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ICC Supplier Diversity Policy Meeting

June 6, 2016

Presenters:

Anne Pramaggiore
President & CEO

Fidel Marquez
SVP Government & External Affairs

Michelle Blaise
SVP Technical Services

- ❑ **Anne Pramaggiore**
President & CEO
 - Introductions
 - Creating a Culture of Diversity and Inclusion
 - First Annual Supplier Diversity Awards

- ❑ **Fidel Marquez**
SVP Government & External Affairs
 - Diverse Supplier Spend
 - African American and Hispanic American Enterprises
 - Professional Services
 - Energy Efficiency

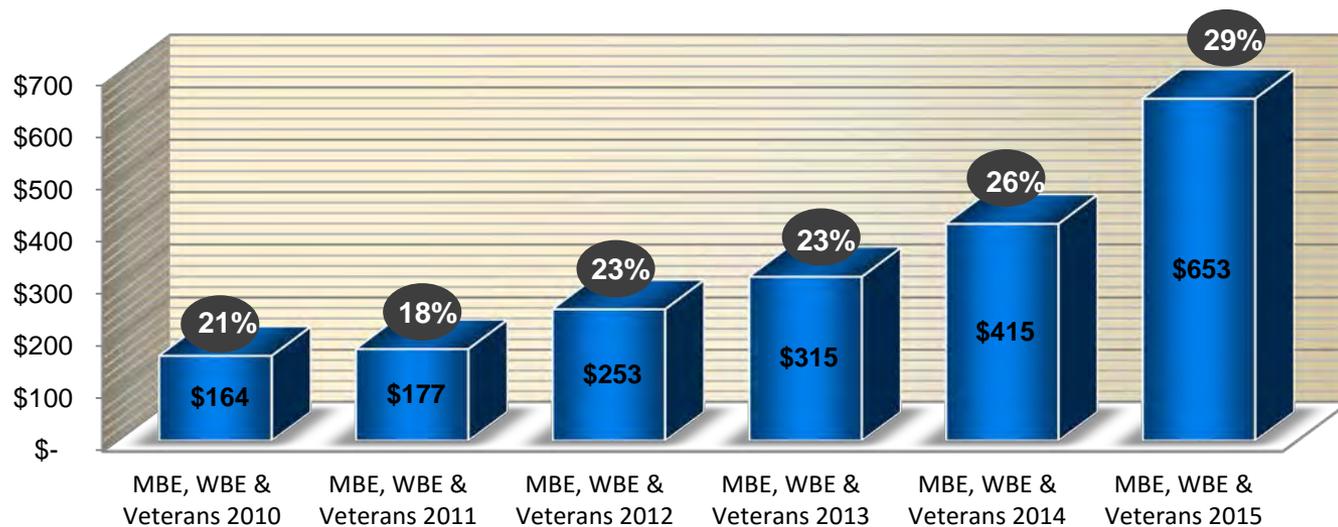
- ❑ **Michelle Blaise**
SVP Technical Services
 - ComEd's EIMA Commitment
 - Next Generation Energy Plan



ComEd Diversity Certified Supplier Spend

□ Diverse Supplier Spend (DCS) Investments in 2015

- In 2015, ComEd increased its certified diversity supplier spend by \$238 million—57% more than in 2014
- Expenditures with DCS reached an all-time high of \$653 million
- Combined expenditures with DCS and small businesses reached an all time high of \$805 million
- Annual spend with DCS has grown by almost 300 percent since 2010



% INDICATES DIVERSITY CERTIFIED SUPPLIER SPEND - CAPTURED AS A % OF TOTAL SPEND

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As a STEM-focused company, ComEd is committed to investing in the country's future generation of innovators, while bridging the gender gap that persists in STEM fields.

❑ Icebox Derby

- Six-week program designed to educate and empower young women to explore opportunities in STEM education, teenage girls transform recycled refrigerators into fully-functional electric cars
- Thirty girls, aged 13-19, were selected from the Chicagoland area to form six racing teams
- Each participant received a \$2,000 scholarship

❑ Solar Spotlight

- 40 young men and women from Chicago and Rockford participated in an immersive 2-day seminar that included solar power education rooted in STEM and black history facts, including information about Louis Latimer, culminating in a light installation/activation ceremony.
- In partnership with project Syncere, Rainbow Push Excel, Chicago Firehouse Community Arts Center, Harper and Auburn High Schools



Chicago Training Center

- ❑ **State of the Art Training Facility**
 - 51,000 square foot indoor training space
 - 240,000 square foot outdoor training area

- ❑ **Workforce Development**
 - 4,000 expected trainees per year
 - CPS & After School Matters program partnership to expose Chicago HS students to construction and electrical trade skills

- ❑ **Significant Economic Community Benefits**
 - Bridgeport Arts Center “Project Onward” partnership
 - Smart Energy Hub for school field trips
 - 6,000 expected public visitors
 - Built using 90% diverse spend

