Commerce – Business and Leadership Conference
- National Gay & Lesbian Chamber of Commerce – National Dinner
- National Gay & Lesbian Chamber of Commerce – Policy and Procurement Forum
- National Minority Supplier Development Council – National Conference and Business Opportunity Fair
- Orange County Transportation Authority – Small Business Conference and Matchmaking
- Southern California Minority Supplier Development Council – Leadership Excellence Awards
- Southern California Minority Supplier Development Council – Minority Business Opportunity Day 2013
- Southern California Minority Supplier Development Council – Supplier of the Year Awards



**Former California Assemblywoman Gwen Moore (center), with SCE's Joe Alderete (left) and Doug Bauder (right) at the Southern California Minority Supplier Development Council's Leadership Excellence Awards.**

## 2013 Awards and Recognition

SCE received numerous honors and awards in 2013 for its leadership in supplier diversity. These included:

- Asian Business Association – Los Angeles' Special Recognition Award
- Asian Business Association – Orange County's Special Recognition Award
- Asian Business Association – Orange County's Corporate Advocate of the Year Award
- Black Business Association's President's Award
- California Disabled Veteran Business Enterprise Alliance's Corporate Sponsor of the Year
- California Disabled Veteran Business Enterprise Alliance's Small Business Service Award
- Elite Service-Disabled Veteran-Owned Business Network Award for Years of Outstanding Leadership, Support and Commitment
- Greater Los Angeles African American Chamber of Commerce's Mentor Corporation of the Year Award
- High Desert Hispanic Chamber of Commerce's Corporate Agency of the Year
- National Latina Business Women Association – Los Angeles' Women of Excellence Award
- National Law Journal's Legal Department of the Year (Outside Counsel Management)
- Native American Indian National RES 2013's Corporate Advocate of the Year Award
- Orange County Hispanic Chamber of Commerce's Lifetime Achievement Award
- Regional Hispanic Chamber of Commerce's Mujeres Del Año (Women of the Year) Award
- U.S. Hispanic Chamber of Commerce's "Million Dollar Club"



SCE SVP and CFO Linda Sullivan (second from left) receives Corporation of the Year Award from the Black Business Association (l to r): Earl "Skip" Cooper, Black Business Association; Francis Grice, ADF Networking Consultancy, Inc.; Bill Freeman, Freeman Alternative Resources.

## SUMMARY OF PURCHASES AND/OR CONTRACTS (9.1.2)

WMDVBE Annual Results by Ethnicity					
2013					
		Direct	Sub	Total \$	%
1.	Asian Pacific	\$96,984,317	\$16,041,417	\$113,025,734	3.2%
2.	African American	\$73,940,594	\$22,021,508	\$95,962,102	2.7%
3.	Minority Latino	\$187,409,635	\$191,775,823	\$379,185,458	10.8%
4.	Male Native American	\$40,345,777	\$2,796,098	\$43,141,875	1.2%
5.	Other	\$9,600	\$94	\$9,695	0.0%
6.	<b>Total Minority Male</b>	<b>\$398,689,924</b>	<b>\$232,634,940</b>	<b>\$631,324,864</b>	<b>18.0%</b>
7.	Asian Pacific	\$26,110,709	\$46,674,515	\$72,785,224	2.1%
8.	African American	\$34,364,802	\$12,669,107	\$47,033,909	1.3%
9.	Minority Latino	\$100,968,234	\$31,124,817	\$132,093,051	3.8%
10.	Female Native American	\$6,067,955	\$22,416	\$6,090,371	0.2%
11.	Other	\$639,943	\$3,572,972	\$4,212,914	0.1%
12.	<b>Total Minority Female</b>	<b>\$168,151,643</b>	<b>\$94,063,827</b>	<b>\$262,215,470</b>	<b>7.5%</b>
13.	Total Minority Business Enterprise (MBE)	\$566,841,567	\$326,698,767	\$893,540,334	25.5%
14.	Women Business Enterprise (WBE)	\$299,287,030	\$203,457,296	\$502,744,327	14.3%
15.	Subtotal Women, Minority Business Enterprise (WMBE)	\$866,128,597	\$530,156,064	\$1,396,284,661	39.8%
16.	Service Disabled Veteran Business Enterprise (SDVBE)	\$28,163,069	\$12,712,944	\$40,876,013	1.2%
17.	<b>TOTAL WMDVBE</b>	<b>\$894,291,666</b>	<b>\$542,869,007</b>	<b>\$1,437,160,673</b>	<b>41.0%</b>
18.	Net Procurement**	\$3,506,138,167			

\*\*Note: Net Procurement includes purchase order, non-purchase order, and credit card dollars.



**PROGRAM EXPENSES (9.1.3)**

Expense Category	2012
Wages	\$1,157,053
Other Employee Expenses	\$243,731
Reporting Expenses	\$147,225
Sponsorships/Other	\$1,275,884
Consultants	\$706,237

**GOAL PROGRESS (9.1.4)**

Category	Current Year Results	Current Year Goals
Minority Male	18.0%	10.0%
Minority Female	7.5%	5.0%
Minority Business Enterprise (MBE)	25.5%	15.0%
Woman Business Enterprise (WBE)	14.3%	5.0%
Subtotal of Woman, Minority Business Enterprise (WMBE)	39.8%	20.0%
Service Disabled Veteran Business Enterprise (SDVBE)	1.2%	1.5%
<b>TOTAL WMDVBE</b>	<b>41.0%</b>	<b>38.0%</b>

**Goal Progress**

In 2013, SCE achieved **41%** of its total procurement spending with **diverse suppliers**. Other highlights of the year included:

- Total spending with WMDVBEs exceeded **\$1.4 billion**
- An **8.9%** increase in **Tier 2** spending over 2012
- Exceeded CPUC goal of 21.5% **by 19.5%**
- Diverse suppliers **consistently participated** in RFPs
- **Achieved 40%** aspirational goal two years ahead of schedule

**WITH ITS LEGACY OF COMMITMENT, PARTNERSHIP AND INCLUSION**, the company will continue to work with diverse suppliers and community partners, identify new business opportunities for more WMDVBEs, and offer technical assistance and guidance to diverse suppliers.

**SCE'S GOAL FOR 2014 IS TO MAINTAIN 40% OF TOTAL PROCUREMENT SPENDING WITH WMDVBEs.**

The company will focus special efforts and strategies on growing spending with Native American- and service disabled veteran-owned businesses and diverse subcontractors. SCE will also continue to strengthen partnerships with CBOs to support EDGE supplier development initiatives.

**SUBCONTRACTORS (9.1.5)**

**A Summary of Prime Contractor Utilization of WMDVBE Subcontractors**

	Minority Male	Minority Female	Minority Business Enterprise (MBE)	Woman Business Enterprise (WBE)	Woman Minority Business Enterprise (WMBE)	Service Disabled Veteran Enterprise (SDVBE)	TOTAL WMDVBE
Direct \$	\$398,689,924	\$168,151,643	\$566,841,567	\$299,287,030	\$866,128,597	\$28,163,069	\$894,291,666
Subcontracting \$	\$232,634,940	\$94,063,827	\$326,698,767	\$203,457,296	\$530,156,064	\$12,712,944	\$542,869,007
<b>TOTAL \$</b>	<b>\$631,324,864</b>	<b>\$262,215,470</b>	<b>\$893,540,334</b>	<b>\$502,744,327</b>	<b>\$1,396,284,661</b>	<b>\$40,876,013</b>	<b>\$1,437,160,673</b>
Direct %	11.4%	4.8%	16.2%	8.5%	24.7%	0.8%	25.5%
Subcontracting %	6.6%	2.7%	9.3%	5.8%	15.1%	0.4%	15.5%
<b>TOTAL %</b>	<b>18.0%</b>	<b>7.5%</b>	<b>25.5%</b>	<b>14.3%</b>	<b>39.8%</b>	<b>1.2%</b>	<b>41.0%</b>
Net Procurement							\$3,506,138,167

**37.8%** of WMDVBE spend through subcontracting



**8.9%** increase in TIER 2 spending



**100+ PRIMES** in subcontracting program



**BECOMING A STRONGER COMPANY THROUGH SUPPLIER DIVERSITY**  
**PAR ELECTRICAL CONTRACTORS**

*A few years ago, supplier diversity was hardly top of mind for PAR Electrical Contractors, a leading electrical contracting company in North America. But when SCE, one of PAR's largest customers, made it known that supplier diversity was a priority, PAR officials took notice.*

Today, PAR achieves more than 40% in Tier 2 spending with 40-plus diverse subcontractors in such areas as underground civil construction services, traffic control, environmental monitoring, security, drilling, wiring and safety equipment. Almost 100% of the company's tools are purchased through diverse suppliers. PAR is especially proud of its spending with service disabled veteran-owned businesses, which reached 4.5% in 2013. PAR, a prime SCE supplier for nearly 15 years supporting distribution, overhead and underground transmission lines and construction and substation projects, developed a supplier diversity program because SCE required it. But the Kansas City, Mo.-based company soon saw the advantages of working with diverse subcontractors.

"Once we got involved with the program, we saw how beneficial it was to the company," explains Steve Adams, executive vice president. "Supplier diversity has made us a better, stronger company and



PAR's Steve Adams at SCE's 500-KV Red Bluff substation. With SCE's encouragement, PAR developed its own robust supplier diversity program.

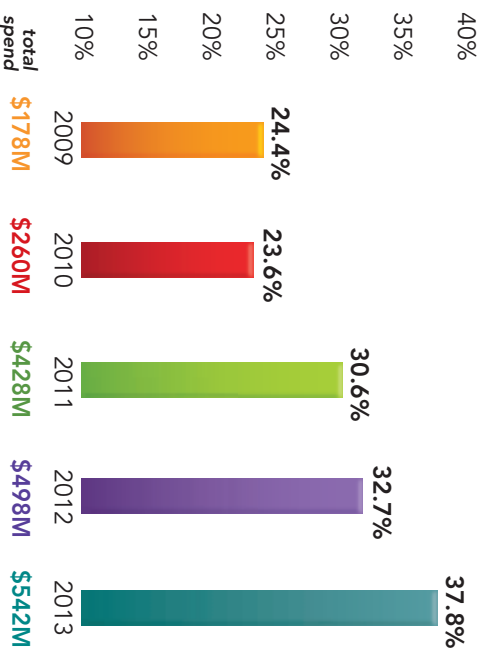
has allowed us to focus on our core business. Whenever we have a niche outside our core business, we look for diverse suppliers."

A company representative regularly attends networking events to identify woman-, minority- and service disabled veteran-owned firms. Striving to see diverse subcontractors succeed and grow, PAR meets with its 15 largest suppliers at least once every two months and provides assistance and introductions to other companies. Some of these companies have gone on to win direct contracts with SCE.

*"Working with these subcontractors," he adds, "we have a heck of a team and we're pretty hard to beat."*

**collaboration**

## WMDVBE Subcontracting Spend



The company continued to encourage its prime suppliers to subcontract a portion of all contracts valued at \$250,000 or above to WMDVBEs, which exceeds the CPUC's General Order 156 requirement of \$500,000.

In 2013, purchases with diverse subcontractors grew to \$542 million, an 8.9% increase from 2012. SCE's strong performance is due to targeted activities to increase subcontracting spend with prime suppliers and greater overall awareness of WMDVBE subcontracting goals.

