

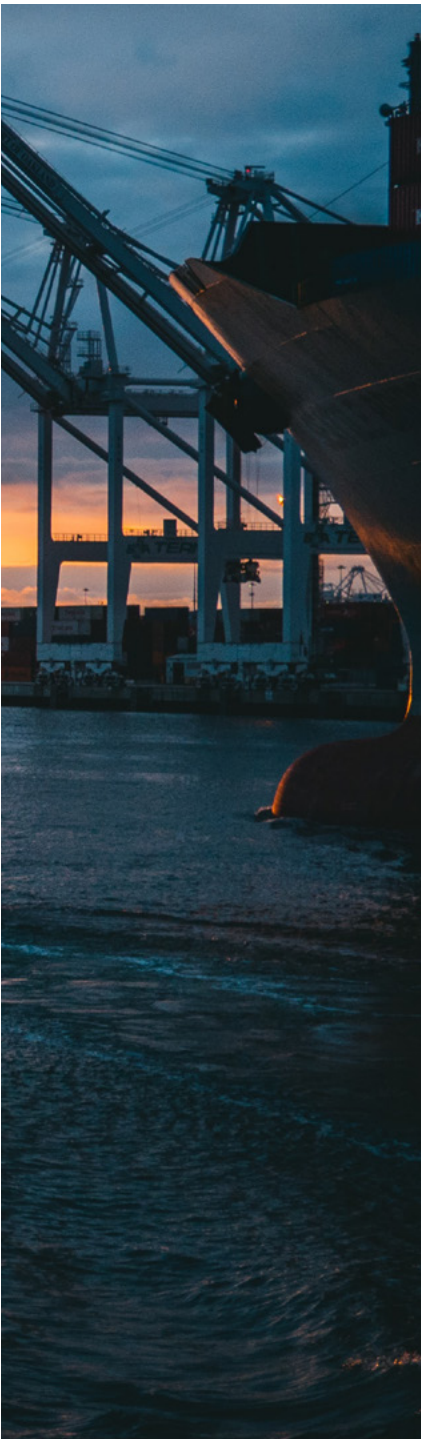


**MARCH 1, 2021**

# **Supplier Diversity 2020 Annual Report & 2021 Annual Plan**

GREENER ENERGY ▪ LOWER RATES ▪ EMPOWERING OUR COMMUNITY





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# Message from EBCE CEO Nick Chaset



This past year, the communities that we serve across Alameda County have faced unprecedented challenges to public health, economic security, and the environment while also reckoning with social and racial justice. Throughout 2020 East Bay Community Energy has worked to find ways to support community wellbeing through direct investment in local clean energy projects that have created hundreds of good, family-sustaining jobs, the provision of \$2 million in COVID-19 relief grants to over 50 community-based organizations, and over \$10 million in direct customer bill savings. It is in this context, that I am pleased to submit East Bay Community Energy's first Supplier Diversity Report to the California Public Utilities Commission.

East Bay Community Energy (EBCE) is a public agency that was formed by our communities to provide greener energy at lower rates and invest in local clean power projects. EBCE buys power from clean sources like wind, solar, and hydropower, making critical investments for the sustainability of our community and the future of the planet. We are also proudly investing in local resilience efforts, working to progress local battery storage projects through the Oakland Clean Energy Initiative and offering our own local programs to help customers install clean energy technologies.

As a public agency, we do not have shareholders, so our processes and decisions are completely transparent. We reinvest any excess revenue back into the community to create local green energy jobs, local programs, and clean power projects. EBCE also invests dollars directly in our community through local grants, sponsorships, and local procurement efforts, purchasing goods and services from small and local businesses to the greatest degree we can. We take great pride in our role not only to provide clean energy, but to invest in the total health and opportunity of those we serve.

## NICK CHASET

CEO, East Bay Community Energy

A handwritten signature in blue ink, appearing to read 'Nick Chaset', with a long horizontal flourish extending to the right.

# Executive Summary

East Bay Community Energy (“EBCE”) hereby submits its first Supplier Diversity Annual Report for 2020 in accordance with the requirements of SB 255 (2019, Hertzberg).

EBCE is a Joint Powers Authority (“JPA”) formed on December 1, 2016 pursuant to California Government Code §§ 6500 et. seq. to provide community choice energy to its member jurisdictions: the County of Alameda and each of the following cities incorporated therein: Albany, Berkeley, Dublin, Emeryville, Fremont, Hayward, Livermore, Oakland, Piedmont, San Leandro, and Union City. EBCE started serving Alameda County businesses and municipalities in June 2018 and began serving residential customers in November 2018. In 2020, EBCE added the Alameda County cities of Newark and Pleasanton, as well as the city of Tracy in San Joaquin County, to the JPA, and EBCE will begin serving customers in those new jurisdictions in April 2021.

As a California local government entity bound by California Prop 209, EBCE is prohibited from considering race, sex, color, ethnicity, or national origin in its contracting. Accordingly, in contrast to California’s electrical corporations, EBCE does not set supplier diversity targets or goals. EBCE has, however, established outreach and education plans for 2021 to ensure that EBCE’s current suppliers and potential future suppliers are aware of the California Public Utilities Commission (“CPUC”)-supervised Supplier Clearinghouse. EBCE is also establishing a process to provide technical assistance to suppliers who are interested in applying to the Supplier Clearinghouse for certification as a Women, Minority, Service-Disabled Veteran, and/or LGBT-owned business enterprise (“WMDVLGBTBE”).

