PG&E was named 2016 Corporation of the Year by the National Gay and Lesbian Chamber of Commerce (NGLCC)

PG&E was named 2016 Corporation of the Year by the National Gay and Lesbian Chamber of Commerce (NGLCC). The honor, given at the NGLCC’s 2016 National Dinner Awards in Washington, D.C. on Nov. 18, recognizes PG&E for their outstanding support and dedication to ensuring fairness and equal opportunity for LGBT suppliers, customers and employees.

"PG&E has been a leader in diversity and inclusion for decades. We recognize that it’s the strength of our diversity that makes our company and communities successful. We’re proud to be the first California utility to include LGBT in its supplier diversity program. Our commitment to diversity within the communities we serve is the right way to do business and how we’ll continue to work together in building a better California,” said PG&E Vice President, Federal Affairs and Policy and Chief Sustainability Officer Melissa Lavinson, who accepted the award on behalf of PG&E.
USPAACC (US Pan Asian and American Chamber of Commerce) Western Region hosted its 2016 Fall Event on Friday December 2nd in San Francisco. The event was organized in partnership with Google and PG&E and featured Top Asian American Business Awards and procurement connections. PG&E supplier, California Automotive Retailing Group, was one of the recipients of the Top Asian American Business Awards. Richard Ho received the award on their behalf. This award recognizes California, Nevada and Arizona-based Asian American businesses for their growth, innovation, leadership and community service.

The event featured corporations and their procurement executives, Asian American business owners, and industry professionals representing technology and other industry segments. Andrew Ly, CEO of Sugar Bowl Bakery and a board of directors member of the USPAAC West, delivered the welcoming remarks.

Andrew spoke about his history. Andrew, without any prior knowledge of the English language, immigrated to the United States from Vietnam in 1979. Determined to succeed in his new home country, he earned an Associate of Science degree in computer information science from City College of San Francisco and went on to receive his Bachelor of Science degree in business administration from San Francisco State University in 1986. Two years prior to graduation, Andrew partnered with his four brothers to purchase a small coffee shop named Sugar Bowl Bakery in San Francisco’s Richmond District. Under Andrew’s leadership and direction, Sugar Bowl Bakery has consistently achieved phenomenal growth rates. The bakery has been praised by President Barack Obama, during the 2013 immigration reform in San Francisco.
PG&E Suppliers complete JFK University Business Growth Acceleration Program

PG&E continues to strengthen its Technical Assistance Program initiatives to provide capacity building, education and coaching for Diverse Business Enterprises (DBEs) of all sizes. In 2016, PG&E sponsored two of its direct primes AP42 and Bjork Construction, to attend JFK University’s Business Growth Acceleration Program (BGAP). The program supports the creation and/or revision of a company’s strategic growth plan to improve future possibilities.

BGAP assists in diversifying business offerings to address over-dependence on a particular customer or product line. It also provides introductions to potential suppliers, mentors and strategic partnerships. The six month program includes 11 lectures introducing a depth of information to impact business performance.

2016 graduates of JFK University BGAP (L-R) Barbara Wichmann of Artemia Communications, Jean Bjork of Bjork Construction and Imelda Alejandrino of AP42.

PG&E’s 2016 Prime Supplier Academy Program

The Prime Supplier Academy (PSA) was designed in 2015 for PG&E’s Supply Chain Responsibility organization, to train suppliers on how to move their supplier diversity and sustainability initiatives to levels of excellence. It gives them tools to fulfill their commitments to PG&E, as well as, increase their ownership, engagement and collaboration of supplier diversity and sustainability in their value chain.

The Prime Supplier Academy’s second year was a success. The Academy’s training workshops this year were designed to help PG&E prime suppliers enhance their success as they designed plans to meet supply chain responsibility requirements. In 2016, the Prime Supplier Academy delivered a group of workshops that provided a deeper understanding of the value of supply chain responsibility, mentorship, value chain analysis and DBE opportunity identification. Over 100 companies participated in the in-person and web-based workshops.

PG&E Again Recognized by United States Hispanic Chamber of Commerce

PG&E was named to the United States Hispanic Chamber of Commerce’s “Million Dollar Club” for the third consecutive year. PG&E, which was ranked as one of the top 10 in the United States on the list, was honored for spending a record $602.4 million with Hispanic-owned businesses in 2015. PG&E received the Million Dollar Club recognition during the USHCC’s national convention in Miami.

The Million Dollar Club was established to recognize corporations that actively demonstrate a commitment to minority and women-owned enterprises through their work with minority suppliers. The 2016 honorees invested a minimum of $25 million to more than $1 billion in Hispanic-owned businesses.

“Over the last three decades, PG&E has concentrated on working with suppliers that reflect the diversity of the communities we serve,” said Gun Shim, PG&E vice president of supply chain management. “Our efforts, including those within the Hispanic community, have helped numerous businesses succeed while bolstering local economies. We’re very proud to have received this recognition from the USHCC.”

