

# Georgia Power

SUPPLIER DIVERSITY



DEVELOPMENT

## OVERVIEW

Georgia Power has long made supplier diversity one of its top objectives. We develop and maintain relationships with diverse businesses to ensure that the best and widest possible supplier base is included in our purchasing decisions.

## QUICK FACTS

- In 1978 became the first utility in nation to implement supplier diversity initiatives
- Purchases goods and services from 600 diverse businesses suppliers annually
- Spent almost \$1.5 billion with diverse businesses over the last five years
- The company's overall spend for 2008 was \$387 million (16.4% MBE / FBE)
- Links Executive Incentive Pay to supplier diversity spending goals
- Has provided mentoring and education scholarships to more than 100 diverse suppliers
- As U.S. Government prime contractor, adheres to laws and regulations regarding optimal opportunities provided to small business subcontractors

## WHY GEORGIA POWER IS COMMITTED TO SUPPLIER DIVERSITY

A diverse supplier base maximizes the value of Georgia Power's supply chain through:

**CULTIVATION** – Promote diversity that adds quality and helps proven suppliers grow their businesses through mentoring and educational opportunities

**CITIZENSHIP** – Strive to be good corporate citizen and improve the economies of the communities we serve.

**COMPLIANCE** – We comply with all regulatory guidelines, adhere to regulatory agencies, and meet our spending goals with a pool of certified, high quality suppliers.



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## SUPPLIER DEVELOPMENT INITIATIVES

Georgia Power provides business development opportunities to quality, core-business, diverse suppliers.

- **Minority Business Executive Program at Dartmouth University's Tuck School of Business** – Prepares promising suppliers to grow their business and take their company to the next level.
- **Fast Trac Program** – Helps companies examine their business and develop new ideas and strategies for future growth.
- **Supplier Mentoring Program** – Matches key Southern Company employee mentors with selected diverse businesses to strengthen their potential as Southern Company suppliers
- **Supplier Sponsorships** – Georgia Power pays for registration to trade shows and conferences for select, qualified diverse suppliers to increase their opportunities for growth with other companies.

## AWARDS AND RECOGNITIONS

In the last five years Georgia Power supplier diversity initiatives have received recognition from numerous sources including:

- Georgia Women's Business Council (GWBC) Corporation of The Year (2008)
- Georgia Women's Business Council (GWBC) Voice Award (2008)
- Georgia Women's Business Council (GWBC) Corporation of the Year (2006)
- Georgia Minority Supplier Development Council (GMSDC) Executive of The Year – Mike Garrett (2006)
- US SBA Francis Perkins Vanguard National Corporation of the Year (2006)
- Georgia Minority Supplier Development Council (GMSDC) President's Award (2004)
- Southeastern Electric Exchanges (SEE) Industry Excellence Award (2004)
- Numerous supplier diversity advocacy awards from GMSDC, SBA, GWBC, Edison Electric Institute (EII), Georgia Minority Business Development Council, Women's Business Enterprise Magazine, Governor's Mentor Protégé Program.