



Pacific Gas and
Electric Company®

All.In.

Supplier Diversity

2019 | **2020**
ANNUAL REPORT | ANNUAL PLAN



**BEFORE THE PUBLIC
UTILITIES COMMISSION OF
THE STATE OF CALIFORNIA**

Order Instituting Rulemaking
into Implementation of Public
Utilities Code Sections 8281-8286
Relating to Woman, Minority,
Service-Disabled Veteran and
Lesbian, Gay, Bisexual and
Transgender Business
Enterprises R. 91-02-0111

**PACIFIC GAS AND ELECTRIC
COMPANY (U 39 M)**

Annual Woman, Minority,
Service-Disabled Veteran and
Lesbian, Gay, Bisexual and
Transgender Business Enterprises
Report for Calendar Year 2019

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2019 ANNUAL REPORT

Letter from the Utility CEO and President

“All. In.” — For Nearly Four Decades

When I became chief executive officer and president of Pacific Gas and Electric Company late last year, one of my first visits within our service area was to Fresno for the annual CPUC General Order 156 Supplier Diversity En Banc. In more than four decades of working in the utility industry, I had never seen such a thriving supplier diversity initiative.

I met dozens of diverse suppliers and diverse business community leaders. I came away very impressed with the collaborative relationships among those working diligently to achieve the many benefits of a diverse supply chain.

Since the 1980s, PG&E has cultivated relationships with diverse businesses to help us fulfill our mission to deliver safe, reliable, affordable and clean energy to nearly 16 million Californians.

We are grateful for the excellent service from our more than 700 diverse supplier partners. Not only do they bring innovation, sustainability and quality management to their work, they’ve also contributed to the economic vitality of our local communities.

In 2019, PG&E spent more than \$3 billion—over 40 percent of the company’s total supply chain spend—with diverse suppliers. This is the eighth consecutive year PG&E has spent more than \$2 billion. In addition, PG&E has exceeded the CPUC’s diverse spending goal of 21.5 percent for 14 years in a row.

I admire our nearly 40-year commitment to building a diverse supply chain. I appreciate my role in maintaining this legacy.

Through this annual report, we’re pleased to showcase our shared success with diverse suppliers. When it comes to supporting supplier diversity, we will continue to be “All. In.”



Andrew Vesey
CEO and President
Pacific Gas and Electric Company

2019 Annual Report

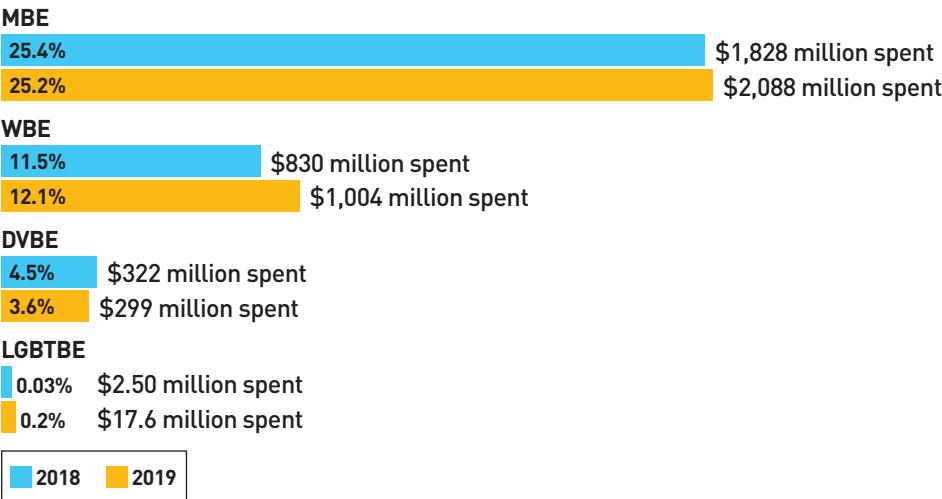
Results and Highlights

This is Pacific Gas and Electric Company's (PG&E) annual report to the California Public Utilities Commission (CPUC) on its progress in procuring goods and services from woman (WBE), minority (MBE), service-disabled veteran (DVBE), and lesbian, gay, bisexual and transgender (LGBTBE) business enterprises (WMDVLGBTBE).

In 2019, PG&E spent \$3.41 billion with WMDVLGBTBEs, or 41.5 percent of its total procurement. The company spent \$8.28 billion on products and services to deliver safe, reliable, affordable and clean energy to its customers.

For 14 consecutive years, PG&E has exceeded the CPUC's General Order 156 goal of 21.5 percent diverse spend. By sustaining its 40-plus percent performance and by strengthening the quality of its supplier diversity program initiatives and diverse supply base, PG&E reinforces its commitment to an inclusive supply chain and to the economic development of the California communities it serves.

Diverse Category Comparison 2018–2019

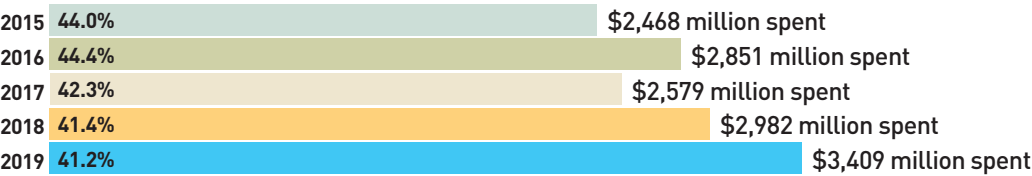


PG&E’s Five-Year Performance Trend

PG&E is steadfast in incorporating supplier diversity into its procurement process. Over the last five years (2015–2019), the company’s spend with diverse suppliers demonstrates PG&E’s commitment to sustaining world-class diversity results.

- MBE spend increased \$497.0 million or 31.2 percent
- WBE spend increased \$281.1 million or 38.9 percent
- DVBE spend increased \$144.8 million or 93.7 percent
- LGBTBE spend increased \$16.4 million or 1366.7 percent since PG&E began reporting in 2016

PG&E Five-Year Performance—WMDVLGBTBE
2015–2019



PG&E will continue to collaborate with diverse business community partners and internal cross-functional teams to strengthen existing efforts and develop new strategic initiatives to sustain supplier diversity results.

Description of WMDVLGBTBE Program Activities During the Previous Calendar Year (Sec 9.1.1)

INTERNAL PROGRAMS AND ACTIVITIES

Supplier Diversity Program Resources and Team Structure

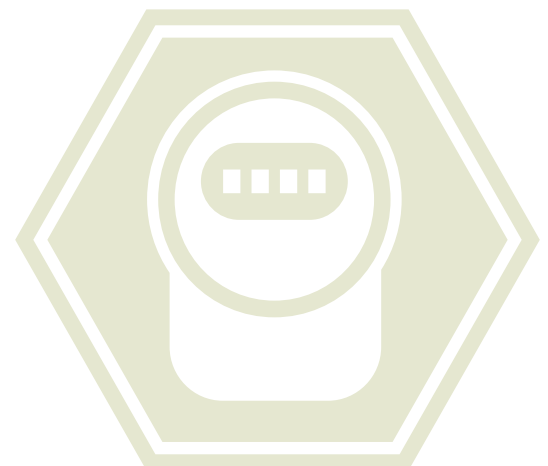
PG&E's mission is to safely and reliably deliver affordable and clean energy to customers and communities every day. The Supply Chain Responsibility Department strives to contribute to these efforts while enabling a diverse, environmentally sustainable and ethical supply chain.

PG&E is committed to an inclusive supply chain and the program's success is a collaborative effort. PG&E engages employees across the company to drive WMDVLGBTBE goal achievement, encourages suppliers throughout the supply chain to commit to diversity, and partners with external community-based organizations across its territory to champion supplier diversity excellence.

The director of Supply Chain Responsibility leads the team of supply chain responsibility professionals and reports to the vice president and chief procurement officer. The Supply Chain Responsibility team includes managers, experts and senior consultants. The Supply Chain Responsibility team partners with many internal stakeholders—the sourcing organization, Line of Business (LOB) officers and appointed Supply Chain Responsibility LOB Champions, among others—to develop and execute strategies to strengthen WMDVLGBTBE participation in business opportunities. The team also collaborates with external community-based organizations to support the competitive success of small and diverse businesses and educate on upcoming opportunities.

In 2019, supplier diversity activities included:

- Establishing officer-level supplier diversity goals for each LOB
- Leading cross-functional teams to achieve supplier diversity goals
- Tracking and reporting monthly supplier diversity spend results
- Advancing and implementing WMDVLGBTBE business development strategies
- Collaborating with internal departments, community-based and diverse business organizations
- Sharing upcoming contract opportunities with the WMDVLGBTBE community
- Responding to WMDVLGBTBE prospective supplier inquiries
- Managing technical assistance and supplier development initiatives
- Offering training and resources to suppliers to promote safe, affordable, environmentally sustainable, diverse and ethical supply chains
- Coordinating and participating in supplier diversity outreach events
- Collaborating with community-based organizations to strengthen small and diverse businesses
- Ensuring compliance with General Order 156



Employee Education

In 2019, PG&E continued to engage, coach and educate its employees about the Supplier Diversity Program via various channels and tools.

Engagement Opportunities

PG&E asks its officers from each line of business to appoint Supply Chain Responsibility LOB Champions to advocate for and support supplier diversity within their organization. LOB Champions contributed to the annual goal-setting process, shared monthly results with their senior leadership, and participated in ongoing WMDVLGBTBE supplier development and outreach. This group of engaged employees also met regularly with Supply Chain Responsibility and Sourcing team members to discuss cross-functional goal achievement strategies.

PG&E's Employee Resource Groups (ERG) play an active role in promoting diversity and community service within the company. The Supply Chain Responsibility team continued to engage with the ERGs to organize educational workshops for WMDVLGBTBEs, such as the Asian Pacific American Heritage Month Celebration Workshop in May 2019. The May workshop educated the small and diverse business community on strategies for supplier success in a changing economy, with a focus on financial resources and education. The Asian ERG president also presented on the work PG&E does to support diversity and inclusion, both within the company and its local communities. These ERG-partnered events engage employees in the company's supplier diversity program and connect PG&E leaders with the local business community.

Throughout the year, employees also volunteered in supplier diversity activities as outreach ambassadors. Ambassadors participated in business matchmaking sessions, presented or participated on panel discussions and engaged with WMDVLGBTBEs at diverse business conferences, tradeshow and workshops.

Training

PG&E's Supply Chain Responsibility team members conducted multiple supplier diversity trainings throughout the year. The team trained LOB Champions on their key role as drivers of supplier diversity planning and results within their LOB. Training sessions were both one-on-one and in department meetings. These sessions included education on how WMDVLGBTBEs contribute to the delivery of affordable gas and electric services to our customers, and how to: drive accountability; identify potential opportunities through value chain and spend data analysis; coach and support WMDVLGBTBE prospective suppliers in upcoming projects; work with prime suppliers to optimize diverse participation and accurately report subcontracting. Sourcing received onboarding training, as well as, refresher training regarding the inclusion of supplier diversity considerations during the request for proposal process. The Supply Chain Responsibility department also provided training during an internal educational forum for the Human Resources department on the importance of supplier diversity, environmental sustainability and ethical supply chain practices in achieving company goals.

Internal and External Websites

PG&E's Supply Chain Responsibility team maintains external and internal websites for its department. The internal Supply Chain Responsibility website continued to serve as a centralized resource of supplier diversity, supply chain environmental sustainability and supplier code of conduct information for all employees. The internal website provided resources, including key forms, documents and team contact information.

In addition to an internal department website, PG&E's internal company website provides a wide-range of company news, industry information and officer messages for employees. During the year, PG&E's employee home page (PG&E@Work) and Daily Digest emails educated employees about supplier diversity accomplishments and employee recognition.

The external Supply Chain Responsibility website continued to offer a range of content regarding PG&E's Supplier Diversity Program, including an outreach calendar of upcoming events, diverse and small business certification resources, technical assistance program resources, prime supplier program resources, the latest General Order 156 Supplier Diversity Annual Report and a comprehensive set of supplier frequently asked questions. The external website also connected businesses to other beneficial information, including PG&E's Supplier Code of Conduct, contractor safety program, supply chain environmental sustainability program and a supplier quality assurance manual. PG&E published many upcoming contract opportunities on its external website, including opportunities in electric vehicle charge network program, energy efficiency program management, electrification pilots and California Electric Program Investment Charge program.

In 2019, PG&E initiated work to improve its external Supply Chain Responsibility website, listening to community feedback to develop a website that is easier to navigate and acts as an educational resource. PG&E hired a diverse-owned marketing firm to support this project and plans to publish the refreshed website in 2020.

Employee Recognition

The Supply Chain Responsibility team continued to recognize employee efforts that contributed to PG&E's supplier diversity successes. Recognition included certificates of appreciation and acknowledgment of employee best practices during internal team meetings. For example, in 2019, one valued champion was retiring after many decades of service as a dedicated PG&E employee. As a part of his retirement celebration, the Supply Chain Responsibility team recognized him for his 40-year-plus, career-spanning achievements, which included advocating for diverse supplier inclusion, growth and development in his Land and Environmental Management organization. The director of Supply Chain Responsibility presented him with a certificate at his organization's executive leadership team meeting, to a standing ovation crowd. His story also appeared in PG&E's internal employee newsletter, Daily Digest.



