



# Report to the California Public Utilities Commission

2020 Report and 2021 Plan for Woman-  
Owned; Minority-Owned; Disabled  
Veteran-Owned; Lesbian, Gay, Bi-sexual  
and Transgender-Owned Procurement

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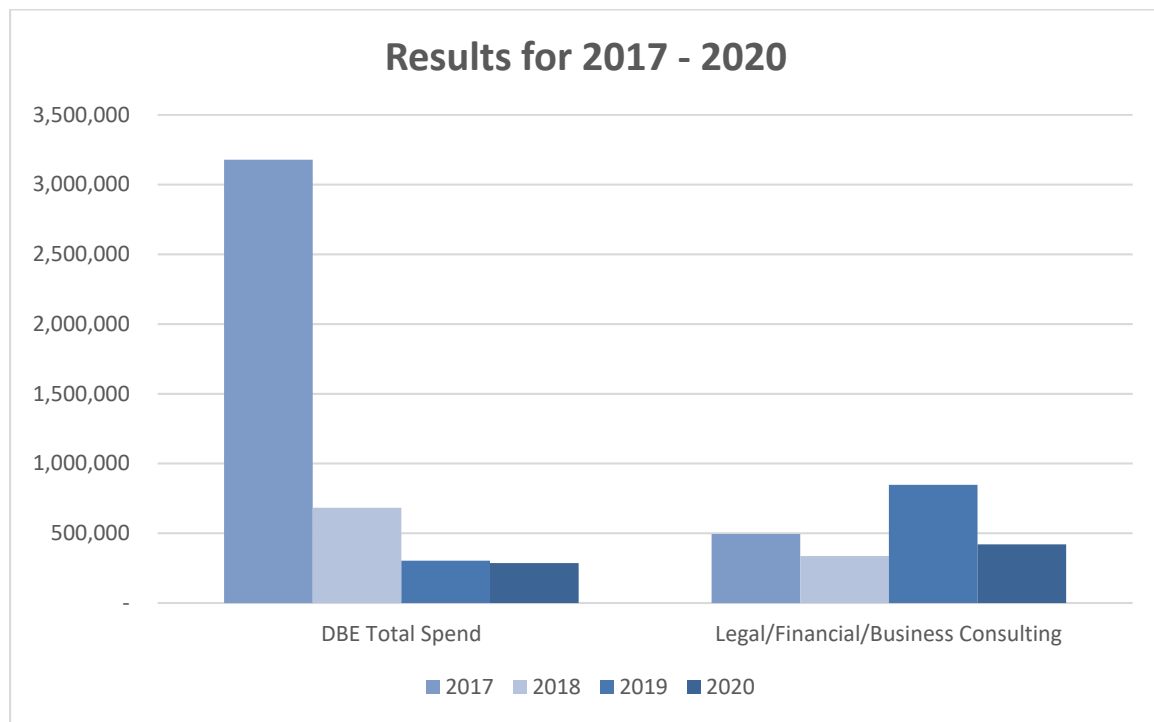
## Executive Summary

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Trans Bay Cable LLC (“TBC”) respectfully submits its 2020 Annual Report and 2021 Annual Plan for the Utility Supplier Diversity Program, in compliance with the requirements of California Public Utilities Commission (“CPUC” or “Commission”) General Order No. 156 (“GO 156”). This Annual Report describes the program activities and results TBC achieved for the period of January 1, 2020, through December 31, 2020. The Annual Plan describes TBC’s anticipated and planned activities for the period of January 1, 2021, through December 31, 2021.

Key spending and accomplishment areas in 2020:

- **Total Spend** – The total for WMDVLGBTBE (as later defined) spend was \$285,557 in 2020.
  
- **Legal, Financial and Consulting Services** – A total of \$419,994 was spent on traditionally underrepresented employees at majority-owned law firms, financial firms and business consulting firms in 2020, which continues TBC’s trend of utilizing traditionally underrepresented employees in these services areas. TBC notes that actual spend is potentially higher but necessary metrics at some vendors are not available.



# Introduction

TBC is a small energy transmission company. TBC's facilities consist of a 53-mile, approximately 400 megawatt high-voltage direct-current ("HVDC") submarine electrical transmission line and two converter stations (the "Project"). The transmission line is located beneath the adjoining bays of San Francisco, San Pablo, and Suisun and runs between TBC's two converter stations: located in Pittsburg, California, and San Francisco, California.



The Project began commercial operation on November 23, 2010. It delivers power for approximately 40% to 60% of San Francisco's peak electrical load. The Project is an important and high-profile component of the San Francisco area's electricity infrastructure.



TBC utilizes unique HVDC PLUS technology developed, serviced and warranted by Siemens Energy and Prysmian Cable and Systems. Siemens is responsible for procuring many of the vendors needed for the Project's operation and maintenance, in addition to providing equipment warranty servicing. A majority of the vendors

procured have been involved with the Project prior to its commissioning and are on long-term contracts or are highly-specialized vendors particularly suited to meet the Project's needs. As a result, TBC has few new procurement opportunities, but strives to make these opportunities available to woman, minority, disabled-veteran, lesbian, gay, bisexual and

transgender owned business enterprises (“WMDVLGBTBE”) when feasible. Additionally, in July 2019, as result of an indirect change of control, TBC became an indirect subsidiary of NextEra Energy Transmission, LLC. A consequence of the transaction, TBC had to integrate into a new supply chain and procurement system and much of TBC’s procurement is now conducted at a centralized procurement office. Additionally, with the availability of greater access to corporate resources, certain services which were formerly procured by third-party vendors are now fulfilled with in-house resources.

