

POWERING THROUGH TOGETHER, BUILDING OUR COMMUNITIES

Supplier Diversity 2020 Annual Report / 2021 Annual Plan



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DISCLAIMER: The numeric results and information contained within this report reflect calculations and information known to SCE at a point in time, prior to March 1, 2021.

At Southern California Edison (SCE), we have long believed that innovation happens when diverse minds come together. This drives everything we do, from our hiring practices and philanthropic activities to our partnerships with diverse suppliers.

We know that when we create a diverse, equitable, and inclusive environment, everyone wins. A key part of our commitment is procuring goods and services from diverse suppliers to help us focus on new opportunities in clean energy, efficient electrification, and building the grid of the future.

For more than 40 years, our Supplier Diversity Program has given small and diverse firms access to contract opportunities. We have offered technical assistance and mentoring to help them grow and succeed. Through our partnerships with more than 50 advocacy and community-based organizations, we have expanded our reach to new diverse suppliers and helped them develop capabilities in areas where we have the greatest need.

Our continued investments in supplier diversity have allowed us to safely deliver reliable, affordable, and clean energy to our customers while contributing to healthier communities, including job growth and a boost to the overall economy.

Amid a global pandemic that has disrupted lives and wreaked economic havoc in the communities we serve, along with the country's fight against systemic racism, we know our commitment to diversity, equity, and inclusion is more important than ever.

We're proud our efforts have made an impact on the economy, environment, and social justice. We remain fully committed to continuing to power through together and build our communities.

President & CEO's Message



Small and diverse businesses are essential and invaluable to achieve a clean energy future and facilitate economic, environmental, and social justice change.

The continued dedication and perseverance of small and diverse business enterprises, many of which were challenged by the COVID-19 pandemic and a weakened economy, played an important role in 2020 in helping Southern California Edison (SCE) keep the power flowing, and contributing to the U.S. economy through jobs, wages, and taxes.

Despite unprecedented challenges in 2020, SCE achieved \$2.4 billion in spend with diverse businesses, representing 37.66% of our total purchases. Our prime suppliers reported over \$601 million in subcontracting spend with more than 300 small and diverse firms. In addition, we invested over \$1 million in supplier development, targeted outreach, and other activities.

Our suppliers continue to demonstrate impressive resilience in adapting to changing business conditions and creating important innovations and value. Their dedication inspires us to continue to create opportunities for small and diverse businesses through our contracting and Supplier Diversity Program activities.

We also recognize the contributions of our business and community-based organization partners. These groups play a critical role in helping SCE source qualified suppliers and deliver programs designed to grow the capabilities of small and diverse firms. It's truly our privilege to continue our partnerships through sponsorships and support of conferences, matchmaking, and other events.

We remain laser-focused on creating a positive, equitable, and inclusive environment for our employees and suppliers and providing opportunities in the diverse communities we serve. In 2020, SCE announced a set of actions we are taking to address systemic racism, including economic inequities. We also commissioned a marketplace study to assess the availability of diverse suppliers in procurement categories where we have the greatest need and the findings will be available in 2021.

We believe this type of action and investment in the people and businesses in California is a crucial part of achieving economic recovery.

Looking ahead, it is our resilient spirit that will help us power through together and build a better, brighter tomorrow.

KEVIN PAYNE, President and Chief Executive Officer | SOUTHERN CALIFORNIA EDISON

"SCE can impact pressing issues, including climate change, air quality, local food insecurity, and systemic racism. Working with a broad set of partners, we are committed to minimizing disparities and proactively expanding access to clean energy and resiliency resources in environmental and social justice communities. We have a responsibility to act intentionally in our efforts to serve communities equitably."



CARLA PETERMAN, Senior Vice President, Strategy & Regulatory Affairs
SOUTHERN CALIFORNIA EDISON

2020 SUPPLIER DIVERSITY HIGHLIGHTS

\$2.4
billion or
37.66% spent
with diverse firms

600+
diverse suppliers



\$1.4
million
technical assistance,
capacity building,
and mentoring
programs

100+ outreach
events
sponsored and/or supported



7 diverse firms
among top 25
suppliers

\$601+
million
diverse
subcontracting
spend



50%+
RFP participation
with diverse firms

\$3.9 billion

of SCE's capital market transactions
co-managed by 21 diverse firms



300+
diverse
subcontractors

SPEND RESULTS

Women, Minority, Disabled Veteran and Lesbian, Gay, Bisexual, and Transgender Business Enterprises	2020	\$2.40B	37.66%
	2019	\$2.21B	40.11%
	2018	\$2.13B	46.73%
	2017	\$1.72B	43.92%

Women Business Enterprises	2020	\$1.19B	18.71%
	2019	\$883M	16.03%
	2018	\$756M	16.54%
	2017	\$582M	14.82%

Minority Business Enterprises	2020	\$1.11B	17.41%
	2019	\$1.22B	22.23%
	2018	\$1.27B	27.97%
	2017	\$1.08B	27.57%

Disabled Veteran Business Enterprises	2020	\$94M	1.48%
	2019	\$100M	1.83%
	2018	\$100M	2.20%
	2017	\$58M	1.50%

Lesbian, Gay, Bisexual, and Transgender Business Enterprises	2020	\$3M	0.06%
	2019	\$876K	0.02%
	2018	\$995K	0.02%
	2017	\$1.08M	0.03%

Diverse Subcontracting	2020	\$601M	25.00%
	2019	\$540M	24.46%
	2018	\$422M	19.78%
	2017	\$329M	19.11%

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

Diverse Subcontracting Percentages calculation based on WMDVLGBTBE Total Spend



INTERNAL/EXTERNAL ACTIVITIES (9.1.1)

Our partnerships with diverse businesses have played a key role in safely delivering reliable, affordable, and clean power to our customers and communities.

We know our commitment to diversity, equity, inclusion, and a clean energy future makes communities healthier and stronger. And we don't take this lightly.

With many small and diverse businesses struggling during the COVID-19 pandemic, maintaining our momentum in supplier diversity has never been more critical.

As we power through together, build our communities, and adapt our activities during a health emergency, we remain committed to working with our partners to identify opportunities for small and diverse businesses, help them develop capabilities, and deliver innovative solutions and value.

INTERNAL ACTIVITIES

At SCE, supplier diversity is a highly collaborative process that requires the support of colleagues across various departments, project teams, and working groups.

CORPORATE COMMITMENT

SCE's commitment to diversity, equity, and inclusion is deeply woven throughout our organization. It informs our actions, decisions, and practices at all levels because we know a broad array of thoughts and ideas makes us better and more successful.

Supplier diversity spend performance is a corporate-level goal with regular updates provided to the senior executive team. Supplier Diversity and Development regularly collaborates and engages our internal partners with their participation in various outreach events and program activities.

SUPPLIER DIVERSITY SPEND GOALS

Our supplier diversity goal planning process continues to evolve over time. Every year, each operating unit establishes a diverse spend target, in support of the corporate goal, which is reviewed monthly by senior leadership. This helps drive companywide awareness and collaboration in achieving our Supplier Diversity Program objectives.

In 2020, Supplier Diversity and Development once again worked with internal stakeholders to create a diverse spend forecast based on a detailed, line-

item review of spend by supplier and category. Our forecasting included known adjustments to our supplier mix, work allocation based on future Request for Proposals (RFPs), anticipated changes based on in-flight or upcoming RFPs, and adjustments to our prime suppliers' Tier 2 spend. These established goals helped to create awareness and gain consensus on actions that support diverse spend performance, such as competitive awards and supplier participation, and ensure ongoing inclusion and utilization of small and diverse businesses.

REPORTING PROCESSES AND TOOLS

We employ several tools to help us track our diverse spend progress and we constantly evaluate ways to improve our reporting processes. In 2020, we continued to monitor our diverse spend results using technology to enhance our data-driven dashboard with additional performance information and metrics, allowing internal partners to easily access multi-year diverse spend data and assess their progress to make modifications, if necessary.

Prime suppliers are required to report diverse subcontracting spend monthly, with results verified annually. Last year, Supplier

Diversity and Development led efforts to track diverse subcontracting spend results against prime suppliers' commitments. Supply Management and each operating unit were involved as needed to address participation and performance matters.

SUPPLY MANAGEMENT

Supply Management oversees the acquisition and delivery of and contracting for materials and services to support SCE's mission to deliver safe, reliable, and affordable clean energy to our customers. Our collective team of professionals utilizes multiple channels and outreach to provide maximum practicable opportunity to participate in our competitive sourcing efforts.

To maintain a sustainable supply chain, Supply Management collaborates with Supplier Diversity and Development and other internal partners to support our company goal of a diverse supply base that reflects the communities we serve. The diversity of thought and an inclusive supply base are needed as we execute SCE's Pathway 2045, reduce greenhouse gas emissions, and address the threat of climate change while improving public health.

economic · environmental social justice

ENTREPRENEURIAL DEVELOPMENT, GROWTH, AND EDUCATION (EDGE)

We have been committed to supporting the growth and development of small and diverse businesses. Last year, SCE invested \$1.4 million in technical assistance, capacity building, and development programs.

Our EDGE program is aimed at helping small and diverse firms build capacity, grow capabilities, and become more competitive in the marketplace. Through EDGE, we have sponsored over 330 workshops, 5,865 participants, and over 4,100 firms.

We continue to evolve supplier development aligned with our changing industry, community, and business needs. During the year, we launched a multi-phased project effort to rethink how we support diverse businesses to grow and scale.

More than a refresh, we did extensive analysis of the EDGE workshop, mentorship, and scholarship programs. We're proposing bold changes based on the findings from focus groups, internal and external stakeholder interviews, and research related to minority women-owned firms.

We're also proposing a new round of EDGE programs that are robust, offering repeatable technical assistance/capacity building opportunities that engage participants at

different levels along the ready-to-do-business pathway.

In 2020, EDGE program activities emphasized workshops and scholarship sponsorships. In addition, we placed our 18-month mentorship program on hold as we review our options.

■ **EDGE WORKSHOPS** New for 2020, we collaborated with multiple advocacy and community-based organizations to adapt the workshop format to an online setting. These virtual training workshops, facilitated by diverse firms or entrepreneurs, demonstrated resiliency and flexibility in providing quality technical assistance and capacity building opportunities.

■ **SCHOLARSHIPS** Through scholarships to educational programs, we provide diverse entrepreneurs the opportunity to increase their business knowledge and capabilities.

SCE sponsored more than a dozen scholarships, including:

• **Latino Business Action Network** – Two Hispanic business owners participated in the spring cohort of the Stanford Latino Entrepreneurship Initiative – Education Scaling program, which provides a seven-week immersive experience of graduate-level education, enhanced networks, and a better understanding of how to access and manage capital.

- **Multicultural Women Executive Leadership Foundation** – Four minority-women business owners were enrolled in the Entrepreneur Program for Multicultural Women, which focused on unlocking the growth and job creation potential of multicultural women-owned small businesses through greater access to business education, financial capital, and business support services.
- **Covered Community** – Five diverse businesses took part in the fall 2020 cohort of the Certified Business Enterprise Supplier Training program, which included live webinars with contracting organizations, executive education with USC faculty, and feedback from experts in procurement, lending, and business services. Culminating in a “pitch” competition, the program helped diverse and LGBT business owners increase capacity, raise capital, and define a path to minority certification.



