

THE 2022 CALIFORNIA PUBLIC UTILITIES COMMISSION
GO 156 SPEND ANALYSIS REPORT

LGBT BUSINESS ENTERPRISE UTILIZATION

SEPTEMBER 2023

PRODUCED BY:

BuildOUT
CALIFORNIA



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Welcome to BuildOUT California's annual installment of our LGBT Business Enterprise (LGBTBE) Utilization Report. Information contained in this report was drawn from public-facing documentation provided by the utilities who are part of the California Public Utilities Commission's (CPUC's) General Order (GO) 156 program.

The information that appears in the following pages are both a 'snapshot' of where the participating utilities were able to generate LGBTBE utilization in the year 2022 as well as information dating back to 2018. Combined, the information showcases trends that are, in some cases, exciting but in many cases leave room for significant growth.

The results of the 2022 reporting are not surprising. There was ample evidence provided by utilities during the goal setting process in 2021 and 2022 that projected to us that LGBTBE utilization in 2022 was going to leave room for significant improvement.

That was then. This is now!

BuildOUT California's Founders have decades of first-hand experience as it relates to the challenges and successes of building successful MBE/WBE/DVBE/LGBTBE programs within the utility sectors. We know that an effective utilization program requires that all stakeholders in the procurement process must work in concert to increase participation.

We know we can always make process improvements in our efforts to identify/engage LGBT-owned firms who have not yet stepped forward in the Architecture, Engineering and Construction-services (AEC) industries so we can grow the pool of qualified firms. We must continue to build capacity within our existing LGBT AEC firms to make them more competitive in the marketplace and we need to support them 'post-award' so they successfully deliver the projects from which they are contracted for. Utilities must take intentional steps in order to build meaningful opportunities for LGBTBE firms.

BuildOUT California is confident there are enough qualified LGBTBE firms to meet/exceed the aspirational goal of 1.5% in 2024. The firms necessary to meet that aspirational goal are currently present but we need to 'triple down' on our request to receive support from the very top of the utility sector's leadership (i.e. the C-Suite), we must communicate 'deeper' within the utility procurement pipelines to ensure true access to opportunities are realized, we must build more Mentor/Protégé relationships between Tier 1 and LGBTBE firms, and we must effectively communicate the success stories of those LGBTBE firms who have successfully 'cracked the code' of doing business with the utilities so that others can learn from their experience.

We are excited by the potential that exists to build greater utilization. We celebrate those utilities who have met, or exceeded, the initial aspiration goal in 2022 of .5% and we are exceptionally pleased to be working with a handful of utilities in breaking down the significant barriers to LGBTBE inclusion.

Together we can achieve great things!

Onward and upward!



Paul Pendergast
President
BuildOUT California

CPUC SUPPLIER DIVERSITY SPEND 2018-2022

BACKGROUND

Authored by former Assemblyman Rich Gordon and actively supported by several founders of BuildOUT California and a host of Lesbian, Gay, Bisexual and Transgender (LGBT) Chambers of Commerce, Assembly Bill (AB) 1678 was signed into law by then-California Governor Jerry Brown in September of 2014. This landmark legislation, the first of its kind in the U.S., requires California energy, water, transportation and telecommunications firms to annually report their total procurement with certified LGBT businesses to the state legislature.

THE 2022 LGBTBE UTILIZATION REPORTS

What follows in the pages of this document are the spend (or utilization) reports by the 28 utilities who fall under the CPUC's General Order (GO) 156 Program that were submitted to the CPUC on/before March 1, 2023, for the calendar year 2022.

As an important milestone, 2022 was the first year in which the GO 156 Program included an aspirational goal for LGBT business utilization. Culminating in an aspirational goal of 1.5% in the year 2024, the 'aspired to' goal for utilities in 2022 was .5%.

2022 LGBT UTILIZATION STATISTICS AT A GLANCE

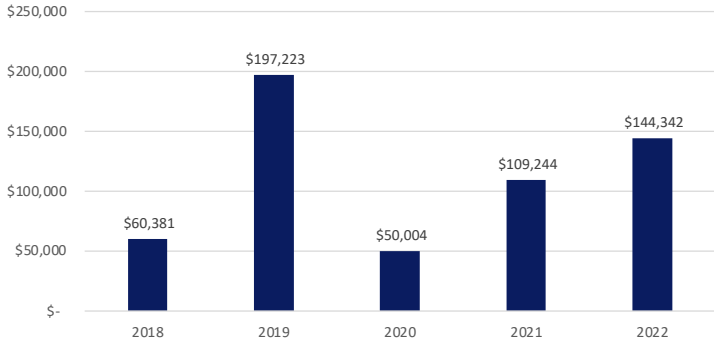
GENERAL OVERVIEW:

- This year's BuildOUT California LGBT Utilization Report includes information related to the respective utility's actual spend as well as their achievement of exceeding, or falling short, of the .5% aspirational goal.
- Active links to Statements of Qualifications from twelve LGBT owned/certified firms who presented at the June 1, 2023, Founders Day Conference held in Los Angeles. These Statements of Qualifications showcase each of the firm's experience, qualifications, and capacity.