# 2020 Annual Report

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## 9.1.1 Internal & External Activities

Trans Bay Cable LLC	2020 Report	G.O. #156 Sec. 9.1.1
Description of WMDVLGBTBE Program Activities During the Previous Calendar Year		

### Internal Activities

TBC’s Supplier Diversity Program (“SDP” or the “Program”) for WMDVLGBTBEs is overseen by TBC’s Business and Regulatory Manager. This effort is supported by TBC’s IT Department, Operations Department, and Engineering Department. Together, TBC personnel have developed and implemented TBC’s Program. After July 2019, TBC’s procurement became managed by a centralized procurement office that manages procurement for TBC and many of its affiliates.

In accordance with Section 6.1.1 of GO 156, in 2020, all employees with procurement responsibilities, including the team lead for each department, received training on the implementation of TBC’s Program.

As stated in the summary, as a result of the unique technology utilized in TBC’s Project Facility, the resultant need for specialized vendors and the existence of long-term contracts, there are few opportunities for new procurement. However, in 2020, as in previous years, where there are new service opportunities TBC sent out requests for proposals to solicit responses from diverse vendors, in addition to requesting the inclusion and utilization of diverse subcontractors where opportunities were available.

TBC’s contracts with vendors inform them about the CPUC’s GO 156 program. TBC encouraged its vendors to visit The Supplier Clearinghouse website to determine their eligibility and complete the verification process. Additionally, TBC encouraged its vendors to use WMDVLGTBE subcontractors when feasible and includes such language in its vendor contracts and purchase orders. TBC also encourages and provides assistance to vendors, who are not participants in the Supplier Clearinghouse but would be qualifying diverse businesses, to apply for Supplier Clearinghouse certification.

This past year, TBC continued to use its website as a resource for potential WMDVLGBTBEs. WMDVLGBTBEs can contact TBC about supplier diversity through TBC's website at [www.transbaycable.com/contact-us/](http://www.transbaycable.com/contact-us/) (a link to this site is also provided on The Supplier Clearinghouse website). A TBC employee responds to all website inquiries and forwards the WMDVLGBTBE's contact information to the appropriate TBC department. After July 2019, the information is forwarded to the centralized procurement department. WMDVLGBTBEs can also submit questions about TBC's Program via the online contact-us link at TBC's public website.

TBC also made use of The Supplier Clearinghouse website to identify certified diverse vendors in its area to solicit interest in available opportunities.

### External Activities

In 2020, TBC participated in conference calls held by the California Joint Utilities Committee in an effort to (i) further develop its Program, (ii) better refine its understanding G.O. 156 requirements and best practices, (iii) increase vendor opportunities, and (iv) support the G.O. 156 program initiatives. Trans Bay also participated in the CPUC's 2020 Virtual Diversity Supplier Expo and plans to continue such participation in 2021.



### 9.1.2 Statistical Reports/Summary of Purchases

Trans Bay Cable LLC	2020 Report	G.O. #156 Sec. 9.1.2
<b>WMDVLGBTBE Annual Results by Ethnicity</b>		

		2020 Report			
		Direct \$	Sub \$	Total \$	%
Minority Male	Asian-Pacific	129,816	-	129,816	0.20%
	African-American	-	-	-	-
	Hispanic	91,711	-	91,711	0.14%
	Native American	1,120	-	1,120	>0.00%
	Other	-	-	-	-
	<b>Total Minority Male</b>		222,647	-	222,647
Minority Female	Asian-Pacific	-	-	-	-
	African-American	-	-	-	-
	Hispanic	3,577	-	3,577	>0.00%
	Native American	-	-	-	-
	Other	-	-	-	-
	<b>Total Minority Female</b>		3,577	-	3,577
Total Minority Business Enterprise (MBE)		226,224	-	226,224	0.35%
Female Business Enterprise (WBE)		57,733	-	57,733	0.09%
Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)		-	-	-	-
Service Disabled Veteran Business Enterprise (DVBE)		-	-	-	-
Other 8(a)*		\$1,600	-	\$1,600	>0.00%
<b>TOTAL WMDVLGBTBE</b>		<b>285,557</b>	<b>-</b>	<b>285,557</b>	<b>0.44%</b>
<b>NET PROCUREMENT</b>		<b>\$64,840,514</b>			

\* FIRM CLASSIFIED AS 8(a) OF SMALL BUSINESS ADMINISTRATION IS A WBE BUT IS NO LONGER REGISTERED WITH THE SUPPLIER CLEARINGHOUSE



Trans Bay Cable LLC	2020 Report	G.O. #156 Sec. 9.1.2
<b>WMDVLGBTBE Direct Procurement by Product and Service Categories</b>		