SCE sponsored and delivered opening remarks at the National Association of Women Business Owners – California's Corporate Board Pathways kick-off in February. SCE is a founding sponsor.



At the Asian Business Association – Orange County's annual business convention, SCE had a virtual exhibit booth, participated in matchmaking, and served on a panel.



Supplier Diversity and Development's Michael Herrera (top row, second from right) represented SCE and provided feedback to US Pan Asian American Chamber of Commerce's "What's Your Pitch?" competition participants.

COLLABORATION AND TARGETED OUTREACH

Supplier Diversity and Development, Supply Management, Diversity and Inclusion, Human Resources, Business Customer Division, and others worked together to reach diverse suppliers, inform them of key SCE initiatives – including our Pathway 2045, wildfire mitigation, safety, and resiliency programs – and explore contract opportunities.

Our teams collaborated on the following activities:

■ California Hispanic Caucus Institute Leadership Conference Panel

SCE participated in a virtual panel discussion on preparing small and diverse-owned businesses for resiliency in an age of uncertainty and natural disasters. SCE Senior Advisor of Supply Chain Management Jeffrey Rodriguez joined representatives from various sectors and shared information to help small business owners prepare for an unpredictable business environment.

■ The Greenlining Institute Workforce & Supplier Diversity Town Hall Discussion

Driving investments and economic opportunities into historically redlined communities is more important than ever to ensure people of color not only survive 2020's unprecedented times, but also build health, wealth, and security. SCE Supplier Diversity and Development Principal Manager Tarrance Frierson and Diversity and Inclusion Principal Manager Liji Thomas participated in this virtual event where they discussed SCE's workforce diversity and supplier diversity commitments amid the pandemic, climate change, racial justice, and economic crises.

■ Net Zero Conference

SCE once again sponsored the world's largest building conference and expo dedicated to trends in net zero energy where attendees had the opportunity to participate in educational workshop sessions, meet 150 exhibitors, and network with subject matter experts. Presented virtually, the sponsorship allowed our Supplier Diversity and Development team to learn more about sustainability efforts and engage with diverse businesses. In addition, we extended complimentary registrations to a few of our diverse suppliers so they could learn about business opportunities in this area.

■ Women's Business Enterprise National Council Utilities Industry Spotlight

SCE was featured at the organization's webinar on "The Safety Evolution in Utilities." Principal Safety Strategy and Transformation Manager Chanel Parson discussed how SCE's safety culture is changing with the help of innovative solutions and people-focused strategies. Although technological advancements, environmental awareness, and increasing customer expectations and demands are transforming the utility industry, she reiterated SCE's commitment to safety remains constant with the support of our supplier partners.

■ US Pan Asian American Chamber of Commerce "Rebooting Our Economy" Webcast

The organization's webcast covered the pandemic and necessary actions to reboot our economy. It showcased financial resources available and supply chain opportunities for small and diverse-owned businesses. Topics included commercial banking, loan processes, supply chain opportunities at SCE, supplier

needs in the finance and utility industries, and the economic outlook for 2021. Supplier Diversity and Development and Joyce Lui, business account manager for our Business Customer Division, discussed the company's Pathway 2045 initiative, our roadmap to carbon neutrality, and procurement opportunities for small and diverse firms.

■ **Veterans In Business Network / Veteran 2 Veteran Business Cohort Program**

SCE once again was a primary sponsor of the group's six-month in-depth program designed to assist established veteran business owners with strategies for growth. The program featured monthly webinars and virtual meetings between mentors and veteran business owners and included 12 firms. SCE offered information on our Supplier Diversity Program, business success strategies, and emerging opportunities.

■ **California African American Chamber of Commerce Fireside Chat Webinar**

Edison International President and CEO Pedro Pizarro participated in a webinar with chamber chairman Timothy Alan Simon to discuss a wide range of topics. These included SCE's Pathway 2045 initiative, wildfire mitigation plans, a state task force to develop proposals to recommend appropriate slavery reparations, and California Act for Economic Prosperity. Participants included chamber members, corporate sponsors, business owners, and legislators, including Congressional Black Caucus members.

DIVERSE & SMALL BUSINESS RESILIENCY

As we lead the transformation of the electric power industry and focus activities on clean energy, efficient electrification, the grid of the future, and customer choice,

we must incorporate new rules of engagement with diverse firms. Identifying and executing new sourcing channels, facilitating supplier education, and bringing more visibility to supplier diversity will help ensure the resiliency of our diverse and small business community. With the challenges of the pandemic and its disproportionate impact on diverse communities, we remain committed to making investments to advance racial equality and economic opportunity.

Our activities in 2020 included:

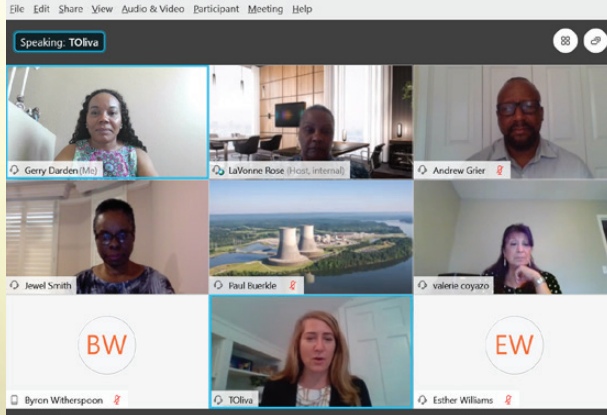
■ **Women's Business Enterprise National Council Women of Color Program**

We sponsored and participated in multi-tiered programming to help women of color entrepreneurs increase their competitive advantage and capacity for inclusion in corporate supply chains. This included a three-part "Power Hour" webinar series focused on providing diverse women

"The COVID-19 pandemic has exacerbated past inequities and that fact makes the work of SCE's Supplier Diversity and Development team more important than ever. The level of partnership and support we've received has been exactly what we need to further the interests of our members. SCE showed up financially to support our 'boots on the ground' and their leadership in diversity and inclusion has demonstrated we are all in this together."

TARA LYNN GRAY, Fresno Metro Black Chamber of Commerce & Chamber Foundation

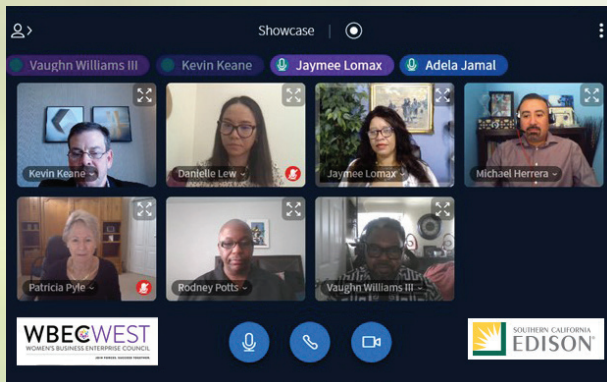




SCE participated in an Edison Electric Institute virtual best practices workshop, which covered a range of topics tailored to supplier diversity professionals.



Edison International VP and Corporate Secretary Alisa Do delivers opening remarks at National Association of Women Business Owners – California’s Corporate Board Pathways kick-off in February.



SCE Supplier Diversity Program Manager Michael Herrera (top row, far right) participates in Women's Business Enterprise Council – West's Platinum Program for women business owners.

entrepreneurs the tools and information they need to help strengthen their business during the pandemic. The program was comprised of seven pillars – community building, market access, resources, human capital, innovation, policy, and capital.

■ **National Association of Women Business Owners – Los Angeles “Showing Up for Equity – An Introduction to Anti-Racism” Workshop**

This virtual workshop, which we sponsored, introduced common language used in the fight against racism and the steps people can take to create more inclusive workplaces. Mylene Noche-Gallagher, Diversity and Inclusion advisor, discussed SCE’s commitment to diversity and inclusion and our efforts to combat racism in the workplace and business community.

■ **National Association of Women Business Owners – Orange County (NAWBO-OC) “Women of Color Who Lead” Panel Discussion**

SCE Government Affairs Senior Advisor Carolyn Sims gave opening remarks and moderated this panel discussion spotlighting four women of color CEOs. Panelists, including NAWBO-OC’s first woman of color Chapter President Jane Tittle, provided insight and best practices on being franchise owners, investing in the women of color business community, and real estate.

■ **Fresno Metro Black Chamber Foundation Annual Women of Color Business Symposium**

The event attracted over 500 virtual attendees from large corporations to small-owned businesses throughout the Central Valley. Gerry Darden, senior program manager in

Supplier Diversity and Development, delivered opening remarks for this event, which had the theme, “Power to Prosper!”

■ **Edison Electric Institute “Business Diversity Best Practices” Workshop**

Gerry Darden, Supplier Diversity and Development senior program manager, moderated the institute’s two-day virtual workshop. Tailored to supplier diversity professionals from utilities across the country, the program agenda featured a wide range of topics, including: remembrances of former civil rights leader John Lewis, California Assemblywoman Gwen Moore, and Supreme Court Justice Ruth Bader Ginsburg; a preview of an industry economic impact study; a keynote address on racial equity/call to action by American Association of Blacks in Energy President Paula Glover; best practices for sustainability and inclusion; and pre- and post-award training from the Small Business Administration and General Services Administration.

ADVOCACY AND COMMUNITY PARTNERSHIPS

For the past three years, Supplier Diversity and Development hosted a large gathering with advocacy and community-based organizations representing diverse supplier communities to discuss SCE’s business strategy and key initiatives. Due to the pandemic, the team moved to a virtual format and held three smaller partner meetings to allow for maximum opportunities for engagement among participants.

Together, these meetings attracted about 50 leaders and representatives from local, state, regional, and national organizations.

Supplier Diversity and Development Principal Manager Tarrance Frierson conveyed the company's priorities for 2021, including our clean energy pathway, wildfire mitigation, and public safety activities.

He also shared plans for the upcoming program year, opportunities for collaboration, and re-affirmed the important role diverse firms have played – and will continue to play – in SCE's success.

Early in the pandemic, Supplier Diversity and Development extended an offer to advocacy and community partners to re-purpose our sponsorship support to help address their needs during the health and economic crisis.

PROGRAM AWARENESS TRAINING

Supplier Diversity and Development continued to lead meetings and engage with internal stakeholders to drive ongoing awareness of our Supplier Diversity Program, company initiatives, and efforts to connect with the small and diverse business community.

Additionally, all employees with procurement responsibilities were required to take an online training course covering these same areas.

SUPPLIER DIVERSITY IMPACT REPORT

SCE released our 2019 Supplier Diversity Economic Impact Report, prepared by data consultancy firm, supplier.io. The report showed the wide-ranging effects of our Supplier Diversity

Program and proved that, beyond our operations, our supplier diversity activities build better, stronger communities.

The report found such notable impacts as GDP production, job creation, income and wage generation, and tax dollars spent with diverse firms. It also revealed that SCE's contracting with diverse firms had an economic impact of more than \$3 billion and sustained more than 19,000 jobs. View the report here: <https://www.edison.com/content/dam/eix/documents/sustainability/2019-sce-supplier-diversity-report.pdf>

SCE will release another economic impact report in 2021.

"Pride is grateful to SCE for continuing to mentor, empower, and elevate small and diverse businesses like ours during this trying year. With their resources and partnership, we have been able to sustain delivery of critical infrastructure inspection services, helping SCE maintain a safe, reliable grid for our communities. It is this collaborative, inclusive approach that will not only allow us to prevail together, but thrive in the coming years."

