



Supply Chain Responsibility

SUPPORTING PEOPLE, PLANET AND CALIFORNIA'S PROSPERITY

2021 SUPPLIER DIVERSITY ANNUAL REPORT • 2022 ANNUAL PLAN

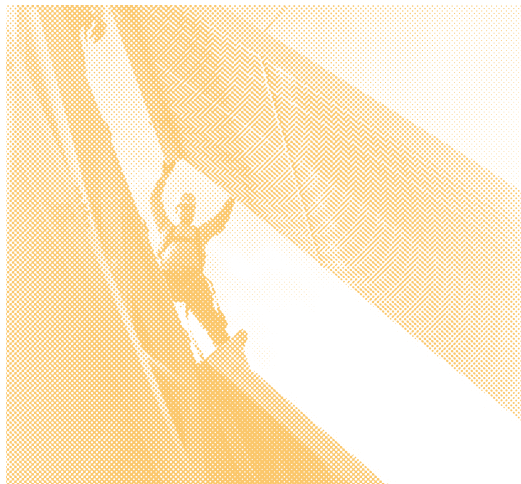


Table of Contents

2021 ANNUAL REPORT

Letter from the Chief Executive Officer	2
Annual Report Results and Highlights	3
Diverse Category Comparison 2020–2021	4
Five-Year Performance Trend	4
Section 9.1.1 Description of WMDVLGBTBE Program Activities During the Previous Calendar Year	5
Internal Programs and Activities	5
Supplier Diversity Program Resources and Team Structure	5
Employee Education and Engagement	6
Internal and External Websites	7
Coverage of Results	8
Prime Supplier Program	8
Prime Supplier Academy	8
Technical Assistance Programs	9
External Program Activities	11
LGBTBE Inclusion and Outreach	11
DVBE Inclusion and Outreach	11
Financing and Access to Capital	12
Awards and Recognition	13
Outreach	13
Section 9.1.2 WMDVLGBTBE Annual Results	14
Section 9.1.3 WMDVLGBTBE Program Expenses	14
Section 9.1.4 Description of Progress in Meeting or Exceeding Set Goals	15
Section 9.1.5 Description of Prime Contractor Utilization of WMDVLGBTBE Subcontractors	16
Section 9.1.6 A List of WMDVLGBTBE Complaints Received and Current Status	16
Section 9.1.7 Description of Efforts to Recruit WMDVLGBTBE Suppliers in Low Utilization Categories	17
Finance and Risk	17
Law	17
Section 9.1.8 Retention of All Documents/Data	18
Section 9.1.9 Additional WMDVLGBTBE Activity	18
Section 9.1.10 Audits	18
Section 9.1.11 WMDVLGBTBE Fuel Procurement	18
Section 9.1.11(a) Participation Results by Fuel Category—Power Procurement	18
Section 9.1.11(b) Market Conditions and Outreach—Power Procurement	19
Section 9.1.11(a) Participation Results by Fuel Category—Core Gas Procurement	20
Section 9.1.11(b) Market Conditions, Outreach, and Exclusions—Core Gas Procurement	21
Market Conditions	21
Market Challenges	21
Competitive Challenges	21
Institutional Barriers	21
Outreach	22
Communications And Assistance	22
Personal Contacts	22
Expanded Opportunities	22
Exclusions	22

2022 ANNUAL PLAN

Section 10.1.1	WMDVLGBTBE Annual Short-, Mid- and Long-Term Goals	24
Section 10.1.2	Description of WMDVLGBTBE Planned Program Activities for the Next Calendar Year	24
Section 10.1.3	Plans for Recruiting WMDVLGBTBE Suppliers in Low Utilization Areas	26
	Finance and Risk	26
	Law	26
	LGBT	27
Section 10.1.4	Plans for Recruiting WMDVLGBTBE Suppliers Where Unavailable	27
Section 10.1.5	Plans for Encouraging Prime Contractors to Subcontract WMDVLGBTBE Suppliers	28
Section 10.1.6	Plans for Complying with WMDVLGBTBE Program Guidelines	28

APPENDICES

Appendix A	Section 9.1.1 Program Activities and Organizations	30
Appendix B	WMDVLGBTBE Annual Results	32
	WMDVLGBTBE Annual Results by Ethnicity	32
	WMDVLGBTBE Direct Procurement by Product and Service Categories	33
	WMDVLGBTBE Subcontractor Procurement by Product and Service Categories	34
	Number of WMDVLGBT Suppliers and Revenue Reported to the Clearinghouse	35
	WMDVLGBTBE Procurement Standard Industrial Classification (SIC) Code Legend	36
	WMDVLGBTBE Procurement Standard Industrial Classification (SIC) Code Detail	37
Appendix C	Sec. 9.1.11(a)—Energy Product Results 2021	41
Appendix D	Section 9.1.11(b)—PG&E Core Gas Supply, Annual Energy Product Results	43

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 2021

Pacific Gas and Electric Company
Post Office Box 770000
San Francisco, CA 94177
(415) 973-7000
March 1, 2022



2021
SUPPLIER DIVERSITY
ANNUAL REPORT



Letter from the Chief Executive Officer

SUPPORTING PEOPLE, PLANET AND CALIFORNIA'S PROSPERITY

In everything we do at PG&E, we strive to benefit the People of California, our Planet, and our state's Prosperity. We call this our "triple-bottom line" approach to doing business.

For more than four decades, this same mindset has been at the heart of our Supplier Diversity Program, and we have so many successes to celebrate.

Small and diverse businesses have provided PG&E with products and resources that help us meet the needs of the People we serve. In turn through our investments, these enterprises are able to support their employees. One of our disabled veteran businesses was proud to see more than a dozen of his 30 employees purchase homes after joining his company.

Our local diverse vendors also provide essential services to our communities during challenging times. During Public Safety Power Shutoffs in 2020, a San Francisco Bay Area woman owned company produced more than 7,500 portable battery units for PG&E customers to keep their medical devices powered. During the severe winter storm at the end of 2021, an LGBT business provided laundry services and mobile showers for residents of Nevada County.

Our diverse suppliers have proven to be enthusiastic stewards of our Planet as well. When PG&E redesigned our Larkin substation in San Francisco, an Asian American architectural firm incorporated a green wall as part of the exterior design. The disabled veteran business mentioned earlier created building systems for PG&E using materials that can be recycled at the end of a building's life span.

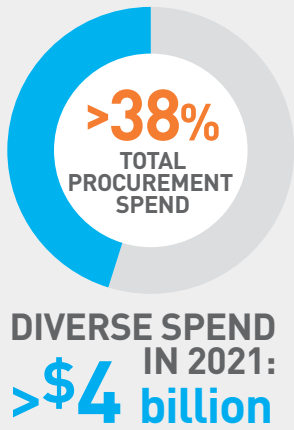
Diverse suppliers also help us deliver for California's Prosperity, in part by helping us keep energy costs affordable. PG&E used an African American enterprise to save about \$8 million by refreshing the company's contact center IT infrastructure.

I'm pleased to share our 2021 supplier diversity results and 2022 plans presented in this report. Our 2021 spend of \$4.01 billion with more than 630 diverse suppliers marked the 10th consecutive year of \$2 billion-plus spend and the 16th straight year we exceeded the CPUC's diverse supplier goal of 21.5 percent of the total procurement budget.

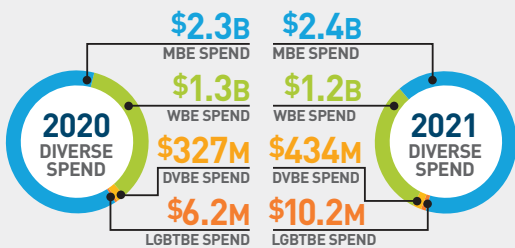
Our commitment in 2022 is to maintain these strong supplier diversity results by continuing to offer programs that help small and diverse businesses grow. Like our Technical Assistance Program (TAP), which offers training to support the success of diverse businesses. The program includes instruction on keeping a business safe, cybersecure, environmentally sustainable, ready to adapt quickly to a changing world and operational efficiency.

PG&E will not waver in our commitment to providing opportunities to diverse suppliers and to helping their businesses grow as we work together to serve People, our Planet and California's Prosperity.

Patti Poppe
CEO, PG&E Corporation



HIGHLIGHTS



Annual Report Results and Highlights

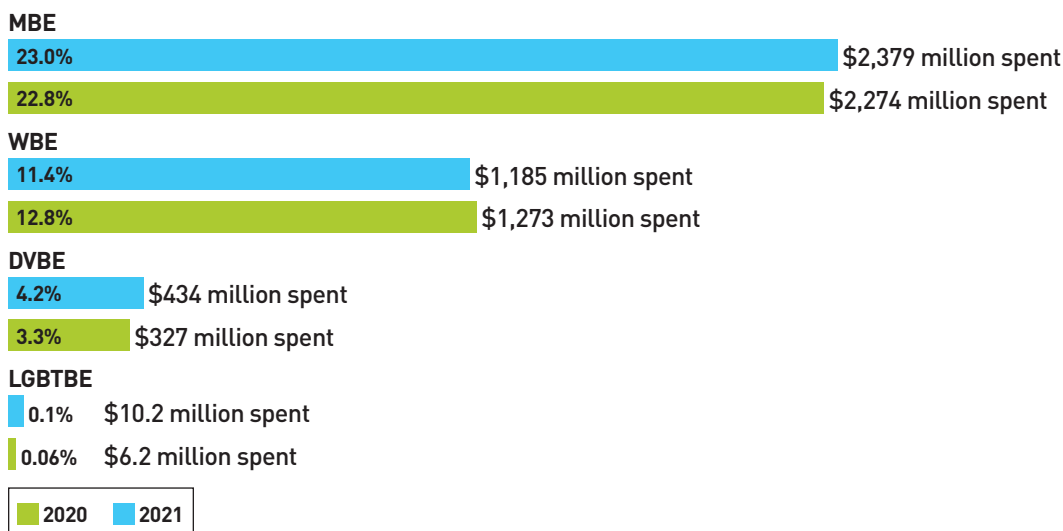
Pacific Gas and Electric Company (PG&E) is pleased to submit the California Public Utilities Commission (CPUC) annual report highlighting spending and activities with woman (WBE), minority (MBE), service-disabled veteran (DVBE) and lesbian, gay, bisexual and transgender (LGBTBE) business enterprises (WMDVLGBTBE).