Coverage of Results

PG&E continued to track and publish its supplier diversity results via multiple internal and external channels.

PG&E's comprehensive 2018 Supplier Diversity Annual Report and 2019 Plan was filed with the CPUC on March 1, 2019, and was then posted on its Supply Chain Responsibility website. The report was shared with PG&E's partners in the diverse business community as a resource and provided to key internal stakeholders and officers.

Supplier diversity results continued to be available company-wide on a monthly basis through the company's supplier diversity reporting system. The Supply Chain Responsibility team also responded to numerous requests for data and analytics throughout the year.

Prime Supplier Program

In 2019, PG&E's supplier diversity subcontracting performance remained consistent. PG&E's prime suppliers reported more than \$712.6 million in spending with WMDVLGBTBEs, compared to \$725.0 million in 2018.

In a challenging year, PG&E worked with its prime suppliers to help them consider various ways to include diverse suppliers in business solution partnerships and subcontracting opportunities. The Supply Chain Responsibility team partnered with Sourcing and the LOBs to encourage key prime suppliers to forecast and improve their supplier diversity subcontracting performance.

PG&E's Prime Supplier Program provided guidance to prime suppliers on how to define and execute their own supplier diversity programs, create supplier diversity plans, set annual performance goals, describe internal best practices to increase WMDVLGBTBE participation and accurately report the monthly results of their subcontracting efforts with WMDVLGBTBEs.

A comprehensive online Prime Supplier Guide, monthly prime supplier webinars and in-person trainings provided suppliers with the history of PG&E's Supplier Diversity Program, as well as additional information to develop a detailed supplier diversity plan, report correctly, and consider steps and systems required to comply with an audit of reported results.

In 2019, and for the ninth year in a row, PG&E hired a third-party firm to perform an annual subcontractor reporting, documents and payments audit to ensure accurate WMDVLGBTBE reporting from prime suppliers. Audit-based adjustments were incorporated in the 2019 reported results.

Prime Supplier Academy

In its fifth year, PG&E's Prime Supplier Academy (Academy) continued to deliver valuable supply chain responsibility training to PG&E suppliers. The Academy provided resources and tools that helped prime suppliers increase engagement in and ownership of their own supplier diversity, environmental sustainability and ethical code of conduct initiatives.

PG&E conducted seven Academy workshops in 2019, with topics that included:

- Supplier Diversity Leadership: What Does Success Look Like
- Environmental Sustainability: GHG Tracking and Reporting
- Supplier Code of Conduct: Program Excellence

In addition, PG&E conducted monthly webinars that focused on how to develop a supplier diversity plan, report diverse subcontracting and prepare for a subcontracting audit.

Technical Assistance and Capacity Building

PG&E's Technical Assistance Program (TAP) continued to collaborate with community partners to provide a broad range of educational and capacity-building initiatives to WMDVLGBTBEs of all sizes. PG&E's TAP is based on the structure defined in the CPUC's Order Instituting Rulemaking 09-07-027 Three-Tier Technical Assistance Plan for WMDVLGBTBEs.

Tier 1: Smaller WMDVLGBTBEs	Tier 2: Midsize WMDVLGBTBEs	Tier 3: Advanced Technology/Emerging Market WMDVLGBTBEs
1–3 years' experience, less than \$1M revenue	3+ years' experience, revenue more than \$1M	5+ years' experience, demonstrated readiness to grow
<ul style="list-style-type: none"> • JFK University BGAP Program • Diverse Suppliers Are Cyber Secure • Diverse Suppliers Are Safe • Diverse Suppliers Are Go Green • Financial Education • SBA/MBDA Partnership Workshops • Business Tune-Up Workshops • Strategic Sourcing Webinar Series 	<ul style="list-style-type: none"> • UCLA MDE Program • University of Washington MBE Program • UC Berkeley Financial Acumen for Leaders Course • Stanford Latino Entrepreneur Initiative • Dartmouth Tuck MBE Program • Diverse Suppliers Are Cyber Secure • Diverse Suppliers Are Safe • Diverse Suppliers Are Go Green • SBA/MBDA Partnership Workshops • Business Tune-Up Workshops • Strategic Sourcing Webinar Series 	<ul style="list-style-type: none"> • UCLA MDE Program • Stanford Latino Entrepreneur Initiative • Dartmouth Tuck MBE Program • Future-Proofing Your Business

PG&E Signature Initiatives

PG&E understands that an important part of supporting WMDVLGBTBEs is offering the tools and technical assistance needed to succeed in today's changing marketplace. The following signature TAP initiatives were established to assist in these efforts. New initiatives are developed, and existing initiatives are refreshed to reflect current trends.

Diverse Suppliers Are Safe

PG&E first launched the Diverse Suppliers are Safe initiative in 2012 to educate WMDVLGBTBEs on the importance of safety in everyday business practices. The training provides participants with information and key elements needed to develop a robust safety program. In 2019, PG&E revamped the format into an informational presentation followed by a hands-on workshop with coaches in specific areas of safety. The revised format allowed participants to leave the session with an understanding of the critical elements needed to enhance their own safety program. PG&E rolled out the new format in partnership with two WBEs at the annual Women's Business Enterprise National Council's National Conference and Business Fair.

Diverse Suppliers Are Cyber Secure

PG&E launched this initiative in 2014. At the time, it was one of the first cybersecurity initiatives in the country specifically created for the diverse business community. This signature initiative raises cybersecurity awareness, explains risks associated with web-based connectivity, details some approaches small businesses can take to cost-effectively assess vulnerability and suggests available resources to help diverse businesses reduce risk. PG&E sponsored one cybersecurity training conducted by community-based organizations in 2019.

Diverse Suppliers Go Green and Environmental Sustainability

The Diverse Suppliers Go Green initiative launched in 2010 to assist small and diverse suppliers to better compete for business by having an environmental sustainability initiative that meets customer expectations. Participants develop an environmental policy, assess their environmental impacts and create a plan to reduce these impacts. Participants learn how to develop and set improvement goals for energy usage, waste, greenhouse gas and/or water usage. Workshops also explore how business strategies that include environmental sustainability can reduce costs and improve business operations.

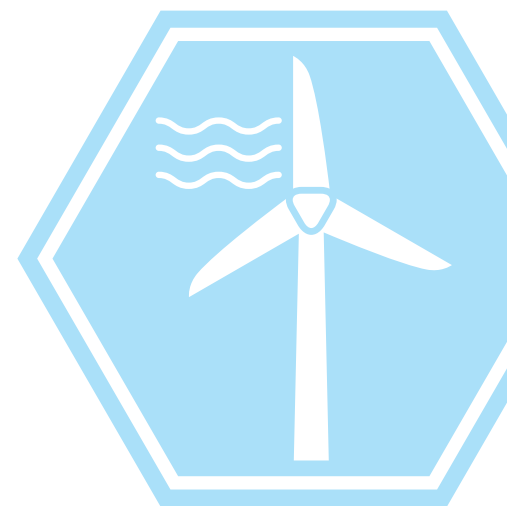
PG&E conducted two Diverse Suppliers Go Green trainings for the WMDVLGBTBEs community in 2019. One was an abbreviated one-hour webinar conducted in collaboration with the National LGBT Chamber of Commerce. It focused on environmental performance self-assessment and business improvement strategies. Another was an in-person workshop on running an environmentally sustainable business, held in partnership with the Small Business Administration and in conjunction with San Francisco Small Business Week. The Director of Supply Chain Responsibility additionally presented a workshop on how to develop an environmental sustainability program that is synergistic with existing supplier diversity initiatives. The presentation was made to supplier diversity leaders at the National Minority Supplier Development Council's annual Program Managers Meeting.

PG&E conducted additional supplier environmental sustainability trainings in 2019 as a part of its Prime Supplier Academy. Many diverse suppliers participated in these in-person trainings. Workshop topics included Greenhouse Gas Calculation and Supplier Environmental Performance Expectations.

Business Tune-Ups for WMDVLGBTBEs

PG&E launched this TAP initiative in 2017 to help WMDVLGBTBEs become more competitive by exploring different strategies to identify operational efficiencies, increase productivity and reduce costs. PG&E engaged a WBE with operational excellence expertise to develop a series of half-day workshops and webinars. The first workshop, conducted in 2017, was on reducing the cost of operations. Three in-person workshops in 2018 focused on process improvement, risk management, root cause analysis and corrective action. A webinar in 2019 focused on business continuity.

In 2019, PG&E additionally worked with a MBE to develop a new Business Tune-Up training initiative on data analytics. The training educated attendees on how digital transformation and data analytics was changing the business marketplace. Participants learned how to use data analytics to improve business operations, gain visibility into the leading/predictive indicators needed to meet customer expectations, anticipate customer needs, and improve service. PG&E conducted three in-person workshops, with one held during the National Minority Supplier Development Council annual conference.



Future-Proofing Your Business

In 2017, PG&E piloted a new TAP initiative designed to address some of the powerful disruptive forces driving rapid change in business. Workshop pilot participants discussed some of the forces impacting their businesses, including e-commerce, big data, globalization, smart grid, advanced technology, artificial intelligence and robotics. Attendees discussed their views of future impacts and the innovative strategies they are employing to adapt to and leverage the changing business ecosystem.

In 2018, additional future-proofing content was developed and a “mini-hackathon” was conducted at the National Minority Supplier Development Council annual conference with diverse businesses and prime suppliers to elicit new thinking on how to promote the inclusion of diverse suppliers in rapidly evolving technology. As a result of the success of that hackathon, PG&E led another hackathon in 2019 in conjunction with the National Minority Supplier Development Council Leadership Week and Leadership Awards. PG&E will continue to work with the diverse business community to discuss the fundamentals of developing and launching emerging technology-based solutions and roadmaps.

Supplier Code of Conduct Training

In 2018, PG&E launched an expanded half-day, in-person workshop covering many dimensions of corporate Supplier Codes of Conduct. Many diverse suppliers attended this training and learned how to establish policies and practices that led to compliance with such codes. Participants learned the importance of proactively assessing risks, both internally and in their supply chain, and implementing procedures to improve responsible business operations. PG&E conducted four in-person trainings in 2019 as part of its Prime Supplier Academy.

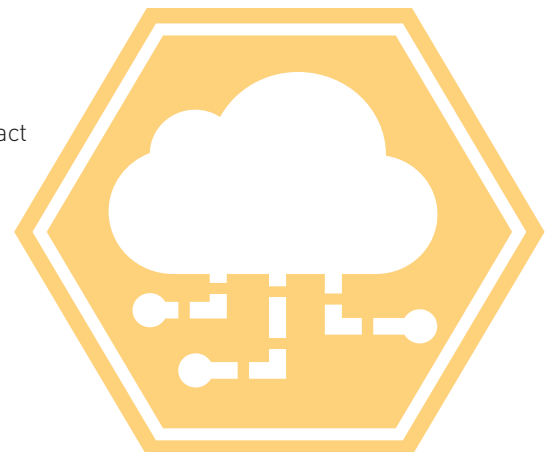
The robust training also assisted attendees in understanding the components of PG&E’s Supplier Code of Conduct (Code), how to develop a management system to sustainably manage conformance to the Code, and resources to develop their own supplier and employee codes of conduct. During the workshop, attendees performed a risk assessment specific to their business to help prioritize improvement opportunities.

How to Successfully Participate in Strategic Sourcing Webinar Series

PG&E launched this TAP initiative in 2018 to educate WMDVLGBTBEs on what to expect when participating in the strategic sourcing process. PG&E conducted four webinars in 2019.

The webinar series was broken out into four one-hour trainings:

- **Part I:** How to Present Your Capabilities and Ensure Your Fit with the Required Needs
- **Part II:** How to Navigate the RFx Process
- **Part III:** What to Think About When Negotiating a Potential Contract
- **Part IV:** How to Manage and Grow the Relationship Once You Have a Contract



WMDVLGBTBE Scholarships

Every year, PG&E offers WMDVLGBTBE scholarships to university-led and certification-focused business development training programs. Their extensive curriculums are important tools for the growth and development of small and diverse businesses. PG&E partnered with the following universities on targeted WMDVLGBTBE development programs:

- UCLA, Management Development for Entrepreneurs Program
- University of Washington, Minority Business Executive Program
- JFK University, Business Growth Acceleration Program
- UC Berkeley, Financial Data Analysis for Leaders Course
- Stanford University, Latino Entrepreneur Initiative
- Dartmouth University, Tuck Business School, Building High-Performing MBEs Program

In 2019, PG&E awarded 20 scholarships to WMDVLGBTBEs. The scholarships provided valuable technical assistance training and education in financial analysis, management, leadership, business diversification, strategic growth, marketing and business development strategies.

