

# GOOD COMMUNITY

**ComEd®**



**ComEd's  
DIVERSE SUPPLY  
CHAIN POWERS  
GROWTH FOR  
BUSINESSES AND  
COMMUNITIES**



EMPOWERING  
THOSE WHO POWER  
COMMUNITIES

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JOE DOMINGUEZ, CEO, ComEd

There is an unprecedented scale of change taking place in the energy delivery business today. Utilities are being called upon by governments and customers to enable a transition to clean energy and reduce carbon emissions while increasing reliability and affordability. To achieve this vision, we're building upon the smart grid, expanding access to clean power, and paving the way for electric transportation, all while making sure that the benefits of these investments are equitable and reach all customers.

Delivering on this promise requires additional investments in local communities, and this includes continued strong support for our partnerships with more than 500 diversity-certified suppliers. As detailed in this report, our total diverse supplier spend of \$738 million in 2019 was 41 percent of our total supply chain spend of \$1.8 billion. This breaks the record we set in 2018 when our diverse supplier spend of \$718 million was 39 percent of total spend.

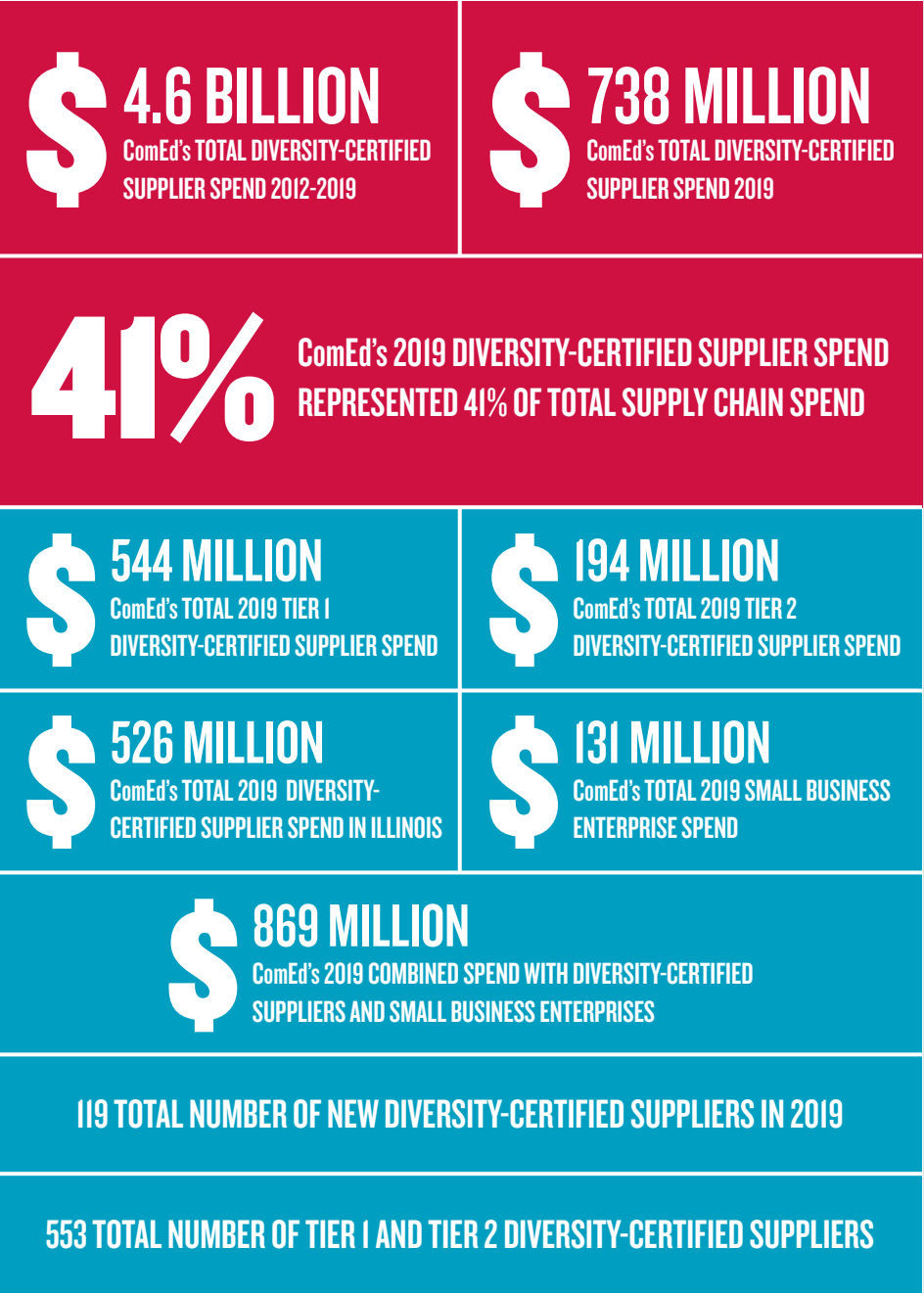
Our unwavering commitment to diverse suppliers is helping Illinois small businesses expand into new markets driven by the growth of renewable energy and smart grid technologies. This report profiles several exceptional diverse supplier partners, from young and growing firms to established industry leaders. They share an ability to earn trust and meet the needs of our customers. They know that quality products and services are table stakes. They know that the strength of diversity lies in different perspectives and solutions that deliver value.

Most importantly, when we invest in diverse suppliers we are touching families, lifting up communities, training the workforce of the future, and creating jobs. Supplier diversity makes us better and empowers those who power their communities. Together, we'll ensure that everyone in northern Illinois benefits from the clean energy economy.

Thank you for your partnership.

Sincerely,  
Joe Dominguez

ComEd DIVERSE SUPPLY CHAIN 2019 DASHBOARD



In accordance with the Proposed Guidelines and Uniform Template for the Section 5-II7 Report, this section highlights key metrics and results of the 2019 ComEd Diverse Business Empowerment Program.

The graphic to the left illustrates what ComEd's commitment to diversity-certified suppliers means to the Illinois economy and to the economic vitality of the communities in which we operate. This report demonstrates how the economic activity we generate benefits our employees, companies, cities, and towns throughout the state. Our continued commitment to diversity-certified supplier inclusion contributed to another year of positive growth in the company and in our communities.



In accordance with the Proposed Guidelines and Uniform Template for the Section 5-II7 Report, the purpose of this section is to define key terms utilized by the ComEd Diverse Business Empowerment Team.

ComEd defines diverse suppliers per the guidelines of the National Minority Supplier Development Council, the Women’s Business Enterprise National Council, and the U.S. Small Business Administration.

**MINORITY-OWNED**

A for-profit enterprise, regardless of size, physically located in the United States, which is 51% owned, operated, and controlled by minority group members, defined by the following:

**ASIAN-INDIAN-OWNED BUSINESS ENTERPRISE**

A U.S. citizen whose origins are from India, Pakistan, or Bangladesh

**ASIAN-PACIFIC-OWNED BUSINESS ENTERPRISE**

A U.S. citizen whose origins are from Japan, China, Indonesia, Malaysia, Taiwan, Korea, Vietnam, Laos, Cambodia, the Philippines, Thailand, Samoa, Guam, the U.S. Trust Territories of the Pacific, or the Northern Marianas

**AFRICAN-AMERICAN-OWNED BUSINESS ENTERPRISE**

A U.S. citizen having origins in any of the Black racial groups of Africa

**HISPANIC-OWNED BUSINESS ENTERPRISE**

A U.S. citizen of Hispanic heritage, from any of the Spanish-speaking areas of the following regions: Mexico, Central America, South America, or the Caribbean Basin

**NATIVE-AMERICAN-OWNED BUSINESS ENTERPRISE**

A person who is an American Indian, Eskimo, Aleut, or Native Hawaiian, and is regarded as such by the community of which the person claims to be a part

**WOMAN-OWNED BUSINESS ENTERPRISE**

An independent business concern that is at least 51% owned and controlled by one or more women who are U.S. citizens or Legal Resident Aliens; whose business formation and principal place of business are in the U.S. or its territories; and whose management and daily operation is controlled by one or more of the women owners

**U.S. SMALL BUSINESS ADMINISTRATION**

As defined by the Small Business Act, a small business concern is “one that is independently owned and operated, and which is not dominant in its field of operation”

**SMALL BUSINESS**

Depending on the industry, “small” is defined by either the number of employees or average annual receipts of a business concern. Website reference for size standards by NAICS code can be found [www.sba.gov/services/contractingopportunities/sizestandardstopics/index.html](http://www.sba.gov/services/contractingopportunities/sizestandardstopics/index.html)

**VETERAN-OWNED BUSINESS**

A business that is at least 51% owned, operated, and controlled by one or more veterans

**SUBCONTRACTOR**

Any party or person (who is not an employee of the prime contractor) who enters into any agreement or arrangement with a prime contractor

**DIVERSITY-CERTIFIED SUPPLIER**

Any legal entity that is: (i) organized to engage in commercial transactions; (ii) at least 51% owned and controlled by one or more individuals who are socially and economically disadvantaged; and (iii) managed by, and the daily business operations controlled by, one or more of the socially and economically disadvantaged individuals who own it

**PRIME CONTRACTOR / SUPPLIER**

Any party or person (who is not an employee of the utility) who enters into any agreement or arrangement with the utility for the furnishing of supplies or services for the use of real or personal property which, in whole or in part, is necessary to the performance of any one or more contracts

**GOAL**

A target which, when achieved, indicates progress in a preferred direction. A goal is neither a quota nor a set-aside.

**LONG**

A goal applicable to a period of five (5) years

**MID**

A goal applicable to a period of three (3) years

**CONTROL**

Exercising the power to make policy decisions (determined by the certifying entities)

**OPERATE**

Being actively involved in the day-to-day management and not merely acting as officers or directors

**TIER 1**

Prime contract spend with a diverse supplier

**TIER 2**

Subcontracted spend by a non-diverse prime contractor with a diverse supplier

**INDIRECT TIER 2 SPEND**

Spend, which CANNOT be identified in support of specific Prime Requirements (e.g., production support products and services such as temporary staffing, and facilities support services)

**NEW DIVERSE SUPPLIER**

Any diversity-certified supplier with zero diverse spend in the previous calendar year

**PROFESSIONAL SERVICES / HIGH-MARGIN STRATEGY**

ComEd’s Professional Services/“high-margin” strategy with diverse suppliers focuses on eight categories of spending in the professional services areas. These categories are: advertising and marketing; business consulting; legal; banking; engineering and technical consulting; financial services; HR services; and IT professional services. The high-margin strategy was undertaken because these businesses typically have higher profit margins and, therefore, have an increased capacity to contribute to community economic development (jobs and community-based organization support)

**EXCLUSION**

Any non-sourceable payment made for goods and services not included in total supply chain spend

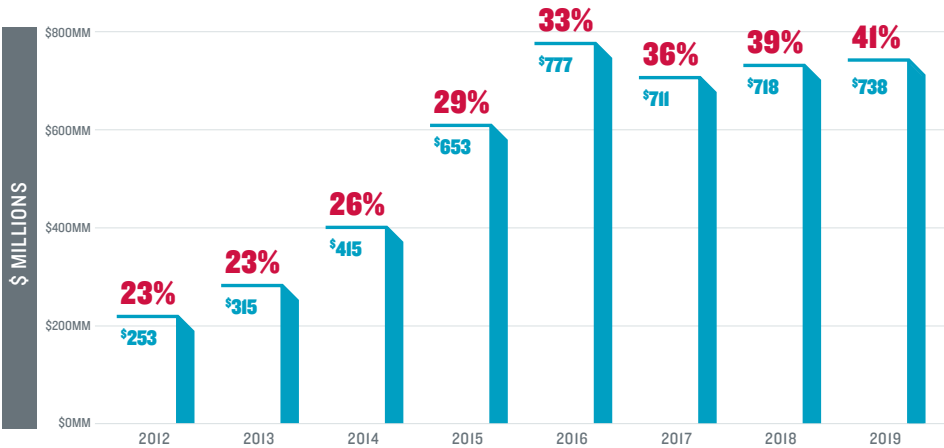


The exceptional team of diversity-certified suppliers working on the Chicago North headquarters project included (l-r) Ramon Arambula, president, Durango Painting; Catherine M. Tojaga, president, CT Mechanical; Carole Raffin-Zordani, president, Scale Construction; Ernest Brown, president, Brown & Momen; and Richard Pinto, president, Pinto Construction.

