

Supplier Diversity

2016 Annual Report / 2017 Annual Plan



The Power of Collaboration



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We have the **drive, insights** and **innovation** to successfully lead our industry's transformation and safely deliver **reliable, affordable** and **clean** energy *to our customers.*

In our journey to redefine what it means to be a great utility, we remain steadfast in our **commitment to collaborate** with our internal and external partners to advance supplier diversity. *Working together will make us and our communities stronger.*



CEO's Message



We will continue to work closely with our stakeholders to develop innovative and new procurement opportunities to evolve and enhance our supplier diversity strategies and activities.

THESE ARE EXCITING TIMES AT SOUTHERN CALIFORNIA EDISON (SCE). We strive to lead our industry during a period of dramatic change and redefine what it means to be a modern electricity company. We believe this will play a central role in facilitating the deployment of clean energy technologies and supporting our society's ambitious environmental goals, for the benefit of our customers and society.

THROUGHOUT THIS PERIOD OF TRANSFORMATIVE CHANGE, it remains as important as ever that we continue collaborating with our internal and external partners to advance supplier diversity. This means not only maintaining our positive momentum on diverse spend, but also engaging our employees, community groups and the firms we work with on our efforts to operate with excellence and build the future clean energy electric grid.

OUR SUPPLIER DIVERSITY SPEND RESULTS IN 2016 demonstrate our commitment to maintaining a diverse supplier base. During the year, 44.74 percent of our total purchases, or over \$1.68 billion, were with women, minority, disabled veteran, lesbian, gay, bisexual and transgender business enterprises. This marks the fourth year in a row we exceeded our aspirational goal of 40 percent spend with diverse suppliers.

WE CONTINUED TO FOCUS OUR ACTIVITIES ON SUPPLIER DEVELOPMENT, contracting opportunities and targeted outreach. We teamed up with community organizations to expand our supplier development program, EDGE (Entrepreneurial Development, Growth and Education), and

increased our business course offerings from five to 46, attracting more than 450 diverse firms. We also offered more coaching and business education to EDGE Mentorship Program participants. In fact, several were awarded first-time contracts or expanded their existing relationships with SCE.

WE HAVE MADE A SIGNIFICANT INVESTMENT TO INCREASE OUR OUTREACH AND SPONSORSHIP ACTIVITIES with community partners to ensure we have an opportunity to meet and identify diverse suppliers for potential business opportunities.

INTERNALLY, WE LAUNCHED A CAMPAIGN TO INCREASE AWARENESS of our Supplier Diversity Program and the role that each of our employees has in this effort. In addition, we created a dashboard to enable our Supplier Diversity and Development Leadership Council and their organizations to monitor their diverse spending more effectively.

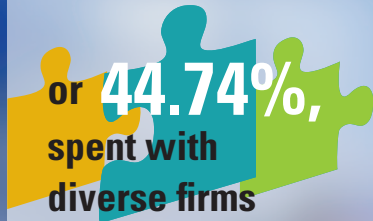
AS WE MOVE FORWARD AND NAVIGATE OUR INDUSTRY'S TRANSFORMATION, we will continue to work closely with our stakeholders to develop innovative and new procurement opportunities to evolve and enhance our supplier diversity strategies and activities.

BY COLLABORATING WITH OUR PARTNERS TO ADVANCE SUPPLIER DIVERSITY, we will develop a modern electric grid that is not only safe, reliable and affordable, but also among the cleanest in the nation if not the entire world.

KEVIN PAYNE, CHIEF EXECUTIVE OFFICER
SOUTHERN CALIFORNIA EDISON

2016 Supplier Diversity Highlights

\$1.68+ billion



or **44.74%**,
spent with
diverse firms

683

diverse
suppliers



\$321+ million

diverse
subcontracting
spend



150+

outreach
events

sponsored
and/or supported



11



diverse firms
among SCE's
top **25** suppliers

\$300 million

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



1,000+

EDGE workshop
attendees



63



Contractor Safety
workshop
PARTICIPANTS

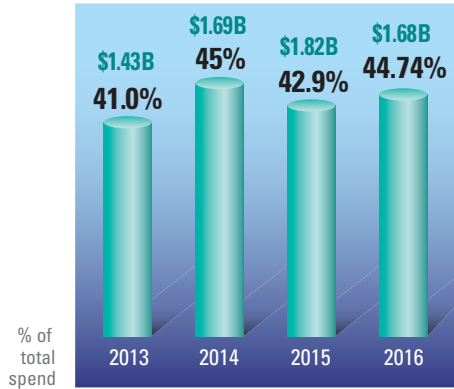
100%

diverse
spend in
non-generation
fuels

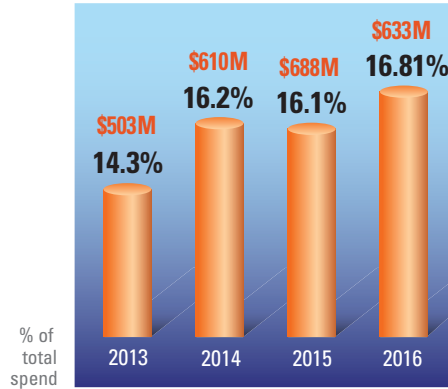


SUPPLIER DIVERSITY SPEND RESULTS

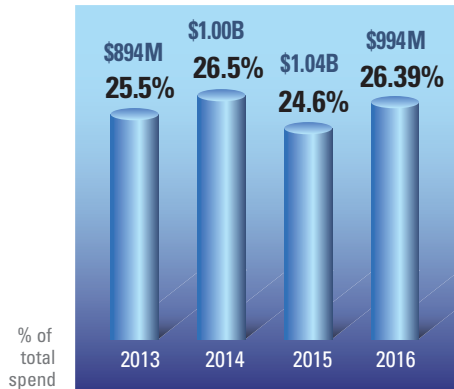
Women, Minority, Disabled Veteran and Lesbian, Gay, Bisexual and Transgender Business Enterprises



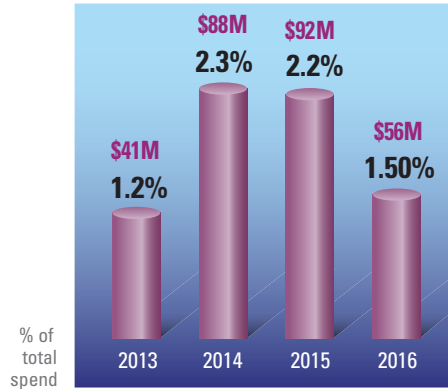
Women Business Enterprises



Minority Business Enterprises



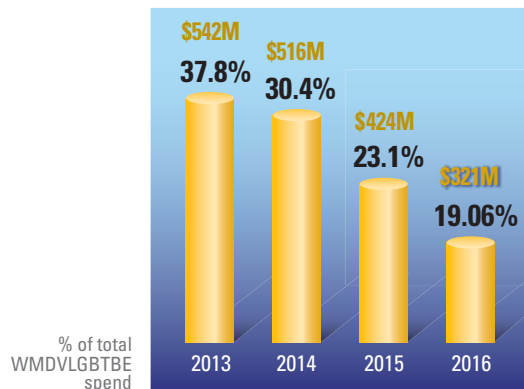
Disabled Veteran Business Enterprises



Lesbian, Gay, Bisexual and Transgender Business Enterprises

With the expansion of **General Order 156**, we continued to **partner** with and **support** LGBT advocacy organizations to **identify** and **reach** LGBTBEs for potential business opportunities.

Diverse Subcontracting



Note: In 2016, percentages are 2 decimal places

INTERNAL/EXTERNAL ACTIVITIES (9.1.1)

We have long known that a diverse supplier base is critical to our mission of safely delivering reliable, affordable and clean energy to our customers. We are also aware that we can't achieve our Supplier Diversity Program goals without the help of our internal and external partners.

Working with our employees and more than 80 community-based organizations, we continued to make progress on our Supplier Diversity Sustainability Strategy and provide opportunities for small and women, minority, disabled veteran, lesbian, gay, bisexual and transgender business enterprises (WMDVLGBTBEs) to do business with us and others.

INTERNAL ACTIVITIES

Key to our supplier diversity success has been the collaborative efforts and engagement among our internal stakeholders. During the year, our employees kept supplier diversity initiatives at the forefront and partnered on a number of activities including launching a new training program and enhancing our diverse spend reporting tools. These efforts allowed us to expand procurement and development opportunities with diverse suppliers.

SUPPLIER DIVERSITY AND DEVELOPMENT LEADERSHIP COUNCIL

SCE's commitment to supplier diversity starts at the top with strong executive support and flows throughout the organization. Our Supplier Diversity and Development Leadership Council (SDDL) helps to ensure that supplier diversity initiatives are carried out companywide.

The council is comprised of senior executives and managers who meet on a regular basis and provide guidance on supplier diversity objectives, policies, programs and strategies. During the year, the council scheduled more frequent meetings to share information on best practices and identify upcoming contract bid opportunities for diverse suppliers.

SUPPLIER DIVERSITY SPEND GOALS

For the past several years, we've established a corporate target to measure our diverse spend progress. Since 2013, our internal Organizational Units have also set individual spend targets to support our overall company goal. This has resulted in a greater focus and collaboration in achieving our Supplier Diversity Program objectives.

In 2016, these goals were jointly developed by teams comprised of a representative from Supplier Diversity and Development, Organizational Units and Supply Management. By utilizing a forecasting and human intelligence methodology, these teams were able to more accurately establish targets and identify bid opportunities for diverse suppliers in the planning process.

REPORTING/DATA ENHANCEMENTS

Our Supply Excellence team provides valuable data analytics and reports to monitor diverse spend activities. They collaborated with Supply Management, Supplier Diversity and Development and our Organizational Units to create a new dashboard tool to provide additional diverse spend performance data and metrics.

The dashboard allows Organizational Units to view spend information, effectively track progress, compare actual spend to established targets and determine if additional opportunities should be pursued. This new tool complements the existing WMDVLGBTBE dashboard used to track corporate diverse spend results.