Through unprecedented challenges, PG&E's WMDVLGBTBEs continue to support our most critical work and provide services that help us run our business and deliver for our hometowns. In 2021, PG&E spent **\$4.01 billion** with WMDVLGBTBEs. This spending represents **38.7 percent of net procurement** and **16 consecutive years** of exceeding the CPUC goal of 21.5 percent.

PG&E is committed to providing WMDVLGBTBEs opportunities to introduce safe, innovative, cost effective and sustainable solutions to our supply chain. We celebrate those WMDVLGBTBEs who have adapted their business to meet the ever-changing needs of their customers and thank the community-based organizations committed to their success.



Diverse Category Comparison 2020–2021



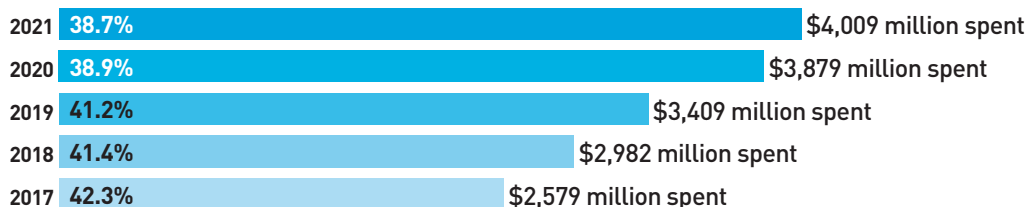
PG&E's Five-Year Performance Trend

Over the last five years (2017–2021), the company's spend with diverse suppliers demonstrates PG&E's continued commitment to sustaining world-class diversity results.

Total WMDVLGBTBE spend increased \$1,430 million or 55.5%

- MBE spend increased \$825.0 million or 53.1%
- WBE spend increased \$473.6 million or 66.6%
- DVBE spend increased \$122.8 million or 39.4%
- LGBTBE spend increased \$8.7 million or 601.7%

PG&E Five-Year Performance Trend—WMDVLGBTBE 2017–2021



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

Internal Programs and Activities

Supplier Diversity Program Resources and Team Structure

PG&E's Supplier Diversity program (Program) includes internal and external activities to promote greater access to WMDVLGBT businesses while meeting the guidelines set in General Order 156. Each year, PG&E launches its annual Supplier Diversity goal setting process. Working with Strategic Sourcing and line of business organizations, goals are established by company, organization and WMDVLGBT category. In 2021, we also worked with Strategic Sourcing leadership to establish specific supplier diversity goals and actions that were cascaded down to each sourcing portfolio.

Once goals were established, the Supply Chain Responsibility team provided detailed company wide reports with performance against established goals and metrics. These reports tracked purchases with WMDVLGBTBEs at every level of the company.



PG&E distributed its CPUC Supplier Diversity Annual Report and Plan to Community Based Organizations and made the Report available on both its internal and external websites. Supplier diversity was also highlighted in the company's Corporate Social Responsibility Report published on its websites. PG&E's Marketing and Communications team issued a press release to highlight Program accomplishments and published articles featuring WMDVLGBTBEs in PG&E's news and perspectives website, *Currents*.

These objectives were accomplished by PG&E's Supply Chain Responsibility team, dedicated to promoting a diverse, environmentally sustainable and ethical supply chain. This group of experienced professionals, led by a Senior Manager who reports to the Sourcing Vice President and Chief Procurement Officer, is charged with maximizing opportunities for WMDVLGBT potential and incumbent suppliers.

A summary of PG&E's 2021 supplier diversity activities include:

- Established company wide supplier diversity goals and metrics
- Worked with Strategic Sourcing, internal stakeholders and external contacts to develop strategies to enable WMDVLGBTBE participation
- Partnered with community-based organizations to educate WMDVLGBTBEs on important topics to help them grow their businesses and connect with decision makers
- Tracked and reported prime supplier subcontracting, offered reporting instructions at monthly webinars, shared supplier diversity expectations at bid events, and made information and reporting tools available on PG&E's website
- Invested in technical assistance, including building out modules in PG&E's free online learning platform for businesses

- Hosted virtual trainings and served on panels to educate WMDVLGBTBEs on PG&E's expectations for suppliers related to topics important to PG&E like safety, reliability, affordability, and environmental sustainability
- Participated in and hosted feedback forums like the Annual Small Business Consultation to understand how to provide better tools, resources and processes to help small businesses compete

Employee Education and Engagement

PG&E's Supply Chain Responsibility team provided Supplier Diversity training and education to its Supply Chain and Line of Business (LOB) employees through one-on-one conversations, group webinars, and to the company at large by posting Supplier Diversity articles in PG&E's internal newsletters. The team trained Supply Chain employees on policies related to supplier diversity in the Request for Proposal (RFP), Request for Abstract (RFA) and Request for Information (RFI) processes.

Supply Chain Responsibility's LOB champions provided access to LOB executive teams to advocate for and support Supplier Diversity programs within their organization. They contributed to the annual goal-setting process and shared monthly results with their senior leadership. This group of engaged employees also met quarterly with Supply Chain Responsibility and Supply Chain team members to discuss cross-functional goal achievement strategies.

PG&E's Employee Resource Groups (ERG) continued to play an active role in promoting diversity and community service within the company. We asked the ERGs to disseminate supplier information such as articles on diverse suppliers. ERG-partnered events engaged employees in the company's supplier diversity program and helped connect PG&E leaders with the local business community, by participating and speaking at external community-based organization events, and internally promoting articles featuring successes with diverse suppliers.

PG&E's Supplier Diversity results are, in part, due to the contributions of senior leadership, employees, supplier diversity champions, sourcing, and other coworkers with a passion for promoting WMDVLGBTBEs. In 2021, PG&E coworkers participated in WMDVLGBTBE introductory meetings, presented on panels and workshops and played hosts to prime matchmaking events.



**SUPPLIER
SPOTLIGHT**
CES Utility
Solutions

Ford Cooper's CES Utility Solutions adapted from providing locate-and-mark services to drones.

His company's revenue from drone inspections has grown from zero in 2018 to more than \$2 million in 2020. CES' overall success has allowed his company to grow from three employees in 2013 to 20 last year.

"PG&E sincerely and proactively seeks to engage diverse companies," said Cooper. "This sincerity has developed a culture of expectation for diverse suppliers to support diverse hiring and working with diverse subcontractors. Having PG&E on your company's resume gives your company instant credibility when pursuing other opportunities."





**SUPPLIER
SPOTLIGHT**
ALOM

When Hannah Kain founded her supply chain management business in 1997, she was a rarity in a male-dominated field.

ALOM has provided PG&E's Solutions Marketing team with services such as warehousing, direct mail and print collateral fulfillment.

ALOM is a big believer in using diverse suppliers as subcontractors. Over the last two years, ALOM has supported PG&E's Energy Savings Assistance Program (ESA), which helps low-income customers save on their energy bills. ALOM's work in this program includes supplying PG&E with energy-efficient LED light bulbs and light fixtures for these customers.

"During the first year of our involvement with ESA, we had 72 percent diverse supplier spend," said ALOM Director of Supply Base Management Rich Watson. "Diverse suppliers are typically smaller, more agile and faster to adopt new technology and methods. In addition to providing PG&E with exceptional service levels, we're able to extend their diverse supplier spend and positive economic impact."

To recognize ongoing employee contributions, PG&E developed an online portal available on PG&E's internal website where employees can nominate themselves and their teams for supplier diversity accomplishments. We also made a point to highlight employees in the email that we send with monthly supplier diversity year-to-date reports and metrics. Monthly reports are issued to a distribution list of officers, champions, and other key diversity stakeholders.

PG&E also transitioned to a Lean Operating System in 2021 which includes Daily Operating Reviews (DOR) where we track progress, escalate issues and identify problems that need to be solved. These DORs are an opportunity for coworkers to share successes and challenges with using WMDVBLGBTBs and achieving supplier diversity goals.

Internal and External Websites

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

In addition to an internal department website, PG&E's internal company website provided a range of company news, industry information and officer messages for employees. During the year, PG&E provided daily emails that highlighted supplier diversity news, accomplishments and employee participation.

The Supply Chain Responsibility external website continued to offer a range of content regarding PG&E's Supplier Diversity Program.

The website includes:

- Contract opportunity announcements
- Outreach calendar of upcoming events
- Diverse and small business certification resources
- Technical assistance program materials
- PG&E's supplier code of conduct
- Prime supplier program resources
- Latest General Order 156 Supplier Diversity Annual Report
- Comprehensive set of supplier frequently asked questions

PG&E continued work with a WBE company to develop and improve its external Supply Chain Responsibility Technical Assistance Program Training website. This website is easier to navigate and acts as an educational resource for current and prospective suppliers. The first video classes recorded and posted on the site included a three-part Cybersecurity series and a three-part Disaster Preparedness series.

Coverage of Results

We continued to report supplier diversity results monthly at the sub organizational, LOB and company level. LOB teams track their progress against their corporate Supplier Diversity year-to-date and annual goals.

Prime Supplier Program

In 2021, PG&E's prime suppliers reported **\$664 million** in spending with WMDVLGBT subcontractors.

PG&E's Prime Supplier Program helped prime suppliers build their own supplier diversity programs, create supplier diversity plans, set annual performance goals, and accurately report their monthly subcontracting efforts with WMDVLGBTBEs. PG&E made a Prime Supplier Guide available and conducted monthly webinars and one-on-one training to help them comply with PG&E's annual subcontracting audit.

