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March 28, 2019

**PUBLIC**

Ms. Brinda Westbrook-Sedgwick  
Commission Secretary  
Public Service Commission  
of the District of Columbia  
1325 G Street N.W., Suite 800  
Washington, DC 20005

**Re: Formal Case Nos. 1119 and MOU 2017-M**

Dear Ms. Westbrook-Sedgwick:

Enclosed please find Potomac Electric Power Company's public version of the Supplier Diversity Report ("Report") for 2018, filed in accordance with the Merger Commitment at Order No. 18148, Attachment B, p. 04, Item 021, in Formal Case No. 1119 in the referenced proceedings.

Please note that the Report contains Confidential Attachment B, which is being filed under separate cover.

Please feel free to contact me if you have any questions regarding this matter.

Sincerely,

A handwritten signature in black ink, appearing to read "DPJ", followed by a horizontal line.

Dennis P. Jamouneau

Enclosure:

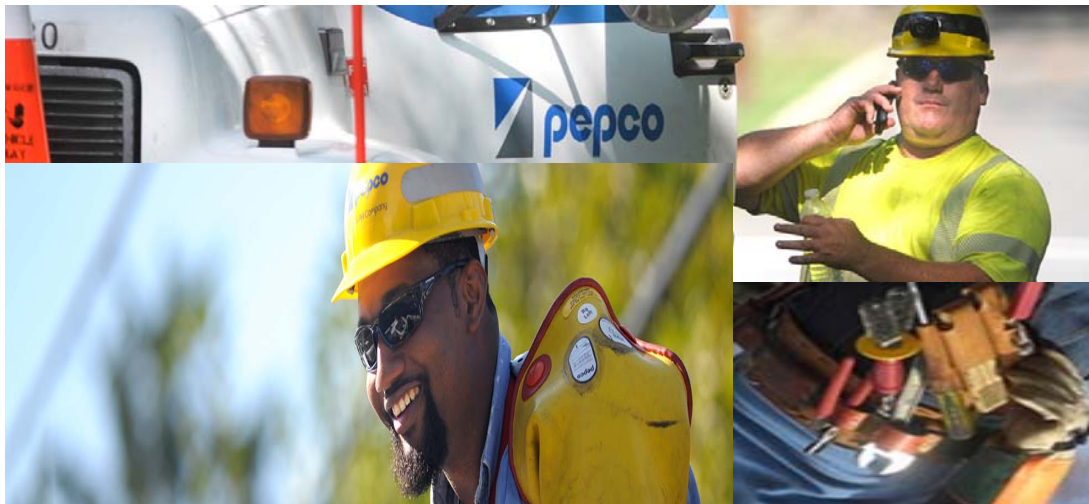
cc: All Parties of Record



An Exelon Company

**Supplier Diversity Program**  
2018 Annual Report  
for  
**Public Service Commission of the  
District of Columbia**

**March 28, 2019**



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## 1.0 EXECUTIVE SUMMARY

The following is Potomac Electric Power Company's ("Pepco" or the "Company") 2018 Annual Report ("Annual Report") pursuant to the District of Columbia Memorandum of Understanding ("MOU"), signed on February 15, 2012 and in support of the merger commitment<sup>1</sup>. The MOU outlines the agreement between Pepco and the District of Columbia Public Service Commission to increase opportunities for diverse businesses.

This report highlights Pepco's performance in 2018 in the following areas:

- Diverse Procurement Expenditures
- CY 2018 Annual Plan – Discussion of Results
- Program Activities
- Internal Efforts
- External Efforts
- Prime Contractor Utilization of Diverse Subcontractors
- Recruitment Activities

## 2.0 DIVERSE PROCUREMENT EXPENDITURES

See attachment A-1 for details.

### 2018 Diverse Procurement Expenditures (as a % of Total Systemwide Utility Spend)

Category	Goal	Actual
Diverse Spend	28%	29%
CBE Spend	5%	9.1%

During the period January 1, 2018 through December 31, 2018, Pepco purchased \$163 million in goods and services from diversity certified suppliers, or 29% of total Pepco utility spend, exceeding its 2018 goal of 28%. Pepco has increased spend with diversity certified suppliers from \$37.2 million in 2010 to \$163 million in 2018 which is a significant increase over the 8-year period. The 2018 Certified Business Enterprise (CBE) DC plan goal as a percentage of total spend was 5% and we ended the year at 9.1% which represents \$52 million.

<sup>1</sup> Merger Commitment No. 21 from Order No. 18148 states that "Pepco shall also continue its commitments to supplier and workforce diversity. Pepco shall, on an annual basis for the first three (3) years following consummation of the Merger, file a report with the Commission by April 1 explaining its efforts to promote supplier and workforce diversity."

The Pepco Total District Utility Procurement in 2018 was \$197 million. The DC CBE spend with Pepco was \$52 million or 26.4 % of District Procurement. Details are in the attachments.