SUPPLY CATEGORY MANAGEMENT TEAMS

During the year, Supply Management joined with Supplier Diversity and Development to create diverse spend strategies for upcoming key procurements. These two groups also partnered with our Organizational Units and participated on category management teams to identify potential Tier 1 and Tier 2 contracting opportunities for diverse suppliers.

As a general practice, supplier diversity is a standard topic at each bidders' conference and SCE aims for more than 40 percent Tier 2 diverse supplier spend participation in competitive bids.



SCE Supplier Diversity and Development team members are pictured with diverse firms upon completion of the four-part EDGE Contract Readiness workshops.

ENTREPRENEURIAL DEVELOPMENT, GROWTH AND EDUCATION (EDGE)

We have been committed to supporting the growth and development of diverse suppliers to help them become more competitive. Our supplier development program, EDGE (Entrepreneurial Development, Growth and Education) – now in its fourth year – offers small and large diverse firms access to technical assistance and capacity building workshops, as well as mentoring and networking opportunities. In 2016, SCE invested over \$486,000 in technical assistance and capacity building training and programs.

Here are a few program highlights:

- **WE WORKED WITH COMMUNITY ORGANIZATIONS** to expand our business course offerings from five to 46, covering such topics as building operational capacity, business relationship management, human resources, marketing, RFX readiness and negotiations, teaming and value proposition. The workshops, taught by seven diverse business owners who incorporated interactive learning exercises and modules into the curriculum, attracted more than 450 diverse firms.
- **WITH SAFETY A TOP PRIORITY AT SCE**, Supplier Diversity and Development and Safety joined forces to create a new Contractor Safety workshop aimed at helping diverse firms enhance their safety plans and procedures. The four-hour workshop for current and potential contractors provided the tools to enrich these firms' safety programs and practices, including guidance on safety manuals, policies and action plans. The workshop received high marks from the 60-plus attendees.
- **WE CONTINUED TO INTRODUCE DIVERSE FIRMS TO OUR PRIME SUPPLIERS**, Organizational Units and key decision makers for potential business engagement. During the year, we held a Customer Service "Meet the Primes" networking event with 19 prime suppliers and 63 diverse firms. The event led several diverse firms to sign national contracts with prime suppliers as well as in-person strategy meetings to review subcontracting opportunities.
- **WE HELD A GRADUATION CEREMONY FOR THE MENTORSHIP PROGRAM'S THIRD CLASS**, which included more than 150 professional coaching hours for seven



"The SCE EDGE workshops have empowered GLAAACC members with the skills and confidence they need to succeed. Our mission is to create a robust African American community, and SCE's support has allowed us to organize around strategic economic initiatives. The bar has been set for sponsors of workshops everywhere."

**ANGELA GIBSON-SHAW, PRESIDENT,
GREATER LOS ANGELES AFRICAN AMERICAN
CHAMBER OF COMMERCE**

diverse firms. This 18-month progressive learning program provides developmental opportunities through one-on-one coaching, mentoring and business education. Its goal is to provide a comprehensive and holistic development experience to help participants enhance their business acumen and prepare them to competitively bid for contracts with SCE and other companies. Over half of the graduating class holds Purchase Orders with SCE or works as a subcontractor for a prime supplier.

- **EIGHTEEN DIVERSE FIRMS SUCCESSFULLY COMPLETED AND RECEIVED A CERTIFICATE** from our four-part Contract Readiness workshops, which prepare attendees to be "contract ready" to do business with SCE and other organizations. The technical assistance and capacity workshops included: "Perfecting Your Presentation Skills," "Best Practices in Business Development," "How to Competitively Bid for Contracts" and "Post Award/Contract Negotiation Skills." They are designed for suppliers in business from startup to five years and with annual revenues between \$1 million and \$5 million.

RECOGNITION PROGRAM

Our success in supplier diversity would not be possible without our employees' commitment and support. To celebrate their contributions, we held our annual Supplier Diversity Employee Recognition Event with nearly 200 Organizational Unit and Supply Management partners and senior executives. SCE Senior Vice President of Customer and Operational Services Stu Hemphill thanked employees for helping the company achieve our 2015 diverse spend goals. He highlighted our utilization of over 700 diverse suppliers and acknowledged key groups for advancing additional opportunities for diverse spending. He concluded his remarks by reminding everyone that continued teamwork is needed to sustain our diverse spend results.

PROGRAM AWARENESS TRAINING

To increase awareness of our Supplier Diversity Program and emphasize its importance – particularly as we move forward and navigate our industry's transformation – we launched a new web-based training program for the 300-plus employees involved in SCE procurement activities. The comprehensive program covered background on General Order 156, the California Public Utilities Commission (CPUC) program that encourages utilities to procure goods and services with diverse suppliers, and the process for incorporating diverse suppliers in procurement opportunities. The overall goal of this program is to keep supplier diversity at the forefront, foster greater collaboration and teamwork among internal partners and ensure that eligible diverse firms participate in competitive bidding opportunities at SCE.



Drew Murphy, Edison International SVP of Strategic Planning, speaks at the National Gay & Lesbian Chamber of Commerce's International Business & Leadership Conference.

EXTERNAL ACTIVITIES

We collaborated with business and community groups, minority business advocacy organizations and others to ensure we were at the right places to meet diverse suppliers capable of doing business with us. In 2016, we made a significant investment to sponsor over 150 business conferences and outreach events organized in conjunction with our external partners.

In addition, we continued to engage with our peers and industry organizations to discuss supplier diversity best practices, shared objectives, challenges facing small and diverse firms and innovative solutions to remove barriers to working with utilities.

Among our external supplier diversity activities:

- Joined with other corporations as presenting sponsors for the National Gay & Lesbian Chamber of Commerce's (NGLCC) International Business & Leadership conference in Palm Springs, Calif. Through a video message, SCE CEO Kevin Payne welcomed over 1,000 attendees to the conference, which drew a historic record of LGBT chambers, members and corporations from across the U.S. and the world. Edison International Senior Vice President of Strategic Planning Drew Murphy delivered the keynote address and discussed SCE's commitment to diversity and inclusion, clean energy strategy and how small businesses are positioned to support these activities. Cody Tubbs, Edison International's director of Public Affairs, gave opening remarks at the welcoming reception and noted that SCE's ongoing focus was to continue to build strong cohesive relationships with LGBT chambers and businesses.
- Expanded our outreach efforts to support the National Association of Women Business Owners' (NAWBO) Inland Empire and Orange County chapters. Both chapters co-sponsored our EDGE workshops on contract negotiations and marketing, reaching 195 women business owners.
- Sponsored the Women's Business Enterprise National Council's (WBENC) conference, which attracted nearly 4,000 corporate professionals and firms. Supplier Diversity and Development team members facilitated three workshops at the



“A simple question from the Supplier Diversity and Development team about what we could do to enhance safety and supplier diversity resulted in a new four-hour safety workshop for current and potential contractors. Our No. 1 priority as a company is to ensure that our employees, contractors and the communities we serve are safe, and the workshop is a game changer because it goes beyond sharing our safety commitment and culture. It also provides the tools to enrich these firms’ safety programs and practices – such as guidance on safety manuals, policies and action plans. The fact is, the safer their operations, the more likely they are to work with us. By continuing to collaborate with our internal and external partners, we can create an even stronger safety culture and work environment.”

DOUG BAUDER, VP, OPERATIONAL SERVICES, SCE

Doug Bauder (left) with Supplier Diversity and Development Principal Manager Eric Fisher.

conference – “The Magic of Women Businesses When They Think Outside the Box,” “The Power of the First Impression” and “New Technology for Companies of the Future.”

- Served as co-title sponsor of the U.S. Hispanic Chamber of Commerce (USHCC) Business Matchmaking session at the organization’s national convention. More than 4,400 unique matches were made and nearly 600 matchmaking meetings were held between diverse business owners and procurement professionals from over 75 government agencies and Fortune 500 companies.

- Served as lead sponsor for the American Indian Chamber of Commerce of California’s (AICCC) Expo ‘16. The event featured capacity building/mentoring sessions, tribal leader economic development consultation, procurement panel discussions, one-on-one matchmaking and a trade fair. SCE received AICCC’s first “Soaring with Eagles” award for its support of Native American businesses.
- Title-sponsored the National Elite Service-Disabled Veteran-Owned Business (SDVOB) Network’s convention for the 13th consecutive year. The event was attended by approximately 300 firms and featured workshops, panel discussions, one-on-one meetings and a “Shark Tank” competition.
- Supported the California Hispanic Chambers of Commerce (CHCC) in several ways, including serving on its procurement and convention planning committees and title-sponsoring the matchmaking session at the organization’s statewide convention. During matchmaking, approximately 20 corporations and prime suppliers met with over 65 diverse businesses for possible contract opportunities. SCE also received the group’s “Corporate Advocate” award at the convention gala.
- Participated in three Small Business Expos held by the CPUC. The expos educated diverse firms on the benefits of minority business certification and how to do business with utilities. The gatherings provided an opportunity for the 800-plus diverse businesses to meet utility and government procurement representatives.
- Sponsored Southern California Minority Supplier Development Council’s (SCMSDC) three major events – Minority Business Opportunity Day, Leadership Excellence Awards gala and Supplier of the Year awards luncheon. SCE’s Supplier of the Year award nominee, Hal Hays Construction, Inc., a Native American-owned construction firm, received SCMSDC’s Class IV category award. SCE also received the council’s prestigious “Corporation of the Year” award for its supplier diversity activities, programs and overall diverse spend results.

DIVERSE ORGANIZATIONS

Supplier Diversity and Development supported many diverse business organizations through membership, sponsorship and board/council positions.

These included:

African American Organizations

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

Asian Pacific American Organizations

- Asian Business Association – Los Angeles
- Asian Business Association – Orange County
- California Asian Pacific Chamber of Commerce
- Chinese American Construction Professionals
- National Asian American Coalition



SCE's first Contractor Safety workshop for current and prospective suppliers attracted more than 60 attendees.