There were many subcontracting success stories, particularly with SDVBEs. Among them: a \$10 million contract to transport materials from warehouses to the field and a \$2.6 million construction contract.

### COMPLAINTS (9.1.6)

SCE did not receive any formal complaints in 2013.

### DIVERSE SUPPLIERS IN LOW-UTILIZATION AREAS (9.1.8)

SCE continued its focus on new opportunities for diverse suppliers in traditionally underutilized areas and the company's efforts are paying off.

While there are challenges in finding qualified diverse firms that meet SCE's complex business and procurement requirements for certain services, the company has made it a priority to identify diverse firms that can bid and compete in these areas.

## FINANCIAL SERVICES

SCE's continued efforts to increase business activity with diverse financial services firms yielded positive results. These results were directly attributed to increased communications with primary and diverse vendors, active participation in regulatory, legislative and industry conferences and forums, and advancing and cultivating greater awareness within the organization. As a result, SCE continued its record of measurable procurement activity with WMDVBEs in various key financial areas, including investment banking, investment management, commercial banking and consulting.

### Investment Banking

In 2013, SCE reached another milestone in its efforts to increase the use of diverse investment banks. In its six capital market transactions, SCE appointed a record 17 WMDVBE firms (including two SDVBEs) to lead- and/or co-manager positions. As a result, over \$3.8 million in fees were paid to these diverse investment banks – this equates to 21% of underwriting fees on institutional-focused transactions and 15% of total fees overall (including retail-focused transactions). Pursuant to the CPUC's Financing Rule adopted in Decision 12-06-015, the table on page 22 details SCE's utilization of WMDVBE investment banks for its capital market transactions in 2013.

In addition, SCE was active in the commercial paper market during 2013 and issued \$6.1 billion of short-term securities through a WMDVBE dealer. This represented 20% of SCE's total short-term financing activity for the year.

### Investment Management

SCE's utilization of WMDVBE investment managers has grown measurably from 2008 through 2013. While total assets under management have increased 66% during this period, assets managed by WMDVBE firms have increased from \$348 million to \$1 billion – a nearly 200% increase – and represented 10% of total assets under management. SCE assets under management by WMDVBEs in 2013 consisted of \$512 million among nine firms for the pension fund, \$392 million among four firms for the other benefit trusts (401(k) and PBO), and \$126 million with one firm for the Nuclear Decommissioning Trusts (NDTs).





During the year, SCE continued its pipeline activity of research and analysis on WMDVBE investment managers and included such firms in all investment manager searches, a core business practice for several years. In fact, seven of the 58 (12%) meetings with investment managers in 2013 were with WMDVBEs.

In addition, to reinforce the company's commitment to diverse firms in the management and servicing of trust assets, SCE's investment managers are reminded annually about SCE's Supplier Diversity and Development Program goals. Managers are encouraged to execute trades through WMDVBE broker-dealers consistent with their "best execution" mandate in managing SCE trust assets. As a result of these efforts, commissions paid to WMDVBE brokers in 2013 totaled \$275,700, or 21% of total commissions paid to all brokers. Also, SCE solicited information on their utilization of WMDVBEs in all RFPs sent to potential service providers (money managers, trustees, etc.).

### **Commercial Banks**

In 2013, SCE expanded its use of the Certificate of Deposit Account Registry Service (CDARS) network to invest a total of \$12 million with two WMDVBE banks. Through the CDARS program, these banks, in turn, reallocated those deposits to other minority and community banks, resulting in further deployment of those invested funds into local communities. In addition, SCE continued its Money Market Insured Deposit Account Service (MMIDAS) investment with a WMDVBE bank. MMIDAS deposits are made with one commercial bank and then reallocated to eligible banks to maximize FDIC protection coverage, similar to the CDARS program. SCE has maintained a \$5 million MMIDAS deposit with a WMDVBE bank since 2009. This \$17 million in CDARS and MMIDAS deposits with WMDVBE banks reflects a 55% increase from 2012.

SCE is taking several actions to further engage WMDVBE financial suppliers. For example, in 2013, the company invested \$18 million of short-term funds through a money-market portal managed by an African American-owned investment firm. In total, SCE placed \$93 million in money market investments through WMDVBE brokers, a 107% increase from 2012.

### **Consulting and Other Financial Services**

SCE continued to identify diverse business consultants and other experts and professionals in various financial service areas, including accounting, remittance processing, accounts payable, tax, auditing, regulatory finance, general rate case, compliance, and business process and system reengineering. For the past 12 years, SCE has retained a Los Angeles-based African American-owned CPA firm to audit various pension and benefit funds and to prepare financial statements for the NDTs. Since 2012, SCE has utilized another WMDVBE to review its General Order 77 annual filing with the CPUC. Additionally, SCE has engaged a woman-owned consulting firm for various regulatory proceedings since 2006. The company also continued to identify diverse consultants to assist with its tax compliance process. Moreover, as a result of the company's proactive outreach to educate diverse consultants, the Tax Department was able to certify a new WMDVBE in 2013 to perform tax compliance work. In 2012, the company selected a Los Angeles-based African American-owned CPA firm to perform audit work required for two Department of Energy grants received by SCE under the American Recovery and Reinvestment Act of 2009, and this engagement continued in 2013.

### **Outreach/Pipeline Activities**

Throughout the year, SCE proactively worked with diverse service providers to educate them on the process of qualifying and participating in SCE's Supplier Diversity and Development Program. SCE expanded its outreach program in the trust investment management area by participating in more conferences, seminars, and symposiums attended by WMDVBE investment managers.

Since 2006, SCE's Finance organization, along with the Corporate Communications department, has supported the Verbum Dei High School Corporate Work Study Program through student mentoring and on-the-job work experience. Verbum Dei serves a very economically and educationally underserved area of Los Angeles, with an approximately 50%/50% Latino and African American student population. SCE currently hosts eight student interns ranging from grades 9 through 12 at its corporate office. This program has succeeded in a 100% graduation rate among its participants, with over 70% of those going on to four-year colleges and universities, and the remainder beginning their college careers at community colleges.

## LEGAL SERVICES

In the area of legal services, more than \$7.5 million was spent with diverse firms, representing more than 23% of SCE's total expenditures on outside law firms, an increase over 2012 by 9%. Pursuant to Section 4.1.1 of Decision No. 12-11-051, charges incurred in 2013 due to the SONGS units 2 and 3 outages, including outside counsel-related expenses, have been recorded in a balancing account. Therefore, the outside counsel expenses recorded in this balancing account are not included in the procurement total used to calculate the WMDVBE percentage for legal service.

As in previous years, the Law Department focused its 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.

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

As previously mentioned, in 2013, department procurement with diverse firms totaled over 23%, which represents \$7.5 million spent with diverse firms. Several certified WMDVBE law firms performed a significant amount of legal services for the company and, as a result, three were in the top 10 law firms in terms of legal fees paid by SCE's Law Department.

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

Consistent with the CPUC's direction, SCE has been providing information on the contract dollars spent with major law firms for work performed by women, minority, and service disabled veteran attorneys. This information includes both attorneys and paralegals. The major firms that provided data on the following chart (page 26) represents seven of SCE's top 10 major law firms (not CPUC-WMDVBE certified). As noted earlier, the top 10 major law firms based on fees paid by SCE's Law Department include three certified firms, but the data on these firms are excluded from the chart. The information relating to the three certified law firms is included as part of SCE's WMDVBE percentage.

### **Diversity within the Law Department**

SCE's Law Department consists of 89 attorneys, of which 60% are females and 27% are minorities. The department's overall in-house diversity is 71% (all females and minority males).

### **Outreach/Pipeline Efforts**

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

The department remained involved in the Streetlaw program, which introduces students at three local high schools to the legal profession. SCE attorneys visited schools to teach one-hour sessions on a substantive area of law, such as the First Amendment, intellectual property, and search and seizure laws. Students were later invited to SCE's headquarters for an all-day workshop where they participated in exercises and scenarios focused on getting a feel for the type of work that attorneys do on a daily basis. SCE also held an essay competition for the Streetlaw students. In 2013, SCE awarded three scholarships for \$500 each to the winning students.

As SCE has done for the past eight years, the company sponsored several attorneys in coaching middle school students in the Constitutional Rights Foundation's mock-trial program. The program involves students presenting a hypothetical criminal case that is judged by a panel of judges and attorneys. In 2013, five SCE attorneys volunteered three times a week at Monterey Highlands School, whose student population is made up of 95% minorities, in preparation for the mock-trial competition. Additional SCE attorneys assisted as practice judges in preparation for the competition, and other SCE attorneys served as scorers for the Constitutional Rights Foundation's high school mock trial competition. In 2013, the middle school students from Monterey Highlands who were coached by SCE attorneys placed in the top four teams out of 44 teams that were competing, thus qualifying for the semifinals for the first time.

In 2009, SCE was involved in the creation of the Leadership Council on Legal Diversity (LCLD) a national organization dedicated to increasing diversity in the legal profession. The organization is comprised of the general counsels of Fortune 500 companies and managing partners of the largest firms in the country. SCE continues to be actively engaged in a number of LCLD programs. For example, in 2013, six SCE attorneys signed up as mentors as part of LCLD's Mentors Program, where the attorneys will mentor minority students from local law schools throughout the students'

academic years of law school. Two of SCE's attorneys were nominated to participate in LCLD's Fellows Program, which is designed to help increase diversity at the leadership levels of the nation's law firms and corporate legal departments. Finally, SCE participated in LCLD's 1L Scholars Program designed to strengthen the legal pipeline by expanding opportunities for diverse first-year law students.

In addition, SCE continued to sponsor and fund a diversity scholarship for a first-year law student through the California Bar Foundation and the Mexican American Bar Foundation. SCE also provided financial support for UC Irvine's Saturday Law Academy.

SCE attorneys continued to be involved in various legal associations focused on ethnic diversity in the legal profession and were active members in the Puerto Rican Bar Association of California, Hispanic

National Bar Association, Korean American Bar Association of Southern California, the Mexican American Bar Foundation, and Armenian Bar Association. An SCE attorney also made a presentation to the Filipino Bar Association on the topic of privately held public utilities hiring ethnically diverse, woman and veteran outside counsel.

Lastly, SCE participated in the California Minority Counsel's Los Angeles Business Conference, interviewing more than 15 law firms with ethnically diverse and woman attorneys for possible business opportunities with SCE.

### **Recognition**

SCE's Law Department was recognized by the *National Law Journal* as the Legal Department of the Year (Outside Counsel Management).

## LONGTIME SUPPLIER GROWS WITH HELP FROM SCE

### PHENIX TRUCK BODIES AND EQUIPMENT

**After Rick and Paul Albertini took over Phenix Truck Bodies and Equipment from their parents, they set their sights on working with SCE. With the utility's help, the company became a subcontractor, outfitting vehicles with customized equipment. Nearly 25 years later, the partnership remains strong and has been key to Phenix's growth and success.**

"When we first started working with SCE, we were a subcontractor to truck dealerships and had fewer than 10 employees. Today, we have almost 100 employees working out of our 100,000-square-foot facility in Pomona. We've been able to grow with a lot of help from Edison," says Rick Albertini.