### **3.0 CY 2018 ANNUAL PLAN – DISCUSSION OF RESULTS**

The MOU contains the following elements:

- A description of planned internal and external activities.
- Plans for recruiting diverse suppliers in low utilization in public relations, government affairs, legal and financial services and areas considered technical in nature
- Plans for seeking/recruiting diverse suppliers in areas where diverse suppliers are currently unavailable.
- Plans for encouraging Prime suppliers to engage diverse suppliers in subcontracts in all categories.

The information that follows in this report provides specific actions and accomplishments in support of the broad goals outlined in the 2018 plan.

Pepco Diverse Business Empowerment (DBE) staff worked with leadership to develop annual spend goals which were included in 2018 procurement plans.

Pepco Diverse Business Empowerment staff also worked with Supply Sourcing leaders to ensure alignment of corporate needs with potential opportunities for diverse and local suppliers.

### **4.0 PROGRAM ACTIVITIES**

Pepco DBE participated in the following internal and external activities in 2018:

#### **4.1 Internal Efforts**

##### **PHI Diverse Business Empowerment Monthly Management Update**

The PHI Diverse Business Empowerment Monthly Management Update is an internal monthly metrics report that reflects enterprise wide diverse spending. This update monitors the monthly year-to-date progress in the utilization of diverse suppliers in supply managed categories of spending. The reports are also distributed monthly, companywide to provide an overview of year over year comparison for Pepco Holdings and the target to actual goal performance.

**Key Meetings****Category Managers and Supplier Diversity**

Category Managers and Pepco DBE staff worked together to maximize competitive opportunities for diverse suppliers and increase diverse spend to achieve internal and external goals. In addition to weekly Supply meetings to review upcoming sourcing

opportunities, meetings with various Pepco department leads were held during the year to discuss potential opportunities, challenges and progress, and develop ideas to expand opportunities to diverse suppliers.

**Annual “Listening Tour”**

Pepco DBE leadership held its annual Listening Tour in December 2018 with Pepco executive leaders. The 2018 meeting focused on strategy for enhancing diverse supplier inclusion for 2019, as well as challenges in 2018. Feedback was incorporated into the 2019 annual plans for local and diverse participation. The resulting key goals and focus areas for 2019 are cascaded to all managers and key staff in the Supply organization and key management levels throughout the company.

**Chief Procurement Officer and Board of Directors**

Supplier Diversity is a standing agenda item at Exelon’s Chief Procurement Officers (CPO) staff meetings. The CPO and Diverse Business Empowerment leadership also presented reports on supplier diversity to the Exelon Board of Directors.

**Pepco Target 25**

Pepco’s inaugural Target 25 class commencement was in April 2018. The program offered technical assistance workshops highlighting business development processes, safety policies and the nuances of the Pepco/Exelon sourcing processes. Eight of the 10 suppliers invited to participate were DC CBEs.

The Target 25 commencement program included:

- Brief remarks by the Pepco Holdings CEO, COO and Pepco Regional President
- Presentation of certificates of completion by the Pepco Supplier Diversity Manager and Director of Diverse Business Empowerment
- Networking with various Pepco stakeholders, including: executives, Category Managers and Supplier Diversity Subcommittee Members

**Pepco Holdings Diversity and Inclusion Council**

Pepco Holdings has a Diversity and Inclusion (D&I) Council, which meets quarterly. The D&I Council has an initiative in place at all Exelon operating companies. The purpose of the D & I Council is to promote a diverse and inclusive workplace through education, awareness, acknowledgement and celebration of the diverse backgrounds which compose our workplace and community. It also demonstrates our commitment to developing strong relationships with a strategic core group of diverse community-based organizations and suppliers. The D & I Council also includes a Supplier Diversity

Subcommittee created to focus a cross section of employees on supporting processes and programs to increase diverse business utilization within Pepco.

### **Pepco Diverse Business Empowerment Mall**

Pepco Diverse Business Empowerment advocates for the inclusion of local diversity-certified suppliers. The EDBE Mall was launched in September to help internal users of various services easily identify local suppliers and support the extending Pepco's commitment to economic development and inclusion in our local communities. Located in the corporate intranet, it is a list of local, diverse-certified suppliers in each of the Exelon utilities' services territories—offering products and services purchased with an Exelon credit card. These are categories that are not typically sourced using the traditional formal request for proposal (RFP). It provides local businesses exposure to those employees that usually buy these services, and the employees to connect with local businesses. The categories include:

Catering	Printing
Flowers and Gifts	Promotional Items
Messenger Services	Photography
Multimedia Production	Transportation Services

### **Awards and Recognitions**

Pepco Holdings/Exelon is proud of the recognition it has received for supplier diversity initiatives to advance inclusion and increase opportunities for diverse businesses. The 2018 awards/recognition include:

- WPEO-DC “2018 Corporate Opportunity Award” presented to PHI.
- Minority Business News USA “Corporate 101: America’s Most Admired Corporations for Supplier Diversity” recognition of Exelon and its operating companies for Supplier Diversity Excellence.