From left, SCE's Alma McMaster, Vince Craney and Bruce Drew and California Hispanic Chambers of Commerce Chairman Frank Montez participate in a ribbon-cutting ceremony before business matchmaking at CHCC's annual conference.

Hispanic American Organizations

- California Hispanic Chambers of Commerce
- Greater Riverside Hispanic Chamber of Commerce
- Hispanic Lifestyle
- Latin Business Association
- Latina Global Entrepreneur Leadership Institute
- Los Angeles Latino Chamber of Commerce
- National Latina Business Women Association – Inland Empire
- National Latina Business Women Association – Los Angeles
- Orange County Hispanic Chamber of Commerce
- Regional Hispanic Chamber of Commerce
- The Latino Coalition
- Tulare Kings Hispanic Chamber of Commerce
- U.S. Hispanic Chamber of Commerce

Lesbian, Gay, Bisexual and Transgender Organizations

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



From left, SCE Supplier Diversity and Development Principal Manager Eric Fisher with U.S. Hispanic Chamber of Commerce CEO Javier Palomarez and MasTec CEO José Mas.

- National Association of Women Business Owners – Orange County
- Women’s Business Enterprise Council – West
- Women’s Business Enterprise National Council

Other Organizations

- Edison Electric Institute
- National Association of Minorities in Energy
- National Association of Minority Companies
- National Association of Minority Contractors
- National Minority Supplier Development Council
- Southern California Minority Supplier Development Council

Native American Organizations

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

Disabled Veteran Organizations

- Disabled Veteran Business Alliance – Los Angeles
- Disabled Veteran Business Alliance – Orange County
- Disabled Veteran Business Alliance – San Diego
- Elite Service-Disabled Veteran-Owned Business Network – San Diego
- National Elite Service-Disabled Veteran-Owned Business Network

Women Organizations

- National Association of Women Business Owners – Inland Empire
- National Association of Women Business Owners – Los Angeles



“After three years of working as a subcontractor for SCE, we landed a multiyear contract with the utility as a prime supplier, which set the stage for our unprecedented growth. We were one of two firms selected to survey SCE’s 1.5 million utility poles and had to quickly find new hires. SCE helped us with training, and new employees were partnered with experienced field personnel. Their collaboration was invaluable to our success on this project and others. The Supplier Diversity and Development team has also played a huge role in developing the vision and values of my company. No matter what accomplishments I have obtained thus far, SCE and others have helped me along the way.”

HECTOR MENDOZA, PRESIDENT/CEO, RDI ENGINEERING

SUMMARY OF PURCHASES AND/OR CONTRACTS (9.1.2)

WMDVLGBTBE Annual Results by Ethnicity						
			Direct	Sub	Total \$	%
1.	Minority Male	Asian Pacific American	\$189,396,352	\$28,726,012	\$218,122,364	5.79%
2.		African American	\$45,030,995	\$23,958,971	\$68,989,966	1.83%
3.		Hispanic American	\$458,845,412	\$60,720,015	\$519,565,427	13.79%
4.		Native American	\$53,643,292	\$2,839,743	\$56,483,035	1.50%
5.		Total Minority Male	\$746,916,051	\$116,244,741	\$863,160,792	22.92%
6.	Minority Female	Asian Pacific American	\$21,031,706	\$29,234,002	\$50,265,708	1.33%
7.		African American	\$23,836,066	\$41,744	\$23,877,810	0.63%
8.		Hispanic American	\$25,548,302	\$29,275,720	\$54,824,022	1.46%
9.		Native American	\$1,814,968	\$242,316	\$2,057,284	0.05%
10.		Total Minority Female	\$72,231,042	\$58,793,782	\$131,024,824	3.48%
11.	Total Minority Business Enterprise (MBE)		\$819,147,093	\$175,038,523	\$994,185,616	26.39%
12.	Women Business Enterprise (WBE)		\$504,555,368	\$128,680,416	\$633,235,784	16.81%
13.	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)		\$1,110,906	\$0	\$1,110,906	0.03%
14.	Disabled Veteran Business Enterprise (DVBE)		\$39,053,541	\$17,439,624	\$56,493,165	1.50%
15.	Other 8(a)*		\$0	\$0	\$0	0.00%
16.	TOTAL WMDVLGBTBE		\$1,363,866,908	\$321,158,563	\$1,685,025,470	44.74%
17.	Procurement**		\$3,766,644,844			

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

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

Direct-Direct Procurement

Sub-Subcontractor Procurement

% -Percentage of Procurement

Dollars and Percentages reflect rounding difference

PROGRAM EXPENSES (9.1.3)

Expense Category	2016
Wages	\$1,089,586
Other Employee Expenses	\$129,937
Program Expenses	\$1,514,732
Reporting Expenses	\$371,704
Training	\$1,695
Consultants	\$146,693
Other	\$27,971

RESULTS AND GOALS (9.1.4)

Category	2016 Results	2016 Year Goals
Minority Men	22.92%	10.00%
Minority Women	3.48%	5.00%
Minority Business Enterprise (MBE)	26.39%	15.00%
Women Business Enterprise (WBE)	16.81%	5.00%
Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	0.03%	NA*
Disabled Veteran Business Enterprise (DVBE)	1.50%	1.50%
TOTAL WMDVLGBTBE	44.74%	40.00%

*NA-pursuant to D. 15-06-007, utilities to establish and report LGBTBE goals starting with 2019 annual reports

Note: % - Percentage of Procurement

Dollars and Percentages reflect rounding difference

SUBCONTRACTORS (9.1.5)

Summary of Prime Contractor Utilization of WMDVLGBTBE Subcontractors								
	Minority Male	Minority Female	Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	Other 8(a)*	TOTAL WMDVLGBTBE
Direct \$	\$746,916,051	\$72,231,042	\$819,147,093	\$504,555,368	\$1,110,906	\$39,053,541	\$0	\$1,363,866,908
Subcontracting \$	\$116,244,741	\$58,793,782	\$175,038,523	\$128,680,416	\$0	\$17,439,624	\$0	\$321,158,563
TOTAL \$	\$863,160,792	\$131,024,824	\$994,185,616	\$633,235,784	\$1,110,906	\$56,493,165	\$0	\$1,685,025,470
Direct %	19.83%	1.92%	21.75%	13.40%	0.03%	1.04%	0.00%	36.21%
Subcontracting %	3.09%	1.56%	4.65%	3.42%	0.00%	0.46%	0.00%	8.53%
TOTAL %	22.92%	3.48%	26.39%	16.81%	0.03%	1.50%	0.00%	44.74%
Procurement**		\$3,766,644,844	NOTE: *Firms classified as 8(a) by the Small Business Administration includes non-WMDVLGBTBE **Procurement includes purchase order, non-purchase order and credit card dollars Direct-Direct Procurement Sub-Subcontractor Procurement %- Percentage of Procurement Dollars and Percentages reflect rounding difference					

COMPLAINTS (9.1.6)

SCE did not receive any formal complaints in 2016.

DIVERSE SUPPLIERS IN LOW-UTILIZATION AREAS (9.1.7)

While financial and legal services have traditionally been considered low-utilized diverse procurement areas among California utilities, we believe that with our ongoing progress, that characterization is no longer warranted. We appreciate the CPUC’s shared interest to revisit this, given our spend results and changing business environment.

FINANCIAL SERVICES

Our Finance organization continued its long-standing commitment to utilize diverse financial firms across all the disciplines, including investment banking, investment management, commercial banking, accounting, auditing and management consulting. As noted below, many of these relationships have been in place for years, even decades. In fact, our use of diverse firms for capital market financings and retirement plan asset management dates back to 1987.

Since our first engagement of a diverse firm as co-manager on one of our tax-exempt bond financings that year, we have used diverse investment banks as lead- and co-managing underwriters on over \$10.2 billion of capital markets transactions. Similarly, we hired our first diverse money manager in 1987 with a \$36 million mandate – today, we have over \$1.04 billion invested with 16 diverse managers.

Among our activities in 2016:

- Appointed five diverse firms to co-manage a \$300 million preference stock financing, with over \$200,000 of total underwriting fees paid to these firms. These firms each underwrote two percent of the transaction.
- Issued \$3.5 billion of short-term securities through an African American-owned investment bank, a relationship dating back to 2010
- Invested \$19 million in money market securities through two African American-owned brokers
- Maintained \$21 million of deposits with four minority-owned banks



SCE’s Eric Fisher addresses attendees at an SCE-hosted Asian Business Association workshop.

- Executed \$461 million (18 percent) of investment fund equity trades through 16 diverse brokers
- Placed over \$16 million (41 percent) in private equity investments with three diverse fund managers
- Invited three diverse investment firms to respond to a Request for Proposal (RFP) for the management of Nuclear Decommissioning Trust assets
- Continued our engagement with an African American-owned CPA firm – a more than 25-year relationship – to audit various pension and benefit funds
- Utilized a Hispanic-owned firm to review our General Order 77 annual filing with the CPUC, further extending our more than eight-year relationship
- Continued our more than 10-year relationship with a woman-owned consulting firm to support various activities and projects in our finance organization, including regulatory filings, operating plan development, San Onofre Nuclear Generating Station (SONGS) decommissioning invoicing and payment process automation
- Extended our engagement with a woman/minority-owned firm to support various audit projects, including some mandatory CPUC compliance work and Sarbanes-Oxley testing
- Engaged a woman-owned firm for the fourth straight year to provide accounting and other finance-related temporary and permanent staffing needs
- Sponsored the Asian American Association of Investment Managers' national conference in San Francisco



SCE VP Doug Bauder (center) and company representatives with American Indian Chamber of Commerce of California and tribal leaders after winning AICCC's first "Soaring with the Eagles" award.



SCE representatives on-hand to receive Southern California Minority Supplier Development Council's "Corporation of the Year" award were (from left): Eric Fisher, Don Neal, Tom Guntrip, Gloria Burton, Andrew Martinez, Hal Hays Construction's Elizabeth Cabral, Agile Sourcing Partners' Maria Thompson and SCE's Dennis Thurston.