For the 11th consecutive year, PG&E hired a third-party MBE auditing firm to review documents to determine whether payments to WMDVLGBTBEs were reported correctly by prime suppliers. The audit findings were incorporated into the 2021 reported results.

Prime Supplier Academy

In its seventh year, PG&E's Prime Supplier Academy (PSA) continued to deliver valuable supply chain responsibility training to PG&E suppliers by shifting to a virtual format due to COVID-19 pandemic restrictions. The Academy provided resources and tools that helped increase prime suppliers' engagement and ownership of supplier diversity programs in their companies.

PG&E's PSA program offers a range of courses, including:

- Building the Business Case for Supplier Diversity
- Creating a formal Supplier Diversity Program
- Prime Supplier Value Chain Analysis to Determine Subcontracting Opportunities
- Supplier Diversity Metrics, Accountability and Reporting



Dave Steward (right) with his son.

SUPPLIER SPOTLIGHT
World Wide Technology

Dave Steward overcame many challenges to build America's largest African American-owned business.

"I vividly remember segregation," said the founder and chairman of the board of World Wide Technology, a multi-billion dollar company that has provided informational and operational technology services to PG&E for nearly two decades.

"These experiences had a profound effect on the man I am today," he said.

"WWT has been an ideal business partner," said PG&E Supply Chain Responsibility Senior Manager Jerilyn Gleaves. "Besides providing us with innovative services and products that have saved us money and increased efficiency, they've set an example for other businesses through their efforts to make life better in the communities where they provide jobs and services."

Technical Assistance Programs

PG&E's Technical Assistance Program (TAP) offers a wide variety of capacity building opportunities for 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. In 2021, TAP interactions were hosted virtually or via our online learning management tool that launched at the end of 2020.

In 2021, PG&E expanded the online learning management system to include additional training topics. In addition to on demand training modules, PG&E expanded the tool to include a community engagement platform. The focus of this community engagement expansion was to provide users the ability to connect with each other to discuss training materials, share best practices and engage on relevant business topics. The training and community are both free and available to any interested participant.

PG&E offered university and college scholarships to select WMDVLGBTBEs to support leadership and business development. These courses provided relevant tools and knowledge that attendees can readily implement in their organizations.

In 2021, PG&E issued a total of 14 scholarships to these distinguished U.S. universities:

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

TAP programs and activities are generally structured into 3 Tiers based on the WMDVLGBTBE's experience and revenues. The available TAP programs are highlighted below.

<p>ADVANCED TECHNOLOGY/ EMERGING MARKET WMDVLGBTBEs</p> <p>5+ years' experience</p> <p>Demonstrated readiness to grow</p>	<p>TIER 3</p>	<ul style="list-style-type: none"> • UCLA MDE Program • Stanford University Latino Entrepreneur Initiative • Dartmouth University Tuck MBEs Program • Future-Proofing Your Business
<p>MID-SIZE WMDVLGBTBEs</p> <p>3+ years' experience</p> <p>> \$1M revenue</p>	<p>TIER 2</p>	<ul style="list-style-type: none"> • UCLA MDE Program • University of Washington MBE Program • UC Berkeley Financial Data Analysis for Leaders Course • Stanford University Latino Entrepreneur Initiative • Dartmouth University Tuck MBEs Program • Diverse Suppliers are Cyber-Secure • Diverse Suppliers are Safe • Diverse Suppliers Go Green • Diverse Suppliers Go Global • SBA/MBDA Partnership Workshops • Business Tune-Up Workshops • Strategic Sourcing Process Workshops
<p>SMALLER WMDVLGBTBEs</p> <p>1-3 years' experience</p> <p>< \$1M revenue</p>	<p>TIER 1</p>	<ul style="list-style-type: none"> • St. Mary's College, Business Growth Acceleration Program (BGAP) • Diverse Suppliers are Cyber-Secure • Diverse Suppliers are Safe • Diverse Suppliers Go Green • Diverse Suppliers Go Global • Financial Education • Small Business Administration (SBA)/ Minority Business Development Agency (MBDA) Partnership Workshops • Business Tune-Up Workshops • Strategic Sourcing Process Workshops



External Program Activities

A complete list of PG&E Supplier Diversity events and organizations are presented in [Appendix A —Section 9.1.1 Description of WMDVLGBTBE Program Activities During the Previous Calendar Year.](#)

LGBTBE Inclusion and Outreach

PG&E has included LGBTBEs in its Supplier Diversity Program and corporate supplier diversity policy since 2012. In that time, PG&E has focused on LGBTBE considerations in internal training, prime supplier training, WMDVLGBTBE technical assistance, and targeted matchmaking. PG&E continues to promote the inclusion of LGBTBEs by providing training and connecting LGBTBEs to contracting opportunities. PG&E's spend with LGBTBEs was **\$10.2 million** in 2021.

These results were supported through internal efforts to engage with LGBTBEs, including the creation of a cross functional Supply Chain Task Force.

PG&E facilitated business introductions internally by targeting at least one LGBTBE to introduce to decision makers within each LOB.

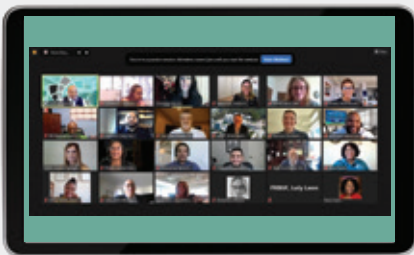
In addition to an internal focus on LGBTBEs, PG&E also increased collaboration with local LGBT business organizations.

PG&E remains committed to growing its efforts, activities and spend with LGBTBEs.

DVBE Inclusion and Outreach

In 2021, PG&E continued to **exceed the 1.5 percent CPUC goal** for Disabled Veteran Business Enterprises (DVBEs) by spending **more than 434 million** or 4.2 percent of overall procurement spend. The 2021 results represent a 33.0 percent increase in DVBE overall spending compared to 2020. PG&E continues to support internal and external activities to promote DVBE inclusion, engage with the DVBE community, provide training and connect DVBEs to contracting opportunities.

As COVID-19 continued to impact businesses in 2021, the DVBE community provided virtual and some face-to-face outreach for their members. In November 2021, PG&E's Supply Chain Responsibility team worked closely with the Veterans in Business Network (VIB) in support of their National Convention held in Sacramento. PG&E sponsored a training program focusing on mitigating the risks small businesses face when starting a business.



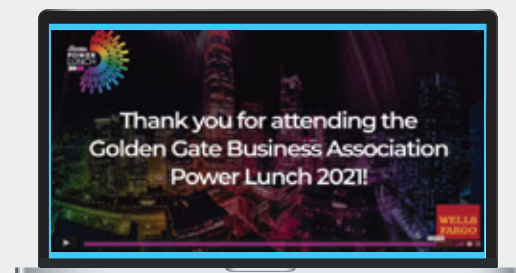
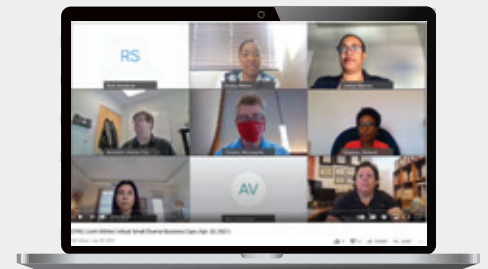
PG&E also supported the redesign of the Elite SDVOB-NorCal chapter's website enabling online training in a unique and productive environment. Training topics cover leadership development, financial modeling and reading financial statements.

PG&E will continue to support our DVBE organizations through training, outreach and uncovering opportunities.

Financing and Access to Capital

PG&E understands that financing and access to capital are important to WMDVLGBTBEs especially in these challenging economic times. PG&E's Accounts Payable (AP) department is a key supplier diversity partner willing to assist diverse suppliers with payment options upon request. In October 2021, AP facilitated a workshop with Wells Fargo Bank. This co-hosted event, "Economy Summit Access to Capital Market and Resources for Small Business," included the segments: "Small Business Economic Outlook" and "Access to Capital." PG&E's vice president and treasurer and Wells Fargo's senior economist were two of the many expert presenters.

PG&E also continued to support 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 for its contributions to the diverse business community. PG&E received the following awards and recognitions in 2021:

Organization	Recognition
Black EOE (Equal Opportunity Employment) Journal	Best of the Best—Top Utilities, Energy, Oil and Gas Companies
Hispanic Network Magazine	2021 Best of the Best, Top Utilities
National Business Inclusion Consortium	Best-of-the-Best Corporations for Inclusion
Omnikal	America's Top 50 Corporations for Multicultural Business Opportunities
U.S. Veterans Magazine	Top Veteran-Friendly Companies
U.S. Veterans Magazine	Top Supplier Diversity Programs
U.S. Hispanic Chamber of Commerce (USHCC)—The Million Dollar Club (MDC)	Top corporations contributing to Hispanic Business Enterprises (HBEs)
Western Regional Minority Supplier Development Council (WRMSDC)	PG&E ranked No. 3 in 2021 among Top Bay Area Companies for Supply Chain Inclusion and Equity
Women's Enterprise (WE) USA	WE USA 100 Corporations of the Year

Outreach

During 2021, PG&E participated in local, state and national supplier diversity events to meet with qualified, prospective WMDVLGBTBEs, prime suppliers and Supplier Diversity professional organizations. The Supply Chain Responsibility team benchmarked and shared best practices with other corporations, connected prime suppliers to WMDVLGBT subcontractors and educated prospective suppliers on what it takes to compete for business.

A complete list of PG&E Supplier Diversity events and organizations is presented in [Appendix A—Section 9.1.1—Description of WMDVLGBTBE Program Activities During the Previous Calendar Year](#).

Additionally, PG&E supports other local organizations through its Community Affairs department.