JOE MAAK, *Pride Resource Partners*



EXTERNAL ACTIVITIES

We support a wide array of organizations that promote the growth and development of small and diverse businesses, including those offering capacity building, technical assistance, and access to contract opportunities. During the year, we participated in many outreach events, mostly virtual due to the pandemic. Organizations we supported in 2020 included:

African American Organizations

- American Association of Blacks in Energy
- Black Business Association – Los Angeles
- California African American Chamber of Commerce
- Fresno Metro Black Chamber of Commerce
- Greater Los Angeles African American Chamber of Commerce
- Impact Southern California Community Development Corporation
- Orange County Black Chamber of Commerce
- Recycling Black Dollars
- Riverside Black Chamber of Commerce
- San Fernando Valley Black Chamber of Commerce
- U.S. Black Chamber of Commerce
- Wright's Community and Business Development Corporation

Asian Pacific American Organizations

- Asian Business Association – Los Angeles
- Asian Business Association – Orange County
- California Asian Pacific Chamber of Commerce

- Chinese American Construction Professionals
- National Asian American Coalition
- US Pan Asian American Chamber of Commerce

Disabled Veteran Organizations

- U.S. Veterans Business Alliance
- Elite SDVOB Network
- Veterans In Business Network

Hispanic American Organizations

- California Hispanic Chambers of Commerce
- Greater Riverside Hispanic Chamber of Commerce
- Latin Business Association
- Latino Business Action Network
- Los Angeles Latino Chamber of Commerce
- National Latina Business Women Association – Inland Empire
- National Latina Business Women Association – Los Angeles
- Orange County Hispanic Chamber of Commerce
- Tulare Kings Hispanic Chamber of Commerce
- United States Hispanic Chamber of Commerce

Lesbian, Gay, Bisexual, and Transgender Organizations

- Desert Business Association
- Golden Gate Business Association
- Long Beach Gay & Lesbian Chamber of Commerce
- Los Angeles Gay & Lesbian Chamber of Commerce
- National LGBT Chamber of Commerce

Native American Organizations

- American Indian Chamber of Commerce of California

Women Organizations

- National Association of Women Business Owners – California
- National Association of Women Business Owners – Los Angeles
- National Association of Women Business Owners – Orange County
- Women's Business Enterprise Council – West
- Women's Business Enterprise National Council
- Women Impacting Public Policy

Other Organizations

- Covered Community
- Disability:IN
- Edison Electric Institute
- Multicultural Women Executive Leadership Foundation
- National Association of Minority Contractors – Southern California
- National Minority Supplier Development Council
- Southern California Minority Supplier Development Council

Key Sponsorships

Diverse suppliers play a critical role in our mission to safely deliver reliable, affordable, and clean power to our customers. We work closely with our advocacy partners and community-based organizations to help ensure we maintain a healthy supply chain and have a broad range of diverse suppliers in areas where we have the greatest need.

As part of our outreach activities, we sponsor key events throughout the year to meet diverse firms, support their development, engage in matchmaking activities, and help them connect with corporate procurement professionals.

Our sponsorships give us an opportunity to share our supplier diversity commitment and how diverse suppliers can work with us as we execute our Pathway 2045. Though most of these events were held virtually in 2020, they nonetheless attracted larger audiences with suppliers across the nation participating.

Last year, SCE title- or co-sponsored the following events:

- American Indian Chamber of Commerce of California EXPO '20
- Asian Business Association – Los Angeles Women's Business Pioneers Symposium
- Asian Business Association – Orange County Business Convention and Matchmaking
- California Hispanic Chamber of Commerce Virtual Statewide Convention
- Greater Los Angeles African American Chamber of Commerce Women in the C-Suite
- Long Beach Gay & Lesbian Chamber of Commerce "Meet the Buyers" Panel
- Los Angeles Gay & Lesbian Chamber of Commerce Capacity Building Procurement Series
- National Association of Women Business Owners – Los Angeles Procurement Conference
- National Business Inclusion Consortium Unity Week Virtual Conference
- National Gay & Lesbian Chamber of Commerce XLR8 Executive Education & Capacity Building Program
- National Minority Supplier Development Council Conference and Business Opportunity Exchange
- Southern California Minority Supplier Development Council B3 Conference & Expo
- Southern California Minority Supplier Development Council Leadership Excellence Awards
- US Pan Asian American Chamber of Commerce "What's Your Pitch?" National Competition
- Women's Business Enterprise Council – West "Business Continuity Plan" panel and luncheon
- Veterans In Business Network National Conference



SCE sponsored the 2020 cohort of the Dr. Yasmin Davidds Leadership Institute in March in partnership with the Multicultural Women Executive Leadership Foundation.



The National Association of Women Business Owners – Inland Empire's "Diamonds in Our Backyard" luncheon celebrated Women's History Month in March.



Southern California Minority Supplier Development Council's B3 Conference & Expo brought diverse suppliers and corporations together.

SUMMARY OF PURCHASES AND/OR CONTRACTS (9.1.2)

WMDVLGBTBE Annual Results by Ethnicity						
			Direct	Sub	Total \$	%
1.	Minority Male	Asian Pacific American	\$178,369,246	\$40,719,842	\$219,089,088	3.43%
2.		African American	\$88,477,572	\$1,666,715	\$90,144,286	1.41%
3.		Hispanic American	\$363,919,352	\$151,436,793	\$515,356,146	8.07%
4.		Native American	\$98,937,239	\$8,920,829	\$107,858,068	1.69%
5.		Total Minority Male	\$729,703,410	\$202,744,179	\$932,447,589	14.60%
6.	Minority Female	Asian Pacific American	\$19,996,115	\$38,916,361	\$58,912,475	0.92%
7.		African American	\$48,365,271	\$1,317,233	\$49,682,504	0.78%
8.		Hispanic American	\$34,462,614	\$35,709,999	\$70,172,613	1.10%
9.		Native American	\$332,374	\$503,451	\$835,825	0.01%
10.		Total Minority Female	\$103,156,374	\$76,447,043	\$179,603,417	2.81%
11.	Total Minority Business Enterprise (MBE)		\$832,859,784	\$279,191,222	\$1,112,051,006	17.41%
12.	Women Business Enterprise (WBE)		\$908,215,632	\$286,992,892	\$1,195,208,524	18.71%
13.	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)		\$183,736	\$3,497,615	\$3,681,351	0.06%
14.	Disabled Veteran Business Enterprise (DVBE)		\$62,829,700	\$31,708,778	\$94,538,478	1.48%
15.	Other 8(a)*		\$0	\$52,257	\$52,257	0.00%
16.	TOTAL WMDVLGBTBE		\$1,804,088,852	\$601,442,764	\$2,405,531,616	37.66%
17.	Procurement**	\$6,386,837,449				

NOTE: *Firms classified as 8(a) of Small Business Administration include non-WMDVLGBTBE

**Procurement includes purchase order, non-purchase order and credit card dollars

Direct – Direct Procurement

Sub – Subcontractor Procurement

% – Percentage of Procurement

Dollars and Percentages reflect rounding differences

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

As indicated in the October 9, 2020 letter from SCE President and CEO Kevin Payne to the CPUC following the September 29, 2020 GO 156 Supplier Diversity en banc, rising insurance costs impact SCE's Supplier Diversity Program efforts and results. Without the wildfire insurance costs, SCE's diverse business enterprise achievement would have been more than 40 percent.

PROGRAM EXPENSES (9.1.3)

Expense Category	2020
Wages	\$1,275,797
Other Employee Expenses	\$24,774
Program Expenses	\$1,749,555
Reporting Expenses	\$320,299
Training	–
Consultants	\$157,526
Other	\$1,013
TOTAL	\$3,528,964

RESULTS AND GOALS (9.1.4)

Category	2020 Results	2020 Goals
Minority Men	14.60%	0.00%
Minority Women	2.81%	0.00%
Minority Business Enterprise (MBE)	17.41%	15.00%
Women Business Enterprise (WBE)	18.71%	5.00%
Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	0.06%	N/A*
Disabled Veteran Business (DVBE)	1.48%	1.50%
TOTAL WMDVLGBTBE	37.66%	21.50%

2020 Goals represent diverse spend targets under General Order 156

*NA – Pursuant to D.15-06-007, utilities to establish and report LGBT goals starting with the 2020 annual reports

% - Percentage of Procurement

Dollars and Percentages reflect rounding differences

SUBCONTRACTORS (9.1.5)

Summary of Prime Contractor Utilization of WMDVLGBTBE Subcontractors								
	Minority Male	Minority Female	Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	Other 8(a)*	TOTAL WMDVLGBTBE
Direct \$	\$729,703,410	\$103,156,374	\$832,859,784	\$908,215,632	\$183,736	\$62,829,700	\$0	\$1,804,088,852
Subcontracting \$	\$202,744,179	\$76,447,043	\$279,191,222	\$286,992,892	\$3,497,615	\$31,708,778	\$52,257	\$601,442,764
TOTAL \$	\$932,447,589	\$179,603,417	\$1,112,051,006	\$1,195,208,524	\$3,681,351	\$94,538,478	\$52,257	\$2,405,531,616
Direct %	11.43%	1.62%	13.04%	14.22%	0.00%	0.98%	0.00%	28.25%
Subcontracting %	3.17%	1.20%	4.37%	4.49%	0.05%	0.50%	0.00%	9.42%
TOTAL %	14.60%	2.81%	17.41%	18.71%	0.06%	1.48%	0.00%	37.66%
Procurement**	\$6,386,837,449							

NOTE: *Firms classified as 8(a) by the Small Business Administration include non-WMDVLGBTBE
 **Procurement includes purchase order, non-purchase order and credit card dollars
 Direct – Direct Procurement
 Sub – Subcontractor Procurement
 % – Percentage of Procurement
 Dollars and Percentages reflect rounding differences

The Minority Business Enterprise category reflects spend with African-, Asian-, Hispanic-, and Native American-owned businesses. Although suppliers can certify across multiple categories, spend is recorded to a single General Order 156 category.
 As indicated in the October 9, 2020 letter from SCE President and CEO Kevin Payne to the CPUC following the September 29, 2020 GO 156 Supplier Diversity en banc, rising insurance costs impact SCE's Supplier Diversity Program efforts and results. Without the wildfire insurance costs, SCE's diverse business enterprise achievement would have been more than 40 percent.



Attendees at SCE's Black History Month celebration in February included (from left): President and CEO Kevin Payne; SVP of Strategy and Regulatory Affairs Carla Peterman; California African American Chamber of Commerce President and CEO Edwin Lombard and his wife, Glenda; Government Relations Advisor Roderick Brewer; VP of Operational Services and Chief Procurement Officer James Niemiec; and Supplier Diversity and Development Manager Dennis Thurston.

COMPLAINTS (9.1.6)

SCE did not receive any formal complaints in 2020.

DIVERSE SUPPLIERS IN LOW-UTILIZATION AREAS (9.1.7)

We continually monitor our resource needs and seize opportunities in traditionally considered low-utilization areas with diverse business enterprises. Though it can be challenging at times to identify diverse firms in certain areas and match them with procurement opportunities at SCE, we continue to move forward in our efforts and remain steadfast in increasing our diverse spend in low-utilization areas.