LEGAL SERVICES

SCE's Law Department continued to identify opportunities for diverse law firms to assist us with our legal matters. In 2016, \$5.9 million was spent with these firms, representing 16 percent of our total expenditures on outside law firms. They performed legal services in most of our areas of practice, such as claims and commercial litigation, regulatory, labor and environmental.

Our efforts were focused on the following: women- and minority-owned law firms, minority attorneys in majority-owned firms, outreach and pipeline efforts.

Women- and Minority-Owned Law Firms

Diverse law firms performed a significant amount of work for SCE, and as a result, one was in the top 10 law firms (based on fees paid by the Law Department).

Minority Attorneys in Majority-Owned Firms

We have been providing information on the contract dollars spent with major law firms for work performed by diverse attorneys as well as paralegals, as directed by the CPUC. The major firms that provided data represent seven of SCE's top 10 major law firms (not certified). As noted earlier, the top 10 major law firms include one certified firm, so the data on this firm is excluded from the chart. The information related to the one certified law firm is included as part of SCE's diverse spend percentage. Two of SCE's top 10 major law firms declined to provide data.

Outreach/Pipeline Efforts

Our Law Department is involved in a number of initiatives to reach diverse firms and attorneys and increase diversity in the profession.

Several members participate in various legal associations focused on ethnic diversity in the profession, such as: John Langston Bar Association, Korean American Bar Association of Southern California, Philippine American Bar Association, Mexican American Bar Foundation, California Minority Council program, Asian Pacific American Dispute Resolution Center and California Indian Legal Services.

As a founding member, we continued our support of the Leadership Council on Legal Diversity (LCLD), a national organization dedicated to increasing diversity in the legal profession. LCLD is comprised of the general counsels of Fortune 500 companies and managing partners of the largest firms in the country. In 2016, several attorneys from SCE's Law Department were involved in the LCLD program, including one as a fellow who was also nominated for the organization's Rick Palmore award.

The department also continued to be involved in activities aimed at introducing diverse students to the legal profession to help ensure a steady flow of diverse attorneys for the future.



SCE received California Hispanic Chambers of Commerce's "Corporate Advocate of the Year" award. Accepting the award from CHCC Chairman Frank Montez (left) were SCE Supplier Diversity and Development Manager Alma McMaster, Edison International SVP of Government Affairs Gaddi Vasquez and SCE Supplier Diversity and Development Principal Manager Eric Fisher.

These included:

- The Street Law Program, where SCE attorneys visited three high schools to teach one-hour sessions on a substantive area of law, such as the First Amendment, intellectual property and search and seizure. Students also took part in an all-day workshop at SCE's headquarters to gain a better understanding of the type of work that attorneys manage on a daily basis. In 2016, we awarded college scholarships to six students for winning an essay contest on a topic relating to the legal profession.
- The Constitutional Rights Foundation's mock trial competition, where SCE attorneys participated as scorers for the competition, which provides an opportunity for middle school and high school students to present a criminal trial.
- The department also sponsored and funded a diversity scholarship for a first-year law student through the California Bar Foundation.

In recognition of these activities, the Law Department was nominated for the Chambers and Partners' "Diversity Award for Corporate Social Responsibility."

RETENTION OF ALL DOCUMENTS/DATA (9.1.8)

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

ADDITIONAL WMDVLGBTBE ACTIVITIES (9.1.9)

SCE has been a leader in fostering the development of advanced grid technologies and the adoption of technology to create a smarter grid. Our vision of a smart grid is to develop and deploy a more reliable, secure, economic, efficient, safe and environmentally friendly electric system.

Our Advanced Technology (AT) group monitors, identifies, tests and evaluates technologies that support our vision and strives to empower customers with more options and greater control to manage their energy usage. We see several opportunities for diverse firms to partner with us on our Smart Grid and Electric Program Investment Charge (EPIC) projects.

Southern California Edison Law Department – CPUC Outside Counsel Diversity			
Attorney time billed in 2016			Total (\$)
1.	All Men		\$17,365,286.79
2.	Minority Men	Asian Pacific American	\$895,024.40
3.		African American	\$870,216.56
4.		Hispanic American	\$58,736.92
5.		Native American	\$74,004.14
6.		Multi-Ethnic American	\$622,244.31
7.		Total Minority Men	\$2,520,226.33
8.	All Women		\$8,496,384.45
9.	Minority Women	Asian Pacific American	\$1,407,098.50
10.		African American	\$151,647.86
11.		Hispanic American	\$37,887.45
12.		Native American	\$0.00
13.		Multi-Ethnic American	\$18,440.51
14.		Total Minority Women	\$1,615,074.32
15.		Total Minority	\$4,135,300.65
16.	Non-Minority Women		\$6,881,310.13
17.	Service Disabled Veteran		\$0.00
18.	Total Minority, Non-Minority Women & Veterans		\$11,016,610.78
Paralegal time billed in 2016			Total (\$)
1.	All Men		\$436,270.75
2.	Minority Men	Asian Pacific American	\$0.00
3.		African American	\$103.50
4.		Hispanic American	\$7,402.71
5.		Native American	\$0.00
6.		Multi-Ethnic American	\$0.00
7.		Total Minority Men	\$7,506.21
8.	All Women		\$363,694.14
9.	Minority Women	Asian Pacific American	\$316,136.31
10.		African American	\$44,989.68
11.		Hispanic American	\$748.80
12.		Native American	\$0.00
13.		Multi-Ethnic American	\$0.00
14.		Total Minority Women	\$361,874.79
15.		Total Minority	\$369,381.00
16.	Non-Minority Women		\$1,819.35
17.	Service Disabled Veteran		\$0.00
18.	Total Minority, Non-Minority Women & Veterans		\$371,200.35

Out of the top 10 firms providing services in 2016, seven provided data which are included on this schedule. The three remaining firms are excluded for the following reasons:

- One firm is diverse
- One firm did not provide diversity information following several unsuccessful attempts to obtain the data (no specific reason given)
- One firm declined to provide information due to privacy reasons

Amounts indicated for one of the seven firms providing data is based on a flat fee billing arrangement which reflects one specific timekeeper only. Additional timekeepers from this firm may have also provided services but were not reflected in their invoicing, and therefore, not included in SCE data.

Smart Grid/Grid Modernization

In 2016, AT made strides in demonstrating technologies that integrate clean distributed resources into planning and operations.

Per the 2018 General Rate Case filing, \$1.9 billion has been earmarked for several smart grid/grid modernization capital projects over the next five years. We will be working with diverse entities and student bodies of academic institutions in the following approved project areas:

- Substation automation
- Remote control switches telemetry retrofit
- Conductor upgrade
- Communications equipment on distribution circuits
- Circuit breaker upgrade
- Long-term planning tools

Electric Program Investment Charge

The CPUC established the EPIC program in 2012 to provide funding for public interest investments in applied research and development, technology demonstration and deployment (TD&D) and the market facilitation of clean energy technologies and approaches that benefit the electricity ratepayers of SCE, Pacific Gas and Electric and San Diego Gas & Electric.

The California Energy Commission (CEC) is the administrator for 80 percent of EPIC funds. The remaining 20 percent of program funding is reserved for the three utilities to collectively administer TD&D activities on behalf of their customers.

Since the CPUC approved SCE's Triennial Investment Plan in 2015, our EPIC team has been engaging with diverse firms for potential procurement opportunities.

In 2016, SCE hosted a stakeholder workshop at our AT facility in Westminster, Calif. where each of the investor-owned utilities (IOUs) and the CEC highlighted projects and answered questions on the EPIC program. SCE also participated in a winter public symposium on the execution of our investment plans.



"SCE has been extremely supportive of Clear Cloud Solutions and our growth since 2012. What sets SCE apart is not only the commitment they make towards diverse companies, but the true commitment and passion they have for seeing these companies grow and prosper. The sincere devotion for doing the right thing and supporting diversity is extremely evident in the causes they champion daily. SCE has been a major factor in our company's success by not only giving us opportunities to succeed at SCE, but also communicating our success to others. SCE sets the standard as an advocate for promoting diverse companies."

***DAREN MASTEN, PRESIDENT/FOUNDER,
CLEAR CLOUD SOLUTIONS***

During the year, AT also worked towards spending roughly \$21 million on an array of demonstration projects. This resulted in working relationships with new and diverse vendors at the cusp of core technologies as well as national laboratories and renowned institutions of higher learning.

In compliance with General Order 156 annual report requirements, we are incorporating by reference SCE's Annual Report on the Status of the Electric Program Investment Charge Program, which was submitted February 2016 to the CPUC and provides detailed information about SCE's EPIC-funded activities.



2017 Annual Plan



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

PRODUCTS	Short-Term (2017)					Mid-Term (2019)					Long-Term (2021)				
	Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	WMDVLGBTBE	Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	WMDVLGBTBE	Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	WMDVLGBTBE
Subtotal	15.00%	5.00%	N/A	1.50%	40.00%	15.00%	5.00%	N/A	1.50%	40.00%	15.00%	5.00%	N/A	1.50%	40.00%

SERVICES	Short-Term (2017)					Mid-Term (2019)					Long-Term (2021)				
	Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	WMDVLGBTBE	Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	WMDVLGBTBE	Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	WMDVLGBTBE
Subtotal	15.00%	5.00%	N/A	1.50%	40.00%	15.00%	5.00%	N/A	1.50%	40.00%	15.00%	5.00%	N/A	1.50%	40.00%

TOTAL	15.00%	5.00%	N/A	1.50%	40.00%	15.00%	5.00%	N/A	1.50%	40.00%	15.00%	5.00%	N/A	1.50%	40.00%
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*Pursuant to D.15-06-007, utilities to establish LGBTBE goals starting with the 2019 annual reports.

PLANNED INTERNAL/EXTERNAL ACTIVITIES (10.1.2)

In 2017, our Supplier Diversity and Development team will continue to collaborate and engage with our internal and external partners to create diverse procurement strategies, identify business opportunities and develop diverse firms.