# ComEd 2019 SUMMARY OF SPENDING / ACTIVITY

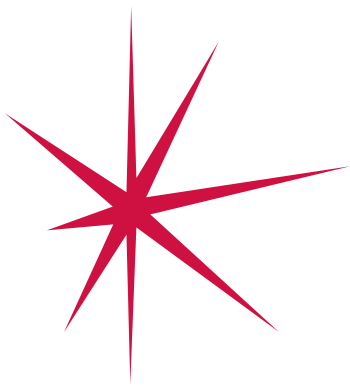
In accordance with the Proposed Guidelines and Uniform Template for the Section 5-II7 Report, the purpose of this section is to supplement 2019 included data specifically highlighting spending activity in Professional Services, Large Capital Projects, and Energy Efficiency; the number of new diverse suppliers (highlighted in the ComEd dashboard, Section II); list/description of internal and external (company-sponsored and/or company-supported) outreach activities impacting diverse suppliers and communities.

## ComEd's TOTAL DIVERSITY-CERTIFIED SUPPLIER SPEND



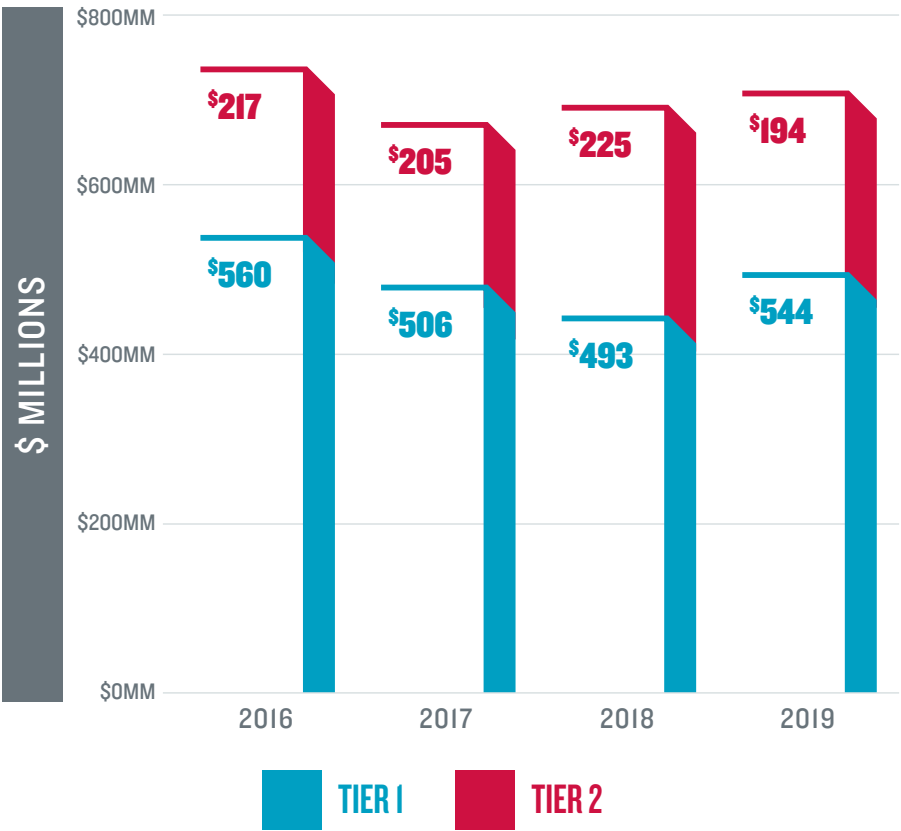
Dollar figures in bar graph and throughout this report are in millions.  
Percentage figures above represent percentage of total ComEd spend for that year.

2019 was another successful year for ComEd's partnership with diversity-certified suppliers. ComEd spent \$738 million with these suppliers, a year-over-year increase of \$20 million. This represents an increase in diversity-certified spend from 39% of total supply chain expenditures in 2018 to 41% in 2019, a year-over-year increase of 2%, the highest percentage of diverse spend in ComEd history. Increasing the total dollars spent and percentage of diversity-certified supplier inclusion is a significant achievement considering total supply chain spend decreased by approximately \$63 million. This truly represents ComEd's commitment to grow both the amount of spend and the percent of total spend with diverse suppliers.



This chart reviews ComEd's diverse supplier spend over the past eight years, reflecting an upward trajectory of ComEd's consistent achievement of its diverse supplier spend goals. ComEd's 2019 expenditures represent a growth of \$4.6 billion in annual diversity-certified supplier spend during the eight-year span from 2012-2019. In 2019, ComEd continued to increase its spend with minority-, women-, and veteran-owned businesses, and achieved a record percentage of total dollars expended with diversity-certified suppliers—41 percent of our total spend.

## ComEd TIER 1 AND TIER 2 DIVERSITY-CERTIFIED SUPPLIER SPEND



## ILLINOIS VS. NON-ILLINOIS DIVERSE SPEND BASED ON SUPPLIER REMIT TO ADDRESS

	ILLINOIS (\$MM)	PERCENT	NON-ILLINOIS (\$MM)	PERCENT	TOTAL (\$MM)
2018 TIER 1	\$348	71%	\$149	29%	\$497
2018 TIER 2	\$157	75%	\$51	25%	\$208
2019 TIER 1	\$404	74%	\$140	26%	\$544
2019 TIER 2	\$122	63%	\$72	37%	\$194

In 2019, ComEd set a goal of 39% of total supply chain spend with diversity-certified suppliers and a category-specific goal in Energy Efficiency of a 10% increase in annual expenditures with diversity-certified suppliers. It was the most challenging spend goal in the company's history and ComEd exceeded it by spending 41% of total supply chain and realizing an 18% increase in Energy Efficiency with diversity-certified suppliers. Diversity-certified supplier spend totaled \$738 million, or 41 percent of our total procurement base of \$1.79 billion in 2019.

The chart to the left reflects ComEd's spend over the past four years—segmented by Tier 1 prime suppliers and Tier 2 subcontractors.

ComEd prioritizes and partners with Illinois-based diversity-certified businesses. ComEd recognizes that growing local and diverse businesses contributes greatly to Illinois' economic growth. In 2019, ComEd spent \$526 million with Illinois-based diversity-certified suppliers, which represented more than 71 percent of total spend with diverse suppliers. Approximately 74 percent (or \$404 million) of ComEd's Tier 1 spend in 2019 was with Illinois-based diversity-certified suppliers.

MBE VETERAN & WBE SPEND DETAILS

	PRIME SUPPLIERS (TIER 1)		SUBCONTRACTOR (TIER 2)*		PROJECTED GOAL \$	PROJECTED GOAL %	ACTUAL TOTAL DOLLARS	
CERTIFICATION	2018	2019	2018	2019	2019	2019	2018	2019
MBE	\$272	\$287	\$131	\$114	\$380	20%	\$403	\$401
WBE	\$207	\$245	\$65	\$61	\$342	18%	\$272	\$306
VBE	\$14	\$12	\$7	\$3	\$19	1%	\$21	\$15
TOTAL	\$493	\$544	\$225	\$194	\$741	39%	\$718	\$738

\*Total Diverse Spend includes Indirect Tier 2

	PRIME SUPPLIER (TIER 1)		SUBCONTRACTOR (TIER 2)*		PROJECTED GOAL \$	PROJECTED GOAL %	ACTUAL TOTAL DOLLARS	
CERTIFICATION	2018	2019	2018	2019	2019	2019	2018	2019
SBE	\$142	\$130	\$3	\$1	\$114	6%	\$145	\$131
TOTAL MBE/WBE/VBE/SBE	\$635	\$674	\$228	\$195	\$855	45%	\$863	\$869



ComEd president Terry Donnelly cut the ribbon at the grand opening of the supply warehouse at the new Chicago North headquarters. The 65,000-square-foot precast building is the largest standalone warehouse in ComEd's portfolio. It contains 3,000 square feet of office space and six loading docks and a reinforced roof system was designed to accommodate future solar installation.

MINORITY-OWNED BUSINESS ENTERPRISE SPEND DETAILS BY ETHNIC GROUP

In 2019, ComEd spent a total of \$401 million or 54% with diversity-certified Minority-Owned Business Enterprises (MBEs). See tables below for additional details on ComEd's 2019 MBE Tier I spend by ethnic group.

AFRICAN-AMERICAN-OWNED TIER I DETAILS

TOP SUPPLIERS	TOP SPEND CATEGORIES	SUMMARY
NASH BROTHERS CONSTRUCTION CO, INC	T&S CONSTRUCTION	\$76 MILLION IN TIER I SPEND
PMI ENERGY SOLUTIONS LLC	FACILITIES	14% OF TOTAL DIVERSE TIER I SPEND
KDM ENGINEERING	DISTRIBUTION CONSTRUCTION	
TRICE CONSTRUCTION	FLEET	
SUTTON FORD	ENGINEERING / TECHNICAL CONSULTING	

HISPANIC-AMERICAN-OWNED TIER I DETAILS

TOP SUPPLIERS	TOP SPEND CATEGORIES	SUMMARY
SBP CONSTRUCTION LLC	FACILITIES	\$111 MILLION IN TIER I SPEND
DYNAMIC UTILITY SOLUTIONS LLC	DISTRIBUTION CONSTRUCTION	20% OF TOTAL DIVERSE TIER I SPEND
PACO COLLECTIVE	ADVERTISING AND MARKETING	\$27 MILLION YEAR OVER YEAR INCREASE
MZI GROUP INC	ENVIRONMENTAL SERVICES	
ENVIROPLUS	CUSTOMER SERVICE	

ASIAN-AMERICAN-OWNED TIER I DETAILS

TOP SUPPLIERS	TOP SPEND CATEGORIES	SUMMARY
ZONES CORPORATE SOLUTIONS	IT HARDWARE	\$24 MILLION IN TIER I SPEND
QUALITECH ENGINEERING, LLC	ENGINEERING / TECHNICAL CONSULTING	4% OF TOTAL DIVERSE TIER I SPEND
SOUTHERN STATES EQUIPMENT CO	MRO	
ANB ENTERPRISES, INC	T&A MATERIALS	
ANDERSON & SHAH ROOFING INC	ENERGY EFFICIENCY	