FINANCIAL SERVICES

In 2020, we continued our longstanding commitment to work with diverse financial services firms across all disciplines, including investment banking, investment management, commercial banking, accounting, auditing, and management consulting.

Notable achievements included:

- Engaging a total of 21 diverse firms, including three firms new to SCE, to co-manage \$3.9 billion of capital market financings, with over \$4.4 million of total underwriting fees paid to these firms (details of these transactions are summarized in the following table)



Leaders from various utilities came together in March at the Utility Diversity Roundtable to discuss the importance of increasing diversity in the workforce and diverse spend. From left: Bryan Umstead, Duke Energy; Crystal Ross-Smith, Ameren; Bridget Reidy, Exelon and Exelon Business Services; James Niemiec, SCE; Kevin Bryant, Evergy; and Johnny Howze, Southern Company.

- Issuing \$1.9 billion of commercial paper through a diverse firm
- Investing \$242 million in money market securities through two diverse firms
- Executing \$168 million of investment fund equity trades through diverse brokers
- Managing approximately \$1.4 billion of trust assets by 11 diverse firms

- Maintaining \$23 million of deposits with four banks designated as Minority Depository Institutions by the Federal Deposit Insurance Corporation (FDIC)
- Committing \$47.2 million to diverse investment managers through fund of funds

In addition, during the year, we continued to emphasize the importance of diversity to our investment managers and observed increasing efforts by them to promote diversity and inclusion within their firms. Supplier Diversity and Development also facilitated the introduction of one new diverse firm.

Type of Transaction	Amount (millions)	Number of Diverse Firms	Role	% Allocated to Each Firm
SCE Debt	\$600	6	Co-managers	3.3%
SCE Debt	\$1,100	8	Co-managers	2.5%
SCE Debt	\$600	4	Co-managers	5.0%
EIX Debt	\$400	2	Co-managers	5.0%
SCE Debt	\$350	3	Co-managers	6.7%
SCE Debt	\$900	3	Co-managers	6.7%

LEGAL SERVICES

Diverse law firms continued to perform legal services in most of the Law Department's practice areas, including claims and commercial litigation, regulatory, labor, and environmental. In 2020, \$7.2 million was spent with these firms, representing 13% of our total expenditures on outside law firms. The Law Department continued to focus efforts on women- and minority-owned law firms, minority attorneys in majority-owned firms, outreach, and increasing diversity in the profession.

Women- and Minority-Owned Law Firms

Diverse law firms continued to perform a significant amount of work for SCE, and as a result, two were in the top 10 law firms based on fees paid by the Law Department.

Minority Attorneys in Majority-Owned Firms

We continued to collect diversity data from our major law firms in support of the American Bar Association's Resolution 113, which urges legal service providers to create and expand opportunities for diverse attorneys. SCE has been reviewing the data to determine future actions.

As directed by the California Public Utilities Commission (CPUC), we are also providing information in this report on the dollars spent with major law firms for work performed by diverse attorneys and paralegals. This information was based on survey data from our top law firms based on fees paid by the Law Department. The major firms that provided data represent eight of SCE's top 10 major law firms. As noted earlier, the top 10 major law firms include two certified diverse firms, so the data on these firms are excluded from the chart. The information related to these diverse law firms is included as part of SCE's diverse spend percentage.

Outreach Activities

SCE's Law Department continued activities to reach diverse firms and attorneys and increase diversity in the profession. Several Law Department members participated in legal associations focused on ethnic diversity in the profession, including the John M. Langston Bar Association of Los Angeles, Korean American Bar Association of Southern California, California Minority Counsel Program, California Indian Legal Services, and the Asian Pacific American Dispute Resolution Center. We also provided financial support to these and other organizations. In addition, we maintained our involvement with the Leadership Council on Legal Diversity (LCLD), which includes more than 300 corporate chief legal officers and law firm managing partners working to build a more open and diverse legal profession. In 2020, SCE sponsored an LCLD fellow from our Law Department and our general counsel and an assistant general counsel attended LCLD's annual conference, which was held virtually.

Pipeline Efforts

The Law Department continued to be involved in initiatives aimed at introducing diverse students to the legal profession to support a steady flow of diverse attorneys for the future. Among our activities:

- Through the Street Law program, we awarded college scholarships to six students for winning an essay contest on a legal topic.
- Our attorneys participated as scorers for the Constitutional Rights Foundation's mock trial virtual competition, which provides an opportunity for middle and high school students to present a criminal trial and learn about our judicial system.
- The Law Department funded a scholarship for a first-year law student through the California Bar Foundation, which provides scholarships to diverse law students.

"Our relationship with SCE and Supplier Diversity and Development has been a factor in our growth, from working with a small support crew to now having over 125 employees – many of whom are veterans. As a service-disabled veteran-owned business, we are proud to be built on both a foundation and a culture of safety, procedures, and family. This gives veterans a work environment where they can thrive. Together, we are building up our veteran community!"

SCOTT PAINTER, *Birds Eye Aerial Drones*



SOUTHERN CALIFORNIA EDISON LAW DEPARTMENT-CPUC OUTSIDE COUNSEL DIVERSITY

Attorney Time Billed in 2020			Total (\$)
1.	All Men		\$20,618,052
2.	Minority Men	Asian Pacific American	\$1,353,999
3.		African American	\$385,493
4.		Hispanic American	\$1,687,396
5.		Native American	\$14,080
6.		Multi-Ethnic American	\$4,371,304
7.		Total Minority Men	\$7,812,272
8.	All Women		\$9,039,964
9.	Minority Women	Asian Pacific American	\$804,271
10.		African American	\$156,078
11.		Hispanic American	\$122,840
12.		Native American	\$0
13.		Multi-Ethnic American	\$988,035
14.		Total Minority Women	\$2,071,223
15.	Total Minority		\$9,883,496
16.	Non-Minority Women		\$6,968,740
17.	Disabled Veteran		\$2,555
18.	Total Minority, Non-Minority Women & Veterans		\$16,852,236

Dollars reflect rounding differences

Out of the top 10 firms providing services in 2020, eight provided data which are included on this schedule.

The two remaining firms are diverse business enterprises.

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

RETENTION OF ALL DOCUMENTS/DATA (9.1.8)

All documents and data related to the General Order 156 (Supplier Diversity) annual report are preserved for: (a) three years or (b) the timeframe that is in compliance with SCE's internal records retention policy, whichever comes later.

Paralegal Time Billed in 2020			Total (\$)
1.	All Men		\$541,250
2.	Minority Men	Asian Pacific American	\$5,599
3.		African American	\$0
4.		Hispanic American	\$527,296
5.		Native American	\$0
6.		Multi-Ethnic American	\$0
7.		Total Minority Men	\$532,895
8.	All Women		\$638,487
9.	Minority Women	Asian Pacific American	\$0
10.		African American	\$71,302
11.		Hispanic American	\$0
12.		Native American	\$0
13.		Multi-Ethnic American	\$457,216
14.		Total Minority Women	\$528,519
15.	Total Minority		\$1,061,414
16.	Non-Minority Women		\$109,968
17.	Disabled Veteran		\$0
18.	Total Minority, Non-Minority Women & Veterans		\$1,171,382

ADDITIONAL WMDVLGBTBE ACTIVITIES (9.1.9)

SCE's efforts to enhance our electricity grid and reach carbon neutrality as outlined in our Pathway 2045 have resulted in procurement opportunities with small and diverse suppliers. Their innovative solutions are helping us lead the fight against climate change through increasing carbon-free energy and accelerating electrification of transportation and buildings. In addition to benefiting our operations, these activities translate to improved air quality, job creation, reduced energy costs, and more. Together, we are building our communities.

Grid Investment

Much of SCE's strategic focus is to achieve California's energy goals of reducing carbon pollution to 1990 levels by 2030, with a follow-on objective of 100% carbon-free energy by 2045. To help the state achieve these goals, SCE is investing in modernizing the grid, improving grid resiliency, and enabling electrification.

We are creating the grid of the future by developing and deploying modern planning tools that improve our ability to forecast and meet energy needs. We are implementing new operational tools to enhance our grid command-and-control capabilities and systematically replacing aging systems while implementing new, standards-driven (ISO 55000) asset management capabilities that will improve reliability and maximize the dollars invested in the grid.

We are increasing resiliency with upgrades and enhancements to our communications infrastructure and cybersecurity, and the deployment of technologies that automate and improve grid situational awareness. SCE's Wildfire Mitigation Plan includes infrastructure hardening, vegetation management, detailed inspections and remediations, and improved fire situational awareness. In 2020, SCE worked to complete installation of 900 circuit miles of covered conductor in high fire risk areas and inspect 198,000 overhead transmission and distribution assets by both ground and aerial (drone).

We are enabling electrification through various programs that provide make-ready charging infrastructure for customers. In the light-duty space, we've installed infrastructure for over 2,000 ports at 134 sites through our Charge

Ready Pilot and Bridge programs. In the medium-/heavy-duty space, we recently launched Charge Ready Transport – a \$350 million, five-year program that seeks to provide make-ready infrastructure at 870 sites supporting 8,490 medium-/heavy-duty vehicles. SCE has also completed numerous electrification projects at the Port of Long Beach and at several transit agencies in our region. Lastly, SCE's Charge Ready 2 program was approved in late 2020. This is a \$436 million light-duty program that seeks to provide infrastructure and rebates for nearly 40,000 ports over the next four years.

SCE's competitive bidding opportunities are inclusive of a diverse supply base in which we consider supplier diversity goals when making procurement decisions. SCE is always looking for opportunities to engage diverse suppliers, understand their capabilities, and share operational needs.

Electric Program Investment Charge

EPIC, an energy innovation funding program, aims to advance efficient, coordinated investments among the California Energy Commission (CEC), SCE, Pacific Gas and Electric (PG&E), and San Diego Gas & Electric (SDG&E) for the benefit of electric utility customers.

As we conduct demonstrations to evaluate potential solutions to grid challenges and opportunities, small and diverse firms have been critical toward supporting SCE's execution of our EPIC I, II and III portfolios of projects. Diverse firms have provided a range of engineering and administrative services, including conducting studies, providing data and communications, as well as specialized computing equipment services.



SCE representatives and other partners were on hand in March to celebrate the induction of National Association of Women Business Owners – Orange County's first woman of color president.



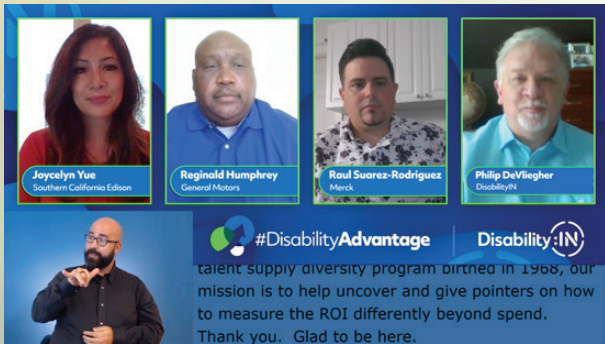
SCE cybersecurity lawyer Robert Kang gave opening remarks at Asian Business Association – Los Angeles' Women Business Pioneers Symposium.



Mark Montgomery of Bridgewater Consulting Group was one of two diverse firms nominated by SCE for a Southern California Minority Supplier Development Council Supplier of the Year award.



