

THE

ACCELERATOR

PROGRAM

INVESTING IN DIVERSITY AND BUILDING A STRONGER FUTURE



Our Programs

The Accelerator Program offers:

- Long-Term Supplier Development Model (12-18 Months)
- Comprehensive In-Field Training/Mentoring
- Best Practices to Meet SoCal Requirements
- Operational Assessment of All Critical Areas
- Ongoing Periodic Progress Reviews
- Group Sessions for Benchmarking Performance Capabilities



Development Provided:

- **Operations Best Practice**

- 1) SoCal Gas Pipeline Required Certifications
- 2) Insurance and Risk Mitigation Requirements
- 3) Critical Gas Company Safety Practices and Culture
- 4) Project Management Best Practices
- 5) Back Office Systems Best Practices
- 6) Management, Staffing, HR Law and Contract Compliance
- 7) Invoicing and Submittal Requirement
- 8) Strategies for Financing and Financial Management



DBE Onboarding

- Assignment for a minimum of 8 months to 1 year
- Assist DBE through ISN certification
- Establish onboarding and partnership process
- Establish DBE Team/crew configurations
- Gas pipeline project flow best practice
- Regular training and progress review meetings





SoCalGas Business Accelerator Program

May 31, 2023

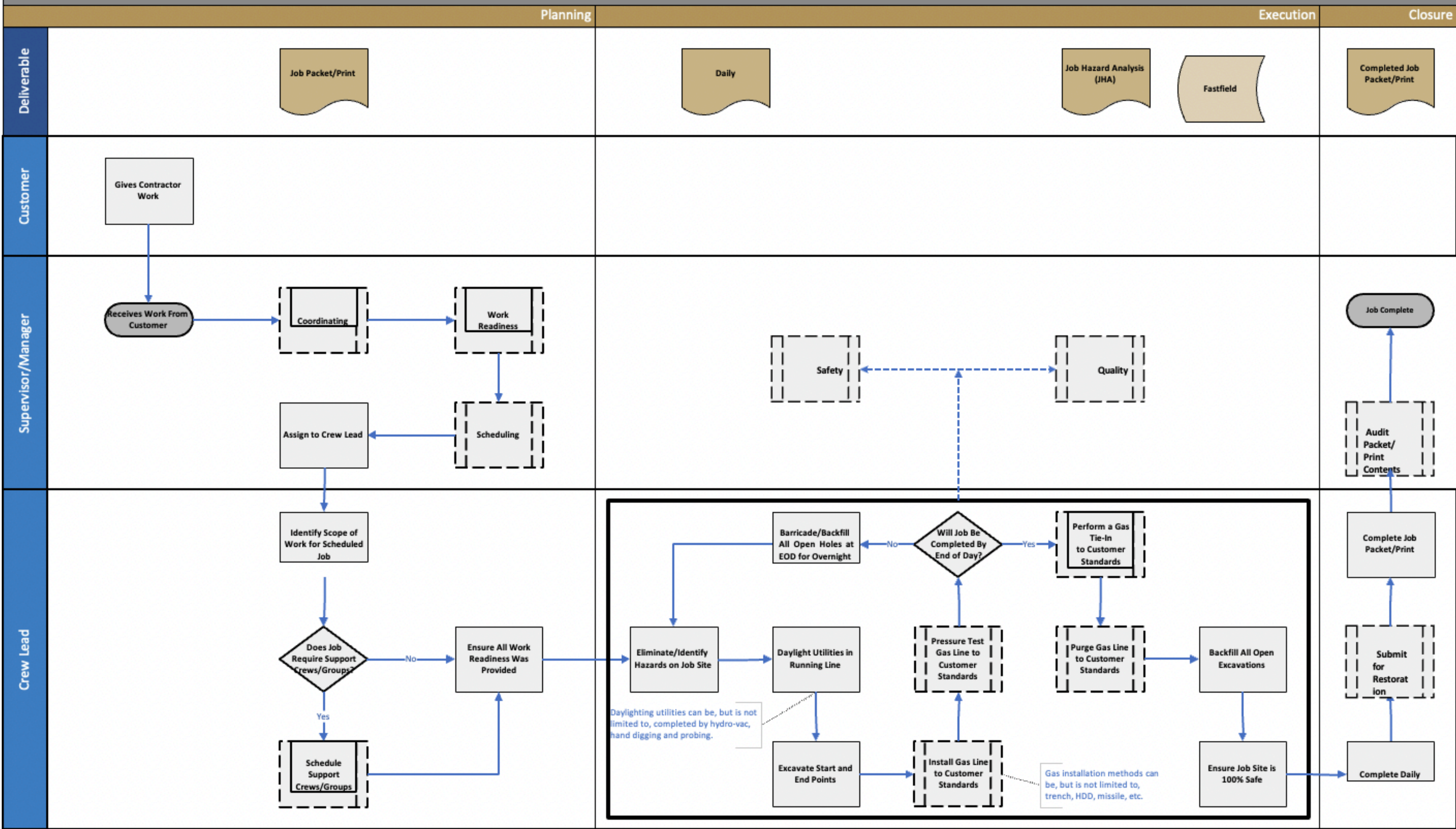


Qualification Requirements

- **ISNetworld Contractor Score**
 - Policies/Procedures
 - EMR/TRIR Rates
 - OSHA Requirements
- **Damage Prevention Institute (DPI) certification**
- **DOT Compliance**
 - Drug and Alcohol Program
- **Insurance Requirements**
 - General Liability
 - Wildfire
 - Pollution
 - Cyber
- **Policy/Procedure Updates**
 - Safety
 - Quality
- **Crew Qualifications**
 - Operator Qualifications (OQ)
 - Covered Tasks
 - Backfill, Excavation, Welding, Fusing, etc.
 - Background checks
- **Pipe Fusing and Welding**
- **Specialty Tooling**
 - Air Monitors
 - Utility Locating
 - Pressure Testing
 - Pipe Fusing

Gas Distribution Process Overview

ISSUED: Date
 ###-GWI-GASWORK



Prime Introduction and Presentation

ARB and Snelson



SoCal Gas Business Accelerator Program

May 31, 2023



Primoris Overview

Capabilities

We provide a wide range of construction, maintenance, and engineering services for power generation, oil and gas, chemical, pipeline, utilities and distribution, and civil infrastructure clients.

Energy

Primary Services

- Renewables
- Engineering
- Maintenance
- Industrial Construction
- Heavy Civil