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Also at the USHCC Annual Conference, PG&E sponsored a panel discussion featuring a few graduates from our Supplier Development Program. The panel discussion titled, Diverse Suppliers Leading the Way, highlights how these suppliers are using tools gained from their education in the Supplier Development Program to make their business stronger and PG&E more innovative. Suppliers included Maria Thompson, CEO of Agile Sourcing Partners, Marco Campo, Principle of Campos EPC, and Rafael De La Cruz, CEO of Bay Area Traffic Solutions.

Maria Thompson highlighted that suppliers “need to be a disruption. Look at your customer’s pain points and offer solutions.” On that same note, Campos noted “that he would rather have a customer that he struggles and grows with than a bad customer. De La Cruz’s company works to be the best in the industry and provide the best solutions for his customers and employees. All three suppliers focus their efforts on improving their customer’s operations. Their message was well received by the audience of corporate employees, small diverse business, and community partners.

(Article written by: Tony Khing and Tiffany Rodriguez)

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**Awards**

PG&E was recognized by the AIDC and was inducted into the WBE Hall of Fame as an exemplary company with a strong supplier diversity program that supports the development of WBE.

PG&E was recognized by Astra as the 2017 Regional Corporation of the Year.

The NMSDC recognized PG&E with the “Gazelle” award.
Osceola Consulting Wins NMSDC Minority Supplier of the Year

Osceola Consulting is a Native American-owned management consulting and technology services company that has been doing business with PG&E since 2014. Given their recent growth and success in both client and community development, Osceola was recently awarded 2016 Minority Supplier of the Year by the Southern California chapter of the National Minority Supplier Development Council (NMSDC). Osceola was also named Regional winner for the West and will go on to Chicago in October this year with a chance to win NSMDC’s national award.

“These wins are attributable in part to the company’s commitment, sponsorship, and support of supplier diversity including our program here at PG&E,” says Joan Kerr, Director, PG&E Supply Chain Responsibility.

According to Kevin Narcomey, Osceola Consulting President and CEO, “My company’s success has been fostered by the leadership of PG&E to bring together large non-diverse companies with small and diverse business to provide new approaches to proven solutions with creative thinking and innovative problem solving like the 2014 California Utilities Diversity Council Forum on Consulting Services.”

As a direct result of participating in the 2014 Forum, Osceola was introduced to leading Tier 1 suppliers at PG&E including PricewaterhouseCoopers (PwC). The companies’ relationship quickly developed into a broad-based strategic partnership. PwC and Osceola have since teamed on a number of initiatives at PG&E including the Mariner Program in Gas Operations, Materials Traceability, SAP Project Systems Implementation (SPSI), Energy Insight, Interval Data Analytics, and Contract Forecast Management.

As a referral from PwC, Osceola is now supporting Jacobs Engineering on the Electric Vehicle infrastructure program. Osceola is also participating in the Agile-1 program as a preferred supplier of change management consulting services. Collectively, these relationships highlight how leading Tier1 suppliers at PG&E have been able to leverage the capabilities of much smaller, niche firms such as Osceola to successfully team on major technology and process improvement programs here at PG&E.

PG&E does not endorse using any specific supplier. This article is strictly for informational and educational purposes only.

Diverse Contractor highlights on “How to be a valuable PG&E supplier”

Alvah Contractors Inc. provides underground and overhead electric distribution construction services throughout PG&E’s service territory – from Eureka to Chico, down to Bakersfield and San Luis Obispo. They are one of the few suppliers that specialize in providing services in heavily populated urban areas. Their current main focus is to support PG&E needs in San Francisco.

Alvah’s success is a result of opportunities and support from PG&E. It also aspires to continue to achieve the goals and requirements of being the contractor and the employer of choice. They continuously meet the rigorous PG&E standards of the Gold Shovel Program and they have consistently received an “A” grade in ISNetworld. To date, they have no WPE (Work Performance Errors) and have had no safety incidents in the 30+ projects in San Francisco.

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Alvah has worked with PG&E to create a unit price structure for the T-GRAM/T-GRAL projects. Through the implementation of this unit pricing PG&E has seen over 10% in savings for each project.

Alvah is a diverse contractor and they support other diverse suppliers by spending 30 percent on products and services from minority suppliers which also includes vendors in other lines of businesses. They incorporate an outstanding sustainability model, through their purchase and use of LEED-qualified/low emission and zero-emission vehicles and equipment.

They currently employ engineers, project and program managers with the highest in expertise required to work efficiently in handling all the aspects of their existing projects and especially their contract management. Alvah has a great reputation in the construction community and is consistent with the company’s high ethical standards throughout their field of work, hence has often been chosen by other contractors as a business partner for PG&E and other customers.

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**New Employees**

**Dionne Adams**

Dionne replaces Salvador Enriquez and will manage small business and communications strategies as well as regulatory compliance. Over the coming months, she will also work with David Pell to transition supplier diversity support for External Affairs and Public Policy.