Edison International SVP of Corporate Affairs Caroline Choi provides presenting sponsor remarks at the virtual National Business Inclusion Consortium, emphasizing the importance of embracing diversity, equity, and inclusion, internally and externally.



SCE Supplier Diversity and Development's Joycelyn Yue (top left) serves as a panelist at a Disability:IN virtual conference.



Kimberly Kelly-Rolfe (right) of Certified Business Enterprise Supplier Training was interviewed on a local TV program. SCE provided tuition scholarships for the CBEST program.

In 2020, SCE and other EPIC administrators hosted the fifth annual EPIC Symposium. Free and open to the public, the symposium was expanded from one day to three days and was held virtually due to the coronavirus pandemic. The event covered a range of key energy topics and featured speakers included California Governor Gavin Newsom, legislative leaders, and utility, academic, and community-based organization representatives.

We participated on three panels on zero-emission resources, holistic approaches to transportation electrification, and accelerating adoption of storage and renewables integration. The panels discussed our integrated grid project, service center of the future, vehicle-to-grid integration, distributed charging resources, and our EPIC I, II, and III portfolios.

In addition, along with PG&E, we co-hosted a public workshop to discuss EPIC III projects. SCE presented information on Substation Automation III, discussing the project's objectives and soliciting feedback from interested stakeholders.

We also participated in the Policy + Innovation Coordination Group (PICG), which resulted from the CPUC's EPIC III approval decision (D.18-10-052). The PICG is comprised of CEC, SCE, PG&E, SDG&E, CPUC, and PICG coordinator and focuses on four workstreams – wildfire mitigation, transportation electrification, equity/disadvantaged communities, and Public Safety Power Shutoffs (PSPS).

SCE took part in each of the workstream's public meetings and highlighted supporting projects, such as our EPIC III Smart Cities project in the equity/disadvantaged communities workstream.

During the year, we spent nearly \$2.3 million with diverse businesses in support of EPIC demonstration projects. Our EPIC portfolio focuses on advancing the grid, which includes projects that address clean energy systems, adoption of transportation electrification, and greater customer involvement in clean energy implementation and management. As we carry out our EPIC III portfolio, we continue to look for opportunities to site projects in disadvantaged communities within SCE's service area.

In compliance with General Order 156 annual report requirements, we are incorporating by reference SCE's Annual Report on the Status of the Electric Program Investment Charge Program, which was submitted on February 28, 2020 to the CPUC and provides detailed information regarding SCE's EPIC-funded demonstration projects.



2021 ANNUAL PLAN

economic • environmental
social justice

WMDVLGBTBE ANNUAL SHORT-, MID- AND LONG-TERM GOALS (10.1.1)

PRODUCTS	Short-Term (2021)					Mid-Term (2023)					Long-Term (2025)				
	Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	WMDVLGBTBE	Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	WMDVLGBTBE	Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	WMDVLGBTBE
Subtotal	15.00%	5.00%	N/A	1.50%	40.00%	15.00%	5.00%	N/A	1.50%	40.00%	15.00%	5.00%	N/A	1.50%	40.00%

SERVICES	Short-Term (2021)					Mid-Term (2023)					Long-Term (2025)				
	Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	WMDVLGBTBE	Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	WMDVLGBTBE	Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	WMDVLGBTBE
Subtotal	15.00%	5.00%	N/A	1.50%	40.00%	15.00%	5.00%	N/A	1.50%	40.00%	15.00%	5.00%	N/A	1.50%	40.00%

TOTAL	15.00%	5.00%	N/A	1.50%	40.00%	15.00%	5.00%	N/A	1.50%	40.00%	15.00%	5.00%	N/A	1.50%	40.00%
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*N/A – Pursuant to D.15-06-007, the Commission will issue a report on setting meaningful target goals for the utilities' LGBTBEs procurement on or before the 2021 En Banc session.



“The value of supplier diversity programs cannot be overstated. SCE’s contributions represent investments that yield positive results for suppliers, customers, and various communities throughout our service area. We are especially proud that greater than 90% of our diverse supplier spend impacts the California economy, supporting jobs, wages, and more.”

JAMES W. NIEMIEC, Vice President of Operational Services
and Chief Procurement Officer | SOUTHERN CALIFORNIA EDISON

PLANNED INTERNAL/EXTERNAL ACTIVITIES (10.1.2)

In keeping with our long-term commitment to diversity, equity, and inclusion, we will continue to collaborate with and support diverse businesses as we focus on opportunities in clean energy, efficient electrification, and building the grid of the future. We will work with our internal and external partners to identify opportunities for small and diverse businesses and help them develop capabilities in areas that support our company goals and objectives.

PLANNED INTERNAL ACTIVITIES

Procuring goods and services from diverse firms benefits our customers as well as supports the local, state, and national economy. In 2021 – working together with our internal stakeholders – we will continue to cultivate a culture of inclusion aimed at helping small and diverse businesses thrive and grow.

Our activities will include:

- Sharing results of our marketplace study to access the availability of diverse businesses in procurement categories where SCE has the greatest need and working with partners to address any identified opportunities
- Researching and leveraging best practices to enhance and/or expand supplier diversity program activities and investments
- Developing and implementing a strategy to strengthen our supplier development programs, educational workshops, and scholarship sponsorships to more effectively engage participants at different levels along the ready-to-do-business pathway
- Continuing to target 50% diverse supplier participation with our contracting opportunities, in partnership with Supply Management and others
- Facilitating capability overview meetings between diverse suppliers and senior leaders and decision makers

PLANNED EXTERNAL ACTIVITIES

In 2021, we will continue to work with advocacy and community-based organizations to help us source qualified firms, administer technical assistance/capacity building activities, and network with suppliers in the small and diverse business community.

During the year, we plan to:

- Continue to build, develop, and grow partnerships with key advocacy and community-based organizations
- Leverage partnerships to sponsor and support supplier inclusion, development, and outreach activities
- Promote and sponsor targeted outreach and development programs to focus on key areas such as access to capital, cybersecurity, community building, market access, human capital, policy, emergency preparedness, business continuity, sustainability, and business resiliency
- Utilize our influence to facilitate awareness and inclusion of small and diverse suppliers at conferences and other key events

According to the National LGBT Chamber of Commerce's America's LGBT Economy Report, lesbian, gay, bisexual, and transgender business enterprises (LGBTBEs) contribute \$1.7 trillion to the U.S. economy and 900 certified LGBTBEs have created over 33,000 jobs, demonstrating the strong staying power and importance of reaching this target group.

Specific to the LGBT business community, we will:

- Increase our internal LGBTBE spend goal to 0.5%
- Continue our work with local and other organizations to understand the LGBTBE marketplace and expand the availability of suppliers in key supply chain areas
- Sponsor, promote, and publicize LGBTBE-focused outreach events and technical assistance/capacity building training
- Work with the CPUC and other investor-owned utilities to improve our approach and engagement with LGBTBEs, including developing a Tier 2 subcontracting plan
- Continue to share current and upcoming contracting opportunities with LGBTBE suppliers and advocacy organizations

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

SCE will continue to work with our internal and external stakeholders to strategically address diverse spend in areas that have been traditionally deemed low-utilization areas, such as legal and finance. Over the years, we've made strong progress in these areas and our planned activities will sustain our momentum. We will continue to increase awareness of and seek opportunities with diverse businesses in these areas, and sponsor and participate in targeted outreach.

PLANS FOR RECRUITMENT IN EXCLUDED CATEGORIES (10.1.4)

General Order 156 Ruling on November 14, 2003 ended the excluded category.

PLANNED SUBCONTRACTING ACTIVITIES (10.1.5)

Through our subcontracting performance management procedures, we will continue efforts to increase Tier 2 diverse spend and identify opportunities to expand prime suppliers' support.

In addition, we will again encourage subcontracting by prime suppliers to small and diverse businesses for contracts valued at \$250,000 or above. Supplier Diversity and Development will actively participate in bidders' conferences to reinforce SCE's diverse business subcontracting program expectations and requirements for new contracts.

SCE continues to verify Tier 2 subcontracting spend reported by prime suppliers. Prime suppliers not meeting performance criteria will be subject to corrective action plans.

PROGRAM COMPLIANCE (10.1.6)

We will continue to comply with General Order 156 program guidelines and seek innovative supplier diversity solutions in this changing industry.

2020 ANNUAL REPORT / POWER PROCUREMENT

9.1.11.A PARTICIPATION RESULTS BY ENERGY CATEGORY

See table on page 25.

9.1.11.B MARKET CONDITIONS AND OUTREACH

Though we continue to increase outreach to diverse firms each year, diverse spend in power procurement remains difficult due to many factors.

Key obstacles for diverse supplier participation include stringent capital/credit requirements that make it trying for diverse firms to secure financing and support a long lead time for certain projects. Industry challenges also present barriers for these firms, including an increase in renewable and alternative power, with its emphasis on more capital-intensive and longer lead time projects; increased volatility in energy commodity markets, necessitating access to

greater capital reserves; decreased utility gas needs and other changes driving low natural gas prices; and a decline in customer load met by SCE's energy procurement activities due to the formation of Community Choice Aggregation (CCA) providers as well as demand response programs.

In addition, the bulk of eligible energy spend is composed of long-term power purchase agreements (PPAs) and short-term forward physical gas and power transactions, which do not lend themselves well to advancing this specific effort. Furthermore, many banks are no longer participating as Funds Transfer Agents (offering diverse suppliers Funds Transfer Agent Agreements), which is a barrier to most diverse suppliers trying to enter the forward commodity transaction market.

There are other less capital/credit intensive areas, including post-Commercial Operation Date (COD) subcontracting and brokerage transactions, where SCE has sought to encourage greater use of diverse suppliers. However, these amount to a relatively small portion of SCE's total eligible spend.

Despite these challenges, we remain committed to working with diverse suppliers in power procurement and pursuing new or innovative methods for inclusion.