EBCE’s contracting process is not influenced by the Supplier Clearinghouse certification status of its potential suppliers. EBCE does not collect data from its suppliers on their status as a diverse business or certified vendor until after the contract with EBCE is executed. In order to provide the state with data on EBCE’s annual spend with diverse suppliers, EBCE has recently begun asking its suppliers to provide information on their diverse status after contract execution through our Supplier Diversity Questionnaire.

Educating suppliers about the Supplier Clearinghouse and providing technical support should increase certification levels of diverse firms over time. Certification brings those vendors greater promotion and visibility to the non-government utility companies that do utilize the Clearinghouse database in their search for suppliers. Furthermore, if certified vendors gain additional contracts with the utility companies, they broaden their value as potential suppliers to entities such as EBCE based on their additional experience and expertise. In other words, encouraging greater participation in the Supplier Clearinghouse can strengthen and broaden the pool of experienced diverse suppliers available in the marketplace in the future.

While EBCE does not prefer diverse suppliers in its solicitations or procurement selections, in accordance with California Prop 209, EBCE does prefer local suppliers located in the Alameda County and City of Tracy service territory. EBCE’s commitment to local investments is laid out in its Local Development Business Plan<sup>1</sup> (“LDBP”). The LDBP is intended to develop a comprehensive framework for accelerating the development of clean energy assets within Alameda County. The LDBP explores how EBCE can contribute to fostering local economic benefits, such as job creation, customer cost-savings, and community resilience. The LDBP also identifies opportunities for development of local clean energy resources, explains how to achieve EBCE’s community benefits goals, and provides strategies for local workforce development for adoption by the EBCE Board of Directors.

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<sup>1</sup> <https://ebce.org/local-development-business-plan/>

# 2020 Annual Report



## 9.1.1 Description of WMDVLGBTBE Activities

EBCE recognizes our role and opportunity as a local public agency, investing millions of dollars into our community and our state every year. While we do not express nor exhibit preference to diverse suppliers, as per California Prop 209, we do hold a strong commitment to investing directly in our service territory to the greatest degree possible. This takes the form of maximizing our direct purchasing from companies and organizations with their home in Alameda County and/or the City of Tracy. It also takes the form of deploying clean energy assets and customer programs that create local jobs and provide economic benefit to our customers.

In 2020, EBCE spent a total of \$400,820,685.<sup>2</sup> 98.3% of that was on power procurement,<sup>3</sup> while the remainder was predominantly spent on professional services, community grants, and administrative spend. EBCE — and all CCAs for that matter — face different total purchasing needs, along with restrictions on supplier selection criteria relative to the investor-owned utilities. As such, our diverse supplier spend is only a small portion of our annual net procurement, as is further detailed in Section 9.1.2. To promote and grow the statewide Supplier Diversity program we approach our Supplier Diversity activities in an innovative way that drives the program forward, while staying within the legal bounds that constrain CCAs from setting targets and expressing preference for diverse suppliers. Below are the activities undertaken in 2020 to that end.

### INTERNAL ACTIVITIES

#### Diversity, Equity, and Inclusion (“DEI”)

- Implementing EBCE’s Supplier Diversity program was a top priority in 2020 within our internal DEI initiatives.

#### Staff Engagement

- All of EBCE staff learned about GO 156 and the Supplier Diversity program in an internal presentation on DEI initiatives.
- Individual staff members were responsible for directly sending the request to complete the Supplier Diversity Questionnaire, along with background information and resources on GO 156, to all the prime contractors with whom they manage the supplier relationship. This approach enhanced staff engagement with the program and prompted thorough responses and even some direct positive feedback from a number of suppliers.

#### CCA Collaboration

- EBCE staff joined numerous multi-CCA meetings to share our program actions and align on reporting plans. EBCE was one of a few CCAs that presented our existing Supplier Diversity-related activity to representatives from nearly all CCAs as they began to prepare for their own reports.

#### CPUC Collaboration

- EBCE staff also engaged with CPUC staff to ensure our reporting plans and formats would comply with legal requirements and feature the most relevant details.

<sup>2</sup> Net Procurement number as defined by the CPUC GO 156 table templates (i.e. includes purchase order, non-purchase, order, and credit card dollars) and CPUC guidance not to include staff salaries and benefits.

<sup>3</sup> Percentage calculated using all costs associated with EBCE power procurement as categorized by EBCE (i.e. all procurements reported in the table for section 9.1.1.1, plus transactions with IOUs/CCAs/other utilities, financial hedges, Inter-SC Trades, CAISO charges, scheduling fees, and applicable broker fees).

## 2021 Planning

- Coming out of our first year of Supplier Diversity reporting, staff generated a number of ideas for additional offerings and components that EBCE can add to our Supplier Diversity program to increase our vendors' awareness of the CPUC program.
- Staff also identified various opportunities to improve internal processes and data capture to make our future reports even more thorough and robust.

## EXTERNAL ACTIVITIES

### Solicitations

- EBCE now has standard language we include in all of our goods, services, and power solicitations pertaining to Supplier Diversity. We provide background on "GO 156, state our inability to exhibit preference to diverse suppliers, and share our commitment to supporting the certification process of eligible contractors.

### Local Purchasing

- EBCE purchases goods and services from small and local businesses to the greatest degree we can. As per EBCE's Administrative Procurement Policy, procurements of goods, non-professional services, and professional services under \$10,000 in contract value may be made without a formal solicitation; these types of procurements are more likely to be sourced from small and/or local businesses, for which EBCE predominantly utilizes the Alameda County Small, Local, and Energy Business ("SLEB") Directory to source potential vendors. For larger procurements, and particularly those for which a formal competitive solicitation is issued, potential suppliers may receive points for their small or local business status, but EBCE does not make decisions solely based off of these classifications.