NATIVE-AMERICAN-OWNED TIER I DETAILS

TOP SUPPLIERS	TOP SPEND CATEGORIES	SUMMARY
CHOCTAW KAUL DISTRIBUTION CO	ELEC DISTRIBUTION EQUIPMENT	\$75 MILLION IN TIER I SPEND
	MRO	14% OF TOTAL DIVERSE TIER I SPEND
	T&S MATERIALS	
	CHEMICALS / FUELS / GASES / LUBRICANTS	
	METERS	

MBE SPEND TOTALED 54% OF TOTAL DIVERSITY-CERTIFIED SUPPLIER SPEND

\$18  
MILLION  
YEAR-OVER-YEAR  
SPEND INCREASE  
WITH TIER I  
DIVERSITY-CERTIFIED  
PROFESSIONAL  
SERVICES  
SUPPLIERS

WOMAN-OWNED BUSINESS ENTERPRISE SPEND DETAILS

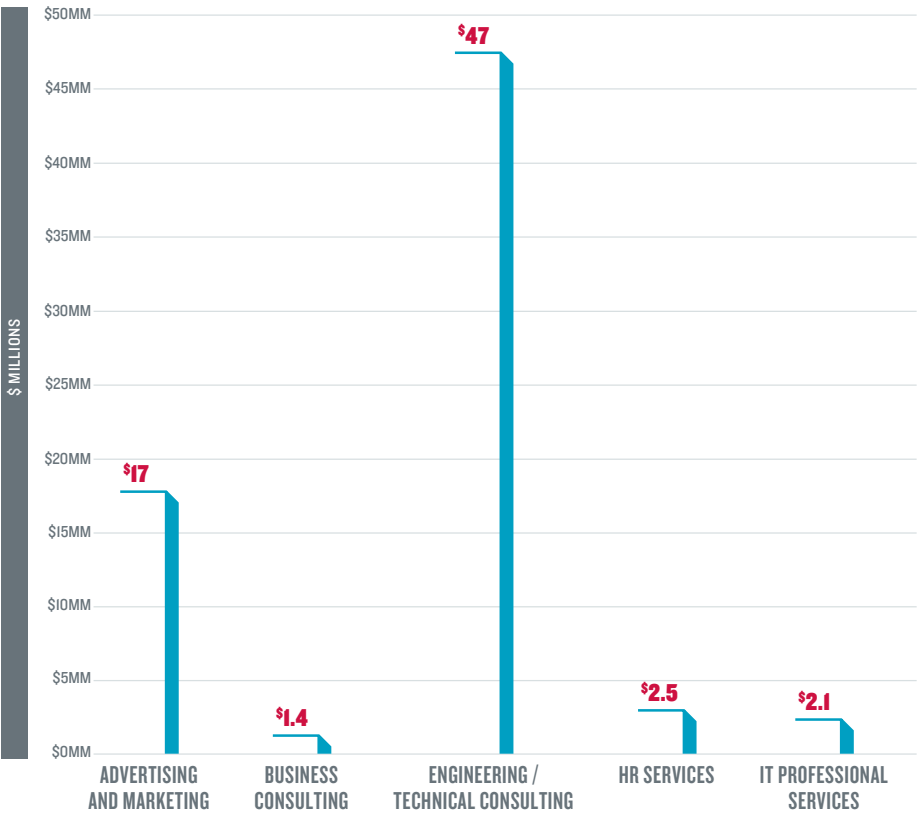
WOMAN-OWNED TIER I SPEND

TOP SUPPLIERS	TOP SPEND CATEGORIES	SUMMARY
INTREN, INC.	DISTRIBUTION CONSTRUCTION	\$245 MILLION IN TIER I SPEND
PRIMERA ENGINEERING	ENGINEERING / TECHNICAL CONSULTING	45% OF TOTAL DIVERSE TIER I SPEND
CJ DRILLING, INC.	T&S CONSTRUCTION	
MACMUNNIS, INC.	FACILITIES	
STEVENSON CRANE	T&S MATERIALS	

ComEd’s PROFESSIONAL  
SERVICES/HIGH-MARGIN STRATEGY

In 2019, ComEd’s Tier I spend with diversity-certified, professional services suppliers was approximately \$70 million, a year-over-year increase of \$18 million.

In 2019, ComEd renewed its \$32.5 million credit facility with 13 minority- and community-owned banks in communities ComEd serves. More than half of these banks were based in Illinois and include First Bank of Chicago, Illinois Bank & Trust, GN Bank, Byron Bank, International Bank of Chicago, First Eagle Bank, American Metro, Pacific Global Bank and United Fidelity Bank. ComEd also spent \$1,498,896 with diversity-certified law firms.



LARGE CAPITAL PROJECTS



NEW CHICAGO NORTH COMPLEX SETS HIGH STANDARDS  
FOR FORM AND FUNCTION  
FEATURES INCLUDE ENERGY LEARNING CENTER FOR RESIDENTS

Earlier this year, more than 600 ComEd workers moved into the company’s new Chicago North regional headquarters that occupies a 30-acre site on the northwest side of Chicago. More than 70 percent of the suppliers working on the project were woman- or minority-owned businesses and fast-track construction was completed on time and on budget within 18 months.

The modern, 104,000 SF building, which includes a 94,000 SF office and 10,000 SF community center is a highly energy-efficient complex, which replaces a 90-year-old facility. To minimize the building’s environmental impact , ComEd constructed it using energy efficient products and methods and is pursuing LEED platinum certification., Its many sustainable features include landscaping that captures and stores water and native and adaptive plants that save water and support pollinators like honeybees and hummingbirds. LED bulbs, which use 75 percent less energy and last 25 times longer than traditional incandescent light bulbs, are used throughout the complex. The HVAC system features Variable Refrigerant Flow (VRF), which enhances occupancy comfort and energy efficiency. Low flow plumbing fixtures and an infrastructure designed to accommodate solar installation will reduce the campuses water use and produce clean energy.

The main building, sited on the west side of California Avenue south of Addison Street, features a sparkling glass exterior, including self-tinting glass on the south face, and triple-pane windows on the east, west, and north faces. The office building contains offices, classrooms, conference rooms, locker facilities for field employees and an auditorium space to hold up to 350 people.

The Community Center is dedicated for residents, students, educators, and community groups as a resource for energy education. It will feature interactive learning exhibits on solar, our clean energy future and provides information on ComEd’s energy efficiency offerings. “This is only the second regional headquarters that ComEd has built from the ground up in many decades,” said Joe Dominguez, CEO, ComEd. “It will enhance our ability to meet the needs of customers in one of our most heavily populated regions and provide an important resource for the community and individuals interested in learning how they can become smart energy consumers in the 21st century.”

A tri-venture including Pepper Construction and MWBE companies Scale Construction and Brown & Momen led the project and Primera Engineers led the design team; a few of the Tier 2 suppliers included CT Mechanical, Durango Painting, Pinto Construction, and The Bartech Group .

ENERGY EFFICIENCY



ComEd's outreach team educates customers about solar energy and the ComEd Energy Efficiency Program at the 19th annual Dragon Boat Race for Literacy in Chinatown's Ping Tom Park.

The ComEd Energy Efficiency Program consists of Future Energy Jobs Act (FEJA)-commissioned customer offerings designed to reduce energy use in the Residential, Small Business, Commercial, Industrial, Public Sector, and Income Eligible markets. Through education, marketing, and outreach services, implemented in part by contracted suppliers, customers are informed of program offerings to help drive energy savings and lower their energy bills. Energy efficiency offerings include instant discounts, rebates, home and facility assessments, technical services, whole-building solutions, and more.

In 2019, to deepen its commitment and focus on diversity-certified supplier inclusion, ComEd Energy Efficiency established a specific category goal to spend \$28.6 million in annual expenditures with diversity-certified suppliers which is a 10% increase from 2018. This is the first time in

ComEd's history this new, targeted, category-specific approach has been developed and communicated to internal and external stakeholders. With an increased focus on this goal, ComEd Energy Efficiency spent \$31.09 million with diversity-certified suppliers which exceeded the goal by an additional 9%. This spend alone represents a year-over-year increase of 18%. In addition, ComEd Energy Efficiency identified and awarded contracts to two new Tier I diversity-certified suppliers for 2020 programs.

In 2020, ComEd Energy Efficiency is continuing to focus on growing diversity-certified suppliers as well as continuing to prioritize workforce development to grow jobs and provide a conduit for local communication and services within our communities. Through a successful 2019 pilot, ComEd Energy Efficiency launched an Energy Efficiency Diverse Incubator Program on February 4, 2020. This program is designed to educate and train diverse contractors

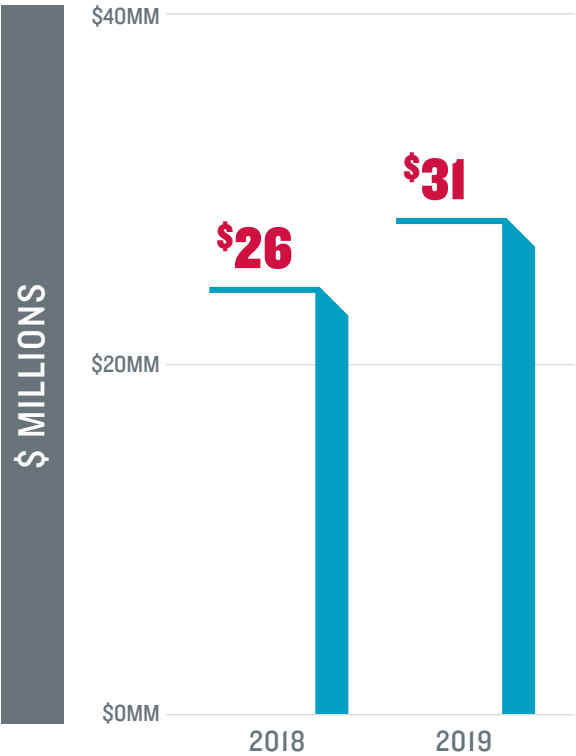


ComEd Energy Efficiency teams participate in community events throughout northern Illinois to educate customers about energy conservation and money-saving opportunities. One of the most popular events is ComEd's Switch on Summer in Chicago where area residents enjoy family-friendly activities and live entertainment as the Chicago Park District officially activates the historic Buckingham Fountain for another summer season.

and distributors, many located within our income eligible communities, on ComEd's Energy Efficiency Portfolio offerings; provide back-office training and support to cohort members; assist in certifications and project financing training and applications; and identify, address, and resolve barriers to building a successful business in the energy efficiency industry. In 2020, ComEd Energy Efficiency seeks to expand the impact of this program by leveraging existing workforce development programs, community-based agency partnerships, and committed support from our Implementation Contractors; through this effort, we seek to enable diverse contractors and distributors to join the ComEd Energy Efficiency Service Provider Network, representing the portfolio to customers and growing their businesses through energy efficiency offerings and services.

THIS SPEND ALONE REPRESENTS A YEAR-OVER-YEAR INCREASE OF 18%

ENERGY EFFICIENCY TOTAL DIVERSITY SPEND



SECTION 4

ComEd INTERNAL AND EXTERNAL OUTREACH AND COMMUNITY ACTIVITIES

The following list of community outreach activities offers a representative look at the types of meetings and other events sponsored, chaired, or attended by ComEd representatives during 2019 to further our goal of promoting minority- and women-owned businesses, and engagement in the communities we serve:



JANUARY/FEBRUARY/MARCH 2019

ComEd STEM Programs held 5 Ideathon workshops as part of the Community of the Future in Bronzeville. Through the Ideathon, ComEd collaborates with residents and students to help them learn about smart grid technology and its potential to enhance everyday life.