Small Business-Focused Collaboration

PG&E continued to offer capacity-building trainings to the small and diverse business community through its longtime partnership with the U.S. Small Business Administration (SBA), Minority Business Development Agency (MBDA), California Department of General Services and other small business experts. In 2019, PG&E sponsored or participated in 13 small business-focused events. PG&E presented on how to do business with utilities, participated in panels, moderated supplier panels, and encouraged prime suppliers and other utilities to participate. Some of these events included partnerships with the Fresno MBDA/Native American Business Development Center to conduct a training to “Cybersecure My Business” and sponsoring a training with the California Hispanic Chamber of Commerce on “Procurement Strategies.” PG&E also partnered with the SBA and two community-based organizations to conduct a workshop on data analytics in San Francisco. The workshop educated small businesses on how to leverage their data for business planning and improvement.

Financial Education

PG&E continued its partnership with the Small Business Administration, banks and other financial experts to provide financial education to the small and diverse business community. In 2019, PG&E presented a training on Strategies for Success in a Changing Economy, providing insight on access to capital strategies from a panel of financial experts from the Small Business Administration and financial institutions.

PG&E continued to work with local community-based organizations, like Elite SDVOB Network’s Northern California Chapter, to offer training on financial education. PG&E sponsored two webinar trainings on financial modeling and reading financial statements. PG&E also sponsored Elite’s annual northern California conference, which included a training on access to capital.

PG&E offered scholarships for WMDVLGBTBEs to attend a UC Berkeley financial management course held twice a year. Twelve scholarships were distributed to WMDVLGBTBEs in 2019.

Trade Show Trade Missions

PG&E continued to conduct Trade Show Trade Missions with WMDVLGBTBEs at industry trade shows and conferences in 2019. This capacity-building initiative prepared more than 30 WMDVLGBTBEs to optimize the value of industry trade shows and provided full registration scholarships. PG&E team members planned pre-trade show prep calls, acted as guides at the conferences, and facilitated business introductions. In 2019, PG&E facilitated six industry Trade Show Trade Missions to: DISTRIBUTECH Summit and Exhibition, GreenBiz Conference, Utility Supply Management Alliance Annual Conference, Sustainable Purchasing Leadership Council Annual Summit + Connect, Edison Electric Institute Business Diversity Conference; and Electric Utility Industry; and Electric Sustainable Supply Chain Alliance Sustainable Sourcing Conference. PG&E expanded this initiative in 2018 to include a diverse conference trade mission at the National Minority Supplier Development Council (NMSDC) Annual Business Conference and Opportunity Fair. Based on that success, PG&E conducted a trade mission to NMSDC again in 2019 and further expanded to three additional trade missions to Women's Business Enterprise National Council Conference and Business Fair, National LGBT Chamber of Commerce International Business and Leadership Conference, and WEConnect International Annual Global Supplier Diversity and Inclusion Symposium.

Supplier Development

PG&E continued to support the development of its diverse suppliers through ongoing coaching and mentorship, cross-functional PG&E team engagement, opportunity identification, value chain analysis, and educational scholarships. In 2019, PG&E also developed a supplier check-in process to gain a better understanding of the products and services that critical WMDVLGBTBEs provided and to identify opportunities to strengthen relationships. This information helped to better connect WMDVLGBTBEs to training and new business contacts.

EXTERNAL PROGRAM ACTIVITIES

LGBTBE Inclusion and Outreach

PG&E has included LGBTBEs in its Supplier Diversity Program and corporate supplier diversity policy since 2012. During that time, PG&E incorporated LGBTBE considerations into its internal training, prime supplier training, WMDVLGBTBE technical assistance, and targeted matchmaking. PG&E achieved year-over-year improvement in LGBTBE spending last year. PG&E worked with 11 LGBTBEs and increased spend from \$2.5 million in 2018 to \$17.6 million in 2019.

These results were bolstered by internal efforts to encourage LGBTBE firms and subcontractors to pursue certification, and by facilitating business introductions between LGBTBEs and decision makers. As a result of these efforts, LGBTBE firms won new PG&E business, both directly and as subcontractors. Some examples include:

- Two Supply Chain Responsibility team members who were volunteering at a PG&E Emergency Operations Center base camp met a mobile facility solutions subcontractor that self-identified as LGBTQ. Supply Chain Responsibility, with support from Sourcing, encouraged this business to certify as a LGBTBE. Their certification was confirmed earlier this year.
- The Supply Chain Responsibility team introduced a California-based LGBTBE engineering firm to decision makers in the Electric Transmission sourcing team. When an opportunity came up in 2019 to support wildfire hardening inspection, the LGBTBE participated in the competitive bid and won the contract. They have since been performing well on the contract.

In addition to an internal focus on LGBTBEs, PG&E also collaborated extensively with the National LGBT Chamber of Commerce (NGLCC) in 2019, sponsoring events focused on identifying and developing LGBTBEs. PG&E is an active member of NGLCC's Procurement and Corporate Advisory Committees. PG&E hosted a Supplier Development Webinar Series for NGLCC members on environmental sustainability. As a part of its Trade Show Trade Mission initiative, PG&E provided LGBTBEs with registration scholarships to attend the NGLCC International Business and Leadership Conference, and the NGLCC National Dinner. At these events, PG&E facilitated business introductions to prime suppliers. PG&E also introduced scholarship recipients and invited LGBTBE guests to other LGBTBEs for additional peer coaching and best practices sharing.

PG&E also continued to reach out to local LGBTBE chambers—Golden Gate Business Association, Rainbow Chamber of Silicon Valley, Rainbow Chamber of Sacramento—to connect their members to technical assistance opportunities and educational scholarships. For example, PG&E sponsored the pitch session and pitch mentoring activities leading up to the Golden Gate Business Association's Power Lunch V: Bridges event. Through PG&E's encouragement, a prime supplier also attended to meet LGBTBEs and share information regarding opportunities.

There continue to be challenges related to the limited number and types of LGBTBEs that have the capacity to meet PG&E's specific industry needs. While LGBTBE spend increased year-over-year in 2019, much of the dollars were in a category that will see reduced spending over time. PG&E will continue to identify new ways to grow its efforts, activities and spend with LGBTBEs.

DVBE Inclusion and Outreach

In 2019, PG&E continued to exceed the 1.5 percent CPUC goal for DVBEs by spending \$299.4 million or 3.6 percent of overall procurement spend with DVBEs. PG&E continued to support internal and external activities to promote DVBE inclusion, engage with the DVBE community, provide training and connect DVBEs to contracting opportunities.

The Supply Chain Responsibility team worked with the Elite Service-Disabled Veteran-Owned Business (SDVOB) Network, the U.S. Veterans Business Alliance and their local affiliates, to educate DVBEs in 2019. PG&E also expanded its DVBE outreach in 2019 by attending the Veterans in Business Network National Conference in San Diego and participating in three National Veteran-Owned Business Association events.

Additionally, PG&E sponsored three technical assistance webinars hosted by the Elite SDVOB Network's Northern California Chapter. Training topics covered leadership development, financial modeling and reading financial statements. PG&E also supported the Northern California Chapter's annual conference held in San Ramon. The program included several dynamic speakers and provided training to help DVBEs be more successful. Topics included access to capital, how to create an attention-grabbing pitch, and how to leverage SCORE resources.

Loan Fund

PG&E continues to support access to capital for diverse suppliers. As in years past, PG&E continued as an investor in the Business Consortium Fund (BCF). The BCF is a minority business development company created by the National Minority Supplier Development Council to provide contract financing to certified MBEs through a network of local participating banks.

Awards and Recognition

PG&E's supplier diversity program continues to be recognized locally and nationally for its contributions to the diverse business community. PG&E received the following awards and recognitions in 2019:

Organization	Recognition
San Francisco Business Times	20 Top Bay Area Companies for Supplier Diversity, PG&E ranked number 1
Billion Dollar Roundtable	Billion Dollar Roundtable member for procuring more than \$1.0 billion annually from certified diverse-owned businesses on a first-tier basis
Women's Business Enterprise National Council	America's Top Companies for Women-Owned Businesses, Platinum level recognition
U.S. Hispanic Chamber of Commerce	Million Dollar Club, recognized in category of \$500 million to \$1 billion spending with Hispanic-owned businesses
Omnikal	America's Top 50 Corporations for Multicultural Business Opportunities
National Business Inclusion Consortium (NBIC)	NBIC Best-of-the-Best Corporations for Inclusion
Western Regional Minority Supplier Development Council	MBE Choice Award—PG&E
Western Regional Minority Supplier Development Council	Buyer of the Year Award—Toni Tran
Women's Business Enterprise Council, Pacific	Corporation of the Year—PG&E
Women's Business Enterprise Council, Pacific	Corporate Advocate of the Year—David Pell
MBN USA Magazine	MBN USA 2019 Buyers of the Year List, Toni Tran
WE USA	Top 100 Leaders in Supplier Diversity, Joan Kerr
Black EOE Journal, DIVERSEability Magazine, Professional Women's Magazine, U.S. Veterans Magazine	Best of the Best Corporations in 2019: Top Supplier Diversity Programs
Sustainable Purchasing Leadership Council	Outstanding Case Study—Purchasing Innovation
Sustainable Purchasing Leadership Council	Outstanding Case Study—Engaging Suppliers

Outreach

During 2019, PG&E participated in local, state and national supplier diversity events to meet with WMDVLGBTBEs. The Supply Chain Responsibility team benchmarked and shared best practices with other corporations, connected prime suppliers to WMDVLGBTBEs, and educated prospective suppliers on what it takes to compete for business.

PG&E sponsored and/or participated in the following activities:

- Airbnb—Elevate 2.0: Tech and Procurement
- American Association of Blacks in Energy—42nd National Conference: Energizing the Future of Customers and Communities
- American Indian Chamber of Commerce—Annual Conference
- Billion Dollar Roundtable—Billion Dollar Roundtable Summit
- California Asian Pacific Chamber of Commerce—Second Annual Minority Women’s Business Conference
- California Energy Commission—Fifth Annual Electric Program Investment Charge (EPIC) Symposium
- California Hispanic Chamber of Commerce—2019 Annual Statewide Convention
- California Hispanic Chamber of Commerce—ELEVATE: A Procurement Symposium
- Celebration of Black American History—15th Annual Celebration of Black American History Luncheon
- City of Oakland and East Bay Municipal Utility District—How to Save Money on Your Utilities: A Small Business Workshop
- CPUC—Small Business Expo, Northern California
- CPUC—Small Business Expo, Southern California
- DISTRIBUTECH—DISTRIBUTECH Summit and Exhibition
- Edison Electric Institute—EEI Business Diversity Conference
- Electric Utility Industry Sustainable Supply Chain Alliance—2019 Sustainable Sourcing Conference
- Elite SDVOB Network—Elite SDVOB National Convention
- Elite SDVOB Network, Northern California Chapter—NorCal Chapter Monthly Meeting and Webinar Training: The Power of the Leadership
- Elite SDVOB Network, Northern California Chapter—NorCal Chapter Monthly Meeting and Webinar Training: Financial Modeling
- Elite SDVOB Network, Northern California Chapter—NorCal Chapter Monthly Meeting and Webinar Training: Reading Financial Statements
- Elite SDVOB Network, Northern California Chapter—Northern California Chapter Annual Conference
- Fresno Minority Business Development Agency, Native American Business Development Center—Cybersecure My Business and Procurement Workshop
- Golden Gate Business Association—Power Lunch V: Bridges
- GreenBiz—GreenBiz 2019 Conference
- Greenlining Institute—26th Economic Summit: Reclaiming Our Time
- National Asian American Coalition—Annual Economic Development Conference
- National Association of Women Business Owners, California—Propel Your Business Conference

- National LGBT Chamber of Commerce (NGLCC)—2019 NGLCC International Business and Leadership Conference and LGBTBE Bootcamp
- National LGBT Chamber of Commerce (NGLCC)—2019 NGLCC National Dinner
- National LGBT Chamber of Commerce (NGLCC)—Supplier Development Webinar Series: Sustainability
- National Minority Supplier Development Council—Annual Business Conference and Opportunity Fair
- National Minority Supplier Development Council—Leadership Week 2019 and Leadership Awards
- National Minority Supplier Development Council—Program Managers Seminar Week
- National Utilities Diversity Council—All Aboard! Best Practices in Diverse Supplier Onboarding Webinar
- National Utilities Diversity Council—Better Together: Creating Successful Relationships Between Supplier Diversity and Operations Webinar
- National Utilities Diversity Council—Gigging: The Changing Role of the Contingent Workforce in the Utilities and Communications Industries Webinar
- National Utilities Diversity Council—Minority Serving Institutions in STEM Careers: An Update from the National Academy of Science, Engineering and Medicine Webinar
- National Utilities Diversity Council—NUDC Annual Conference: Garden State Get Together
- National Utilities Diversity Council—Supplying the Diversity Legacy: Ensuring the Future of Supplier Diversity Leaders Webinar
- National Utilities Diversity Council—Workforce Diversity Toolkit: An Overview Webinar
- National Veteran-Owned Business Association—2019 Veteran Business Enterprise of the Year Receptions (attended three)
- PG&E—Asian Heritage Month Celebration Workshop: Strategies for Supplier Success in a Changing Economy
- PG&E—Business Tune-Up Series: Business Continuity Webinar
- PG&E—Engage with Insight: Data Analytics for Service Excellence Workshop
- PG&E—Prime Supplier Academy Workshop: Building a Robust Environmental Sustainability Program
- PG&E—Prime Supplier Academy Workshop: Environmental Sustainability GHG Tracking and Reporting
- PG&E—Prime Supplier Academy Workshop: Supplier Code of Conduct (conducted five)
- PG&E—Prime Supplier Academy Workshop: Supplier Diversity Leadership
- PG&E—Small Business Consultation and Feedback Forum
- PG&E—Strategic Sourcing Four-Part Webinar Series: Part 1, Capabilities
- PG&E—Strategic Sourcing Four-Part Webinar Series: Part 2, RFx
- PG&E—Strategic Sourcing Four-Part Webinar Series: Part 3, Contract Negotiations
- PG&E—Strategic Sourcing Four-Part Webinar Series: Part 4, Contract Management
- Sacramento Asian Pacific Chamber of Commerce—26th Annual Installation Awards Dinner
- Small Business Administration—San Francisco Small Business Week Workshop: Running an Environmentally Sustainable Business
- Small Business Administration—San Francisco Small Business Week Workshop: Selling to Governments and Corporations
- Small Business Administration, California Hispanic Chamber of Commerce, San Francisco Hispanic Chamber of Commerce—Data Analytics for Business Relevance and Growth
- Sustainable Purchasing Leadership Council—2019 SPLC Summit + Connect