- Pipeline Services

Utilities

Primary Services

- Communications
- Gas Operations
- Power Delivery

70 Year history with SoCal Gas.

Objectives

Primoris Objectives for Participation

- Partnership on additional work opportunities with SoCal Gas/SDG&E (Set aside mentorship contracts).
- Preferred status with Sempra as an Actively Mentoring Prime Contractor.

Primoris Objectives for Mentees

- Development of specialized subcontractor partnerships, increasing market share benefiting all parties.

Construction Services Include

- Replacement, relocation and maintenance of underground infrastructure.
- Large diameter pipeline for natural gas, crude oil, petrochemicals & petroleum products.
- Natural gas distribution systems.
- Water, sewer, drainage systems.
- High voltage power delivery and communication systems.
- ARB provides large diameter HDD services up to 60 inches in diameter and up to 5,000 feet long.

ARB has performed services in environmentally sensitive areas, city streets, cross country, deserts, mountains, rain forests, rivers, ports and bays.

Pipeline, Gas Distribution, Station & Facility

Construction / Integrity Services

- Excavation, fabrication, lower-in, coating, backfill, restoration
- New pipe installation
- Pipe replace in place
- Relocation and line lowering
- Integrity digs and anomaly repairs
- Hydrostatic testing and pigging
- Conventional boring
- Horizontal directional drilling
- In-line Inspection
- Launchers, receivers and skid fabrication
- Mainline valve installation/ automation
- Interconnect, Meter, Compressor Stations
- Pipeline markers
- Mountainous terrain
- Urban and rural environments
- Environmentally sensitive locations

Prime Introduction and Presentation

Henkels & McCoy, Inc.

HENKELS & MCCOY

PERFORMANCE has built our business...[®]

a MasTec company



Cesar Del Rio



SoCal Acceleration Program

“PERFORMANCE HAS BUILT OUR BUSINESS”

ABOUT HENKELS & MCCOY



H&M was Founded in 1923



Top 10 ranked specialty contractor by ENR



H&M SoCal has a highly skilled workforce, a strong safety record, and a commitment to quality



2nd largest construction contractor for SoCal Gas



Acquisition by MasTec in December 2021



MasTec is a leading provider of infrastructure engineering and construction services. The company has a strong track record of growth and profitability and is well-positioned to continue to grow in the future.