WMDVLGBTBE Annual Results (Section 9.1.2)

All Section 9.1.2 tables are provided in [Appendix B—Section 9.1.2 Summary of WMDVLGBTBE Purchases](#):

- Annual WMDVLGBTBE Results by Ethnicity
- Annual WMDVLGBTBE Direct Procurement by Product and Service Categories
- Annual WMDVLGBTBE Subcontractor Procurement by Product and Service Categories
- Number of WMDVLGBT Suppliers and Revenue Reported to the Clearinghouse
- WMDVLGBTBE Procurement Standard Industrial Classification (SIC) Code Legend
- Annual WMDVLGBTBE Procurement Standard Industrial Classification (SIC) Code Detail

PG&E does not currently track the number of WMDVLGBTBE suppliers with California majority workforce.

WMDVLGBTBE Program Expenses (Section 9.1.3)

Expense Category	2021 Actual
Wages	\$1,246,231
Other Employee Expenses	\$17,900
Program Expenses	\$902,228
Reporting Expenses	\$459,844
Training	\$3,748
Consultants	\$-
Other	\$-
TOTAL	\$ 2,629,950

NOTE: 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



SUPPLIER SPOTLIGHT
Yates Advertising

Yates Advertising used visuals of family members providing loving care at home to promote PG&E’s Medical Baseline Program.

Yates suggested showing visuals of younger people to resonate with that audience along with alternative messages playing off our safety and savings messages that have done well in the past.

And in the spirit of supporting the local economy, Yates considers that philosophy when producing collateral.

“Yates has a great network of local subcontractors—from photographers to animators to video production experts—that they work with on our campaigns,” said PG&E Marketing Communications Manager Jennifer Smith.

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

PG&E spent **\$4.01 billion** with WMDVLGBTBEs in 2021. This is **38.7 percent** of the company’s total procurement.

For the 16th year, PG&E has exceeded the CPUC target of 21.5 percent spend with WMDVLGBTBEs.

	2021 Results	2021 Goals
Minority Male	16.64%	12.00%
Minority Female	6.32%	3.00%
Minority Business Enterprise (MBE)	22.96%	15.00%
Women Business Enterprise (WBE)	11.44%	5.00%
Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	0.10%	N/A
Disabled Veteran Business Enterprise (DVBE)	4.19%	1.50%
Total WMDVLGBTBE	38.69%	21.50%

NOTE:

%: Percentage of net procurement

Totals may not add due to rounding.

Description of Prime Contractor Utilization of WMDVLGBTBE Subcontractors (Section 9.1.5)

In 2021, prime contractors increased their total spend with WMDVLGBT subcontractors by **\$40.9 million** over 2020.

	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 \$	\$1,468,631,973	\$572,952,969	\$2,041,584,941	\$903,110,343	\$9,991,819	\$390,325,754	\$0	\$3,345,012,857
Subcontracting \$	\$255,314,381	\$82,453,152	\$337,767,533	\$282,014,391	\$214,568	\$43,981,216	\$0	\$663,977,708
Total \$	\$1,723,946,353	\$655,406,121	\$2,379,352,474	\$1,185,124,735	\$10,206,386	\$434,306,970	\$0	\$4,008,990,565
Direct %	14.17%	5.53%	19.70%	8.72%	0.10%	3.77%	0.00%	32.28%
Subcontracting %	2.46%	0.80%	3.26%	2.72%	0.00%	0.42%	0.00%	6.41%
Total %	16.64%	6.32%	22.96%	11.44%	0.10%	4.19%	0.00%	38.69%

Net Procurement**	\$10,362,629,507
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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.

Results do not include amounts paid in calendar year 2021 to resolve Chapter 11 claims based on procurement conducted prior to PG&E's January 29, 2019 Chapter 11 filing.

Direct: Direct procurement

Subcontracting: Subcontracting procurement

%: Percentage of net procurement

Totals may not add due to rounding.

A List of WMDVLGBTBE Complaints Received and Current Status (Section 9.1.6)

PG&E received no formal WMDVLGBTBE complaints in 2021.

Description of Efforts to Recruit WMDVLGBTBE Suppliers in Low Utilization Categories (Section 9.1.7)

Finance and Risk

PG&E's Treasury team has a long history with WMDVLGBT banks and recognizes the value these relationships bring to our communities and financing transactions.

2021 Finance and Risk highlights include:

- PG&E Treasury continued strong engagement with WMDVLGBT banks through meetings to learn more about their capabilities and assess new WMDVLGBTBE opportunities. PG&E's Request for Information (RFI) is conducted annually in Q1 to understand the health of WMDVLGBT banks and changing capabilities. The RFI is an important touchpoint with the WMDVLGBT banks to align future financings with the banks' capabilities.
- PG&E Treasury engaged 11 WMDVLGBT underwriters on the four Utility debt transactions in 2021, paying roughly \$2 million in fees.
- PG&E was able to leverage the expertise of three WMDVLGBT underwriters on the inaugural securitization transaction for AB 1054. These three underwriters accounted for 15% of the total underwriting fees on the \$860 million transaction.
- 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 \$4.3 billion at the end of December 2021, representing 11% of PG&E's employee benefit and nuclear decommissioning trust funds.
- Internal Audit engaged a WMDVLGBTBE to perform contract auditing services during 2021.

Law

The Law Department supported supplier diversity in 2021 by spending approximately \$7 million with WMDVLGBTBEs and continued to provide work opportunities for diverse professionals. PG&E worked with 25 diverse law firms in 2021, with many of the firms playing a significant role in key legal matters.

In addition to its WMDVLGBTBE spend, the Law Department prioritizes utilizing diverse professionals at the non diverse law firms it engages. In 2021, law firms representing more than 80 percent of the Law Department's fee payments to non diverse law firms (representing approximately \$55 million), reported that more than 52 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.

Retention of All Documents/Data (Section 9.1.8)

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

Additional WMDVLGBTBE Activity (Section 9.1.9)

All topics are covered in their respective sections of the report. Renewable and non renewable energy procurement details are reported within the Section 9.1.11(b) table in [Appendix C—Sec. 9.1.11\(a\)—Energy Product Results 2021](#).

Audits (Section 9.1.10)

Intentionally left blank.

WMDVLGBTBE Fuel Procurement (Section 9.1.11)

PG&E presents Fuel Procurement results in dual sub sections of Section 9.1.11. The first subsection addresses Power Procurement for generation and the second covers Core Gas for PG&E's core bundled gas customers.

Participation Results by Fuel Category—Power Procurement (Section 9.1.11(a))

See Power Procurement Annual Energy Product Results by market, fuel type, volume, sales term, and supplier ethnicity and gender in [Appendix C—Sec. 9.1.11\(a\)—Energy Product Results 2021](#).



SUPPLIER SPOTLIGHT
Pro Energy Services Group

Pro Energy's past work and quality of service were key factors in selecting Pro Energy to become one of PG&E prime suppliers.

"Pro Energy has been a great partner in helping us execute our Wildfire Mitigation Program," said PG&E Director of Contract Construction, Electric Operations Andy Dashner. "Pro Energy's flexibility and sense of urgency has aided us in securing highly qualified people to support our contractor oversight activities."

"We took our supportive role with pride and realized PG&E's success equates to our own," said Gavin Necochea, CEO and owner of Pro Energy Services Group. "We heavily invested time and effort to ensure our relationships were founded on a partnership approach. This value-first approach sold itself, allowing us to focus on continuous improvement."

Market Conditions and Outreach—Power Procurement (Section 9.1.11(b))

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 where companies need stable, strong 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 size companies, including WMDVLGBTBEs, to enter and succeed within.

Additionally, on the electric side, the vast majority of payments are through Renewable Portfolio Standard, Combined Heat and Power, Qualifying Facility, energy storage 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 in renewables, energy storage and Resource Adequacy (RA) products, both on a direct and subcontracting basis. Through subcontracting, diverse businesses have a greater likelihood of success. 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). PG&E continues to have procurement opportunities and these opportunities are available for WMDVLGBTBE participation and available through PG&E's Energy Procurement Request for Offers (RFOs) websites: www.pge.com/rfo and www.pge.com/cpe.

While GO 156 intends to create opportunities for WMDVLGBTBEs, these businesses and their IOU 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, and the vast majority of commodity clears through the market or exchanges, so the opportunities have historically been greater for WMDVLGBTBE than in 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. However, significant barriers remain as all industry participants still face significant financial and credit risk. Most WMDVLGBTBEs are challenged to manage such risks due to their lack of capital, limiting their ability to participate.

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 there are few firms engaged in developing power plants or trading power products.

Participation Results by Fuel Category— Core Gas Procurement (Section 9.1.11(a))

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 spent over \$16 million in natural gas purchases with diverse suppliers, representing 1.55 percent of total purchases.

See Core Gas Annual Energy Product Results by market, fuel type, volume, sales term, and supplier ethnicity and gender in [Appendix D—Section 9.1.11\(b\)—PG&E Core Gas Supply, Annual Energy Product Results](#).

Market Conditions, Outreach, and Exclusions— Core Gas Procurement (Section 9.1.11(b))

Market Conditions

Market Challenges

The U.S. Energy Information Administration (EIA) estimates that 2021 U.S. dry natural gas production averaged 93.5 billion cubic feet per day (BCF/d), up 2.0 BCF/d from last year.¹ Both natural gas demand and prices increased in 2021 compared to last year. In addition, last year PG&E was exiting Bankruptcy and was limited to a smaller set of counterparties/suppliers and as a result purchased larger quantities of gas from those suppliers.

Competitive Challenges

In 2021, WMDVLGBT suppliers, all of whom are marketers, were severely limited in providing gas supplies at prices competitive with non WMDVLGBT suppliers. 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, 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.

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 contract for 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 WMDVLGBT gas marketers. This solution may take time to grow but having an additional FTA bank can allow WMDVLGBTBEs to attract source suppliers 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, but even with these payment options WMDVLGBT 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 website](#) to assist WMDVLGBTBEs in providing natural gas supplies. This web page includes an overview of PG&E Core Gas Supply and also provides information on PG&E's Supplier Diversity Program—including eligibility criteria for California's WMDVLGBTBE certification program and a description of resources available to assist such suppliers in selling products and services to PG&E, including Core Gas Supply.