### Labor & Workforce Development

- EBCE expresses a strong preference, and in many cases a contractual requirement, for the use of local and Union labor. As prime contractors source subcontractors within these requirements they are more likely to contract with small and diverse businesses.
- EBCE also has growing partnerships to support local workforce development opportunities for our community members. Some of this work is in direct relation to the deployment of our local clean energy programs, and some is more generally dedicated to advancing clean energy jobs training, workforce development, and career pathways for young people of color, including a recent \$100,000 grant.

### Community Innovation Grants<sup>4</sup>

- Starting in April 2019, EBCE kicked off its Community Innovation Grant Program, offering up to \$40,000 grants for local energy-related projects that will deliver local benefits to targeted communities in areas such as job creation, workforce development, economic empowerment, and climate and social resilience, as well as projects that advance innovation and collaboration. Grant recipients are typically small and/or local businesses, utilizing grant funds to further their meaningful work in the community and expand their project portfolios.

### Community Sponsorships<sup>5</sup>

- EBCE is dedicated to reinvesting in our communities through a series of ongoing financial sponsorships and grants to local programs. Community Sponsorships are awarded three times per year. The maximum award amount is \$2,500 per organization per award round, and EBCE funds approximately 12 recipients per round. Community Sponsorships go to all sorts of incredible local organizations in categories spanning from STEM education to local resource conservation efforts to addressing food insecurity.

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<sup>4</sup> List of Community Innovation Grant recipients: <https://ebce.org/community-innovation-grants/>

<sup>5</sup> List of Community Sponsorships: <https://ebce.org/community-sponsorships/>

### **COVID-19 Community Relief Grants<sup>6</sup>**

- EBCE took several immediate actions to help our community during the COVID-19 crisis, including donating over \$2 million to local relief efforts and local organizations serving exceedingly vulnerable populations in the community, as well as donating personal protective equipment and masks to healthcare workers and local partners.

### **Supplier Diversity Questionnaire**

- Given the unique set of vendors EBCE works with, many do not hold contracts with the investor-owned utilities and were unaware of GO 156. When we distributed our survey, we quickly discovered the socialization of the program and the Supplier Clearinghouse was highly informative to many of our vendors. A number of eligible vendors noted their status and interest in pursuing certification as a result of learning of GO 156 and the Supplier Clearinghouse. We will offer them support in their pursuit of certification.
- In addition to collecting required data for this Annual Report, staff also took the opportunity to gather details and feedback relative to local job creation and workforce development opportunities that stem directly from our contracts. EBCE plans to use this information to further expand local job opportunities and evaluate our potential role in further strengthening the local clean energy business economy.

### **2021 Planning**

- Staff generated a number of ideas for additional offerings and components that EBCE can add to our Supplier Diversity program to increase our vendors' awareness of the CPUC program. They are detailed in the 2021 Annual Plan section of this report.

## **SUPPORT AND TECHNICAL ASSISTANCE TO SMALL AND DIVERSE BUSINESSES**

- EBCE is evaluating avenues to actively support contractors in getting certified, and we are committed to assisting our existing GO 156-eligible prime contractors in pursuing certification. In 2020, EBCE did not receive any requests for support in the certification application process.
- EBCE is also evaluating avenues to actively support our existing prime contractors in identifying certified subcontractors from the Supplier Clearinghouse where they have the need and interest. This program idea is further detailed in the 2021 Annual Plan section of this report.

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<sup>6</sup> List of COVID-19 Community Relief Grants: <https://ebce.org/covid-19-response/>

## **9.1.2 Summary of WMDVLGBTBE Purchases & Contracts**

EBCE is pleased to report that in our first year we have supported seven confirmed GO 156 certified suppliers, as well as at least four eligible suppliers. The eligible suppliers not yet certified represent 9.4% of our Questionnaire respondents and have identified as Minority-Owned, Women-Owned, and/or LGBT-Owned Business Entities. One business has already begun their certification application process and we will work with the others to support their pursuit of certification by the Supplier Clearinghouse.

As detailed in Section 9.1.1, given CCAs' total procurement landscapes being heavily weighted to power procurement and supplier selection never considering diverse supplier status for any procurement, our diverse supplier spend is only a small portion of our annual net procurement. EBCE's total procurement with certified vendors captures spend with small and local business services within our community and bespoke technical consulting services utilized to support our innovative new clean energy programs and power



portfolio management. All seven certified vendors highlighted in this 2020 Annual Report are California-based businesses. Three are based in EBCE's service territory, and additional three are located in other Bay Area counties, and the final vendor is located in Santa Cruz County.

## WOMEN-OWNED BUSINESS ENTITY PROCUREMENT

Of our seven certified diverse suppliers, five are certified at least as a Woman-Owned Business Entity ("WBE"), with one certified as both a Minority-Owned and Woman-Owned Business Entity ("WMBE"). In the tables within this Section 9.1.2, the WMBE-certified vendor was counted under the Total Minority-Owned Business Entity ("MBE") column, as there are fewer MBEs than WBEs in this year's report; this vendor was still counted under the appropriate Minority Female portions of the various tables, but was not double counted towards our total diverse spend.

- Blaisdell's Business Products is an Oakland-based office goods vendor that supplies EBCE with various office furniture and amenities.
- California Energy Circuit, Inc. is a Berkeley-based media outlet that produces an independent technical newsletter on California power markets and policy. EBCE subscribes to this newsletter.
- Eden I&R is a Hayward-based social services platform whose largest program, 211 Alameda County, connects callers with live resource specialists in health, housing, and human services information. Eden I&R received a COVID-19 Community Relief Grant from EBCE.
- Ecology Action received an EBCE Community Innovation Grant to support making electric vehicle charging more accessible for multi-unit dwellings.
- Strategic Energy Innovations (SEI) maintains a Climate Corps fellowship program that provides professional development and experiential learning opportunities for emerging climate protection leaders. SEI was contracted to recruit, train, and place a Climate Corps Fellow with EBCE.

