SUPPLIER DIVERSITY REPORT 2022

COMMUNITY POWER
CLIMATE ACTION
CLIMATE JUSTICE
ENERGY INNOVATION
CLEAN ENERGY

THE POWER OF PEOPLE OVER PROFIT
LETTER FROM THE CEO

After celebrating our 10-year anniversary in May 2020, MCE doubled down on our mission, launching new programs to support customers and reduce greenhouse gas emissions in our communities. Here are a few of our accomplishments:

» As part of MCE’s ongoing COVID relief efforts, we have helped over 30,000 residents and small businesses reduce their energy costs through the MCE Cares Credit and eliminated more than $1 million of energy debt as part of the Arrearage Management Program.

» MCE recently launched two new energy equity and affordability programs. Community Solar Connection and Green Access offer qualifying customers living in a CalEnviroScreen–designated disadvantaged community (DAC) access to 100% renewable energy and a 20% discount on their electricity bills.

» MCE’s income-qualified heat pump pilot program showed that replacing outdated gas appliances with high-efficiency electric versions saved customers as much as $192 a year on their bill, reduced emissions, and increased home comfort.

» MCE’s transportation electrification efforts have installed over 1,400 Level 2 charging stations around our service area. As a next step in decarbonizing the transportation sector, MCE is exploring the use of solar energy for creating green hydrogen to fuel vehicles in our service area.

The power of MCE is about more than just clean energy — it’s the power of people over profit; it’s community power. We all deserve a fossil-free future that combats climate change and gives us cleaner air to breathe. We are excited to move into our second decade of service together, fostering the clean energy economy and building an equitable energy future.

— Dawn Weisz, MCE CEO

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Multi-color Corporation
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GO 156 Certified Suppliers
» Certified Diverse Suppliers
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In the spirit of supporting workers with barriers to entry, MCE supports the local green workforce by offering a variety of training and workforce development programs that focus on underserved populations, including low-income residents, people who have been previously incarcerated, and what the CPUC defines as a “Disadvantaged Worker” (Decision 18–10–008). A “Disadvantaged Worker” is someone who meets one or more of the following:

- Lives in a household where total income is below 50% of Area Median Income;
- Is a recipient of public assistance;
- Lacks a high school diploma or GED;
- Has previous history of incarceration lasting one year or more following a conviction under the criminal justice system;
- Is a custodial single parent;
- Is chronically unemployed;
- Has aged out or been emancipated from the foster care system;
- Has limited English proficiency;
- Lives in a high unemployment zip code that is in the top 25% of only the unemployed indicator of the CalEnviroScreen Tool.

MCE’s efforts focus on strengthening the local economy and ensuring a just transition to a clean energy future. One of our efforts is Workforce Education and Training (WEST) Program, which develops a longer-term pipeline of local, green job opportunities for our community members. MCE’s workforce development opportunities focus on public-private partnerships to construct local renewable energy projects and install energy efficiency retrofits, EV charging stations, energy storage installations, and low-income residential solar.

Equity in Power Procurement

MCE’s 2021 Open Season solicitation was the first year that suppliers were encouraged to consider community benefits and equity metrics when submitting offers. We also solicited optional elements as part of this Open Season including support for educational programs, environmental justice initiatives, and workforce development and training initiatives; participation of contractors, subcontractors, or businesses owned by Disabled Veterans, located or employing workers in a DAC; and diversity in procurement. We also solicited optional elements as part of this Open Season including support for educational programs, environmental justice initiatives, and workforce development and training initiatives; participation of contractors, subcontractors, or businesses owned.

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Community Reinvestment
CCAs reinvest ratepayer dollars directly into our communities through projects and programs that provide support for local businesses, increase access to renewable energy services, and facilitate growth of green-collar jobs. While MCE, as a public agency, is prohibited from engaging in some activities associated with supplier diversity, there is still much we can do to support our small, local and diverse businesses. Since our service launched in 2010, MCE has reinvested an estimated $180 million in our communities.

- Customer cost savings ($68 million)
- Local renewable energy projects ($62 million)
- Energy efficiency rebates ($12 million)
- Energy resiliency investments ($11 million)
- Solar cash-outs and credits ($10 million)
- Local employment and vendor contracts ($9 million)
- Customer programs and rebates ($8 million)

MCE was created in 2008 by a community committed to doing better. As a public agency, we work alongside diverse communities across our service area to reduce greenhouse gas emissions while creating more equitable outcomes. MCE and our partners have reinvested over $2.1 billion across the state, supported 5,000 jobs, developed 810 megawatts of new renewable energy, and eliminated over 700,000 metric tons of greenhouse gas emissions.

As we step into our next decade of service, we are continuing our commitment to:
- Strengthening energy resilience in our communities;
- Decarbonizing our transportation and buildings;
- Developing innovative community energy programs; and
- Ensuring that local workforce and diverse community benefits are anchored in all aspects of our work.

$180 million
Total amount MCE has contributed in community reinvestment since 2010.

2021 External Activities
MCE has been involved with the Supplier Diversity program since 2018. These historical efforts are described in detail in our 2020 Supplier Diversity report, the first filing year after the passage of Senate Bill 255.