In 2021, PG&E continued to provide support to diverse suppliers to answer questions about gas procurement and provided guidance on 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 that 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 2021, PG&E's Core Gas Supply contracts analysts continued to assist WMDVLGBTBEs (via phone or email) on 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 can 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.

2022

ANNUAL PLAN

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

PG&E’s published short-, mid- and long-term WMDVLGBTBE goals mirror the recommended goals in General Order 156.

PG&E sets supplier diversity goals annually through a cross-functional team that includes Supplier Diversity, Supply Chain and the Lines of Business. The team considers the previous year’s performance and projected spending to establish company goals at the LOB level. PG&E does not set specific goals by product or 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.

WMDVLGBTBE Annual Short-, Mid- and Long-Term Goals

Short-Term 2022				Mid-Term 2023				Long-Term 2024			
MBE	WBE	LGBTBE	DVBE	MBE	WBE	LGBTBE	DVBE	MBE	WBE	LGBTBE	DVBE
15.0%	5.0%	TBD	1.5%	15.0%	5.0%	TBD	1.5%	15.0%	5.0%	TBD	1.5%

PG&E sets internal goals in addition to adhering to goals set by the CPUC.

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

PG&E will continue to make WMDVLGBTBE inclusion a fundamental part of doing business by facilitating opportunities at all tiers and contributing to WMDVLGBTBE growth and development.

In 2022, PG&E will continue to connect supplier diversity goals with PG&E’s focus on the triple bottom line of “People, Planet, and California Prosperity.”

To that end, PG&E’s 2022 supplier diversity program activities will include:

- Partnering with community and industry groups to identify new WMDVLGBTBEs to compete in growing areas of investment, including construction and vegetation management.
- Enhancing supplier training in safety, disaster recovery and cyber-security to help WMDVLGBTBEs meet PG&E’s business requirements.
- Leveraging prime supplier relationships to help develop WMDVLGBTBEs and increase subcontracting and partnering opportunities.

PG&E will also continue to execute and enhance existing program goals that have contributed to a significant, positive impact to communities across PG&E's service territory.

- **Goal Achievement:** Providing Sourcing and the Lines of Business with tools and resources to support supplier diversity performance, including defined policies and procedures, established goals and objectives and clear roles and responsibilities.
- **Prime Supplier Program:** Encourage prime suppliers to leverage PG&E trainings to improve their Supplier Diversity Programs. Conduct training on how to identify WMDVLGBTBE subcontracting opportunities and to report WMDVLGBTBE spend accurately.
- **Communications:** Develop new ways to educate leaders and employees about the supplier diversity business case by highlighting WMDVLGBTBE achievements through internal communication channels.
- **Category Development:** Develop strategies to improve in underperforming categories. Execute on plan to identify and introduce LGTBTEs to the business. Increase awareness of opportunities for WMDVLGBTBEs in professional services.
- **Training:** Expand PG&E's new online learning management system to provide free education to WMDVLGBTBEs. Partner with CBOs to deliver training to increase WMDVLGBTBE competitiveness.
- **Outreach:** Incorporate process improvements to source and refer WMDVLGBTBEs, including partnering with the CPUC, Joint Utilities, Chambers of Commerce, and other community-based organizations.
- **Recognition:** Leverage nominations, publications, and PG&E leaders to acknowledge and celebrate WMDVLGBTBEs, prime suppliers, and PG&E employees who contribute to the success of PG&E's Supplier Diversity program.

PG&E will deliver Technical Assistance and Capacity Building Programs to enhance WMDVLGBTBE capabilities. In 2022, PG&E will continue the following programs:

- **Small Business Program:** Partner with organizations focused on small business development to provide workshops and trainings.
- **PG&E Signature Initiatives:** Help WMDVLGBTBEs establish a competitive advantage by providing educational workshops that align with PG&E requirements and current industry trends.
- **Trade Show Trade Missions:** Encourage WMDVLGBTBEs to learn from industry experts, to network and identify new customers by attending industry trade shows.
- **Scholarships:** Offer scholarships to top educational institutions to help WMDVLGBTBEs build capacity and refine their business strategy.
- **Financial Education:** Provide training in growth strategies, business performance and risk management. Help address payment roadblocks through accelerated pay options.

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

Finance and Risk

PG&E remains committed to expanding its outreach to diverse suppliers. PG&E Finance and Risk has a strong track record of working with diverse suppliers, and in 2022 we plan to build on the 2021 momentum.

Finance and Risk plans to continue the following WMDVLGBTBE activities:

- Provide opportunities for qualified WMDVLGBT investment banks to participate meaningfully in financings and to develop financial expertise and industry knowledge in the utility sector.
- Identify other ways to engage with and mentor WMDVLGBT 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 WMDVLGBT subcontractors.

Law

The Law Department's 2022 supplier diversity plan includes:

- Continued partnership with PG&E's Supply Chain Responsibility and Sourcing organizations to identify additional opportunities for diverse suppliers.
- Continued promotion of the utilization of diverse professionals at majority owned firms.
- Continued partnering WMDVLGBT firms with majority owned firms on major litigation cases and other 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.

LGBT

PG&E will continue to develop and implement LGBTBE strategies including:

- Facilitate the introduction of LGBTs to Sourcing, business leaders and prime suppliers for current or future contract opportunity consideration.
- Highlight LGBTs and program objectives at Champion and Sourcing meetings and through the Pride Network Employee Resource Group.
- Ensure LGBT community-based organizations are receiving and sharing contract opportunity announcements.
- Strengthen business relationships with organizations like the NGLCC, BuildOut California, Golden Gate Business Association, Rainbow Chambers of Commerce of Silicon Valley and Sacramento to promote LGBT inclusion.
- Promote LGBT certification through the NGLCC and the CPUC Supplier Clearinghouse so more LGBT businesses are available to key decision-makers to fulfill business needs.
- Benchmark LGBT program development through the NGLCC Procurement and Joint Utilities committees and participating on the NGLCC taskforce.
- Include LGBTs in trade missions to industry tradeshows to learn about new trends and to meet potential customers and business partners.

Plans for Recruiting WMDVLGBTBE Suppliers Where Unavailable (Section 10.1.4)

Out of the 40 currently defined major Standard Industry Code (SIC) categories, PG&E is reporting WMDVLGBTBE spend in all but 11 categories—representing approximately \$44.3 million in total spend. PG&E will continue to look for opportunities to recruit WMDVLGBTBEs where utilization is low or where none currently exist.

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

PG&E understands that its prime suppliers' commitment to WMDVLGBTBE inclusion is key to the success of PG&E's Supplier Diversity Program. PG&E will continue to provide training and educational opportunities that foster the growth of WMDVLGBTBEs as direct suppliers and subcontractors. We will also ensure prime supplier performance is visible to internal stakeholders through monthly reporting.

PG&E encourages Prime Contractors to subcontract and offers monthly trainings for new prime suppliers. These trainings cover key Supplier Diversity topics including reporting standards and supplier diversity best practices. We will also continue to host targeted Prime/Sub matchmakers, like the two held in 2021 for Environmental and Facilities Management. Our program will also include educational workshops and webinars focused on building world class supplier diversity, environmental sustainability, and ethical sourcing programs.

To ensure accuracy of reported WMDVLGBTBE subcontracting payments by Prime Contractors, we will continue to conduct an annual subcontracting audit.

Lastly, we will encourage prime suppliers to promote the growth of WMDVLGBTBEs through training, mentoring and business scholarships.

Plans for Complying with WMDVLGBTBE Program Guidelines (Section 10.1.6)

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

NOTE: Some sections were included but intentionally left blank for sequencing. Blank sections are not required.

APPENDICES



Appendix A—Program Activities and Organizations (Section 9.1.1)

In 2021, PG&E sponsored and/or participated in the following activities:

American Association of Blacks in Energy (AABE)

44th National Conference: Connecting the Dots AABE

American Indian Chamber of Commerce—California (AICOCC)

- AICOCC Advisory Board and Members Meetings
- American Indian Chamber of Commerce Heritage Luncheon
- Annual Business Expo

Association for Corporate Growth Silicon Valley Creating an Ethical Supply Chain

Creating an Ethical Supply Chain Workshop

Billion Dollar Roundtable (BDR)

2021 BDR Virtual Summit

BuildOUT California

- Greenhouse Gas (GHG) Calculation training for Construction Suppliers
- The Golden Pitch Event

California Hispanic Chamber of Commerce (CHCC)

CHCC Annual Statewide Convention

California Public Utilities Commission

- Small Business Expo (2)
- Subcontracting Opportunities with Utilities' Prime Contractors Panel

Edison Electric Institute (EEI)

37th Annual EEI Business Diversity Conference

Fresno Metro Black Chamber of Commerce

Fresno Metro Chamber of Commerce/
PG&E Black History Month Event

Golden Gate Business Association (GGBA)

- GGBA Power Lunch (virtual)
- The Nature of Marketing Workshop

Hispanics in Energy

CA Energy Virtual Summit

Hitachi ABB Power Grids

Diversity 360 Session with Hitachi ABB Power Grids Panel

Long Beach LGBTQ+ Chamber of Commerce

Clearing the Fog of Certification Workshop

MCE Community Choice Energy

Certify and Amplify Panel and Workshop

Minority Business Enterprise (MBE) Input Committee

MBE Input Committee Open House

National Association of Women Business Owners, California

- Propel 2021 Conference
- Resources to Develop Your Business Workshop

National Association of Women Business Owners, San Francisco

How to Do Business with PG&E and Corporations Workshop

National Gay and Lesbian Chamber of Commerce (NGLCC)

- 2021 NGLCC Back to Business Summit
- 2021 NGLCC International Business & Leadership Conference
- Annual NGLCC Transgender & Gender Expansive (TGX) Town Hall
- B2B & B2C Matchmakers
- NGLCC Communities of Color Matchmaking Event
- The Year of the Creative Economy: UN-TECH & the Future of Work

National Minority Supplier Development Council

- Annual Business Conference and Opportunity Fair
- HotOpps 50 Presentation
- Program Managers Seminar Week