EXECUTIVE BRIEFING NOTES FOR THE 2022 BUILDOUT CALIFORNIA LGBT UTILIZATION SPEND REPORTS

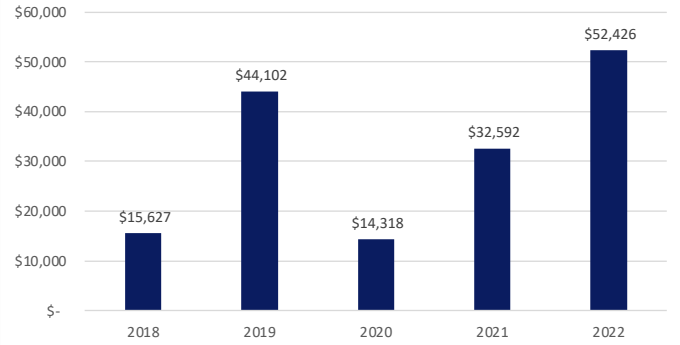
- The spend with certified LGBT firms by the 28 reporting utilities in 2022 decreased by \$13.7M from 2021
- 7 out of the 28 reporting utilities grew their spend with LGBT firms from 2021
- 10 out of the 28 reporting utilities saw a decline in their LGBT spend from 2021
- 13 utilities had LGBT spend for all 5 of the past years (2018-2022)
- Frontier Communications had LGBT spend for the first time in the past 5 years
- 3 utilities met or exceeded the aspirational goal of .5% in 2022. Those firms of distinction include California American Water, San Gabriel Valley Water, and Suburban Water Systems.
- Highest increased dollar amount compared to 2021: San Gabriel Valley Water Co (+\$1,537,164), AT&T Mobility (+\$824,890), Frontier Communications (+224,400)
- Highest decreased dollar amount compared to 2021: SCE (-\$9,080,484), PG&E (-\$2,676,488), California American Water (-\$2,484,762)
- Overall, the 28 utilities missed the .5% LGBTBE goal by \$173,897,831
- 11 Utilities had \$0 spend with LGBTBE's in 2022, 4 of which have had no spend with any LGBTBE dating back to 2018. 2 have no spend with LGBT but haven't always submitted their spend (Lodi Gas & Bear Valley)
- The top 3 utilities - T-Mobile, SDG&E & PG&E did over 70% of the 2022 LGBT spend

AT&T CALIFORNIA (WEST)



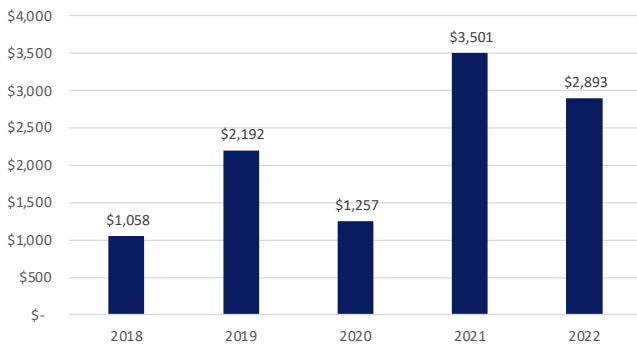
2022 ACTUAL SPEND: \$144,342
MISSED GOAL BY: \$11,804,341

AT&T COMMUNICATIONS (CORP)



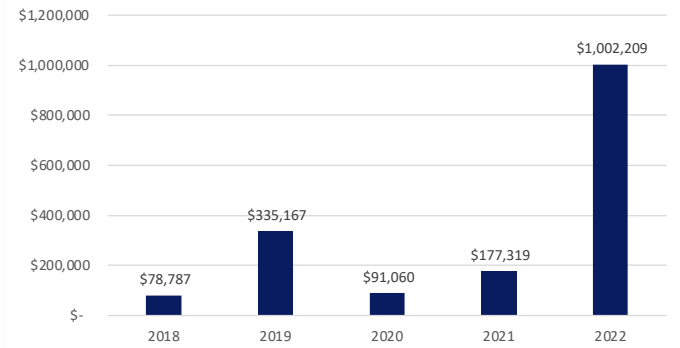
2022 ACTUAL SPEND: \$52,426
MISSED GOAL BY: \$4,246,040

AT&T LONG DISTANCE



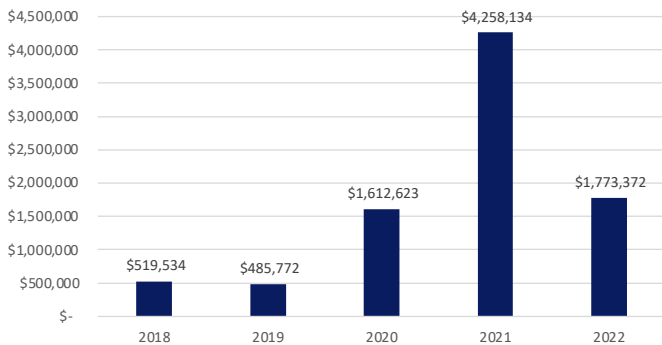
2022 ACTUAL SPEND: \$2,893
MISSED GOAL BY: \$185,424

AT&T MOBILITY



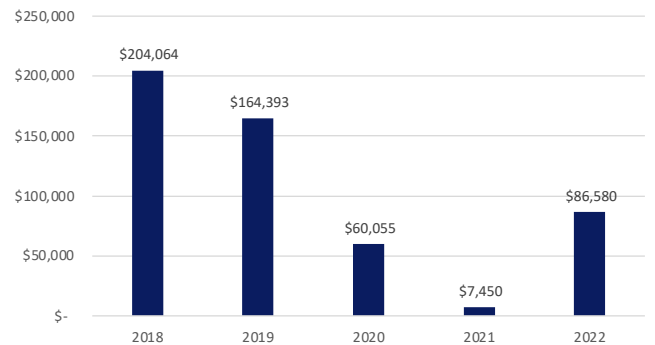
2022 ACTUAL SPEND: \$1,002,209
MISSED GOAL BY: \$26,060,662

CALIFORNIA AMERICAN WATER



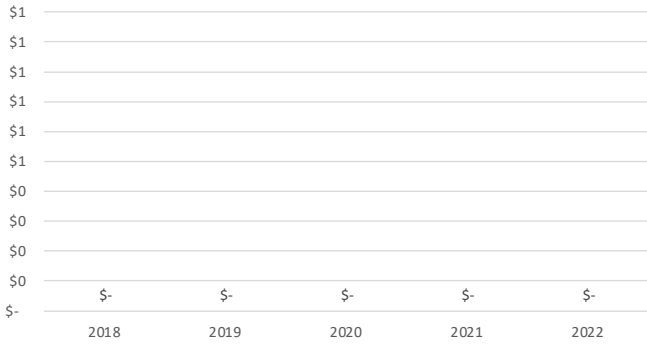
2022 ACTUAL SPEND: \$1,773,372
EXCEEDED GOAL BY: \$1,094,915

