Delivering Socially & Environmentally Responsible Purchasing Together

Arzu Ozbek, Portfolio Manager in Generation Sourcing
PACIFIC GAS & ELECTRIC COMPANY
To deliver **safe**, **reliable** and **affordable** energy

20,000 Employees

16M Customers

Serving Northern & Central California since 1905
“I KNOW EVERYTHING!”

“I KNOW EVERYONE!”

“YOU ARE NOTHING WITHOUT ME!”

“DON’T MAKE ME LAUGH” 😊
PG&E’s 150 MW Utility Owned Generation Solar PV Program—expected to power about 45,000 average homes
PG&E’s commitment to green and clean energy

- Completed 9 Solar PV projects in San Joaquin Valley Region
- Each generating 10-20MW of green energy for the grid.
## Our Goal

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<th>Socially Responsible</th>
<th>Economically Viable</th>
<th>Environmentally Friendly</th>
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<tbody>
<tr>
<td>Safety</td>
<td>High ROI</td>
<td>Min impact on environment</td>
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<tr>
<td>Supplier Diversity</td>
<td>Asset Reliability</td>
<td>Low biological impact</td>
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<td>Equal opportunity</td>
<td>Competitive bidding</td>
<td>Optimum land usage</td>
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<td>Fair bidding process</td>
<td>Independent Evaluator</td>
<td>Module Recycling</td>
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<td>Local suppliers</td>
<td>Min interconnection cost</td>
<td>ISO 14001 certification</td>
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<tr>
<td>Community Engagement</td>
<td>Warranty</td>
<td>Environmental Compliance</td>
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Swainson's hawk
- ½ mile radius from the nest construction free zone

Five Points Solar Station
- 15 MWs
- 160 Acres
- Modules - 75,528
- Commercial Operation in 2011
PG&E’s Utility Owned Solar PV Program value-add:

- 874,083 hours worked - no lost time injuries
- 600 local construction jobs
- ~$4.5M/year property tax revenue
- >$100K invested in community improvement projects
- ~60% supplier diversity – over $300M spend on DBE’s.
Key Strategies

- **Team Work/Collaboration**
  - Internal Stakeholders
  - External Stakeholders

- **Leadership Support**
  - EOB-Executive Oversight Board
  - Sign off on critical milestones
  - Risk Management

- **Planning & Early engagement**
  - 2 MW Pilot Program
  - Supplier Diversity Workshop
  - Request for Information
  - Market Intelligence

- **Continuous Improvement**
  - Annual competitive solicitations
  - Debriefs to unsuccessful bidders
  - Lessons learned meetings
Internal Stakeholders

- Regulatory Relations
- Environmental Management
- Safety
- Legal
- Power Generation
- Finance
- Energy Procurement
- Risk and Compliance
- Supplier Diversity & Sustainability
- Community Relations
- Credit Risk Management
- Land Management
- Environmental Management
- Source: Credit Risk Management

SOURCING

Power Generation
Thank You...

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