Annual Certify and Amplify Workshop
MCE's Supplier Diversity efforts focus on economic development within our communities and support of local businesses. One of our goals is to introduce, educate, and empower eligible local businesses to certify within the CPUC's General Order (GO) 156 program by increasing awareness about the Supplier Diversity Clearinghouse. Our primary focus for this strategy has been MCE's annual "Certify and Amplify" workshops. These workshops provide information to help local businesses certify and thereby amplify their networks, contracting opportunities, and capacity. In 2019, we invited representatives from the CPUC's Supplier Diversity Program and from the Supplier Diversity Clearinghouse to our Concord offices to present the steps needed to certify. In 2020, due to the shelter-in-place orders resulting from COVID–19, we shifted to virtual Certify and Amplify workshops, increasing the attendance of businesses from across the state.

In 2021, we continued to evolve this program, by creating and circulating an informational video to promote the event via our local Chambers of Commerce as well as other local CCAs so that they could invite their communities as well. The 2021 speaker lineup represented various aspects of the Supplier Diversity Program, including:
- California's regulatory perspective: Bezawit Dilgassa is the Small Business Advocate and Liaison at the California Public Utilities Commission (CPUC). She advocates for small and diverse businesses and implements the Commission's Small and Diverse Business programs. Previously, she worked for the CPUC's Utility Enforcement Branch.
- Customer Utility contracting perspective: Ruth Sandoval has over 20 years of business experience and is an expert in Contextual Systems Analysis providing insight for collaborative strategies and partnerships. Ruth is currently at PG&E Supply Chain Responsibility and has oversight of a variety of departments. Before PG&E, she was the CEO of BusinessconX and Vice President of Sodexo's Strategic Partners & Alliances. She even served as the Presidential Appointee for President Clinton at the United States Small Business Administration (SBA).

Above: MCE 2021 annual Certify and Amplify Workshop hosted virtually.
Consultant and connector perspective: Teresa Davies has 20+ years of experience in the utility and clean energy industry. Including as Senior Manager of Local Customer Experience at PG&E, as the Director of Utility Sales and Account Management at Eversource, and almost a decade working for San Diego Gas & Electric in the areas of energy efficiency as well as electric and gas distribution design and construction. A Navy veteran, Teresa is an Advisory Board Member for Veteran Launch, a California Community Development Finance Institution providing Small Business Administration loans to qualified California small businesses owned by veterans and active-duty military personnel.

Attendees interested in doing business with MCE were encouraged to fill out an interest form on MCE’s solicitation page. For more information on MCE’s contracting, see section “Collecting Supplier Diversity Data.”

Small Diverse Business Expo

MCE first participated in the CPUC’s Small Business Program Expo in 2018. In addition to hosting a table and providing an exhibit for attendees, MCE’s Power Procurement Manager, David Potovsky, presented on how CCAs can advance diverse procurement, energy efficiency and workforce development. For more information see page 25 of the 2018 CPUC report. Since then, MCE has participated in the CPUC’s various Small & Diverse Business expos, connecting to the California Supplier Diversity ecosystem and networking with potential suppliers.

As part of that effort, MCE presented at the CPUC’s October 2021 Virtual Small & Diverse Business Expo, coordinating and hosting “A Conversation with CCAs.” This panel event was developed, prepared for, and presented in conjunction with CPUC Supplier Diversity Staff and colleagues from sister agencies to focus on CCA procurement support, incentives, and ongoing feedback on performance for our local businesses.

MCE Programs Supporting Small, Local, and Diverse Businesses

MCE’s support for our local businesses has historically focused on our core mission of providing clean energy programs and services tailored to our communities’ needs and priorities. Over the last ten years, MCE has built up a portfolio of customized program offerings designed to support sustainable business practices.

MCE’s Feed-in Tariff (FIT) Plus is almost operational, serving approximately 250 homes a year with 100% renewable power. The Lake Herman Solar Project has almost doubled the amount of solar energy produced in Benicia from 7.8 megawatts to 15 megawatts. The project will also include habitat-friendly ground cover to support healthy, local ecosystems. The 35-acre Lake Herman Solar Project is MCE’s second renewable energy project in Solano County. This project will eliminate over 9,500 metric tons of greenhouse gas emissions, equivalent to removing over 2,000 cars from the road for a year.

**MCE’s 5-megawatt Lake Herman Solar Project is almost operational, serving approximately 250 homes a year with 100% renewable power. The Lake Herman Solar Project has almost doubled the amount of solar energy produced in Benicia from 7.8 megawatts to 15 megawatts. The project will also include habitat-friendly ground cover to support healthy, local ecosystems. The 35-acre Lake Herman Solar Project is MCE’s second renewable energy project in Solano County. This project will eliminate over 9,500 metric tons of greenhouse gas emissions, equivalent to removing over 2,000 cars from the road for a year.**

**SOLANO COUNTY**

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**SPOTLIGHT**

MCE Feed-in Tariff (FIT) Plus

Lake Herman Solar Project

Benicia, CA — Solano County
Battery Energy Storage System (BESS) Financing and Installation Support

To minimize costs and increase the resiliency of our local businesses when the power goes out, MCE’s Energy Storage Program connects eligible nonresidential customers to the CPUC’s Self-Generation Incentive Program, and then pairs them with an installer to install a backup battery system. Some sites have benefited from additional funding streams, including funds from the Marin Community Foundation. Local beneficiaries include:

- The Pittsburg Unified School District
- The West Marin Medical Center
- The Lagunitas School District in San Geromo
- The Bayside Martin Luther King Jr. Academy in Marin City / Sausalito
- Marin Community Clinics in Novato
- Bolinas Community Center and Red Cross Evacuation site in Bolinas

MCE’s Strategic Energy Management (SEM) Program

MCE has several ongoing clean energy capacity-building efforts for our local businesses. For example, MCE’s Strategic Energy Management (SEM) Program helps commercial, industrial, and agricultural facilities implement energy management best practices to reduce energy usage by up to 15% annually through no- and low-cost savings opportunities. The effort includes training maintenance and operations employees in energy modeling.