CALIFORNIA WATER SERVICE



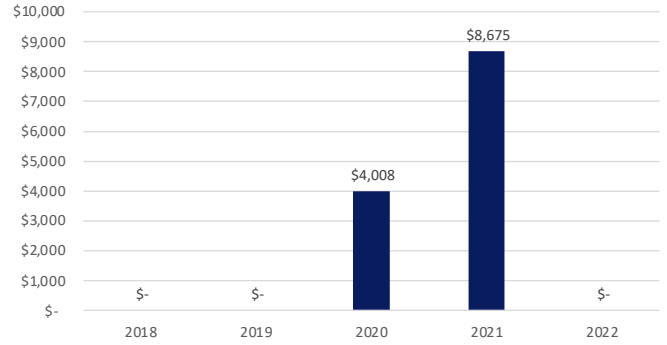
2022 ACTUAL SPEND: \$86,580
MISSED GOAL BY: \$1,370,402

CENTURYLINK



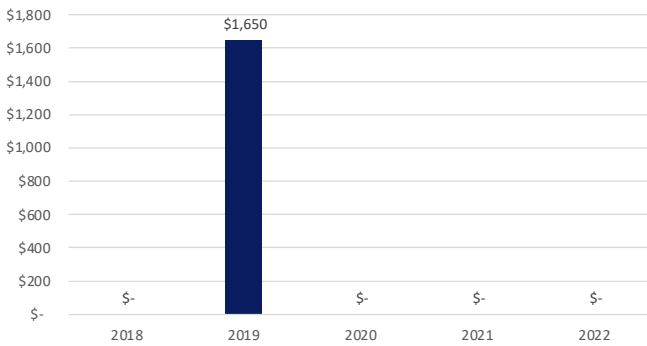
2022 ACTUAL SPEND: \$0
MISSED GOAL BY: \$2,749,864

CHARTER COMMUNICATIONS



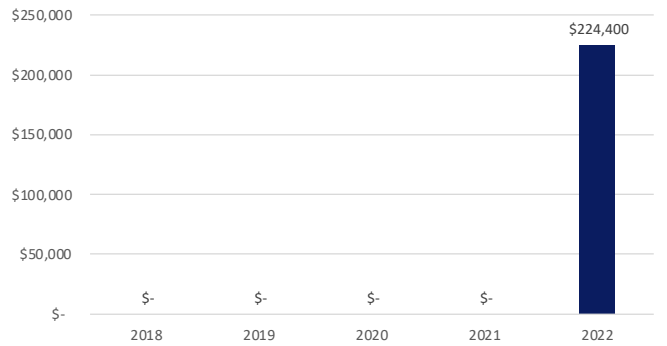
2022 ACTUAL SPEND: \$0
MISSED GOAL BY: \$3,425,364

COMCAST



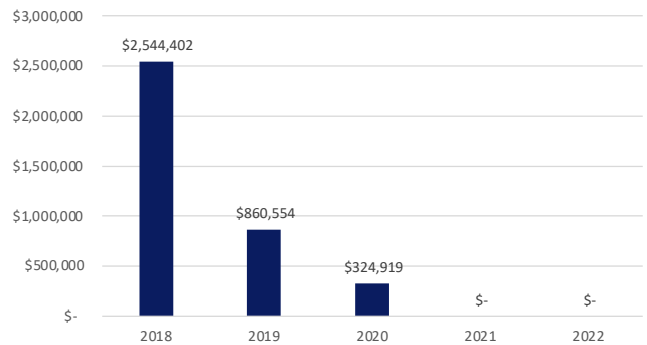
2022 ACTUAL SPEND: \$0
MISSED GOAL BY: \$3,379,217

FRONTIER COMMUNICATIONS



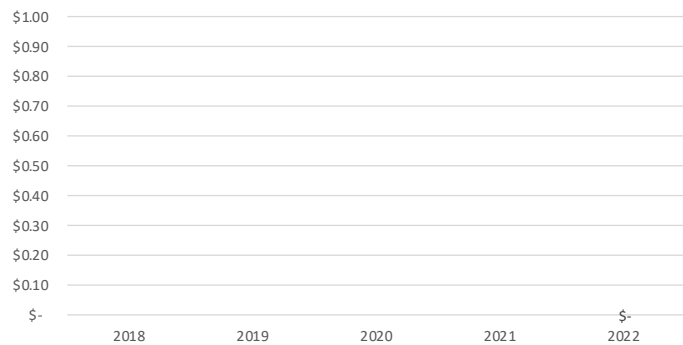
2022 ACTUAL SPEND: \$224,400
MISSED GOAL BY: \$3,161,857

GOLDEN STATE WATER CO.



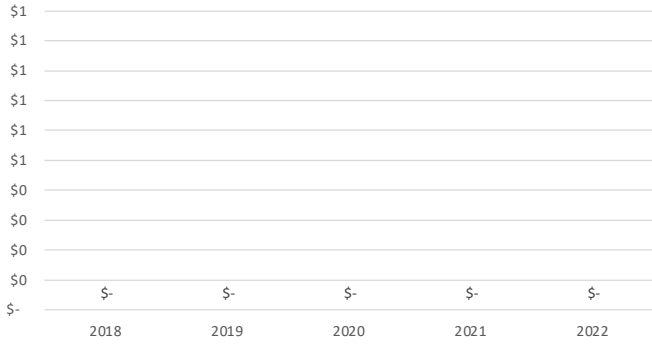
2022 ACTUAL SPEND: \$0
MISSED GOAL BY: \$835,210

BEAR VALLEY ELECTRIC SERVICE



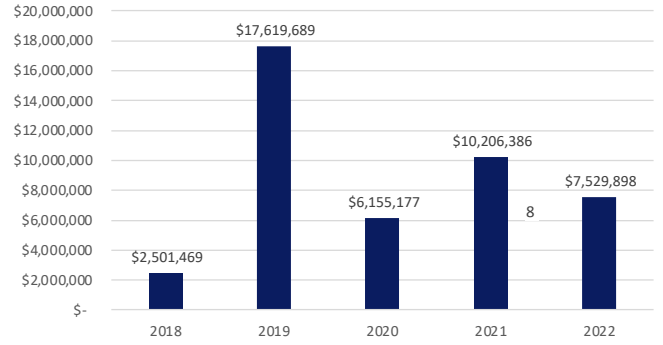
2022 SPEND: \$0
MISSED GOAL BY: \$117,945

LIBERTY UTILITIES (CALPECO/CAL PACIFIC ELECTRIC)