“PERFORMANCE HAS BUILT OUR BUSINESS”

H&M MARKETS

Power

- DISTRIBUTION
- TRANSMISSION
- SUBSTATIONS
- RENEWABLES
- EMERGENCY RESPONSE

Oil & Gas

- MAINLINE PIPELINE
- PIPELINE INTEGRITY
- FACILITIES

Communications

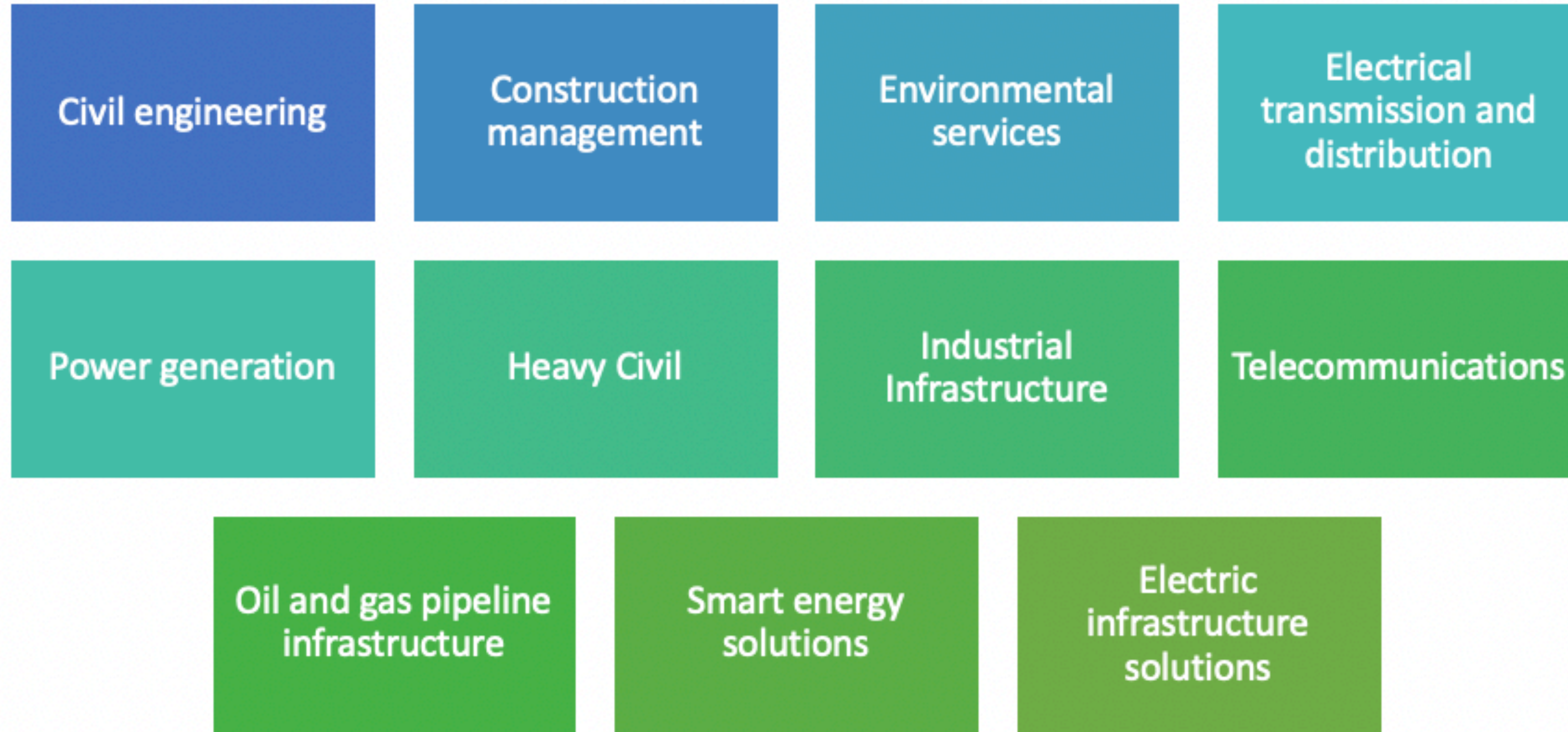
- Wirelines
- Wireless

Gas Distribution

- Construction

“PERFORMANCE HAS BUILT OUR BUSINESS”

H&M SERVICES



“PERFORMANCE HAS BUILT OUR BUSINESS”

WHY H&M

Experience: Henkels & McCoy has been in business for over 100 years, and has completed a wide variety of projects, both large and small.