Activities will focus on:

- Engaging with Supply Management and Organizational Unit category teams to develop diverse business spend strategies
- Working with external partners to create initiatives that deliver mutual returns and drive economic impact
- Executing educational and development programs that focus on critical business issues, such as safety

PLANNED INTERNAL ACTIVITIES

We will continue to engage our employees by:

- Incorporating Supplier Diversity and Development into the Category Management team as a strategic business partner that delivers supplier diversity solutions with mutual stakeholder benefits
- Working together to establish spend targets for each Organizational Unit to support our corporate goal of maintaining 40 percent spend with diverse suppliers
- Utilizing SDDLDC members as internal champions to identify and address important supplier diversity issues
- Developing data analytics and performance reports to assist Organizational Units with strategic planning activities
- Executing “Meet the Primes” matchmaking events in targeted procurement areas, as appropriate
- Organizing “Reverse Trade Fairs” for IT and legal service providers so diverse firms get an in-depth view of our business model and objectives and facilitating a meet and greet with key Organizational Unit representatives

- Redeveloping and launching the fourth Mentorship Program class to include a more robust executive education curriculum. In addition, the program will focus on more internal engagement and mentoring from the Organizational Units.
- Building on the success of our Contractor Safety workshop, we will expand the program from four to eight hours to include safety certifications and training
- Offering our Contract Readiness workshop series to diverse firms earning less than \$5 million in revenues to broaden the pool of suppliers capable of working with us
- Collaborating with other state utilities and sponsoring/hosting the Elevate Entrepreneur Institute. This three-part workshop series for diverse firms, in collaboration with the University of California, Riverside and Spectrum Knowledge, will focus on strategic thinking, influence and innovation to increase business owners' chances for success.



SCE's Gloria Burton and Brian Gatus (left) meet with a supplier during business matchmaking at the National Gay & Lesbian Chamber of Commerce's International Business & Leadership Conference.

PLANNED EXTERNAL ACTIVITIES

We will continue our partnerships with various minority business advocacy organizations that share our commitment to supplier diversity. Our planned activities include the following:

African American Businesses

Our efforts will focus on working with community organizations to identify and/or develop African American firms in such areas as underground/overhead utilities and general construction. We



“Supply Chain Integration is responsible for creating an environment where we leverage the expertise from strategic organizations, such as Supplier Diversity and Development, to drive value in our category strategies to benefit our shareholders, customers and communities. We recognize that early partnership with Supplier Diversity and Development and our Organizational Unit partners during our strategy development is critical to the overall success of each category as we solidify our commitment of corporate responsibility and look to expand our utilization of qualified diverse businesses while maintaining a competitive environment.”

**TIMOTHY COUGHLIN, PRINCIPAL MANAGER,
SUPPLY CHAIN INTEGRATION**

From left: Supply Management and Supplier Diversity and Development staff members Timothy Coughlin, Gloria Burton, Vincent Craney, Dina Reyes, Dennis Thurston and Jeffrey Rodriguez. Not pictured: Michael Bauern.

will continue to participate in networking events and mentorship programs with business and trade organizations and collaborate with peer utilities to source qualified firms for upcoming procurement opportunities.

Asian Pacific American Businesses

We will continue to partner with organizations to offer technical assistance and capacity building training workshops to Asian American businesses. We will also maintain our support of Asian American business organizations through various forms of sponsorships and outreach.

In 2017, SCE will partner with the US Pan Asian American Chamber of Commerce (USPAACC) to support its CelebrAsian Procurement Conference in San Diego as the presenting sponsor. We will also



Edison International President and CEO Pedro Pizarro (far left) and SCE President R.O. Nichols (far right) present the “Diverse Business of the Year Award” to California Fuels & Lubricants’ CEO Efrain Davalos and President Jaime Duenas at the Hispanic Heritage Month celebration.

join with USPAACC and other utilities to promote procurement opportunities with Asian American businesses.

Hispanic American Businesses

SCE will again play a prominent role in supporting the Hispanic American business community. Our activities will include serving on advisory boards with the USHCC, CHCC, various local Hispanic chambers of commerce and other business advocacy organizations. We will also join with our partners to identify and develop technical assistance/capacity building and other developmental programs to meet the specific needs of their members and advance mutual business goals. In addition, we will coordinate and execute targeted business matchmaking sessions between diverse suppliers and SCE, our prime suppliers and other companies to increase procurement opportunities.

Lesbian, Gay, Bisexual and Transgender Businesses

SCE will be a presenting sponsor for the 2017 NGLCC International Business & Leadership Conference. We will continue to build relationships with LGBT advocacy organizations to advance outreach efforts with lesbian, gay, bisexual and transgender business enterprises. In addition, we will continue to sponsor development and networking events, such as the NGLCC Strategic Growth and Development Institute and contract readiness workshops through local chambers.

Native American Businesses

We will continue to support the AICCC and serve as its Advisory Council co-chair as well as a leading sponsor for Expo '17, which focuses on tribal enterprise and individually owned American Indian/Alaska Native business capacity building and access to procurement opportunities. We will also hold workshops at the Procurement Technical Assistance Center and join with peer utilities and others to increase Tier 1 and Tier 2 spend with these suppliers.

Disabled Veteran Businesses

We will continue our focus on increasing opportunities with disabled veteran businesses. We believe our key partnerships with community-based organizations will help us achieve this outcome. SCE will be title sponsor of the Disabled Veteran Business Alliance Construction Expo at Camp Pendleton, providing us an opportunity to leverage relationships to source disabled veteran businesses to support upcoming SCE projects. We will also continue to include Human Resources at veteran events to offer insights into employment opportunities and deliver procurement information, training and matchmaking opportunities to help ensure further success.

In addition, we will utilize our contacts with other utilities and corporations. Together, we will plan outreach events that attract procurement agents, diverse businesses and prime contractors to increase subcontracting spend across the board.

Women Businesses

We will continue our support of women business entrepreneurs through a co-title sponsorship at the 20th annual WBENC Conference and Business Fair. In addition, SCE will again deliver technical assistance and capacity building training through partnerships with women business advocacy organizations on a regional and national level.

Other Organizations

We will continue to support minority business advocacy organizations and their events, including SCMSDC’s Minority Business Opportunity Day, National Minority Supplier Development Council’s annual conference, Edison Electric Institute’s Supplier Diversity Conference and other events.

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

We will continue to collaborate with others to increase the awareness and engagement of diverse firms in traditionally low utilization areas. In addition, we will participate in benchmarking efforts and attend conferences and other events to identify potential business opportunities for diverse firms.

PLANS FOR RECRUITMENT IN EXCLUDED CATEGORIES (10.1.4)

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

PLANNED SUBCONTRACTING ACTIVITIES (10.1.5)

Increasing diverse subcontracting spend will continue to be an area of focus for SCE, and close collaboration with our prime suppliers and internal stakeholders will be a key factor driving our success in 2017.

Supplier Diversity and Development will work with our internal reporting group to develop diverse subcontracting performance reporting metrics. In addition, Supplier Diversity and Development will work with our Supply Management team to monitor the performance of our prime suppliers to ensure they are meeting their diverse spend subcontracting goals.

We will again sponsor “Meet the Primes” events to introduce small and diverse businesses to our prime suppliers. These strategic and targeted events are designed to actively engage key stakeholders and provide diverse businesses with access to potential subcontracting work.

Furthermore, we will continue to emphasize the importance of supplier diversity with prime suppliers and engage in our standard business practice of requesting diverse subcontracting plans from them.

PROGRAM COMPLIANCE (10.1.6)

We again surpassed the CPUC’s diverse spend target of 21.5 percent and exceeded our 40 percent aspirational goal for the fourth consecutive year. We will continue to comply with General Order

156 program guidelines and seek innovative supplier diversity solutions in this changing industry. We will continue to participate in the CPUC’s supplier diversity forums and work with our peers through the Joint Utilities Committee to address program and industry challenges.



“With SCE’s Tehachapi Renewable Transmission Project habitat restoration phase, we garnished a new approach of separating the biology from the planting and site maintenance activities. This approach opened an opportunity to award the habitat restoration work to contractors with traditional construction experience. W. James Construction has navigated new territory with success through strong project management and a continuous standard for excellence. Through our partnership with W. James Construction, SCE has realized cost efficiencies and contributed to the growth of a diverse firm in a new industry. We are excited about this outstanding partnership.”

**JENNY MCGEE, HABITAT RESTORATION
ECOLOGIST/PROJECT MANAGER, SCE**

“Taking positive steps on a project of this magnitude involves a very strategic and well laid out plan. We are fortunate to be surrounded by a team of individuals with the experience and passion to clearly define that path. This has made our activities as an installation contractor easy to understand, allowing us to focus on successful implementation.”

WARREN JAMES, VICE PRESIDENT, W. JAMES CONSTRUCTION

SCE’s Jenny McGee and W. James Construction Project Manager Jason Olden assess the need for additional erosion control at a conventional tower.

2016 Annual Report

POWER PROCUREMENT

9.1.11.A PARTICIPATION RESULTS BY ENERGY CATEGORY

See page 23.

9.1.11.B MARKET CONDITIONS AND OUTREACH

Diverse spend in power procurement continues to present large challenges for SCE despite increased outreach activities to diverse suppliers. The long lead time required for certain projects, volatility and complexity of the market, in addition to certain capital and credit obligations, pose obstacles for diverse supplier participation.

Only a very small number of diverse firms regularly transact, even though Power Procurement and Supplier Diversity and Development have made efforts to bring new diverse suppliers into the market. Meanwhile, several diverse firms have exited the business while others have not been able to penetrate the market or declined to pursue recertification.

Among the challenges to developing sustainable, diverse energy firms is that the bulk of eligible energy spend is composed of long-term power purchase agreements (PPAs) and short-term forward physical gas and power transactions. The capital/credit requirements to participate in these markets are high and small businesses have difficulty raising the large amount of funds needed to secure financing.

Other less capital/credit intensive areas exist, including post-Commercial Operation Date (COD) subcontracting and brokerage transactions, but they are a relatively small portion of SCE's total eligible spend.

Based on forecasts, diverse power procurement will continue to be challenging due to market changes resulting from low natural gas prices, decreased utility gas needs and decreased utility need for renewables coming online to meet the 50 percent Renewables Portfolio Standard (RPS) goal by 2030. This may further be impacted with the potential formation of Community Choice Aggregation (CCA).