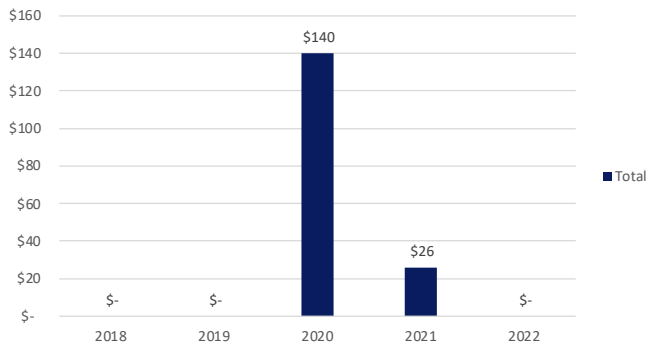
2022 ACTUAL SPEND: \$0
MISSED GOAL BY: \$381,637

PACIFIC GAS AND ELECTRIC



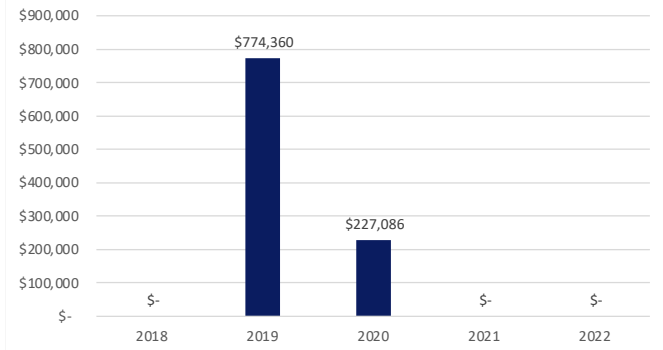
2022 ACTUAL SPEND: \$7,529,898
MISSED GOAL BY: \$53,278,737

PACIFICORP (PACIFIC POWER)



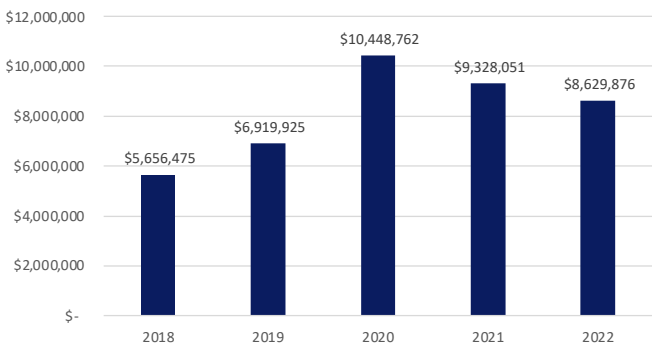
2022 ACTUAL SPEND: \$0
MISSED GOAL BY: 382,680

PARK WATER/APPLE VALLEY WATER (LIBERTY UTILITIES)



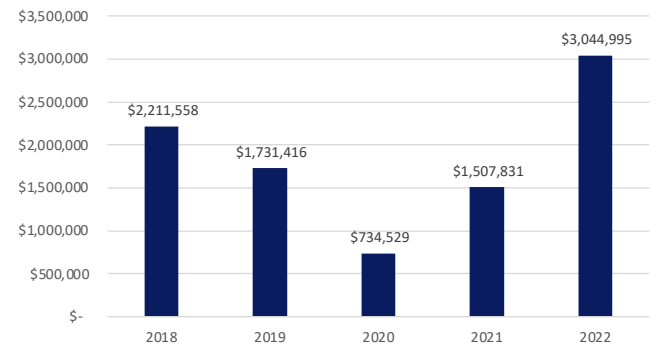
2022 ACTUAL SPEND: \$0
MISSED GOAL BY: \$180,348

SAN DIEGO GAS AND ELECTRIC



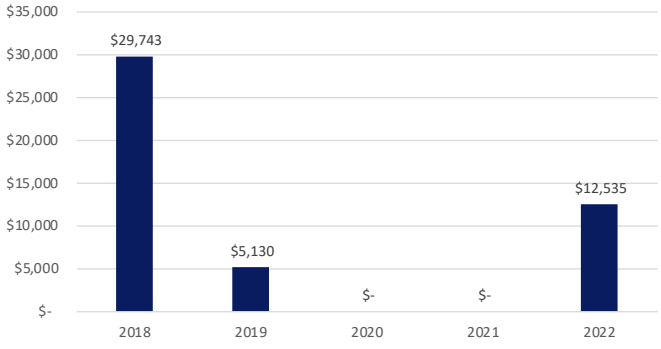
2022 ACTUAL SPEND: \$8,629,876
MISSED GOAL BY: \$3,496,208

SAN GABRIEL VALLEY WATER CO.



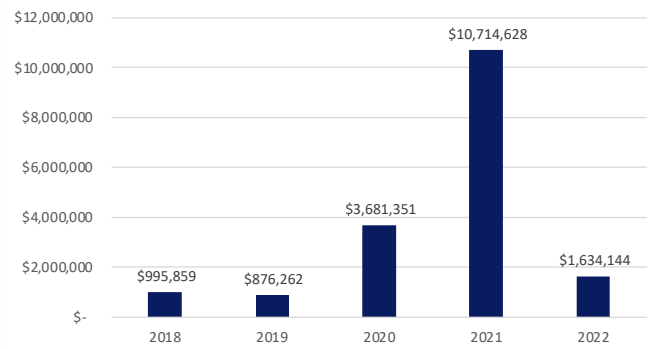
2022 ACTUAL SPEND: \$3,044,995
EXCEEDED GOAL BY: \$2,677,265

SAN JOSE WATER CO.