MCE’s first SEM program cohort participants included College of Marin, Martinez Unified School District, Multi Color Corporation (MCC), Napa Valley Unified School District, Ramar Foods, St. Mary’s College of California, and Trinchero Family Estates.

The second cohort consisted of AAK (California Oils Corp), Markham Vineyards, Novato Sanitary District, Pittsburg Unified School District, San Rafael City Schools, and the Valley Inn and Waterfront District.

MCE is currently in the process of recruiting our third cohort of program participants. Many SEM program participants have also participated in MCE’s electric vehicle education and energy efficiency programs, finding greater savings when effectively pairing these programs together.

Deep Green Champions Program

MCE’s Deep Green Champions are local businesses, nonprofits, and public agencies that have made a public commitment to purchasing 100% renewable energy to run their operations. By choosing 100% renewable energy, Deep Green Champions are supporting the transition to a clean energy future while demonstrating to customers that we all can take action. MCE highlights these champions through promotion on our blog and social media channels.

MCE’s PowerHour

MCE’s PowerHour educational series is a recurring event for local businesses, local government staff, key sustainability customers, and partners to learn about emerging topics in the electric power industry from experts and thought leaders. In 2021 MCE held two PowerHour events, one focused on energy use in agriculture and the other on the energy and water nexus.

In May, MCE hosted a conversation on sustainable operations in agriculture. Speakers included Nathalie Buckland, Director of Viticulture at Opus One Winery; Anders Hemphill, Vice President of Marketing & Brand Strategy, Superior Farms and Danny Chavin, Sr. Strategic Energy Management Coach at CLEAResult. The panelists discussed the importance of sustainability in their operations, new technology, and energy-saving opportunities specifically for agricultural customers.
In August, MCE hosted a conversation on the energy and water nexus. Mark Rothleder, Chief Operating Officer from the California Independent System Operator spoke of the energy production impacts due to current drought conditions, and how our water infrastructure is dependent on energy. Paul Sellier, Operations Director at Marin Municipal Water District, and Will Drayton, Director of Technical Viticulture, Sustainability & Research at Treasury Wine Estates discussed how they are making operational changes to reduce energy use, and conserve water. Julia Hatton, Chief Executive Officer at Rising Sun Center for Opportunity discussed residential water savings measures and connections to workforce development.

MCE’s Power Hour is a great venue to connect with environmental leaders and learn how businesses use sustainable practices to improve their products and create better conditions for their communities.

— Solano County Supervisor, John Vasquez

Our local communities are making operational changes to reduce energy use, and conserve water. Julia Hatton, Chief Executive Officer at Rising Sun Center for Opportunity discussed residential water savings measures and connections to workforce development.

MCE also offered an online Electrification Workshop Series focused on solutions for clean energy, energy efficiency, electrification, and climate change. Workshops covered technical topics about new and retrofit electrification projects, heat pump installations, multifamily electrification, and more. An average of 30 contractors attended each training and job seekers have been successfully placed in paid internships with trained electrification contractors.

MCE’s work on water–energy nexus and electrification opportunities focus on public–private partnerships to construct local renewable energy projects and install energy efficiency retrofits, EV charging stations, and low–income residential solar. Over ten years, MCE has partnered with Rising Sun Center for Opportunity, Marin Municipal Water District, Future Build, Association for Energy Affordability, Strategic Energy Innovations, and North Bay Workforce Alliance to provide training for careers in the clean energy economy.

Workforce Development Partners and Achievements

Workforce Education and Training Program

MCE’s Workforce Education and Training (WE&T) Program grows the green economy by supporting local contractors and providing local trainees with access to workforce development opportunities. Since 2020, MCE has partnered with the Association for Energy Affordability (AEA) and Strategic Energy Innovations (SEI) to lower barriers for contractors who are interested in entering the electrification and energy efficiency field. The WE&T program matches recently–trained job seekers to vetted contractors within MCE’s service area and funds opportunities for paid–on–the–job experience. The program also provides benefits to local energy efficiency contractors through green-collar workforce development and no–charge matching with pre–qualified, trained job seekers.

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This year, MCE launched a first-of-its-kind demand response program called Peak FLEXmarket that provides a fixed payment for demand reductions from 4 PM — 9 PM. Aggregators are eligible for up to 12 days (60 hours) of Resilience Events paid out in the price range of $200 — $800 per megawatt-hour, depending on the grid constraints and costs at the point in time. This market access model enables aggregators to deliver both efficiency and demand response impacts as load modifying resources, which has not been effectively done to date, and opens up demand response to a new class of energy service providers.

Peak FLEXmarket drives energy efficiency, decarbonization, and peak energy reduction by integrating a wide range of distributed energy technologies like smart thermostats, energy storage, and electric vehicle chargers. By offering a payment for measured hourly energy reductions when the grid needs it most, regardless of how it was achieved, the program ensures that incentives match the value of energy usage and that various solutions work together in a coordinated way.

The Peak FLEXmarket Program invites efficiency and demand response suppliers — such as OhmConnect, CLEARxAct, and Swell — to help homes and businesses rapidly reduce energy use and electric grid congestion that can lead to blackouts. The Peak FLEXmarket program is one of many ways MCE is increasing access to clean energy resources to reduce grid strain and reach California’s clean energy goals. Peak FLEXmarket drives energy efficiency, decarbonization, and peak energy reduction by integrating a wide range of distributed energy technologies like smart thermostats, energy storage, and electric vehicle chargers. By offering a payment for measured hourly energy reductions when the grid needs it most, regardless of how it was achieved, the program ensures that incentives match the value of energy usage and that various solutions work together in a coordinated way.