There continues to be an opportunity for participation by the Hopi Tribe and/or Navajo Nation that qualify under the requirements of D.13-02-004. These projects may be entitled to use available funds from the Mohave SO2 Revolving Fund to meet the development security obligations under an RPS PPA, subject to the provision of the necessary documentation and assurances in a final agreement, or financing such capital/credit intensive projects. However, since the establishment of the fund, there have not been any Hopi Tribe or Navajo Nation members who have taken part in this program.

INTERNAL ACTIVITIES

We continued to discuss and promote supplier diversity through regular briefings on diverse energy procurement with the SCE energy procurement team. We also provided quarterly updates on our diverse spend progress to the energy procurement executive leadership team.

EXTERNAL ACTIVITIES

Partnering with other IOUs, we led efforts to enhance our annual reporting to better track and understand our collective progress with diverse firms involved in power procurement.

Other activities included:

- Leading IOUs and commission staff on quarterly meetings to coordinate and discuss changes in the energy markets
- Hosting several bidder conferences (in-person and via webinar for all suppliers, including diverse firms) to communicate information on how to do business with SCE
- Partnering with AICCC to reach members about the Hopi/Navajo tribal fund and the California energy market
- Collaborating with the Department of Energy and Indian Energy Department on a 2017 outreach strategy for Native American energy suppliers

PRE-COD POWER PROCUREMENT SUBCONTRACTING SPEND

Product	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)*	Total Pre-COD Subcontracting
		Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Total	Total	Total	Total	Total	Total
Renewable Power	\$	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$80,500	\$0.00	\$80,500	\$0.00	\$0.00	\$0.00	\$80,500	\$174,979	\$0.00	\$0.00	\$0.00	\$255,479
Non-Renewable Power	\$	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total	\$	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$80,500	\$0.00	\$80,500	\$0.00	\$0.00	\$0.00	\$80,500	\$174,979	\$0.00	\$0.00	\$0.00	\$255,479

*Firms classified as 8(a) by the Small Business Administration includes non-WMDVLGBTBE
 The table above represents the pre-Commercial Operation Date (COD) subcontracting spend for power procurement

2016 Annual Report
FUEL PROCUREMENT FOR NON-GENERATION

SCE has been successful in the area of fuels for non-generation with 100 percent participation by diverse suppliers, exceeding the CPUC’s 21.5 percent goal. We will continue to create opportunities for diverse firms in this area as procurement opportunities arise.

9.1.11.A PARTICIPATION RESULTS BY FUEL CATEGORY

Participation results are shown on page 25.

9.1.11.B MARKET CONDITIONS AND OUTREACH

SCE has 100 percent participation in fuels for non-generation and exceeded the CPUC’s 21.5 percent goal.

We continued to work with community-based organizations to reach diverse suppliers for future fuel procurement opportunities.



From left, Veterans In Business Network Chairman Cole Woodman, SCE Supplier Diversity Manager Dennis Thurston and VIB member Jensen Shirley.



Don Martinez of Domar Inc. conducts an interactive training exercise for EDGE workshop participants.

9.1.11.A PARTICIPATION RESULTS BY FUEL CATEGORY

Product ¹	Unit ³	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							
LPG	\$	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$843,666	\$0.00	\$843,666	\$0.00	\$0.00	\$0.00	\$0.00	\$843,666	\$0.00	\$0.00	\$665,006	\$0.00	\$1,508,672	\$1,508,672
	%	0.00%	0.00%	0.00%	0.00%	0.00%	55.92%	0.00%	55.92%	0.00%	0.00%	0.00%	0.00%	55.92%	0.00%	0.00%	44.08%	0.00%	100.00%	
Overall Total \$		\$0.00	\$0.00	\$0.00	\$0.00	\$843,666	\$0.00	\$843,666	\$0.00	\$0.00	\$0.00	\$0.00	\$843,666	\$0.00	\$0.00	\$665,006	\$0.00	\$1,508,672	\$1,508,672	
Overall Total %		0.00%	0.00%	0.00%	0.00%	55.92%	0.00%	55.92%	0.00%	0.00%	0.00%	0.00%	55.92%	0.00%	0.00%	44.08%	0.00%	Overall WMDVLGBTBE %: 100%	100%	

NOTE: LPG - Liquefied Petroleum Gas
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
³Percentage (%) calculated by each category and total overall procurement spend
 Dollars and Percentages reflect rounding difference

ATTACHMENTS

WMDVLGBTBE DIRECT PROCUREMENT BY PRODUCT AND SERVICE CATEGORIES

				Products		Services		Total	
				\$	%	\$	%	\$	%
1.	Minority Male	Asian Pacific American	Direct	\$30,768,506	3.76%	\$158,627,846	5.38%	\$189,396,352	5.03%
2.		African American	Direct	\$18,580,893	2.27%	\$26,450,103	0.90%	\$45,030,995	1.20%
3.		Hispanic American	Direct	\$135,919,799	16.60%	\$322,925,612	10.96%	\$458,845,412	12.18%
4.		Native American	Direct	\$792	0.00%	\$53,642,499	1.82%	\$53,643,292	1.42%
5.		Total Minority Male	Direct	\$185,269,990	22.62%	\$561,646,061	19.05%	\$746,916,051	19.83%
6.	Minority Female	Asian Pacific American	Direct	\$127,577	0.02%	\$20,904,129	0.71%	\$21,031,706	0.56%
7.		African American	Direct	\$307	0.00%	\$23,835,759	0.81%	\$23,836,066	0.63%
8.		Hispanic American	Direct	\$2,102,134	0.26%	\$23,446,168	0.80%	\$25,548,302	0.68%
9.		Native American	Direct	\$12,910	0.00%	\$1,802,058	0.06%	\$1,814,968	0.05%
10.		Total Minority Female	Direct	\$2,242,928	0.27%	\$69,988,115	2.37%	\$72,231,042	1.92%
11.	Total Minority Business Enterprise (MBE)		Direct	\$187,512,918	22.90%	\$631,634,175	21.43%	\$819,147,093	21.75%
12.	Women Business Enterprise (WBE)		Direct	\$55,814,343	6.82%	\$448,741,025	15.22%	\$504,555,368	13.40%
13.	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)		Direct	\$0	0.00%	\$1,110,906	0.04%	\$1,110,906	0.03%
14.	Disabled Veteran Business Enterprise (DVBE)		Direct	\$31,765,218	3.88%	\$7,288,323	0.25%	\$39,053,541	1.04%
15.	Other 8(a)*		Direct	\$0	0.00%	\$0	0.00%	\$0	0.00%
16.	TOTAL WMDVLGBTBE		Direct	\$275,092,479	33.59%	\$1,088,774,429	36.94%	\$1,363,866,908	36.21%
17.	Total Product Procurement			\$818,906,216					
18.	Total Service Procurement			\$2,947,738,628					
19.	Procurement**			\$3,766,644,844					
20.	Total number of WMDVLGBTBEs that received direct spend			465					

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

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

Direct-Direct Procurement

%-Percentage of Procurement

Dollars and Percentages reflect rounding difference

WMDVLGBTBE SUBCONTRACTOR PROCUREMENT BY PRODUCT AND SERVICE CATEGORIES

				***Products		***Services		Total	
				\$	%	\$	%	\$	%
1.	Minority Male	Asian Pacific American	Sub	\$348,705	0.04%	\$28,377,307	0.96%	\$28,726,012	0.76%
2.		African American	Sub	\$2,511,404	0.31%	\$21,447,567	0.73%	\$23,958,971	0.64%
3.		Hispanic American	Sub	\$12,735,832	1.56%	\$47,984,183	1.63%	\$60,720,015	1.61%
4.		Native American	Sub	\$0	0.00%	\$2,839,743	0.10%	\$2,839,743	0.08%
5.		Total Minority Male	Sub	\$15,595,942	1.90%	\$100,648,799	3.41%	\$116,244,741	3.09%
6.	Minority Female	Asian Pacific American	Sub	\$24,388,695	2.98%	\$4,845,307	0.16%	\$29,234,002	0.78%
7.		African American	Sub	\$0	0.00%	\$41,744	0.00%	\$41,744	0.00%
8.		Hispanic American	Sub	\$2,017,877	0.25%	\$27,257,843	0.92%	\$29,275,720	0.78%
9.		Native American	Sub	\$48,598	0.01%	\$193,718	0.01%	\$242,316	0.01%
10.		Total Minority Female	Sub	\$26,455,170	3.23%	\$32,338,612	1.10%	\$58,793,782	1.56%
11.	Total Minority Business Enterprise (MBE)		Sub	\$42,051,112	5.14%	\$132,987,411	4.51%	\$175,038,523	4.65%
12.	Women Business Enterprise (WBE)		Sub	\$43,950,206	5.37%	\$84,730,210	2.87%	\$128,680,416	3.42%
13.	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)		Sub	\$0	0.00%	\$0	0.00%	\$0	0.00%
14.	Disabled Veteran Business Enterprise (DVBE)		Sub	\$1,861,183	0.23%	\$15,578,441	0.53%	\$17,439,624	0.46%
15.	Other 8(a)*		Sub	\$0	0.00%	\$0	0.00%	\$0	0.00%
16.	TOTAL WMDVLGBTBE		Sub	\$87,862,502	10.73%	\$233,296,061	7.91%	\$321,158,563	8.53%
17.	***Total Product Procurement			\$818,906,216					
18.	***Total Service Procurement			\$2,947,738,628					
19.	Procurement**			\$3,766,644,844					