He notes that one-third of Phenix's workforce is dedicated to supplying the utility with 300 to 600 underground, service and support trucks each year. This includes installing hydraulic systems, emergency lighting, cranes and generators.

The Supplier Diversity and Development group has provided assistance to the Latino-owned company over the years, providing insight into working with SCE and inviting Phenix representatives to



**Rick Albertini of Phenix Truck Bodies and Equipment says his 25-year partnership with SCE has been key to the company's growth and success.**

business seminars, "which have proven to be beneficial in growing our business," he adds.

In 2010, the company became a prime supplier with trucker dealerships as subcontractors to enable SCE to work directly and more effectively with Phenix on design, work and change orders, safety and other requirements.

**"Working with SCE has allowed us to prove to other organizations that we are capable of designing and producing the highest quality truck equipment at the best overall value to customers," he adds. "Being able to meet the standards that SCE requires opens the door for us with other customers."**

**growth**

## Southern California Edison Law Department – CPUC Outside Counsel Diversity

Line No.	Attorney time billed in 2013			Total (\$)
1.	All Male			\$19,510,057.19
2.	Minority Male	Asian Pacific Male		\$604,188.95
3.		African American Male		\$691,102.84
4.		Latino Male		\$727,633.84
5.		Native American Male		\$0.00
6.		Other		\$193,741.33
7.		<b>Total Minority Male</b>		<b>\$2,216,666.96</b>
8.	All Female			\$11,200,220.03
9.	Minority Female	Asian Pacific Female		\$993,028.93
10.		African American Female		\$76,690.80
11.		Latino Female		\$43,506.10
12.		Native American Female		\$0.00
13.		Other		\$4,434.75
14.		<b>Total Minority Female</b>		<b>\$1,117,660.58</b>
15.		<b>Total Minority</b>		<b>\$3,334,327.54</b>
16.	Non-Minority Female			\$10,082,559.45
17.	Service Disabled Veteran			\$0.00
18.	Total Minority, Non-Minority Female & Veterans			\$13,416,886.99

## Southern California Edison Law Department – CPUC Outside Counsel Diversity

Line No.	Paralegal time billed in 2013			Total (\$)
1.	All Male			\$652,269.82
2.	Minority Male	Asian Pacific Male		\$0.00
3.		African American Male		\$0.00
4.		Latino Male		\$0.00
5.		Native American Male		\$0.00
6.		Other		\$0.00
7.		<b>Total Minority Male</b>		<b>\$0.00</b>
8.	All Female			\$363,727.31
9.	Minority Female	Asian Pacific Female		\$73,710.59
10.		African American Female		\$30,842.82
11.		Latino Female		\$472.50
12.		Native American Female		\$0.00
13.		Other		\$0.00
14.		<b>Total Minority Female</b>		<b>\$105,025.91</b>
15.		<b>Total Minority</b>		<b>\$105,025.91</b>
16.	Non-Minority Female			\$258,701.40
17.	Service Disabled Veteran			\$0.00
18.	Total Minority, Non-Minority Female & Veterans			\$363,727.31



2014 Annual Plan

*commitment*  
A Legacy of **Commitment, Partnership and Inclusion**  
*partnership inclusion*

## 2014 Annual Plan

### GOALS (10.1.1)

#### WMDVBE Annual Short-, Mid- and Long-Term Goals

PRODUCTS											
Short-Term (2014)				Mid-Term (2016)				Long-Term (2018)			
Minority	Minority Business	Woman Business	Service Disabled Veteran Business	Minority	Minority Business	Woman Business	Service Disabled Veteran Business	Minority	Minority Business	Woman Business	Service Disabled Veteran Business
Male	Female	Enterprise (MBE)	Enterprise (WBE)	Male	Female	Enterprise (WBE)	Enterprise (SDVBE)	Male	Female	Enterprise (WBE)	Enterprise (SDVBE)
10%	5.0%	15.0%	5.0%	10%	5.0%	15.0%	5.0%	10%	5.0%	15.0%	5.0%

SERVICES											
Short-Term (2014)				Mid-Term (2016)				Long-Term (2018)			
Minority	Minority Business	Woman Business	Service Disabled Veteran Business	Minority	Minority Business	Woman Business	Service Disabled Veteran Business	Minority	Minority Business	Woman Business	Service Disabled Veteran Business
Male	Female	Enterprise (MBE)	Enterprise (SDVBE)	Male	Female	Enterprise (WBE)	Enterprise (SDVBE)	Male	Female	Enterprise (WBE)	Enterprise (SDVBE)
10%	5.0%	15.0%	5.0%	10%	5.0%	15.0%	5.0%	10%	5.0%	15.0%	5.0%

PRODUCTS AND SERVICES											
Short-Term (2014)				Mid-Term (2016)				Long-Term (2018)			
Minority	Minority Business	Woman Business	Service Disabled Veteran Business	Minority	Minority Business	Woman Business	Service Disabled Veteran Business	Minority	Minority Business	Woman Business	Service Disabled Veteran Business
Male	Female	Enterprise (MBE)	Enterprise (SDVBE)	Male	Female	Enterprise (WBE)	Enterprise (SDVBE)	Male	Female	Enterprise (WBE)	Enterprise (SDVBE)
10%	5.0%	15.0%	5.0%	10%	5.0%	15.0%	5.0%	10%	5.0%	15.0%	5.0%
Short-Term				Mid-Term				Long-Term			
40.0%				40.0%				40.0%			

SCE is committed to achieving the CPUC goal as stated in GO 156. SCE is also committed to meeting the following short-, mid- and long-term goals:

## PLANNED INTERNAL/EXTERNAL ACTIVITIES (10.1.2)

### PLANNED INTERNAL ACTIVITIES

SCE plans to build on its 2013 successes by focusing on maintaining innovative approaches and executing targeted outreach strategies. Programs such as EDGE will be key to the company's success in 2014.

#### PLANNED ACTIVITIES INCLUDE THE FOLLOWING:

- Continued focus on growing spending with Native American-, service disabled veteran-owned businesses, and diverse subcontractors.
- Continued outreach to increase the number of WMDVBes in power procurement.

- Supplier Diversity and Development will engage key internal stakeholders (Human Resources, Local Public Affairs, Community Investment and LGBT Employee Resource Group) to discuss and align supplier diversity and LGBT efforts with the corporate diversity and inclusion strategy and objectives.
- Participating in benchmarking efforts to identify best practices to sustain current performance.
- Expanding and strengthening relationships with internal organization and promoting and/or increasing Supplier Diversity and Development participation in strategic planning efforts.
- Refining internal process for early integration of supplier diversity discussions.

## ONE CONTRACT LEADS TO OTHERS

### THE SANBERG GROUP INC.

**In 2012, Sandy Schneeberger attended an SCE-hosted event for service disabled veteran business enterprises (SDVBES) interested in doing work with the utility. She heard about an upcoming Request for Proposal to assemble Broadband Global Area Network equipment to enable SCE to read meters in remote areas. A few months later, she learned her firm, The Sanberg Group, Inc., had won its first SCE contract.**

Since then, the Santa Fe Springs-based company, which specializes in environmental compliance and restoration, was awarded one other prime contract and four subcontracting contracts to provide biological and cultural monitoring services at SCE transmission line and substation construction sites.

"The first contract was not in our main wheelhouse, but I knew we had the capabilities from our past experience in construction and our technical staff," says Schneeberger, a retired service disabled veteran with 20-plus years of active and reserve duty.

The Sanberg Group continues to take advantage of SCE programs for SDVBES. Schneeberger, who serves as president and CEO, and other company representatives have attended Veterans and Edison Teaming Successfully (VETS) outreach events.



From left, Dale Schneeberger, Sandy Schneeberger and Kyle Petersen discuss work on an SCE project.

Through VETS, Schneeberger and her team have learned tools to help the company grow and succeed, received one-on-one coaching and met key SCE managers as well as prime contractors, which resulted in subcontracting work.

Schneeberger, who also serves as president of the Los Angeles chapter of the Elite Service-Disabled Veteran-Owned Business (SDVOB) Network, has found SCE's Supplier Diversity and Development team passionate about getting more SDVBES to do business with SCE.

*"They're very targeted in what they're trying to do – bringing together small businesses with those decision makers in order to have relationships and understanding."*

coaching

## PLANNED EXTERNAL ACTIVITIES

SCE plans to continue to partner with diverse business enterprises, CBOs and others to identify more opportunities to work with the company. The following are among SCE's planned activities in 2014:

### Planned Outreach

#### **African American Businesses**

In 2014, SCE will increase its leadership role with African American strategic partners by emphasizing business development programs. The company's activities will involve local, state and national organizations including the GLAAACC, BBA-LA, California Black Chamber of Commerce, and U.S. Black Chamber of Commerce. SCE will support these organizations with resources to provide technical assistance and/or business development opportunities to their members. SCE will also utilize its long standing relationship with ADF Networking Consultancy to reach out to suppliers in niche business areas.

#### **Asian American Businesses**

In 2014, SCE will continue to take leadership roles and actively participate in the Corporate Advisory Board committees of Asian business advocacy organizations. SCE will provide continued support of the Asian Business Association (Los Angeles, Orange County, Inland Empire chapters) and each chapter's respective technical assistance initiatives, procurement conferences and annual awards banquets.

SCE will also provide ongoing support of the CAPCC, US Pan Asian American Chamber of Commerce, National Asian American Coalition, Chinese American Construction Professionals and other CBOs in their efforts to advance Asian businesses to the next level.

#### **Latino Businesses**

SCE will again play a prominent leadership role in the Latino business community on a national, state and local level. At the national level, SCE will be an active member in the U.S. Hispanic Chamber of Commerce by serving on its procurement committee and providing strong participation at the annual convention. On a state level, SCE will be a strategic partner with the California Hispanic Chamber of Commerce, serve on its procurement committee, continue to support technical assistance and capacity building programs, and have a prominent role in its annual convention. Locally, SCE will provide ongoing support of various local Hispanic Chambers of

Commerce, Latin Business Association, Los Angeles Latin Business Chamber and the National Latina Business Women Association. This includes continuing to serve on local chamber committees/boards and participating in events that bring together SCE procurement decision makers with members of these organizations to facilitate doing business together.

SCE will also strategically partner with these organizations to identify and develop technical assistance/capacity building and other developmental programs to meet the specific needs of their members to help advance their business goals.

#### **LGBT Community and Others**

SCE will continue its partnership with the National Gay & Lesbian Chamber of Commerce (NGLCC) and support the following events: National Business Leadership Conference, Public Policy and Procurement Forum, LGBTBE Strategic Growth and Development Institute and National Dinner.

The company will also engage with peer utilities to understand their plans and leverage opportunities for collaboration in the LGBTBE community, launch efforts to begin building partnerships with local LGBT chamber organizations (Los Angeles, Long Beach and Palm Springs) and participate in the 2014 National Minority Supplier Development Council (NMSDC) conference. In addition, SCE will again participate in the CUDC's annual forum.

#### **Native American Businesses**

In 2014, SCE will continue to implement strategies to increase spend with Native American businesses and organizations, including the AICCC and serving as its Advisory Council co-chair. The company will again introduce procurement agents at chamber meetings to tribal business owners for upcoming contracts and discuss the advantages of supporting the AICCC and the Native American business community.