FEBRUARY/MARCH/APRIL/MAY/JUNE 2019

ComEd STEM Programs held its second annual Create a Spark program for HFS Scholars teaching high school students from throughout the Chicago area the fundamentals of energy, smart city technologies, and sustainability, putting them on the path toward STEM careers.

FEBRUARY/SEPTEMBER 2019

Hosted ComEd’s Solar Spotlight seminars during Black History Month and Hispanic Heritage Month. Provided high school students with the opportunity to learn about non-traditional STEM careers.

FEBRUARY 2019

Hosted Enterprise All In Module #3

APRIL 2019

Sponsored and participated in match-making sessions and sponsored ChicagoMSDC’s annual Chicago Business Opportunity Fair.

MAY 2019

ComEd and the Chicago Park District hosted the 5th Annual Switch on Summer celebration at Buckingham Fountain. The festival brings together some of Chicagoland’s most popular nonprofit and cultural organizations.

MAY 2019

Attended the Illinois Utilities Business Diversity Council’s OEM Best Practices Workshop

MAY 2019

Completed the first cohort of Enterprise All In.

JULY 2019

ComEd STEM Programs partnered with Mercy Home for Girls providing a week-long STEM program for female scholars. Through engagement with female engineers, scholars learned decision-making skills, the fundamental principles of engineering, and participated in a hands-on experience.

JULY 2019

Participated in ChicagoMSDC’s Business Matchmaking Sessions at Chicago SMARTweek.

AUGUST 2019

Hosted the 6th annual Icebox Derby, where young women from throughout Chicagoland worked with ComEd mentors to transform refrigerators from ComEd’s recycling program into solar-powered, electric race cars.

AUGUST 2019

Participated in the Illinois Hispanic Chamber of Commerce’s annual “Make the Connection” event.

SECTION 4

SEPTEMBER 2019

Participated and sponsored the Women’s Business Development Center’s annual “Pitch Connections” event.

OCTOBER 2019

ComEd STEM Programs partnered with Mercy Home for Boys providing a day of STEM programming for male scholars. Through engagement with male engineers, scholars learned decision-making skills, the fundamental principles of engineering, and participated in a hands-on experience.

NOVEMBER 2019

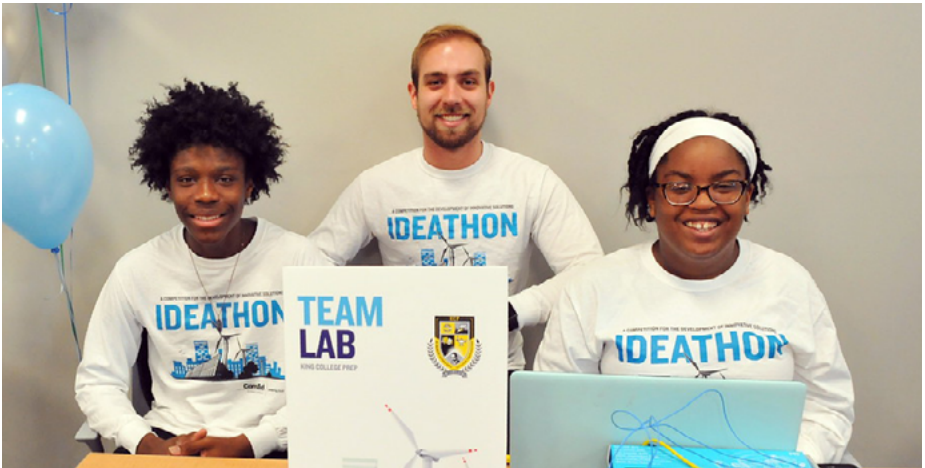
Launched the first-ever full scholarship for diverse engineering students at UIC and IL Tech who demonstrate a financial need. Two students from both UIC and IL Tech were awarded the scholarships which will last through their senior year.

NOVEMBER 2019

Hosted local high school students who attended ComEd’s Career Day to gain insight into career opportunities.

DECEMBER 2019

ComEd STEM Programs launched the beginning of the IEEE PES T&D Power Challenge with 130+ students from across ComEd’s Service Territory. The event introduced students to 4 energy-related topics through presentations led by ComEd engineers. Over the span of 4 months, teams of 3-5 students will develop innovative projects which they will showcase in mid-2020.



High school students in Chicago’s South Side neighborhood of Bronzeville participate in the Ideathon to learn about smart grid technology and how it can be applied to address community challenges. School teams advance to the “Spark Tank” event where they present their prototype projects and compete for cash prizes.



ComEd’s Ice Box Derby invites young women ages 13 to 18 to turn recycled refrigerators into solar-powered “race cars”. Working with ComEd mentors, participants develop craftsmanship and STEM-related skills while also earning \$1,500 scholarships.



African-American high school students from across northern Illinois participate in ComEd’s annual Black History Month Solar Spotlight to learn about solar energy and continuing education and job opportunities in the growing new energy economy in Illinois.

ComEd’s Office of Diverse Business Empowerment (CDBE) and ComEd’s Diversity Council maintain and consistently report on diversity-certified supplier activities and accomplishments to internal and external stakeholders. ComEd’s methodology helps to sustain viable and prosperous women-, minority- and veteran-owned enterprises by providing them with significant and measurable opportunities to participate in and compete for contracts and subcontracts. ComEd deploys a competitive bidding process and encourages prime contractors to support diverse Tier 2 suppliers.

POLICIES & METHODOLOGY PURPOSES:

- A Encourage greater economic opportunity for women, minority, and veteran business enterprises (W/M/VBE).
- B Promote competition among suppliers to enhance economic efficiency in the procurement of ComEd contracts.
- C Examine, clarify, and expand ComEd’s diversity-certified supplier programs for procurement of products and services from diverse enterprises.

ComEd has a specific sourcing procedure governing supplier diversity, which is part of the Company Management Model. This procedure provides sourcing professionals with the Diverse Business Empowerment mission, vision, and goals; identifies the roles of sourcing and Diverse Business Empowerment professionals; and illustrates the key processes necessary to make the Diverse Business Empowerment program successful.

CONTRACT COMPLIANCE AUDIT ACTIVITY

ComEd’s Supplier Code of Conduct sets forth our expectations and minimum standards for all suppliers and subcontractors. We require suppliers to conduct audits and inspections to verify various aspects of performance, ranging through safety, code compliance, and Tier 2 diversity compliance. We require prior approval of all agents, employees, and subcontractors that are granted access to ComEd facilities.

In addition, ComEd performs monthly Key Performance Indicator Meetings with prime vendors and maintains a system of spot audits for contract compliance. These spot audits serve to ensure that the invoices submitted by our suppliers align with contractual arrangements. Any deviations from the contract may impact profitability and operational effectiveness. Contract compliance audits also provide a unique opportunity to assess supplier data for insights and intelligence that can quickly add up to substantial margin enhancements.

In summary, ComEd maintains ambitious diversity-certified supplier goals and a rigorous inclusion process. The ComEd diversity-certified supplier program is rooted in the understanding that diversity provides our business with a significant competitive advantage, in terms of enriching our communities.



EXCLUSIONS & CALCULATIONS

Payments made for the goods and services listed below are non-sourceable and considered “Exclusions” and, therefore, are not included in any of the calculations made in this report.

- Employee expenses (salary, benefits, expense reimbursements, performance awards, petty cash, etc.)
- Parent, associated and/or subsidiary companies (charges for services rendered to the parent, i.e., accounting, engineering, tax, advertising costs, etc.)
- Government agencies (taxes, street opening fees, license fees, etc.)
- Energy rebates/incentives or non-sourceable payment made for goods and services not included in total supply chain spend
- Fines
- Utility services (gas, electric, water, and telephone)
- Purchases from foreign-owned companies outside of the U.S. that do not add value to a product once shipped to the United States or do not manufacture a product in the U.S.
- Charities and philanthropic contributions
- U. S. Post Office
- Power or commodity purchases (gas and/or electricity for resale or nuclear fuels)
- Legal claims

In accordance with the Proposed Guidelines and Uniform Template for Section 5-II7 Annual Report, the purpose of this section is to address the ComEd Diverse Business Empowerment’s plan to increase participation in 2019; highlighting short-, mid-, and long-term goals; plans to engage and encourage potential diversity-certified suppliers.

ComEd’s SHORT-, MID- AND LONG-TERM GOALS

The goal of ComEd’s supplier diversity process is to ensure that diversity-certified suppliers are included in the ComEd procurement process. We seek to:

- Identify diversity-certified suppliers that offer high-quality, cost-competitive goods and services and match them with the needs of the company.
- Ensure that all qualified diverse suppliers have an opportunity to compete for ComEd business.
- Sustain supplier-diversity momentum.
- Become a recognized industry leader in diverse-supplier inclusion as a natural part of our business culture.

2020 PLAN FOR INCREASING GOALS AND PARTICIPATION

In 2019, ComEd completed the execution of the ComEd EDBE Strategic Initiative Plan, which is a strategic framework across multiple work streams to drive increased diverse supplier inclusion. In 2020, to ensure the long-term sustainability of the ComEd EDBE Strategic Initiative Plan, ComEd will establish a working group to identify actions and initiatives that build upon the initial plan. Elements of the original plan are outlined below.

A PLAN TO INCREASE GOALS:

- Achieve diversity-certified supplier expenditures at 40 percent of total procurement, or \$800 million.
- Identify High-Impact Commitments that can be made in Future Energy Job Act (FEJA) related spend categories, where potential diversity-certified suppliers can be developed.
- Work within the Exelon/ComEd Sourcing Process to identify and address contract opportunities.
- Prioritize development opportunities for new diversity-certified suppliers, especially in historically underrepresented categories under ComEd senior leadership.
- Continue encouraging and assisting non-diverse prime suppliers with developing subcontracting plans to increase the utilization of diverse suppliers.
- Develop a balanced portfolio.

B PLAN TO INCREASE PARTICIPATION:

- Continue enhancing diversity-certified supplier development initiatives.
- Launch the second cohort of the ComEd Enterprise All In Program.
- Identify opportunities to broaden the diversity-certified supplier pool during Illinois Utilities Business Development Council activities.
- Continue to improve the internal reporting for better tracking of diverse spend and opportunity.
- Continue to benchmark best practices among industry-leading supplier-diversity programs.
- Continue outreach efforts and collaborate with local and national advocacy organizations to expand the utilization of diverse suppliers.
- Attend service-disabled veteran events and build relationships to identify potential suppliers.
- Enhance communications and interactions with ComEd external stakeholders.
- Ensure awareness of supplier-diversity milestones among stakeholders, especially promoting efforts related to diverse-supplier development and recognition.
- Work with ComEd Diversity & Inclusion Council and Corporate Communications to access and enhance the supplier-diversity communications plan that aligns with the goals and objectives of the entire organization.

C PLAN TO ALERT AND ENCOURAGE POTENTIAL VENDORS:

- Continue to implement a comprehensive marketing, training, and communications plan that promotes alliances with local and national diverse-supplier advocacy organizations.
- Continue to host and attend workshops with prime and diverse suppliers to grow ComEd’s contract inclusion opportunities.

D PLAN TO INCREASE VISIBILITY:

- Highlight involvement and activities related to the Illinois Utility Business Diversity Council.
- Enhance communication strategy around supplier diversity program efforts.