## **4.2 External Efforts**

Pepco DBE staff holds leadership positions on various boards and committees, as well as participates in several events to engage diverse suppliers. Staff also seeks out opportunities to deliver presentations, serve as panelists, provide workshops and educate diverse suppliers on Pepco's business, procurement practices. The advocacy organizations Pepco DBE supported during 2018 include the following:

- District of Columbia Office of Small and Local Business Development (DSLBD)
- District of Columbia Chamber of Commerce (DCCC)
- Greater Washington Hispanic Chamber of Commerce
- The Capital Region Minority Supplier Development Council (CRMSDC)
- Women's Business Enterprise National Council (WBENC)
- Women President's Education Organization (WPEO)
- State of Maryland Governor's Office of Small, Minority & Women Affairs (GOMA)



- Maryland Washington Minority Companies' Association (MWMCA)
- Prince George's County MD Supplier Development and Diversity Division (PG SDDD)
- The Presidents' Round Table (PRT)
- Montgomery County Office of Procurement
- Greater Washington Hispanic Chamber of Commerce
- Maryland Utility Forum

Pepco DBE engaged in a robust network of local, regional, and national organizations promoting the advancement of diverse suppliers, some of which are referenced below.

#### **Greater Washington Hispanic Chamber of Commerce**

Pepco DBE staff participated in the Greater Washington Hispanic Chamber of Commerce (GWHCC) invitation-only breakfast program on January 15, 2018 at PNC Bank in Washington, DC. This program was created to engage leading DC businesses and local agencies in dialogue about opportunities and challenges around the inclusion of greater numbers of their member businesses in private and public-sector organizations. The Pepco DBE staff also participated in a panel on March 16, 2018 at the GWHCC Business Expo, held as a follow up to the breakfast program to engage directly with the businesses in how to be successful in doing business with them.

#### **Capital Region Minority Supplier Development Council (CRMSDC)**

The CRMSDC Annual Super Matchmaker Conference held March 29, 2018 in Silver Spring, Maryland, and provided certified MBEs an opportunity to meet with Pepco DBE staff in one-on-one matchmaker meetings and special industry roundtable sessions to enable diverse suppliers the opportunities to discuss their products/services, and to help them understand trends in the electric utility industry as well as learn about ways to potentially increase procurement opportunities with Pepco/Exelon.

Additionally, DBE staff attended CRMSDC meetings, providing opportunities for outreach and networking with suppliers:

- Pepco was a title sponsor for the Annual Leaders and Legends Awards Program at the MGM Resorts Theater at National Harbor in September. The Pepco Region President provided remarks as part of the program presentation for the Corporation of the Year Award to the 2018 winner.
- Staff participated in the CRMSDC annual business meetings at the AT&T Forum facility in Washington, DC on January 20, 2018 and December 13, 2018.
- Pepco DBE manager served on the Board of Directors and as Chair of the Public Policy Committee.



**CRMSDC Minority Business Input Committee (MBEIC)**

Pepco DBE staff served as a host and panelist for the CRMSDC Minority Business Enterprise Input Committee (MBEIC) Annual Kick-off Breakfast Program which was held at the Pepco Gallery in Washington, DC on February 21, 2018. This event featured a networking segment, Minority Business Development Agency (MBDA) Business and Federal Procurement Center leaders who shared information about MBDA Center resources to assist in business development with federal agencies. CRMSDC corporate members also served on a panel to provide tips on maximizing the benefits offered diversity certified suppliers by CRMSDC.

**Montgomery County Procurement Expos**

Pepco DBE also participated in two Montgomery County Procurement Expos, on April 11, 2018 and October 5, 2018, coordinated by Montgomery County Office of Procurement and held at the Civic Center in Silver Spring, Maryland. Both events provided an opportunity to meet small and diverse businesses to discuss Pepco/Exelon business opportunities and processes.

**District of Columbia Chamber of Commerce (DCCC)**

Pepco DBE supported the District of Columbia Chamber of Commerce (DCCC) Small Business Contracting Expo. This Expo was created by the Chamber to focus on helping small and minority businesses learn about competing for business with its larger corporate members such as Pepco. The DCCC Expo was held at the Washington Convention Center in Washington, DC on May 2, 2018.

**Maryland Washington Minority Companies Association (MWMCA)**

The Maryland Washington Minority Companies Association (MWMCA) held its Annual Spring Awards Breakfast and Procurement Fair at Martin's West in Baltimore, Maryland on May 11, 2018. This event included both a business fair and matchmaker. Pepco DBE team members were on hand to meet with diverse suppliers and learn about the suppliers' businesses and discuss how they might be matched with procurement opportunities.

Pepco DBE also participated in the MD Live Minority Business Fair on July 26, 2018, coordinated by MWMCA and held at Maryland Live in Hanover, Maryland. This annual event provides an opportunity to meet small and minority businesses.