## MINORITY-OWNED BUSINESS ENTITY PROCUREMENT

Of our seven certified diverse suppliers, three are certified at least as a Minority-Owned Business Entity ("MBE"), with one certified as both a Minority-Owned and Woman-Owned Business Entity ("WMBE"). As noted above, the WMBE-certified vendor was counted under the Total Minority-Owned Business Entity ("MBE") column, as there are fewer MBEs than WBEs in this year's report, and they were not double counted towards our total diverse spend.

- Eden I&R is a Hayward-based social services platform whose largest program, 211 Alameda County, connects callers with live resource specialists in health, housing, and human services information. Eden I&R received a COVID-19 Community Relief Grant from EBCE.
- Energy and Environmental Economics (E3) provides industry-leading insights and analytics around power markets and the electricity industry. EBCE has engaged with E3 on a number of bespoke energy consulting projects.
- Pacific Printing produced various mailers and printed collateral for EBCE.

## 9.1.2: WMDVLGBTBE Annual Results by Ethnicity

		Direct	Sub	Total \$	%
Minority Male	Asian Pacific American	\$3,300	-	\$3,300	0.00%
	African American	-	-	-	-
	Hispanic American	\$179,741	-	\$179,741	0.04%
	Native American	-	-	-	-
	<b>Total Minority Male</b>	<b>\$183,041</b>	<b>-</b>	<b>\$183,041</b>	<b>0.05%</b>
Minority Female	Asian Pacific American	\$10,000	-	\$10,000	0.00%
	African American	-	-	-	-
	Hispanic American	-	-	-	-
	Native American	-	-	-	-
	<b>Total Minority Female</b>	<b>\$10,000</b>	<b>-</b>	<b>\$10,000</b>	<b>0.00%</b>
<b>Total Minority Business Enterprise (MBE)</b>		<b>\$193,041</b>	<b>-</b>	<b>\$193,041</b>	<b>0.05%</b>
<b>Women Business Enterprise (WBE)</b>		<b>\$110,722</b>	<b>-</b>	<b>\$110,722</b>	<b>0.03%</b>
<b>Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)</b>		<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Disabled Veteran Business Enterprise (DVBE)</b>		<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Other 8(a)*</b>		<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>TOTAL WMDVLGBTBE</b>		<b>\$303,763</b>	<b>-</b>	<b>\$303,763</b>	<b>0.08%</b>

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**Net Procurement\*\*** **\$400,820,685**

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**CPUC Notes:**

\* Firms classified as 8(a) of small business administration includes non-WMDVLGBTBE

\*\* Net procurement includes purchase order, non-purchase order, and credit card dollars

Direct – Direct procurement

Sub – Subcontractor procurement

% – Percentage of net procurement

**EBCE Notes:**

One firm is certified as a WMBE. This firm's procurement cost was counted under the Total MBE category as that category has fewer firms than the WBE category.

## 9.1.2: WMDVLGBTBE Direct Procurement by Product & Service Categories

			Products		Services		Total	
			\$	%	\$	%	\$	%
Minority Male	Asian Pacific American	Direct	-	-	\$3,300	0.02%	\$3,300	0.00%
	African American	Direct	-	-	-	-	-	-
	Hispanic American	Direct	-	-	\$179,741	1.06%	\$179,741	0.04%
	Native American	Direct	-	-	-	-	-	-
	<b>Total Minority Male</b>	<b>Direct</b>	<b>-</b>	<b>-</b>	<b>\$183,041</b>	<b>1.08%</b>	<b>\$183,041</b>	<b>0.05%</b>
Minority Female	Asian Pacific American	Direct	-	-	\$10,000	0.06%	\$10,000	0.00%
	African American	Direct	-	-	-	-	-	-
	Hispanic American	Direct	-	-	-	-	-	-
	Native American	Direct	-	-	-	-	-	-
	<b>Total Minority Female</b>	<b>Direct</b>	<b>-</b>	<b>-</b>	<b>\$10,000</b>	<b>0.06%</b>	<b>\$10,000</b>	<b>0.00%</b>
<b>Total Minority Business Enterprise (MBE)</b>	<b>Direct</b>	<b>-</b>	<b>-</b>	<b>\$193,041</b>	<b>1.14%</b>	<b>\$193,041</b>	<b>0.05%</b>	
<b>Women Business Enterprise (WBE)</b>	<b>Direct</b>	<b>\$3,919</b>	<b>0.00%</b>	<b>\$106,803</b>	<b>0.63%</b>	<b>\$110,722</b>	<b>0.03%</b>	
<b>Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)</b>	<b>Direct</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	
<b>Disabled Veteran Business Enterprise (DVBE)</b>	<b>Direct</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	
<b>Other 8(a)*</b>	<b>Direct</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	
<b>TOTAL WMDVLGBTBE</b>	<b>Direct</b>	<b>\$3,919</b>	<b>0.00%</b>	<b>\$299,843</b>	<b>1.77%</b>	<b>\$303,763</b>	<b>0.08%</b>	

<b>Total Product Procurement</b>	<b>\$383,881,049</b>
<b>Total Service Procurement</b>	<b>\$16,939,636</b>
<b>Net Procurement**</b>	<b>\$400,820,685</b>
<b>Total Number of WMDVLGBTBEs that Received Direct Spend</b>	<b>7</b>

### CPUC Notes:

\* Firms classified as 8(a) of small business administration includes non-WMDVLGBTBE

\*\* Net procurement includes purchase order, non-purchase order, and credit card dollars

Direct - Direct procurement

Sub - Subcontractor procurement

% - Percentage of net procurement

### EBCE Notes:

One firm is certified as a WMBE. This firm's procurement cost was counted under the Total MBE category as that category has fewer firms than the WBE category.