#### **Service Disabled Veteran Businesses**

Through the company's support and engagement with SDVBE organizations and firms, SCE achieved significant contracting successes in both Tier 1 and Tier 2 categories in 2013. Supplier Diversity and Development will partner with Supply Management and other departments to reach out to SDVBE organizations and others to identify additional business prospects at SCE.





**Sally Garcia with SCE Supplier Diversity and Development talks to Simon Stoppel, Ola Technologies, at the Regional Hispanic Chamber of Commerce Business Development Conference.**

Supplier Diversity and Development will continue to meet with SDVBE organizations and businesses on best practices and other measures to further increase SDVBE prime and subcontracting opportunities.

The success of the Supplier Diversity and Development team's efforts are best summed up by National Elite Service-Disabled Veteran-Owned Business (SDVOB) Network Chairman Bob Mulz, who said, "I want to express my deepest appreciation to the entire staff of Southern California Edison for their continued support to the success of the Elite SDVOB Network for over a decade. The unwavering support shown by the Supplier Diversity team has made a major impact on helping the network in reaching its goal of 'Helping other veterans to help themselves.' Once again, the nation's heroes thank you!"

### **Women Organizations**

The company will continue its ongoing support of women business advocacy organizations on a national and regional level. SCE plans to support WBEC-West's 2014 Summit and Salute Conference and 15th Annual National Conference and Business Fair. SCE will also join the board of WBEC-West in 2014. In addition, the company will continue to participate in and support WBEC-West's Platinum Supplier Program Series and its 11th Annual Strategic Procurement Opportunity Conference.

In 2014, SCE will again be the flagship sponsor and supporter of NAWBO-LA's PEAK Academy, a capacity building and technical assistance program designed to assist women-owned businesses fine-tune and sharpen their business acumen. SCE will also support NAWBO-LA's Annual Leadership and Legacy Awards Luncheon and its 1st Annual Women Business Procurement Conference.

### **Key WMDVBE Organizations and Events**

Among the anticipated events in 2014:

- American Association of Blacks in Energy – 36th National Conference
- American Indian Chamber of Commerce of California – Annual June Recognition Luncheon & MEDweek Event
- American Indian Chamber of Commerce of California – Expo 2014
- American Indian Chamber of Commerce of California – Heritage Month Luncheon
- Asian Business Association – Los Angeles Annual Awards Banquet
- Asian Business Association – Orange County's Annual Procurement Conference and Awards Gala
- Black Business Association – Los Angeles' 11th Annual Procurement Exchange
- Black Business Association – Los Angeles' 40th Annual Awards Dinner
- California DVBE Alliance – Keep the Promise
- California DVBE Alliance's "Salute to Veterans"
- California Hispanic Chambers of Commerce's Annual Convention, Economic Summit, and Business Workshops
- Elite SDVOB Network – 11th Annual National Convention
- Greater Los Angeles African American Chamber of Commerce – 21st Annual Economic Awards Dinner
- Hispanic Chambers of Commerce training and development workshops and business matchmaking events
- Latin Business Association's Annual Minority Women's Business Conference & Sol Business Awards Gala
- Los Angeles Latino Chamber of Commerce's Business Awards Luncheon and Matchmaking
- National Association of Women Business Owners – Los Angeles PEAK Academy Program and Annual Leadership and Legacy Awards Luncheon
- National Gay & Lesbian Chamber of Commerce – Business and Leadership Conference
- National Gay & Lesbian Chamber of Commerce – National Dinner

- National Gay & Lesbian Chamber of Commerce – Policy and Procurement Forum
- National Latina Business Women Association – Los Angeles’ – Business Management Academy and Women in Business Awards
- National Minority Supplier Development Council – National Conference and Business Opportunity Fair
- Orange County Hispanic Chambers of Commerce Small Business Awards and Estrella Awards
- Regional Hispanic Chamber of Commerce’s Superstar Procurement & Matchmaking, Southern California Conference, Business Development Conference & Matchmaking and Annual Mujeres Del Año Awards
- U.S. Hispanic Chambers of Commerce’s Annual Convention
- US Pan American Chamber of Commerce Annual CelebrAsian Procurement Opportunity Conference

## LEADING SCE’S ADVERTISING AND MARKETING CAMPAIGNS

### IW GROUP, INC. AND QUIGLEY-SIMPSON

**IW Group, Inc. had a 10-year history with SCE handling multicultural marketing and advertising projects. Quigley-Simpson representatives were attending a workshop on how to do business with SCE when they learned of an upcoming Request for Proposal for advertising services. This was their first opportunity to bid on an SCE project. In 2013, both firms were awarded contracts, representing the first time SCE has had two diverse firms as lead advertising agencies.**

IW Group, an Asian American-owned, full-service ad and public relations agency in West Hollywood, assists SCE with media planning and buying and multicultural advertising services. Quigley-Simpson, a woman-owned, full-service ad agency in Los Angeles, manages the strategic, creative and production efforts for SCE’s advertising and marketing campaigns.

Using a total market approach, Quigley-Simpson collaborates with IW Group and Latino- and African American-owned ad agencies, Bauman Curry and Lopez Negrete, to communicate SCE’s messages throughout the utility’s service area.

“What’s different is we’re not coming up with a general market approach and going to ethnic agencies. We’re creating ideas in a team environment to ensure they are appropriate across all cultures. It’s a true partnership

- WBEC-West’s Annual Strategic Procurement Opportunity Conference
- Women’s Business Enterprise National Council’s Annual Summit and Salute and Annual Procurement Conference

### RECRUITMENT PLANS FOR SUPPLIERS IN LOW-UTILIZATION AREAS (10.1.3)

To increase procurement opportunities with WMDVBES in low-utilization areas, SCE will continue to:

- Employ public agencies, utilities, corporations, and trade organization databases as WMDVBE resources.
- Identify additional WMDVBE procurement spending opportunities in materials and services.
- Ensure inclusion of diverse suppliers during the procurement process, where applicable.



**IW Group’s Bill Imada and Quigley-Simpson’s Alissa Stakgold have formed a “true partnership from the ground up” as SCE’s lead advertising agencies.**

from the ground up,” says Quigley-Simpson’s Managing Director Alissa Stakgold.

For IW Group, work with SCE evolved over the years. The firm received advice and mentoring from SCE executives and the Supplier Diversity and Development team, which led to work on several multicultural projects. “They always made themselves available to us,” says Bill Imada, founder, chairman and chief collaboration officer.

**“SCE’s commitment to diverse suppliers is contagious. Business opportunities only grow when companies pay it forward,” he says, adding IW Group’s work with diverse suppliers has grown exponentially over the past few years.**

**Stakgold agrees, noting, “When you are given an opportunity, you want to give that to others.”**

**Partnerships**

- Recruit, identify, and qualify diverse consultants.
- Participate in WMDVBE outreach events.
- Partner with Organizational Unit departments to introduce potential diverse firms.

### PLANNED SUBCONTRACTING ACTIVITIES (10.1.5)

SCE will continue to build on 2013's subcontracting successes by:

- Diligently working with prime suppliers to create more subcontracting opportunities with diverse firms.
- Launching efforts to enhance and expand the internal Tier 2 tracking and reporting processes.
- Exploring new comprehensive reporting tools for the Supplier Diversity and Development, Procurement and Organizational Unit teams.
- Strengthening partnerships between key internal stakeholders to identify, address and improve areas of low-utilization Tier 2 contractors.
- Continuing to create and host events to facilitate introductions between SCE's prime suppliers and WMDVBES with the goal of driving increased Tier 2 participation and/or partnerships.

### PROGRAM COMPLIANCE (10.1.6)

SCE is pleased with its overall WMDVBE performance in 2013. Total procurement with diverse suppliers exceeded \$1.4 billion. Expenditures with diverse suppliers grew to 41%, up from 38.2% in 2012 and exceeding the CPMC's target of 21.5%.

SCE plans to build on this momentum by continuing targeted outreach, leveraging partnerships with diverse suppliers, CBOs and others, and offering mentoring and technical assistance programs to help WMDVBES develop and grow. Areas of focus include increasing participation in the diverse subcontracting program and seeking more opportunities to improve spending with diverse suppliers in low-utilization areas.

SCE's goal for 2014 is to achieve 40% of total procurement spending with WMDVBES. By continuing its legacy of commitment, partnership and inclusion, the company is confident it can advance its WMDVBE goals while providing safe, reliable and affordable service to its customers.



### 2013 Annual Report

## Power Procurement

SCE made significant strides in increasing WMDVBE power procurement. In 2013, the company grew natural gas and power transactions to over \$180 million, more than five times the total amount in 2012. SCE procured and received deliveries of over 30% natural gas from WMDVBES. In addition, the first WMDVBE power generating Power Purchase Agreement (PPA) came online and started deliveries in January 2013.

#### OTHER HIGHLIGHTS INCLUDED:

- Having 19 agreements and one PPA already in place with WMDVBES, plus an additional 20 enabling agreements in the negotiations process with diverse firms for power and natural gas transactions.
- Participating in the Joint IOU SDR, which involved diverse suppliers, CPMC representatives and utilities, to increase diversity in power procurement. A final report was issued identifying barriers, accelerants into the power market, and a "road forward." Working with the other utilities, SCE also led the development of resource adequacy, renewable and combined heat and power contracting opportunities through the SDR.
- Leading the first ever Joint IOU Subcontracting Matchmaking Event, which introduced PPA holders to WMDVBE service and product suppliers.



- Providing training to diverse firms in renewable and combined heat and power contracting.
- Having diverse bidders consistently participate in solicitations.
- Including supplier diversity information in bidders' conference materials to encourage participation and take part in one-on-one meetings.
- Updating RFP materials and presentations at bidders' conferences to identify diverse suppliers and communicate certification information.
- Updating pro forma renewable agreements and power purchase contracts with language that requires the seller to report data on the diverse subcontractor spend.
- Continuing to negotiate PPAs, broker agreements, natural gas and power master agreements with diverse firms.

## FIRM SCORES FIRST POWER PURCHASE AGREEMENT WITH SCE

### DELANO ENERGY CENTER

**In Tulare, Calif., about 175 miles north of downtown Los Angeles, the Delano Energy Center is in full swing. Since January 2013, the 48.5 MW, natural gas-fired plant has been helping SCE meet customers' energy needs. It also represents the first diverse business enterprise to have a power purchase agreement with SCE.**

The woman-owned plant has a 10-year contract to provide power to SCE during peak demand on an as-needed basis, according to Delano Energy Center CEO Kara Miles. "We might have certain periods where we don't operate at all, or you could see us running several hours a day. We're there when SCE needs us."

The company is an affiliate of W Power, a Sacramento-based, woman-owned business that develops, builds and operates small-scale, renewable and conventional, power generation projects. W Power and Delano Energy Center were formed in 2012 after Miles and owner Judith Dittmer attended an SCE supplier diversity outreach event. Both worked at another firm, Wellhead Electric, which had power agreements with SCE.

SCE encouraged the women to start the new companies and helped them through the certification process. SCE also recommended that W Power participate in the

- Holding meetings, debriefings, and follow-up conference calls with all SCE staff to update efforts in WMDVBE power procurement.
- Linking the organizational goal to participation and success of WMDVBE suppliers in power procurement.