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Learn More: Canary Media

Can a New Way to Pay for Behind-the-Meter Flexibility Help Prevent Rolling Blackouts in California?

Demand response programs can suffer from complexity problems similar to those for efficiency programs, said Andrew Krause, director of innovation for Northern Pacific Power Systems, a company that installs solar, battery and EV charging in Northern California. His company signed up more than 250 customers to MCE’s [FLEXmarket] peak-reduction program in summer 2021, using a relatively simple process that pays them for shifting load to meet MCE’s grid needs. “With limited notice, we were able to tap our customer base to identify eligible customers and enroll them in this program to serve as another source of grid services,” he said. “Although the process was still in its pilot phase, the amount of time required to get started with our customers was minimal, and enrollment could happen incrementally.”
Collecting Supplier Diversity Data

In compliance with Proposition 209, MCE explicitly does not give preferential treatment to bidders based on race, sex, color, ethnicity, or national origin. MCE collects this information only after contracts are signed, and responses are kept confidential. This information does not impact the selection process.

As part of MCE's efforts to collect diversity insights we distributed a survey to interested parties. As in previous years, MCE will invite these vendors to the next Certify & Amplify workshop to encourage them to become educated about this opportunity.

These sixteen “qualified but not certified” vendors include additional representation of diverse businesses. Eleven qualify as a woman-owned business enterprise, three as an Asian American Minority Business Enterprise, one as an African American Minority Business Enterprise, and one as an LGBT Business Enterprise. Their services range from local power resources, environmental consulting, staff benefits, marketing design, HR consultants, lobbying, printing, and community workforce development partners.

Together, they represented an additional $4,023,325 in MCE expenditures, including $3,384,294 with a vendor for power. The remaining qualified non-power expenditures represent 2.45% spent on diverse vendors. If included, our total spent on WDVLTBTE in non-power spend this year would increase from 3.84% to 6.29%.

When asked why they hadn’t applied for certification, some noted that they lacked the necessary documentation or weren’t familiar with the process. Others said that the application process was confusing, and that others had left their previous certification lapse due to lack of benefit. MCE staff answered their questions to the best of our ability, and forwarded additional questions for clarification to the CPUC’s Small Business Division staff, who helped a number of these qualified businesses successfully submit a new application. As in previous years, MCE will invite these vendors to the next Certify & Amplify workshop to encourage them to become educated about this opportunity.

Please list the Standardized Industrial Code (SIC) of the products and services your business sells, its current and historical SIC:

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MCE sent a voluntary supplier diversity survey (Appendix C) to our vendors to collect data on certification status, barriers to certification, and their internal supplier diversity efforts. We look forward to building out our supplier engagement strategy to increase our response rate for future reports.

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### Direct Subcontractor Procurement by Product and Service Categories

<table>
<thead>
<tr>
<th>Product/Service</th>
<th>Asian Pacific American</th>
<th>Native American</th>
<th>Hispanic American</th>
<th>African American</th>
<th>Native American</th>
<th>Total Minority Male</th>
<th>Total Minority Female</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Direct</strong></td>
<td>$26,089,316</td>
<td>$895,047</td>
<td>$3,142</td>
<td>$6,588</td>
<td>$3,142</td>
<td>$397,777</td>
<td>$0.15%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>$25,194,269</td>
<td>$93,256</td>
<td>$3,142</td>
<td>$907,298</td>
<td>$3,142</td>
<td>$401,918</td>
<td>$3.46%</td>
</tr>
<tr>
<td><strong>Subtotal</strong></td>
<td>$274,466</td>
<td>$33,420</td>
<td>$3,142</td>
<td>$1,002,419</td>
<td>$3,142</td>
<td>$500,777</td>
<td>$10.7%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>$7,312,439</td>
<td>$658,496</td>
<td>$3,142</td>
<td>$3,142</td>
<td>$3,142</td>
<td>$599,850</td>
<td>$10.7%</td>
</tr>
<tr>
<td><strong>Net Procurement</strong></td>
<td>$4,693,572</td>
<td>$658,496</td>
<td>$3,142</td>
<td>$3,142</td>
<td>$3,142</td>
<td>$63,150</td>
<td>$0.03%</td>
</tr>
</tbody>
</table>

**NOTE:** 
- **Direct Subcontractor Procurement by Product and Service Categories**
- **Minority Male**
- **Minority Female**
- **Disabled Veteran Business Enterprise (DVBE)**
- **Total Minority Business Enterprise (MBE)**
- **Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)**
- **Total Minority Female**