PG&E Hosted

- Corporate Real Estate and Shared Services Prime Supplier Connect Event
- Greenhouse Gas (GHG) Calculation Workshop Session (3)*
- Land and Environmental Management (LEM) Prime Sub Connect Event
- PG&E GHG Calculation two-part Training Session (6)*
- PG&E Supplier Environmental Performance Expectations Webinar (6)*
- Prime Supplier Academy Month Webinar Supplier Diversity Program Expectations (10)*
- Prime Supplier Academy Workshop: Supplier Code of Conduct (5)*
- Small Business Consultation

Rainbow Chamber of Sacramento

- Persuasion and Influence
- Social Media for Business 101

Redwood Coast Energy Authority (RCEA) Community Choice Aggregation (CCA)

RCEA Supplier Diversity Certify and Amplify Workshop

Small Business Utility Advocates (SBUA)

SBUA & PG&E Biannual Meeting

Sustainable Purchasing Leadership Council (SPLC)

2021 SPLC Deep Dive Series—Regenerative Procurement Workshop

The Latino Coalition

Match Point Cybersecurity Panel

United States Hispanic Chamber of Commerce (USHCC)

USHCC Conference Business Matchmaking

University of California, Los Angeles (UCLA)

UCLA Management Development for Entrepreneurs Graduation

US Pan Asian American Chamber of Commerce

CelebrASIAN 2021 Flagship Business Procurement Annual Conference

Veterans in Business Network

2021 National Conference

Western Regional Minority Supplier Development Council (WRMSDC)

- Awards Gala
- Holiday Celebration
- Industry Day: Builders & Tradespeople Construction Day
- MBE Platinum Partner Pitch—Best in the West
- MBE 2 MBE Strategy and Primetime Pitch Event
- Multi-Industry Diversity Expo: Pitch Contest, Roundtables and Business Matchmaking
- Program Managers Meeting
- Summer Construction Series Design Workshop
- Supplier Diversity Corporate Best Practices
- WRMSDC/St. Mary's College Business Growth Acceleration Program (BGAP) Graduation
- WRMSDC Supplier Diversity Expo Mentoring and Matchmaking

Women's Business Enterprise Council Pacific

- Monthly Board Meetings
- Corporate Best Practices Forums
- Creating an Ethical Supply Chain Workshop
- EmpowerU: Back to Work During COVID-19 Workshop
- IDEATION Matchmaker and Conference

Women's Business Enterprise National Council (WBENC)

- Celebrating Women's History Month Workshop
- Top Corporation Celebration and Recognition—Focus on the Future Event
- Creating an Ethical Supply Chain Workshop
- Utilities Advisory 2022 Planning Meetings
- WBENC Utility Industry Match & Meet

* Where noted, PG&E held multiple trainings for the same topic.

Appendix B—WMDVLGBTBE Annual Results (Section 9.1.2)

WMDVLGBTBE Annual Results by Ethnicity

		Direct \$	Sub \$	Total \$	%
MALE	Asian Pacific American	\$223,972,915	\$27,657,450	\$251,630,365	2.43%
	African American	\$333,848,671	\$19,353,754	\$353,202,425	3.41%
	Hispanic American	\$798,092,653	\$197,101,870	\$995,194,524	9.60%
	Native American	\$112,717,733	\$11,201,306	\$123,919,039	1.20%
	Total Minority Male	\$1,468,631,973	\$255,314,381	\$1,723,946,353	16.64%
FEMALE	Asian Pacific American	\$393,024,648	\$44,409,553	\$437,434,201	4.22%
	African American	\$63,337,967	\$2,610,130	\$65,948,097	0.64%
	Hispanic American	\$101,724,633	\$12,915,644	\$114,640,278	1.11%
	Native American	\$14,865,721	\$22,517,825	\$37,383,545	0.36%
	Total Minority Female	\$572,952,969	\$82,453,152	\$655,406,121	6.32%
Total Minority Business Enterprise (MBE)		\$2,041,584,941	\$337,767,533	\$2,379,352,474	22.96%
Women Business Enterprise (WBE)		\$903,110,343	\$282,014,391	\$1,185,124,735	11.44%
Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)		\$9,991,819	\$214,568	\$10,206,386	0.10%
Disabled Veteran Business Enterprise (DVBE)		\$390,325,754	\$43,981,216	\$434,306,970	4.19%
Other 8(a)*		\$0	\$0	\$0	0.00%
Total WMDVLGBTBE		\$3,345,012,857	\$663,977,708	\$4,008,990,565	38.69%

Net Procurement**	\$10,362,629,507
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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

Results do not include amounts paid in calendar year 2021 to resolve Chapter 11 claims based on procurement conducted prior to PG&E's January 29, 2019 Chapter 11 filing.

Direct: Direct procurement

Subcontracting: Subcontracting procurement

%: Percentage of net procurement

Totals may not add due to rounding.

WMDVLGBTBE Direct Procurement by Product and Service Categories

		Products		Services		Total	
		DIRECT \$	%	DIRECT \$	%	DIRECT \$	%
MALE	Asian Pacific American	\$36,117,989	2.41%	\$187,854,926	2.12%	\$223,972,915	2.16%
	African American	\$63,482,677	4.24%	\$270,365,994	3.05%	\$333,848,671	3.22%
	Hispanic American	\$9,178,030	0.61%	\$788,914,623	8.90%	\$798,092,653	7.70%
	Native American	\$337,788	0.02%	\$112,379,945	1.27%	\$112,717,733	1.09%
	Total Minority Male	\$109,116,484	7.29%	\$1,359,515,488	15.33%	\$1,468,631,973	14.17%
FEMALE	Asian Pacific American	\$334,794,573	22.37%	\$58,230,075	0.66%	\$393,024,648	3.79%
	African American	\$11,888	0.00%	\$63,326,079	0.71%	\$63,337,967	0.61%
	Hispanic American	\$3,222,618	0.22%	\$98,502,016	1.11%	\$101,724,633	0.98%
	Native American	\$5,252,321	0.35%	\$9,613,400	0.11%	\$14,865,721	0.14%
	Total Minority Female	\$343,281,399	22.93%	\$229,671,569	2.59%	\$572,952,969	5.53%
Total Minority Business Enterprise (MBE)		\$452,397,884	30.22%	\$1,589,187,058	17.92%	\$2,041,584,941	19.70%
Women Business Enterprise (WBE)		\$180,155,565	12.04%	\$722,954,779	8.15%	\$903,110,343	8.72%
Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)		\$0	0.00%	\$9,991,819	0.11%	\$9,991,819	0.10%
Disabled Veteran Business Enterprise (DVBE)		\$1,853,546	0.12%	\$388,472,208	4.38%	\$390,325,754	3.77%
Other 8(a)*		\$0	0.00%	\$0	0.00%	\$0	0.00%
Total WMDVLGBTBE		\$634,406,994	42.38%	\$2,710,605,863	30.57%	\$3,345,012,857	32.28%

Total Product Procurement	\$1,496,857,996
Total Service Procurement	\$8,865,771,511
Net Procurement**	\$10,362,629,507
Total Number of WMDVLGBTBEs that Received Direct Spend	353

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

Results do not include amounts paid in calendar year 2021 to resolve Chapter 11 claims based on procurement conducted prior to PG&E's January 29, 2019 Chapter 11 filing.

Direct: Direct procurement

Subcontracting: Subcontracting procurement

%: Percentage of Product, Service or Net Procurement

Totals may not add due to rounding.

		Products		Services		Total	
		SUB \$	%	SUB \$	%	SUB \$	%
MALE	Asian Pacific American	N/A	N/A	N/A	N/A	\$27,657,450	0.27%
	African American	N/A	N/A	N/A	N/A	\$19,353,754	0.19%
	Hispanic American	N/A	N/A	N/A	N/A	\$197,101,870	1.90%
	Native American	N/A	N/A	N/A	N/A	\$11,201,306	0.11%
	Total Minority Male	N/A	N/A	N/A	N/A	\$255,314,381	2.46%
FEMALE	Asian Pacific American	N/A	N/A	N/A	N/A	\$44,409,553	0.43%
	African American	N/A	N/A	N/A	N/A	\$2,610,130	0.03%
	Hispanic American	N/A	N/A	N/A	N/A	\$12,915,644	0.12%
	Native American	N/A	N/A	N/A	N/A	\$22,517,825	0.22%
	Total Minority Female	N/A	N/A	N/A	N/A	\$82,453,152	0.80%
Total Minority Business Enterprise (MBE)		N/A	N/A	N/A	N/A	\$337,767,533	3.26%
Women Business Enterprise (WBE)		N/A	N/A	N/A	N/A	\$282,014,391	2.72%
Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)		N/A	N/A	N/A	N/A	\$214,568	0.00%
Disabled Veteran Business Enterprise (DVBE)		N/A	N/A	N/A	N/A	\$43,981,216	0.42%
Other 8(a)*		N/A	N/A	N/A	N/A	N/A	0.00%
Total WMDVLGBTBE		N/A	N/A	N/A	N/A	\$663,977,708	6.41%

Total Product Procurement	\$1,496,857,996
Total Service Procurement	\$8,865,771,511

Net Procurement**	\$10,362,629,507
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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

Results do not include amounts paid in calendar year 2021 to resolve Chapter 11 claims based on procurement conducted prior to PG&E's January 29, 2019 Chapter 11 filing.

Direct: Direct procurement

Subcontracting: Subcontracting procurement

%: Percentage of net procurement

Totals may not add due to rounding.