ComEd’s 2019  
DIVERSITY-  
CERTIFIED  
SUPPLIER  
SPEND  
REPRESENTED  
41%  
OF TOTAL SUPPLY  
CHAIN SPEND

SECTION 6

PLANS FOR IDENTIFYING AND DEVELOPING DIVERSITY-CERTIFIED SUPPLIERS' LOW UTILIZATION CATEGORIES

To increase diverse-supplier opportunities in underutilized categories in 2020, ComEd plans to:

- A** Leverage ComEd's position as a board member of Chicago United.
- B** Leverage ComEd's position as a board member of the Chicago Minority Supplier Development Council, to promote diversity-certified supplier inclusion best practices.
- C** Target high-potential diverse suppliers for opportunities in low-utilization categories, such as Energy Efficiency and Environmental Services.
- D** Conduct meetings with top prime suppliers to increase their subcontracting performance.
- E** Invite sourcing and key decision-makers to networking workshops with diversity-certified suppliers.
- F** Encourage emerging regional diverse suppliers to obtain certification through recognized third-party organizations.
- G** Continue to provide monthly diverse-supplier data reports to executive leadership.
- H** Attend outreach events and build relationships with diverse suppliers.
- I** Maximize its involvement with the IUBDC.
- J** Continue to work with national and regional advocacy organizations to identify qualified diversity-certified suppliers.

ENTERPRISE ALL IN SUPPLIER DEVELOPMENT PROGRAM

This program in the ComEd Supplier Development Portfolio is a strategic outreach and diverse supplier development process that increases ComEd's ability to meet, exceed, and sustain diverse supplier inclusion at levels of success commensurate with the Marketplace, Community, and Regulatory expectations of our industry-leading, diverse business empowerment process. The program selected "high potential" local/ diverse suppliers in targeted spend categories at ComEd that traditionally have had little diverse supplier inclusion. Focusing on opportunity categories, such as Energy Efficiency and IT Professional Services, increased the pipeline of talented diverse suppliers in growth areas for the business.



ComEd's Enterprise All In is a strategic outreach and diverse supplier development process that increases ComEd's ability to meet, exceed, and sustain diverse supplier inclusion with a focus on categories, such as Energy Efficiency and IT Professional Services.

SECTION 6

EAI MISSION STATEMENT

To equip select diversity-certified suppliers who have demonstrated organizational agility with the tools and knowledge to attain their next level of business growth through ongoing and meaningful one-on-one mentorship, educational workshops on business skills enhancement, safety policies, the Exelon/ComEd bidding process, and hands-on support of resources unique to this initiative.

PRIMARY PURPOSE:

Developing scalable, regionally centered diversity-certified suppliers for ComEd.

SECONDARY:

Establishing a business process where ComEd can directly impact the development of regional minority-, women-, and veteran-owned, certified businesses.

The benefits and goals of such a relationship are:

- Equipping ComEd's diverse suppliers with advanced business knowledge and skills specific to Exelon/ComEd sourcing processes.
- Increasing the number of diverse suppliers participating in bids.
- Monitoring participation/responses in the bid process.
- Making business and industrial knowledge accessible to business owners that may not have had the opportunity to gain industry-specific technical assistance required to aggressively compete in a variety of industry markets.

INCREASED LEADERSHIP ENGAGEMENT

The Supply team has identified a Category Manager to support each of the ComEd Executives sponsoring suppliers for the "Enterprise All In" (EAI) program. The Supply Category Manager will work with Contract Management, the Diverse Business Empowerment Team, and the ComEd business unit lead to sponsor participating suppliers and look to provide opportunities at ComEd.

- The Supply Lead will schedule kickoff meetings with the ComEd Executive. Sponsors will then identify ComEd Business Unit leads at an operational level to determine engagement for their assigned EAI suppliers.
- The Supply Lead will conduct "meet and greet" meetings with participating suppliers to introduce them to the ComEd team. These meetings will also be used for participants to become familiar with the services, capabilities, and experience of each participating supplier.





INCREASED LEADERSHIP ENGAGEMENT (CONTINUED)

The Supply Leads will hold periodic check-in meetings (as needed) with both the supplier and ComEd team. Discussion topics may include:

- Report on awards made to participating EAI suppliers
- Tier 2 and partnership opportunities with established suppliers at ComEd
- Any supplier engagement activities that have occurred for the month
- Future opportunities that may be available
- Providing a debrief, when appropriate, for bidding opportunities that result in an unsuccessful outcome

TARGETED METRICS

- Establish baseline and report on a monthly basis total dollars spent with Enterprise All In participants
- Increases in successful bids on ComEd sourcing events (Tier 1 spend)
- Expanded subcontracting relationships with ComEd primes (Tier 2 spend)
- Report new subcontracting/prime relationships in other contracting opportunities — and successes are directly attributed to Enterprise All In program experience

In 2019, ComEd completed the first cohort of Enterprise All In. A total of 19 diverse suppliers with various backgrounds and expertise in differing categories of spend participated in this strategic development process. As a part of the ComEd EDBE Strategic Initiative Plan refresh, a new cohort of participants is scheduled to launch in 2020. The first cohort experienced a number of program successes with a few outlined below:

- Year-Over-Year (YOY) spend for EAI participants increased by approximately \$4.5 million
- 12 of 19 EAI participants realized YOY spend increases
- 4 EAI participants moved from a Tier 2 relationship to Tier 1
- 4 EAI participants secured Tier 2 relationships having zero spend the previous year

ILLINOIS UTILITIES BUSINESS DIVERSITY COUNCIL (IUBDC)

The Illinois Utilities Business Diversity Council (IUBDC) was formed June 11, 2015, as a forum for best practice sharing and information exchange among Illinois’ utilities with a focus on advancing the growth and utilization of diverse businesses in the state of Illinois. The founding members of the IUBDC include Ameren Illinois, ComEd, Illinois American Water, Nicor Gas, North Shore Gas, and Peoples Gas.

The Council’s vision is to advance the effectiveness of business diversity initiatives among our respective utility companies, and to encourage diverse businesses to forge effective working relationships with utilities to help develop a strong economy and a productive environment for growth and access to diverse businesses. The Council will provide education, information, and technical assistance, as an active resource for utility stakeholders on issues of business diversity.

In May 2019, the Illinois Utilities Business Diversity Council (IUBDC) provided the leaders of tier-one suppliers to original equipment manufacturers with insights on strategies for increasing work with diverse sub-contractors and vendors. More than 50 attendees gathered for the workshop in Chicago, part of IUBDC’s ongoing effort to increase contract opportunities for its minority, women, and veteran business partners.

“IUBDC members are committed to not only sourcing our goods and services from diverse businesses, but we’re leveraging our influence to help these historically underutilized companies to serve tier-ones in other industries,” said Craig Gilson, chair of the IUBDC Education and Best Practices Committee and senior director of Division Operations for Ameren Illinois. “This is a concerted effort to grow the pipeline of work for qualified tier-two diverse suppliers.”

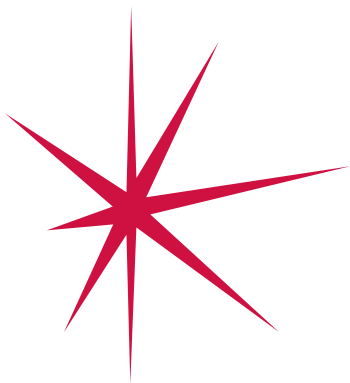
A representative from Johnson Controls, a global technology and multi-industrial leader, shared insights on the company’s supplier diversity practices. During the half-day workshop, tier-one attendees also participated in sessions to define metrics and to discuss data measurement requirements needed for the materials supplied to Ameren Illinois, ComEd, Illinois American Water, Nicor Gas, Peoples Gas, and North Shore Gas.

Among the attendees were ICC Commissioner Sadzi Oliva, and her Legal & Policy Advisors Gerardo Delgado and Janel Haretoun, and ICC Deputy Executive Director Jean Gibson.

FOR MORE INFORMATION, PLEASE VISIT THE IUBDC WEBSITE AT IUBDC.COM

SECTION 7

AREAS OF PROCUREMENT  
FOR THE NEXT CALENDAR YEAR



ComEd seeks to improve the availability of competitive goods and services to its operations. We provide equitable opportunities for diverse suppliers through active, competitive procurement of materials, equipment, and services. Listed below are some of the materials and services we purchase:

MATERIALS & SERVICES

- Building and Construction Materials
- Advertising and Marketing
- Chemicals, Fuels, and Gases
- Construction and Maintenance
- Distribution Transformers Consulting
- Electrical Distribution Equipment
- Customer Service
- Fleet and Rental Equipment
- Electric Construction and Maintenance
- Meters
- Engineering Services

OPERATIONS/INDUSTRIAL

- Supplies Maintenance
- Office Furniture Repair
- Environmental Services
- Pipe, Valves, and Fittings
- Facilities Services
- Transmission and Substation Materials
- Human Resources
- Wire and Cable
- Information Technology
- Investment Services
- Legal Counsel



SECTION 8

CHALLENGES AND  
OPPORTUNITIES

The utility industry’s safety standards and start-up capital requirements often create challenges for smaller and start-up firms, a category into which many diversity-certified firms fall. In addition, there are a limited number of diversity-certified firms that meet the criteria to work in the electric transmission business. Understanding the challenge, ComEd works to overcome these hurdles by creating plans for identifying and developing diversity-certified suppliers, particularly those in the low utilization categories.

SECTION 9

CERTIFICATIONS ACCEPTED

To participate in ComEd’s Supplier Diversity Program, suppliers must be certified. While ComEd does not certify diversity-certified suppliers, the company recognizes certifications from national, state, and local organizations. ComEd, however, does not accept self-certification. If registering as a minority-, woman- or service-disabled, veteran-owned business, you must provide certification documentation through a third-party certification organization or office recognized by ComEd. These are:

- National Minority Supplier
- Development Council (NMSDC)
- Women’s Business Enterprise
- National Council (WBENC)
- Associations for Service Veterans
- Federal, state, and local government offices
- Public utility commissions
- National Gay & Lesbian Chamber of Commerce (NGLCC)

Suppliers who are already third-party certified as a minority-, woman-, veteran- or service-disabled business can register immediately. Disclaimer: Supplier database registration does not guarantee business opportunities and does not result in an “approved” supplier status.