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

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

***products and services based on contracted prime Products and Services

Sub-Subcontractor Procurement

%-Percentage of Procurement

Dollars and Percentages reflect rounding difference

WMDVLTBE Procurement by Standard Industrial Classifications

SIC Category	Asian Pacific American		African American		Hispanic American		Native American		Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	Other 8(a)	Total WMDVLTBE	Total Dollars
	Male	Female	Male	Female	Male	Female	Male	Female							
07. Agricultural Services	\$ 788,325 0.82%	\$ 0 0.00%	\$ 0 0.00%	\$ 0 0.00%	\$ 8,947,669 9.26%	\$ 1,201,154 1.24%	\$ 414,586 0.43%	\$ 704,916 0.73%	\$ 12,056,650 12.48%	\$ 28,943,512 29.95%	\$ 0 0.00%	\$ 1,192,216 1.23%	\$ 0 0.00%	\$ 42,192,378 43.66%	\$ 96,631,439
15. General Business Contractors	\$ 2,860,838 1.62%	\$ 4,933,067 2.79%	\$ 2,196,182 1.24%	\$ 0 0.00%	\$ 55,479,029 31.41%	\$ 2,225,430 1.26%	\$ 14,800,552 8.27%	\$ 1,044,279 0.59%	\$ 83,339,377 47.19%	\$ 27,212,194 15.41%	\$ 0 0.00%	\$ 2,085,415 1.18%	\$ 0 0.00%	\$ 112,836,966 63.77%	\$ 176,622,581
16. Heavy Construction Other Than Building Construction Contractors	\$ 54,816,476 4.32%	\$ 6,520,677 0.54%	\$ 24,731,314 2.04%	\$ 0 0.00%	\$ 202,831,027 16.72%	\$ 25,231,024 2.08%	\$ 33,889,115 2.79%	\$ 193,815 0.02%	\$ 348,246,668 28.70%	\$ 347,688,488 28.66%	\$ 0 0.00%	\$ 12,565,228 1.04%	\$ 0 0.00%	\$ 708,500,363 58.40%	\$ 1,213,258,965
17. Special Trade Contractors	\$ 33,212 0.08%	\$ 836 0.00%	\$ 127,407 0.31%	\$ 0 0.00%	\$ 2,305,454 6.00%	\$ 205,706 0.49%	\$ 129,559 0.31%	\$ 0 0.00%	\$ 3,002,364 7.19%	\$ 17,493,982 17.93%	\$ 0 0.00%	\$ 121,966 0.29%	\$ 0 0.00%	\$ 10,614,352 25.41%	\$ 41,771,515
23. Apparel and Other Textile Products	\$ 0 0.00%	\$ 0 0.00%	\$ 0 0.00%	\$ 0 0.00%	\$ 1,769,146 35.91%	\$ 0 0.00%	\$ 0 0.00%	\$ 12,910 0.25%	\$ 1,782,056 36.17%	\$ 14,561 0.30%	\$ 0 0.00%	\$ 2,788,808 56.61%	\$ 0 0.00%	\$ 4,585,425 93.07%	\$ 4,926,731
24. Lumber and Wood Products	\$ 612,892 0.96%	\$ 0 0.00%	\$ 0 0.00%	\$ 0 0.00%	\$ 317,348 0.50%	\$ 2,012,866 3.16%	\$ 0 0.00%	\$ 48,998 0.08%	\$ 2,991,555 4.69%	\$ 8,017,944 12.57%	\$ 0 0.00%	\$ 2,007,609 3.15%	\$ 0 0.00%	\$ 13,017,068 20.41%	\$ 83,782,383
25. Furniture and Fixtures	\$ 0 0.00%	\$ 0 0.00%	\$ 0 0.00%	\$ 0 0.00%	\$ 0 0.00%	\$ 0 0.00%	\$ 0 0.00%	\$ 0 0.00%	\$ 0 0.00%	\$ 13,764,504 93.83%	\$ 0 0.00%	\$ 3,488 0.02%	\$ 0 0.00%	\$ 13,767,992 93.85%	\$ 14,670,253
26. Paper and Allied Products	\$ 74,744 0.96%	\$ 46,228 0.63%	\$ 0 0.00%	\$ 0 0.00%	\$ 614,731 7.91%	\$ 1,705,834 21.94%	\$ 0 0.00%	\$ 0 0.00%	\$ 2,444,537 31.44%	\$ 636,357 8.18%	\$ 0 0.00%	\$ 844,111 10.86%	\$ 0 0.00%	\$ 3,925,005 50.48%	\$ 7,775,670
27. Printing and Publishing	\$ 0 0.00%	\$ 0 0.00%	\$ 0 0.00%	\$ 0 0.00%	\$ 0 0.00%	\$ 1,917 0.09%	\$ 0 0.00%	\$ 4,948 0.22%	\$ 7,986 0.36%	\$ 80,709 3.60%	\$ 0 0.00%	\$ 281 0.01%	\$ 0 0.00%	\$ 88,976 3.97%	\$ 2,242,277
28. Chemicals and Allied Products	\$ 1 0.00%	\$ 79 0.00%	\$ 0 0.00%	\$ 0 0.00%	\$ 3,549 0.10%	\$ 0 0.00%	\$ 0 0.00%	\$ 0 0.00%	\$ 3,629 0.11%	\$ 1,086,172 31.83%	\$ 0 0.00%	\$ 1,092,835 32.03%	\$ 0 0.00%	\$ 2,182,636 63.96%	\$ 3,412,433
29. Petroleum and Coal Products	\$ 1,867 0.01%	\$ 45,927 0.32%	\$ 0 0.00%	\$ 0 0.00%	\$ 13,284,872 93.27%	\$ 0 0.00%	\$ 0 0.00%	\$ 0 0.00%	\$ 13,332,666 93.61%	\$ 3,684 0.03%	\$ 0 0.00%	\$ 0 0.00%	\$ 0 0.00%	\$ 13,336,350 93.64%	\$ 14,242,800
30. Rubber and Miscellaneous Plastics Products	\$ 0 0.00%	\$ 0 0.00%	\$ 0 0.00%	\$ 0 0.00%	\$ 2,739,847 68.97%	\$ 0 0.00%	\$ 0 0.00%	\$ 0 0.00%	\$ 2,739,847 68.97%	\$ 4,156 0.12%	\$ 0 0.00%	\$ 1,226,994 30.89%	\$ 0 0.00%	\$ 3,971,437 99.97%	\$ 3,972,502
32. Stone, Clay, and Glass Products	\$ 0 0.00%	\$ 0 0.00%	\$ 0 0.00%	\$ 0 0.00%	\$ 12,002,591 76.68%	\$ 2,79 0.00%	\$ 0 0.00%	\$ 0 0.00%	\$ 12,002,870 76.68%	\$ 2,044 0.01%	\$ 0 0.00%	\$ 38,968 0.25%	\$ 0 0.00%	\$ 12,043,881 76.94%	\$ 15,653,310
33. Primary Metal Industries	\$ 0 0.00%	\$ 22,676,492 22.05%	\$ 0 0.00%	\$ 0 0.00%	\$ 2,383,028 2.51%	\$ 0 0.00%	\$ 0 0.00%	\$ 0 0.00%	\$ 25,259,520 24.57%	\$ 6,077,304 5.91%	\$ 0 0.00%	\$ 648,207 0.63%	\$ 0 0.00%	\$ 31,985,031 31.11%	\$ 102,821,605
34. Fabricated Metal Products	\$ 0 0.00%	\$ 39 0.00%	\$ 8,111 0.03%	\$ 0 0.00%	\$ 3,666,691 11.84%	\$ 37,048 0.12%	\$ 0 0.00%	\$ 0 0.00%	\$ 3,711,889 11.96%	\$ 506,529 1.64%	\$ 0 0.00%	\$ 1,314,004 4.24%	\$ 0 0.00%	\$ 5,532,422 17.80%	\$ 30,980,377
35. Industrial Machinery and Equipment	\$ 3,883 0.01%	\$ 8,577 0.01%	\$ 0 0.00%	\$ 0 0.00%	\$ 2,624,734 3.96%	\$ 79,708 0.12%	\$ 0 0.00%	\$ 0 0.00%	\$ 2,716,901 4.10%	\$ 197,003 0.30%	\$ 0 0.00%	\$ 6,886,888 10.09%	\$ 0 0.00%	\$ 9,600,802 14.48%	\$ 86,295,973
36. Electronic and Other Electric Equipment	\$ 10,839,942 3.60%	\$ 1,364,759 0.45%	\$ 68,199 0.02%	\$ 0 0.00%	\$ 78,002,683 25.88%	\$ 7,742 0.00%	\$ 0 0.00%	\$ 0 0.00%	\$ 90,282,826 29.96%	\$ 36,888,093 12.23%	\$ 0 0.00%	\$ 5,742,030 1.91%	\$ 0 0.00%	\$ 132,892,949 44.10%	\$ 301,365,153
37. Transportation Equipment	\$ 0 0.00%	\$ 0 0.00%	\$ 23,672 12.68%	\$ 0 0.00%	\$ 2,487 1.33%	\$ 0 0.00%	\$ 0 0.00%	\$ 0 0.00%	\$ 26,158 14.01%	\$ 0 0.00%	\$ 0 0.00%	\$ 21,971 11.77%	\$ 0 0.00%	\$ 48,129 25.78%	\$ 186,715
38. Instruments and Related Products	\$ 1,607 0.00%	\$ 410 0.00%	\$ 0 0.00%	\$ 0 0.00%	\$ 5,088,939 11.45%	\$ 98,000 0.22%	\$ 0 0.00%	\$ 0 0.00%	\$ 5,186,956 11.86%	\$ 15,728,887 35.40%	\$ 0 0.00%	\$ 3,968,171 8.93%	\$ 0 0.00%	\$ 24,885,714 56.01%	\$ 44,434,329
39. Miscellaneous Manufacturing Industries	\$ 0 0.00%	\$ 0 0.00%	\$ 0 0.00%	\$ 0 0.00%	\$ 6,279 1.94%	\$ 0 0.00%	\$ 0 0.00%	\$ 0 0.00%	\$ 6,279 0.19%	\$ 814 0.00%	\$ 0 0.00%	\$ 238,217 55.88%	\$ 0 0.00%	\$ 247,309 58.02%	\$ 426,276
42. Trucking and Warehousing	\$ 14,553 0.35%	\$ 172,263 4.19%	\$ 0 0.00%	\$ 0 0.00%	\$ 1,824 0.04%	\$ 0 0.00%	\$ 0 0.00%	\$ 0 0.00%	\$ 188,640 4.59%	\$ 35,409 0.86%	\$ 0 0.00%	\$ 0 0.00%	\$ 0 0.00%	\$ 224,049 5.45%	\$ 4,110,129