### Procurement by Standard Industrial Category (SIC)

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<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>SIC 359 – Commercial Printing, Lithography</strong></td>
<td>$28,320</td>
<td>$3,142</td>
<td>$6,588</td>
<td>$3,142</td>
<td>$907,298</td>
<td>$42,233</td>
<td>$315,219</td>
<td>$315,219</td>
<td>$3,142</td>
<td>$42,233</td>
<td>$315,219</td>
<td>$7,674,128</td>
</tr>
<tr>
<td><strong>SIC 801 – Hospitals</strong></td>
<td>$224,666</td>
<td>$51,329</td>
<td>$500,777</td>
<td>$107,298</td>
<td>$107,298</td>
<td>$500,777</td>
<td>$107,298</td>
<td>$107,298</td>
<td>$500,777</td>
<td>$107,298</td>
<td>$107,298</td>
<td>$2,805,289</td>
</tr>
<tr>
<td><strong>SIC 911 – Legal Services</strong></td>
<td>$3,111</td>
<td>$111</td>
<td>$111</td>
<td>$111</td>
<td>$111</td>
<td>$111</td>
<td>$111</td>
<td>$111</td>
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<td>$111</td>
<td>$111</td>
<td>$42,233</td>
</tr>
<tr>
<td><strong>SIC 6719 – Management Consulting Services</strong></td>
<td>$3,111</td>
<td>$111</td>
<td>$111</td>
<td>$111</td>
<td>$111</td>
<td>$111</td>
<td>$111</td>
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<td>$111</td>
<td>$42,233</td>
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<tr>
<td><strong>SIC 6219 – Management Consulting Services</strong></td>
<td>$3,111</td>
<td>$111</td>
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<td><strong>Total</strong></td>
<td>$3,111</td>
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<td>$111</td>
<td>$111</td>
<td>$42,233</td>
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</table>

**NOTE:** 
- **Net Procurement**
- **Total Service Procurement**
- **Total Dollars**

**MCE SUPPLIER DIVERSITY REPORT 2022**
As a public agency, MCE has more discretion to proactively engage "small, local, and diverse" businesses. In 2021, MCE did business with 42 different local businesses from a four county area — Contra Costa, Marin, Napa, and Solano Counties. In total, MCE spent $57,030,427 with these local business businesses. The largest portion of this was for expenditures on small and local businesses. Combined, this expenditure on small and local businesses total $340,138.35.

MCE defines "local" as businesses with their headquarters within MCE’s four county area — Contra Costa, Marin, Napa, and Solano Counties.

In 2021, MCE did business with 42 different local businesses, for services including customer service call-center services, local energy production, videography, security, printing, marketing and design, environmental consultants, website support, electric vehicle services, accounting, community engagement, community workforce development, storage, coffee, newspapers, and lunch. Two of our local vendors are certified–small and therefore are excluded from being counted among MCE's local spend. Two of our local vendors are certified as diverse, and are included in the table below. The largest portion of this was for expenditures on goods and services related to procurement, coming out to $53,245,146 over seven local vendors. Combined, this expenditure on small and local businesses total $57,030,427.

The sum of these expenditures with certified small businesses was an additional $340,138.35.

### Net Power + Non-Power Procurement

<table>
<thead>
<tr>
<th>Description of Certified Vendors with California Majority Workforce</th>
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<tbody>
<tr>
<td><strong>Net Power Procurement</strong></td>
</tr>
<tr>
<td><strong>Procurement ($)</strong></td>
</tr>
<tr>
<td>ALL</td>
</tr>
<tr>
<td>Non-Power</td>
</tr>
<tr>
<td>Power</td>
</tr>
<tr>
<td>Note: Net Power Procurement includes purchases with CAISO, other utilities, utilities, Federal entities, State entities, Municipalities and cooperatives, as well as non-CAISO cooperatives.</td>
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### Small & Local Combined

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<td>ALL</td>
</tr>
<tr>
<td>Non-Power</td>
</tr>
<tr>
<td>Power</td>
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</tbody>
</table>

### Additional Small & Local Businesses

- **Calitho**: a full-service printing company located in Concord, CA, provides MCE with printing services. Calitho was established in 1985 and provides expert services to their clients from printing and packaging, to display and logistics. Calitho is a certified Women’s Business Enterprise led by President and CEO Mardjan Taheripour. Her background in design and customer service marries beautifully with that of her husband, Bahman, an engineer with 30 years of operational expertise, and Thor Grossen, who leads Calitho’s team of on-the-ground managers. Collectively, they boast more than seven decades of printing experience. Calitho is also committed to sustainability. Their printing presses are designed specifically to reduce their environmental impact, using 80% less energy than more traditional systems and emitting zero VOCs into the environment. Calitho was established in 1985 and provides expert services to their clients from printing and packaging, to display and logistics. Calitho is a certified Women’s Business Enterprise led by President and CEO Mardjan Taheripour. Her background in design and customer service marries beautifully with that of her husband, Bahman, an engineer with 30 years of operational expertise, and Thor Grossen, who leads Calitho’s team of on-the-ground managers. Collectively, they boast more than seven decades of printing experience. Calitho is also committed to sustainability. Their printing presses are designed specifically to reduce their environmental impact, using 80% less energy than more traditional systems and emitting zero VOCs into the environment.

- **Debbie Lamb**, owner of Lamb Consulting, provides MCE with website project management and marketing consulting services. A Vallejo resident for 20 years, she has been operating her own marketing consulting firm for the last 15 years and has a wide range of clients, specializing in helping small businesses and nonprofit organizations. Previously, Debbie spent 12 years at Comcast in marketing management. She is on the board of directors for a group of charter schools in Vallejo and is originally from Ohio.

- **John Lombao Design (LGBTBE and MBE)**: Spike Lombao, owner of John Lombao Design, a certified minority- and LGBT+ certified business, owes his success to a widening range of clients, specializing in helping small businesses and nonprofit organizations. Previously, Debbie spent 12 years at Comcast in marketing management. She is on the board of directors for a group of charter schools in Vallejo and is originally from Ohio.
Synergy 768 is a locally-owned and operated certified SunPower and Tesla installer. They assist the State with its wildfire mitigation efforts.