		Products		Services		Total	
		\$	%	\$	%	\$	%
Minority Male	Asian-Pacific	-	-	129,816	0.20%	129,816	0.20%
	African-American	-	-	-	-	-	-
	Hispanic	-	-	91,711	0.14%	91,711	0.14%
	Native American	-	-	1,120	>0.00%	1,120	>0.00%
	Other	-	-	-	-	-	-
	<b>Total</b>	-	-	<b>222,647</b>	<b>0.34%</b>	<b>222,647</b>	<b>0.34%</b>
Minority Female	Asian-Pacific	-	-	-	-	-	-
	African-American	-	-	-	-	-	-
	Hispanic	-	-	3,577	>0.00%	3,577	>0.00%
	Native American	-	-	-	-	-	-
	Other	-	-	-	-	-	-
	<b>Total</b>	-	-	<b>226,224</b>	<b>-</b>	<b>226,224</b>	<b>0.35%</b>
Total MBE		-	-	-	-	-	-
WBE		\$5,316	>0.00%	\$52,417	0.08%	\$57,733	0.09%
LGBTBE		-	-	-	-	-	-
DVBE		-	-	-	-	-	-
Other 8(a)*		-	-	\$1,600	>0.00%	\$1,600	>0.00%
<b>Total WMDVLGBTBE</b>		<b>\$5,316</b>	<b>&gt;0.00%</b>	<b>\$280,241</b>	<b>0.43%</b>	<b>\$285,557</b>	<b>0.44%</b>
<b>TOTAL PROCUREMENT</b>		<b>\$64,840,514</b>					

Net Procurement	\$64,840,514
WMDVLGBTBE Direct Products Procurement	\$5,316
WMDVLGBTBE Direct Service Procurement	\$280,241
<b>NET DIRECT WMDVLGBTBE PROCUREMENT</b>	<b>\$285,557</b>

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Trans Bay Cable LLC	2020 Report	G.O. #156 Sec. 9.1.2
<b>WMDVLGBTBE Subcontractor Procurement by Product and Service Categories</b>		

		Products		Services		Total	
		\$	%	\$	%	\$	%
Minority Male	Asian-Pacific	-	-	-	-	-	-
	African-American	-	-	-	-	-	-
	Hispanic	-	-	-	-	-	-
	Native American	-	-	-	-	-	-
	Other	-	-	-	-	-	-
	<b>Total</b>	-	-	-	-	-	-
Minority Female	Asian-Pacific	-	-	-	-	-	-
	African-American	-	-	-	-	-	-
	Hispanic	-	-	-	-	-	-
	Native American	-	-	-	-	-	-
	Other	-	-	-	-	-	-
	<b>Total</b>	-	-	-	-	-	-
Total MBE		-	-	-	-	-	-
WBE		-	-	-	-	-	-
LGBTBE		-	-	-	-	-	-
DVBE		-	-	-	-	-	-
Other 8(a)		-	-	-	-	-	-
<b>Total WMDVLGBTBE*</b>		-	-	-	-	-	-
<b>TOTAL PROCUREMENT</b>		<b>\$64,840,514</b>					

Net Procurement	\$64,840,514
WMDVLGBTBE Products Procurement	\$-
WMDVLGBTBE Service Procurement	\$-
<b>NET SUBCONTRACTOR WMDVLGBTBE PROCUREMENT</b>	<b>\$-</b>

\* FOR 2020 TBC DID NOT HAVE THE ABILITY TO TRACK SUBCONTRACTOR SPEND, AS A RESULT THERE IS NO REPORTABLE DATA.



Report to the CPUC

<b>Trans Bay Cable LLC</b>	<b>2020 Report</b>	<b>G.O. #156 Sec. 9.1.2</b>
<b>WMDVLGBTBE Procurement by Standard Industrial Categories</b>		

SIC Category		Asian Pacific American		African American		Hispanic American		Native American		MBE	WBE	LGBTBE	DVBE	Other 8(a)*	Total WMDV LGTBE Dollars
		Male	Female	Male	Female	Male	Female	Male	Female						
0781- Landscape Architectural Services	\$	-	-	-	-	35,450	-	-	-	35,450	-	-	-	-	\$35,450
	%	-	-	-	-	0.05	-	-	-	0.05	-	-	-	-	0.05%
3629- Electrical Industrial Apparatus NEC	\$	-	-	-	-	-	-	-	-	-	420	-	-	-	\$420
	%	-	-	-	-	-	-	-	-	-	>0.00	-	-	-	>0.00%
4581- Aircraft Cleaning and Janitorial Services	\$	-	-	-	-	57,261	-	-	-	57,261	-	-	-	-	\$57,261
	%	-	-	-	-	0.08	-	-	-	0.08	-	-	-	-	0.08%
5084- Industrial Machinery and Equipment	\$	-	-	-	-	-	-	-	-	-	31,684	-	-	-	31,684
	%	-	-	-	-	-	-	-	-	-	0.05	-	-	-	0.05%
7359- Equipment Rental and Leasing, NEC	\$	-	-	-	-	-	3,577	-	-	3,577	-	-	-	-	3,577
	%	-	-	-	-	-	>0.00	-	-	>0.00	-	-	-	-	>0.00%
7371- Computer Programming Services	\$	-	-	-	-	-	-	-	-	-	-	-	-	1,600	1600
	%	-	-	-	-	-	-	-	-	-	-	-	-	>0.00	>0.00%
8111- Legal Services	\$	-	-	-	-	-	-	-	-	-	20,628	-	-	-	20,628
	%	-	-	-	-	-	-	-	-	-	0.03	-	-	-	0.03%
8711- Engineering Services	\$	129,816	-	-	-	-	-	1,120	-	130,936	-	-	-	-	130,936
	%	0.20	-	-	-	-	-	>0.01	-	-	-	-	-	-	0.20%
8748- Business Consulting Services	\$	-	-	-	-	-	-	-	-	-	5,000	-	-	-	5,000
	%	-	-	-	-	-	-	-	-	-	>0.00%	-	-	-	>0.00%
TOTAL	\$	129,816	-	-	-	91,711	3,577	1,120	-	227,224	57,733	-	-	1,600	\$285,557
	%	0.20	-	-	-	0.14	0.00	0.00	-	0.35	0.09	-	-	0.00%	0.44%