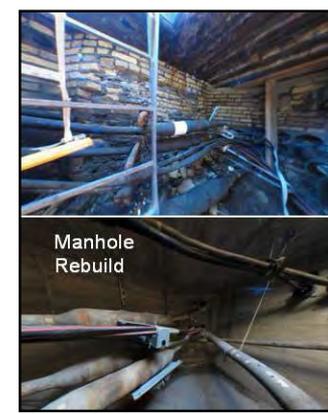
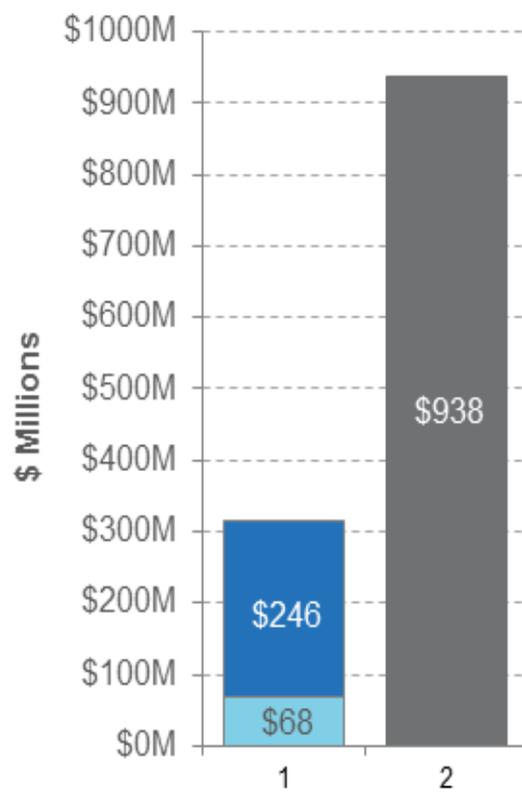


Trade	Contractor
General Contractor	Burling Builders
Concrete Building Slab on Grade	Trice
Masonry	ALL Masonry
Roofing	M Cannon
Structural Steel	Schmidt Erectors
Overhead/Coiling Doors	Anagnos
Asphalt Paving	Sanchez
Landscaping	F. Garcia
Fencing	Ornales
Site Utilities	Reliable
Fireproofing	ASC Fireproofing
Framing Drywall Carpentry	JF Carpentry
Flooring	Superior Flooring
Painting	Durango Painting
Aluminum Storefront/Glazing	USAGM
Fire Protection	Ram
Metal Wall Panels	MW Powell
HVAC	UBM Mechanical
Electrical	Genex/Belec



ComEd's Illinois Diverse Spend

- 1.) ComEd's Total Illinois Capital Spend is \$938M
- 2.) ComEd's Diversity Certified Supplier Illinois Capital Spend is \$314M, or 33 percent of all Illinois Capital Spend
- 3.) ComEd's 2015 Goal for diversity certified Illinois Capital Expenditures was \$68M
- 4.) In 2015, ComEd exceeded the goal by \$246M



Minority Owned Businesses represent a prominent strategic partnership

- MBE spend represented 46 percent of total Tier 1 investments

African American Spend

- Tier 1 African American Owned Suppliers increased to \$71.1 million in 2015
- Annual spend increased by \$32.2 million or an 83 percent increase from 2014

Hispanic American Spend

- Tier 1 Hispanic American Owned Suppliers increased to \$57.6 million in 2015
- Annual spend increased by \$18.1 million or a 45 percent increase from 2014



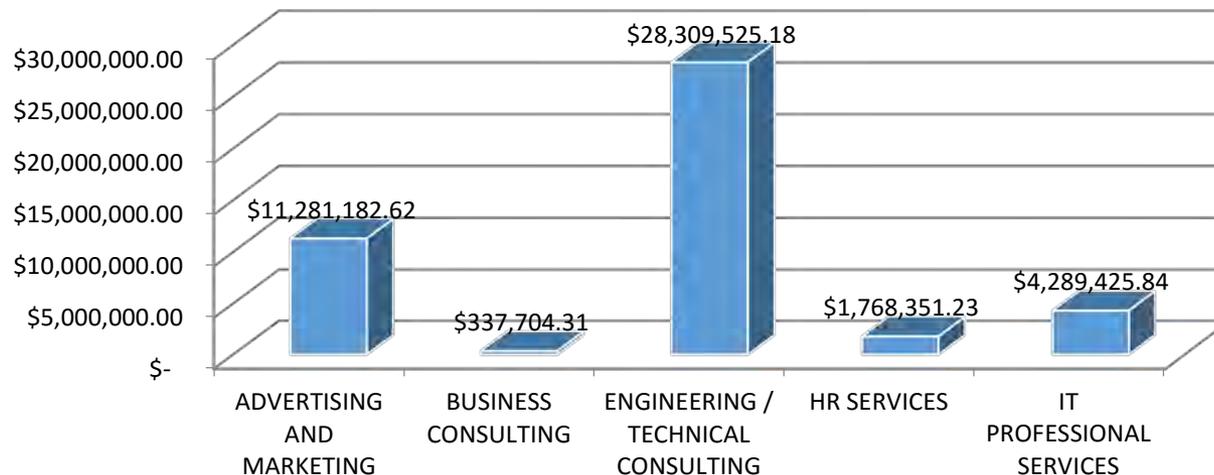
	AFRICAN AMERICAN TIER 1 SPEND	
TOP SUPPLIERS	TOP SPEND CATEGORIES	SUMMARY
Burling Builders, Inc.	Facilities	\$71.1 million in Tier 1 spend
Nash Bros Construction Co, Inc.	Fleet	\$32 million YoY increase
Sutton Ford, Inc.	T&S Construction	82 percent YoY increase
PMI Energy Solutions, LLC.	Distribution Construction	28 Tier 1 vendors
PMI Systems, Inc.	Engineering/Technical Consulting	12 suppliers with over \$1 million in contracts