Number of WMDVLGBTBE Suppliers¹ and Revenue Reported to the Clearinghouse

Data on Number of Suppliers												
Revenue Reported to CHS							Utility-Specific 2021 Summary					
# WMDVLGBTBEs	MBE	WBE	LGBTBE	DVBE	Other 8(a) [*]	Grand Total ²	MBE	WBE	LGBTBE	DVBE	Other 8(a) [*]	Grand Total
Under \$1M	52	59	4	NA	0	115	180	180	6	32	0	398
Under \$5M	76	82	2	NA	0	160	48	66	1	5	0	120
Under \$10M	35	52	0	NA	0	87	20	25	1	2	0	48
Above \$10M	119	109	2	NA	0	230	34	31	0	8	0	73
TOTAL	282	302	8	47	0	639	282	302	8	47	0	639

Revenue and Payment Data												
Revenue Reported to CHS							Utility-Specific 2021 Summary					
WMDVLGBTBE \$M	MBE	WBE	LGBTBE	DVBE	Other 8(a) [*]	Grand Total ²	MBE	WBE	LGBTBE	DVBE	Other 8(a) [*]	Grand Total
Under \$1M	25,667,701	39,296,518	1,667,540	NA	0	66,631,759	40,329,614	34,163,421	748,128	8,510,703	0	83,751,865
Under \$5M	194,195,198	124,799,839	375,130	NA	0	319,370,167	112,807,329	155,204,752	1,307,553	15,493,346	0	284,812,980
Under \$10M	32,334,050	150,221,696		NA	0	182,555,746	147,285,537	189,193,311	8,150,706	14,883,976	0	359,513,530
Above \$10M	2,127,155,526	870,806,682	8,163,716	NA	0	3,006,125,924	2,078,929,994	806,563,250		395,418,945	0	3,280,912,190
TOTAL	2,379,352,474	1,185,124,735	10,206,386	434,306,970	0	4,008,990,565	2,379,352,474	1,185,124,735	10,206,386	434,306,970	0	4,008,990,565

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.

WMDVLGBTBE Procurement Standard Industrial Classification (SIC) Code Legend

	Major Group Description	Description of Items		Major Group Description	Description of Items
07	Agricultural Services	Ornamental Shrub and Tree Services, Ornamental Floriculture	45	Transportation by Air	Air Transportation
15	General Business Contractors	Industrial Buildings and Warehouses, Residential Buildings other than Single-Family	46	Pipelines, Except Natural Gas	Pipelines
17	Special Trade Contractors	Carpentry Work, Concrete, Electrical, Excavation	47	Transportation Services	Arrangement of Transportation of Freight and Cargo
24	Lumber and Wood Products	Wood Poles	48	Communications	Telephone Communications, Communications Services
25	Furniture and Fixtures	Office Furniture, Metal Household Furniture	49	Electric, Gas and Sanitary Services	Refuse Systems, Electric Services (Hydroelectric Power Generation)
26	Paper and Allied Products	Envelopes, Coated Paper, Paper Mills	50	Wholesale Trade-Durable Goods	Electrical Apparatus and Equipment, Wiring Supplies and Construction Materials, Computers
27	Printing and Publishing	Bookbinding and Related Work, Typesetting, Commercial Printing	51	Wholesale Trade-Nondurable Goods	Petroleum and Petroleum Products Wholesalers, Stationery and Office Supplies
28	Chemicals and Allied Products	Chemical Preparation, Industrial Chemicals, Paints, Varnishes	52	Building Materials and Garden Supplies	Hardware Stores, Lumber and Other Building Materials
29	Petroleum and Coal Products	Lubricating Oils and Greases	55	Automotive Dealers and Service Stations	Motor Vehicle Dealers
30	Rubber and Misc. Plastics Products	Plastic Products, Rubber and Plastic Hoses	56	Apparel and Accessory Stores	Miscellaneous Apparel and Accessory Stores
32	Stone, Clay and Glass Products	Concrete Products, Ready-Mixed Concrete, Cement	58	Eating and Drinking Places	Eating and Drinking Places
33	Primary Metal Industries	Primary Metal Products, Steel Pipes	63	Insurance Carriers	Fire, Marine and Casualty Insurance
34	Fabricated Metal Products	Heating Equipment, Fabricated Structural Metals, Miscellaneous Fabricated Wire Products	65	Real Estate	Real Estate Agents and Managers
35	Industrial Machinery and Equipment	Mechanical Power Transmission Equipment, Steam, Gas and Hydraulic Turbines and Turbine Generator Set Units	72	Personal Services	Hotels and Motels
36	Electronic and Other Electric Equipment	Switchgear and Switchboard Apparatus, Power, Distribution and Speciality Transformers	73	Business Services	Help Supply Services, Computer Programming Services, Advertising Agencies
37	Transportation Equipment	Truck and Bus Bodies, Aircraft Engines and Engine Parts	75	Auto Repair, Services and Parking	Top, Body and Upholstery Repair Shops and Paint Shops, Automotive Repair Shops
38	Instruments and Related Products	Instruments for Measuring and Testing of Electricity and Electrical Signals	76	Miscellaneous Repair Services	Electrical and Electronic Repair Shops
39	Miscellaneous Manufacturing Industries	Signs and Advertising Specialties, Marking Devices	78	Motion Pictures	Motion Picture and Video Tape Production
42	Trucking and Warehousing	Local Trucking	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

Annual WMDVLGBTBE Procurement Standard Industrial Classification (SIC) Code Detail

		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	\$	93,688,033	3,835,528	44,020	0	559,150,672	8,176,961	838,461	6,825,370	672,559,046	173,046,893	0	52,853,904	0	898,459,843	1,287,193,918
		%	7.28%	0.30%	0.00%	0.00%	43.44%	0.64%	0.07%	0.53%	52.25%	13.44%	0.00%	4.11%	0.00%	69.80%	
15	General Business Contractors	\$	2,171,598	253,846	146,751	153,201	174,417,977	14,373,098	3,279,751	302,786	195,099,008	255,055,476	13,010	220,018,801	0	670,186,295	1,533,811,261
		%	0.14%	0.02%	0.01%	0.01%	11.37%	0.94%	0.21%	0.02%	12.72%	16.63%	0.00%	14.34%	0.00%	43.69%	
17	Special Trade Contractors	\$	567,164	137,908	6,434,929	626,805	72,756,274	1,050,483	100,688,464	11,862,311	194,124,338	212,788,903	0	888,894	0	407,802,134	817,227,902
		%	0.07%	0.02%	0.79%	0.08%	8.90%	0.13%	12.32%	1.45%	23.75%	26.04%	0.00%	0.11%	0.00%	49.90%	
24	Lumber and Wood Products	\$	1,689,619	0	0	0	0	0	2,612,392	0	4,302,011	380,714	0	0	0	4,682,725	143,775,116
		%	1.18%	0.00%	0.00%	0.00%	0.00%	0.00%	1.82%	0.00%	2.99%	0.26%	0.00%	0.00%	0.00%	3.26%	
25	Furniture and Fixtures	\$	0	0	0	0	0	0	0	0	0	0	0	0	0	0	1,261,001
		%	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	9,418	0	0	9,418	0	0	0	0	9,418	9,418
		%	0.00%	0.00%	0.00%	0.00%	0.00%	100.00%	0.00%	0.00%	100.00%	0.00%	0.00%	0.00%	0.00%	100.00%	
27	Printing and Publishing	\$	79,903	0	0	0	0	0	0	0	79,903	180,064	0	0	0	259,967	4,924,136
		%	1.62%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	1.62%	3.66%	0.00%	0.00%	0.00%	5.28%	
28	Chemicals and Allied Products	\$	0	0	0	0	0	0	0	0	0	89,813	0	0	0	89,813	6,232,134
		%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	1.44%	0.00%	0.00%	0.00%	1.44%	
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	2,255,663
		%	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	730,442	0	0	730,442	0	0	0	0	730,442	6,862,522
		%	0.00%	0.00%	0.00%	0.00%	0.00%	10.64%	0.00%	0.00%	10.64%	0.00%	0.00%	0.00%	0.00%	10.64%	
33	Primary Metal Industries	\$	0	0	0	0	0	0	0	0	0	92,730	0	0	0	92,730	259,390
		%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	35.75%	0.00%	0.00%	0.00%	35.75%	
34	Fabricated Metal Products	\$	0	37,570,139	0	0	7,539,959	0	327,171	0	45,437,269	63,489	0	0	0	45,500,758	70,774,027
		%	0.00%	53.08%	0.00%	0.00%	10.65%	0.00%	0.46%	0.00%	64.20%	0.09%	0.00%	0.00%	0.00%	64.29%	
35	Industrial Machinery and Equipment	\$	0	0	140,359,839	0	0	0	0	0	140,359,839	11,534,386	0	0	0	151,894,225	284,756,042
		%	0.00%	0.00%	49.29%	0.00%	0.00%	0.00%	0.00%	0.00%	49.29%	4.05%	0.00%	0.00%	0.00%	53.34%	
36	Electronic and Other Electric Equipment	\$	1,629,250	0	0	0	0	0	0	0	1,629,250	29,963,198	0	393,101	0	31,985,548	146,841,619
		%	1.11%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	1.11%	20.41%	0.00%	0.27%	0.00%	21.78%	
37	Transportation Equipment	\$	3,122,204	0	0	0	0	0	0	0	3,122,204	0	0	0	3,122,204	7,801,128	
		%	40.02%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	40.02%	0.00%	0.00%	0.00%	0.00%	40.02%	
38	Instruments and Related Products	\$	192,000	0	8,150,169	0	0	0	0	0	8,342,169	103,122	0	6,876,383	0	15,321,674	47,163,140
		%	0.41%	0.00%	17.28%	0.00%	0.00%	0.00%	0.00%	0.00%	17.69%	0.22%	0.00%	14.58%	0.00%	32.49%	
39	Miscellaneous Manufacturing Industries	\$	0	0	0	0	0	0	0	0	0	8,380,141	0	0	0	8,380,141	8,585,646
		%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	97.61%	0.00%	0.00%	0.00%	97.61%	
42	Trucking and Warehousing	\$	0	0	0	0	0	0	3,755,889	0	3,755,889	2,070,887	0	0	0	5,826,776	9,558,733
		%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	39.29%	39.29%	21.66%	0.00%	0.00%	0.00%	60.96%	
45	Transportation by Air	\$	0	0	0	0	893,325	6,504,310	29,964	0	7,427,599	31,452,028	0	0	0	38,879,627	92,653,221
		%	0.00%	0.00%	0.00%	0.00%	0.96%	7.02%	0.03%	0.00%	8.02%	33.95%	0.00%	0.00%	0.00%	41.96%	
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%	