Net WMDVLGBTBE Products Procurement	\$5,316
Net WMDVLGBTBE Service Procurement	\$280,241



Net WMDVLGBTBE Procurement	\$285,557
Net Procurement	\$64,840,514

<b>Trans Bay Cable LLC</b>	<b>2020 Report</b>	<b>G.O. #156 Sec. 9.1.2</b>
<b>Number of WMDVLGBTBE Suppliers and Revenue Reported to the Clearinghouse</b>		

Data on Number of Suppliers												
# WMDVLGBTBEs	Revenue Reported to CHS**						Utility-Specific 2020 Summary					
	MBE	WBE	LGBTBE	DVBE	Other 8(a)*	Grand Total	MBE	WBE	LGBTBE	DVBE	Other 8(a)*	Grand Total
Under \$1 million	-	-	-	-	-	-	5	4	-	-	1	10
Under \$5 million	-	-	-	-	-	-	-	-	-	-	-	-
Under \$10 million	-	-	-	-	-	-	-	-	-	-	-	-
Above \$10 million	-	-	-	-	-	-	-	-	-	-	-	-
<b>TOTAL</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>5</b>	<b>4</b>	<b>-</b>	<b>-</b>	<b>1</b>	<b>10</b>

Revenue and Payment Data												
WMDVLGBTBE \$M	Revenue Reported to CHS**						Utility-Specific 2020 Summary					
	MBE	WBE	LGBTBE	DVBE	Other 8(a)*	Grand Total	MBE	WBE	LGBTBE	DVBE	Other 8(a)*	Grand Total
Under \$1 million	-	-	-	-	-	-	5	4	-	-	1	10
Under \$5 million	-	-	-	-	-	-	-	-	-	-	-	-
Under \$10 million	-	-	-	-	-	-	-	-	-	-	-	-
Above \$10 million	-	-	-	-	-	-	-	-	-	-	-	-
<b>TOTAL</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>5</b>	<b>4</b>	<b>-</b>	<b>-</b>	<b>1</b>	<b>10</b>

\* FIRM CLASSIFIED AS 8(a) OF SMALL BUSINESS ADMINISTRATION IS A WBE BUT IS NO LONGER REGISTERED WITH THE SUPPLIER CLEARINGHOUSE

\*\*CHS: THE SUPPLIER CLEARINGHOUSE

Trans Bay Cable LLC	2020 Report	G.O. #156 Sec. 9.1.2
<b>WMDVLGBTBEs with CA Majority Workforce</b>		

TBC does not have sufficient information to report on whether the majority of the workforce of its WMDVLGBTBEs are working in California. However, TBC does note that the overwhelming majority of its WMDVLGBTBE vendors are based in California.

### 9.1.3 Itemization of WMDVLGBTBE Program Expenses

Trans Bay Cable LLC	2020 Report	G.O. #156 Sec. 9.1.3
<b>WMDVLGBTBE Program Expenses</b>		

While expenses may have been incurred for activities in support of GO 156, such expenses are not tracked by the company and none of the expenses, if any, would be solely attributable to those activities. A variety of TBC employees contribute to TBC’s Program, in particular the members of the Operations, IT and Engineering Department.

Expense Category	Year (Actual)
Wages	-
Other Employee Expenses	-
Program Expenses	-
Reporting Expenses	-
Training	-
Consultants	-
Other	-
<b>Total</b>	<b>-</b>

### 9.1.4 Progress in Meeting or Exceeding Set Goals

Trans Bay Cable LLC	2020 Report	G.O. #156 Sec. 9.1.4
<b>Progress in Meeting or Exceeding Set Goals</b>		

TBC did not meet its 2020 WMDVLGBTBE Procurement Goals, coming in at 0.44% while its target goal was 5.0%. 2020 marks only the second time in the past five years where TBC did not reach or exceed its overall target annual goal. TBC previously notes that while its total diversity spend increased in 2016 and 2017, the overwhelming majority of that spend was driven by atypical non-recurring projects which were awarded to one diverse business enterprise. In 2020, overall procurement increased and was driven by spend particular to TBC’s transmission system, which utilizes proprietary HVDC technology developed by Siemens and the procurement of marine resources. In fact, both procurement streams accounted for approximately 76% of TBC’s 2020 overall procurement, and procurement with Siemens, driven by system upgrades, accounted for approximately 54% of overall procurement.

TBC experienced a few other challenges which impacted its ability to meet projected goals. TBC was challenged getting bids from diverse vendors for projects not already contracted. Many solicited diverse vendors declined to participate in the request for proposal process which in turn limited the opportunities for TBC to increase diverse vendor spend. Vendors either did not respond, had other work, or were uninterested in submitting a proposal. Additionally, several suitable vendors for specific needs did not service the area in which TBC operates which also limited opportunities to increase diverse spend.

In July 2019, TBC became an indirect subsidiary of NextEra Energy Transmission, LLC. As a result, TBC’s procurement converted to management by a centralized procurement office which processes procurement needs for TBC and many of its new affiliates. With availability of access to greater corporate resources, certain services which were formerly procured with third-party vendors are now fulfilled with in-house resources or corporate-wide service providers. Lastly, the emplaced corporate-wide procurement schema does not track Tier 2 spend which impedes TBC’s ability to analyze subcontractor spend and thus impacts reporting metrics for diverse procurement.