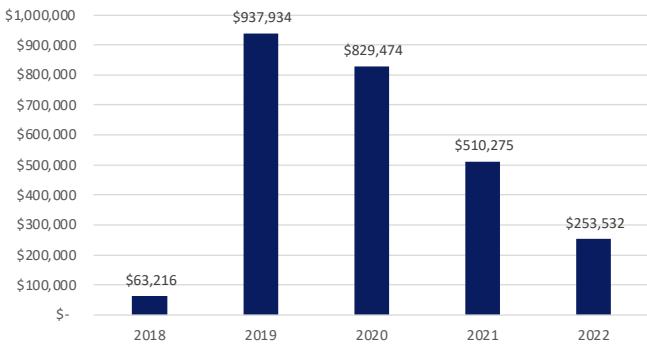
2022 ACTUAL SPEND: \$12,535
MISSED GOAL BY: \$632,367

SOUTHERN CALIFORNIA EDISON



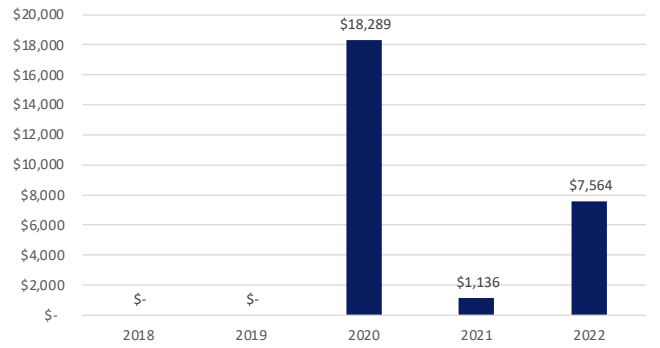
2022 ACTUAL SPEND: \$1,634,144
MISSED GOAL BY: \$32,573,826

SOUTHERN CALIFORNIA GAS



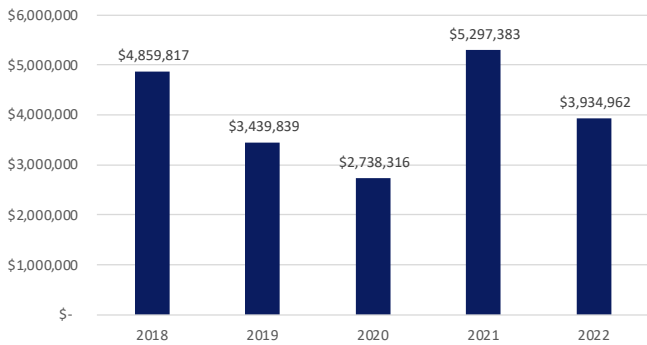
2022 ACTUAL SPEND: \$253,532
MISSED GOAL BY: \$11,773,760

SOUTHWEST GAS CORPORATION



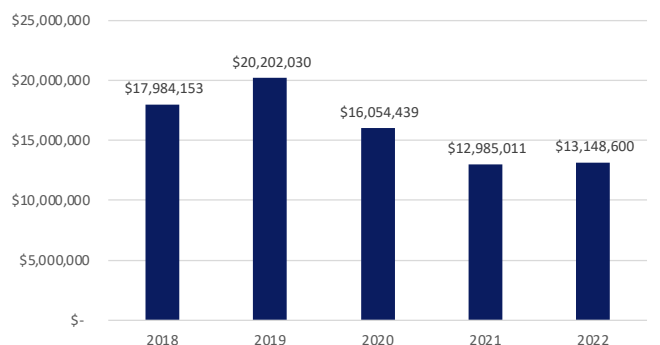
2022 ACTUAL SPEND: \$7,564
MISSED GOAL BY: \$503,747

SUBURBAN WATER SYSTEMS



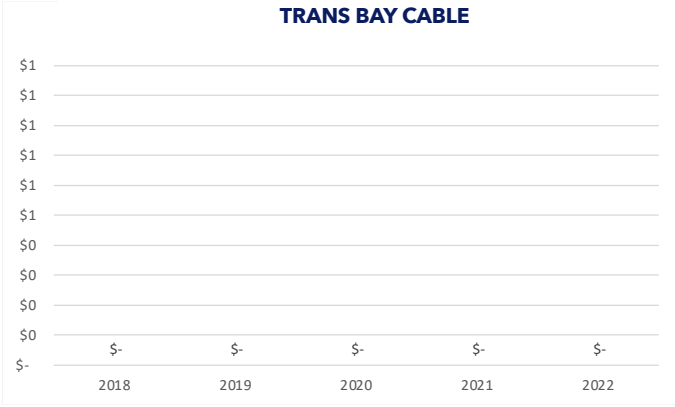
2022 ACTUAL SPEND: \$3,934,962
EXCEEDED GOAL BY: \$3,756,718

T-MOBILE



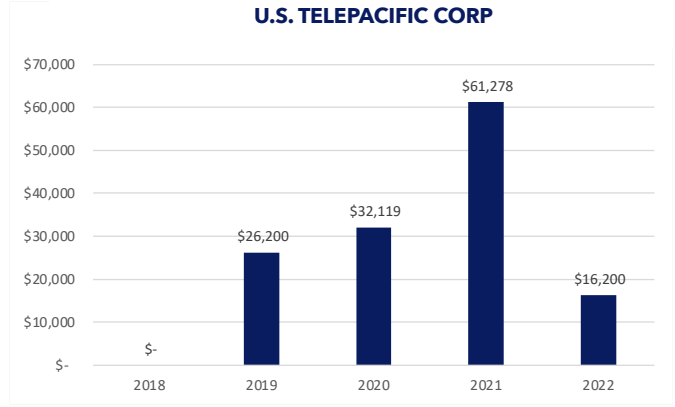
2022 ACTUAL SPEND: \$13,148,600
MISSED GOAL BY: \$20,190,262

TRANS BAY CABLE



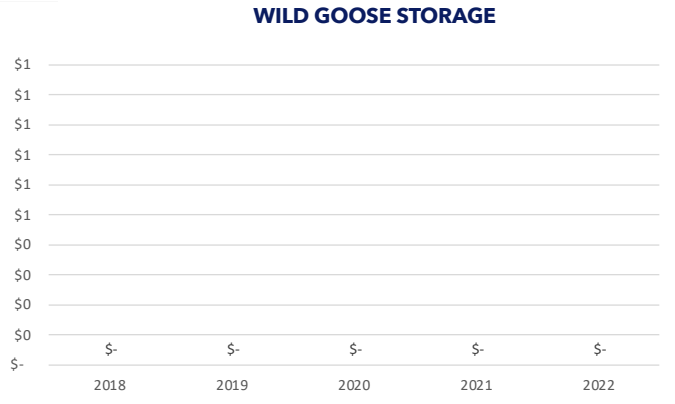
2022 ACTUAL SPEND: \$0
MISSED GOAL BY: \$100,364