9.1.11.A PARTICIPATION RESULTS BY ENERGY CATEGORY (All dollars in \$MM)

Results by Ethnicity and Gender															Results by WMDVLGBTBE Certification						
Product ¹	Unit	Asian Pacific American			African American			Hispanic American			Native American			Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	Other 8(a) ⁵	Subcontracting Total	Total WMDVLGBTBE Procurement Spend ³	Total Procurement Spend
		Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Total	Total	Total	Total	Total	Total	Total	Total
Power Purchased	Renewable Power Products Direct	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$1.26	\$1.26	\$2,451.16
		%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.05%	0.05%	
		\$ ²	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$1.26	\$1.26	\$916.07
		% ²	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.14%	0.14%	
	Non-Renewable Power Products Direct	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$16.83	\$0	\$0	\$0	\$0.04	\$16.87	\$1,269.99
		%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	1.33%	0.00%	0.00%	0.00%	0.00%	1.33%	
		\$ ²	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$8.37	\$0	\$0	\$0	\$0.04	\$8.41	\$1,253.31
		% ²	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.67%	0.00%	0.00%	0.00%	0.00%	0.67%	
Fuels for Generation	Diesel Direct	\$	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$4.98	\$0.00	\$4.98	\$0.00	\$0.00	\$0.00	\$4.98	\$0.00	\$0.00	\$0.00	\$0.00	\$4.98	\$4.98
		%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	100%	0.00%	100%	0.00%	0.00%	0.00%	100%	0.00%	0.00%	0.00%	0.00%	100%	
	Natural Gas Direct	\$	\$0	\$0.44	\$0.44	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0.44	\$0.09	\$0	\$0	\$0	\$0.53	\$194.70
		%	0.00%	0.23%	0.23%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.23%	0.05%	0.00%	0.00%	0.00%	0.00%	0.27%	
Post 2011	Subtotal of Columns ²	\$	\$0.00	\$0.44	\$0.44	\$0.00	\$0.00	\$0.00	\$4.98	\$0.00	\$4.98	\$0.00	\$0.00	\$0.00	\$5.42	\$8.46	\$0.00	\$0.00	\$0.00	\$15.18	\$2,369.06
	Subtotal % of Total Procurement Spend	%	0.00%	0.02%	0.02%	0.00%	0.00%	0.00%	0.21%	0.00%	0.21%	0.00%	0.00%	0.00%	0.23%	0.36%	0.00%	0.00%	0.00%	Overall WMDVLGBTBE %	0.64%
All	Subtotal of Columns ⁴	\$	\$0.00	\$0.44	\$0.44	\$0.00	\$0.00	\$0.00	\$4.98	\$0.00	\$4.98	\$0.00	\$0.00	\$0.00	\$5.42	\$16.92	\$0.00	\$0.00	\$0.00	\$23.64	\$3,920.83
	Subtotal % of Total Procurement Spend	%	0.00%	0.01%	0.01%	0.00%	0.00%	0.00%	0.13%	0.00%	0.13%	0.00%	0.00%	0.00%	0.14%	0.43%	0.00%	0.00%	0.00%	Overall WMDVLGBTBE %	0.60%

¹ Excludes purchases from the CAISO, other IOUs, utilities, federal entities, state entities, municipalities and cooperatives

² Includes only long-term power procurement commitments after June 6, 2011 or as a result of RFOs after June 6, 2011

³ Total WMDVLGBTBE spend does not include pre-COD subcontracting values

⁴ Includes all power procurement commitments

⁵ Firms classified as 8(a) by the Small Business Administration include non-WMDVLGBTBE

% - percentages calculated by the Row Category Total Procurement Spend
 2020 Year End contains amounts paid between January & December 2020
 The Minority Business Enterprise category reflects spend with African-, Asian-, Hispanic-, and Native American-owned businesses. Although suppliers can certify across multiple categories, spend is recorded to a single General Order 156 category.

PRE-COD POWER PROCUREMENT SUBCONTRACTING SPEND

Results by Ethnicity and Gender														Results by WMDVLGBTBE Certification					
Product	Unit	Asian Pacific American			African American			Hispanic American			Native American			Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	Other 8(a)*	Total Pre-COD Subcontracting
		Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Total	Total	Total	Total	Total	Total
Renewable Power Products Direct	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$698	\$111,806	\$0	\$0	\$0	\$112,504
Non-Renewable Power	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$19,076	\$301,040	\$0	\$0	\$0	\$320,116
Total	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$19,774	\$412,846	\$0	\$0	\$0	\$432,620

*Firms classified as 8(a) by the Small Business Administration include non-WMDVLGBTBE
The table above represents the pre-Commercial Operation Date (COD) subcontracting spend for power procurement.
The Minority Business Enterprise category reflects spend with African-, Asian-, Hispanic-, and Native American-owned businesses. Although suppliers can certify across multiple categories, spend is recorded to a single General Order 156 category.

9.1.11.A PARTICIPATION RESULTS BY FUEL CATEGORY

Results by Ethnicity and Gender														Results by WMDVLGBTBE Certification						
Product ¹	Unit ³	Asian Pacific American			African American			Hispanic American			Native American			Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	Other 8(a) ²	Total WMDVLGBTBE Procurement Spend	Total Procurement Spend
		Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Total	Total	Total	Total	Total		
LPG	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$1,106,715	\$0	\$1,106,715	\$0	\$0	\$0	\$1,106,715	\$0	\$0	\$0	\$0	\$1,106,715	\$1,106,715
	%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	100.00%	0.00%	100.00%	0.00%	0.00%	0.00%	100.00%	0.00%	0.00%	0.00%	0.00%	100%	
Overall Total \$		\$0	\$0	\$0	\$0	\$0	\$0	\$1,106,715	\$0	\$1,106,715	\$0	\$0	\$0	\$1,106,715	\$0	\$0	\$0	\$0	\$1,106,715	\$1,106,715
Overall Total %		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	100.00%	0.00%	100.00%	0.00%	0.00%	0.00%	100.00%	0.00%	0.00%	0.00%	0.00%	Overall WMDVLGBTBE %: 100%	

NOTE: LPG – Liquefied Petroleum Gas

¹ Excludes purchases from the CAISO, other IOUs, utilities, federal entities, state entities, municipalities and cooperatives

² Includes non-WMDVLGBTBE firms classified as 8(a) by the Small Business Administration

³ Percentages (%) calculated by the Row Category Total Procurement Spend

Dollars and Percentages reflect rounding differences

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

environmental economic social justice

INTERNAL/EXTERNAL ACTIVITIES

2020 ANNUAL REPORT / FUEL PROCUREMENT FOR NON-GENERATION

9.1.11.A PARTICIPATION RESULTS BY FUEL CATEGORY

See table on page 26.

9.1.11.B MARKET CONDITIONS AND OUTREACH

We continued to have 100% participation by diverse suppliers in the area of fuels for liquefied petroleum gas (LPG) non-generation.

Our efforts to expand opportunities for diverse firms are paying off as we focus on partnering with business advocacy organizations to reach diverse suppliers for future fuel procurement opportunities.



SCE gave opening remarks and participated in matchmaking activities at the Women's Business Enterprise Council – West's Platinum Supplier Program. Michael Herrera (top row, third from left) of Supplier Diversity and Development, represented SCE.



Tarrance Frierson (top), principal manager of Supplier Diversity and Development, participated in the National LGBT Chamber of Commerce's "Sip & Pitch" event to engage and network with LGBT business owners.

ATTACHMENTS

WMDVLGBTBE DIRECT PROCUREMENT BY PRODUCT AND SERVICE CATEGORIES

				Products***		Services***		Total	
				\$	%	\$	%	\$	%
1.	Minority Male	Asian Pacific American	Direct	\$46,605,519	4.38%	\$131,763,727	2.48%	\$178,369,246	2.79%
2.		African American	Direct	\$44,335,818	4.17%	\$44,141,753	0.83%	\$88,477,572	1.39%
3.		Hispanic American	Direct	\$27,121,756	2.55%	\$336,797,596	6.33%	\$363,919,352	5.70%
4.		Native American	Direct	\$6,739	0.00%	\$98,930,500	1.86%	\$98,937,239	1.55%
5.		Total Minority Male	Direct	\$118,069,833	11.10%	\$611,633,577	11.49%	\$729,703,410	11.43%
6.	Minority Female	Asian Pacific American	Direct	\$191,245	0.02%	\$19,804,870	0.37%	\$19,996,115	0.31%
7.		African American	Direct	\$74	0.00%	\$48,365,197	0.91%	\$48,365,271	0.76%
8.		Hispanic American	Direct	\$12,458,045	1.17%	\$22,004,569	0.41%	\$34,462,614	0.54%
9.		Native American	Direct	\$2,088	0.00%	\$330,286	0.01%	\$332,374	0.01%
10.		Total Minority Female	Direct	\$12,651,452	1.19%	\$90,504,922	1.70%	\$103,156,374	1.62%
11.	Total Minority Business Enterprise (MBE)		Direct	\$130,721,285	12.29%	\$702,138,499	13.19%	\$832,859,784	13.04%
12.	Women Business Enterprise (WBE)		Direct	\$67,009,575	6.30%	\$841,206,057	15.80%	\$908,215,632	14.22%
13.	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)		Direct	\$0	0.00%	\$183,736	0.00%	\$183,736	0.00%
14.	Disabled Veteran Business Enterprise (DVBE)		Direct	\$936,085	0.09%	\$61,893,615	1.16%	\$62,829,700	0.98%
15.	Other 8(a)*		Direct	\$0	0.00%	\$0	0.00%	\$0	0.00%
16.	TOTAL WMDVLGBTBE		Direct	\$198,666,945	18.68%	\$1,605,421,907	30.16%	\$1,804,088,852	28.25%
17.	Total Product Procurement***			\$1,063,761,645					
18.	Total Service Procurement***			\$5,323,075,805					
19.	Procurement**			\$6,386,837,449					
20.	Total number of WMDVLGBTBEs that received direct spend			353					

NOTE: *Firms classified as 8(a) by the Small Business Administration include non-WMDVLGBTBE
 **Procurement includes purchase order, non-purchase order and credit card dollars
 ***Products and Services spend based on contracted prime Products and Services
 Direct – Direct Procurement
 % – Percentage of Procurement
 Dollars and Percentages reflect rounding differences
 The Minority Business Enterprise category reflects spend with African-, Asian-, Hispanic-, and Native American-owned businesses. Although suppliers can certify across multiple categories, spend is recorded to a single General Order 156 category.
 As indicated in the October 9, 2020 letter from SCE President and CEO Kevin Payne to the CPUC following the September 29, 2020 GO 156 Supplier Diversity en banc, rising insurance costs impact SCE's Supplier Diversity Program efforts and results. Without the wildfire insurance costs, SCE's diverse business enterprise achievement would have been more than 40 percent.

WMDVLGBTBE SUBCONTRACTOR PROCUREMENT BY PRODUCT AND SERVICE CATEGORIES

				Products***		Services***		Total	
				\$	%	\$	%	\$	%
1.	Minority Male	Asian Pacific American	Sub	\$1,222,154	0.11%	\$39,497,688	0.74%	\$40,719,842	0.64%
2.		African American	Sub	\$0	0.00%	\$1,666,715	0.03%	\$1,666,715	0.03%
3.		Hispanic American	Sub	\$21,218,940	1.99%	\$130,217,854	2.45%	\$151,436,793	2.37%
4.		Native American	Sub	\$418,131	0.04%	\$8,502,698	0.16%	\$8,920,829	0.14%
5.		Total Minority Male	Sub	\$22,859,224	2.15%	\$179,884,955	3.38%	\$202,744,179	3.17%
6.	Minority Female	Asian Pacific American	Sub	\$24,459,051	2.30%	\$14,457,310	0.27%	\$38,916,361	0.61%
7.		African American	Sub	\$0	0.00%	\$1,317,233	0.02%	\$1,317,233	0.02%
8.		Hispanic American	Sub	\$2,646,012	0.25%	\$33,063,987	0.62%	\$35,709,999	0.56%
9.		Native American	Sub	\$23,153	0.00%	\$480,298	0.01%	\$503,451	0.01%
10.		Total Minority Female	Sub	\$27,128,216	2.55%	\$49,318,827	0.93%	\$76,447,043	1.20%
11.	Total Minority Business Enterprise (MBE)		Sub	\$49,987,440	4.70%	\$229,203,782	4.31%	\$279,191,222	4.37%
12.	Women Business Enterprise (WBE)		Sub	\$55,961,321	5.26%	\$231,031,571	4.34%	\$286,992,892	4.49%
13.	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)		Sub	\$96,290	0.01%	\$3,401,324	0.06%	\$3,497,615	0.05%
14.	Disabled Veteran Business Enterprise (DVBE)		Sub	\$8,596,343	0.81%	\$23,112,434	0.43%	\$31,708,778	0.50%
15.	Other 8(a)*		Sub	\$0	0.00%	\$52,257	0.00%	\$52,257	0.00%
16.	TOTAL WMDVLGBTBE		Sub	\$114,641,395	10.78%	\$486,801,369	9.15%	\$601,442,764	9.42%
17.	Total Product Procurement***			\$1,063,761,645					
18.	Total Service Procurement***			\$5,323,075,805					
19.	Procurement**			\$6,386,837,449					

NOTE: *Firms classified as 8(a) by the Small Business Administration include non-WMDVLGBTBE
 **Procurement includes purchase order, non-purchase order and credit card dollars
 ***Products and Services spend based on contracted prime Products and Services
 Sub – Subcontractor Procurement
 % – Percentage of Procurement
 Dollars and Percentages reflect rounding differences
 The Minority Business Enterprise category reflects spend with African-, Asian-, Hispanic-, and Native American-owned businesses. Although suppliers can certify across multiple categories, spend is recorded to a single General Order 156 category.
 As indicated in the October 9, 2020 letter from SCE President and CEO Kevin Payne to the CPUC following the September 29, 2020 GO 156 Supplier Diversity en banc, rising insurance costs impact SCE's Supplier Diversity Program efforts and results. Without the wildfire insurance costs, SCE's diverse business enterprise achievement would have been more than 40 percent.