Montague DeRose and Associates, LLC is a full service, independent municipal advisory firm founded in 1995. The firm believes that public sector clients should have access to sophisticated advisory services that help assist them in their financial decisions. Montague DeRose and Associates also works to benefit the development of clean energy policy, specifically in the sphere of public finance. Montague DeRose and Associates has provided quality translations for forty years using native speakers. International Contact, Inc. provides MCE with professional translations and production services with a profound understanding of both culture and language that only native speakers can provide.

FMB’s approach has been effective in reaching the general public, however, it has had an increased success rate within minority populations. Using their innovative approach to media, FMB has been able to help government agencies bridge cultural divides by formulating culturally competent outreach mechanisms that best reach underrepresented communities.

Benjamin Resources focuses on maximizing the retirement benefits of employees across the Bay Area, providing a community with an excellent resource for retirement equity. They aim to help companies by reducing their employee turnover and encouraging essential employees to remain in their roles. Benefit Resources recognizes that retirement plans must be tailored to best fit the staff demographic and provides companies with numerous retirement plan options in order to do so.

Green Vine Landscaping provides customers with options for waterless landscapes to reduce the environmental impact of water consumption. They employ a certified water technician to minimize the water waste produced from their service to best serve both their customers and the environment.

Montague DeRose and Associates (SB)
Montague DeRose and Associates (SB) is a full service, independent municipal advisory firm founded in 1995. The firm believes that public sector clients should have access to sophisticated advisory services that help assist them in their financial decisions. Montague DeRose and Associates also works to benefit the development of clean energy policy, specifically in the sphere of public finance. Montague DeRose and Associates has provided quality translations for forty years using native speakers. International Contact, Inc. provides MCE with professional translations and production services with a profound understanding of both culture and language that only native speakers can provide.

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Benefit Resources (SB)
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FMB (SBPW)
Founded with the express goal of facilitating positive community change, Freelance Media Buying (FMB) is a woman-owned strategic marketing, communications, and buying firm based in Marin County. FMB aims to deliver messages that help to create a sustainable future and educate the community on important environmental issues. FMB’s approach has been effective in reaching the general public, however, it has had an increased success rate within minority populations. Using their innovative approach to media, FMB has been able to help government agencies bridge cultural divides by formulating culturally competent outreach mechanisms that best reach underrepresented communities.

Synergy 768 (SB)
Synergy 768 is a locally-owned and operated certified SunPower and Tesla installer. They have over a decade of experience in the industry and provide customers with the highest quality solar products on the market at an affordable price point. Synergy 768 aims to be the biggest installation company, but the most effective. By keeping this commitment to sophisticated advisory services that help assist them in their financial decisions. Montague DeRose and Associates also works to benefit the development of clean energy policy, specifically in the sphere of public finance. Montague DeRose and Associates has provided quality translations for forty years using native speakers. International Contact, Inc. provides MCE with professional translations and production services with a profound understanding of both culture and language that only native speakers can provide.

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Certified Small Suppliers

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Green Vine Landscaping is a family-owned business that offers full landscape, construction, and maintenance services to both commercial and residential properties. Green Vine Landscaping provides customers with options for waterless landscapes to reduce the environmental impact of water consumption. They employ a certified water technician to minimize the water waste produced from their service to best serve both their customers and the environment.

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SECTION 9.1.3 PROGRAM EXPENSES

<table>
<thead>
<tr>
<th>Expense Category</th>
<th>Year (Actual)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Wages</td>
<td>$23,370</td>
</tr>
<tr>
<td>Other Employee Expenses</td>
<td>--</td>
</tr>
<tr>
<td>Program Expenses</td>
<td>--</td>
</tr>
<tr>
<td>Reporting Expenses</td>
<td>--</td>
</tr>
<tr>
<td>Training</td>
<td>--</td>
</tr>
<tr>
<td>Consultants</td>
<td>--</td>
</tr>
<tr>
<td>Other</td>
<td>--</td>
</tr>
<tr>
<td>Total</td>
<td>$23,370</td>
</tr>
</tbody>
</table>

SECTION 9.1.5 DESCRIPTION OF PRIME CONTRACTOR UTILIZATION OF CERTIFIED SUBCONTRACTORS

In part due to the relatively small nature of MCE’s typical vendors for services, we received few responses for subcontractor data through the survey. We look forward to learning more about how to improve our data collection processes to understand the impact this spend has on our certified subcontractor base. We will continue to engage with our prime suppliers to emphasize the importance of a robust and diverse supply chain and to encourage them to collect data on their subcontractors.

SECTION 9.1.6 A LIST, DESCRIPTION, AND STATUS OF COMPLAINTS

In the last year, MCE received no WMDVLGBTBE complaints.
MCE SUPPLIER DIVERSITY REPORT 2022

SECTION 9.1.1 POWER PROCUREMENT

MCE does not purchase liquid fuels.

SECTION 9.1.2 A DESCRIPTION OF PROGRAM ACTIVITIES PLANNED FOR THE NEXT CALENDAR YEAR

In our pursuit of supporting our small, local, and diverse businesses, MCE looks forward to continuing to engage upon the programs, policies, and efforts outlined in this report. Of particular interest is the sustained engagement and expansion of our current plans that support our business community. Of particular note, next year:

- MCE will host our annual Certify & Amplify workshop. As we've done in previous years, MCE will disseminate this invitation through our sister agency channels. This way, we will access a larger network of potential registrants to this annual event.
- Given the responses from vendors who qualify for GO 156 certification but are not yet certified, MCE plans to invite all “qualified but not yet certified” vendors to the upcoming Certify & Amplify workshop to encourage eligible participants to become educated about the opportunity.
- In order to diversify the participants to this annual event, promotional videos will be filmed in English as well as Spanish and shared with our Latino networks to get the word out even further.