U.S. TELEPACIFIC CORP



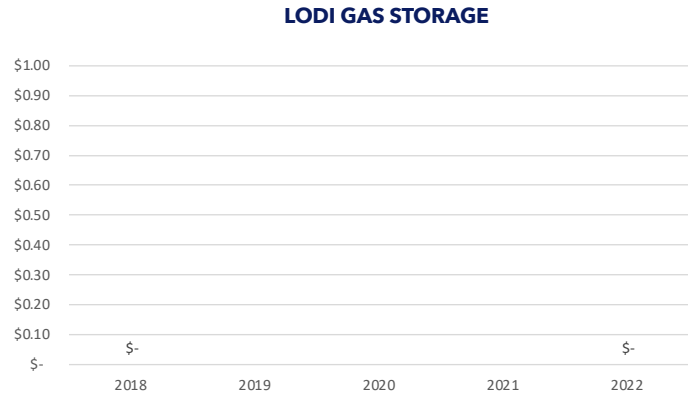
2022 ACTUAL SPEND: \$16,200
MISSED GOAL BY: \$525,943

WILD GOOSE STORAGE



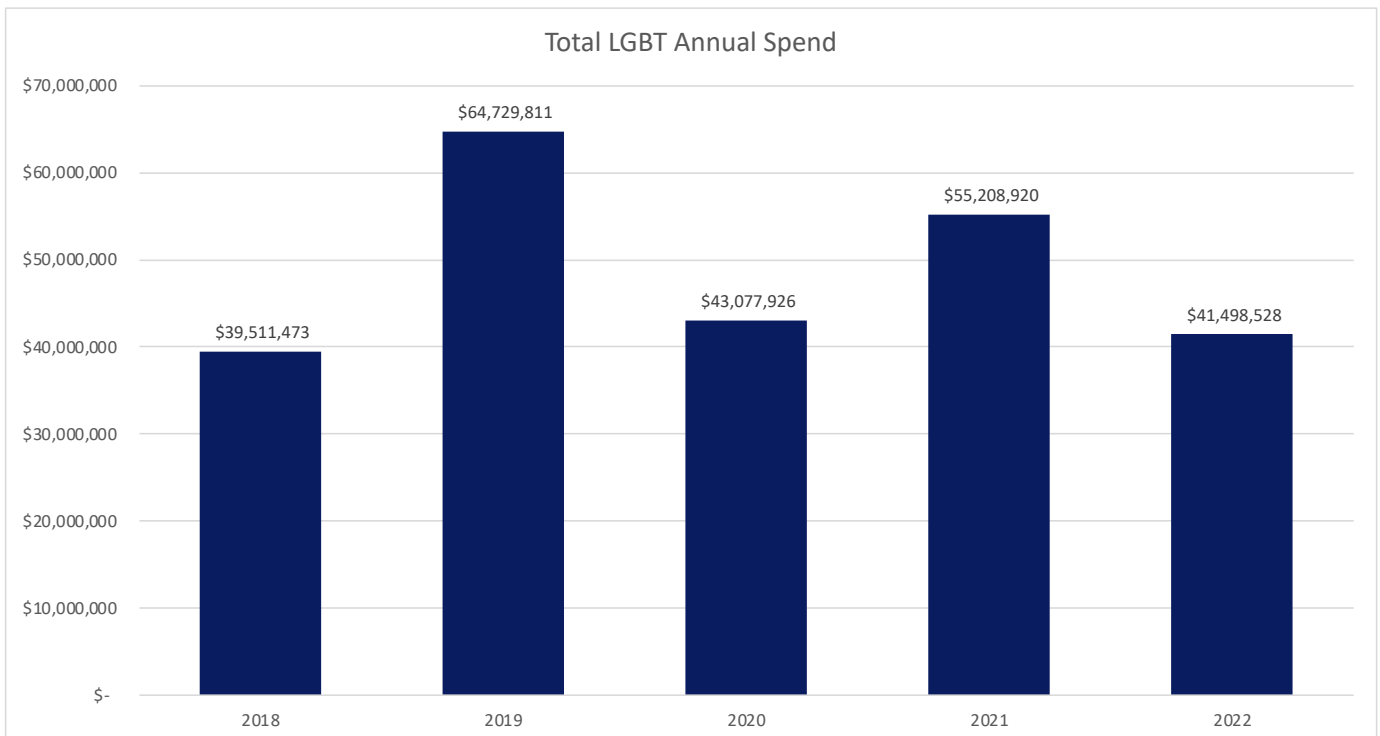
2022 ACTUAL SPEND: \$0
MISSED GOAL BY: \$20,889