% within the Product and Service columns are % of Total Product and Total Service, respectively.

## 9.1.2: WMDVLGBTBE Subcontractor Procurement by Product & Service Categories

			Products		Services		Total	
			\$	%	\$	%	\$	%
Minority Male	Asian Pacific American	Sub	-	-	-	-	-	-
	African American	Sub	-	-	-	-	-	-
	Hispanic American	Sub	-	-	-	-	-	-
	Native American	Sub	-	-	-	-	-	-
	<b>Total Minority Male</b>	<b>Sub</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
Minority Female	Asian Pacific American	Sub	-	-	-	-	-	-
	African American	Sub	-	-	-	-	-	-
	Hispanic American	Sub	-	-	-	-	-	-
	Native American	Sub	-	-	-	-	-	-
	<b>Total Minority Female</b>	<b>Sub</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Total Minority Business Enterprise (MBE)</b>	<b>Sub</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	
<b>Women Business Enterprise (WBE)</b>	<b>Sub</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	
<b>Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)</b>	<b>Sub</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	
<b>Disabled Veteran Business Enterprise (DVBE)</b>	<b>Sub</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	
<b>Other 8(a)*</b>	<b>Sub</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	
<b>TOTAL WMDVLGBTBE</b>	<b>Sub</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	

<b>Total Product Procurement</b>	<b>\$383,881,049</b>
<b>Total Service Procurement</b>	<b>\$16,939,636</b>
<b>Net Procurement**</b>	<b>\$400,820,685</b>

**CPUC Notes:**

\* Firms classified as 8(a) of small business administration includes non-WMDVLGBTBE  
 \*\* Net procurement includes purchase order, non-purchase order, and credit card dollars  
 Direct – Direct procurement  
 Sub – Subcontractor procurement  
 % – Percentage of net procurement

**EBCE Notes:**

EBCE did not collect sufficient data in 2020 to have visibility into certified subcontractor spend by our prime contractors.

## 9.1.2: WMDVLGBTBE Procurement by Standard Industrial Categories, Pt. 1

SIC Category	Asian Pacific American		African American		Hispanic American		Native American	
	Male	Female	Male	Female	Male	Female	Male	Female
<b>SIC 2752 - Commercial Printing, Lithographic</b>	\$ -	-	-	-	\$179,741	-	-	-
	% -	-	-	-	98.7%	-	-	-
<b>SIC 5044 - Office Equipment</b>	\$ -	-	-	-	-	-	-	-
	% -	-	-	-	-	-	-	-
<b>SIC 7383 - News Syndicates</b>	\$ -	-	-	-	-	-	-	-
	% -	-	-	-	-	-	-	-
<b>SIC 8399 - Social Services, NEC</b>	\$ -	\$10,000	-	-	-	-	-	-
	% -	1.0%	-	-	-	-	-	-
<b>SIC 8748 - Business Consulting Services, NEC</b>	\$ \$3,300	-	-	-	-	-	-	-
	0.3%	-	-	-	-	-	-	-
<b>TOTAL</b>	\$ <b>\$3,300</b>	<b>\$10,000</b>	<b>-</b>	<b>-</b>	<b>\$179,741</b>	<b>-</b>	<b>-</b>	<b>-</b>
	% <b>0.1%</b>	<b>0.4%</b>	<b>-</b>	<b>-</b>	<b>7.0%</b>	<b>-</b>	<b>-</b>	<b>-</b>

<b>Total Product Procurement</b>	<b>\$383,881,049</b>
<b>Total Service Procurement</b>	<b>\$16,939,636</b>
<b>Net Procurement***</b>	<b>\$400,820,685</b>

**CPUC Notes:**

\* Firms classified as 8(a) of small business administration includes non-WMDVLGBTBE

\*\* Net procurement includes purchase order, non-purchase order, and credit card dollars

% - Percentage of net procurement

**EBCE Notes:**

One firm is certified as a WMBE. This firm's procurement cost was counted under the Total MBE category as that category has fewer firms than the WBE category.

## 9.1.2: WMDVLGBTBE Procurement by Standard Industrial Categories, Pt. 2

SIC Category		Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Disabled Veterans Business Enterprise (DVBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Other 8(a)**	Total WMDVLGBTBE	Total Dollars
<b>SIC 2752 - Commercial Printing, Lithographic</b>	\$	\$179,741	-	-	-	-	<b>\$179,741</b>	<b>\$182,082</b>
	%	98.7%	-	-	-	-	<b>98.7%</b>	
<b>SIC 5044 - Office Equipment</b>	\$	-	\$3,919	-	-	-	<b>\$3,919</b>	<b>\$14,161</b>
	%	-	27.7%	-	-	-	<b>27.7%</b>	
<b>SIC 7383 - News Syndicates</b>	\$	-	\$7,200	-	-	-	<b>\$7,200</b>	<b>\$24,274</b>
	%	-	29.7%	-	-	-	<b>29.7%</b>	
<b>SIC 8399 - Social Services, NEC</b>	\$	\$10,000	-	-	-	-	<b>\$10,000</b>	<b>\$1,051,000</b>
	%	1.0%	-	-	-	-	<b>1.0%</b>	
<b>SIC 8748 - Business Consulting Services, NEC</b>	\$	\$3,300	\$99,603	-	-	-	<b>\$102,903</b>	<b>\$1,309,997</b>
	%	0.3%	7.6%	-	-	-	<b>7.9%</b>	
<b>TOTAL</b>	\$	<b>\$193,041</b>	<b>\$110,722</b>	-	-	-	<b>\$303,763</b>	<b>\$2,581,515</b>
	%	<b>7.5%</b>	<b>4.3%</b>	-	-	-	<b>11.8%</b>	