- U.S. Veterans Business Alliance—Keeping the Promise Conference
- University of Washington—MBE Program Alumni Networking Event and Webinar
- Utility Supply Management Alliance—Annual Conference: Grid Modernization, The Supply Chain of Things, Powerful Strategies for Optimizing Results
- Veterans in Business Network—Tactical Networking at the VIB Conference
- Western Regional Minority Supplier Development Council—Builders and Tradespeople Construction Day
- Western Regional Minority Supplier Development Council—Multi-Industry Diversity Expo, “The Digitized Supplier”
- Western Regional Minority Supplier Development Council—2019 Black Tie Awards and Fundraiser Gala, Mission: Possible
- Western Regional Minority Supplier Development Council—MBE 2 MBE Strategy and Primetime Event
- Western Regional Minority Supplier Development Council—WRMSDC Annual Meeting
- Women’s Business Enterprise Council Pacific—Annual Conference and Awards Celebration
- Women’s Business Enterprise Council Pacific—Empower[HER]: 20/20 Bring Your Brand into Focus
- Women’s Business Enterprise National Council—WBENC National Conference and Business Fair 2019 Ecosystems
- Women’s Business Enterprise National Council—WBENC Summit and Salute: Liftoff

PG&E’s Supplier Diversity team actively participated in the following organizations:

- American Indian Chamber of Commerce: Advisory Board
- California Asian Pacific Chamber of Commerce: Board Member
- Electric Utility Industry Sustainable Supply Chain Alliance: Executive Committee Past Chair, Board Member
- Elite SDVOB Network: Advisory Board
- Institute for Supply Management: Supplier Diversity Board Member
- National Minority Supplier Development Council: Board of Directors, Supplier Diversity Advisory Committee Chair, Utility Industry Group
- National Utilities Diversity Council: Board Executive Committee
- National LGBT Chamber of Commerce (NGLCC): Corporate Council Member, Procurement Council Member, Supply Chain Task Force Co-Chair
- Sustainable Purchasing Leadership Council: Board Member
- U.S. Business Leadership Network: Procurement Council Member
- Western Regional Minority Supplier Development Council: Board Member
- WEConnect International: Board Treasurer

PG&E also supports other local organizations through its Community Affairs and Government Affairs departments.

Summary of Purchases (Sec 9.1.2)

WMDVLGBTBE Annual Results by Ethnicity

		Direct \$	Sub \$	Total \$	%
MALE	Asian Pacific American	\$110,240,442	\$13,691,966	\$123,932,408	1.50%
	African American	\$263,485,562	\$23,090,803	\$286,576,365	3.46%
	Hispanic American	\$555,614,693	\$272,373,806	\$827,988,498	10.00%
	Native American	\$87,514,629	\$14,698,614	\$102,213,243	1.23%
	Total Minority Male	\$1,016,855,325	\$323,855,189	\$1,340,710,513	16.19%
FEMALE	Asian Pacific American	\$454,906,444	\$27,659,140	\$482,565,585	5.83%
	African American	\$56,215,626	\$1,144,763	\$57,360,389	0.69%
	Hispanic American	\$149,643,516	\$13,953,127	\$163,596,643	1.98%
	Native American	\$25,247,096	\$18,169,227	\$43,416,323	0.52%
	Total Minority Female	\$686,012,682	\$60,926,257	\$746,938,940	9.02%
Total Minority Business Enterprise (MBE)		\$1,702,868,007	\$384,781,446	\$2,087,649,453	25.20%
Women Business Enterprise (WBE)		\$742,822,666	\$261,355,039	\$1,004,177,705	12.12%
Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)		\$4,238,673	\$13,381,016	\$17,619,689	0.21%
Disabled Veteran Business Enterprise (DVBE)		\$246,356,277	\$53,052,959	\$299,409,236	3.61%
Other 8(a)*		\$0	\$0	\$0	0.00%
Total WMDVLGBTBE		\$2,696,285,623	\$712,570,460	\$3,408,856,083	41.15%

Net Procurement**	\$8,282,982,534
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NOTE:

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

**Net procurement includes purchase order, non-purchase order, and credit card dollars. It does not include pre-bankruptcy petition spend that has not been paid due to PG&E's January 29, 2019 bankruptcy filing.

Direct: Direct procurement

Sub: Subcontractor procurement

%: Percentage of net procurement

Totals may not add due to rounding.

Summary of Purchases (Sec 9.1.2)

WMDVLGBTBE Direct Procurement by Product and Service Categories

		Products		Services		Total	
		DIRECT \$	%	DIRECT \$	%	DIRECT \$	%
MALE	Asian Pacific American	\$25,530,848	2.00%	\$84,709,594	1.21%	\$110,240,442	1.33%
	African American	\$46,264,541	3.63%	\$217,221,021	3.10%	\$263,485,562	3.18%
	Hispanic American	\$83,592,615	6.56%	\$472,022,078	6.74%	\$555,614,693	6.71%
	Native American	\$1,947,497	0.15%	\$85,567,132	1.22%	\$87,514,629	1.06%
	Total Minority Male	\$157,335,501	12.34%	\$859,519,824	12.26%	\$1,016,855,325	12.28%
FEMALE	Asian Pacific American	\$373,440,994	29.30%	\$81,465,450	1.16%	\$454,906,444	5.49%
	African American	\$520,193	0.04%	\$55,695,433	0.79%	\$56,215,626	0.68%
	Hispanic American	\$69,705,420	5.47%	\$79,938,096	1.14%	\$149,643,516	1.81%
	Native American	\$7,830,673	0.61%	\$17,416,423	0.25%	\$25,247,096	0.30%
	Total Minority Female	\$451,497,280	35.42%	\$234,515,402	3.35%	\$686,012,682	8.28%
Total Minority Business Enterprise (MBE)		\$608,832,781	47.77%	\$1,094,035,226	15.61%	\$1,702,868,007	20.56%
Women Business Enterprise (WBE)		\$107,646,969	8.45%	\$635,175,697	9.06%	\$742,822,666	8.97%
Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)		\$282,808	0.02%	\$3,955,865	0.06%	\$4,238,673	0.05%
Disabled Veteran Business Enterprise (DVBE)		\$798,223	0.06%	\$245,558,054	3.50%	\$246,356,277	2.97%
Other 8(a)*		\$0	0.00%	\$0	0.00%	\$0	0.00%
Total WMDVLGBTBE		\$717,560,781	56.30%	\$1,978,724,842	28.23%	\$2,696,285,623	32.55%

Total Product Procurement	\$1,274,542,230
Total Service Procurement	\$7,008,440,304
Net Procurement**	\$8,282,982,534
Total Number of WMDVLGBTBEs that Received Direct Spend	372

NOTE:

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

**Net procurement includes purchase order, non-purchase order, and credit card dollars. It does not include pre-bankruptcy petition spend that has not been paid due to PG&E's January 29, 2019 bankruptcy filing.

Direct: Direct procurement

Sub: Subcontractor procurement

%: Percentage of product, service or net procurement

Totals may not add due to rounding.

Summary of Purchases (Sec 9.1.2)

WMDVLGBTBE Subcontractor Procurement by Product and Service Categories

		Products		Services		Total	
		SUB \$	%	SUB \$	%	SUB \$	%
MALE	Asian Pacific American	N/A	N/A	N/A	N/A	\$13,691,966	0.17%
	African American	N/A	N/A	N/A	N/A	\$23,090,803	0.28%
	Hispanic American	N/A	N/A	N/A	N/A	\$272,373,806	3.29%
	Native American	N/A	N/A	N/A	N/A	\$14,698,614	0.18%
	Total Minority Male	N/A	N/A	N/A	N/A	\$323,855,189	3.91%
FEMALE	Asian Pacific American	N/A	N/A	N/A	N/A	\$27,659,140	0.33%
	African American	N/A	N/A	N/A	N/A	\$1,144,763	0.01%
	Hispanic American	N/A	N/A	N/A	N/A	\$13,953,127	0.17%
	Native American	N/A	N/A	N/A	N/A	\$18,169,227	0.22%
	Total Minority Female	N/A	N/A	N/A	N/A	\$60,926,257	0.74%
Total Minority Business Enterprise (MBE)		N/A	N/A	N/A	N/A	\$384,781,446	4.65%
Women Business Enterprise (WBE)		N/A	N/A	N/A	N/A	\$261,355,039	3.16%
Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)		N/A	N/A	N/A	N/A	\$13,381,016	0.16%
Disabled Veteran Business Enterprise (DVBE)		N/A	N/A	N/A	N/A	\$53,052,959	0.64%
Other 8(a)*		N/A	N/A	N/A	N/A	\$0	0.00%
Total WMDVLGBTBE		N/A	N/A	N/A	N/A	\$712,570,460	8.60%

Total Product Procurement	\$1,274,542,230
Total Service Procurement	\$7,008,440,304

Net Procurement**	\$8,282,982,534
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NOTE:

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

**Net procurement includes purchase order, non-purchase order, and credit card dollars. It does not include pre-bankruptcy petition spend that has not been paid due to PG&E's January 29, 2019 bankruptcy filing.

Direct: Direct procurement

Sub: Subcontractor procurement

%: Percentage of net procurement

Totals may not add due to rounding.

Summary of Purchases (Sec 9.1.2)

WMDVLGBTBE Procurement Standard Industrial Classification (SIC) Code Legend

	Major Group Description	Description of Items
07	Agricultural Services	Ornamental Shrub and Tree Services, Ornamental Floriculture
15	General Business Contractors	Industrial Buildings and Warehouses, Residential Buildings, other than Single-Family
17	Special Trade Contractors	Carpentry Work, Concrete, Electrical, Excavation
24	Lumber and Wood Products	Wood Poles
25	Furniture and Fixtures	Office Furniture, Metal Household Furniture
26	Paper and Allied Products	Envelopes, Coated Paper, Paper Mills
27	Printing and Publishing	Bookbinding and Related Work, Typesetting, Commercial Printing
28	Chemicals and Allied Products	Chemical Preparation, Industrial Chemicals, Paints, Varnishes
29	Petroleum and Coal Products	Lubricating Oils and Greases
30	Rubber and Misc. Plastics Products	Plastic Products, Rubber and Plastic Hoses
32	Stone, Clay and Glass Products	Concrete Products, Ready-Mixed Concrete, Cement
33	Primary Metal Industries	Primary Metal Products, Steel Pipes
34	Fabricated Metal Products	Heating Equipment, Fabricated Structural Metals, Miscellaneous Fabricated Wire Products
35	Industrial Machinery and Equipment	Mechanical Power Transmission Equipment, Steam, Gas and Hydraulic Turbines and Turbine Generator Set Units
36	Electronic and Other Electric Equipment	Switchgear and Switchboard Apparatus, Power, Distribution and Speciality Transformers
37	Transportation Equipment	Truck and Bus Bodies, Aircraft Engines and Engine Parts
38	Instruments and Related Products	Instruments for Measuring and Testing of Electricity and Electrical Signals
39	Miscellaneous Manufacturing Industries	Signs and Advertising Specialties, Marking Devices
42	Trucking and Warehousing	Local Trucking