Expertise: Henkels & McCoy has a team of experienced engineers, and construction professionals who are experts in their field.

Quality: Henkels & McCoy is committed to quality and has a strong track record of delivering projects that meet or exceed client expectations.

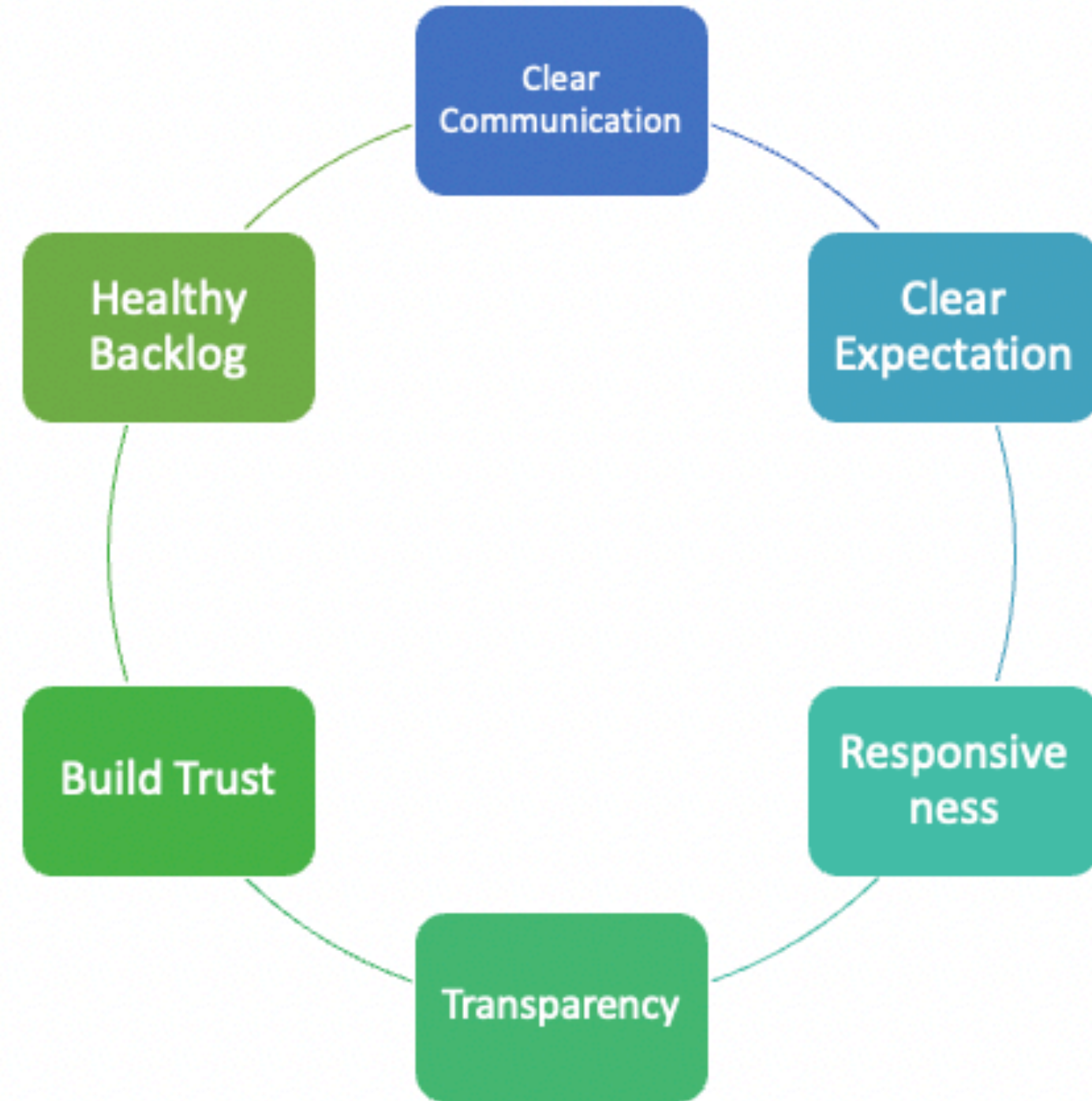
Safety: Henkels & McCoy is committed to safety and has a strong safety record.