<b>Total Product Procurement</b>	<b>\$383,881,049</b>
<b>Total Service Procurement</b>	<b>\$16,939,636</b>
<b>Net Procurement***</b>	<b>\$400,820,685</b>

**CPUC Notes:**

\* Firms classified as 8(a) of small business administration includes non-WMDVLGBTBE

\*\* Net procurement includes purchase order, non-purchase order, and credit card dollars

Total dollars – Total procurement dollar amount in the specific sic category

% – Percentage of net procurement

**EBCE Notes:**

One firm is certified as a WMBE. This firm's procurement cost was counted under the Total MBE category as that category has fewer firms than the WBE category.

## 9.1.2: Number of WMDVLGBTBE Suppliers and Revenue Reported to the Clearinghouse

### DATA ON NUMBER OF SUPPLIERS

# WMDVLGBTBEs	Revenue Reported to CHS						Utility-Specific 2020 Summary					
	MBE	WBE	LGBTBE	DVBE	Other 8(a)*	Grand Total	MBE	WBE	LGBTBE	DVBE	Other 8(a)*	Grand Total
<b>Under \$1 M</b>							-		1	-	-	1
<b>Under \$5 M</b>							2	-	-	-	-	2
<b>Under \$10 M</b>							-		1	-	-	1
<b>Above \$10 M</b>							1		2	-	-	3
<b>TOTAL</b>							<b>3</b>		<b>4</b>	<b>-</b>	<b>-</b>	<b>7</b>

### REVENUE AND PAYMENT DATA

\$ WMDVLGBTBEs	Revenue Reported to CHS						Utility-Specific 2020 Summary					
	MBE	WBE	LGBTBE	DVBE	Other 8(a)*	Grand Total	MBE	WBE	LGBTBE	DVBE	Other 8(a)*	Grand Total
<b>Under \$1 M</b>							-	\$989,000	-	-	-	\$989,000
<b>Under \$5 M</b>							\$5,689,633	-	-	-	-	\$5,689,633
<b>Under \$10 M</b>							-	\$5,031,602	-	-	-	\$5,031,602
<b>Above \$10 M</b>							\$14,000,000	\$27,000,000	-	-	-	\$41,000,000
<b>TOTAL</b>							<b>\$19,689,633</b>	<b>\$33,020,602</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>\$52,710,235</b>

**CPUC Notes:**

\*Firms classified as 8(a) of small business administration includes non-WMDVLGBTBE

CHS: Supplier clearinghouse

**EBCE Notes:**

One firm is certified as a WMBE. They were counted under the MBE category as that category has fewer firms than the WBE category.

EBCE did not receive complete data from our vendors to complete these tables with full accuracy. Revenue reported to the Clearinghouse is only available directly from vendors and not all vendors were able to provide that information; for this reason, the left side of the table has been intentionally left blank. Vendors' 2020 revenue (i.e. right side of the table) was sourced from internet research where not available directly from the vendor.

## 9.1.3 WMDVLGBTBE Program Expenses

As the first year of EBCE's Supplier Diversity Program, expenses include primarily staff and consulting time in the development of the 2021 Plan and preparation of the 2020 Report. This included multiple sessions focused on collaboration and preparation with other CCAs.

<b>EXPENSE CATEGORY</b>	<b>YEAR (ACTUAL)</b>
<b>Wages</b>	\$4,221
<b>Other Employee Expenses</b>	\$0
<b>Program Expenses</b>	\$0
<b>Reporting Expenses</b>	\$0
<b>Training</b>	\$0
<b>Consultants</b>	\$630
<b>Other</b>	\$0
<b>TOTAL</b>	<b>\$4,851</b>

## 9.1.5 Summary of Prime Contractor Utilization of WMDVLGBTBE Subcontractors

Understanding the certification status of subcontracted business entities is a blind spot for this first reporting year. Though we requested information from our prime contractors in the Supplier Diversity Questionnaire, EBCE's current data collection processes do not capture the necessary information on subcontractors to have certainty on certification status or potential eligibility.

In our 2020 Supplier Diversity Questionnaire, EBCE asked vendors to detail their subcontracting with certified and/or eligible subcontractors. Though most of the prime contractors who required subcontractors did not know the status of their subcontractor businesses, with heightened awareness of the Supplier Diversity program and Supplier Clearinghouse, we fully expect the knowledge of subcontractor status to improve as more prime contractors ask for this information. This may also naturally translate into an increase in reported certified subcontractors, as well.

The largest opportunity for our prime contractors to utilize subcontractors at a large scale is in the construction of our contracted utility-scale power projects. As none of EBCE's utility-scale power project contracts received payments in 2020, we have no spend to report with certified subcontractors, though we do anticipate more subcontractor engagement in 2021. We have already surveyed most of our long-term contract suppliers regarding their use of certified subcontractors and are already aware of at least one known certified subcontractor to report on in next year's report.

Additionally, as we detail in our 2021 Annual Plan, EBCE is committed to supporting our existing prime contractors' own supplier diversity efforts and is contemplating developing a platform to enable our prime contractors to more easily review and engage with certified subcontractors.