Dionne comes to us from the Regulatory Affairs team where she supervised a group of Case Coordinators supporting PG&E rate cases brought before the California Public Utilities Commission. She also served as the Diversity and Inclusion Champion for Regulatory Affairs. Dionne is the President of the Black ERG and participated in supplier diversity programs and community initiatives as part of that role. She has been with PG&E for close to 15 years and has worked in the various LOBs including the CPUC and FERC side of Regulatory Relations, Account Services, Customer Energy Solutions and Gas Operations.

Dionne holds a Bachelor of Arts in Business Administration, with an emphasis in Marketing from San Francisco State University and a Masters of Public Administration from Golden Gate University.

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**Lynette Hall**

Lynette Hall has joined the PG&E team as a Senior Supply Chain Responsibility Consultant. Lynette will manage a number of programs including our Supplier Diversity Outreach Ambassador Program, CPUC annual reporting process and other key initiatives in the Supply Chain Responsibility area.

Lynette joins us from the California Public Employees Retirement System (CalPERS), where she managed the supplier diversity program for three years as the Small Business/DVBE Advocate. During her tenure, she more than doubled the DVBE spend at CalPERS to 9.69 percent. She was the recipient of various awards, including the CA SB/DVBE Advocate of the Year and the SB Program Innovation Award. Lynette was instrumental in developing policies and procedures for program compliance. Prior to CalPERS, Lynette was a Senior Legislative Analyst for the California Department of Public Health. Her background also includes lobbying on behalf of drug policy and criminal justice reform and various labor issues. She is a graduate of Clark Atlanta University in Atlanta, where she obtained a Bachelors of Arts in Psychology.
Timothy Evans

Timothy Evans is coming to us from Comcast Cable’s California Regional office. Timothy has worked for Comcast for the past five years. During this time, Timothy has singly developed and managed Comcast’s California entire Supplier Diversity program. Timothy will be managing Gas Operations.

Timothy is an Alliance of Supplier Diversity Professional (ASDP) Certified Supplier Diversity Professional, CSDP, and holds a Masters of Business Administration degree from the Keller Graduate School of Management, Chicago, Illinois. Timothy also holds an Electronic Engineering Technology BS degree, from DeVry Institute of Technology, Chicago, Illinois.

Meet our Supply Chain Responsibility Team

Here are our Supply Chain Responsibility team members (previously Supplier Diversity and Sustainability) and their assigned business portfolios. We encourage you to visit the PG&E website (www.pge.com/supplychainresponsibility) for the most current updates and information.

**Joan Kerr, Director**
Supply Chain Responsibility

**Andraya Montano, Director’s Assistant**
Supply Chain Responsibility

**Jerilyn Gleaves, Supply Chain Responsibility Manager**
CBO Lead: Native American, African American
Process Lead: LOB Champions Process, Supplier Diversity Consultant Process

**Lili Kwan, Supply Chain Responsibility Manager**
CBO Lead: WRMSDC, NMSDC,
Process Lead: Supplier Diversity Operations, Program Management

**Deb Bonner, Supply Chain Responsibility Manager**
Process Lead: Supplier Environmental and Sustainability Program

**Tiffany Rodriguez, Supply Chain Responsibility Consultant**
LOB: Generation
CBO: Hispanic/Latino
Process Lead: Supply Chain Sustainability

**David Pell, Supply Chain Responsibility Consultant**
LOB: IT, Customer Care, External Affairs and Public Policy
CBO: Women
Process Lead: Grid of Things

**Kristen Hickey, Supply Chain Responsibility Consultant**
LOB: Shared Services, Corporate Services
CBO: LGBT

**Alejandro Serrudo, Supply Chain Responsibility Consultant**
LOB: Electric Operations

**Cherry Crosby, Supply Chain Responsibility Consultant**
CBO Lead: Asian
Process Lead: Prime Supplier Academy, Supplier Development Program, Supply Chain Responsibility Awards, Results Support

Continued on next page ...
**Bob LeFave**, Supply Chain Responsibility Consultant  
Process Lead: Results and Reporting, Prime Supplier Program, DS are Cybersecure  

**Dionne Adams**, Supply Chain Responsibility Consultant  
Process Lead: Small Business, Communications, Regulatory  

**Lynette Hall**, Supply Chain Responsibility Consultant  
CBO Lead: Service Disabled Veterans  
Process Lead: Outreach, Ambassador Program, GO-156 Annual Filing  

**Timothy Evans**, Supply Chain Responsibility Consultant  
Process Lead: Gas Operations  

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### 2017 Supplier Diversity Calendar of Events

<table>
<thead>
<tr>
<th>Date</th>
<th>Organization</th>
<th>Event Name</th>
<th>Location</th>
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<tbody>
<tr>
<td>02/27/17</td>
<td>California Asian Pacific Chamber of Commerce</td>
<td>Asian and Pacific Islanders Legislative Caucus Dinner</td>
<td>Sacramento, CA</td>
</tr>
<tr>
<td>03/14/17</td>
<td>California Asian Pacific Chamber of Commerce</td>
<td>Legislative Summit &amp; Reception</td>
<td>Sacramento, CA</td>
</tr>
</tbody>
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**Edits:** Lili Kwan