CERTIFICATIONS ACCEPTED

NATIONAL ADVOCACY ORGANIZATIONS

- Rainbow PUSH Trade Bureau (Illinois)
- The National Minority Supplier
- Development Council (and regional affiliates)
- The Women’s Business Enterprise
- National Council (and regional affiliates)
- American Association of Blacks in Energy Entrepreneurship Committee
- National Association of Minority and Women Owned Law Firms
- National Association of Women Business Owners
- Human Rights Campaign
- The Congressional Black Caucus (Washington, D.C.)
- The Elite Service-Disabled Veteran-Owned Business (SDVOB) Network

REGIONAL ADVOCACY ORGANIZATIONS

- Illinois Hispanic Chamber of Commerce
- Hispanic American Construction Industry Association
- The Chicago Women’s Business Development Center
- Chicago United (The Five Forward Program)
- U.S. Pan Asian American Chamber of Commerce (Midwest Region)

ComEd supplier-diversity personnel and other employees actively participate in certification committees, business expos, matchmakers, and many other activities in the State of Illinois. Conferences and trade shows hosted and/or attended include:

- ComEd’s Grid Resiliency Supplier Summit
- ComEd’s Small Business Institute at Prairie State College
- Federation of Women Contractors Small Business Forum
- Chicago Minority Supplier Development Council Business Expo
- Illinois Hispanic Chamber of Commerce Business Expo
- National Minority Supplier Development Annual Trade Show
- Women Business Development Center Expo
- Heart of Illinois Business to Business Symposium
- Chicago MSDC Business Opportunity Fair
- Illinois Black Chamber Expo
- Annual Illinois Legislative Latino Caucus Foundation Conference
- Illinois Utilities Business Diversity Council
- Congressional Black Caucus Annual Legislative Conference
- Rainbow PUSH Annual Wall Street Week and Annual Convention
- National Association of Regulatory Utility Commissioners Annual Meeting

POINTS OF CONTACT



For additional information on how to get involved in ComEd's Supplier Diversity Program, please contact ComEd's Diverse Business Empowerment Office at (312) 394-2622, email us at [supplier.diversity@exeloncorp.com](mailto:supplier.diversity@exeloncorp.com), or visit our website at [www.exeloncorp.com](http://www.exeloncorp.com), and click on the “Suppliers” link on the home page. In addition, you may contact the following individuals:

1. EXECUTIVE SPONSOR

MELISSA WASHINGTON  
ComEd SENIOR VICE PRESIDENT,  
GOVERNMENTAL AND EXTERNAL AFFAIRS

425 S. Financial Place  
Suite 3300  
Chicago, IL 60605

2. POINT OF CONTACT

DWAYNE PICKETT  
ComEd DIRECTOR, REGULATORY AFFAIRS

425 S. Financial Place  
Suite 3300  
Chicago, IL 60605

3. POINT OF CONTACT

KEISHA PARKER  
EXELON CORPORATION DIRECTOR,  
DIVERSE BUSINESS EMPOWERMENT

Chase Tower 10 S. Dearborn, 53rd Fl  
Chicago, IL 60603

LET'S TALK ABOUT IT

1



MATT MOELLER

CEO/PRESIDENT: DIVERGENT ALLIANCE LLC

2



KELLY TOMBLIN

CEO: INTREN, LLC

3



LYNN SUTTON

CEO/PRESIDENT: KAIROS WORLDWIDE

4



KIMBERLY MOORE

CEO/PRESIDENT: KDM ENGINEERING

5



OZZIE GODINEZ

CEO: PACO COLLECTIVE

6



BERNARD S. POWERS

CEO/PRESIDENT: SONOMA UNDERGROUND SERVICES, INC.

7



HOMERO TRISTAN

FOUNDING PARTNER: TRISTAN & CERVANTES

8



STEPHEN DAVIS

CHAIRMAN: THE WILL GROUP

1. DIVERGENT ALLIANCE, LLC

TOOLING, SAFETY EQUIPMENT, GROUND AND JUMPER SERVICING.  
FOUNDED 2017 | EMPLOYEES: 5  
DIVERGENTALLIANCE.COM

PRESIDENT / CEO: MATT MOELLER

3. KAIROS WORLDWIDE

PROCESS REENGINEERING, CHANGE MANAGEMENT  
FOUNDED 2004 | EMPLOYEES: 10  
KAIROSWORLDWIDE.COM

PRESIDENT / CEO: LYNN SUTTON

5. PACO COLLECTIVE

MARKETING & ADVERTISING  
FOUNDED 2006 | EMPLOYEES: 30  
PACOCOLLECTIVE.COM

CEO: OZZIE GODINEZ

7. TRISTAN & CERVANTES

LAW FIRM  
FOUNDED 2002 | EMPLOYEES: 10  
TRISTANCERVANTES.COM

FOUNDING PARTNER: HOMERO TRISTAN

2. INTREN, LLC

ELECTRIC TRANSMISSION AND DISTRIBUTION  
FOUNDED 1988 | EMPLOYEES: 1,762  
INTREN.COM

CEO: KELLY TOMBLIN

4. KDM ENGINEERING

POWER DELIVERY  
FOUNDED 2008 | EMPLOYEES: 93  
KDMENGINEERING.COM

PRESIDENT / CEO: KIMBERLY MOORE

6. SONOMA UNDERGROUND SERVICES INC.

UNDERGROUND CIVIL AND ELECTRICAL CONSTRUCTION  
FOUNDED 2005 | EMPLOYEES: 75  
SONOMA-UNDERGROUND.COM

PRESIDENT / CEO: BERNARD S. POWERS

8. THE WILL GROUP

ELECTRICAL DISTRIBUTION, MANUFACTURING, AND FIELD DATA COLLECTION  
FOUNDED 1986  
THEWILLGROUP.COM

CHAIRMAN: STEPHEN DAVIS

I. DO YOU SEE SUPPLIER DIVERSITY MAKING A GREATER IMPACT IN ILLINOIS?

KELLY TOMBLIN

Yes. We have worked with more than 53 second-tier companies because of ComEd’s commitment in Illinois. Seventy-two cents of every subcontractor dollar that Intren spent in 2019 has gone to Tier 2 subcontractors and suppliers; \$40 million second-tier spend in 2019. ComEd’s focus is making a difference in Illinois.

MATT MOELLER

Overall, yes. ComEd is making a good effort in supporting diverse suppliers, but we’d like to see more opportunities for veterans. We’re making progress.

HOMERO TRISTAN

Yes, supplier diversity is making an impact in Illinois. Efforts to grow the dollar spend must be applauded, but there should also be a measurement to determine how those dollars drive a company to thrive and grow.

OZZIE GODINEZ

We see support for supplier diversity making a huge impact in Illinois. Diverse supply chain spend enables small and capable firms to get our “foot in the door.” Then it’s up to us to demonstrate the value that diverse thinking and experience can bring and deliver on promises, as it should be!

BERNARD S. POWERS

Yes, the diversity requirements in Illinois help small businesses get started or even grow bigger, creating jobs and opportunities for many.

2. WHAT IS KEY TO THE RELATIONSHIP BETWEEN A NON-DIVERSE PRIME CONTRACTOR AND THEIR TIER 2 SUPPLIERS?

LYNN SUTTON

Trust and a common commitment to partner are key. Both the prime and the sub have to be confident that they can trust each other to deliver and that they will deal with each other fairly and with integrity. There must also be a commitment to building a relationship, ideally with a plan for growing that partnership over time.

STEPHEN DAVIS

The key to the relationship between a non-diverse prime contractor and their Tier 2 suppliers is the non-diverse prime

contractor’s recognition of the value that diverse Tier 2 suppliers bring to the table. It is also important that diverse Tier 2 suppliers recognize that they are selected first and foremost on the quality of their work. Diversity status is not the single factor toward success. Quality workmanship works hand in hand with our diversity status.

OZZIE GODINEZ

We have sat on both sides, as a prime and as a sub, and we see a couple of things that are key to creating good working relationships. As a Tier 2 supplier, prove your value with smaller

projects. Learn and grow. Be aggressive but pragmatic. As a prime contractor, be transparent and be open to trying a variety of Tier 2 suppliers. There are a lot of hungry, smaller companies that can show real value and complement your team.

HOMERO TRISTAN

Fundamentally, the prime contractor must put itself in the shoes of the ultimate client. They must adopt the same level of commitment to delivering quality and diverse work. Diversity programs succeed if there is buy-in from all levels.

“ILLINOIS UTILITIES ARE SETTING A GREAT EXAMPLE FOR ALL INDUSTRIES.

OZZIE GODINEZ,  
PACO COLLECTIVE

“BUILDING DEEPER EXPERTISE CREATES NEW OPPORTUNITIES.

HOMERO TRISTAN,  
TRISTAN & CERVANTES

3. HOW DOES YOUR COMPANY IMPACT YOUR COMMUNITY?

KELLY TOMBLIN

We hire locally and support numerous charities and events throughout the Chicagoland area. Supporting the community is a cornerstone of our company’s culture; it’s who we are.

KIMBERLY MOORE

I’m a strong supporter of women and minorities in STEM. We created Calculated Genius, Inc. in 2015, a nonprofit dedicated to helping underrepresented youth explore and connect to engineering. It’s making a positive impact on participants and it’s a great opportunity for our people to give back and share their expertise.

STEPHEN DAVIS

Working hand in hand with our communities is a high priority and we do this in numerous and creative ways. We offer an offender re-entry program that provides a second chance to deserving candidates and it continues to produce very positive outcomes. Our employees volunteer in a monthly community service project called WILL: Wisdom, Inspiration, Leadership, & Love. We also empower youth through our Tuskegee Next Program and the William & Mary Davis Foundation.

MATT MOELLER

We help feed, house, and find careers for homeless veterans and their families.

BERNARD S. POWERS

Sonoma participates in many charitable programs and we enjoy supporting local community events in many ways, including bringing construction equipment to schools in Joliet so the kids can play on it and learn about the world of heavy equipment.

HOMERO TRISTAN

We recruit diverse attorneys and interns, and we employ diverse attorneys who after several years of training can transfer those skills to majority firms or to serving important roles in government. We utilize diverse vendors to service our needs in financial services, healthcare, insurance, marketing, and technology. And we support organizations that serve minority communities, such as Christopher House, Hispanic Lawyers Association of Illinois, Latinos Progresando, and Chicago Sinfonietta.

“  
WE SEE OUR  
BUSINESS  
CONTINUING TO  
GROW AND  
DIVERSIFY SO THAT  
WE CAN PROVIDE  
GOOD JOBS.

STEPHEN DAVIS,  
THE WILL GROUP

4. WHERE DO YOU SEE YOUR  
BUSINESS IN 10 YEARS?

KELLY TOMBLIN

Over the past 32 years, we have grown by understanding the needs of our customers and responding with new services and solutions. We believe in the next 10 years utilities will have a greater need for turnkey, 5G, and a more highly trained workforce focused on the maintenance of the smart grid and technological advances.

LYNN SUTTON

Our 10-year vision is a firm of 100 team members working across the country, with a strong reputation and client base in the energy sector and other industries. We expect to be in high demand with projected workloads that span across multiple years.

STEPHEN DAVIS

We see our business continuing to grow and diversify so that we can provide good jobs and build upon our reputation as a solutions-oriented and a customer-focused company.

KIMBERLY MOORE

KDM will boast continued employee and revenue growth as we become more involved in the renewable energy sector in the U.S. and internationally.

OZZIE GODINEZ

We don't want to get so big that we forget and lose our identity. We started as a small, scrappy agency with a thriving entrepreneurial spirit. In 10 years, I want to be the same scrappy agency.



ICC WEBSITE

Section 5-II7 of the Public Utilities Act 220 ILCS 5/5-II7, effective on August 26, 2014, requires regulated gas, electric, and water utilities that have 100,000 customers or more to submit annual reports “on all procurement goals and actual spending for minority-owned, women-owned, veteran-owned, and small business enterprises in the previous calendar year,” and the utilities’ plan for implementing and realizing their goals for the following year.

SECTION 5-II7(F) REQUIRES THAT THE ICC PUBLISH ON ITS WEBSITE:

- 1 A list of the points of contact for the utilities.
- 2 The annual reports for a period of 5 years.
- 3 A list of the certifications recognized and accepted by the utilities.

Section 5-II7 Reports are due annually on April 15, beginning in 2016. Section 5-II7 also requires the ICC and participating utilities to hold an Annual Policy Meeting that is open to the public on the subject of supplier diversity. The policy meeting will follow submission of the April 15 reports.