	Major Group Description	Description of Items
45	Transportation by Air	Air Transportation
46	Pipelines, Except Natural Gas	Pipelines
47	Transportation Services	Arrangement of Transportation of Freight and Cargo
48	Communications	Telephone Communications, Communications Services
49	Electric, Gas and Sanitary Services	Refuse Systems, Electric Services (Hydroelectric Power Generation)
50	Wholesale Trade-Durable Goods	Electrical Apparatus and Equipment, Wiring Supplies and Construction Materials, Computers
51	Wholesale Trade-Nondurable Goods	Petroleum and Petroleum Products Wholesalers, Stationery and Office Supplies
52	Building Materials and Garden Supplies	Hardware Stores, Lumber and Other Building Materials
55	Automotive Dealers and Service Stations	Motor Vehicle Dealers
56	Apparel and Accessory Stores	Miscellaneous Apparel and Accessory Stores
58	Eating and Drinking Places	Eating and Drinking Places
63	Insurance Carriers	Fire, Marine and Casualty Insurance
65	Real Estate	Real Estate Agents and Managers
72	Personal Services	Hotels and Motels
73	Business Services	Help Supply Services, Computer Programming Services, Advertising Agencies
75	Auto Repair, Services and Parking	Top, Body and Upholstery Repair Shops and Paint Shops, Automotive Repair Shops
76	Miscellaneous Repair Services	Electrical and Electronic Repair Shops
78	Motion Pictures	Motion Picture and Video Tape Production
80	Health Services	Offices and Clinics of Doctors of Medicine
81	Legal Services	Law Firms
87	Engineering and Management Services	Engineering Services, Accounting, Auditing and Bookkeeping Services, Management Consulting Services

Supplier Diversity Procurement by
Standard Industrial Classification (SIC) Code—Detail (9.1.2)

			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 Procurement
			MALE	FEMALE	MALE	FEMALE	MALE	FEMALE	MALE	FEMALE							
07	Agricultural Services	\$	12,499,476	4,753,878	4,043,704	0	285,614,796	101,506	2,413,770	0	309,427,129	121,540,230	0	11,593,358	0	442,560,717	666,537,963
		%	1.88%	0.71%	0.61%	0.00%	42.85%	0.02%	0.36%	0.00%	46.42%	18.23%	0.00%	1.74%	0.00%	66.40%	
15	General Business Contractors	\$	1,556,140	2,797,669	6,550,705	0	165,820,201	16,705,047	3,745,156	782,468	197,957,386	248,843,443	0	121,695,054	0	568,495,883	1,168,941,553
		%	0.13%	0.24%	0.56%	0.00%	14.19%	1.43%	0.32%	0.07%	16.93%	21.29%	0.00%	10.41%	0.00%	48.63%	
17	Special Trade Contractors	\$	134,972	51,653,488	1,611,133	0	69,635,130	716,504	80,491,085	10,262,256	214,504,567	102,300,228	0	10,654,902	0	327,459,697	594,408,208
		%	0.02%	8.69%	0.27%	0.00%	11.72%	0.12%	13.54%	1.73%	36.09%	17.21%	0.00%	1.79%	0.00%	55.09%	
24	Lumber and Wood Products	\$	971,255	0	0	0	0	0	0	0	971,255	473,629	0	0	0	1,444,884	9,996,225
		%	9.72%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	9.72%	4.74%	0.00%	0.00%	0.00%	14.45%	
25	Furniture and Fixtures	\$	0	0	0	0	0	0	0	0	0	0	0	0	0	0	869,932
		%	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%	
26	Paper and Allied Products	\$	0	0	0	0	0	205,868	0	0	205,868	0	0	0	0	205,868	252,231
		%	0.00%	0.00%	0.00%	0.00%	0.00%	81.62%	0.00%	0.00%	81.62%	0.00%	0.00%	0.00%	0.00%	81.62%	
27	Printing and Publishing	\$	163,653	0	0	0	0	0	0	0	163,653	748,352	0	0	0	912,005	1,941,256
		%	8.43%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	8.43%	38.55%	0.00%	0.00%	0.00%	46.98%	
28	Chemicals and Allied Products	\$	0	0	0	0	0	0	0	0	0	42,848	0	0	0	42,848	6,012,950
		%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.71%	0.00%	0.00%	0.00%	0.71%	
29	Petroleum and Coal Products	\$	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
		%	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%	
30	Rubber and Misc. Plastics Products	\$	0	0	0	0	0	0	0	0	0	0	0	0	0	0	2,328,952
		%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
32	Stone, Clay and Glass Products	\$	0	0	0	0	0	289,027	0	0	289,027	82,287	0	0	0	371,314	9,396,475
		%	0.00%	0.00%	0.00%	0.00%	0.00%	3.08%	0.00%	0.00%	3.08%	0.88%	0.00%	0.00%	0.00%	3.95%	
33	Primary Metal Industries	\$	0	0	0	0	0	0	0	0	0	8,050	0	0	0	8,050	384,729
		%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	2.09%	0.00%	0.00%	0.00%	2.09%	
34	Fabricated Metal Products	\$	0	19,394,037	0	0	5,725,933	0	0	0	25,119,970	71,340	0	0	0	25,191,310	96,477,354
		%	0.00%	20.10%	0.00%	0.00%	5.94%	0.00%	0.00%	0.00%	26.04%	0.07%	0.00%	0.00%	0.00%	26.11%	
35	Industrial Machinery and Equipment	\$	245,119	66,204	65,903,442	0	571,321	0	0	0	66,786,086	4,994,124	0	0	0	71,780,210	168,232,207
		%	0.15%	0.04%	39.17%	0.00%	0.34%	0.00%	0.00%	0.00%	39.70%	2.97%	0.00%	0.00%	0.00%	42.67%	
36	Electronic and Other Electric Equipment	\$	2,590,477	0	0	0	0	0	0	0	2,590,477	30,518,593	0	0	0	33,109,070	118,175,618
		%	2.19%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	2.19%	25.82%	0.00%	0.00%	0.00%	28.02%	
37	Transportation Equipment	\$	3,626,160	0	0	0	0	0	1,895,778	0	5,521,938	0	0	494,110	0	6,016,048	7,024,662
		%	51.62%	0.00%	0.00%	0.00%	0.00%	0.00%	26.99%	0.00%	78.61%	0.00%	0.00%	7.03%	0.00%	85.64%	
38	Instruments and Related Products	\$	90,000	0	10,038,809	0	304,676	0	0	0	10,433,486	302,755	0	2,276,594	0	13,012,835	50,187,300
		%	0.18%	0.00%	20.00%	0.00%	0.61%	0.00%	0.00%	0.00%	20.79%	0.60%	0.00%	4.54%	0.00%	25.93%	
39	Miscellaneous Manufacturing Industries	\$	0	0	0	0	0	0	0	0	0	3,930,350	0	0	0	3,930,350	5,542,286
		%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	70.92%	0.00%	0.00%	0.00%	70.92%	
42	Trucking and Warehousing	\$	0	0	0	5,471,456	0	42,785	0	2,724,034	8,238,275	9,664,036	0	0	0	17,902,311	23,348,586
		%	0.00%	0.00%	0.00%	23.43%	0.00%	0.18%	0.00%	11.67%	35.28%	41.39%	0.00%	0.00%	0.00%	76.67%	
45	Transportation by Air	\$	0	0	0	0	666,603	0	0	0	666,603	19,601,014	0	0	0	20,267,617	57,790,586
		%	0.00%	0.00%	0.00%	0.00%	1.15%	0.00%	0.00%	0.00%	1.15%	33.92%	0.00%	0.00%	0.00%	35.07%	
46	Pipelines, Except Natural Gas	\$	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
		%	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%	

Supplier Diversity Procurement by SIC Code—Detail (9.1.2) continued

			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 Procurement
			MALE	FEMALE	MALE	FEMALE	MALE	FEMALE	MALE	FEMALE							
47	Transportation Services	\$	0	366,571,406	0	0	0	0	0	0	366,571,406	0	0	0	0	366,571,406	366,787,066
		%	0.00%	99.94%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	99.94%	0.00%	0.00%	0.00%	0.00%	99.94%	
48	Communications	\$	0	0	0	0	570,814	0	0	0	570,814	0	0	0	0	570,814	8,604,203
		%	0.00%	0.00%	0.00%	0.00%	6.63%	0.00%	0.00%	0.00%	6.63%	0.00%	0.00%	0.00%	0.00%	6.63%	
49	Electric, Gas and Sanitary Services	\$	19,620	17,336	1,973,652	275,377	1,672,607	53,832,215	0	0	57,790,807	14,131,883	0	970,000	0	72,892,689	120,293,031
		%	0.02%	0.01%	1.64%	0.23%	1.39%	44.75%	0.00%	0.00%	48.04%	11.75%	0.00%	0.81%	0.00%	60.60%	
50	Wholesale Trade-Durable Goods	\$	22,278,096	29,765	7,322,895	0	80,021,623	88,476,089	51,682	7,537,802	205,717,952	91,071,580	283,421	1,876,234	0	298,949,187	436,053,403
		%	5.11%	0.01%	1.68%	0.00%	18.35%	20.29%	0.01%	1.73%	47.18%	20.89%	0.06%	0.43%	0.00%	68.56%	
51	Wholesale Trade-Nondurable Goods	\$	415,961	0	103,193	0	33,503	0	0	0	552,656	4,732,372	0	0	0	5,285,027	8,081,574
		%	5.15%	0.00%	1.28%	0.00%	0.41%	0.00%	0.00%	0.00%	6.84%	58.56%	0.00%	0.00%	0.00%	65.40%	
52	Building Materials and Garden Supplies	\$	0	0	0	0	0	0	0	0	0	4,092,456	0	0	0	4,092,456	6,642,857
		%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	61.61%	0.00%	0.00%	0.00%	61.61%	
55	Automotive Dealers and Service Stations	\$	0	0	0	0	0	0	0	0	0	0	0	0	0	0	1,550,583
		%	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%	
56	Apparel and Accessory Stores	\$	0	0	0	0	0	0	0	0	0	0	0	0	0	0	3,904,368
		%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
58	Eating and Drinking Places	\$	15,034	0	12,597,353	0	132,691	233,756	1,104,696	367,369	14,450,899	5,311,767	0	0	0	19,762,667	160,058,790
		%	0.01%	0.00%	7.87%	0.00%	0.08%	0.15%	0.69%	0.23%	9.03%	3.32%	0.00%	0.00%	0.00%	12.35%	
63	Insurance Carriers	\$	0	0	0	0	0	0	0	0	0	0	0	0	0	0	339,766
		%	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	\$	1,494,418	158,923	72,604	0	646,444	307,530	0	0	2,679,919	16,207,163	0	204,071	0	19,091,154	37,102,184
		%	4.03%	0.43%	0.20%	0.00%	1.74%	0.83%	0.00%	0.00%	7.22%	43.68%	0.00%	0.55%	0.00%	51.46%	
72	Personal Services	\$	0	0	19,300	0	4,059,111	0	1,230,745	0	5,309,156	1,152,934	73,923	150,496	0	6,686,509	41,073,168
		%	0.00%	0.00%	0.05%	0.00%	9.88%	0.00%	3.00%	0.00%	12.93%	2.81%	0.18%	0.37%	0.00%	16.28%	
73	Business Services	\$	4,899,162	19,783,202	9,137,761	50,647,345	85,315,682	1,403,985	3,996,155	5,893,180	181,076,471	165,498,945	13,362,842	53,026,454	0	412,964,712	2,667,520,096
		%	0.18%	0.74%	0.34%	1.90%	3.20%	0.05%	0.15%	0.22%	6.79%	6.20%	0.50%	1.99%	0.00%	15.48%	
75	Auto Repair, Services and Parking	\$	0	0	0	0	0	0	0	0	0	0	0	0	0	0	1,809,915
		%	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%	
76	Miscellaneous Repair Services	\$	0	0	0	0	0	0	0	0	0	0	0	0	0	0	10,194,521
		%	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%	
78	Motion Pictures	\$	0	0	0	0	0	0	0	0	0	0	0	0	0	0	31,398
		%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
80	Health Services	\$	0	2,313,511	0	0	0	0	0	0	2,313,511	0	0	0	0	2,313,511	2,556,175
		%	0.00%	90.51%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	90.51%	0.00%	0.00%	0.00%	0.00%	90.51%	
81	Legal Services	\$	149,874	513,408	0	0	634,494	381,191	0	0	1,678,967	5,817,089	0	9,803	0	7,505,860	28,673,277
		%	0.52%	1.79%	0.00%	0.00%	2.21%	1.33%	0.00%	0.00%	5.86%	20.29%	0.00%	0.03%	0.00%	26.18%	
87	Engineering and Management Services	\$	72,782,992	14,512,758	167,201,813	966,211	126,562,869	901,139	7,284,177	15,849,215	406,061,174	153,040,236	3,899,503	96,458,161	0	659,459,074	1,393,857,086
		%	5.22%	1.04%	12.00%	0.07%	9.08%	0.06%	0.52%	1.14%	29.13%	10.98%	0.28%	6.92%	0.00%	47.31%	
	Total	\$	123,932,408	482,565,585	286,576,365	57,360,389	827,988,498	163,596,643	102,213,243	43,416,323	2,087,649,453	1,004,177,705	17,619,689	299,409,236	0	3,408,856,083	8,282,982,534
		%	1.50%	5.83%	3.46%	0.69%	10.00%	1.98%	1.23%	0.52%	25.20%	12.12%	0.21%	3.61%	0.00%	41.15%	

Totals may not add due to rounding.