**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 Veterans Business Enterprise (DVBE)	Other 8(a)**	Total WMDVLGBTBE
<b>Direct \$</b>	\$183,041	\$10,000	\$193,041	\$110,722	-	-	-	<b>\$303,763</b>
<b>Sub \$</b>	-	-	-	-	-	-	-	-
<b>Total \$</b>	<b>\$183,041</b>	<b>\$10,000</b>	<b>\$193,041</b>	<b>\$110,722</b>	-	-	-	<b>\$303,763</b>
<b>Direct %</b>	0.05%	0.00%	0.05%	0.03%	-	-	-	<b>0.08%</b>
<b>Sub %</b>	-	-	-	-	-	-	-	-
<b>Total %</b>	<b>0.05%</b>	<b>0.00%</b>	<b>0.05%</b>	<b>0.03%</b>	-	-	-	<b>0.08%</b>

**Net Procurement\*\* \$400,820,685**

**CPUC Notes:**

\* Firms classified as 8(a) of small business administration includes non-WMDVLGBTBE

\*\* Net procurement includes purchase order, non-purchase order, and credit card dollars

Direct – Direct procurement

Sub – Subcontractor procurement

% – Percentage of net procurement

**EBCE Notes:**

One firm is certified as a WMBE. They were counted under the MBE category as that category has fewer firms than the WBE category.

## 9.1.6 List of WMDVLGBTBE Complaints

EBCE did not receive any complaints in regards to our Supplier Diversity program or procurement methodologies. On the contrary, we received some positive feedback from various vendors grateful for the opportunity to not only share their status relative to our compliance needs — i.e. which ‘boxes they tick’ — but to also share the active programs and initiatives they have developed and/or are maintaining relative to their own supplier diversity and workforce development efforts.

## 9.1.9 Additional WMDVLGBTBE Activity

All of EBCE’s 2020 activities supporting WMDVLGBTBEs are described in [Section 9.1.1](#).

# 2020 Power Procurement Annual Report



## 9.1.11A Participation Results by Fuel Category

See results in table in [Appendix A](#).

## 9.1.11B Market Conditions and Outreach

EBCE supports the mission of GO 156 and experiences the same challenges as investor-owned utilities in its application to the power procurement space as well as additional challenges unique to EBCE.

As explained by the utilities in previous reports, the wholesale electric marketplace is comprised of large, long-term assets primarily owned and operated by large corporations and financial institutions. The generating resources that provide electricity to California customers are capital-intensive to construct and operate, thus there are limited opportunities for small to medium-sized businesses to enter the market as primary developers, owners, or operators. In the limited instances where small and medium-sized businesses do achieve contracts with load serving entities, these small businesses typically sell their assets to larger institutions; thus, the small businesses ultimately perform the role of an agent to develop and execute contracts for generating resources rather than the long-term owner or operator of the resource. This reality eliminates the opportunity for load serving entities to make ongoing payments to these small businesses.

Load serving entities typically do not make payments on contracts during the development process; any spend associated with a generating resource occurs when it is operational. Of EBCE's executed contracts for 550MW of long-term renewables and around 120MW of utility-scale storage, only one has achieved commercial operation, though no invoices were requested or paid in calendar year 2020.

GO 156 tracks load serving entities' physical power procurement in the form of (1) renewable and non-renewable physical power, and (2) fuels procured for generation (typically diesel or natural gas). EBCE aspires to achieve an emissions-free portfolio of generating resources by 2030. By the end of 2020, other than the one long-term contract for renewable energy that had achieved commercial operation, the remainder of EBCE's physical power needs were filled through short-term hedges to minimize exposure to price volatility. GO 156 reporting explicitly excludes financial hedges, Inter-SC Trades, and purchases from the CAISO in the report. As such, the table in Appendix A only reflects EBCE procurement of Renewable Energy Credits (RECs) in the 'Renewable Power Products Direct' category and the procurement of both Resource Adequacy<sup>7</sup> and Carbon-Free Energy in the 'Non-Renewable Power Products Direct' category. EBCE does not contract with fossil-fired generators for electricity; as a result, the organization has no cause to procure diesel or natural gas used to generate electricity. Additionally, as EBCE only provides electric service, EBCE does not contract for any fuels for non-generation. Thus, EBCE has no ability to engage in transactions with certified vendors for fuels.

EBCE, as a local government entity, is further challenged in its ability to engage in transactions with certified vendors in the power procurement space as EBCE is legally prohibited under California Prop 209 from granting preferential treatment to certified vendors or other diverse businesses in the contracting process.

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<sup>7</sup> All 2020 Resource Adequacy was counted as 'non-renewable power products' for the purposes and interpretations of the definitions for this report, despite some capacity coming from renewable resources.

EBCE does have a preference to transact with businesses based in its service territory and for generating resources that will be sited in Alameda County. Businesses that meet these local criteria receive extra points in the valuation process when considered for long-term contracts with EBCE.

As referenced in the Executive Summary, EBCE's [Local Development Business Plan \(LDBP\)](#) provides a blueprint for how EBCE can increase local jobs, reduce pollution, and accelerate a just transition in Alameda County. EBCE is implementing the LDBP across the agency's functions.

In the Fall of 2020, EBCE released a request for offers (RFO) to procure additional long-term renewable energy resources, energy storage, and clean energy hedges.<sup>8</sup> In written materials describing the solicitation, EBCE provided background resources on GO 156 and specifically encouraged eligible suppliers to pursue certification.<sup>9</sup>

Procurement across EBCE also now includes a section in standard contracts defining prime counterparties' responsibility to perform annual reporting to EBCE of their status as a certified vendor, if applicable, and their annual spend with eligible and/or certified subcontractors or other businesses. In addition to the highlighting of GO 156 and the Supplier Diversity program in written materials, EBCE also describes the program and its importance in solicitation webinars.