FOR MORE INFORMATION ON ComEd's ANNUAL SUPPLIER DIVERSITY REPORTS,  
PLEASE VISIT THE ICC SUPPLIER DIVERSITY WEBPAGE AT  
[ICC.ILLINOIS.GOV/ FILINGS/MWVS/](http://ICC.ILLINOIS.GOV/FILINGS/MWVS/)

MINORITY MEN	DIRECT	SUB K	TOTAL \$	TOTAL %
ASIAN PACIFIC AMERICAN	\$24.10	\$0.00	\$24.10	12%
AFRICAN AMERICAN	\$58.50	\$0.00	\$58.50	28%
HISPANIC AMERICAN	\$48.90	\$0.00	\$48.90	24%
NATIVE AMERICAN	\$75.10	\$0.00	\$75.10	36%
TOTAL MINORITY MEN	\$206.60	\$0.00	\$206.60	100%

MINORITY WOMEN	DIRECT	SUB K	TOTAL \$	TOTAL %
ASIAN PACIFIC AMERICAN	\$0.02	\$0.00	\$0.02	0%
AFRICAN AMERICAN	\$17.90	\$0.00	\$17.90	22%
HISPANIC AMERICAN	\$61.70	\$0.00	\$61.70	77%
NATIVE AMERICAN	\$0.00	\$0.00	\$0.00	0%
TOTAL MINORITY WOMEN	\$79.62	\$0.00	\$79.62	100%

TOTAL EXPENDITURES	DIRECT	SUB K	TOTAL \$	TOTAL %
MINORITY BUSINESS ENTERPRISE – MBE	\$287	\$114	\$401	22%
WOMEN BUSINESS ENTERPRISE – WBE	\$245	\$61	\$306	17%
SUBTOTAL MBE & WBE	\$532	\$175	\$707	39%
VETERAN BUSINESS ENTERPRISE – VBE	\$12	\$3	\$15	1%
*TOTAL MBE, WBE, VBE	\$544	\$194	\$738	41%
SMALL BUSINESS ENTERPRISE – SBE	\$130	\$1	\$131	6%
GROSS PROCUREMENT			\$1,794	

\*Total Diverse Spend Includes Indirect Tier 2

	AFRICAN AMERICAN				ASIAN			
CATEGORY	FEMALE	MALE	TIER 2	TOTAL	FEMALE	MALE	TIER 2	TOTAL
ADVERTISING AND MARKETING	\$106,303.10	\$147,150.49	\$175,000.00	\$428,453.59				\$0.00
BOLTING/FASTENERS				\$0.00				\$0.00
BUSINESS CONSULTING		\$37,956.37		\$37,956.37				\$0.00
CHEMICALS/FUELS/GASES/LUBRICANTS				\$0.00				\$0.00
CLOTHING				\$0.00				\$0.00
CUSTOMER SERVICE		\$94,520.00		\$94,520.00		\$73,762.12		\$73,762.12
DIESEL EQUIPMENT								
DISTRIBUTION CONSTRUCTION	\$106,303.10	\$15,501,456.34	\$5,397,787.56	\$20,950,147.30			\$1,296,358.48	\$1,296,358.48
DISTRIBUTION TRANSFORMERS				\$0.00		\$609,610.00		\$609,610.00
ELECTRICAL DISTRIBUTION EQUIPMENT				\$0.00		\$46,800.00		\$46,800.00
ELECTRICAL EQUIPMENT								
ENERGY EFFICIENCY	\$220,747.34	\$141,791.72	\$1,415,201.37	\$1,777,740.43		\$1,517,845.09	\$1,380,758.64	\$2,898,603.73
ENGINEERING / TECHNICAL CONSULTING	\$1,995,498.16	\$3,827,927.87	\$3,402,016.90	\$9,225,442.93		\$4,361,255.14	\$55,171.50	\$4,416,426.64
ENVIRONMENTAL SERVICES	\$2,361,714.39	\$518,252.60	\$2,829,232.29	\$5,709,199.28		\$7,704.75	\$232,213.02	\$239,917.77
EQUIPMENT RENTAL		\$457,682.00		\$457,682.00				\$0.00
FACILITIES	\$3,862,104.25	\$12,379,111.06	\$928,323.16	\$17,169,538.47		\$1,282,111.57	\$1,713,241.82	\$2,995,353.39
FINANCIAL SERVICES								
FLEET		\$8,577,250.34		\$8,577,250.34				\$0.00
FREIGHT		\$90,915.62		\$90,915.62	\$14.39	\$213,045.79		\$213,060.18
GAS CONSTRUCTION								\$0.00
GAS DISTRIBUTION EQUIPMENT								\$0.00
GENCO CONSTRUCTION								\$0.00
HEAVY HAULING AND LIFTING SERVICES						\$187,341.90		\$187,341.90
HR SERVICES		\$20,900.00		\$20,900.00				\$0.00
INSTRUMENTATION / CONTROLS								
IT HARDWARE		\$31,290.00		\$31,290.00		\$8,865,339.04		\$8,865,339.04
IT OUTSOURCING								
IT PROFESSIONAL SERVICES		\$785.86		\$785.86		\$65,000.00	\$2,836,327.15	\$2,901,327.15
IT SOFTWARE						\$307,652.57		\$307,652.57
IT TELECOM		\$124,702.02		\$124,702.02		\$444,348.49		\$444,348.49
LIBRARY SERVICES								
MACHINING & FABRICATION SERVICES								
MAINTENANCE SERVICES				\$0.00				\$0.00
MECHANICAL / HVAC MATERIAL				\$0.00				\$0.00
METEOROLOGICAL DATA & MO								
METERS	\$423,149.89							\$0.00
MRO		\$3,564,116.03		\$3,564,116.03	\$189.70	\$3,210,553.23		\$3,210,742.93
OFFICE SERVICES				\$0.00		\$3,225.28		\$3,225.28
OVERHEAD CRANES				\$0.00				
PIPE & FITTINGS								
POLES								
PROMOTIONAL / GIFTS / AWARDS								
SECURITY GUARDS								
STRUCTURAL STEEL								
SUPPLEMENTAL LABOR			\$7,651,152.47	\$7,651,152.47			\$3,765,422.50	\$3,765,422.50
T&S CONSTRUCTION	\$8,900,837.06	\$12,436,456.75	\$276,319.44	\$21,613,613.25		\$124,900.36	\$467,281.63	\$592,181.99
T&S MATERIALS		\$9,710.22		\$9,710.22		\$2,688,730.51		\$2,688,730.51
TRAINING				\$0.00		\$17,571.00		\$17,571.00
TRAVEL / LODGING				\$0.00				\$0.00
TURBINE / GENERATOR		\$264,515.00		\$264,515.00				\$0.00
UNCATEGORIZED		\$224,301.63	\$5,088,015.00	\$513,312,316.63			\$6,388,628.22	\$6,388,628.22
VEGETATION MANAGEMENT			\$3,601,336.00	\$3,601,336.00				
WELDING								
OFF-SITE TESTING SERVICES								
SCAFFOLDING								
WIRE AND CABLE								\$0.00
PUMPS								\$0.00
SCRAP								\$0.00
GRAND TOTAL	\$17,921,257.59	\$58,450,791.92	\$30,764,384.19	\$107,136,433.70	\$204.09	\$24,107,681.84	\$18,135,402.96	\$42,243,288.89

SECTION 13

	HISPANIC				NATIVE AMERICAN		
CATEGORY	FEMALE	MALE	TIER 2	TOTAL	MALE	TIER 2	TOTAL
ADVERTISING AND MARKETING	\$123,226.56	\$15,767,019.43	\$518,766.00	\$16,409,011.99			\$0.00
BOLTING/FASTENERS				\$0.00	\$204,286.57		\$204,286.57
BUSINESS CONSULTING				\$0.00			\$0.00
CHEMICALS/FUELS/GASES/LUBRICANTS				\$0.00	\$379,621.66		\$379,621.66
CLOTHING				\$0.00	\$112,278.43		\$112,278.43
CUSTOMER SERVICE		\$2,333,524.01		\$2,333,524.01			\$0.00
DIESEL EQUIPMENT							
DISTRIBUTION CONSTRUCTION	\$22,364,557.15	\$6,305,618.46	\$4,300,546.33	\$32,970,721.94		\$93,449.55	\$93,449.55
DISTRIBUTION TRANSFORMERS				\$0.00			\$0.00
ELECTRICAL DISTRIBUTION EQUIPMENT				\$0.00	\$39,069,813.00		\$39,069,813.00
ELECTRICAL EQUIPMENT							
ENERGY EFFICIENCY		\$24,878.71	\$1,618,955.68	\$1,643,834.39			\$0.00
ENGINEERING / TECHNICAL CONSULTING	\$81,886.52	\$687,191.60	\$1,075,262.30	\$1,844,340.42			\$0.00
ENVIRONMENTAL SERVICES		\$8,122,832.65	\$370,454.28	\$8,493,286.93		\$5,939,091.07	\$5,939,091.07
EQUIPMENT RENTAL				\$0.00			\$0.00
FACILITIES	\$38,766,275.88	\$12,954,040.90	\$10,198,834.56	\$61,919,151.34			\$0.00
FINANCIAL SERVICES							
FLEET		\$225,129.00		\$225,129.00	\$20,125.38		\$20,125.38
FREIGHT	\$450.40			\$450.40	\$156,154.51		\$156,154.51
GAS CONSTRUCTION				\$0.00			\$0.00
GAS DISTRIBUTION EQUIPMENT				\$0.00	\$11,857.24		\$11,857.24
GENCO CONSTRUCTION				\$0.00			\$0.00
HEAVY HAULING AND LIFTING SERVICES				\$0.00			\$0.00
HR SERVICES				\$0.00			\$0.00
INSTRUMENTATION / CONTROLS							
IT HARDWARE				\$0.00	\$16,118.42		\$16,118.42
IT OUTSOURCING							
IT PROFESSIONAL SERVICES	\$272,333.31			\$272,333.31			\$0.00
IT SOFTWARE				\$0.00			\$0.00
IT TELECOM				\$0.00	\$86,791.00		\$86,791.00
LIBRARY SERVICES							
MACHINING & FABRICATION SERVICES							
MAINTENANCE SERVICES				\$0.00	\$328.60		\$328.60
MECHANICAL / HVAC MATERIAL				\$0.00	\$3,354.22		\$3,354.22
METEOROLOGICAL DATA & MO							
METERS	\$30,350.00	\$1,136,966.85		\$1,167,316.85	\$208,971.35		\$208,971.35
MRO				\$0.00	\$25,871,471.47		\$25,871,471.47
OFFICE SERVICES				\$0.00	\$12,134.08		\$12,134.08
OVERHEAD CRANES				\$0.00			\$0.00
PIPE & FITTINGS							
POLES							
PROMOTIONAL / GIFTS / AWARDS							
SECURITY GUARDS							
STRUCTURAL STEEL							
SUPPLEMENTAL LABOR			\$11,640.00	\$11,640.00			\$0.00
T&S CONSTRUCTION	\$17,127.44	\$1,350,943.00	\$824,778.20	\$2,192,848.64	\$6,441.75	\$4,689,153.59	\$4,695,595.34
T&S MATERIALS		\$34,499.82		\$34,499.82	\$8,834,232.40		\$8,834,232.40
TRAINING				\$0.00	\$57.70		\$57.70
TRAVEL / LODGING				\$0.00			\$0.00
TURBINE / GENERATOR				\$0.00			\$0.00
UNCATEGORIZED			\$523,088.12	\$523,088.12	\$3,894.34	\$626,366.04	\$630,260.38
VEGETATION MANAGEMENT				\$0.00			\$0.00
WELDING							
OFF-SITE TESTING SERVICES							
SCAFFOLDING							
WIRE AND CABLE				\$0.00	\$60,532.84		\$60,532.84
PUMPS				\$0.00	\$25,331.40		\$25,331.40
SCRAP				\$0.00			\$0.00
GRAND TOTAL	\$61,656,207.26	\$48,942,594.43	\$19,442,325.47	\$130,041,127.16	\$24,107,681.84	\$11,348,060.25	\$86,431,838.61