**Women President's Educational Organization (WPEO)**

Pepco DBE attended the WPEO-DC Annual Procurement Fair and Matchmaker event held December 4, 2018 at The Willard Hotel in Washington, D.C. This annual event provides an exhibit fair, speakers, and matchmaking opportunities for certified women-owned businesses and corporate members. It also includes an awards program for WPEO-DC corporate members and certified women business enterprises (WBE). Pepco Holdings was honored to receive the 2018 Corporate Opportunity Award. This award is presented to the corporate member recognized for the number of contracts awarded to WPEO certified women-owned businesses in DC, Maryland and Virginia for a one-year period between 2017 and 2018.

“How to Do Business with Pepco Holdings/Exelon” was the topic of discussion at the WPEO-DC Brown Bag luncheon on July 10, 2018. This event provided an opportunity for certified women-owned businesses to gain insights into how to do business with PHI, the buying processes, and engaged in in-depth questions and answers session with Pepco DBE staff.

#### **National Business League Annual ProBiz**

The National Business League’s Annual ProBiz event was held on July 31, 2018 at the Greenbelt Marriott in Greenbelt, Maryland. The Pepco DBE staff participated in the business fair and served as a panelist to discuss how to do business with Pepco.

#### **Congressional Black Caucus Annual Legislative Conference**

Pepco Holdings/Exelon sponsored, and DBE participated in, the 2018 Congressional Black Caucus Annual Legislative Conference. Staff served as panelists to discuss how to do business with Exelon utilities and held matchmaker meetings with regional diverse suppliers. PHI also hosted and sponsored the annual Eleanor Holmes Norton reception in recognition of her contributions to economic development and diversity. It was an opportunity for diverse businesses to network with PHI/Exelon leaders and executives.

Pepco DBE attended several events to network and/or serve as a panelist to exchange information and connect with diverse suppliers including: The Presidents Roundtable (PRT) Annual CEO Briefing on “Building Black Wealth 50 Years Later” at The Hotel in Hanover, MD on June 26, 2018; and Pepco sponsored and hosted a special luncheon for the Think Local First award winners on March 6, 2018 in the Pepco Gallery. The Local First Awards celebrate local independent businesses and entrepreneurs who make a positive impact on the community in diverse ways.

## **5.0 PRIME CONTRACTOR UTILIZATION of DIVERSE SUBCONTRACTORS**

In 2018, Pepco prime contractors subcontracted \$42 million dollars to diverse subcontractors.

The top three subcontracted areas were:

- Transmission and Substation Construction
- Staffing Services
- Distribution Construction

Pepco ensures that major prime suppliers understand our commitment to inclusion and values starting with our terms and conditions requiring subcontract opportunities. The absence of a subcontracting agreement is the exception rather than the rule.

When there is an opportunity for subcontracting, prime contractors are encouraged to subcontract with local and diverse suppliers. Prime contractors are asked to provide the

level of diverse subcontracting they anticipate, which is part of the bid evaluation process. Primes also sought assistance in identifying potential subcontractors.

The Tier 2 reports were submitted monthly by prime contractors during 2018 and verified by the Business Operations and Technical Services team to ensure commitments were met and to document performance.

Tier 2 subcontracts included environmental consulting, fuel management, distribution equipment, traffic control services, computer hardware and software consulting, travel and lodging services, safety systems and equipment, underground construction, electrical and electro-mechanical equipment, facility management services, line hardware, and electrical equipment.

Pepco Diverse Business Empowerment staff assisted prime suppliers seeking local and diverse suppliers.

EDBE staff also provided new and refresher training to Category Managers to ensure knowledge and understanding to the DC MOU.

## **6.0 RECRUITMENT ACTIVITIES**

Pepco engaged in the following activities, as noted in the 2018 plan, to enhance recruitment:

Consulted with representatives of other member utilities of the Edison Electric Institute (EEI) Supplier Diversity Committee and corporate supplier diversity programs to learn from their successful initiatives.

Pepco DBE staff, Category Managers, key employees and managers participated in outreach events specifically to support efforts to identify qualified prospective local suppliers.

### **DC Dept of Small and Local Business Development (DSLBD) Small Business Contracting Expo**

Pepco DBE staff participated in the District of Columbia Department of Small and Local Business Development Small Business (DSLBD) Contracting Expo for Healthcare, staffing and IT firms in Washington, DC at Gallaudet University on October 9, 2018. The Project Manager of the Pepco District of Columbia Power Line Undergrounding (DC PLUG) initiative managed the matchmaker specifically targeted to discuss the DC PLUG initiative.

The DC PLUG initiative is a Pepco and District of Columbia Department of Transportation (DDOT) partnership resulting from the Mayor's Task Force created in 2012 to address infrastructure options to improve reliability. The core objective of both outreach events was to engage D.C. regional businesses with information and to support business readiness for procurement. Additionally, Pepco has engaged in ongoing meetings with

D.C. local businesses to clarify understanding of the capacity and capabilities of interested firms to include qualified diverse suppliers and CBEs.