However, it should be noted that TBC’s cumulative WMDVLGBTBE spend is significantly higher than reported, as some diverse vendors were not certified by

the Supplier Clearinghouse, did not desire to become certified, or did not achieve certification until sometime after they were engaged; and therefore, those amounts could not be included in TBC’s 2020 totals. TBC continues to encourage and offer assistance to all vendors who meet the qualifications of the Supplier Clearinghouse to apply for certification. The Company was successful in having five vendors become Supplier Clearinghouse certified in 2020 and will continue to utilize those vendors in 2021.

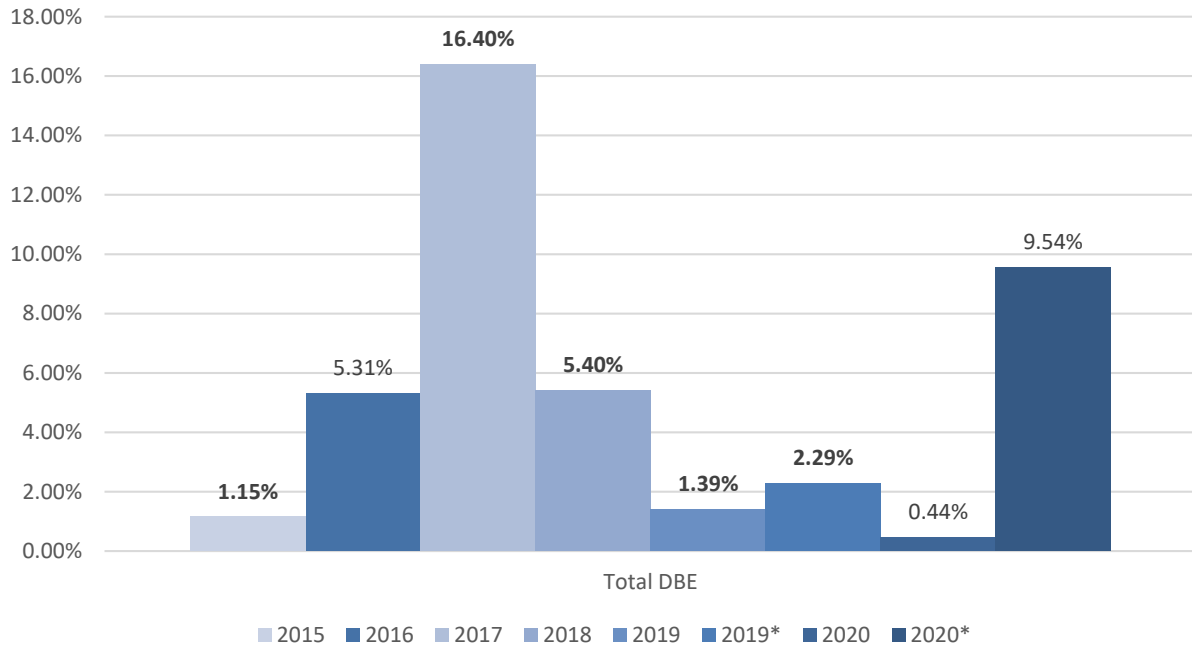
If all WMDVLGBTBEs used by TBC were certified, TBC would have increased its 2020 WMDVLGBTBE Procurement Results from \$285,557 to approximately \$6,188,845, thereby increasing the overall percentage from 0.44% to 9.54%.

Trans Bay Cable LLC	2020 Report	G.O. #156 Sec. 9.1.4	
WMDVLGBTBE Results and Goals			
Category	2020 Results	2020 Goals	2020 Results*
Minority Men	0.34%	-	9.38%
Minority Women	>0.00%	-	>0.00%
Minority Business Enterprise (MBE)	0.35%	1.00%	9.38%
Female Business Enterprise (WBE)	0.09%	3.00%	0.16%
LGBT Business Enterprise (LGBTBE)	-	0.5%	-
Disabled Veteran Business Enterprise (DVBE)	-	0.5%	-
<b>TOTAL WMDVLGBTBE</b>	<b>0.44%</b>	<b>5.0%</b>	<b>9.54%</b>

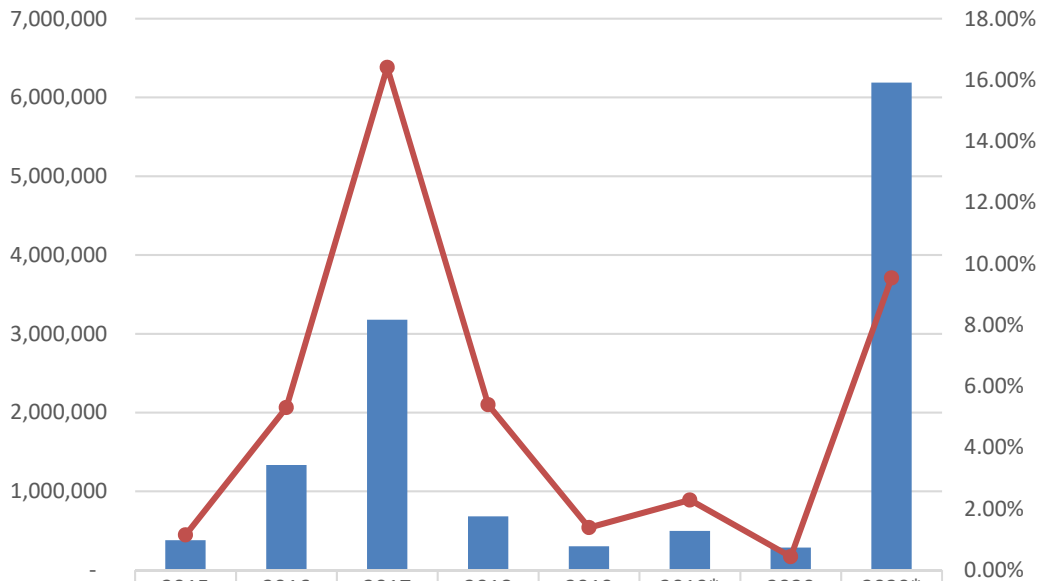
\*Results if all WMDVLGBTBEs used by TBC were certified