## INTERNAL/EXTERNAL ACTIVITIES (9.1.1)

### Outreach

SCE participated in several outreach activities, such as the SDR and subcontracting matchmaking event with diverse PPA holders, to increase diversity in power procurement. The company was also on hand at an industry matchmaking event sponsored by the Edison Electric Institute, which attracted more than 100 attendees and provided information to assist diverse suppliers in SCE's procurement process.



**Kara Miles (left) and Judith Dittmer formed Delano Energy Center and W Power after they attended an SCE supplier diversity event.**

California Public Utilities Commission's (CPUC) Supplier Diversity Roundtable, a year-long program designed to increase supplier diversity in power procurement. "The roundtable gave us access to other utility executives and CPUC staff," Miles says, noting it led to a contract with another utility.

Miles also attended an SCE-sponsored matchmaking event and was invited by the utility to attend the Edison Electric Institute Diversity Conference, both of which provided additional networking opportunities.

**"These are contacts that would not otherwise have been available to us," she adds.**

# agreement



Results by Ethnicity and Gender																	Results by WMDVBE Certification						
Product <sup>1</sup>	Unit	Asian Pacific			African American			Latino			Native American			Other Minority			Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Service Disabled Veteran Business Enterprise (SDVBE)	Subcontracting	Total WMDVBE Procurement Spend <sup>3</sup>	Total Procurement Spend	
		Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Total	Total	Total	Total			
Renewable Power Products Direct	\$	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$0	\$0	\$1,365	
	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	
	\$ <sup>2</sup>	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$0	\$0	\$7	
	% <sup>2</sup>	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.1%	0.1%	0.1%	
Non-Renewable Power Products Direct	Physical	\$	\$-	\$-	\$-	\$6	\$-	\$6	\$10	\$-	\$10	\$-	\$-	\$-	\$-	\$-	\$16	\$13	\$-	\$3	\$32	\$1,505	
		%	0.0%	0.0%	0.0%	0.4%	0.0%	0.4%	0.6%	0.0%	0.6%	0.0%	0.0%	0.0%	0.0%	0.0%	1.0%	0.9%	0.0%	0.2%	2.1%	2.1%	
		\$ <sup>2</sup>	\$-	\$-	\$-	\$6	\$-	\$6	\$10	\$-	\$10	\$-	\$-	\$-	\$-	\$-	\$16	\$6	\$-	\$3	\$25	\$618	
		% <sup>2</sup>	0.0%	0.0%	0.0%	1.0%	0.0%	1.0%	1.6%	0.0%	1.6%	0.0%	0.0%	0.0%	0.0%	0.0%	2.6%	1.0%	0.0%	0.5%	4.0%	4.0%	
	Financial	\$	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$66
		%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
		\$ <sup>2</sup>	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$20
		% <sup>2</sup>	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Diesel Direct	\$	\$-	\$-	\$-	\$-	\$-	\$-	\$1	\$-	\$1	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$1	\$8	
	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	9.1%	0.0%	9.1%	0.0%	0.0%	0.0%	0.0%	0.0%	9.1%	0.0%	0.0%	0.0%	9.1%	9.1%		
	Nuclear Direct	\$	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$58	
		%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	
	Natural Gas Direct	Physical	\$	\$-	\$32	\$32	\$6	\$-	\$6	\$57	\$-	\$57	\$60	\$-	\$60	\$-	\$-	\$-	\$155	\$-	\$-	\$155	\$466
			%	0.0%	6.8%	6.8%	1.3%	0.0%	1.3%	12.2%	0.0%	12.2%	12.9%	0.0%	12.9%	0.0%	0.0%	0.0%	33.2%	0.0%	0.0%	33.2%	33.2%
Financial		\$	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$46	
		%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	
Post 2011	SubTotal of Columns <sup>2</sup>	\$	\$-	\$32	\$32	\$12	\$-	\$12	\$67	\$-	\$67	\$60	\$-	\$60	\$-	\$-	\$-	\$171	\$6	\$-	\$3	\$180	\$1,223
	SubTotal % of Total Procurement Spend	%	0.0%	2.6%	2.6%	1.0%	0.0%	1.0%	5.5%	0.0%	5.5%	4.9%	0.0%	4.9%	0.0%	0.0%	0.0%	14.0%	0.5%	0.0%	0.2%	Overall WMDVBE %: 14.7%	
All	SubTotal of Columns <sup>4</sup>	\$	\$-	\$32	\$32	\$12	\$-	\$12	\$67	\$-	\$67	\$60	\$-	\$60	\$-	\$-	\$-	\$171	\$13	\$-	\$3	\$187	\$3,513
	SubTotal % of Total Procurement Spend	%	0.0%	0.9%	0.9%	0.3%	0.0%	0.3%	1.9%	0.0%	1.9%	1.7%	0.0%	1.7%	0.0%	0.0%	0.0%	4.9%	0.4%	0.0%	0.1%	Overall WMDVBE %: 5.3%	

<sup>1</sup> Excludes purchases from the CAISO, other IOUs, utilities, federal entities, state entities, municipalities and cooperatives.

<sup>2</sup> Includes only long term power procurement commitments after June 6, 2011 or as a result of RFOs after June 6, 2011.

<sup>3</sup> Total WMDVBE spend does not include pre-COD subcontracting values.

<sup>4</sup> Includes all power procurement commitments.

The table above has been revised. SCE provided this updated 2013 General Order 156 report pursuant to its March 2015 communication with the Commission's staff.



**Steven Eisenberg, SCE vice president of energy contracts, addresses audience at the first Joint Utility Power Procurement Matchmaking Workshop.**

In addition, SCE participated in the National Council of Minorities in Energy panel on contractual requirements, accomplishments and challenges and one-on-one matchmaking with SCE staff at a bidders' conference.

SCE continued to identify new diverse suppliers throughout the year and worked diligently to help WMDVBE participants transact energy products with the company. As a result of this work, 20 counterparties are in the negotiations process for enabling agreements.

In 2013, senior management and staff sent a letter to all of the company's PPA holders and industry members, raising awareness of the General Order 156 goal and requesting support in this very important effort. SCE continued to share information about its supplier diversity efforts through solicitation materials, bidders' conferences, and in-person and phone conversations. In addition, the company included supplier diversity information on its website that was specific to power procurement.

SCE also continued to request all Tier 2 (subcontracting) spend with diverse suppliers from all of its PPA holders. Even though Tier 2 spend from projects in the development and pre-COD (commercial operation date) construction phase cannot be counted towards General Order 156 requirements, SCE's efforts to increase opportunities for diverse suppliers will nevertheless help WMDVBES participate in the RFP solicitation process in the future. In 2013, SCE saw WMDVBE subcontracting spend for a total of \$3 million incurred in the project development phase while under contract with SCE.

## **PROGRAM EXPENSES (9.1.3)**

See 2013 Annual Report, section 9.1.3, on page 19.

### **GOAL PROGRESS (9.1.4)**

Last year, SCE made significant progress in WMDVBE power procurement -- increasing spend over five times the prior year -- and moving the company towards the ultimate goal of achieving 21.5% spend with diverse suppliers. SCE achieved a major milestone over the previous year by procuring and receiving deliveries of over 30% of its natural gas from diverse suppliers.

In 2013, SCE continued to explore its internal credit policies and practices and identified alternatives that encouraged increased transactions with suppliers.

One such alternative is for offers associated with the Hopi Tribe and/or Navajo Nation that qualify under the requirements of D.13-02-004. These may be entitled to use available funds from the Mohave SO<sub>2</sub> Revolving Fund to meet the development security obligations under a Renewable Portfolio Standard PPA, subject to the provision of the necessary documentation and assurances in a final agreement.

From all staff levels up to senior management, SCE continued its outreach to diverse firms participating in RFPs for all source procurements, including conventional, renewable and feed-in-tariffs power procurement, energy efficiency, demand response and distributed generation. Additionally, SCE extended debriefing meetings to all of its WMDVBES to improve on the next solicitation.

SCE continued its participation in the SDR with the California IOUs, and working with the utilities and market participants, took a lead role in providing training to diverse firms on combined heat and power and renewable solicitations, timing, availability of megawatts and credit and collateral requirements.

In addition, working with Pacific Gas & Electric as thought partner, SCE developed the "WMDVBE Readiness Checklist." (This document has been jointly prepared by representatives from three IOUs -- Pacific Gas & Electric, San Diego Gas & Electric and SCE -- and our Facilitator, Amy Reece of Leaderview). That work, along with the SDR final report, "road forward" and other valuable information and support materials, is included on SCE's Power Procurement website.

## PRE-COD POWER PROCUREMENT SUBCONTRACTING SPEND

Product	Unit (\$MM)	Results by Ethnicity and Gender						Results by WMDVBE Certification			Total Pre-COD Subcontracting							
		Asian Pacific			African American			Latino		Native American		Other Minority		Minority Business Enterprise (MBE)	Woman Business Enterprise (WBE)	Service Disabled Veteran Business Enterprise (SDVBE)		
		Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Total	Total	Total		
Renewable Power Products	\$	\$-	\$-	\$-	\$-	\$-	\$-	\$0	\$0	\$0	\$-	\$-	\$-	\$2	\$2	\$-	\$2	
Non-Renewable Power	\$	\$0	\$-	\$0	\$-	\$-	\$-	\$1	\$0	\$1	\$0	\$-	\$0	\$0	\$1	\$0	\$-	\$1
<b>Total</b>	<b>\$</b>	<b>\$0</b>	<b>\$-</b>	<b>\$0</b>	<b>\$-</b>	<b>\$-</b>	<b>\$-</b>	<b>\$1</b>	<b>\$0</b>	<b>\$1</b>	<b>\$0</b>	<b>\$-</b>	<b>\$0</b>	<b>\$-</b>	<b>\$2</b>	<b>\$2</b>	<b>\$-</b>	<b>\$3</b>

This table reflects Pre-Commercial Operation Date (COD) subcontracting spend that is not captured in table 9.1.2.

### SUBCONTRACTORS (9.1.5)

In 2013, SCE continued to request conventional and renewable generators with contracts to supply information related to the generators' Tier 2 spend with WMDVBEs. The responses showed approximately \$6 million in Tier 2 spend. Of this amount, \$3 million is reportable in table 9.1.2 on page 35. The remaining is pre-COD Tier 2 spend and, therefore, not included in the table. This data is evidence that a significant opportunity continues to exist in the development and pre-COD construction phase. All pre-COD subcontracting spend is captured on the table above.

### COMPLAINTS (9.1.6)

SCE did not receive any formal complaints in 2013.

### RETENTION OF ALL DOCUMENTS/DATA (9.1.9)

SCE will preserve all documents and data related to its Supplier Diversity Annual Report for: a) three years or b) the timeframe that is in compliance with SCE's internal document retention policy, whichever comes later. SCE will provide these documents and data to the CPUC upon request.

### PARTICIPATION RESULTS BY FUEL CATEGORY (9.1.10A)

Participation results are illustrated on page 35.

### MARKET CONDITIONS AND OUTREACH (9.1.10.B)

WMDVBE power procurement continues to present large challenges for SCE. The long lead time of certain projects, volatility of market, and complexity of market and certain credit obligations provide obstacles for the engagement of diverse suppliers.

However, SCE's outreach activities with both WMDVBEs and industry participants have raised awareness regarding General Order 156 goals. SCE's external activities are summarized in Section 9.1.1 on page 34 and continues on page 36.