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<sup>8</sup> EBCE Fall 2020 RFO <https://ebce.org/2020-rfo/>

<sup>9</sup> EBCE Fall RFO Solicitation Protocol [https://res.cloudinary.com/diactiwk7/image/upload/v1605312763/EBCE\\_2020\\_Renewable\\_Energy\\_Storage\\_RFO\\_Protocol\\_Revision\\_1\\_gphsxa.pdf](https://res.cloudinary.com/diactiwk7/image/upload/v1605312763/EBCE_2020_Renewable_Energy_Storage_RFO_Protocol_Revision_1_gphsxa.pdf)

# 2021 Annual Plan



## 10.1.2 Description of WMDVLGBTBE Program Activities Planned for 2021

As EBCE does not have any specific goals nor targets in terms of contracting with diverse suppliers, as per California Prop 209, we focus our goals on engagement of our existing prime contractors with the Supplier Diversity program. This will take the form of identifying and encouraging eligible vendors to complete the certification process — we already have a number of vendors in this stage after the 2020 Questionnaire was completed — as well as ensuring our prime contractors are aware of the Supplier Clearinghouse as they go out to source subcontractors, where relevant.

In addition to continued commitments to local purchasing and community grants and scholarships, EBCE has also identified the below activities to include in 2021. Overall, we will continue to develop a plan to engage our contracted supplier ecosystem with the benefits of the Supplier Diversity program.

### INTERNAL ACTIVITIES

#### Data Capture and Improved Processes

- Coming out of our first year of Supplier Diversity reporting, staff identified various opportunities to improve internal processes and data capture to make our future reports even more thorough and robust. These initiatives will be implemented across the organization.

### EXTERNAL ACTIVITIES

#### Solicitations

- EBCE will continue including information on the CPUC Supplier Diversity program in all of our solicitations and otherwise meet or exceed all requirements established by General Order 156.

#### Diversifying Outreach

- EBCE will continue to expand our outreach efforts to not only include local community environmental and trade organizations, but also affinity groups/chambers of commerce to more directly communicate our solicitations and contracting opportunities with these groups and their members.

#### Certified Subcontractor Identification Support

- EBCE is contemplating developing a platform to enable our existing prime contractors to more easily review and engage with certified subcontractors. Where our prime contractors have the need for subcontractors relative to their scope of work for EBCE, and they have an interest or their own commitment to supplier diversity, EBCE is committed to supporting our existing prime contractors in sourcing potential subcontractor leads through the Supplier Clearinghouse.

#### CCA Collaboration

- EBCE will continue to explore the potential to collaborate with other CCAs in outreach and education efforts to our supplier ecosystems. We plan to participate in MCE's 2021 "Certify & Amplify" workshop.

## **Non-Applicable Sections (9.1.4, 9.1.7, 9.1.8, 9.1.10, 10.1.1, 10.1.3, 10.1.4, 10.1.5, 10.1.6)**

The following sections are not applicable to CCAs and therefore EBCE has intentionally not included responses to these sections.

- 9.1.4
- 9.1.7
- 9.1.8
- 9.1.10
- 10.1.1
- 10.1.3
- 10.1.4
- 10.1.5
- 10.1.6

# APPENDIX

Product <sup>1</sup>	Unit	Results by Ethnicity & Gender												Results by WMDVLGBTBE Certification					Total WMDVLGBTBE Procurement Spend <sup>3</sup>	Total Procurement Spend						
		Asian Pacific American			African American			Hispanic American			Native American			Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	Other 8(a) <sup>6</sup>			Subcontracting Total					
		Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Total	Total	Total	Total	Total			Total					
Renewable Power Products Direct		\$	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	\$	9,568,688		
		%																								
		\$ <sup>2</sup>	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
		% <sup>2</sup>																								
Non-Renewable Power Products Direct	Physical	\$	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	\$	36,418,625	
		%																								
		\$ <sup>2</sup>	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
		% <sup>2</sup>																								
Fuels for Generation	Diesel Direct	\$	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
		%																								
	Nuclear Direct	\$	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
		%																								
Natural Gas Direct	\$	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-			
	%																									
Post 2011	SubTotal of Columns <sup>2</sup>	\$																					\$	-		
	SubTotal % of Total Procurement Spend	%																							Overall WMDVLGBTBE %: 0.0%	
ALL	SubTotal of Columns <sup>4</sup>	\$																					\$	45,987,312		
	SubTotal % of Total Procurement Spend	%																							Overall WMDVLGBTBE %: 0.0%	

**CPUC Notes:**

<sup>1</sup> Excludes purchases from the CAISO, other IOUs, utilities, Federal entities, State entities, Municipalities and cooperatives

<sup>2</sup> Includes only long term power procurement commitments after June 6, 2011 or as a result of RFOs after June 6, 2011

<sup>3</sup> Total WMDVLGBTBE spend does not include pre-COD subcontracting values

<sup>4</sup> Includes all power procurement commitments

<sup>5</sup> Firms with multi-minority ownership status

<sup>6</sup> Firms classified as 8(a) by the Small Business Administration includes non-WMDVLGBTBE

% - percentages calculated by the Row Category Total Procurement Spend

**EBCE Notes:**

EBCE also excluded any purchases from any other CCAs.

Non-Renewable Power Products Direct includes 2020 purchases Carbon-Free Energy (large hydro and ACS), and Resource Adequacy (all resources).

EBCE did not have any long-term power procurement contracts paid in 2020.

Dollar figures in this table are standard; entered in \$MMs in supplemental Excel template submitted to CPUC.