### TBC's Historical DBE Spend (% of Procurement)



### TBC's Five Year Supplier Diversity Spend: 2015 - 2020



	Total DBE Spend (\$)	380,282	1,333,670	3,178,386	683,063	302,543	497,941	285,557	6,188,845
	Total DBE Spend (%)	1.15%	5.31%	16.41%	5.40%	1.39%	2.29%	0.44%	9.54%

\* Column reflects TBC's WMDVLGBTBE spend if the additional eligible vendors were registered with the CPUC.

**9.1.5 Summary of Prime Contractor Utilization of WMDVLGBTBE Subcontractors**

Trans Bay Cable LLC	2020 Report	G.O. #156 Sec. 9.1.5
<b>Prime Contractor Utilization of WMDVLGBTBE Subcontractors</b>		

In 2020, TBC continued to encourage all its Prime Contractors to utilize WMDVLGBTBE subcontractors. TBC’s Responsible Vendor section of its Purchase Order Terms and Conditions states:

“In connection with the performance of work under this Agreement, Seller [or Contractor or Vendor] agrees to operate in an ethical and socially responsible manner which means that Seller [or Contractor or Vendor]... engages and includes Female, minority, disabled veterans, lesbian, gay, bisexual and transgender business enterprises for subcontracting opportunities when feasible.”

Additionally, agreements for services contain the following language:

“Contractor recognizes that TBC is a California public utility that participates in the California Public Utilities Commission (“CPUC”)’s initiative to increase the utilization of woman, minority, service-disabled veterans, lesbian, gay, bisexual and transgendered owned businesses in accordance with the CPUC’s General Order No. 156. As such, when seeking bids for subcontracts, TBC strongly encourages Contractor to recruit and utilize businesses that are **registered** with the CPUC-supervised Supplier Clearinghouse. TBC directs Contractor to the Supplier Clearinghouse ([www.thesupplierclearinghouse.com](http://www.thesupplierclearinghouse.com)) for a database of potential subcontractors and further information. Contractor may seek assistance from TBC in connection with accessing the Supplier Clearinghouse and recruitment of the businesses referenced above. Contractor is also strongly encouraged to set a goal for the percentage of subcontracting opportunities awarded to businesses owned by women, minorities, service-disabled veterans, lesbian, gay, bisexual and transgendered persons.”

This language is also replicated in contracts utilized by centralized procurement when seeking products and services for TBC.

As noted above, after July 2019, TBC’s procurement became managed by a centralized procurement office that manages procurement for TBC and many of its affiliates. The emplaced corporate-wide procurement schema does not track Tier 2 spend which impedes TBC’s ability to analyze subcontractor spend and thus impacts reporting metrics for subcontractor diverse procurement.



Report to the CPUC

<b>Trans Bay Cable LLC</b>	<b>2020 Report</b>	<b>G.O. #156 Sec. 9.1.5</b>
<b>Summary of Prime Contractor Utilization of WMDVLGBTBE Subcontractors</b>		

	Minority Male	Minority Female	Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veterans Business Enterprise (DVBE)	Other 8(a)*	TOTAL WMDVLGBTBE
Direct \$	222,647	3,577	-	57,733	-	-	\$1,600	\$285,557
Subcontracting \$**	-	-	-	-	-	-	-	-
Total \$	222,647	3,577	-	57,733	-	-	\$1,600	\$285,557

Direct %	-	-	-	-	-	-	>0.00	0.44%
Subcontracting %	-	-	-	-	-	-	-	-
Total %	-	-	-	-	-	-	>0.00	0.44%

Net Procurement	\$64,840,514
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\* FIRM CLASSIFIED AS 8(a) OF SMALL BUSINESS ADMINISTRATION IS A WBE BUT IS NO LONGER REGISTERED WITH THE SUPPLIER CLEARINGHOUSE

\*\* FOR 2020 TBC DID NOT HAVE THE ABILITY TO TRACK SUBCONTRACTOR SPEND, AS A RESULT THERE IS NO REPORTABLE DATA.



### 9.1.6 WMDVLGBTBE Complaints Received

Trans Bay Cable LLC	2020 Report	G.O. #156 Sec. 9.1.6
List of WMDVLGBTBE Complaints Received and Current Status		

TBC did not receive any WMDVLGBTBE complaints in 2020.