SECTION 13

	VETERAN			WOMEN		
CATEGORY	TIER 1	TIER 2	TOTAL	TIER 1	TIER 2	TOTAL
ADVERTISING AND MARKETING			\$0.00	\$940,141.35		\$940,141.35
BOLTING/FASTENERS			\$0.00	\$4,628.04		\$4,628.04
BUSINESS CONSULTING	\$7,434.00		\$7,434.00	\$1,303,468.78		\$1,303,468.78
CHEMICALS/FUELS/GASES/LUBRICANTS	\$7,387,409.72		\$7,387,409.72	\$10,421.22		\$10,421.22
CLOTHING			\$0.00	\$3,004,968.92		\$3,004,968.92
CUSTOMER SERVICE			\$0.00	\$169,322.43		\$169,322.43
DIESEL EQUIPMENT						
DISTRIBUTION CONSTRUCTION		\$139,291.00	\$139,291.00	\$140,583,522.35	\$11,230,472.44	\$151,813,994.79
DISTRIBUTION TRANSFORMERS			\$0.00			\$0.00
ELECTRICAL DISTRIBUTION EQUIPMENT			\$0.00	\$577,755.91		\$577,755.91
ELECTRICAL EQUIPMENT						
ENERGY EFFICIENCY		\$1,142,350.30	\$1,142,350.30	\$2,447,619.70	\$11,853,676.48	\$14,301,296.18
ENGINEERING / TECHNICAL CONSULTING	\$1,550,406.02		\$1,550,406.02	\$34,526,502.91	\$3,491,213.23	\$38,017,716.14
ENVIRONMENTAL SERVICES			\$0.00	\$411,373.68	\$5,967,952.02	\$6,379,325.70
EQUIPMENT RENTAL			\$0.00	\$2,117,896.34		\$2,117,896.34
FACILITIES			\$0.00	\$15,766,967.42	\$6,654,296.90	\$22,421,264.32
FINANCIAL SERVICES						
FLEET			\$0.00	\$1,254,598.59		\$1,254,598.59
FREIGHT	\$3,767.87		\$3,767.87	\$93,273.29		\$93,273.29
GAS CONSTRUCTION			\$0.00	\$44,378.21		\$44,378.21
GAS DISTRIBUTION EQUIPMENT			\$0.00	\$716.00		\$716.00
GENCO CONSTRUCTION			\$0.00	\$1,727,625.87		\$1,727,625.87
HEAVY HAULING AND LIFTING SERVICES			\$0.00	\$1,201,847.00		\$1,201,847.00
HR SERVICES			\$0.00	\$2,441,179.81		\$2,441,179.81
INSTRUMENTATION / CONTROLS						
IT HARDWARE			\$0.00			
IT OUTSOURCING						
IT PROFESSIONAL SERVICES	\$1,735,659.02		\$1,735,659.02		\$87,990.00	\$87,990.00
IT SOFTWARE			\$0.00	\$70,209.42		\$70,209.42
IT TELECOM			\$0.00		\$30,992.80	\$30,992.80
LIBRARY SERVICES						
MACHINING & FABRICATION SERVICES						
MAINTENANCE SERVICES			\$0.00			\$0.00
MECHANICAL / HVAC MATERIAL			\$0.00			\$0.00
METEOROLOGICAL DATA & MO						
METERS			\$0.00	\$692,016.70		\$692,016.70
MRO	\$39,892.81		\$39,892.81	\$127,035.64		\$127,035.64
OFFICE SERVICES	\$10,500.00		\$10,500.00	\$4,280,490.16		\$4,280,490.16
OVERHEAD CRANES			\$0.00	\$109,379.48		\$109,379.48
PIPE & FITTINGS						
POLES						
PROMOTIONAL / GIFTS / AWARDS						
SECURITY GUARDS						
STRUCTURAL STEEL						
SUPPLEMENTAL LABOR		\$1,573,159.51	\$1,573,159.51		\$3,572,214.11	\$3,572,214.11
T&S CONSTRUCTION	\$1,277,961.99	\$9,317.00	\$1,287,278.99	\$20,905,209.10	\$10,363,238.11	\$31,268,447.21
T&S MATERIALS	\$80,842.76		\$80,842.76	\$5,991,898.70		\$5,991,898.70
TRAINING			\$0.00	\$1,098,669.44		\$1,098,669.44
TRAVEL / LODGING			\$0.00	\$881,563.04		\$881,563.04
TURBINE / GENERATOR			\$0.00			
UNCATEGORIZED	\$83,769.00	\$23,746.00	\$107,515.00	\$21,645.45	\$3,277,415.09	\$3,299,060.54
VEGETATION MANAGEMENT		\$72,347.00	\$72,347.00	\$418,857.74	\$4,025,193.00	\$4,444,050.74
WELDING						
OFF-SITE TESTING SERVICES						
SCAFFOLDING						
WIRE AND CABLE			\$0.00	\$475.50		\$475.50
PUMPS			\$0.00			\$0.00
SCRAP			\$0.00	\$1,815,707.87		\$1,815,707.87
GRAND TOTAL	\$12,177,643.19	\$2,960,210.81	\$15,137,854.00	\$245,319,012.25	\$60,554,654.18	\$305,873,666.43

	MBE DIRECT*			
CATEGORY	TIER 2	TOTAL DIVERSE SPEND*	TOTAL CATEGORY SPEND	DIVERSE %
ADVERTISING AND MARKETING		\$17,777,606.93	\$25,728,602.54	69%
BOLTING/FASTENERS		\$208,896.61	\$723,315.65	29%
BUSINESS CONSULTING		\$1,348,859.15	\$7,686,316.81	18%
CHEMICALS/FUELS/GASES/LUBRICANTS		\$7,777,452.60	\$13,865,458.22	56%
CLOTHING		\$3,117,247.35	\$3,355,122.97	93%
CUSTOMER SERVICE		\$2,671,128.56	\$5,981,596.99	45%
DIESEL EQUIPMENT		\$0.00	\$68,742.00	0%
DISTRIBUTION CONSTRUCTION	\$1,728,795.40	\$208,992,758.46	\$353,948,448.42	59%
DISTRIBUTION TRANSFORMERS		\$609,610.00	\$37,236,225.66	2%
ELECTRICAL DISTRIBUTION EQUIPMENT		\$39,694,368.91	\$99,025,620.41	40%
ELECTRICAL EQUIPMENT		\$0.00	\$6,070,935.10	0%
ENERGY EFFICIENCY	\$9,332,194.13	\$31,096,019.16	\$122,271,242.24	25%
ENGINEERING / TECHNICAL CONSULTING	\$210,076.54	\$55,264,408.69	\$116,367,706.38	47%
ENVIRONMENTAL SERVICES	\$792,095.65	\$27,552,916.40	\$52,500,495.39	52%
EQUIPMENT RENTAL		\$2,575,578.34	\$22,887,412.29	11%
FACILITIES	\$867,411.43	\$105,372,718.95	\$182,554,530.82	58%
FINANCIAL SERVICES		\$0.00	\$532,348.81	0%
FLEET		\$10,077,103.31	\$55,063,970.97	18%
FREIGHT		\$575,735.78	\$7,945,375.86	7%
GAS CONSTRUCTION		\$44,378.21	\$135,338.73	33%
GAS DISTRIBUTION EQUIPMENT		\$12,573.24	\$58,482.59	21%
GENCO CONSTRUCTION		\$1,727,625.87	\$2,548,684.37	68%
HEAVY HAULING AND LIFTING SERVICES		\$1,389,188.90	\$1,971,703.28	70%
HR SERVICES		\$2,462,079.81	\$5,812,019.98	42%
INSTRUMENTATION / CONTROLS		\$0.00	\$283,850.07	0%
IT HARDWARE		\$8,912,747.46	\$25,117,374.43	35%
IT OUTSOURCING		\$0.00	\$9,618,394.69	0%
IT PROFESSIONAL SERVICES		\$4,998,095.34	\$20,386,730.03	25%
IT SOFTWARE		\$377,861.99	\$20,733,854.28	2%
IT TELECOM	\$46,014.00	\$732,848.31	\$17,344,802.02	4%
LIBRARY SERVICES		\$0.00	\$1,187,542.64	0%
MACHINING & FABRICATION SERVICES		\$0.00	\$18,684.16	0%
MAINTENANCE SERVICES		\$328.60	\$595,324.47	0%
MECHANICAL / HVAC MATERIAL		\$3,354.22	\$4,466.00	75%
METEOROLOGICAL DATA & MO		\$0.00	\$82,511.00	0%
METERS		\$2,491,454.79	\$11,192,754.65	22%
MRO		\$32,813,258.88	\$39,861,522.09	82%
OFFICE SERVICES		\$4,306,349.52	\$6,716,853.17	64%
OVERHEAD CRANES		\$109,379.48	\$109,946.84	99%
PIPE & FITTINGS		\$0.00	\$338,703.43	0%
POLES		\$0.00	\$5,687,286.80	0%
PROMOTIONAL / GIFTS / AWARDS		\$0.00	\$144,140.24	0%
SECURITY GUARDS		\$0.00	\$52,528.00	0%
STRUCTURAL STEEL		\$0.00	\$667,550.39	0%
SUPPLEMENTAL LABOR	\$1,021,185.02	\$17,594,773.61	\$39,151,813.45	45%
T&S CONSTRUCTION	\$1,645,693.73	\$63,295,659.15	\$150,385,555.25	12%
T&S MATERIALS		\$17,879,206.42	\$98,546,122.40	18%
TRAINING		\$1,116,298.14	\$3,315,876.45	34%
TRAVEL / LODGING		\$881,563.04	\$1,682,175.81	52%
TURBINE / GENERATOR		\$264,515.00	\$373,747.22	71%
UNCATEGORIZED	\$16,027,564.58	\$48,069,577.28	\$18,650,505.86	258%
VEGETATION MANAGEMENT	\$3,031,348.00	\$11,149,081.74	\$134,318,702.60	8%
WELDING		\$0.00	\$59,158.11	0%
OFF-SITE TESTING SERVICES		\$0.00	\$7.50	0%
SCAFFOLDING		\$0.00	\$2,732.00	0%
WIRE AND CABLE		\$61,008.34	\$61,647,942.59	0%
PUMPS		\$25,331.40	\$25,331.40	100%
SCRAP		\$1,815,707.87	\$1,815,707.87	100%
GRAND TOTAL	\$35,146,665.48	\$738,049,474.00	\$1,794,459,894.39	41%

\*Total Diverse Spend Includes Indirect Tier 2  
\*MBE Direct Tier 2 cannot be broken down by ethnicity or gender

\*Total Spend = T0+T1  
\*Diverse Spend = T1+T2

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2020





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