WMDVLGBTBE Procurement by Standard Industrial Classifications

SIC Category		Asian Pacific American		African American		Hispanic American		Native American		Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	Other 8(a)*	Total WMDVLGBTBE	Total Dollars**
		Male	Female	Male	Female	Male	Female	Male	Female							
07. Agricultural Services	\$ %	\$1,895,647 0.36%	\$273 0.00%	\$185,142 0.04%	\$0 0.00%	\$71,733,377 13.70%	\$1,444,614 0.28%	\$0 0.00%	\$0 0.00%	\$75,259,053 14.37%	\$255,498,816 48.80%	\$919 0.00%	\$7,160,300 1.37%	\$0 0.00%	\$337,919,089 64.54%	\$523,546,824
15. General Business Contractors	\$ %	\$339,853 0.13%	\$14,592 0.01%	\$703,766 0.27%	\$3,572 0.00%	\$69,534,852 26.75%	\$3,110,187 1.20%	\$9,679,381 3.72%	\$24,255 0.01%	\$83,410,457 32.09%	\$44,564,376 17.15%	\$0 0.00%	\$12,441,988 4.79%	\$0 0.00%	\$140,416,820 54.03%	\$259,905,256
16. Heavy Construction Other Than Building Construction Contractors	\$ %	\$41,800,193 2.57%	\$2,113,595 0.13%	\$10,366,450 0.64%	\$1,093,319 0.07%	\$182,072,712 11.20%	\$17,531,372 1.08%	\$74,936,198 4.61%	\$16,917 0.00%	\$329,930,755 20.30%	\$555,236,243 34.16%	\$66,646 0.00%	\$57,649,569 3.55%	\$0 0.00%	\$942,883,214 58.01%	\$1,625,403,782
17. Special Trade Contractors	\$ %	\$4,271 0.01%	\$6,797 0.01%	\$85,873 0.15%	\$0 0.00%	\$3,921,538 6.78%	\$107,651 0.19%	\$1,462,101 2.53%	\$223,571 0.39%	\$5,811,802 10.05%	\$10,146,538 17.55%	\$96 0.00%	\$474 0.00%	\$0 0.00%	\$15,958,911 27.60%	\$57,813,181
23. Apparel and Other Textile Products	\$ %	\$0 0.00%	\$0 0.00%	\$3,998,375 37.50%	\$0 0.00%	\$35,354 0.33%	\$119,638 1.12%	\$0 0.00%	\$1,584 0.01%	\$4,154,950 38.97%	\$4,875,429 45.73%	\$0 0.00%	\$101,795 0.95%	\$0 0.00%	\$9,132,174 85.65%	\$10,661,930
24. Lumber and Wood Products	\$ %	\$877,535 1.21%	\$0 0.00%	\$326,543 0.45%	\$0 0.00%	\$59,305 0.08%	\$1,991,821 2.75%	\$0 0.00%	\$23,152 0.03%	\$3,278,357 4.52%	\$9,025,728 12.44%	\$0 0.00%	\$34,139 0.05%	\$0 0.00%	\$12,338,224 17.01%	\$72,525,648
25. Furniture and Fixtures	\$ %	\$0 0.00%	\$0 0.00%	\$0 0.00%	\$0 0.00%	\$0 0.00%	\$0 0.00%	\$0 0.00%	\$0 0.00%	\$0 0.00%	\$2,949,806 99.42%	\$0 0.00%	\$0 0.00%	\$0 0.00%	\$2,949,806 99.42%	\$2,967,102
26. Paper and Allied Products	\$ %	\$42,626 0.65%	\$120,015 1.83%	\$173,640 2.65%	\$0 0.00%	\$0 0.00%	\$1,679,988 25.61%	\$0 0.00%	\$0 0.00%	\$2,016,269 30.74%	\$931,977 14.21%	\$0 0.00%	\$0 0.00%	\$0 0.00%	\$2,948,246 44.95%	\$6,558,957
27. Printing and Publishing	\$ %	\$291 0.02%	\$0 0.00%	\$0 0.00%	\$0 0.00%	\$0 0.00%	\$12,977 1.10%	\$0 0.00%	\$0 0.00%	\$13,269 1.13%	\$2,839 0.24%	\$0 0.00%	\$0 0.00%	\$0 0.00%	\$16,108 1.37%	\$1,177,359
28. Chemicals and Allied Products	\$ %	\$6,627 0.10%	\$0 0.00%	\$1,218,086 17.98%	\$0 0.00%	\$43,101 0.64%	\$5,321 0.08%	\$0 0.00%	\$0 0.00%	\$1,273,135 18.79%	\$2,211,022 32.64%	\$0 0.00%	\$96,332 1.42%	\$0 0.00%	\$3,580,489 52.86%	\$6,773,797
29. Petroleum and Coal Products	\$ %	\$0 0.00%	\$0 0.00%	\$0 0.00%	\$0 0.00%	\$18,047,580 98.30%	\$0 0.00%	\$0 0.00%	\$0 0.00%	\$18,047,580 98.30%	\$5,055 0.03%	\$0 0.00%	\$0 0.00%	\$0 0.00%	\$18,052,635 98.33%	\$18,359,927
30. Rubber and Miscellaneous Plastics Products	\$ %	\$0 0.00%	\$0 0.00%	\$371,500 8.52%	\$0 0.00%	\$82,495 1.89%	\$8,563 0.20%	\$0 0.00%	\$0 0.00%	\$462,559 10.61%	\$341,064 7.82%	\$0 0.00%	\$138,646 3.18%	\$0 0.00%	\$942,268 21.62%	\$4,358,772
32. Stone, Clay, and Glass Products	\$ %	\$35,338 0.05%	\$0 0.00%	\$20,769 0.03%	\$0 0.00%	\$1,180,163 1.51%	\$137,864 0.18%	\$0 0.00%	\$0 0.00%	\$1,374,134 1.76%	\$4,869,806 6.24%	\$0 0.00%	\$2,001,301 2.56%	\$0 0.00%	\$8,245,241 10.57%	\$78,040,982
33. Primary Metal Industries	\$ %	\$40,083 0.03%	\$24,358,222 19.63%	\$20,288 0.02%	\$0 0.00%	\$22,885 0.02%	\$739,661 0.60%	\$0 0.00%	\$0 0.00%	\$25,181,140 20.29%	\$1,127,740 0.91%	\$0 0.00%	\$747,009 0.60%	\$0 0.00%	\$27,055,889 21.80%	\$124,106,430
34. Fabricated Metal Products	\$ %	\$2,280,071 6.58%	\$31,062 0.09%	\$1,648,474 4.76%	\$0 0.00%	\$108,768 0.31%	\$94,720 0.27%	\$154,545 0.45%	\$0 0.00%	\$4,317,639 12.46%	\$5,439,294 15.69%	\$35,590 0.10%	\$101,284 0.29%	\$0 0.00%	\$9,893,807 28.55%	\$34,660,356
35. Industrial Machinery and Equipment	\$ %	\$4,583 0.02%	\$6,119 0.03%	\$9,094,235 45.83%	\$0 0.00%	\$197,539 1.00%	\$61,878 0.31%	\$0 0.00%	\$0 0.00%	\$9,364,355 47.19%	\$1,005,663 5.07%	\$0 0.00%	\$369,667 1.86%	\$0 0.00%	\$10,739,685 54.12%	\$19,844,478
36. Electronic and Other Electric Equipment	\$ %	\$10,380,324 2.57%	\$40,682 0.01%	\$3,523,112 0.87%	\$0 0.00%	\$7,024,228 1.74%	\$7,546,178 1.87%	\$202,410 0.05%	\$1 0.00%	\$28,716,933 7.12%	\$44,193,486 10.95%	\$46,613 0.01%	\$5,349,745 1.33%	\$0 0.00%	\$78,306,776 19.41%	\$403,482,845
37. Transportation Equipment	\$ %	\$0 0.00%	\$0 0.00%	\$153,930 2.46%	\$0 0.00%	\$128,495 2.05%	\$31 0.00%	\$0 0.00%	\$0 0.00%	\$282,456 4.51%	\$3,678 0.06%	\$0 0.00%	\$752 0.01%	\$0 0.00%	\$286,886 4.58%	\$6,265,382
38. Instruments and Related Products	\$ %	\$1,871,887 2.61%	\$0 0.00%	\$3,761,934 5.24%	\$0 0.00%	\$457,357 0.64%	\$1,557,230 2.17%	\$0 0.00%	\$0 0.00%	\$7,648,408 10.66%	\$15,852,980 22.10%	\$0 0.00%	\$261,756 0.36%	\$0 0.00%	\$23,763,144 33.13%	\$71,726,823
39. Miscellaneous Manufacturing Industries	\$ %	\$736 0.12%	\$0 0.00%	\$266,544 44.93%	\$0 0.00%	\$6,358 1.07%	\$953 0.16%	\$0 0.00%	\$0 0.00%	\$274,591 46.28%	\$25,913 4.37%	\$0 0.00%	\$12,914 2.18%	\$0 0.00%	\$313,418 52.83%	\$593,269
42. Trucking and Warehousing	\$ %	\$28,173 0.43%	\$2,719 0.04%	\$0 0.00%	\$0 0.00%	\$106,617 1.64%	\$7,849 0.12%	\$13,528 0.21%	\$1 0.00%	\$158,888 2.44%	\$125,001 1.92%	\$3,115 0.05%	\$0 0.00%	\$0 0.00%	\$287,004 4.40%	\$6,516,882