### **DC Dept of Transportation (DDOT) Disadvantaged Business Enterprise (DBE) Summit**

Pepco DBE also participated as an exhibitor in the District of Columbia Department of Transportation (DDOT) Disadvantaged Business Enterprise Summit and Networking Symposium: “Linking Businesses to Opportunities for Growth”, on November 6, 2018 in Washington, DC at Gallaudet University. This is an annual event this year focusing on engineering and heavy construction firms. The symposium included an expo and various information. One of the Pepco DC PLUG project team engineers served as a co-presenter with the DDOT manager providing updated information and responding to a Q & A about the project.

### **Memberships/Involvements with Key Organizations**

Pepco continued memberships and involvement with regional and national organizations that certify, network and advocate for local and diverse suppliers to maximize outreach to potential suppliers and supplier access to the company.

The Capital Region Minority Supplier Development Council (CRMSDC)

- Board of Directors
- Public Policy Committee Chair
- Leaders and Legends Awards Advisory Committee
- Certification Committee Site Visits
- Matchmaker participation

Women’s Business Enterprise National Council (WBENC)

- National Corporate Member
- Regional Corporate Member of WPEO and WBEC of PA-NJ-DE
- Certification Committee Site Visits
- Annual Brown Bag Luncheon participant
- Support expo/matchmaker

Maryland Washington Minority Companies’ Association (MWMCA)

- Annual corporate supporter
- Attend annual procurement fairs

The Presidents’ Round Table (PRT)

- Annual corporate supporter
- Attend annual briefing and awards program

Regional/Ethnic Chambers of Commerce

- Pepco staff serve on the boards, committees and support the events

Pepco also created and coordinated its own outreach event to identify local and regional potential suppliers:

### **Pepco Capital Grid Project Supplier Forum**

Pepco created a special outreach event for the proposed Capital Grid project. This project is proposed to promote enhanced reliability and a stronger system for our customers in the District of Columbia and Maryland, while also increasing opportunities for local and diverse businesses and contractors. The Supplier Forum held in January at the Kellogg

Conference Center brought together more than 100 diverse businesses to learn about the project and potential business opportunities. The forum provided an opportunity to help attendees better understand the project and overall needs and build the relationships to launch successful bids for work on it.

### **Recruitment in low utilization categories**

Efforts continued to expand opportunities for diverse supplier inclusion in products or services categories where diverse supplier utilization has been low, such as legal, accounting, auditing, underwriting, technology, testing, research and development, construction, demolition, financial services, public relations and government affairs, and other venture areas that are considered highly technical in nature.

- Pepco Holdings continued to engage the services of the DC law firm and CBE Leftwich LLC for specialized legal services.
- DigiDoc, a DC CBE and MBE, was awarded a contract to provide document management transfer project.
- DC CBE and African American female owned business, SRB Communications, was awarded the Pepco multicultural marketing part of a three-year advertising contract awarded in late 2017, and they began work on it in February 2018. The multicultural marketing targets a diverse audience of African Americans, Latinos, and Asians.

SRB Communications' work on Pepco's Multicultural Marketing contract kicked off in 2018 with an advertorial placement in The Washington Informer's Homeownership Supplement, followed by placements in El Tiempo and The Washington Informer's Back to School editions. SRB Communications also began the in the summer months by placing print and digital ads for Pepco's Peak Energy Savings Days in ethnic media across the PHI footprint. Near the end of 2018 SRB was involved in Pepco's annual ZooLights sponsorship, placing animated digital ads throughout the metropolitan Washington, D.C. region, to promote the Smithsonian National Zoo's famous tradition of lights, music and, of course, animals. During ZooLights, powered by Pepco, more than 500,000 environmentally friendly LED lights transformed the zoo into a winter wonderland after dark. Going into 2019, the company will help Pepco's customers stay prepared in the event of storms or unexpected outages. The SRB team will execute strategy, creative and media buys and placements. These placements will run throughout the winter and will inform customers on how stay connected and where to access the latest news during storm preparedness and recovery.

## **7.0 DOCUMENT RETENTION**

Pepco follows document retention policies. Three years of data is maintained in the offices of DBE. Written or printed data older than three years have been transferred to an off-site storage facility. Electronic data is stored on company networks and is kept based on company electronic retention policies.

## **8.0 ATTACHMENTS**

Spreadsheet attachments follow. Attachments B and D are deemed Confidential and will be removed from the Public Copy.