WMDVLGBTBE Program Expenses (Sec 9.1.3)

Expense Category	2019 Actuals
Wages	\$1,302,271
Other Employee Expenses	\$77,274
Program Expenses	\$531,492
Reporting Expenses	\$0
Training	\$21,429
Consultants	\$0
Other	\$0
Total	\$1,932,466

Totals may not add due to rounding.

Wages: Salary and payroll-related costs of employees working on WMDVLGBTBE matters

Other Employee Expenses: Travel and other non-wage costs

Program Expenses: Material, staff augmentation, CPUC Clearinghouse, technical assistance and outreach, audit and other costs directly related to programs

Reporting Expenses: IT system, computer, other expenses related to preparing reports for the CPUC

Training: Costs related to employee training

Description of Progress in Meeting or Exceeding Set Goals (Sec 9.1.4)

	2019 Results	2019 Goals
Minority Male	16.19%	12.00%
Minority Female	9.02%	3.00%
Minority Business Enterprise (MBE)	25.20%	15.00%
Women Business Enterprise (WBE)	12.12%	5.00%
Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	0.21%	N/A
Disabled Veteran Business Enterprise (DVBE)	3.61%	1.50%
Other 8(a)	0.00%	N/A
Total WMDVLGBTBE	41.15%	21.50%

NOTE:

%: Percentage of net procurement

Totals may not add due to rounding.

PG&E spent \$3.4 billion with WMDVLGBTBEs in 2019. This represents 41.2 percent of the company's total procurement.

For the 14th year, PG&E exceeded the CPUC goal of 21.5 percent spend with WMDVLGBTBEs.



Summary of Prime Contractor Utilization of WMDVLGBTBE Subcontractors (Sec 9.1.5)

	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 \$	\$1,016,855,325	\$686,012,682	\$1,702,868,007	\$742,822,666	\$4,238,673	\$246,356,277	\$0	\$2,696,285,623
Subcontracting \$	\$323,855,189	\$60,926,257	\$384,781,446	\$261,355,039	\$13,381,016	\$53,052,959	\$0	\$712,570,460
Total \$	\$1,340,710,513	\$746,938,940	\$2,087,649,453	\$1,004,177,705	\$17,619,689	\$299,409,236	\$0	\$3,408,856,083
Direct %	12.28%	8.28%	20.56%	8.97%	0.05%	2.97%	0.00%	32.55%
Subcontracting %	3.91%	0.74%	4.65%	3.16%	0.16%	0.64%	0.00%	8.60%
Total %	16.19%	9.02%	25.20%	12.12%	0.21%	3.61%	0.00%	41.15%

Net Procurement**	\$8,282,982,534
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NOTE:

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

**Net procurement includes purchase order, non-purchase order, and credit card dollars. It does not include pre-bankruptcy petition spend that has not been paid due to PG&E's January 29, 2019 bankruptcy filing.

%: Percentage of net procurement

Direct: Direct procurement

Subcontracting: Subcontracting procurement

Totals may not add due to rounding.

See section 9.1.1 Internal Program Activities for details regarding PG&E's Prime Supplier Program and a description of prime contractor progress in increasing the participation of WMDVLGBTBE subcontractors.

List of WMDVLGBTBE Complaints Received and Current Status (Sec 9.1.6)

General Order 156 Ruling on August 24, 2006, ended the requirement to summarize complaints.

Description of Efforts to Recruit WMDVLGBTBE Suppliers in Low Utilization Areas (Sec 9.1.7)

FINANCE AND RISK

PG&E's Finance and Risk Department is committed to diversity as a core value. Encouraging inclusive and creative thinking, the Finance and Risk Department seek to identify innovative opportunities to include WMDVLGBTBEs.

PG&E's Banking and Money Management area has historically led the California utility industry in establishing channels to expand its diverse supplier base and increase spending with WMDVLGBTBEs. For example, PG&E was the first California utility and the second utility in the nation to use minority-owned investment banks as joint book runners for a taxable bond offering in 2010.

2019 Finance and Risk highlights include:

- Banking and Money Management continued to schedule meetings with WMDVLGBTBE banks to learn more about their capabilities and assess new WMDVLGBTBE opportunities. PG&E did not have a formal Request for Information (RFI) in 2019. In 2020, PG&E will resume the annual RFI and review of WMDVLGBTBE banks, a process it established in 2015, to assess the health of WMDVLGBTBE banks. The resulting scorecard monitors the financial health and changing capabilities of WMDVLGBTBE banks.
- PG&E will engage WMDVLGBTBE banks to consult and participate in future financings, including exit financing, when the offering aligns with the bank's capabilities.
- Investment Benefits Finance (Pension and Trust Fund Management) continued to partner with six WMDVLGBTBEs managing nine equity, fixed income and real estate securities accounts with PG&E's Employee Benefit and Nuclear Decommissioning Trusts. PG&E's diverse-managed trust investments totaled \$3.5 billion in 2019, a 30 percent increase over the 2018 amount.
- Tax, Accounting and Reporting continued its long-term relationship (since 2014) with an MBE that supports a multiyear tax project delivering tax savings and other value to PG&E.
- Risk and Audit continued to work with a WBE consulting company to perform critical work on policies and standards in risk management.

LAW DEPARTMENT

The Law Department supported supplier diversity in 2019 by spending \$4.9 million with WMDVLGBTBEs and continued to provide work opportunities for diverse professionals. PG&E worked with 28 diverse law firms in 2019, with many of the firms playing a major role in significant legal matters.

In addition to its WMDVLGBTBE spend, the Law Department has prioritized utilizing diverse professionals at the non-diverse law firms PG&E engages. In 2019, law firms representing more than 80 percent of the Law Department's fee payments to non-diverse law firms (representing approximately \$97 million), reported that more than 44 percent of those fees were for professional services performed by diverse lawyers and paralegals. All firms that PG&E engages are aware of the Law Department's commitment to increasing diversity in the legal profession and are strongly encouraged to ensure PG&E matters are staffed with diverse professionals.

To support diversity within the legal community, financial support was provided by the Law Department to the California ChangeLawyerSM statewide foundation (formerly the California Bar Foundation) to fund a scholarship to a student with significant financial need admitted to a top California law school. The ChangeLaw foundation is dedicated to empowering the next generation of lawyers, judges and activities. In 2019, the scholarship was awarded to a first year UC Hastings student from the Central San Joaquin Valley who is pursuing public interest law. Members of the Law Department also participated in a Virtual Pro-Bono Legal Clinic supporting homeless youth.

In 2019, the Law Department continued its support of WMDVLGBTBE legal associations at networking and diversity events, including meetings, lunches and receptions. PG&E attorneys met with numerous firms at the 2019 California Minority Counsel Program with the goal of providing WMDVLGBTBE firms and attorneys greater access to in-house counsel and helping professionals improve their marketing skills. In the professional development area, the Law Department participated in the Leadership Council on Legal Diversity, which focuses on the professional development and mentoring of diverse attorneys.

Retention of All Documents/Data (Sec 9.1.8)

PG&E has retained all documents and data it relies on in preparing its WMDVLGBTBE annual report for the longer of either three years or in conformance with the utility's individual document retention policies and shall provide these documents and data to the CPUC upon request.

Additional WMDVLGBTBE Activity (Sec 9.1.9)

ELECTRIC PROGRAM INVESTMENT CHARGE PROGRAM

The Electric Program Investment Charge (EPIC) Program was created by the CPUC in December 2011 to drive innovative solutions that benefit the electric ratepayers of PG&E, San Diego Gas and Electric Company (SDG&E), and Southern California Edison Company (SCE). The goal of the EPIC Program is to support projects that advance new technologies that further safety, reliability and affordability while advancing California's clean energy goals.

PG&E's EPIC projects follow established program governance procedures and supplier contracting processes for externally sourced technology demonstrations. PG&E evaluates qualified suppliers on multiple factors, including but not limited to: quality, safety, value and supply chain responsibility. Through that process, PG&E continues to competitively award EPIC program work to WMDVLGBTBEs in technical assistance and other consulting services.

PG&E engages with industry stakeholders, including WMDVLGBTBEs, by participating in and presenting at conferences, as well as, hosting workshops/symposiums. EPIC administrators (California Energy Commission, PG&E, SDG&E, SCE) jointly organized educational events in 2019, including:

- EPIC Annual Symposium in Sacramento, that focused on project presentations and preliminary Research Administration Plan (RAP) workshop with EPIC stakeholders.
- EPIC Fall Workshop in San Diego that focused on changes to the EPIC program such as the new Policy + Innovation Coordination Group, status overview of launched and upcoming EPIC 3 projects, and facilitated discussion on RAP and future stakeholder engagement plans. Public notice for these events is provided to a broad range of stakeholders including technology vendors, disadvantaged community groups, WMDVLGBTBEs, researchers, academics and energy consultants. EPIC administrators will continue to maintain transparency in the process via webinars and workshops.

PG&E's EPIC portfolio of active projects continues to address challenges of the changing grid landscape and the threat of climate change, including enabling an increase in distributed energy resources adoption by customers, the need to modernize the grid to ensure continued safe, reliable, and resilient operation, and the need to continue improving affordability such as through advancing how to leverage data. These achievements from the EPIC projects, and their future path forward for those technologies that are proven ready to scale, help pave the way for the grid of the future, advancing California policy objectives, and ultimately, improving the safety, reliability, resiliency, and affordability of the electric grid.

The third triennial cycle of EPIC technology demonstration projects will create additional bid opportunities for WMDVLGBTBEs. Going forward, PG&E will continue to maintain EPIC transparency via webinars and workshops. Furthermore, PG&E's EPIC website (pge.com/epic) includes EPIC Program information and updates, as well as, EPIC annual reports and project final reports.

2020 ANNUAL PLAN



WMDVLGBTBE Annual Short-, Mid- and Long-Term Goals (Sec 10.1.1)

PG&E sets supplier diversity goals annually through a cross-functional process involving Supplier Diversity, Sourcing and the LOBs. PG&E evaluates previous year performance and projected spend to develop company goals at the LOB level. PG&E does not set specific goals by product and service categories. As a long-term strategy, PG&E is focused on technical assistance and supplier development strategies to support the success of WMDVLGBTBEs in all key business areas.

PG&E's published short-, mid- and long-term WMDVLGBTBE goals mirror the recommended goals in General Order 156. A formal LGBTBE goal for General Order 156 has not been established yet. However, PG&E has set an internal LGBTBE numerical spend goal of 0.05 percent for 2020.

WMDVLGBTBE ANNUAL SHORT-, MID- AND LONG-TERM GOALS

Short-Term 2020				Mid-Term 2021				Long-Term 2022			
MBE	WBE	DVBE	LGBTBE	MBE	WBE	DVBE	LGBTBE	MBE	WBE	DVBE	LGBTBE
15.0%	5.0%	1.5%	TBD	15.0%	5.0%	1.5%	TBD	15.0%	5.0%	1.5%	TBD

Description of WMDVLGBTBE Planned Program Activities for the Next Calendar Year (Sec 10.1.2)

WMDVLGBTBE inclusion is a part of PG&E's annual strategic plan and is integrated into how PG&E does business. As the company focuses on managing the risks of energy delivery while prioritizing safety and compliance, PG&E plans to sustain its efforts to strengthen WMDVLGBTBE contributions in both traditional and emerging areas.