LODI GAS STORAGE



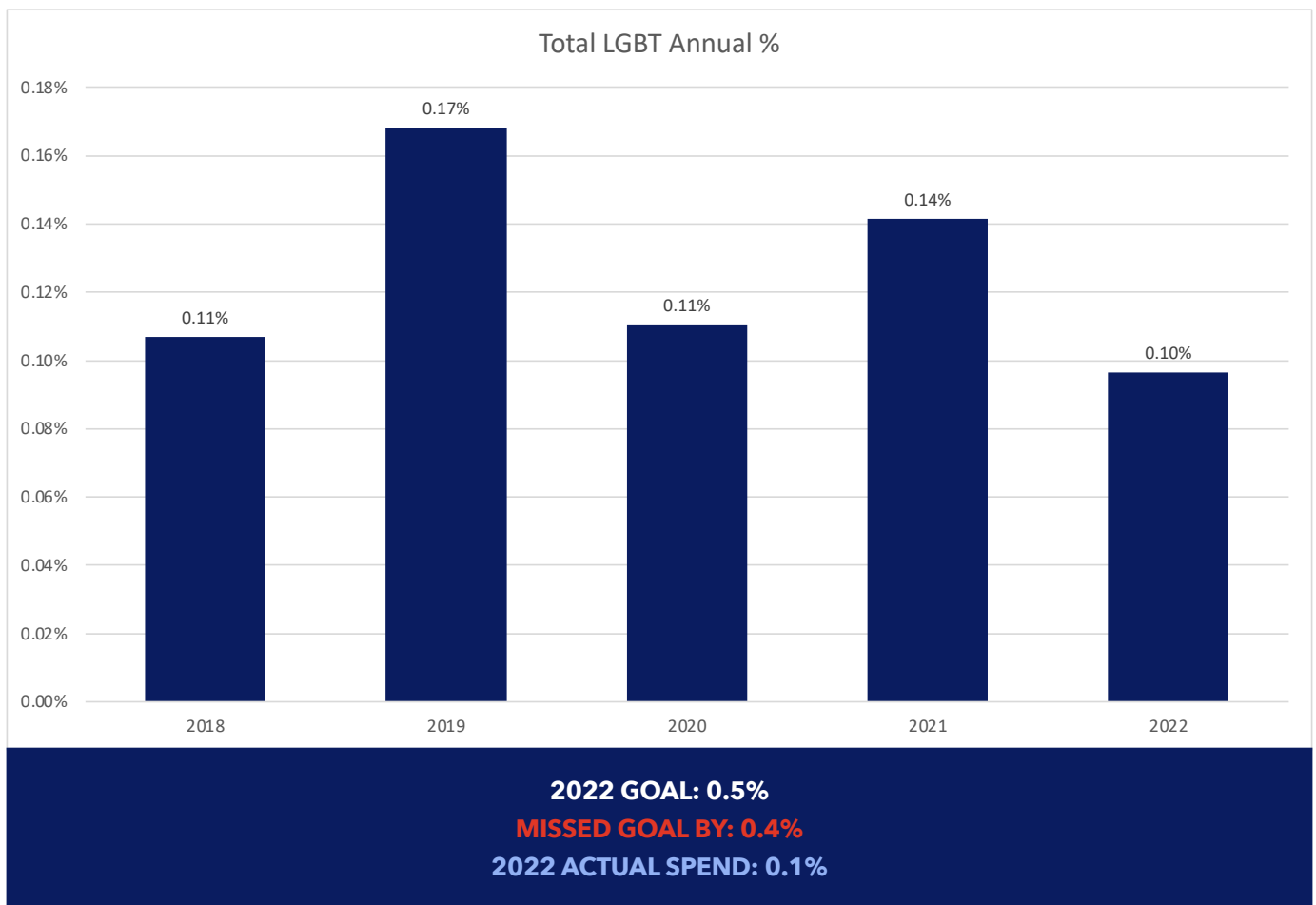
2022 ACTUAL SPEND: \$0
MISSED GOAL BY: \$49,635

TOTAL ANNUAL UTILITIES PROCUREMENT THROUGH VENDORS CERTIFIED AS LGBT AS ANNUAL SPEND 2018-2022



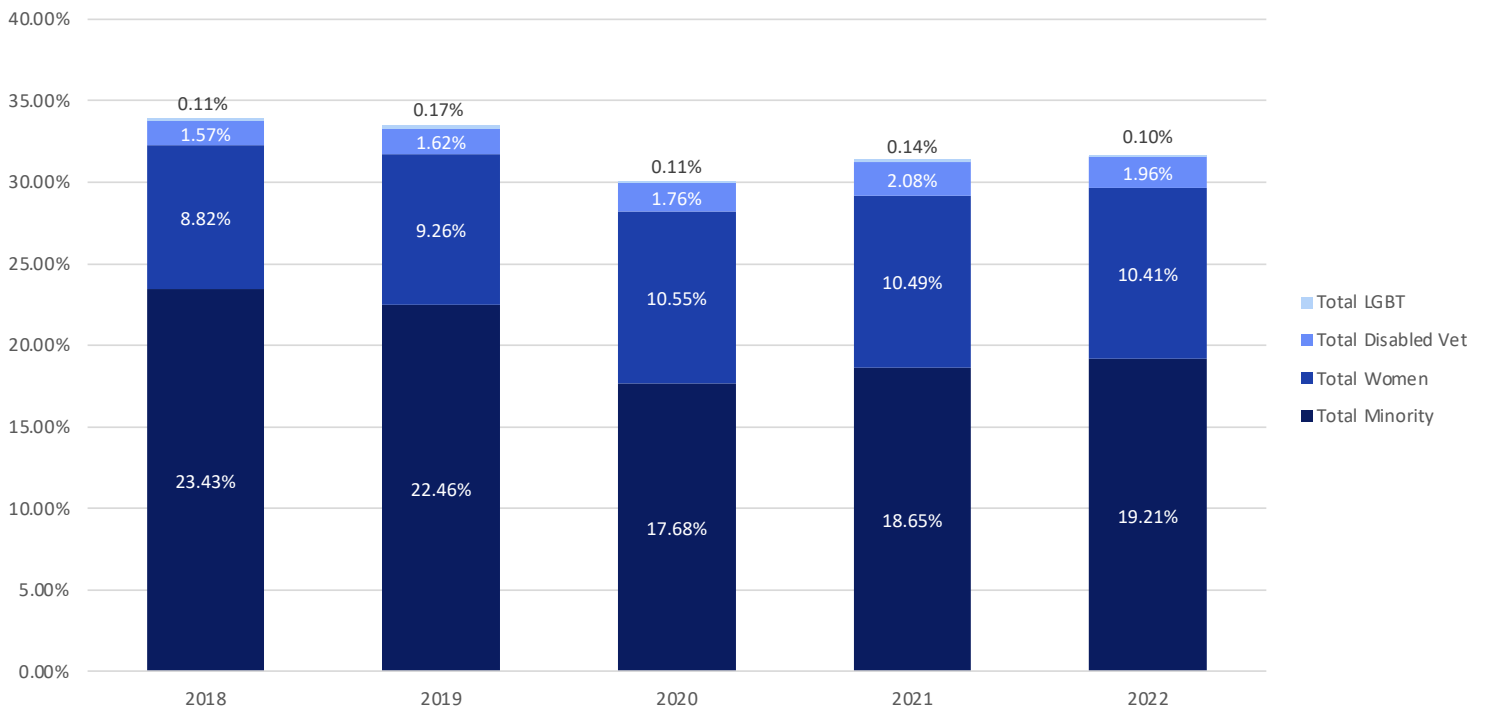
2022 0.5% GOAL: \$215,396,359
MISSED GOAL BY: \$173,897,831
2022 ACTUAL SPEND: \$41,498,528