- A-1 Diverse Suppliers
- A-2 NAICS Code
- A-3 Goal Result
- B Vendor Report (CONFIDENTIAL)
- D Professional Services Database (CONFIDENTIAL)

# Attachment A-1



ATTACHMENT A-1 Diverse Suppliers							
	UTILITY NAME:	Pepco					
	FOR THE REPORTING YEAR:	2018					
(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)
LINE	DESCRIPTION	DIRECT (\$)	SUB CONTRACT (\$)	DIVERSE SUPPLIER PROCUREMENT (\$)	PERCENTAGE (%) OF DIVERSE SUPPLIER PROCUREMENT \$ / TOTAL COL. (E)	TOTAL UTILITY PROCUREMENT (\$ (1))	PERCENTAGE (%) OF DIVERSE SUPPLIER (\$ TO TOTAL UTILITY Col. (E) / Col. G
	SYSTEM WIDE			COLS. (C) + (D)			
	MINORITY BUSINESS ENTERPRISE						
	African American	\$ 22,786,480	\$ 8,445,165	\$ 31,231,645	19.10%		5.49%
	American Indian/Native American	\$ 22,894,957	\$ 94,738	\$ 22,989,695	14.06%		4.04%
	Asian	\$ 2,399,260	\$ 4,913,146	\$ 7,312,406	4.47%		1.28%
	Hispanic	\$ 48,415,595	\$ 6,401,770	\$ 54,817,365	33.53%		9.63%
	TOTAL MINORITY BUSINESS ENTERPRISE	\$ 96,496,292	\$ 19,854,818	\$ 116,351,110	71.17%		20.44%
	WOMEN BUSINESS ENTERPRISE	\$ 23,306,348	\$ 21,834,501	\$ 45,140,849.02	27.61%		7.93%
	SERVICE DISABLED VETERAN	\$ 656	\$ 1,981,606	\$ 1,982,261.76	1.21%		0.35%
	NOT FOR PROFIT WORKSHOPS	\$ 2,800	\$ -	\$ 2,800.00	0.00%		0.00%
	GRAND TOTAL	\$ 119,806,096	\$ 43,670,925	\$ 163,477,021	100.00%	\$ 569,143,467	28.7%
(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)
LINE	DESCRIPTION	DIRECT (\$)	SUB CONTRACT (\$)	CBE SUPPLIER PROCUREMENT (\$)	PERCENTAGE (%) OF CBE SUPPLIER PROCUREMENT	TOTAL UTILITY PROCUREMENT (\$)	PERCENTAGE (%) OF CBE SUPPLIER (\$ TO TOTAL UTILITY
	SYSTEM WIDE			COLS. (C) + (D)	\$ / TOTAL COL. (E)		Col. (E) / Col. G
	DC based Certified Business Enterprises (CBE) (Definition: DBE,DZE,ROB,SRB,LBE,LRB)	\$ 42,824,892	\$ 9,198,907	\$ 52,023,799	9.14%		9.14%
	TOTAL DC BASED CBE	\$ 42,824,892	\$ 9,198,907	\$ 52,023,799	100.0%	\$ 569,143,467	9.14%

(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)
LINE	DESCRIPTION	DIRECT (\$)	SUB CONTRACT (\$)	CBE SUPPLIER PROCUREMENT (\$)	PERCENTAGE (%) OF CBE SUPPLIER PROCUREMENT	TOTAL DC UTILITY PROCUREMENT T (\$) - (2)	PERCENTAGE (%) OF CBE SUPPLIER (\$ ) TO TOTAL DC UTILITY
23	DISTRICT OF COLUMBIA			COLS. (C) + (D)	\$ / TOTAL COL. (E)		Col. (E) / Col. G
24	DC based Certified Business Enterprises (CBE) (Definition: DBE,DZE,ROB,SRB,LBE,LRB) - (3)						
25	DBE- Disadvantaged Business Enterprise	\$0.00	\$0	\$0	0.00%		0.00%
26	DZE-Local Business Enterprise w/ Principal Office Located In An Enterprise Zone	\$0	\$0	\$0	0.00%		0.00%
27	ROB-Resident-Owned Business	\$30,953	\$2,321,389	\$2,352,342	4.52%		1.20%
28	SBE- Small Business Enterprise	\$1,989,737	\$2,663,738	\$4,653,475	8.94%		2.36%
29	LBE-Local Business Enterprise	\$0	\$274,989	\$274,989	0.53%		0.14%
30	LRB - Longtime Resident Business	\$40,804,202	\$3,938,791	\$44,742,993	86.00%		22.74%
31							
32	TOTAL DC BASED CBE	\$42,824,892	\$9,198,907	\$52,023,799	100.00%	\$196,789,655	26.44%
	Footnotes:						
	(1) Total Utility Procurement = Total Procurement spend - Schedule 1						
	(2) Total DC Utility Procurement = Total Procurement spend - spend on schedule 1 * % meters/customers in the District of Columbia.						
	(3) Calculations in lines 25-30 only report spend once for any vendor who qualifies in multiple categories. Vendor should be listed in the category assigned the most preference points.						
				2018			
				Meters - 2018 Pepco			
			Total Customers	886,690	886,690	\$569,143,467	
			DC Customers	306,586	306,586	x 34.58%	
				% meters/customers	34.58%	\$196,789,655	
				Total Procurement	\$196,789,655		
						\$196,789,655	