OF MCE’s $360M 2021 expenditures, 92% went toward goods and only 8% went toward services. This includes payments to CAISO, IOUs, other CCAs, and hedges but excludes externes and force. Of this amount, roughly $197M went toward CAISO, IOUs, and other CCAs, or 54% of our total expenditure in 2021. This proportion is typical of a CAO budget. In general, the grand majority of a CAO budget focuses on one sector relative to others. In this case, roughly $1,600 suppliers engaged in the Supplier Clearinghouse, less than half of one percent have self-identified as providing goods or services related to electricity generation. Of these, an even smaller number provide goods or services relevant to a CAO. With the changes noted earlier, for example, liquid fuel or distribution equipment such as circuit breakers. This makes it very difficult to report on any certified expenditures since roughly 92% of our budget goes to a sector with negligible diversity registered in the Supplier Diversity Clearinghouse and roughly 54% goes to agencies excluded from being counted in this report. Why is this so important to invest in the programs, pilots, and programs outlined in section 9.1.1, including our green career workforce programs, community engagement, and energy-smart business programs.

However, the sector is the core function of MCE’s business. This table depicts annual product results by ethnicity and WMDVLGBTBE certification. For this report, MCE has included Resource Adequacy (RA) costs as non-renewable, despite having received some renewable RA through our Power Purchase Agreement. RA is a mess, unfortunately, there is no way to associate a dollar amount with the renewable RA we receive under these contracts. Per guidance from CPUC staff in 2020, hedges have been excluded from the chart.

Of the roughly 8,800 suppliers in the Supplier Clearinghouse, less than half of one percent have self-identified as providing goods or services related to electricity generation. Of these, an even smaller number provide goods or services relevant to a CAO. With the changes noted earlier, for example, liquid fuel or distribution equipment such as circuit breakers. This makes it very difficult to report on any certified expenditures since roughly 92% of our budget goes to a sector with negligible diversity registered in the Supplier Diversity Clearinghouse and roughly 54% goes to agencies excluded from being counted in this report. Why is this so important to invest in the programs, pilots, and programs outlined in section 9.1.1, including our green career workforce programs, community engagement, and energy-smart business programs.

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- In order to diversify the participants to this annual event, promotional videos will be filmed in English as well as Spanish and shared with our Latino networks to get the word out even further.
MCE will continue to deepen our relationships with diverse chambers of commerce, and endeavor to build new relationships with those we haven’t yet had the opportunity to work with.

MCE’s Deep Green Champions Program will support and uplift local businesses. We will promote them on social media and provide opportunities to be featured in blog content that will highlight the unique benefits of their business offerings to customers.

MCE’s FIT Plus Program will continue to have a 50% local hire and within our communities. MCE will continue to incentivize more small-scale renewable energy development opportunities to be featured in blog content that will highlight the unique benefits of their business offerings to customers. MCE will promote them on social media and provide local businesses with unique benefits of their business offerings to customers.

Deep Green Champions Program will support and uplift those we haven’t yet had the opportunity to work with. Chambers of commerce, local television, radio, social media and traditional news media. We support active communications with each of our Hispanic and Filipino chamber organizations.

MCE will again review our sponsorship and membership efforts within Spanish-speaking channels will include diverse chambers, local television, radio, social media and traditional news media. We support active communications with each of our Hispanic and Filipino chamber organizations.

In 2022, outreach efforts within Spanish-speaking channels will include diverse chambers, local television, radio, social media and traditional news media. We support active communications with each of our Hispanic and Filipino chamber organizations.

SECTIONS NOT APPLICABLE TO CCAS (9.1.4, 9.1.7, 10.1.1, 10.1.3, 10.1.4, 10.1.5, 10.1.6)

Section 9.1.4: Description of Progress in Meeting or Exceeding Set Goals and an Explanation Why Goals Are Not Met

Section 9.1.7: A Description of Efforts Made to Recruit WMDVLGBTBE Suppliers in Underutilized and Highly Technical Categories

Section 10.1.1: WMDVLGBTBE Annual Short-, Mid-, and Long-term Goals by Product and Service Category

Section 10.1.3: Plans for Recruiting WMDVLGBTBE Suppliers in Underutilized Categories

Section 10.1.4: Plans for Recruiting WMDVLGBTBE Suppliers in Currently Unavailable Areas

Section 10.1.5: Plans for Encouraging Prime Contractors to Subcontract with WMDVLGBTBE Suppliers

Section 10.1.6: Plans for Complying with the WMDVLGBTBE Program Guidelines Established by the Commission as Required by Public Utilities Code §8283(c)

MCE will refine our data collection practices, to discuss lessons learned during the previous year, and to adjust our strategy accordingly.

In 2022, we will again review our sponsorship and membership opportunities to increase engagement with diverse community-based organizations. MCE currently targets nearly 40% of our sponsorship budget to be spent toward diversity-related events or organizations.

In 2022, outreach efforts within Spanish-speaking channels will include diverse chambers, local television, radio, social media and traditional news media. We support active communications with each of our Hispanic and Filipino chamber organizations.