Sustainability: Henkels & McCoy is committed to sustainability, and we are always looking for ways to reduce environmental impacts.

“PERFORMANCE HAS BUILT OUR BUSINESS”



SUBCONTRACTOR PARTNERSHIP



“PERFORMANCE HAS BUILT OUR BUSINESS”



Supplier portal



Founded in 1923, we build, engineer and connect the world's strongest utility infrastructure networks.

SUPPLIER PORTAL

Welcome to the Supplier Portal for the H&M Group family of companies. We recognize our suppliers as vital contributors to our success.

NOTICE TO ALL SUPPLIERS – Please read our [Purchase Order Policy](#) communication.

Returning Suppliers – Please log in by clicking the Returning Suppliers button below.

New Suppliers/Subcontractors – Please begin the registration process by creating an account. As there are a few required steps, please gather the following information before you begin:

- [W9 Tax Form](#) (signed)
- [Direct Deposit Application](#) (signed). Please complete if you wish to have payments directly deposited to your financial institution.
- Please review our [Supplier and Subcontractor Code of Conduct](#). If necessary, complete [Business Relationship Disclosure Statement Form 5823](#).
- Your Company Name for payments, Remittance Address(es), and 1099 Mailing Address.
- For Businesses in California Only – Please complete a [CA-590 tax form](#).
- For Disadvantaged or Diverse Companies Only – Certification Details and/or a copy of your Certificates.

When you have your information ready, click the New Supplier Registration button to begin. After your account is created, we will send a qualification questionnaire for you to complete and return.

NEW SUPPLIER REGISTRATION
Click Here to Create an Account

RETURNING SUPPLIERS
Click Here to Log In



Prime Introduction and Presentation

A.M. Ortega

Prime Introduction and Presentation

Centuri Group, Inc.

Centuri Group Overview

May 2023



Centuri group, inc.

Centuri Group is a strategic infrastructure services company that partners with regulated utilities to build and maintain the energy network that powers millions of homes and businesses across the United States and Canada. Guided by our values and unwavering commitment to serve as long term partners to customers and communities, Centuri Group's over 13,000 employees enable our customers to safely and reliably deliver natural gas and electricity as well as achieve their goals for environmental sustainability.

Centuri's Focus

Natural Gas

- » Distribution
- » Transmission
- » Storage Field Construction
- » Pipeline Integrity
- » Station/Facilities Construction

Electric T&D

- » Distribution
- » Transmission
- » Substation
- » Energized Services
- » Renewables
- » Emergency Response

Utility Services

- » Paving
- » Traffic Control
- » Revegetation
- » Reclamation



Centuri structure

The Centuri Operating Structure Accounts For

»Market Segments

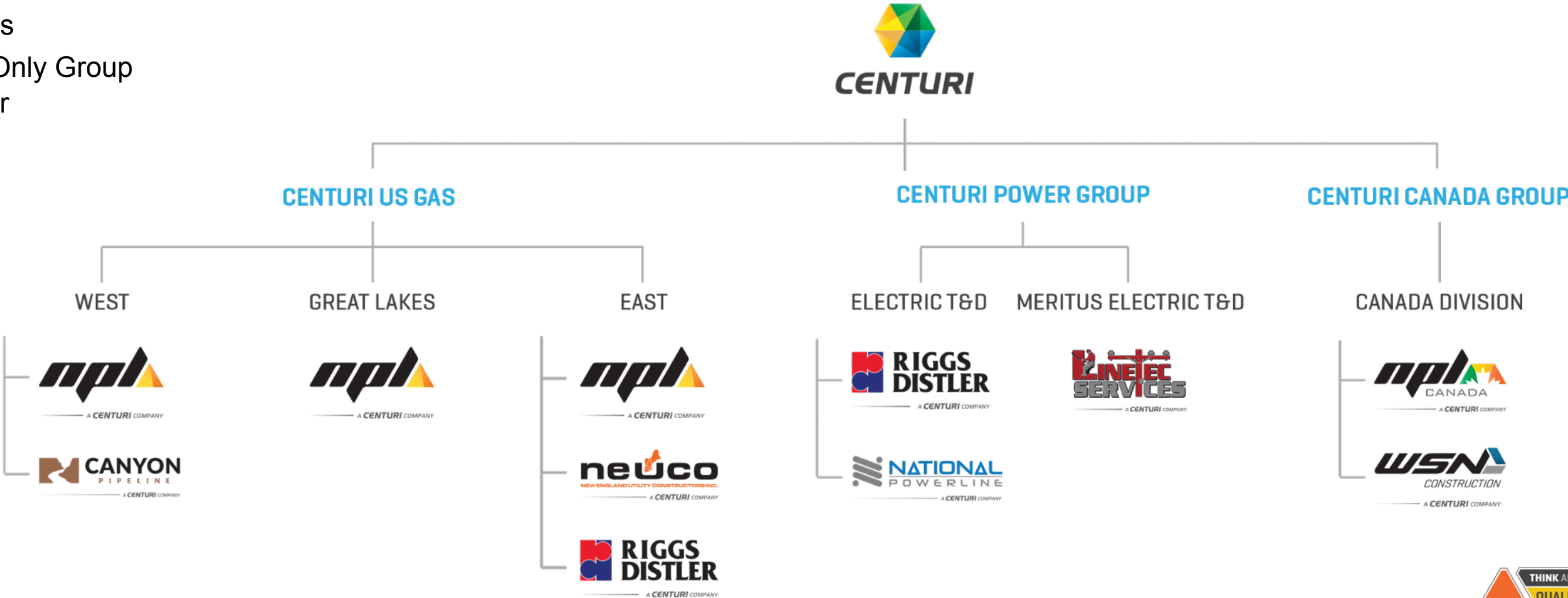
- Customer Delivery Synergies
- Discrete Business Lines
- Geographic Locations