WMDVLGBTBE Procurement by Standard Industrial Classifications

SIC Category	Asian Pacific American		African American		Hispanic American		Native American		Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	Other 8(a)*	Total WMDVLGBTBE	Total Dollars
	Male	Female	Male	Female	Male	Female	Male	Female							
45. Transportation By Air	\$ 0.00%	\$ 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%	\$274,955
47. Transportation Services	\$ 0.00%	\$ 0.00%	\$ 0.00%	\$ 0.00%	\$291,770 2.56%	\$2,498,616 20.23%	\$366,157 0.00%	\$0 0.00%	\$2,790,286 22.59%	\$2,341,984 18.96%	\$0 0.00%	\$0 0.00%	\$0 0.00%	\$5,132,370 41.56%	\$12,349,808
48. Communications	\$ 0.00%	\$ 0.00%	\$ 0.00%	\$ 0.00%	\$ 0.00%	\$366,157 1.12%	\$ 0.00%	\$ 0.00%	\$1,839,486 5.60%	\$1,366,558 4.16%	\$0 0.00%	\$0 0.00%	\$0 0.00%	\$3,206,054 9.77%	\$32,820,082
49. Electric, Gas, and Sanitary Services	\$ 1,008,581 4.29%	\$ 0.00%	\$86,405 0.36%	\$ 0.00%	\$4,880,928 20.31%	\$230,428 0.96%	\$621,251 2.59%	\$ 0.00%	\$6,827,593 28.41%	\$412,250 1.72%	\$0 0.00%	\$0 0.00%	\$0 0.00%	\$7,239,843 30.13%	\$24,030,327
50. Wholesale Trade-Durable Goods	\$ 19,582,275 18.80%	\$124,233 0.12%	\$20,992,315 20.15%	\$307 0.00%	\$13,828,427 13.28%	\$174,204 0.17%	\$ 0.00%	\$ 0.00%	\$54,706,760 52.52%	\$15,103,649 14.50%	\$0 0.00%	\$4,522,712 4.34%	\$0 0.00%	\$74,333,121 71.37%	\$104,156,696
51. Wholesale Trade-Non-durable Goods	\$ 0.00%	\$3,656 0.05%	\$ 0.00%	\$ 0.00%	\$274,432 4.06%	\$ 0.00%	\$792 0.01%	\$ 0.00%	\$278,880 4.15%	\$1,025,653 15.17%	\$0 0.00%	\$2,474,494 36.61%	\$0 0.00%	\$3,779,026 55.91%	\$6,759,629
52. Building Materials and Garden Supplies	\$ 0.00%	\$ 0.00%	\$ 0.00%	\$ 0.00%	\$33,870 15.83%	\$ 0.00%	\$ 0.00%	\$ 0.00%	\$33,870 15.83%	\$ 0.00%	\$ 0.00%	\$6,884 3.22%	\$ 0.00%	\$40,754 19.04%	\$214,011
55. Automotive Dealers & Gas Svcs Stns	\$ 0.00%	\$242,873 0.64%	\$ 0.00%	\$ 0.00%	\$11,809,979 31.15%	\$ 0.00%	\$ 0.00%	\$ 0.00%	\$12,052,852 31.79%	\$727,056 1.92%	\$0 0.00%	\$0 0.00%	\$0 0.00%	\$12,779,908 33.71%	\$37,909,688
56. Eating and Drinking Places	\$ 0.00%	\$70,938 2.71%	\$1,162,529 44.40%	\$ 0.00%	\$ 0.00%	\$74,633 2.85%	\$ 0.00%	\$ 0.00%	\$1,308,100 49.96%	\$50,388 1.92%	\$0 0.00%	\$0 0.00%	\$0 0.00%	\$1,358,487 51.88%	\$2,618,455
63. Insurance Carriers	\$ 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%	\$33,097,177
65. Real Estate	\$ 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%	\$62,941
72. Personal Services	\$ 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%	\$302,101
73. Business Services	\$ 57,940,219 11.09%	\$1794,640 0.34%	\$8,069,491 1.54%	\$2,768 0.00%	\$63,370,423 12.13%	\$12,451,691 2.38%	\$2,504,193 0.48%	\$1,778 0.00%	\$160,636,857 30.76%	\$39,155,300 7.49%	\$0 0.00%	\$4,087,415 0.78%	\$0 0.00%	\$203,879,572 39.03%	\$522,427,970
75. Auto Repair, Services, and Parking	\$ 0.00%	\$ 0.00%	\$279,739 4.09%	\$ 0.00%	\$608,522 8.90%	\$334,294 4.89%	\$ 0.00%	\$ 0.00%	\$1,222,554 17.85%	\$204,623 2.99%	\$0 0.00%	\$15,200 0.22%	\$0 0.00%	\$1,442,377 21.10%	\$6,837,046
76. Miscellaneous Repair Services	\$ 244,262 1.04%	\$73,622 0.31%	\$ 0.00%	\$ 0.00%	\$1,127,473 4.81%	\$75,330 0.32%	\$128,560 0.55%	\$ 0.00%	\$1,649,266 7.04%	\$77,239 0.33%	\$0 0.00%	\$0 0.00%	\$0 0.00%	\$1,726,506 7.37%	\$2,417,254
78. Motion Pictures	\$ 0.00%	\$ 0.00%	\$29,822 1.29%	\$ 0.00%	\$ 0.00%	\$ 0.00%	\$ 0.00%	\$29,822 1.20%	\$ 0.00%	\$ 0.00%	\$ 0.00%	\$ 0.00%	\$ 0.00%	\$29,822 1.29%	\$2,483,709
80. Health Services	\$ 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%	\$1,084,622
81. Legal Services	\$ 3,889,640 10.31%	\$435,519 1.15%	\$51,528 0.14%	\$ 0.00%	\$433,944 1.15%	\$31,155 0.08%	\$ 0.00%	\$ 0.00%	\$4,841,784 12.85%	\$1,068,931 2.83%	\$8,693 0.02%	\$0 0.00%	\$0 0.00%	\$5,919,408 15.69%	\$37,737,567
87. Engineering and Management Services	\$ 85,409,046 9.27%	\$1,747,875 1.67%	\$9,699,915 1.38%	\$9,328,529 1.32%	\$30,431,735 4.31%	\$5,776,476 0.82%	\$4,194,426 0.59%	\$46,039 0.01%	\$136,634,042 19.37%	\$7,697,787 10.87%	\$1,102,213 0.16%	\$2,799,023 0.40%	\$0 0.00%	\$217,233,065 30.80%	\$705,407,347
TOTAL	\$ 218,122,364 5.79%	\$50,265,708 1.33%	\$68,989,966 1.83%	\$23,877,810 0.63%	\$519,565,427 13.79%	\$54,824,022 1.46%	\$56,483,035 1.50%	\$2,057,284 0.05%	\$894,185,616 28.38%	\$633,235,784 16.81%	\$1,110,906 0.03%	\$56,493,165 1.50%	\$0 0.00%	\$1,685,025,470 44.74%	\$3,766,644,844
Total Product Procurement															\$818,906,216
Total Service Procurement															\$2,947,738,628
Procurement**															\$3,766,644,844

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

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

***Products and Services spend based on contracted prime Products and Services

Total Dollars – total procurement dollar amount in the specific SIC category • %–Percentage of Total Dollars

Dollars and Percentages reflect rounding difference

Number of WMDVLGBTBE Suppliers and Revenue Reported to the Clearinghouse

Data on Number of Suppliers

# WMDVLGBTBEs	Revenue Reported to CHS***						Utility-Specific 2016 Summary					
	MBE	WBE	LGBTBE	DVBE**	Other 8(a)*	Grand Total	MBE	WBE	LGBTBE	DVBE	Other 8(a)*	Grand Total
Under \$1 million	93	89	0	NA	0	182	250	229	1	29	0	509
Under \$5 million	88	83	2	NA	0	173	59	46	1	5	0	111
Under \$10 million	47	39	0	NA	0	86	15	9	0	1	0	25
Above \$10 million	119	87	0	NA	0	206	23	14	0	1	0	38
Total	347	298	2	NA	0	647	347	298	2	36	0	683

Revenue and Payment Data

# WMDVLGBTBE \$M	Revenue Reported to CHS***						Utility-Specific 2016 Summary					
	MBE	WBE	LGBTBE	DVBE**	Other 8(a)*	Grand Total	MBE	WBE	LGBTBE	DVBE	Other 8(a)*	Grand Total
Under \$1 million	\$34.5	\$36.0	\$0.0	NA	\$0.0	\$70.5	\$47.4	\$36.9	\$0.0	\$8.1	\$0.0	\$92.5
Under \$5 million	\$231.9	\$193.1	\$4.8	NA	\$0.0	\$429.9	\$140.2	\$109.6	\$1.1	\$12.8	\$0.0	\$263.7
Under \$10 million	\$333.0	\$277.8	\$0.0	NA	\$0.0	\$610.8	\$96.5	\$58.1	\$0.0	\$7.3	\$0.0	\$161.9
Above \$10 million	\$38,643.9	\$19,175.0	\$0.0	NA	\$0.0	\$57,818.9	\$710.0	\$428.6	\$0.0	\$28.3	\$0.0	\$1,167.0
Total	\$39,243.3	\$19,681.9	\$4.8	NA	\$0.0	\$58,930.0	\$994.2	\$633.2	\$1.1	\$56.5	\$0.0	\$1,685.0

NOTE: Data provided CHS -Supplier Clearinghouse

*Firms classified as 8(a) of Small Business Administration includes non-WMDVLGBTBE

**N/A – Revenue data for DVBEs are not available in CHS

*** If annual revenue for WMDVLGBTBE from Supplier Clearinghouse is less than

SCE annual revenue reported, then SCE's annual revenue was applied

Dollars and Percentages reflect rounding difference



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