### 9.1.7 Recruitment Efforts in Underutilized Areas

Trans Bay Cable LLC	2020 Report	G.O. #156 Sec. 9.1.7
Efforts to Recruit WMDVLGBTBE Suppliers in Low Utilization Categories		

TBC recognizes the importance of increasing WMDVLGBTBE utilization in areas with traditionally low representation in the utility industry, such as legal, financial and business consulting services. For 2020, TBC has identified a total of \$419,994 on services by traditionally underrepresented groups in the areas of legal, financial and business consulting services. TBC notes that actual spend may be higher than \$419,994 but in some cases either specific rates for diverse persons were not available or the work performed was not on a time and materials basis. However, with the availability of greater access to corporate resources, certain services which were formerly outsourced to third-party vendors are now fulfilled with in-house corporate resources.

TBC strives to develop and maintain relationships with diverse attorneys at majority-owned law firms. In 2020, TBC spent \$311,455 with diverse attorneys at majority-owned law firms.

#### Legal Services Billed in 2020

		Diverse Attorneys at Majority-owned Law Firm Spend
Minority Male	Asian-Pacific	-
	African-American	-
	Hispanic	\$8,543
	Native American	-
	Other	-
	<b>Total Minority Male</b>	<b>\$8,543</b>
Minority Female	Asian-Pacific	-
	African-American	\$18,797
	Hispanic	-
	Native American	-
	Other	-
	<b>Total Minority Female</b>	<b>\$18,797</b>
Total Minority		<b>\$27,340</b>
Female		\$284,115

<b>TOTAL DIVERSE SPEND</b>	<b>\$311,455</b>
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TBC also utilized traditionally underrepresented persons in the Business Consulting Services sector which TBC categorizes as includes business, compliance, information technology and engineering consulting services. TBC spent \$108,539 utilizing the services of traditionally underrepresented groups at majority-owned businesses which provide Business Consulting Services.

### Business Consulting Services Billed in 2020

		Diverse Spend with Majority-owned Business Consulting Services
Minority Male	Asian-Pacific	\$65,915
	African-American	-
	Hispanic	-
	Native American	-
	Other	-
Minority Female	Asian-Pacific	\$37,513
	African-American	-
	Hispanic	-
	Native American	-
	Other	-
Unclassified Minority Spend		-
Total Minority		\$103,428
Female		\$5,111
<b>TOTAL DIVERSE SPEND</b>		<b>\$108,539</b>

### 9.1.11 WMDVLGBTBE Fuel Procurement

Trans Bay Cable LLC	2020 Report	G.O. #156 Sec. 9.1.11
WMDVLGBTBE Fuel Procurement		

TBC only engages in electric transmission and thus fuel or energy procurement is not a part of TBC's normal core business. TBC does however maintain emergency generators on site which are designated for use in emergency situations and therefore are not operated during the normal course of business. TBC also maintains some other standby equipment for use with cable maintenance which utilizes fuel. TBC purchases the limited quantities of fuel needed to maintain its emergency generators and other standby equipment from a woman-owned business enterprise (WBE) and has done so since 2016. In 2020, TBC spent \$439 in fuel procurement, the entire sum of which was spent with this WBE.

# 2021 Annual Plan

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## 10.1.1 WMDVLGBTBE Short-, Mid-, and Long-Term Goals

Trans Bay Cable LLC	2020 Report	G.O. #156 Sec. 10.1.1
<b>WMDVLGBTBE Annual SHORT, MID, AND LONG-TERM Goals</b>		

As a small, single asset utility with a unique facility that operates with proprietary technology, it is challenging for TBC to provide specific procurement goals as needs vary drastically from year to year. TBC’s needs vary greatly from those of traditional public utilities. Significant procurement continues to be driven by specialized needs owing to the uniqueness of TBC’s transmission system. As observed in 2020, over 50% of total procurement went to Siemens, the developer of the transmission system’s technology. Moreover, as TBC’s specific capital procurement needs vary year to year there is not the consistency in opportunities commonly observed with traditional utilities which leads to peaks and valleys in diverse vendor procurement performance.

However, TBC continues to and makes a concerted effort to increase not only spend with diverse vendors but the number of utilized diverse vendors. As TBC changed indirect ownership, its procurement needs are now managed by a centralized procurement office which conducts procurement for TBC and many of its new affiliates. While TBC may have access to a wider pool of diverse-owned businesses, this does not directly correlate to a number of such businesses may not be registered in the Supplier Clearinghouse. It is unclear how this may affect TBC’s Supplier Clearinghouse-certified procurement and in turn program performance going forward. However, as shown in this report, TBC is committed to continuing efforts to employ the services of diverse and traditionally underrepresented groups and business; and increasing competitiveness in sourcing products and opportunities when and where they arise. Moreover, TBC has utilized the Supplier Clearinghouse and its own efforts to identify new diverse vendors with whom to partner and has engaged some of these vendors already for procurement opportunities in 2021.