	HISPANIC AMERICAN TIER 1 SPEND	
TOP SUPPLIERS	TOP SPEND CATEGORIES	SUMMARY
Primera Engineering	Engineering/Technical Consulting	\$57.6 million in Tier 1 spend
MZI Group, Inc.	Facilities	\$19 million YoY increase
Paco Communications, Inc.	Meters	50 percent YoY increase
United Building Maintenance	Advertising and Marketing	24 Tier 1 vendors
Cyrus, Inc.	Environmental Services	12 suppliers with over \$1 million in contracts

Professional Services

- ❑ **ComEd professional services strategy is regarded as an industry best practice**
 - Tier 1 spend on diverse professional services exceeded \$46 million—or 9% of total Tier 1 Spend
 - During 2015, ComEd spent over \$1.2 million with diversity certified law firms

- ❑ **Minority and community banking program**
 - ComEd and Exelon extended credit lines totaling \$123 million to support 28 minority owned banks
 - Allows valuable dollars to remain in local economies and is a critical source of funding for economically challenged communities
 - Exelon’s minority and community banking program remains unique within energy industry



Energy Efficiency T1 Spend
\$3,034,118

Energy Efficiency T2
\$9,476,448

Strategic Supply Partners
PRIMERA ENGINEERING
SEEL LLC
UTILIVATE TECHNOLOGIES LLC

Advertisement Spend
\$11,281,183

Strategic Supply Partners:
PACO COMMUNICATIONS, INC.
EIRE DIRECT MARKETING LLC
CAROL H WILLIAMS ADVERTISING I
MEDIUS & ASSOCIATES
THE BLACKSTONE GROUP INC.
JAK GRAPHIC DESIGN, LLC



Creating Opportunities, and Developing the Workforce of the Future

- ❑ **Chicago Training Center on South Side Chicago**
 - MBE certified suppliers performed 90% of construction work; \$14.1 million on diverse construction costs
 - 51,000 square feet classroom & indoor training space
 - 4,000 employees to be trained annually
 - Partnering with CPS to provide vocational training

- ❑ **CONSTRUCT Program**
 - 4th Program Year—Class of 2016 represented 71 graduates, largest class since program inception
 - NICOR and Peoples Gas collaborating partners
 - 30 companies and 6 agencies

- ❑ **Energizing Student Potential (ESP)**
 - Collaboration with the National Energy Education Development Project (NEED)
 - Provides a suite of programs to engage and educate teachers and students
 - Emphasis on the science and industry of energy, including: sources, generation and transmission, transportation, efficiency and conservation, and careers in energy



Supplier Diversity Goals

❑ Short-term Goals

- Increase diversity-certified spend to more than \$700 million and 31% of total procurement
- Identify areas from new and emerging technologies
- Continue assisting non-diverse prime suppliers develop subcontractor plans
- Identify, develop and coach

❑ Mid and Long-term Goals

- Continue ComEd's expenditure on diverse professional service suppliers
- Develop suppliers in under-utilized categories
- Seek additional prime and Tier 2 contracting opportunities
- Improve internal reporting for better tracking of diverse spend
- Benchmark best practices among industry leading supplier diversity programs
- Continue inviting prime contractors to workshops with subcontractors
- Continue to implement comprehensive marketing and training program to promote alliances with supplier advocacy organizations

❑ Next Generation Energy Plan

- Creates additional opportunities for supplier diversity investments
- Potential to save \$4 billion from additional energy efficiency programs
- Commits \$1 billion to low-income assistance
- Results in the creation of thousands of new jobs



next generation
ENERGY PLAN

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QUESTIONS