»Leadership Team

- Qualifications and Experience
- Development
- Succession Planning

»Union Operating Requirements

- Executive Leadership Reporting
- Separately Run Businesses
- Operational Separation – Only Group Union Companies Together



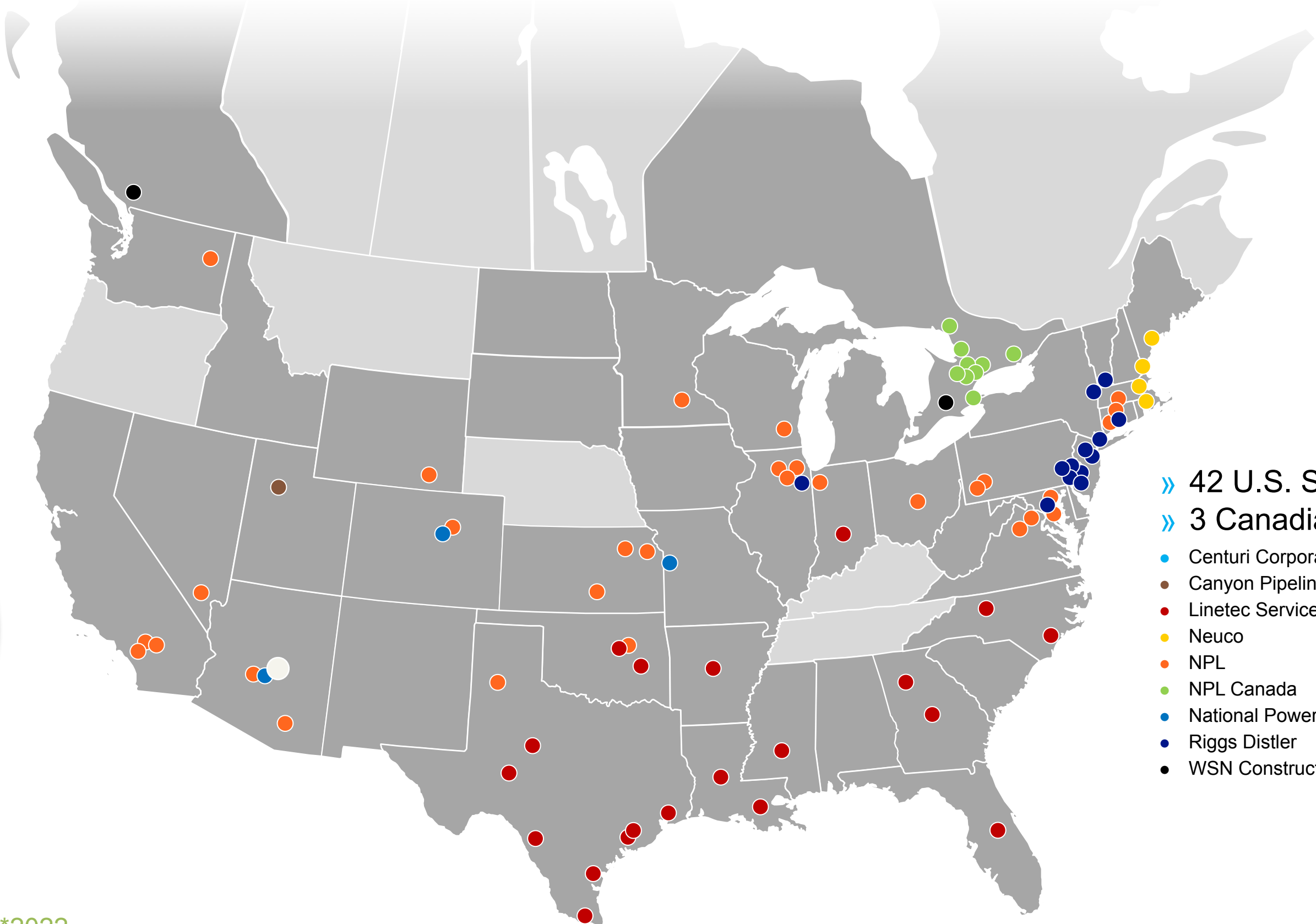
THINK AHEAD »