Totals may not add due to rounding.

continued

Annual WMDVLGBTBE Procurement Standard Industrial Classification (SIC) Code Detail 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	326,381,403	0	0	0	0	0	326,381,403	49,929	0	0	0	326,431,332	326,869,392
		%	0.00%	99.85%	0.00%	0.00%	0.00%	0.00%	0.00%	99.85%	0.02%	0.00%	0.00%	0.00%	99.87%	
48	Communications	\$	0	0	0	287,195	0	0	0	287,195	0	0	0	0	287,195	18,533,787
		%	0.00%	0.00%	0.00%	0.00%	1.55%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	1.55%	
49	Electric, Gas and Sanitary Services	\$	1,615,036	198,182	148,634	253,136	12,073,962	55,492,256	22,618	2,136	69,805,960	37,073,177	0	1,856,857	108,735,994	442,656,879
		%	0.36%	0.04%	0.03%	0.06%	2.73%	12.54%	0.01%	0.00%	15.77%	8.38%	0.00%	0.42%	0.00%	24.56%
50	Wholesale Trade-Durable Goods	\$	31,709,255	1,070,063	15,540,248	16,897	3	802,827	10,617	5,262,501	54,412,412	173,739,933	0	1,308,828	229,461,173	489,892,994
		%	6.47%	0.22%	3.17%	0.00%	0.00%	0.16%	0.00%	1.07%	11.11%	35.46%	0.00%	0.27%	0.00%	46.84%
51	Wholesale Trade-Nondurable Goods	\$	1,020	0	8,668	0	137,028	0	0	0	146,716	3,807,803	0	0	3,954,519	7,408,796
		%	0.01%	0.00%	0.12%	0.00%	1.85%	0.00%	0.00%	0.00%	1.98%	51.40%	0.00%	0.00%	0.00%	53.38%
52	Building Materials and Garden Supplies	\$	0	0	0	0	0	0	0	0	0	0	0	0	0	466,623
		%	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%
55	Automotive Dealers and Service Stations	\$	0	0	0	0	0	0	0	0	0	0	0	0	0	15,491,657
		%	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	2,164,421
		%	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	\$	439,525	355	8,736,201	0	399,974	106,366	0	342,524	10,024,944	6,197,446	0	0	16,222,390	163,865,252
		%	0.27%	0.00%	5.33%	0.00%	0.24%	0.06%	0.00%	0.21%	6.12%	3.78%	0.00%	0.00%	0.00%	9.90%
63	Insurance Carriers	\$	0	0	0	0	0	0	0	0	0	0	0	0	0	425,504
		%	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	\$	461,458	0	0	0	0	0	0	461,458	9,272,974	0	106,326	0	9,840,758	55,383,089
		%	0.83%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.83%	16.74%	0.00%	0.19%	0.00%	17.77%
72	Personal Services	\$	8,876	0	0	0	2,321	1,166,072	0	1,177,269	906,433	1,382	199,304	0	2,284,388	16,183,876
		%	0.05%	0.00%	0.00%	0.00%	0.00%	0.01%	7.21%	0.00%	7.27%	5.60%	0.01%	1.23%	0.00%	14.12%
73	Business Services	\$	24,248,077	52,700,221	125,964	63,215,093	20,089,835	960,614	482,073	6,464,399	168,286,276	88,036,733	285,303	77,196,242	333,804,554	2,256,674,702
		%	1.07%	2.34%	0.01%	2.80%	0.89%	0.04%	0.02%	0.29%	7.46%	3.90%	0.01%	3.42%	0.00%	14.79%
75	Auto Repair, Services and Parking	\$	0	0	0	0	0	0	0	0	0	0	0	0	0	8,189,533
		%	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	14,072,029
		%	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	3,562
		%	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	1,963,785	0	0	0	0	0	1,963,785	0	0	0	0	1,963,785	2,189,173
		%	0.00%	89.70%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	89.70%	
81	Legal Services	\$	194,077	323,404	0	0	1,095,768	645,716	0	0	2,258,965	8,031,439	0	9,097	10,299,501	97,243,962
		%	0.20%	0.33%	0.00%	0.00%	1.13%	0.66%	0.00%	0.00%	2.32%	8.26%	0.00%	0.01%	0.00%	10.59%
87	Engineering and Management Services	\$	89,813,270	12,999,368	173,507,001	1,682,964	146,352,552	25,785,467	14,461,456	2,565,629	467,167,708	132,807,026	9,906,691	72,599,233	682,480,657	1,972,968,259
		%	4.55%	0.66%	8.79%	0.09%	7.42%	1.31%	0.73%	0.13%	23.68%	6.73%	0.50%	3.68%	0.00%	34.59%
Total		\$	251,630,365	437,434,201	353,202,425	65,948,097	995,194,524	114,640,278	123,919,039	37,383,545	2,379,352,474	1,185,124,735	10,206,386	434,306,970	0	4,008,990,565
		%	2.43%	4.22%	3.41%	0.64%	9.60%	1.11%	1.20%	0.36%	22.96%	11.44%	0.10%	4.19%	0.00%	38.69%

Totals may not add due to rounding.

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

Appendix C—Energy Product Results 2021 (Section 9.1.11(a))

Annual Energy Product Results by Ethnicity and WMDVLGBTBE Certification

(All dollar figures in \$MM)

Product ¹		Results by Ethnicity and Gender												Results by WMDVLGBTBE Certification						Total WMDVLGBTBE Procurement Spend ³	Total Procurement Spend				
		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	WMDVLGBTBE Subcontracting Total						
		MALE	FEMALE	TOTAL	MALE	FEMALE	TOTAL	MALE	FEMALE	TOTAL	MALE	FEMALE	TOTAL									TOTAL	TOTAL	TOTAL	TOTAL
Unit																									
POWER PURCHASED	Renewable Power Products Direct	\$	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$0.69	\$0.69	\$2,312.76			
		%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.03%			
		\$ ²	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$0.62	\$665.07	
	% 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%	0.0%	0.0%	0.0%	0.0%	0.09%			
	Non-Renewable Power Products Direct	PHYSICAL	\$	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$0.01	\$804.97	
			%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.00%		
\$ ²			\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$0.01	\$142.88	
% 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%	0.0%	0.0%	0.0%	0.0%	0.01%				
FUELS FOR GENERATION	Diesel Direct	\$	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$0.69	\$0.69	\$-	\$-	\$-	\$0.69	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$0.69	\$0.69	
		%	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%	0.0%	0.0%	0.0%	100.00%		
	Natural Gas Direct	PHYSICAL	\$	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$459.64
			%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.00%	
POST 2011	Sub Total of Columns ²	\$	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$0.69	\$0.69	\$-	\$-	\$-	\$0.69	\$-	\$-	\$-	\$-	\$-	\$-	\$0.63	\$1.32	\$1,268.27	
	Sub Total % of Total Procurement Spend	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.05%	0.05%	0.0%	0.0%	0.0%	0.05%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.05%	Overall WMDVLGBTBE %:	0.10%	
ALL	Sub Total of Columns ⁴	\$	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$0.69	\$0.69	\$-	\$-	\$-	\$0.69	\$-	\$-	\$-	\$-	\$-	\$-	\$0.70	\$1.39	\$3,578.05	
	Sub Total % of Total Procurement Spend	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.02%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	Overall WMDVLGBTBE %:	0.04%	

NOTE:

%: Percentages calculated by 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, excluding long-term power commitments listed in Note 2

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

Totals may not add due to rounding.

Appendix D—PG&E Core Gas Supply, Annual Energy Product Results (Section 9.1.11(b))

PG&E Core Gas Supply, Annual Energy Product Results by Ethnicity and WMDVLGBTBE Certification

(All dollar figures in \$MM)

Product ¹		Unit	Results by Ethnicity and Gender												Results by WMDVLGBTBE Certification							
			Asian Pacific American			African American			Hispanic American			Native American			Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	Other 8(a) ²	Total WMDVLGBTBE Procurement Spend	Total Procurement Spend	
			MALE	FEMALE	TOTAL	MALE	FEMALE	TOTAL	MALE	FEMALE	TOTAL	MALE	FEMALE	TOTAL								TOTAL
NATURAL GAS	SHORT TERM	\$	\$-	\$6.34	\$6.34	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$6.34	\$-	\$-	\$-	\$-	\$6.34	\$425.74
		%	0.0%	1.49%	1.49%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	1.49%	0.0%	0.0%	0.0%	0.0%	1.49%	
	LONG TERM	\$	\$-	\$10.04	\$10.04	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$10.04	\$-	\$-	\$-	\$-	\$10.04	\$630.29
		%	0.0%	1.59%	1.59%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	1.59%	0.0%	0.0%	0.0%	0.0%	1.59%	
	TOTAL NATURAL GAS	\$	\$-	\$16.38	\$16.38	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$16.38	\$-	\$-	\$-	\$-	\$16.38	\$1,056.03
%	0.0%	1.55%	1.55%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	1.55%	0.0%	0.0%	0.0%	0.0%	1.55%		
LPG	SHORT TERM	\$	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-
		%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	
	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%	0.0%	
	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%	0.0%	0.0%		
Overall Total \$			\$-	\$16.38	\$16.38	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$16.38	\$-	\$-	\$-	\$-	\$16.38	\$1,056.03
Overall Total %			0.0%	1.55%	1.55%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	1.55%	0.0%	0.0%	0.0%	0.0%	Overall WMDVLGBTBE %:	1.55%

NOTE:

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 CAISO, other IOUs, utilities, federal entities, state entities, municipalities and cooperatives

²Includes non WMDVLGBT firms classified as 8(a) by Small Business Administration

#: Percentages calculated by row category Total Procurement Spend

Totals may not add due to rounding.

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