PG&E's underlying vision for its program efforts incorporate the following key values:

- **Safety:** Champion effective safety practices and educate all suppliers, including WMDVLGBTBEs, on those requirements
- **Reliability:** Sustain supplier diversity results through successful execution of strategic program initiatives
- **Affordability:** Support diverse solutions that optimize the supply chain through efficiencies and cost savings
- **Clean:** Include incumbent WMDVLGBTBEs in the supply chain sustainability performance initiative

In alignment with this vision, PG&E will continue to develop ongoing strategic program activities in the following areas for 2020:

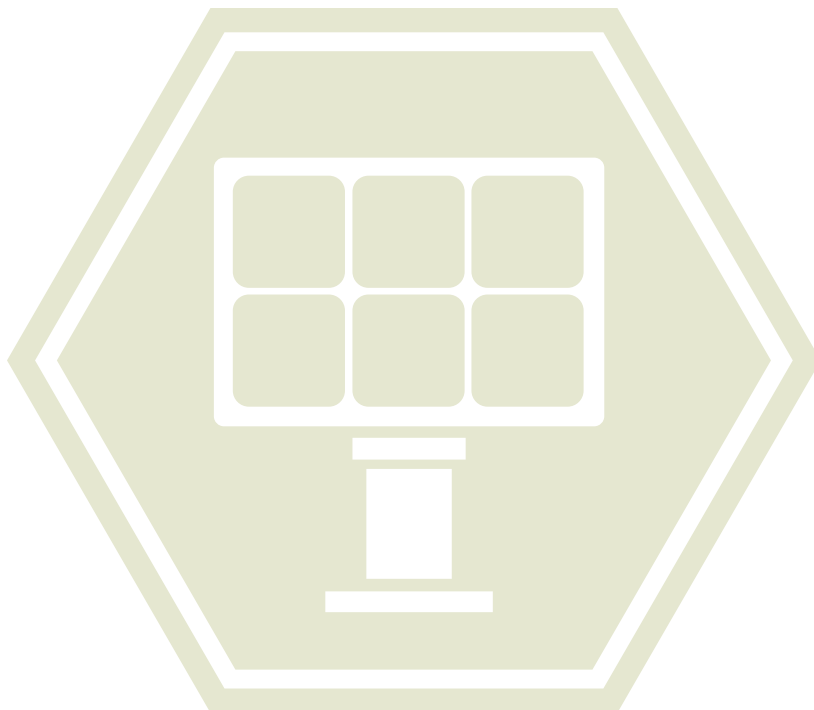
- **Goal Development and Alignment:** Cross-functionally develop goals and drive alignment and accountability across each LOB
- **Internal Training:** Communicate and educate employees about PG&E's Supplier Diversity Program
- **Supplier Development:** Identify opportunities for and support the development of WMDVLGBTBEs to grow and be competitive in the supply chain
- **Prime Supplier Education:** Encourage increased prime supplier support of PG&E's supply chain responsibility initiatives through the Prime Supplier Academy
- **Subcontracting Performance:** Educate prime suppliers on the requirements for accurate reporting and encourage achievable subcontracting goals
- **LGBTBE Inclusion:** Educate LGBTBEs on the value of certification and identify opportunities for inclusion
- **Outreach:** Collaborate with the CPUC, Joint Utilities, National Utilities Diversity Council and other community-based organizations to support activities that promote supplier diversity inclusion
- **Supplier Recognition:** Recognize the excellent performance of WMDVLGBTBEs and prime suppliers throughout the year
- **Employee Recognition:** Recognize employees that drive high levels of supplier diversity results and support supplier diversity initiatives throughout the year

PG&E will continue to advance several strategic initiatives to continue enhancing its Multi-Tiered Technical Assistance and Capacity Building Program:

- **Financial Education and Support:** Deliver workshops and provide educational scholarships on growth strategy, business performance and financial management, and offer accelerated payment options to select small businesses in need
- **PG&E Signature Initiatives:** Offer workshops to educate WMDVLGBTBEs on areas of competitive business advantage
- **Small Business Training Partnerships:** Partner with SBA, MBDA and other organizations to provide business management workshop trainings
- **Trade Missions to Industry Trade Shows:** Engage WMDVLGBTBEs to attend industry trade shows to gain exposure to new trends and technologies, meet potential partners and customers
- **Educational Institution Scholarships:** Offer WMDVLGBTBE scholarships to the following graduate-level management development certificate programs that support supplier development and build capacity:
 - UC Berkeley Financial Management Course
 - UCLA Management Development for Entrepreneurs Program
 - Stanford Latino Entrepreneur Initiative
 - University of Washington Minority Business Executive Program
 - Business Growth Acceleration Program (formerly affiliated with John F. Kennedy University)
 - Tuck Minority Business Program at Dartmouth

Finally, PG&E will continue to develop and implement strategies for LGBTBE inclusion, which include:

- Connecting prime suppliers to LGBTBEs for subcontracting opportunities
- Introducing relevant and qualified LGBTBEs to internal decision makers
- Sharing contract opportunity announcements with the LGBTBE business community
- Collaborating with local community-based organizations, including Golden Gate Business Association and Rainbow Chambers of Commerce of Silicon Valley and Sacramento, to educate and promote the full inclusion of LGBTBEs
- Including LGBTBEs in trade missions to industry tradeshows to learn about new trends and meet potential customers/partners
- Educating self-identified LGBTQ business owners on the value of CPUC certification
- Continuing to work with the NGLCC Procurement Committee to identify best practices and benchmark with national LGBTBE programs
- Co-leading a NGLCC task force on increasing LGBTBE opportunities through supply chain analysis



Plans for Recruiting WMDVLGBTBE Suppliers in Low Utilization Areas (Sec 10.1.3)

FINANCE AND RISK

Given PG&E's current financial status, new opportunities for banks, brokers, and finance professionals are expected to be very limited until the company emerges from bankruptcy. Finance and Risk plan to continue the following WMDVLGBTBE activities:

- Provide opportunities for qualified WMDVLGBTBE investment banks to participate meaningfully in financings, as well as, develop financial expertise and industry knowledge in the utility sector
- Identify other ways to engage with and mentor WMDVLGBTBE investment banks, in money market investments or as pension managers
- Continue to utilize WMDVLGBTBE best practices in pension management
- Evaluate finance projects for opportunities to employ WMDVLGBTBEs and encourage prime suppliers to employ WMDVLGBTBE subcontractors

LEGAL

The Law Department's 2020 supplier diversity plan includes:

- Continued partnership with PG&E's Supply Chain Responsibility and Sourcing organizations to identify additional opportunities for WMDVLGBTBEs
- Continued promotion of the utilization of diverse professionals at majority-owned firms
- Continued partnering with non-diverse firms to work with WMDVLGBTBEs, including on major cases, such as the California wildfires and bankruptcy proceedings
- Participation and engagement with a variety of legal associations promoting diversity and equal access to the law and legal profession
- Participation in WMDVLGBTBE networking and CPUC events with other investor-owned utilities

Plans for Recruiting WMDVLGBTBE Suppliers Where Unavailable (Sec 10.1.4)

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

Plans for Encouraging Prime Contractors to Subcontract to WMDVLGBTBE Suppliers (Sec 10.1.5)

PG&E will continue to assist its prime suppliers to identify and develop qualified WMDVLGBTBE business solution partners and improve supplier diversity subcontracting. This will be accomplished through various activities, including:

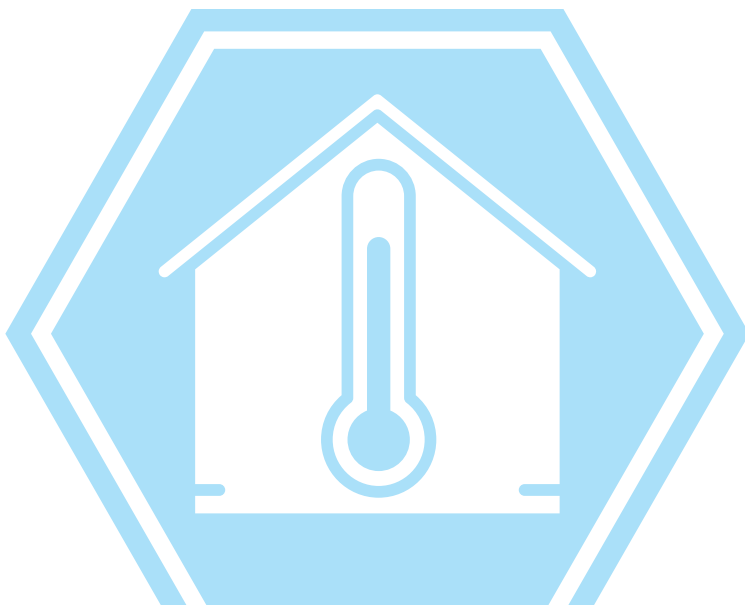
- Conducting Prime Supplier Academy workshops and webinar trainings to educate suppliers on how to develop robust supplier diversity, environmental sustainability and code of conduct programs of their own
- Inviting prime suppliers to participate in business matchmaking events, trade show trade missions for WMDVLGBTBEs, and other outreach activities
- Encouraging prime suppliers to support WMDVLGBTBE mentoring and educational programs such as the UCLA Management Development for Entrepreneurs Program and University of Washington Minority Business Executive Program

PG&E will also continue to conduct an annual audit of its diverse subcontracting spend to assess the timeliness and accuracy of reported diverse subcontractor payments.

Through internal training and education, metrics tracking and working with internal LOB and Sourcing stakeholders, PG&E will continue its efforts to make supplier diversity a key consideration in sourcing opportunities across all service and product categories.

Plans for Complying with WMDVLGBTBE Program Guidelines (Sec 10.1.6)

PG&E will continue to comply with the Supplier Diversity program guidelines established by the CPUC as required by Public Utilities Section 8283 (C).



Power Procurement

Participation Results by Fuel Category (Sec 9.1.11A)

See Annual Energy Product Results by Ethnicity and WMDVLGBTBE Certification table.

Market Conditions and Outreach (Sec 9.1.11B)

PG&E's objectives relating to electric and gas procurement include assembling a portfolio of reliable and operationally flexible resources, supporting the development of environmentally-preferred resources and managing customer costs. PG&E's objectives are applied to all market participants, irrespective of entity classification.

The characteristics of the electric market are unique compared to the natural gas market. Electric markets are characterized by long-life assets. These assets, each of which could cost hundreds of millions of dollars requiring companies to have stable financial conditions, are generally constructed, owned and operated by large corporations or financial institutions. As such, it is an exceedingly difficult market for small and medium-sized companies, including WMDVLGBTBEs, to enter and succeed.

Additionally, on the electric side, the vast majority of payments are through Renewable Portfolio Standard, Combined Heat and Power, Qualifying Facility and conventional tolling contracts which are associated with long-life assets, with the remaining amount clearing through the California Independent System Operator (CAISO) market (which is not regulated by the CPUC). Electric energy is commoditized through a centralized market. Day-ahead energy transactions have predominantly moved away from direct bilateral transactions to energy commodity exchanges.

In wholesale power markets, PG&E encourages the participation of WMDVLGBTBEs to participate in renewables and Resource Adequacy (RA) products, both on a direct and subcontracting basis. In reality, WMDVLGBTBEs have much greater likelihood for success as subcontractors. Firms that do enter the market face a changing industry where investor-owned utilities like PG&E are losing load to new, local competitors. In California, these competitors are typically Community Choice Aggregators (CCA). The transition of customers from utilities to CCAs has resulted in PG&E's total electric load decreasing, generally leaving PG&E with excess supply. PG&E's bundled sales decreased by approximately 20 percent between 2018 and 2019, and PG&E forecasts further decreases in the near-term due to CCA formation and expansion. As a result, PG&E has been a net seller across its electric portfolio.



While there are limited procurement opportunities in which to promote WMDVLGBTBE participation in PG&E Energy Procurement Request for Offers (RFOs), PG&E's supplier diversity goals and objectives are publicly highlighted during webinars discussing Energy Procurement RFOs or provided on the RFO website: pge.com/rfo.

While General Order 156 intends to create opportunities for WMDVLGBTBEs, these businesses and their investor-owned utility counterparties are faced with tightening margins in the wholesale power markets. As with any participant wishing to participate in wholesale power activities, meeting industry standard credit and collateral requirements is challenging. PG&E will continue to work with WMDVLGBTBEs in the hopes of transacting with these businesses consistent with the Least Cost, Best Fit procurement standard.

For the natural gas commodity, asset ownership is not required. Since the vast majority of commodity clears through the market or exchanges, the opportunities in natural gas historically have been greater for WMDVLGBTBEs compared to the electricity commodity. Transactions executed on an indexed price basis—which is how much of the gas commodity market transacts—require less credit and collateral requirements than do fixed price transactions. Historically, WMDVLGBTBEs have participated in this market successfully, but PG&E is seeing significant challenges as market conditions are changing and PG&E has faced its own financial difficulties, filing for bankruptcy in January 2019. WMDVLGBTBEs are fighting for market share today against large, investor-owned businesses with strong credit and economies of scale and are at real risk of being forced out of the shrinking market. Any firm must overcome considerable barriers to enter into a power contract, including gaining access to capital and establishing credit, technical knowledge and gaining operational experience. The difficulty associated with obtaining these prerequisites is the reason that there are few firms engaged in developing power plants or trading power products.

Annual Energy Product Results by Ethnicity and WMDVLGBTBE Certification

(All dollar figures 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				
POWER PURCHASED	Renewable Power Products Direct		\$	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$ 2.6	2.6	\$2,233.8		
			%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.1%	0.1%			
			\$ ²	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$2.4	\$2.4	\$614.2		
			% ²	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.4%	0.4%			
	Non-Renewable Power Products Direct	PHYSICAL	\$	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$ 0.6	\$0.6	\$948.5		
			%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.1%	0.1%				
			\$ ²	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$ 0.5	\$0.5	\$146.6		
			% ²	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.4%	0.4%			
FUELS FOR GENERATION	Diesel Direct		\$	\$-	\$-	\$-	\$-	\$-	\$-	\$0.5	\$0.5	\$-	\$-	\$-	\$0.5	\$-	\$-	\$-	\$-	\$-	\$0.5	\$0.5		
			%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100%	100%	0.0%	0.0%	0.0%	100%	0.0%	0.0%	0.0%	0.0%	100%		
	Natural Gas Direct	PHYSICAL	\$	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$296.9		
			%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%			
POST 2011	Sub Total of Columns ²	\$	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$0.5	\$0.5	\$-	\$-	\$-	\$0.5	\$-	\$-	\$-	\$-	\$2.9	\$3.4	\$1,058.2		
	Sub Total % of Total Procurement Spend	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.04%	0.04%	0.0%	0.0%	0.0%	0.04%	0.0%	0.0%	0.0%	0.0%	0.3%	Overall WMDVLGBTBE %:	0.3%		
ALL	Sub Total of Columns ⁴	\$	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$0.5	\$0.5	\$-	\$-	\$-	\$0.5	\$-	\$-	\$-	\$-	\$3.2	\$3.7	\$3,479.6		
	Sub Total % of Total Procurement Spend	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.01%	0.01%	0.0%	0.0%	0.0%	0.01%	0.0%	0.0%	0.0%	0.0%	0.1%	Overall WMDVLGBTBE %:	0.1%		

NOTE:
%: Percentages calculated by the Row Category Total Procurement Spend
¹Excludes purchases from the CAISO, other IOUs, utilities, federal entities, state entities, municipalities and cooperatives
²Includes only long-term power procurement commitments after June 6, 2011, or as a result of RFOs after June 6, 2011
³Total WMDVLGBTBE spend does not include pre-commercial online date subcontracting values
⁴Includes all power procurement commitments
⁵Firms classified as 8(a) by the Small Business Administration include non-WMDVLGBTBE.