Operational Locations

Over **13,250** employees supporting North American gas and electric utilities

Over **\$2.7* Billion** in Revenue



- » 42 U.S. States
- » 3 Canadian Provinces
- Centuri Corporate Headquarters
- Canyon Pipeline
- Linetec Services
- Neuco
- NPL
- NPL Canada
- National Powerline
- Riggs Distler
- WSN Construction

MAJOR UTILITY CUSTOMERS

Centuri companies serve utilities that represent over 100 million gas and electric customers throughout the US and Canada

Gas	Electric	Combination	
			
			
			
			
			
			
			
			

Customer relationships

- NPL prides itself on a number of longstanding customer relationships. We still serve our very first customer.
- The relationships we've developed have been mutually beneficial in furthering our strategy to leverage our economies of scale and deliver best cost solutions customized to each utility we serve.

Customer	Years of Service
MERC	56 years
Nicor Gas	45 years
BGE	43 years
Southwest Gas	38 years
One Gas	34 years
SoCal Gas	22 years
Peoples Gas (IL)	19 years
Columbia Gas	16 years

- » In addition, with customers from coast to coast, we are able to transfer resources, both human and equipment, to provide maximum flexibility as workload changes from year to year or seasonally.

THINK AHEAD »



SUPPLIER DIVERSITY

- Our emphasis on diversity, equity, and inclusion extends to the partnerships we develop with local suppliers. Through outreach, mentorship, and advocacy we work with small businesses, minority-owned, and women-owned businesses – creating jobs and opportunities in the communities where we work coast to coast.



THINK AHEAD



Extending our inclusion commitment

- Centuri's commitment to Diverse Business Enterprises (DBEs) extends beyond fulfilling spend and reporting requirements. Through RFX, training, mentoring, and certification assistance, we focus on the growth of people and projects for a lasting legacy of continual development and success.
- Through intentional opportunities, we're proud to have nurtured many successful supplier and subcontractor relationships, and we're dedicated to retaining qualified DBEs. We seek out opportunities to "pay it forward" and continue to use industry best practices through our association with local and regional businesses. This approach has also provided suppliers with access and opportunities across the industry.
- As a member of the National Minority Supplier Development Council, we actively participate in diversity outreach and look to partner with DBEs so that the communities we serve can grow along with us. Setting and attaining goals, increasing the percentage of DBEs in our subcontractor mix, and continuing to increase the amount of work given to these companies aligns with our commitment to Centuri's Sustainability Framework

INDUSTRY-LEADING SUPPLIER DIVERSITY PROGRAMS



- » Supplier diversity is an enterprise initiative throughout Centuri's family of companies. As part of this initiative, we are an active member of the National Minority Supplier Diversity Council and host multiple supplier networking and opportunities events, including our annual Centuri Supply Chain & Diversity Summit.
- » Our efforts align with our clients' programs to develop small and minority businesses. Not only do we partner with suppliers to develop them as a true extension of our company, but we empower them through mentorship, education, and training to establish themselves in the industry and grow along with us.

Thank you