## 2014 Annual Plan

# Power Procurement

### GOALS (10.1.1)

SCE does not set targeted goals for wholesale energy purchases because of the least-cost, best-fit principles of the Long-Term Procurement Plan. SCE has, however, set internal goals to increase its reportable spend with WMDVBEs above 2013's level.

### PLANNED INTERNAL/EXTERNAL ACTIVITIES (10.1.2)

SCE will continue its efforts to increase spending with diverse suppliers in power procurement through outreach, training programs, reviewing lessons learned and best practices with diverse participants, and partnering with community organizations and others in the power industry.

The company will also work with other utilities on power, conventional, renewable and natural gas events; share ideas to increase WMDVBE participation; and provide support and outreach to diverse suppliers to raise awareness of procurement opportunities.

In 2014, SCE's Power Procurement plans to:

- Continue to share information about General Order 156.
- Continue to raise awareness among diverse suppliers and industry participants about SCE's efforts to increase WMDVBE power procurement.
- Continue to examine internal credit policies and practices to determine alternatives that will encourage new or increased transactions with suppliers.
- Look for opportunities to include the pro forma language requesting WMDVBE Tier 2 spend to be reported annually while amending PPAs.
- Provide training in power procurement contracting.

### RECRUITMENT PLANS FOR SUPPLIERS IN LOW-UTILIZATION AREAS (10.1.3)

SCE is aware that this area of the commodities market (for electric generation) is a challenge to enter for most diverse suppliers. However, the company is committed to identifying and working with any potential counterparties who have experience in wholesale energy, regardless of their location. SCE hopes the SDR will be successful in breaking down barriers to allow new business opportunities to emerge for diverse firms.

### PLANNED SUBCONTRACTING ACTIVITIES (10.1.5)

SCE will continue to encourage major contractors to identify opportunities to partner with diverse subcontractors, where applicable.

Internally, the Power Procurement and Supplier Diversity and Development teams will continue to collaborate and partner to support diverse suppliers in the PPA and RFP process along with increasing the use of diverse subcontractors.

Externally, SCE will again participate in the joint IOU subcontracting matchmaking event with PPA holders. SCE will continue to encourage PPA holders to utilize diverse contractors where there are subcontracting opportunities. SCE's efforts will include market outreach through subcontracting spend report requests, market notification, bidders' conferences, community organization involvement, and industry conferences and seminar participation.

### PROGRAM COMPLIANCE (10.1.6)

SCE intends to fully comply with General Order 156 program guidelines.



## 2013 Annual Report

# Fuel Procurement for Non-Generation

## INTERNAL/EXTERNAL ACTIVITIES (9.1.1)

During the year, SCE continued to focus its efforts on strengthening relationships with existing diverse fuel suppliers and establishing new relationships through negotiations of new enabling agreements with additional WMDVBES. SCE also worked with prime suppliers to develop a WMDVBE subcontracting program.

## PROGRAM EXPENSES (9.1.3)

Refer to 2013 Annual Report, section 9.1.3, on page 19.

## GOAL PROGRESS (9.1.4)

SCE did not have WMDVBE spend in this category.

## SUBCONTRACTORS (9.1.5)

SCE did not have WMDVBE subcontracting for core customers in Catalina in 2013 (see table on page 40 under section 9.1.2).

## COMPLAINTS (9.1.6)

SCE did not receive any formal complaints related to fuel procurement in 2013.

## RETENTION OF ALL DOCUMENTS/DATA (9.1.9)

SCE will preserve all documents and data related to its WMDVBE annual report for a) three years or (b) the timeframe that is in compliance with SCE's internal document retention policy, whichever comes later. SCE will provide these documents and data to the commission upon request.

## PARTICIPATION RESULTS BY FUEL CATEGORY (9.1.10A)

Participation results are illustrated in 9.1.2 on page 40.

## MARKET CONDITIONS AND OUTREACH (9.1.10.B)

SCE continues to work with WMDVBES and prime suppliers to provide more opportunities for diverse suppliers as they face many challenges in this competitive market.



In 2013, SCE officials joined Delano Energy Center at its grand opening in Tulare, Calif. The 48.5 MW, woman-owned natural-gas fired plant is the first diverse business to have a power purchase agreement with SCE.

## 2014 Annual Plan

# Fuel Procurement for Non-Generation

## GOALS (10.1.1)

SCE faces many challenges but plans to work with internal organizations and WMDVBES to create opportunities in this area.

## PLANNED INTERNAL/EXTERNAL ACTIVITIES (10.1.2)

The company intends to coordinate outreach to WMDVBES for upcoming bidding opportunities for fuels procurement.

## RECRUITMENT PLANS FOR SUPPLIER IN LOW-UTILIZATION AREAS (10.1.3)

SCE will partner with trade and ethnic chambers to reach out to and identify WMDVBES in this area.

## PLANNED SUBCONTRACTING ACTIVITIES (10.1.5)

The company will work with prime suppliers to identify WMDVBES to partner with in future procurement opportunities.

## PROGRAM COMPLIANCE (10.1.6)

SCE intends to fully comply with General Order 156 program guidelines.

**SUMMARY OF PURCHASES AND/OR CONTRACTS (9.1.2)** (All dollars in \$MM)

Results by Ethnicity and Gender																	Results by WMDVBE Certification			Total WMDVBE Procurement Spend	Total Procurement Spend	
Product <sup>1</sup>	Unit (\$MM)	Asian Pacific			African American			Latino			Native American			Other Minority			Minority Business Enterprise (MBE)	Woman Business Enterprise (WBE)	Service Disabled Veteran Business Enterprise (SDVBE)			Total
		Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Total	Total	
LPG	Short Term	\$	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-
		%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
	Long Term	\$	\$-	\$-	\$-	\$-	\$-	\$-	\$0.7	\$-	\$0.7	\$-	\$-	\$-	\$-	\$-	\$-	\$0.7	\$-	\$-	\$0.7	\$1.3
		%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	53.8%	0.0%	53.8%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	53.8%	0.0%	0.0%	53.8%	53.8%
	Total LPG	\$	\$-	\$-	\$-	\$-	\$-	\$-	\$0.7	\$-	\$0.7	\$-	\$-	\$-	\$-	\$-	\$-	\$0.7	\$-	\$-	\$0.7	\$1.3
		%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	53.8%	0.0%	53.8%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	53.8%	0.0%	0.0%	53.8%	53.8%
<b>Overall Total \$</b>		\$-	\$-	\$-	\$-	\$-	\$-	\$0.7	\$-	\$0.7	\$-	\$-	\$-	\$-	\$-	\$-	\$0.7	\$-	\$-	\$0.7	\$1.3	
<b>Overall Total %</b>		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	53.8%	0.0%	53.8%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	53.8%	0.0%	0.0%	<b>Overall WMDVBE %</b>	53.8%	

Note:  
 Short Term Gas - for terms 91 days or less. The term of the deal is no longer than one calendar month.  
 Long Term Gas - The term of the deal is greater than one calendar month but less than 1 calendar year.  
<sup>1</sup> Excludes purchases from the CAISO, other IOUs, utilities, federal entities, state entities, municipalities and cooperatives.

The table above has been revised. SCE provided this updated 2013 General Order 156 report pursuant to its March 2015 communication with the Commission's staff.

## SUMMARY OF PURCHASES AND/OR CONTRACTS (9.1.2)

## WMDVBE Annual Results by Product and Service Categories

		Products		Services		Total	
		\$	%	\$	%	\$	%
1.	Asian Pacific	Direct	2.6%	Direct	2.8%	Direct	2.8%
		\$20,629,251		\$76,355,066		\$96,984,317	
2.	African American	Direct	5.3%	Direct	1.2%	Direct	2.1%
		\$41,785,409		\$32,155,185		\$73,940,594	
3.	Minority	Direct	6.2%	Direct	5.1%	Direct	5.3%
	Latino	Direct		\$48,436,148		\$187,409,635	
	Native American	Direct		\$22,812		\$40,345,777	
	Other	Direct		\$0		\$9,600	
4.	Male	Direct	0.0%	Direct	1.5%	Direct	1.2%
	Other	Direct		\$0		\$9,600	
5.	Total Minority Male	Direct	14.1%	Direct	10.6%	Direct	11.4%
		\$110,873,620		\$287,816,303		\$398,689,924	
6.	Asian Pacific	Direct	0.0%	Direct	0.9%	Direct	0.7%
		\$336,188		\$25,774,521		\$26,110,709	
7.	African American	Direct	0.0%	Direct	1.3%	Direct	1.0%
		\$9,170		\$34,355,632		\$34,364,802	
8.	Minority	Direct	8.5%	Direct	1.3%	Direct	2.9%
	Latino	Direct		\$66,562,804		\$100,968,234	
	Native American	Direct		\$274,426		\$6,067,955	
	Other	Direct		\$101,750		\$639,943	
9.	Total Minority Female	Direct	8.6%	Direct	3.7%	Direct	4.8%
		\$67,284,337		\$100,867,306		\$168,151,643	
10.	Total Minority Business	Direct		Direct		Direct	
	Enterprise (MBE)	Direct	22.7%	Direct	14.3%	Direct	16.2%
		\$178,157,957		\$388,683,609		\$566,841,567	
11.	Woman Business	Direct	6.6%	Direct	9.1%	Direct	8.5%
	Enterprise (WBE)	Direct		\$51,683,214		\$299,287,030	
12.	Total Women, Minority Business	Direct	29.3%	Direct	23.4%	Direct	24.7%
	Enterprise (WMBE)	Direct		\$229,841,172		\$866,128,597	
13.	Service Disabled Veteran Business	Direct	2.1%	Direct	0.4%	Direct	0.8%
	Enterprise (SDVBE)	Direct		\$16,456,172		\$28,163,069	
14.	TOTAL WMDVBE	Direct	31.4%	Direct	23.8%	Direct	25.5%
	Net Procurement			\$246,297,344		\$894,291,666	
15.	Total Product Procurement			\$3,506,138,167			
	Net Procurement			\$784,429,424			
16.	Total Service Procurement			\$2,721,708,743			
	Net Procurement**			\$3,506,138,167			

Percentage for "Products" expenditures are WMDVBE compared to "Total Product Procurement" expenditures.

Percentage for "Services" expenditures are WMDVBE compared to "Total Service Procurement" expenditures.

Percentage for "Total" expenditures are WMDVBE compared to "Net Procurement" expenditures.

\*\*Note: Net Procurement includes purchase order, non-purchase order, and credit card dollars.

