SUPPLIER DIVERSITY:
smart business for a stronger community.
who we are

SUPPLIER DIVERSITY AND INCLUSION

BGE is Maryland's largest gas and electric utility serving more than 1.25 million electric customers and more than 650,000 natural gas customers. We have served central Maryland for more than 200 years and strive to power a cleaner and brighter future through reliable and safe service, philanthropy, civic engagement, volunteering and strong partnerships.

OUR DIVERSE BUSINESS EMPOWERMENT MISSION

BGE purchases a wide variety of goods and services from suppliers across the United States. BGE has a long-standing commitment to diversity and inclusion and aspires to be a utility industry leader in the area of supplier diversity.

As part of our overall commitment to diversity and inclusion, BGE:

■ Established a diverse business empowerment process dedicated to developing relationships with Maryland’s minority-owned, women-owned and veteran-owned business communities and ensuring that BGE has access to talented diverse suppliers that reflect our customers.

■ Hosted the Focus Forward supplier diversity academy since 2013, which aims to enable diversity certified business growth by helping them learn to successfully compete for service scalable contracts with large corporations.

For BGE, helping the Maryland-Washington, D.C. region’s diversity-certified suppliers grow is smart business. Stronger businesses mean a stronger economy and stronger communities. It also means better performance for BGE—since 2013 the company has broken reliability records, received multiple J.D. Power awards for customer service, and set new safety performance standards.

what we look for

FOCUS>FORWARD

BGE launched Focus Forward, a strategic, small business development program in 2013. This program helps educate smaller, diversity certified businesses about how to navigate large business processes and better compete for contract opportunities.

The program provides rigorous technical assistance, coaching and direct access to BGE leaders and project directors who are committed to growing diversity certified supplier partnerships.

Focus Forward provides a unique educational opportunity to diversity-certified suppliers to learn from key BGE decision-makers about how to better to compete for sourcing opportunities and ultimately grow their business.

WHY FOCUS>FORWARD

■ Widens BGE’s pool of talented, reliable suppliers

■ Directly supports the development of minority-owned, women-owned and veteran-owned businesses in our region

■ Develops a pipeline of future mentors for regional diversity-certified suppliers

■ Enabled BGE to exceed its goal of spending one of every four dollars with diversity-certified suppliers

■ Extends supplier diversity beyond compliance without sacrificing profit or adding cost

■ Diversity makes good business sense
WHAT WE LOOK FOR IN PARTNERS

In all of our sourcing opportunities, BGE carefully assesses companies of all sizes—particularly diversity-certified businesses—to ensure we find and select the best suppliers with the right capabilities to help us achieve our business goals. We look for leaders who share BGE’s commitments to:

- Safety
- Excellence
- Integrity
- Innovation to serve customers
- Accountability to our communities and the environment
- Inclusion and diversity
- Community involvement
- Mentoring diversity-certified suppliers

FOCUS FORWARD CHARACTERISTICS OF SUCCESSFUL GRADUATES:

- Three consecutive years of company profitability
- Professional references supporting past performance
- Demonstrated professional business standards
- Valid diversity certification
- Business plan for scalable and sustainable growth to support new business opportunities
- Management team with demonstrated leaders that share BGE’s core values
- Participation as a strategic partner with BGE for corporate initiatives
- Registered in exeloncorp.com sourcing database

BENEFITS TO PARTNERS

- Small businesses grow and learn from larger partners
- Diversity-certified suppliers get up-to-date industry information
- Opportunities to build relationships with BGE decision-makers and prime contractors in structured settings
- Learn to better navigate and compete in the contracting process
- Develop into community leaders, influencing economic growth and corporate-community relationships

BENEFITS TO BGE CUSTOMERS AND THE COMMUNITIES WE SERVE

- By doing business with diverse suppliers, BGE supports the development of a wide array of minority-owned, women-owned and veteran-owned businesses
- A strong supplier diversity program helps promote diversity through employment and enhances the state of economically challenged communities and the general economy
- Supplier diversity programs contribute to stronger corporate-community relationships
- Improved performance—BGE’s reliability, customer service, safety and financial results have reached new highs since 2013
FOCUS>FORWARD DIVERSE SUPPLIERS
Since the launch of the program, there have been great stories waiting to be told by our diverse suppliers.

WARD TUCKER
TUCKER CONSTRUCTION
"The program affords its participants the ability to interact and meet with leadership and decision-makers as well as prime contractors who want to work with qualified diverse suppliers."

AMY BURNS
DELTA UTILITY SERVICE, INC.
"The Focus Forward Program helps set the foundation for success within BGE Exelon. Each session provides valuable insight on strategizing and organizing goals, managing company growth, building partnerships, and so much more. The Focus Forward Program is an elite opportunity for diverse suppliers."

SHREEDHAR SHAH
SHAH & ASSOCIATES
"The program has provided me with a better understanding of the structures and strategies within BGE."

BARNETT A. CARROLL JR.
AEGIS MECHANICAL CORPORATION
"The Focus Forward Academy afforded me a greater understanding of the rationale behind BGE’s policies and procedures. This in turn allowed us to better align our approach and procedures with theirs, making us better partners."

NATALIA LUIS
M. LUIS CONSTRUCTION
"There are many organizations that speak about diversity, many that deeply believe that a diverse contractor ecosystem is fundamental to a healthy and sustainable community. But very few organizations prioritize a diverse supply chain with funding, training and mentoring. The Focus Forward program is above and beyond any other program...”.

Corra Williams
IDEAL ELECTRICAL SUPPLY CORPORATION
"The program has helped me better understand the utility market in general, and specifically the Exelon companies."

Our Focus>Forward partners include:

2013–2014
- Argo Systems
- BITHGROUP Technologies
- BZT Corporation
- East Coast Underground
- P&J Contracting Co., Inc.
- Paniagua
- SRB Communications
- Shah & Associates
- Tucker Construction

2014–2015
- MasTec, Inc.
- Ideal Electrical Supply Corporation
- JCM Control Systems
- Rock Creek Line Construction Inc.
- EBI Services
- Mahogany, Inc.
- M Luis Construction
- The Aspen Group, Inc.
- Integrity Title & Escrow Company, LLC

2016–2017
- Corner Construction, Inc.
- Daytner Construction Group
- Cain Contracting
- McKissack & McKissack
- Lighting Maintenance Services
- SB & Company, LLC
- Financial & Realty Services, LLC
- Harkless Construction
- SP Arch Inc.
- MasTec
- Edwards & Hill Office Furniture

2017–2018
- Delta Utility Services
- New Direction Utility Inc.
- Day and Sons Inc.
- Aegis Mechanical Corporation
- Intren
- Harris Kupfer Associates
- Battaglia Associates Inc.
- Commercial Group
- Setty & Associates
- Dream Management Inc.
- Environmental Design International Inc.
- Class Act Catering
- Stella May Contracting
To learn more visit BGE.COM/SupplierDiversity.