WMDVLGBTBE Procurement by Standard Industrial Classifications

SIC Category	Asian Pacific American		African American		Hispanic American		Native American		Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	Other 8(a)*	Total WMDVLGBTBE	Total Dollars**
	Male	Female	Male	Female	Male	Female	Male	Female							
45. Transportation By Air	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$4,764,630	\$ 0	\$ 0	\$ 0	\$4,764,630	\$25,617,748
	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	18.60%	0.00%	0.00%	0.00%	18.60%	
47. Transportation Services	\$ 0	\$256,635	\$626	\$ 0	\$416,599	\$3,324,017	\$ 0	\$ 0	\$3,997,877	\$756,206	\$ 0	\$ 0	\$ 0	\$4,754,082	\$10,118,452
	% 0.00%	% 2.54%	% 0.01%	% 0.00%	% 4.12%	% 32.85%	% 0.00%	% 0.00%	% 39.51%	% 7.47%	% 0.00%	% 0.00%	% 0.00%	% 46.98%	
48. Communications	\$ \$9,487,107	\$ 0	\$874,592	\$ 0	\$437,183	\$12,053	\$ 0	\$ 0	\$10,810,935	\$702,013	\$ 0	\$ 0	\$ 0	\$11,512,948	\$46,936,227
	% 20.21%	% 0.00%	% 1.86%	% 0.00%	% 0.93%	% 0.03%	% 0.00%	% 0.00%	% 23.03%	% 1.50%	% 0.00%	% 0.00%	% 0.00%	% 24.53%	
49. Electric, Gas, and Sanitary Services	\$ \$4,453	\$726	\$111,303	\$ 0	\$10,294,505	\$36,996	\$ 0	\$358	\$10,448,340	\$1,150,044	\$ 0	\$ 0	\$ 0	\$11,598,384	\$30,352,939
	% 0.01%	% 0.00%	% 0.37%	% 0.00%	% 33.92%	% 0.12%	% 0.00%	% 0.00%	% 34.42%	% 3.79%	% 0.00%	% 0.00%	% 0.00%	% 38.21%	
50. Wholesale Trade-Durable Goods	\$ \$31,947,897	\$94,196	\$19,143,286	\$ 0	\$4,880,277	\$679,945	\$67,915	\$ 0	\$56,813,515	\$28,832,604	\$14,088	\$298,157	\$ 0	\$85,958,364	\$129,370,730
	% 24.69%	% 0.07%	% 14.80%	% 0.00%	% 3.77%	% 0.53%	% 0.05%	% 0.00%	% 43.92%	% 22.29%	% 0.01%	% 0.23%	% 0.00%	% 66.44%	
51. Wholesale Trade-Nondurable Goods	\$ \$339,967	\$ 0	\$607,175	\$74	\$8,025	\$480,265	\$ 0	\$504	\$1,436,011	\$1,281,299	\$ 0	\$18,931	\$ 0	\$2,736,241	\$11,949,032
	% 2.85%	% 0.00%	% 5.08%	% 0.00%	% 0.07%	% 4.02%	% 0.00%	% 0.00%	% 12.02%	% 10.72%	% 0.00%	% 0.16%	% 0.00%	% 22.90%	
52. Building Materials and Garden Supplies	\$ 0	\$ 0	\$7,928	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$7,928	\$ 0	\$ 0	\$ 0	\$ 0	\$7,928	\$12,340
	% 0.00%	% 0.00%	% 64.24%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 64.24%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 64.24%	
55. Automotive Dealers & Gas Service Stations	\$ 0	\$ 0	\$ 0	\$ 0	\$16,058,766	\$ 0	\$ 0	\$ 0	\$16,058,766	\$ 0	\$ 0	\$ 0	\$ 0	\$16,058,766	\$61,502,844
	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 26.11%	% 0.00%	% 0.00%	% 0.00%	% 26.11%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 26.11%	
58. Eating and Drinking Places	\$ 0	\$ 0	\$622,401	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$622,401	\$2,572,602	\$ 0	\$ 0	\$ 0	\$3,195,003	\$5,158,705
	% 0.00%	% 0.00%	% 12.07%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 12.07%	% 49.87%	% 0.00%	% 0.00%	% 0.00%	% 61.93%	
63. Insurance Carriers	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$513,419,652
	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	
65. Real Estate	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$7,750	\$ 0	\$ 0	\$ 0	\$7,750	\$217,795
	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 3.56%	% 0.00%	% 0.00%	% 0.00%	% 3.56%	
72. Personal Services	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$229,128
	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	
73. Business Services	\$ \$47,493,455	\$5,905,784	\$11,454,586	\$44,213,371	\$89,424,881	\$12,703,065	\$10,207,437	\$83,023	\$221,485,601	\$121,120,162	\$3,156,850	\$3,350,707	\$ 0	\$349,113,319	\$814,525,899
	% 5.83%	% 0.73%	% 1.41%	% 5.43%	% 10.98%	% 1.56%	% 1.25%	% 0.01%	% 27.19%	% 14.87%	% 0.39%	% 0.41%	% 0.00%	% 42.86%	
75. Auto Repair, Services, and Parking	\$ 0	\$113	\$ 0	\$ 0	\$326,584	\$408,684	\$ 0	\$ 0	\$735,381	\$457,317	\$ 0	\$12,461	\$ 0	\$1,205,158	\$16,764,389
	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 1.95%	% 2.44%	% 0.00%	% 0.00%	% 4.39%	% 2.73%	% 0.00%	% 0.07%	% 0.00%	% 7.19%	
76. Miscellaneous Repair Services	\$ \$12,741	\$ 0	\$ 0	\$ 0	\$98,522	\$57,345	\$ 0	\$ 0	\$168,609	\$1,136,658	\$ 0	\$ 0	\$ 0	\$1,305,267	\$30,664,660
	% 0.04%	% 0.00%	% 0.00%	% 0.00%	% 0.32%	% 0.19%	% 0.00%	% 0.00%	% 0.55%	% 3.71%	% 0.00%	% 0.00%	% 0.00%	% 4.26%	
78. Motion Pictures	\$ 0	\$ 0	\$ 0	\$ 0	\$8,913	\$ 0	\$ 0	\$ 0	\$8,913	\$ 0	\$ 0	\$ 0	\$ 0	\$8,913	\$4,485,676
	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.20%	% 0.00%	% 0.00%	% 0.00%	% 0.20%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.20%	
80. Health Services	\$ 0	\$90,434	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$90,434	\$441,972	\$ 0	\$ 0	\$ 0	\$532,406	\$1,001,449
	% 0.00%	% 9.03%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 9.03%	% 44.13%	% 0.00%	% 0.00%	% 0.00%	% 53.16%	
81. Legal Services	\$ \$849,187	\$315,645	\$270,330	\$ 0	\$1,582,950	\$ 0	\$ 0	\$ 0	\$3,018,112	\$4,110,403	\$28,603	\$ 0	\$ 0	\$7,157,117	\$56,759,394
	% 1.50%	% 0.56%	% 0.48%	% 0.00%	% 2.79%	% 0.00%	% 0.00%	% 0.00%	% 5.32%	% 7.24%	% 0.05%	% 0.00%	% 0.00%	% 12.61%	
87. Engineering and Management Services	\$ \$69,346,043	\$25,554,869	\$21,133,401	\$4,372,167	\$37,056,216	\$16,311,746	\$11,134,554	\$462,459	\$185,371,456	\$69,442,411	\$328,832	\$4,390,551	\$52,257	\$259,585,506	\$1,292,460,409
	% 5.37%	% 1.98%	% 1.64%	% 0.34%	% 2.87%	% 1.26%	% 0.86%	% 0.04%	% 14.34%	% 5.37%	% 0.03%	% 0.34%	% 0.00%	% 20.08%	
TOTAL	\$ \$219,089,088	\$58,912,475	\$90,144,286	\$49,682,504	\$515,356,146	\$70,172,613	\$107,858,068	\$835,825	\$1,112,051,006	\$1,195,208,524	\$3,681,351	\$94,538,478	\$52,257	\$2,405,531,616	\$6,386,837,449
	% 3.43%	% 0.92%	% 1.41%	% 0.78%	% 8.07%	% 1.10%	% 1.69%	% 0.01%	% 17.41%	% 18.71%	% 0.06%	% 1.48%	% 0.00%	% 37.66%	

Total Product Procurement ***	\$1,063,761,645
Total Service Procurement ***	\$5,323,075,805
Net Procurement**	\$6,386,837,449

NOTE: *Firms classified as 8(a) by the Small Business Administration include non-WMDVLGBTBE
 **Procurement includes purchase order, non-purchase order, and credit card dollars
 ***Products and Services spend based on contracted prime Products and Services
 Total Dollars – Total procurement dollar amount in the specific SIC category

% – Percentage of Total Dollars
 Dollars and Percentages reflect rounding differences
 The Minority Business Enterprise category reflects spend with African-, Asian-, Hispanic-, and Native American-owned businesses. Although suppliers can certify across multiple categories, spend is recorded to a single General Order 156 category.
 As indicated in the October 9, 2020 letter from SCE President and CEO Kevin Payne to the CPUC following the September 29, 2020 GO 156 Supplier Diversity en banc, rising insurance costs impact SCE's supplier diversity program efforts and results. Without the wildfire insurance costs, SCE's diverse business enterprise achievement would have been more than 40 percent.

Number of WMDVLGBTBE Suppliers and Revenue Reported to the Clearinghouse

Data on Number of Suppliers

	Revenue Reported to CHS***						Utility-Specific 2020 Summary					
# WMDVLGBTBEs	MBE	WBE	LGBTBE	DVBE**	Other 8(a)*	Grand Total	MBE	WBE	LGBTBE	DVBE	Other 8(a)*	Grand Total
Under \$1 million	75	64	2	NA	1	142	214	197	7	33	1	452
Under \$5 million	95	88	3	NA	0	186	68	51	1	8	0	128
Under \$10 million	49	49	1	NA	0	99	19	16	0	3	0	38
Above \$10 million	109	78	2	NA	0	189	27	15	0	1	0	43
Total	328	279	8	NA	1	616	328	279	8	45	1	661

Revenue and Payment Data

	Revenue Reported to CHS***						Utility-Specific 2020 Summary					
\$M WMDVLGBTBEs	MBE	WBE	LGBTBE	DVBE**	Other 8(a)*	Grand Total	MBE	WBE	LGBTBE	DVBE	Other 8(a)*	Grand Total
Under \$1 million	\$24.8	\$27.8	\$0.8	NA	\$0.1	\$53.5	\$40.2	\$43.3	\$1.5	\$4.9	\$0.1	\$90.0
Under \$5 million	\$236.5	\$216.6	\$9.2	NA	\$0.0	\$462.3	\$160.6	\$123.2	\$2.1	\$21.4	\$0.0	\$307.3
Under \$10 million	\$344.3	\$347.8	\$5.3	NA	\$0.0	\$697.4	\$134.6	\$113.8	\$0.0	\$24.6	\$0.0	\$272.9
Above \$10 million	\$22,841.5	\$6,239.6	\$31.1	NA	\$0.0	\$29,112.2	\$776.7	\$915.0	\$0.0	\$43.6	\$0.0	\$1,735.4
Total	\$23,447.1	\$6,831.8	\$46.4	NA	\$0.1	\$30,325.4	\$1,112.1	\$1,195.2	\$3.7	\$94.5	\$0.1	\$2,405.5

NOTE: Data provided CHS – Supplier Clearinghouse

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

**NA – Revenue data for DVBEs are not available in CHS

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

Number of 2020 WMDVLGBTBE suppliers SCE utilized may be higher than reported due to a third-party WMDVLGBTBE subcontracting spend validation and other internal validations

Dollars and Percentages reflect rounding differences

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

Note: This Revenue Report is submitted in compliance with D.06-11-028



Southern California Edison

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