Based on the foregoing, TBC’s 2021 WMDVLGBTBE program goals are stated below:



## 2021 Strategic Program Goals

Short-, Mid-, and Long-Term Goals	Short Term (2021)	Mid Term (2023)	Long Term (2025)
Minority Business Enterprise (MBE)	1%	2%	2.5%
Female Business Enterprise (WBE)	3%	4%	4.5%
Disabled Veteran Business Enterprise (DVBE)	0.5	0.5%	0.5%
LGBT Business Enterprise (LBE)	0.5	0.5%	1.0%
<b>TOTAL WMDVLGBTBE GOAL</b>	<b>5 %</b>	<b>7%</b>	<b>8.5%</b>

### 10.1.2 Planned Program Activities

Trans Bay Cable LLC	2020 Report	G.O. #156 Sec. 10.1.2
WMDVLGBTBE Planned Program Activities for the Next Calendar Year		

TBC is committed to continue its participation in supplier diversity outreach events in the San Francisco Bay Area. For 2021, TBC’s supplier diversity plans include the following strategies to strengthen the Program’s results:

#### Planned External Activities

- Participate in local diversity expos, trade-fairs, and conferences.
- Attend various CPUC and utility events, workshops, meetings, forums, webinars, conference calls, etc.
- Encourage existing diverse suppliers to participate in the CPUC’s supplier diversity program and register with the CPUC.
- Encourage existing suppliers to recommend that their diverse vendors participate in the CPUC’s supplier diversity program and register with the CPUC.

#### Planned Internal Activities

- Provide training to centralize procurement department on CPUC’s GO 156 requirements and TBC’s Supplier Diversity Policy
- Utilize tools, such as the Supplier Diversity Clearinghouse, to receive bids from a more diverse group of suppliers
- Further educate employees, management, and prime contractors on policies and processes to strengthen the alignment of strategic sourcing and Supplier Diversity
- Clearly communicate TBC’s Supplier Diversity Program to its prime contractors
- Assist prime contractors, when available, in developing their supplier diversity plans and goals
- Maximize participation of diverse suppliers for products and services identified to be competitively bid
- Continue to adopt and follow industry best practices scaled for TBC’s size and footprint

- Develop protocols for tracking Tier 2 spend while a corporate-wide program is being developed

TBC's WMDVLGBTBE recruitment efforts remain on-going, and TBC will continue its efforts to identify and utilize WMDVLGBTBE suppliers. Recruitment efforts will continue through participation at events such as the CPUC's Small Business Expo and other industry events. Such efforts in Q4 of 2020 has yielded the engagement of at least four certified diverse vendors from whom TBC will procure goods or services from in 2021. Moreover, in January/February 2021, a new Diversity Supplier group was emplaced at the corporate level. TBC plans to leverage the expertise of this group to assist TBC in maturing its diversity supplier program and sourcing diverse vendors to participate in request for proposals for available procurement opportunities.

### 10.1.3 Recruitment Plans

Trans Bay Cable LLC	2020 Report	G.O. #156 Sec. 10.1.3
Plans for Recruiting WMDVLGBTBE Suppliers in Low Utilization Areas		

TBC is committed to seeking and recruiting WMDVLGBTBE suppliers in underutilized areas. In 2021, TBC will continue to:

- Utilize TBC’s internet site at <http://www.transbaycable.com/contact-us/>, where suppliers can contact TBC to seek supplier opportunities;
- Participate in CPUC meetings and forums with leadership of non-traditional areas to plan and develop strategies for increasing the utilization of diverse suppliers; and
- Execute best practices within our sourcing strategies to identify products and services where diverse suppliers exist, but the company is underutilizing them.

### 10.1.4 Plans Recruiting WMDVLGBTBE Suppliers

Trans Bay Cable LLC	2020 Report	G.O. #156 Sec. 10.1.4
Plans for Recruiting WMDVLGBTBE Suppliers Where Unavailable		

TBC is committed to providing encouragement and assistance to vendors that it utilizes that may meet the criteria for Supplier Clearinghouse certification but are not registered. When TBC encounters potential qualifying diverse vendors through its procurement efforts, TBC team members provide such vendors with information regarding the Supplier Clearinghouse and strong encouragement to become certified. As noted intra, TBC successfully encouraged five diverse vendors to become certified with the Supplier Clearinghouse. TBC will continue to identify diverse vendors and will provide information on and assistance with the Supplier Clearinghouse enrollment and registration process.

### 10.1.5 Planned Subcontracting Opportunities

Trans Bay Cable LLC	2020 Report	G.O. #156 Sec. 10.1.5
Plans for Encouraging Prime Contractors to Subcontract WMDVLGBTBE Suppliers		

TBC will continue to encourage prime contractors to engage and include WMDVLGBTBEs in subcontracting opportunities. Although the award of any subcontracting activity is at the prime contractor’s final discretion, TBC will work closely with its prime contractors to: 1) help identify specific products and services within TBC’s projects where there are known diverse suppliers for inclusion, 2) make our listing of approved diverse contractors accessible, and 3) advocate for diverse supplier inclusion to the maximum extent possible, including adding specific WMDVLGBTBE requirements to contracts. TBC also endeavors work with prime contractors to identify diverse vendors within their networks that are not Supplier Clearinghouse certified and encourage certification.

TBC will also continue to provide additional guidance to its prime contractors in the Responsible Vendor section of TBC’s Purchase Order Terms and Conditions. This section communicates the company’s commitment to supplier diversity and reaffirms the company’s expectations of opportunity and inclusion early in the sourcing process.

### 10.1.6 Program Compliance

Trans Bay Cable LLC	2020 Report	G.O. #156 Sec. 10.1.6
Plans for Complying with WMDVLGBTBE Program Guidelines		

TBC recognizes the social and economic benefits of a successful supplier diversity program. TBC will continue to comply with GO 156 and its guidelines and requirements and will continue to work with the CPUC, its staff, and the California Joint Utilities Group in pursuing new strategies to continually advance the Utility Supplier Diversity Program objectives. TBC will comply with all revisions of GO 156 and all other requirements of the CPUC.