# Attachment A-2

ATTACHMENT A-2 by NAICS codes										
		UTILITY NAME:	Pepco							
		FOR THE REPORTING YEAR:	2018							
		RESULTS BY PRODUCT DESCRIPTIONS / NAICS CODES								
(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)	(J)	(K)
LINE #	NAICS #	PRODUCT/SERVICE DESCRIPTIONS BY NAICS CODE <sup>1,2</sup>	MINORITY BUSINESS ENTERPRISE	WOMEN BUSINESS ENTERPRISE	SERVICE DISABLED VETERAN BUSINESS	NOT FOR PROFIT WORKSHOPS	TOTAL DIVERSE SUPPLIER (\$) BY NAICS CODE	PERCENTAGE (%) TO TOTAL DIVERSE SUPPLIER (\$) BY NAICS	TOTAL UTILITY PROCUREMENT	PERCENTAGE OF DIVERSE SUPPLIER (\$) TO TOTAL UTILITY PROCUREMENT
							COLS. (D), (E), (F), and (G)	\$ / TOTAL COL. (H)		COL. (I) \$ / TOTAL COL. (J)
			\$	\$		\$	\$	%		%
1	113	Forrestry & Logging	\$ 215,664	\$ -		\$ -	\$ 215,664	0.1%		0.0%
2	213	Support Activities for Mining	\$ -	\$ 17,520		\$ -	\$ 17,520	0.0%		0.0%
3	236	Construction of Buildings	\$ -	\$ 114,159		\$ -	\$ 114,159	0.1%		0.0%
4	237	Heavy and Civil Engineering Construction	\$ 66,391,679	\$ 10,993,954	\$ 385,431	\$ -	\$ 77,771,064	47.6%		13.7%
5	238	Specialty Trade Contractors	\$ 1,285,068	\$ 6,148,982	\$ 634		\$ 7,434,683	4.5%		1.3%
6	313	Textile Mills	\$ 17,569	\$ -		\$ -	\$ 17,569	0.0%		0.0%
7	315	Textile Mills	\$ -	\$ 65,182		\$ -	\$ 65,182	0.0%		0.0%
8	321	Wood Product Manufacturing	\$ -	\$ 3,129		\$ -	\$ 3,129	0.0%		0.0%
9	325	Chemical Manufacturing	\$ 7,379			\$ -	\$ 7,379	0.0%		0.0%
10	326	Plastics and Rubber Manufacturing	\$ -	\$ 1,360		\$ -	\$ 1,360	0.0%		0.0%
11	331	Metal Manufacturing	\$ -	\$ 54,058		\$ -	\$ 54,058	0.0%		0.0%
12	332	Fabricated Metal Manufacturing	\$ 7,657	\$ -		\$ -	\$ 7,657	0.0%		0.0%
13	335	Electrical Equipment & Mfg	\$ 32,926,964	\$ 1,130,752		\$ -	\$ 34,057,716	20.8%		6.0%
14	423	Merchant Wholesalers Durable Goods	\$ 357,387	\$ 1,868,793		\$ -	\$ 2,226,179	1.4%		0.4%
15	424	Merchant Wholesalers Non Durable Goods	\$ 116,438	\$ 176,306		\$ -	\$ 292,744	0.2%		0.1%
16	441	Motor Vehicle and Parts Dealers	\$ 4,483		\$ 934,226	\$ -	\$ 938,709	0.6%		0.2%
17	453	Misc Retail Stores	\$ 143,937			\$ -	\$ 143,937	0.1%		0.0%
18	454	Nonstore Retailers	\$ 1,384,013	\$ 1,883,116			\$ 3,267,129	2.0%		0.6%
19	481	Freight Air Transportation	\$ 123,992	\$ 20,848			\$ 144,840	0.1%		0.0%
20	484	Truck Transportation	\$ 911,749	\$ 260,506			\$ 1,172,255	0.7%		0.2%
21	492	Courier and Messenger	\$ 259				\$ 259	0.0%		0.0%
22	522	Credit Intermediation	\$ 172		\$ 505,581		\$ 505,753	0.3%		0.1%
23	532	Rental & Leasing Services	\$ -	\$ 319,805			\$ 319,805	0.2%		0.0%
24	541	Professional, Scientific, and Technical Services	\$ 6,147,878	\$ 14,170,415		\$ 2,800	\$ 20,321,093	12.4%		3.6%
25	561	Administrative and Support Services	\$ 6,288,447	\$ 6,164,976	\$ 156,390		\$ 12,609,813	7.7%		2.2%
26	562	Waste Management and Remediation Services	\$ 210	\$ 1,351,936			\$ 1,352,146	0.8%		0.2%
27	621	Ambulatory Services	\$ -	\$ 1,275			\$ 1,275	0.0%		0.0%
28	722	Food Services	\$ 20,165				\$ 20,165	0.0%		0.0%
29	811	Repair and Maintenance	\$ -	\$ 393,776			\$ 393,776	0.2%		0.1%
30		Totals	\$ 116,351,110.66	\$ 45,140,849.01	\$ 1,982,261.76	\$ -	\$ 163,477,021			
31										
32									\$569,143,467	
		NAICS Codes listed are subject to change								
		RESULTS BY PRODUCT DESCRIPTIONS / NAICS CODES								
35										
A	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)	(J)	(K)
37										
38	NAICS #	PRODUCT/SERVICE DESCRIPTIONS BY NAICS CODE <sup>1,2</sup>	DC Certified Business Enterprises (CBE)				TOTAL CBE SUPPLIER (\$) BY NAICS CODE	PERCENTAGE (%) TO TOTAL CBE SUPPLIER (\$) BY NAICS	TOTAL UTILITY PROCUREMENT	PERCENTAGE OF CBE SUPPLIER (\$) TO TOTAL UTILITY PROCUREMENT
39							COL. (D)	\$ / TOTAL COL. (H)		COL. (I) \$ / TOTAL COL. (J)
40			\$				\$	%	\$	%
41	236	Construction of Buildings	\$ -				\$ -	0.0%	\$0.00	0.00%
42	237	Heavy and Civil Engineering Construction	\$ 38,152,648				\$ 38,152,648	73.3%	\$0.00	6.70%
43	238	Specialty Trade Contractors	\$ -				\$ -	0.0%	\$0.00	0.00%
44	441	Motor Vehicle and Parts Dealers	\$ -				\$ -	0.0%	\$0.00	0.00%
45	444	Building Material and Garden Equipment and Supplies Dealers	\$ -				\$ -	0.0%	\$0.00	0.00%
46	532	Rental and Leasing Services	\$ -				\$ -	0.0%	\$0.00	0.00%
47	541	Professional, Scientific, and Technical Services	\$ 3,794,778				\$ 3,794,778	7.3%	\$0.00	0.67%
48	561	Administrative and Support Services	\$ 43,263				\$ 43,263	0.1%	\$0.00	0.01%
49	562	Waste Management and Remediation Services	\$ -				\$ -	0.0%	\$0.00	0.00%
50	423	Merchant Wholesalers, Durable Goods	\$ -				\$ -	0.0%	\$0.00	0.00%
51	424	Merchant Wholesalers, Nondurable Goods	\$ 138				\$ 138	0.0%	\$0.00	0.00%
52	323	Printing and Related Support Activities	\$ -				\$ -	0.0%	\$0.00	0.00%
53	493	Warehousing and Storage	\$ -				\$ -	0.0%	\$0.00	0.00%