## SUMMARY OF PURCHASES AND/OR CONTRACTS (9.1.2)

## WMDVBE Procurement by Product and Service Categories

		Products		Services		Total		
		\$	%	\$	%	\$	%	
1.	Asian Pacific	Sub	\$4,320,483	0.6%	\$11,720,934	0.4%	\$16,041,417	0.5%
2.	African American	Sub	\$3,224,784	0.4%	\$18,796,724	0.7%	\$22,021,508	0.6%
3.	Latino	Sub	\$9,409,634	1.2%	\$182,366,189	6.7%	\$191,775,823	5.5%
4.	Native American	Sub	\$0	0.0%	\$2,796,098	0.1%	\$2,796,098	0.1%
5.	Other	Sub	\$27	0.0%	\$68	0.0%	\$94	0.0%
6.	<b>Total Minority Male</b>	<b>Sub</b>	<b>\$16,954,927</b>	<b>2.2%</b>	<b>\$215,680,013</b>	<b>7.9%</b>	<b>\$232,634,940</b>	<b>6.6%</b>
7.	Asian Pacific	Sub	\$41,723,261	5.3%	\$4,951,253	0.2%	\$46,674,515	1.3%
8.	African American	Sub	\$0	0.0%	\$12,669,107	0.5%	\$12,669,107	0.4%
9.	Latino	Sub	\$51,600	0.0%	\$31,073,217	1.1%	\$31,124,817	0.9%
10.	Native American	Sub	\$6,610	0.0%	\$15,806	0.0%	\$22,416	0.0%
11.	Other	Sub	\$0	0.0%	\$3,572,972	0.1%	\$3,572,972	0.1%
12.	<b>Total Minority Female</b>	<b>Sub</b>	<b>\$41,781,471</b>	<b>5.3%</b>	<b>\$52,282,356</b>	<b>1.9%</b>	<b>\$94,063,827</b>	<b>2.7%</b>
13.	<b>Total Minority Business Enterprise (MBE)</b>	<b>Sub</b>	<b>\$58,736,399</b>	<b>7.5%</b>	<b>\$267,962,368</b>	<b>9.8%</b>	<b>\$326,698,767</b>	<b>9.3%</b>
14.	Woman Business Enterprise (WBE)	Sub	\$21,531,479	2.7%	\$181,925,817	6.7%	\$203,457,296	5.8%
15.	Total Women, Minority Woman Business Enterprise (WMBE)	Sub	\$80,267,878	10.2%	\$449,888,186	16.5%	\$530,156,064	15.1%
16.	Service Disabled Veteran Business Enterprise (SDVBE)	Sub	\$922,011	0.1%	\$11,790,933	0.4%	\$12,712,944	0.4%
17.	<b>TOTAL WMDVBE</b>	<b>Sub</b>	<b>\$81,189,889</b>	<b>10.4%</b>	<b>\$461,679,118</b>	<b>17.0%</b>	<b>\$542,869,007</b>	<b>15.5%</b>
18.	Net Procurement**		\$784,429,424		\$2,721,708,743		\$3,506,138,167	

\*\*Note: Net Procurement includes purchase order, non-purchase order, and credit card dollars.



## WMDVBE Procurement by Standard Industrial Classifications – Detail

SIC Category	Asian Pacific		African American		Latino		Native American		Other		Total Minority		Minority Business Enterprise (MBE)	Woman Business Enterprise (WBE)	Subtotal Minority Business Enterprise (WMBE)	Service Disabled Veterans Business Enterprise (SDVBE)	Total WMDVBE	Total Dollars
	Male	Female	Male	Female	Male	Female	Male	Female	Male	Female	Male	Female						
	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$						
07. Agricultural Services	\$2,424,239	\$0	\$102,657	\$0	\$7,184,632	\$0	\$0	\$226,041	\$0	\$0	\$9,711,528	\$226,041	\$9,937,568	\$11,829,566	\$21,767,134	\$0	\$21,767,134	\$63,841,089
	3.8%	0.0%	0.2%	0.0%	11.3%	0.0%	0.0%	0.4%	0.0%	0.0%	15.2%	0.4%	15.6%	18.5%	34.1%	0.0%	34.1%	
15. General Business Contractors	\$659,117	\$3,379,596	\$2,569,406	\$17,323	\$32,767,142	\$772,504	\$8,584,050	\$5,166,054	\$0	\$3,642	\$44,579,715	\$9,339,120	\$53,918,834	\$28,935,989	\$82,854,823	3,682,110	\$86,536,933	\$151,160,634
	0.4%	2.2%	1.7%	0.0%	21.7%	0.5%	5.7%	3.4%	0.0%	0.0%	29.5%	6.2%	35.7%	19.1%	54.8%	2.4%	57.2%	
16. Heavy Construction Other Than Building Constr	\$9,121,861	\$1,533,390	\$13,513,399	\$118,148	\$160,044,855	\$32,659,147	\$31,029,602	\$11,077	\$0	\$1,645,067	\$213,709,716	\$35,966,829	\$249,676,545	\$223,027,988	\$472,704,533	\$10,190,077	\$482,894,610	\$1,002,549,604
	0.9%	0.2%	1.3%	0.0%	16.0%	3.3%	3.1%	0.0%	0.0%	0.2%	21.3%	3.6%	24.9%	22.2%	47.2%	1.0%	48.2%	
17. Special Trade Contractors	\$49,590	\$222,624	\$268,035	\$0	\$4,085,665	1,087,414	\$270,978	\$0	\$0	\$0	\$4,674,268	\$1,310,039	\$5,984,306	\$14,810,772	\$20,795,079	\$312,920	\$21,107,998	\$57,914,957
	0.1%	0.4%	0.5%	0.0%	7.1%	1.9%	0.5%	0.0%	0.0%	0.0%	8.1%	2.3%	10.3%	25.6%	35.9%	0.5%	36.4%	
23. Apparel and Other Textile Products	\$0	\$2,551	\$1,060,515	\$0	\$82,450	\$311,059	\$0	\$0	\$0	\$0	\$1,142,965	\$313,610	\$1,456,575	\$56,699	\$1,513,273	\$773,015	\$2,286,288	\$2,390,115
	0.0%	0.1%	44.4%	0.0%	3.4%	13.0%	0.0%	0.0%	0.0%	0.0%	47.8%	13.1%	60.9%	2.4%	63.3%	32.3%	95.7%	
24. Lumber and Wood Products	\$462,062	\$0	\$136,479	\$0	\$78,823	\$102,722	\$0	\$6,610	\$0	\$0	\$641,364	\$109,332	\$750,696	\$5,663,122	\$6,413,818	\$138,776	\$6,552,594	\$29,884,606
	1.4%	0.0%	0.5%	0.0%	0.3%	0.3%	0.0%	0.0%	0.0%	0.0%	2.1%	0.4%	2.5%	18.9%	21.5%	0.5%	21.9%	
25. Furniture and Fixtures	\$0	\$0	\$2,482	\$0	\$601,304	\$0	\$0	\$0	\$0	\$0	\$603,786	\$0	\$603,786	\$3,048,174	\$3,651,960	\$0	\$3,651,960	\$4,075,066
	0.0%	0.0%	0.0%	0.0%	14.8%	0.0%	0.0%	0.0%	0.0%	0.0%	14.8%	0.0%	14.8%	74.8%	89.6%	0.0%	89.6%	
26. Paper and Allied Products	\$15,831	\$134,887	\$83,247	\$0	\$87,516	\$988,925	\$0	\$0	\$0	\$101,750	\$186,594	\$1,225,562	\$1,412,156	\$458,245	\$1,870,401	\$149,195	\$2,019,596	\$7,105,787
	0.2%	0.2%	1.9%	1.2%	0.0%	1.2%	13.9%	0.0%	0.0%	1.4%	2.6%	17.2%	19.9%	6.4%	26.3%	2.1%	28.4%	
27. Printing and Publishing	\$4,112	\$17,436	\$0	\$16,223	\$44,674	\$55,109	\$0	\$21,340	\$0	\$0	\$48,786	\$110,117	\$158,903	\$259,531	\$418,435	\$23,251	\$441,686	\$2,451,669
	0.2%	0.7%	0.0%	0.7%	1.8%	2.2%	0.0%	0.9%	0.0%	0.0%	2.0%	4.5%	6.5%	10.6%	17.1%	0.9%	18.0%	
28. Chemicals and Allied Products	\$0	\$8,394	\$32,157	\$0	\$213,187	\$27,167	\$0	\$0	\$0	\$0	\$245,344	\$35,561	\$280,905	\$893,556	\$1,174,461	59,069	\$1,233,530	\$2,939,996
	0.0%	0.3%	1.1%	0.0%	7.3%	0.9%	0.0%	0.0%	0.0%	0.0%	8.3%	1.2%	9.6%	30.4%	39.9%	2.0%	42.0%	
29. Petroleum and Coal Products	\$0	\$0	\$0	\$0	\$16,345,930	\$42	\$0	\$0	\$0	\$0	\$16,345,930	\$42	\$16,345,972	\$3,603	\$16,349,575	\$888,452	\$17,238,027	\$29,194,463
	0.0%	0.0%	0.0%	0.0%	56.0%	0.0%	0.0%	0.0%	0.0%	0.0%	56.0%	0.0%	56.0%	0.0%	56.0%	3.0%	59.0%	
30. Rubber and Miscellaneous Plastics Products	\$0	\$0	\$128,965	\$0	\$178,291	\$2,025,494	\$0	\$0	\$0	\$0	\$307,256	\$2,025,494	\$2,332,750	\$15,840	\$2,348,590	\$129,934	\$2,478,524	\$7,105,707
	0.0%	0.0%	4.6%	0.0%	6.4%	72.3%	0.0%	0.0%	0.0%	0.0%	11.0%	72.3%	83.3%	0.6%	83.8%	4.6%	88.5%	
32. Stone, Clay, and Glass Products	\$128,795	\$0	\$278,960	\$0	\$2,790,406	\$5,016,160	\$0	\$0	\$0	\$0	\$3,198,161	\$5,016,160	\$8,214,322	\$21,445	\$8,235,766	\$786,930	\$9,022,696	\$15,145,302
	0.9%	0.0%	1.8%	0.0%	18.4%	33.1%	0.0%	0.0%	0.0%	0.0%	21.1%	33.1%	54.2%	0.1%	54.4%	5.2%	59.6%	
33. Primary Metal Industries	\$12,905	\$41,561,397	\$70,644	\$0	\$4,236,493	\$304,252	\$14,762	\$0	\$0	\$0	\$4,334,804	\$41,865,649	\$46,200,452	\$4,411,845	\$50,612,297	\$208,719	\$50,821,016	\$132,126,436
	0.0%	31.5%	0.1%	0.0%	3.2%	0.2%	0.0%	0.0%	0.0%	0.0%	3.3%	31.7%	35.0%	3.3%	38.3%	0.2%	38.5%	
34. Fabricated Metal Products	\$1,024,850	\$1,629	\$3,772,146	\$0	\$507,827	\$751,454	\$876	\$0	\$27	\$0	\$5,305,726	\$753,083	\$6,058,809	\$921,840	\$6,980,649	\$342,281	\$7,322,930	\$40,999,493
	2.5%	0.0%	9.2%	0.0%	1.8%	1.8%	0.0%	0.0%	0.0%	0.0%	12.9%	1.8%	14.8%	2.2%	17.0%	0.8%	17.9%	
35. Industrial Machinery and Equipment	\$1,500,081	\$92,015	\$2,767,658	\$0	\$811,396	\$1,866,100	\$0	\$0	\$0	\$0	\$5,079,136	\$1,958,115	\$7,037,251	\$196,017	\$7,233,268	\$1,908,252	\$9,141,521	\$19,961,435
	7.5%	0.5%	13.9%	0.0%	4.1%	9.3%	0.0%	0.0%	0.0%	0.0%	25.4%	9.8%	35.3%	1.0%	36.2%	9.6%	45.8%	
36. Electronic and Other Electric Equipment	\$15,375,816	\$124,491	\$4,375,566	\$0	\$12,265,991	\$43,594,088	\$3,759	\$0	\$0	\$0	\$32,021,133	\$43,718,579	\$75,739,712	\$17,595,092	\$93,334,804	\$3,777,995	\$97,112,798	\$276,930,044
	5.6%	0.0%	1.6%	0.0%	4.4%	15.7%	0.0%	0.0%	0.0%	0.0%	11.6%	15.8%	27.3%	6.4%	33.7%	1.4%	35.1%	
37. Transportation Equipment	\$0	\$0	\$13,676	\$0	\$1,389	\$599	\$0	\$0	\$0	\$0	\$15,065	\$599	\$15,664	\$0	\$15,664	\$8,242	\$23,906	\$956,775
	0.0%	0.0%	1.4%	0.0%	0.1%	0.1%	0.0%	0.0%	0.0%	0.0%	1.6%	0.1%	1.6%	0.0%	1.6%	0.9%	2.5%	
38. Instruments and Related Products	\$202,635	\$8,892	\$567,587	\$0	\$727,348	\$2,292,070	\$33	\$0	\$0	\$0	\$1,497,603	\$2,300,962	\$3,798,566	\$14,514,881	\$18,313,446	\$716,109	\$19,029,555	\$41,838,978
	0.5%	0.0%	1.4%	0.0%	1.7%	5.5%	0.0%	0.0%	0.0%	0.0%	3.6%	5.5%	9.1%	34.7%	43.8%	1.7%	45.5%	
39. Miscellaneous Manufacturing Industries	\$0	\$0	\$74,193	\$0	\$17,349	\$38,130	\$0	\$0	\$0	\$0	\$91,543	\$38,130	\$129,672	\$12,447	\$142,119	\$47,439	\$189,558	\$403,556
	0.0%	0.0%	18.4%	0.0%	4.3%	9.4%	0.0%	0.0%	0.0%	0.0%	22.7%	9.4%	32.1%	3.1%	35.2%	11.8%	47.0%	
42. Trucking and Warehousing	\$2,457	\$0	\$0	\$0	\$72,405	\$13,686	\$20,226	\$0	\$0	\$0	\$95,088	\$13,686	\$108,774	\$2,393	\$111,168	\$0	\$111,168	\$1,546,390
	0.2%	0.0%	0.0%	0.0%	4.7%	0.9%	1.3%	0.0%	0.0%	0.0%	6.1%	0.9%	7.0%	0.2%	7.2%	0.0%	7.2%	