Totals may not add due to rounding.

Fuel Procurement for Non-Generation

INTRODUCTION

PG&E purchases natural gas to serve its core (residential and small commercial) bundled gas customers. PG&E purchased gas supplies to serve core customers from Canada, the U.S. Rocky Mountain supply area and the U.S. Southwest. Core Gas Supply did not purchase natural gas from WMDVLGBTBEs in 2019.

Participation Results by Fuel Category (Sec 9.1.11A)

See Appendix A for a summary table of results.



Market Conditions, Outreach and Exclusions (Sec 9.1.11B)

MARKET CONDITIONS

Market Challenges

According to the U.S. Energy Information Administration, U.S. natural gas production increased in 2019, averaging 92.0 billion cubic feet per day (BCF/d), 8.7 BCF/d higher than in 2018¹. With that increase, natural gas prices remained low relative to historical levels. The low gas prices diminished profit margins for all suppliers, reducing opportunities for both WMDVLGBTBE and non-WMDVLGBTBE suppliers. To further compound the challenge, PG&E is currently going through bankruptcy and is limited to a smaller set of counterparties/suppliers to purchase larger quantities of gas.

Competitive Challenges

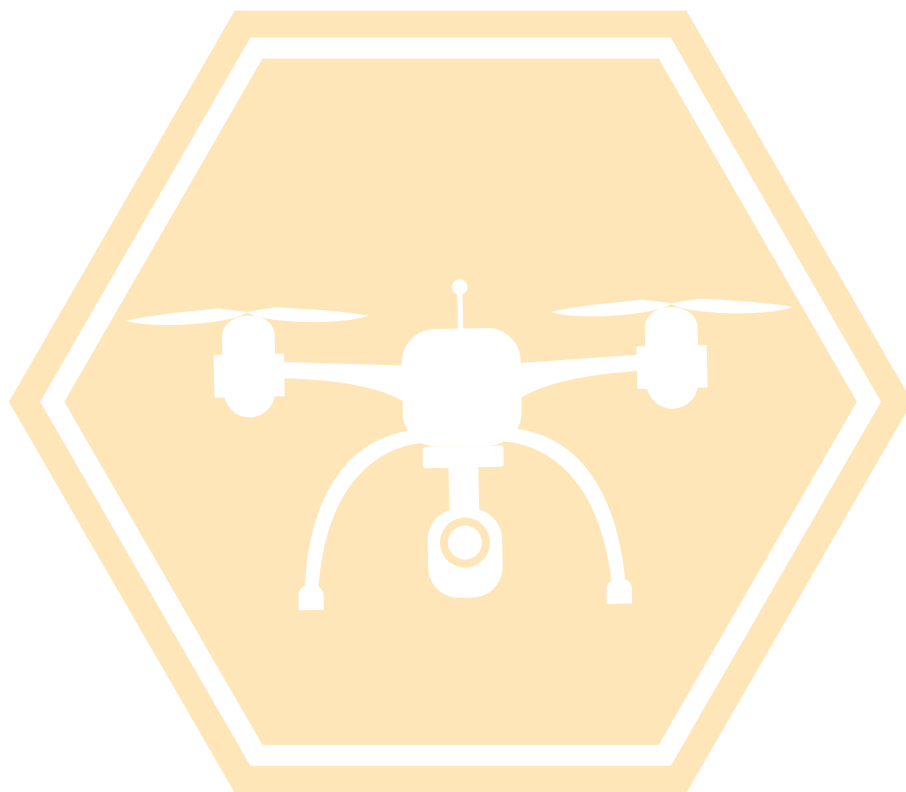
In 2019, WMDVLGBTBEs, all of whom are marketers, did not provide gas supplies at competitive prices with non-WMDVLGBTBE suppliers. This challenge was particularly evident in 2019, which resulted in no gas purchases from WMDVLGBTBEs. Natural gas marketers have historically added value by applying their expertise to find buyers and to creatively fulfill end-user needs while fostering a liquid, transparent market. In addition to providing supplies, and in order to capture additional revenue streams in a low-price market, the role of many successful marketers has evolved and expanded to include intermediate steps in the supply chain such as arranging pipeline transportation and storage, providing nomination and balancing services and providing any other services required to facilitate natural gas sales. Marketers who have been able to expand in this way seem to be able to offer supplies at more competitive prices than those who have not. At this time, few WMDVLGBTBEs have expanded their businesses beyond the traditional marketer role, likely due to a lack of capital or physical assets.

¹Short Term Energy Outlook, U.S. Department of Energy—Energy Information Administration, January 14, 2020.

Institutional Barriers

All industry participants face significant financial and credit risks. Most WMDVLGBTBEs are challenged to manage exposure to such risks because they lack capital to meet counterparty collateral requirements. Additionally, they generally do not hold physical assets, such as natural gas storage, to limit their exposure to performance risks. Finally, WMDVLGBTBEs are generally not able to participate in electronic or online trading platforms due to platform collateral requirements. Online trading platforms account for a significant percentage of transactions in today's fast-moving natural gas markets.

Funds Transfer Agents (FTA), such as banks, offer a secure payment mechanism for gas suppliers and remain an important fiduciary participant in natural gas transactions involving WMDVLGBTBE gas marketers. This solution may take time to grow but having an additional FTA bank can allow WMDVLGBTBEs to attract source suppliers that are willing to enter into new arrangements. Many source suppliers are not willing to enter into new arrangements without an FTA agreement. Third-party payment (where payment is made directly to the source supplier) is still available for WMDVLGBTBEs to utilize. Even with these payment options, WMDVLGBTBE gas marketers are still having difficulty providing competitive pricing vis-a-vis other market participants. These issues are compounded by the challenges of conducting international business, particularly in Canada where PG&E sources roughly one-third of its gas supplies in Canadian dollars. WMDVLGBTBEs may not be able or willing to accept foreign exchange risk. However, PG&E continues to encourage U.S. and Canadian source suppliers to develop relationships with WMDVLGBTBEs.





OUTREACH

Communications and Assistance

PG&E maintains information on its public website² to assist WMDVLGBTBEs in providing natural gas supplies. This web page includes an overview of PG&E Core Gas Supply and provides information on PG&E's Supplier Diversity Program. It also describes the eligibility criteria for California's WMDVLGBTBE certification program and the resources available to assist such suppliers in selling products and services to PG&E, including Core Gas Supply.

In 2019, PG&E continued to support diverse suppliers by providing information and guidance about fuel procurement, WMDVLGBTBE certification, credit and contracting matters.

Personal Contacts

Core Gas Supply maintains a solicitation list of WMDVLGBTBEs who have expressed interest in selling gas to PG&E. This list is used to track certification status and help ensure WMDVLGBTBEs are contacted on a regular basis about sales opportunities. Core Gas Supply staff also encourages natural gas producers to work with WMDVLGBTBEs in marketing gas and related services to PG&E.

Expanded Opportunities

During 2019, PG&E's Core Gas Supply contracts analysts continued to assist WMDVLGBTBEs (via phone or email) with opportunities to provide not only marketing services but also broker services. Broker services enable WMDVLGBTBEs to match major producers and suppliers with Core Gas Supply's gas buyers, thereby expanding opportunities beyond direct sales of gas to PG&E. Through a broker arrangement, WMDVLGBTBEs add value by locating a producer or supplier willing and able to meet PG&E's terms. The broker arranges the initial contact and may facilitate the negotiation and assist with the administration. By acting as a broker, WMDVLGBTBEs are able to avoid many credit and operational risks while establishing themselves in the natural gas business. PG&E views broker services as a transitory opportunity for WMDVLGBTBEs to build their commercial experience so they become equipped to pursue more financially rewarding business opportunities.

EXCLUSIONS

The CPUC General Order 156 ruling on November 14, 2003, ended the Excluded Categories, including non-generation fuel types. Notably, PG&E procures only natural gas under its Fuel Procurement for Non-Generation.

²https://www.pge.com/en_US/for-our-business-partners/energy-supply/core-gas-supply/core-gas-supply.page



Appendix A. PG&E’s Core Gas Supply, Annual Energy Product Results by Ethnicity and WMDVLGBTBE Certification

(All dollar figures in \$MM)

		Results by Ethnicity and Gender													Results by WMDVLGBTBE Certification						
Product¹		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)²	Total WMDVLGBTBE Procurement Spend	Total Procurement Spend
			MALE	FEMALE	TOTAL	MALE	FEMALE	TOTAL	MALE	FEMALE	TOTAL	MALE	FEMALE	TOTAL							
NATURAL GAS	SHORT TERM	\$	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$188.8
		%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	
	LONG TERM	\$	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$417.0
		%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	
	TOTAL NATURAL GAS	\$	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$605.9
		%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	
LPG	SHORT TERM	\$	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-
		%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0
	LONG TERM	\$	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-
		%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0
	TOTAL LPG	\$	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-
		%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0
Overall Total \$			\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$0	\$605.9
Overall Total %			0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	Overall WMDVLGBTBE %	0.0%

NOTE:
%: Percentages calculated by the Row Category Total Procurement Spend
Short Term: The term of the deal is no longer than one calendar month.
Long Term: The term of the deal is greater than one calendar month but less than one calendar year.
¹Excludes purchases from the CAISO, other IOUs, utilities, federal entities, state entities, municipalities and cooperatives
²Includes Non-WMDVLGBTBE firms classified as 8(a) of Small Business Administration

Totals may not add due to rounding.

This page is not part of PG&E's GO 156 annual report. It is a separate, additional report, which PG&E provides simultaneously with the GO 156 annual report as directed by the Commission in D.06-11-028 (OP 1 and pp. 4-6).

2019

Pacific Gas and Electric Company
G. O. #156 Sec 9.1.2 (D.11-05-019 & D.06-11-028)

Number of WMDVLGBTBE Suppliers¹ and Revenue Reported to the CPUC Clearinghouse

Data on Number of Suppliers												
Revenue Reported to CHS							Utility-Specific 2019 Summary					
# WMDVLGBTBEs	MBE	WBE	LGBTBE	DVBE	Other 8(a) [*]	Grand Total ²	MBE	WBE	LGBTBE	DVBE	Other 8(a) [*]	Grand Total
Under \$1M	82	83	6	N/A	0	171	222	229	9	20	0	480
Under \$5M	93	105	2	N/A	0	200	45	60	1	4	0	110
Under \$10M	37	52	1	N/A	0	90	20	24	0	5	0	49
Above \$10M	112	96	2	N/A	0	210	37	23	1	7	0	68
TOTAL	324	336	11	36	0	707	324	336	11	36	0	707

Revenue and Payment Data												
Revenue Reported to CHS							Utility-Specific 2019 Summary					
WMDVLGBTBE \$M	MBE	WBE	LGBTBE	DVBE	Other 8(a) [*]	Grand Total ²	MBE	WBE	LGBTBE	DVBE	Other 8(a) [*]	Grand Total
Under \$1M	35,636,634	75,643,878	1,113,920	N/A	0	112,394,432	47,795,501	37,793,206	1,595,331	3,637,329	0	90,821,367
Under \$5M	147,818,019	169,588,259	197,990	N/A	0	317,604,269	110,530,158	162,766,993	2,956,663	10,142,342	0	286,396,156
Under \$10M	111,465,817	144,127,838	2,956,663	N/A	0	258,550,318	140,048,742	172,778,717	0	37,028,751	0	349,856,210
Above \$10M	1,792,728,983	614,817,730	13,351,116	N/A	0	2,420,897,829	1,789,275,052	630,838,789	13,067,695	248,600,814	0	2,681,782,350
TOTAL	2,087,649,453	1,004,177,705	17,619,689	299,409,236	0	3,408,856,083	2,087,649,453	1,004,177,705	17,619,689	299,409,236	0	3,408,856,083

NOTE:

^{*}Firms classified as 8(A) by the Small Business Administration include Non-WMDVLGBTBE.

CHS: CPUC Supplier Clearinghouse

¹Includes direct and subcontracting WMDVLGBTBE suppliers

²The CHS does not include information regarding DVBE revenue. As a result, Grand Total revenue cells do not include DVBE data. Grand Total/Total cell does include aggregate DVBE data.

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