TOTAL ANNUAL UTILITIES PROCUREMENT THROUGH VENDORS CERTIFIED AS LGBT AS PERCENTAGE OF TOTAL ANNUAL SPEND 2018-2022



TOTAL ANNUAL UTILITIES PROCUREMENT THROUGH VENDORS CERTIFIED AS LGBT, MBE, WBE AND DVBE BY DIVERSE CATEGORY 2018-2022

Total Annual Procurement by Diverse Category



2022 LGBT SPEND: \$41,498,528

2022 DISABLED VET SPEND: \$843,319,876

2022 WOMEN SPEND: \$4,492,614,048

2022 MINORITY SPEND: \$8,271,089,289

UTILITY BY UTILITY TOTAL LGBT SPEND 2022

UTILITY NAME	TOTAL LGBT SPEND 2022
T-MOBILE	\$13,148,600.00
SAN DIEGO GAS AND ELECTRIC	\$8,629,876.00
PACIFIC GAS AND ELECTRIC	\$7,529,898.00
SUBURBAN WATER SYSTEMS	\$3,934,962.00
SAN GABRIEL VALLEY WATER CO	\$3,044,995.00
CALIFORNIA AMERICAN WATER	\$1,773,372.00
SOUTHERN CALIFORNIA EDISON	\$1,634,144.00
AT&T MOBILITY	\$1,002,209.00
SOUTHERN CALIFORNIA GAS	\$253,532.00
FRONTIER COMMUNICATIONS	\$224,400.00
AT&T CALIFORNIA (WEST)	\$144,342.00
CALIFORNIA WATER SERVICE	\$86,580.00
AT&T COMMUNICATIONS (CORP)	\$52,426.00
U.S. TELEPACIFIC CORP	\$16,200.00
SAN JOSE WATER CO	\$12,535.00
SOUTHWEST GAS CORPORATION	\$7,564.00
AT&T LONG DISTANCE	\$2,893.00
GOLDEN STATE WATER CO	\$-
PARK WATER/APPLE VALLEY WATER (LIBERTY UTILITIES)	\$-
TRANS BAY CABLE	\$-
PACIFICORP (PACIFIC POWER)	\$-
COMCAST	\$-
BEAR VALLEY ELECTRIC SERVICE	\$-
CENTURYLINK	\$-
CHARTER COMMUNICATIONS	\$-
HORIZON WEST TRANSMISSION	\$-
LIBERTY UTILITIES (CALPECO/CAL PACIFIC ELECTRIC)	\$-
WILD GOOSE STORAGE	\$-
LODI GAS STORAGE	\$-
GRAND TOTAL	\$41,498,528.00

BOC FOUNDERS DAY 2023 GOLDEN PITCH PRESENTATIONS

BuildOUT California is committed to providing solutions to increasing LGBT Business Enterprise Utilization for companies doing work in the public and private sectors. As such on June 1, 2023, BuildOUT California presented the qualifications, experience and capacity of 12 unique LGBT/Minority certified firms. Below is an interactive document where you can 'click' on the respective links to view the PowerPoint presentations of each of the firms we presented at our Founders Day Conference.

AERIALZEUS		▶	VIEW PRESENTATION PDF
ANCO IRON & CONSTRUCTION		▶	VIEW PRESENTATION PDF
DAVID PERRY & ASSOCIATES, INC.		▶	VIEW PRESENTATION PDF
DESTINATION ENTERPRISES		▶	VIEW PRESENTATION PDF
LANER ELECTRIC SUPPLY		▶	VIEW PRESENTATION PDF
MARVELLA STEEL PLACERS		▶	VIEW PRESENTATION PDF
MITCHELLS TRANSPORT		▶	VIEW PRESENTATION PDF
PRIDE RESOURCE PARTNERS		▶	VIEW PRESENTATION PDF
ROBLES CONCRETE DESIGN		▶	VIEW PRESENTATION PDF
URB-IN		▶	VIEW PRESENTATION PDF
WATEARTH		▶	VIEW PRESENTATION PDF
X UTILITY		▶	VIEW PRESENTATION PDF

JORDAN PARKINS

PRESIDENT & CEO



Jordan is a dynamic leader, recognized for her diverse expertise in data analysis, procurement, project management, and executive leadership. As the President & CEO of Parkins Data Science & Analytics Inc., she embodies a strategic vision that fuses operational efficiency, data-driven decision making, and strategic planning, making her company a significant asset to its clients.

In her leadership role at Parkins Data Science & Analytics Inc., Jordan oversees various facets of the organization. Her responsibilities range from financial management and service delivery to ensuring adherence to corporate information security and compliance standards. Her talent for creating customized dashboards and reports, coupled with her commitment to training data analyst teams, highlights her dedication to meeting client-specific needs and delivering high-quality services.

Across her career, Jordan has demonstrated an exceptional ability to handle large data sets, manage complex projects, and optimize processes. Whether managing and analyzing thousands of SKUs or identifying underperforming products to optimize inventory and drive sales performance, her proficiency as a data analyst has consistently contributed to substantial cost savings and significant improvements in supply chain efficiency.

Her procurement experience further underscores her ability to support key business operations, develop strategies, and make informed business decisions. Managing and analyzing contracts worth millions of dollars and leading deep dive analysis projects to identify savings opportunities have been part of her impressive track record.

Jordan's academic credentials include a Masters of Business Administration from Lipscomb University and a Bachelor of Science from the University of Tennessee. Complementing her strong educational background, she possesses an extensive knowledge of various software tools. Her proficiency spans a wide range of applications, including but not limited to Lawson, Oracle, HClQ, Excel, VBA, Access, SAP, Ariba, APT, Tableau, Business Objects, and Power BI. This comprehensive software expertise amplifies her ability to navigate complex data landscapes and deliver impactful results.

Jordan's career is marked by a versatile skill set, deep analytical acumen, and dynamic leadership. Her ability to drive business success through insightful data analysis, efficient project management, and strategic planning further solidifies her standing as a leader in her field.