Pursuant to Section 4.1.1 of Decision No. 12-11-051, charges incurred in 2013 due to the SONGS Units 2 & 3 outages have been recorded in a balancing account. Therefore, procurement charges for 2013 for the Units 2 & 3 outages were not included in the procurement total used for calculation of WMDVBE Spend.

WMDVBE Procurement by Standard Industrial Classifications – Detail																			
SIC Category		Asian Pacific		African American		Latino		Native American		Other		Total Minority		Minority Business Enterprise (MBE)	Woman Business Enterprise (WBE)	Subtotal Woman Minority Business Enterprise (WMBE)	Service Disabled Veterans Business Enterprise (SDVBE)	Total WMDVBE	Total Dollars
		Male	Female	Male	Female	Male	Female	Male	Female	Male	Female	Male	Female						
45. Transportation By Air	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$1,801,734
	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
47. Transportation Services	\$	\$0	\$0	\$137,932	\$0	\$697,977	\$35,458	\$0	\$0	\$0	\$0	\$835,909	\$35,458	\$871,367	\$1,008,701	\$1,880,068	\$0	\$1,880,068	\$15,977,893
	%	0.0%	0.0%	0.9%	0.0%	4.4%	0.2%	0.0%	0.0%	0.0%	0.0%	5.2%	0.2%	5.5%	6.3%	11.8%	0.0%	11.8%	8.7%
48. Communications	\$	\$34,163	\$0	\$0	\$0	\$0	\$0	\$0	\$369,307	\$0	\$0	\$34,163	\$369,307	\$403,470	\$195,087	\$598,557	\$360,904	\$959,461	\$11,046,837
	%	0.3%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	3.3%	0.0%	0.0%	0.3%	3.3%	1.8%	5.4%	3.3%	3.3%	8.7%	8.7%
49. Electric, Gas, and Sanitary Services	\$	\$1,876,068	\$0	\$3,829	\$0	\$5,535,217	\$40,608	\$0	\$0	\$0	\$0	\$7,415,114	\$40,608	\$7,455,723	\$936,623	\$8,392,345	\$46,621	\$8,438,966	\$23,626,044
	%	7.9%	0.0%	0.0%	0.0%	23.4%	0.2%	0.0%	0.0%	0.0%	0.0%	31.4%	0.2%	31.6%	4.0%	35.5%	0.2%	35.7%	35.7%
50. Wholesale Trade-Durable Goods	\$	\$6,262,759	\$88,885	\$31,510,182	\$9,170	\$14,273,623	\$7,995,311	\$3,382	\$274,426	\$0	\$0	\$52,049,946	\$8,367,791	\$60,417,737	\$24,454,788	\$84,872,525	\$4,024,179	\$88,896,704	\$136,235,352
	%	4.6%	0.1%	23.1%	0.0%	10.5%	5.9%	0.0%	0.2%	0.0%	0.0%	38.2%	6.1%	44.3%	18.0%	62.3%	3.0%	65.3%	65.3%
51. Wholesale Trade-Nondurable Goods	\$	\$0	\$36,309	\$82,280	\$0	\$214,126	\$93,198	\$0	\$0	\$0	\$0	\$296,406	\$129,508	\$425,914	\$940,485	\$1,366,399	\$3,417,507	\$4,783,906	\$8,474,100
	%	0.0%	0.4%	1.0%	0.0%	2.5%	1.1%	0.0%	0.0%	0.0%	0.0%	3.5%	1.5%	5.0%	11.1%	16.1%	40.3%	56.5%	56.5%
52. Building Materials and Garden Supplies	\$	\$0	\$0	\$53,455	\$0	\$1,207,632	\$0	\$0	\$0	\$0	\$0	\$53,455	\$1,207,632	\$1,261,087	\$6,615	\$1,267,702	\$2,088	\$1,269,790	\$1,320,351
	%	0.0%	0.0%	4.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	4.5%	91.5%	95.5%	0.5%	96.0%	0.2%	96.2%	96.2%
55. Automotive Dealers & Gas Srvc Stns	\$	\$0	\$0	\$0	\$0	\$4,412,332	\$0	\$0	\$0	\$0	\$0	\$4,412,332	\$0	\$4,412,332	\$0	\$4,412,332	\$0	\$4,412,332	\$31,645,831
	%	0.0%	0.0%	0.0%	0.0%	13.9%	0.0%	0.0%	0.0%	0.0%	0.0%	13.9%	0.0%	13.9%	0.0%	13.9%	0.0%	13.9%	13.9%
58. Eating and Drinking Places	\$	\$66	\$548,766	\$936,791	\$0	\$0	\$409,622	\$0	\$0	\$9,600	\$0	\$946,457	\$958,388	\$1,904,845	\$15,428	\$1,920,273	\$0	\$1,920,273	\$2,093,776
	%	0.0%	26.2%	44.7%	0.0%	0.0%	19.6%	0.0%	0.0%	0.5%	0.0%	45.2%	45.8%	91.0%	0.7%	91.7%	0.0%	91.7%	91.7%
63. Insurance Carriers	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$18,334,172
	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
65. Real Estate	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$337,607
	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
72. Personal Services	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$401,197
	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
73. Business Services	\$	\$48,329,723	\$5,662,621	\$24,019,066	\$30,536,375	\$34,483,501	\$18,300,989	\$95,373	\$2,588	\$2	\$248,108	\$106,927,666	\$54,750,681	\$161,678,346	\$40,906,727	\$202,585,074	\$1,735,360	\$204,320,434	\$521,513,838
	%	9.3%	1.1%	4.6%	5.9%	6.6%	3.5%	0.0%	0.0%	0.0%	0.0%	20.5%	10.5%	31.0%	7.8%	38.8%	0.3%	39.2%	39.2%
75. Auto Repair, Services, and Parking	\$	\$0	\$0	\$13,730	\$0	\$389,949	\$186,555	\$34,159	\$0	\$0	\$306,256	\$437,837	\$492,811	\$930,648	\$189,924	\$1,120,572	\$0	\$1,120,572	\$5,695,179
	%	0.0%	0.0%	0.2%	0.0%	6.8%	3.3%	0.6%	0.0%	0.0%	5.4%	7.7%	8.7%	16.3%	3.3%	19.7%	0.0%	19.7%	19.7%
76. Miscellaneous Repair Services	\$	\$179,201	\$21,578	\$100,439	\$0	\$839,760	\$619	\$0	\$0	\$0	\$0	\$1,119,399	\$22,197	\$1,141,596	\$430,801	\$1,572,398	\$32,389	\$1,604,787	\$23,819,359
	%	0.8%	0.1%	0.4%	0.0%	3.5%	0.0%	0.0%	0.0%	0.0%	0.0%	4.7%	0.1%	4.8%	1.8%	6.6%	0.1%	6.7%	6.7%
78. Motion Pictures	\$	\$0	\$0	\$65,145	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$65,145	\$0	\$65,145	\$0	\$65,145	\$0	\$65,145	\$787,566
	%	0.0%	0.0%	8.3%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	8.3%	0.0%	8.3%	0.0%	8.3%	0.0%	8.3%	8.3%
79. Amusement and Recreation Services	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$11,595
	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
80. Health Services	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$413,273	\$413,273	\$0	\$413,273	\$963,456
	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	42.9%	42.9%	0.0%	42.9%	42.9%
81. Legal Services	\$	\$3,571,492	\$1,515,187	\$156,288	\$390	\$923,465	\$346,527	\$0	\$0	\$0	\$0	\$4,651,245	\$1,862,104	\$6,513,349	\$1,048,124	\$7,561,473	\$0	\$7,561,473	\$32,013,158
	%	11.2%	4.7%	0.5%	0.0%	2.9%	1.1%	0.0%	0.0%	0.0%	0.0%	14.5%	5.8%	20.3%	3.3%	23.6%	0.0%	23.6%	23.6%
87. Engineering and Management Services	\$	\$21,823,910	\$17,824,577	\$9,065,191	\$16,336,271	\$74,270,435	\$11,570,408	\$3,084,677	\$12,929	\$66	\$1,908,091	\$108,244,279	\$47,652,277	\$155,896,556	\$105,518,706	\$261,415,262	\$7,114,197	\$268,529,460	\$783,910,991
	%	2.8%	2.3%	1.2%	2.1%	9.5%	1.5%	0.4%	0.0%	0.0%	0.2%	13.8%	6.1%	19.9%	13.5%	33.3%	0.9%	34.3%	34.3%

Pursuant to Section 4.1.1 of Decision No. 12-11-051, charges incurred in 2013 due to the SONGS Units 2 & 3 outages have been recorded in a balancing account. Therefore, procurement charges for 2013 for the Units 2 & 3 outages were not included in the procurement total used for calculation of WMDVBE Spend.





**Southern California Edison**  
Supplier Diversity and Development

P.O. Box 800  
2244 Walnut Grove Avenue  
Rosemead, CA 91770  
800-275-4962  
[www.sce.com/sd](http://www.sce.com/sd)

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