54	722	Food Services and Drinking Place	\$ 20,165		\$ 20,165	0.0%	\$0.00	0.00%
55	335	Electrical Equipment & Mfg	\$ 10,012,807		\$ 10,012,807	19.2%		1.76%
56	811	Repair and Maintenance	\$ -		\$ -	0.0%	\$0.00	0.00%
57		Totals	\$ 52,023,799		\$ 52,023,799	100.0%	\$ 569,143,467	9.14%
58	Footnotes:							
59		NAICS Codes listed are subject to change						

# Attachment A-3

ATTACHMENT A-3 Diverse Supplier Goal to Results				
	UTILITY NAME:		Pepco	
	FOR THE REPORTING YEAR:		2018	
(A)	(B)	(C)	(D)	(F)
LINE #	DESCRIPTION	ACTUAL CURRENT YEAR RESULTS (\$)	CURRENT YEAR PERCENTAGE (\$)	ACTUAL VS GOAL (%)
				Column (C/D)
1	MINORITY BUSINESS ENTERPRISE	\$ 116,351,111	\$ 79,680,085.4	146%
2				
3	WOMEN OWNED BUSINESS ENTERPRISE	\$ 45,140,849	\$ 68,297,216.0	66%
4				.
5	SERVICE DISABLED VETERAN BUSINESS ENTERPRISE	\$ 1,982,262	\$ 11,382,869.3	17%
6				
7	NOT FOR PROFIT WORKSHOPS	\$ 2,800		0%
8				
9				
10				
11	TOTAL	\$163,477,021	\$ 159,360,171	102.6%
7				
8	DC Based Certified Business Enterprises (CBE)	\$52,023,799	\$ 28,457,173.35	182.8%
9				
10	TOTAL	\$52,023,799		



Attachment B

**CONFIDENTIAL**

**CONFIDENTIAL**  
**INFORMATION REMOVED**

Attachment D

**CONFIDENTIAL**

**CONFIDENTIAL**  
**INFORMATION REMOVED**

## **CERTIFICATE OF SERVICE**

I hereby certify that a copy of Potomac Electric Power Company's public version of the Supplier Diversity Report for 2018 was served this March 28, 2019 on all parties in Formal Case No. 1119 by electronic mail.

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