This table is not required as part of the GO 156 annual reports but is included as a separate, additional report submitted alongside the annual report as directed by D.06–11–028. MCE collected the below data directly from our certified vendors. These numbers are self-reported.
SUSTAINABLE WORKFORCE AND DIVERSITY POLICY: 011

It is a priority interest of MCE to support sustainable workforce opportunities, local economic sustainability, and diversity inclusion through contracting for power resources, procuring goods and services, and implementing hiring initiatives within a framework of competitive service and the promotion of renewable energy, customer programs, and greenhouse gas reduction.

MCE will facilitate and encourage diversity and a sustainable workforce through its support for:

1. Fair compensation in direct hiring, renewable development projects, customer programs, and procurement services;
2. Development of locally generated renewable energy within the MCE service area;
3. Direct use of union members from multiple trades;
4. Quality training, apprenticeship, and pre-apprenticeship programs;
5. Direct use of businesses local to the MCE service area;
6. Development of California-based job opportunities;
7. Development of locally generated renewable energy projects within the MCE service area;
8. Development of green and sustainable businesses and development of Disabled Veteran–owned Business Enterprises (DVBE) and LGBT–owned Business Enterprises (LGBTBE);
9. Direct use of green and sustainable businesses; and
10. Use of direct hiring practices that promote diversity in the workplace.

Est. 2017

Guidelines for Distribution Lists

Create your list in spreadsheet format, using either Microsoft Excel or Google Sheets. Include the following columns: company name, contact name, contact email. List only one email address per cell. If you would like your solicitation to be posted to a third-party website using an online portal, list all web addresses first.

Staff are encouraged to perform a keyword search through the Supplier Clearinghouse link. Searching the Supplier Clearinghouse can direct you to additional potential vendors who are certified women, minority, LGBT, and disabled veteran-owned businesses – expanding the reach of your solicitation while helping to promote MCE’s supplier diversity goals!

The Contracts Team does not review distribution lists. After drafting your list, double check for duplicate and incorrect email addresses. Finalize your list before solicitation distribution. Sending to additional parties after initial distribution can appear as though MCE is giving preferential treatment.

Last updated 1/27/21

Looking for more guidance? Check out the Contracts Process Packet or reach out to contracts@mceCleanEnergy.org for additional help.
Where is your business located/headingquartered?
Your answer

If certified, when does your certification expire?

Minority-Owned

Richmond.

If applicable, please describe any hiring targets your business has for minority-owned, women-owned, LGBTO-owned, or disabled veteran-owned.

If your business used GO 156 certified subcontractors for your MCE contract, please include a list of their business names, addresses, and their subcontract amounts.

EcoShift Consulting is a branch of Bluestrike Environmental, a consulting firm based in Monterey, California. The EcoShift team consists of climate change, sustainability, and clean energy experts. EcoShift provides award-winning strategy, technical analysis, communications, research, and organizational development skills to better the environmental sustainability and infrastructure of the greater area. EcoShift offers services in these areas to meet the needs of clean energy producers.

EcoShift has developed sustainability plans along with climate energy strategies for many organizations including the University of California Santa Cruz, and the La Sierra University System.

Carrot Fertility

Carrot Fertility is the most comprehensive global fertility benefits provider. Carrot Fertility makes family-forming care accessible to people around the world. Carrot was founded with the goal of making fertility care inclusive, accessible, and affordable. Carrot provides employees with the opportunity to include fertility care in employee benefits and gives many people the opportunity to have a child, which would have not otherwise been possible. Carrot is flexible, simple and easy to use offering plans that adjust to companies as they grow and straightforward pricing with no hidden costs. 68% of adults state that they would switch jobs to gain fertility benefits which Carrot Fertility offers in an accessible and cost-effective manner.

Colantuono, Highsmith & Whatley, PC

Colantuono, Highsmith & Whatley is a municipal law firm with several offices across the state. Colantuono, Highsmith & Whatley represents both public and private clients in multiple sectors, including those that fall under the California Environmental Quality Act (CEQA). They have an extensive history in class action challenges to local government revenue measures and are actively handling challenges posed toward water, electric, and gas rates for districts all over California. Colantuono, Highsmith & Whatley lawyers have repeatedly been awarded with Best Lawyer awards on both local and statewide levels and the firm was awarded with the designation of International Advisory Expert in 2021.

Crook Beales Design

Founded by Jennifer Beales, an award winning designer and art director, Crook Beales Design has been serving the Bay Area for over 20 years. Crook Beales Design specializes in corporate branding, publications, identity, collateral, and book design. Crook Beales Design aims to help clients achieve their marketing goals by providing an array of services including art direction, design, production, photo research and editing.
Elpis Consulting
Elpis Consulting aims to fulfill the needs of all size clients and tackles both technically–intricate and simple projects.

Loh's company serves as a vital communication link that bridges communication between eastern and western countries. Loh herself is a graphic designer and brings an intuitive perspective to her work. Before starting KL Design and Translation, Katherine Loh worked as an art director, project manager, and designer for several, major advertising agencies. Loh's company serves as a vital communication link that bridges communication between eastern and western countries. Loh aims to fulfill the needs of all size clients and tackles both technically–intricate and simple projects.

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MCE is a not-for-profit public electricity provider, offering Bay Area customers renewable energy and local energy programs since 2010.

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Marin County, Belvedere, Corte Madera, Fairfax, Larkspur, Mill Valley, Novato, Ross, San Anselmo, San Rafael, Sausalito, Tiburon
Napa County, American Canyon, Calistoga, Napa, St. Helena, Yountville
Solano County, Benicia, Fairfield, Vallejo