



richmond refinery newsletter august 2018

richmond today

human energy®



helping neighboring businesses grow



By Steve Ghio

Chevron is committed to creating social and economic value wherever we do business. Integral to these efforts is having a supplier network that reflects the communities where we operate.

We seek to partner with small, veteran, disadvantaged and woman- and minority-owned businesses to support our operations in the City of Richmond. Fostering and maintaining productive, collaborative supplier relationships creates value for our business and supports local economic development.

Our Supplier Diversity/Small Business Program is an important part of the Refinery's procurement function and ensures that all businesses are considered on the basis of merit, not just size and strength. These value-added small, minority- and woman-owned businesses provide innovative solutions that fuel growth for their firms, our company and the Richmond community.

I am proud of our program and of the positive results we have achieved. By providing a competitive, inclusive business environment for suppliers of all types, sizes and backgrounds, Chevron has demonstrated that a commitment to supplier diversity can lead to positive results.

Steve Ghio is the Procurement Manager for the Richmond Refinery

ayudar a los negocios vecinos a crecer

Por Steve Ghio

Chevron está comprometido en crear valor social y económico en todos los lugares donde lleva a cabo sus operaciones. Una parte integral de estos esfuerzos es contar con una red de proveedores que refleje las comunidades donde operamos.

Buscamos asociarnos con pequeñas empresas y negocios propiedad de veteranos, personas con desventajas, mujeres y minorías para apoyar nuestras operaciones en la Ciudad de Richmond. Fomentar y mantener relaciones productivas y de colaboración con los proveedores crea valor para nuestro negocio y apoya el desarrollo económico local.

Nuestro Programa de diversidad de proveedores/pequeñas empresas es una parte importante de la función de compras de la Refinería y asegura que todos los negocios se consideren con base en sus méritos, no solo en su tamaño y su fuerza. Estos negocios pequeños de valor agregado, propiedad de minorías y mujeres, ofrecen soluciones innovadoras que incitan el crecimiento de sus empresas, de nuestra compañía y de la comunidad de Richmond.

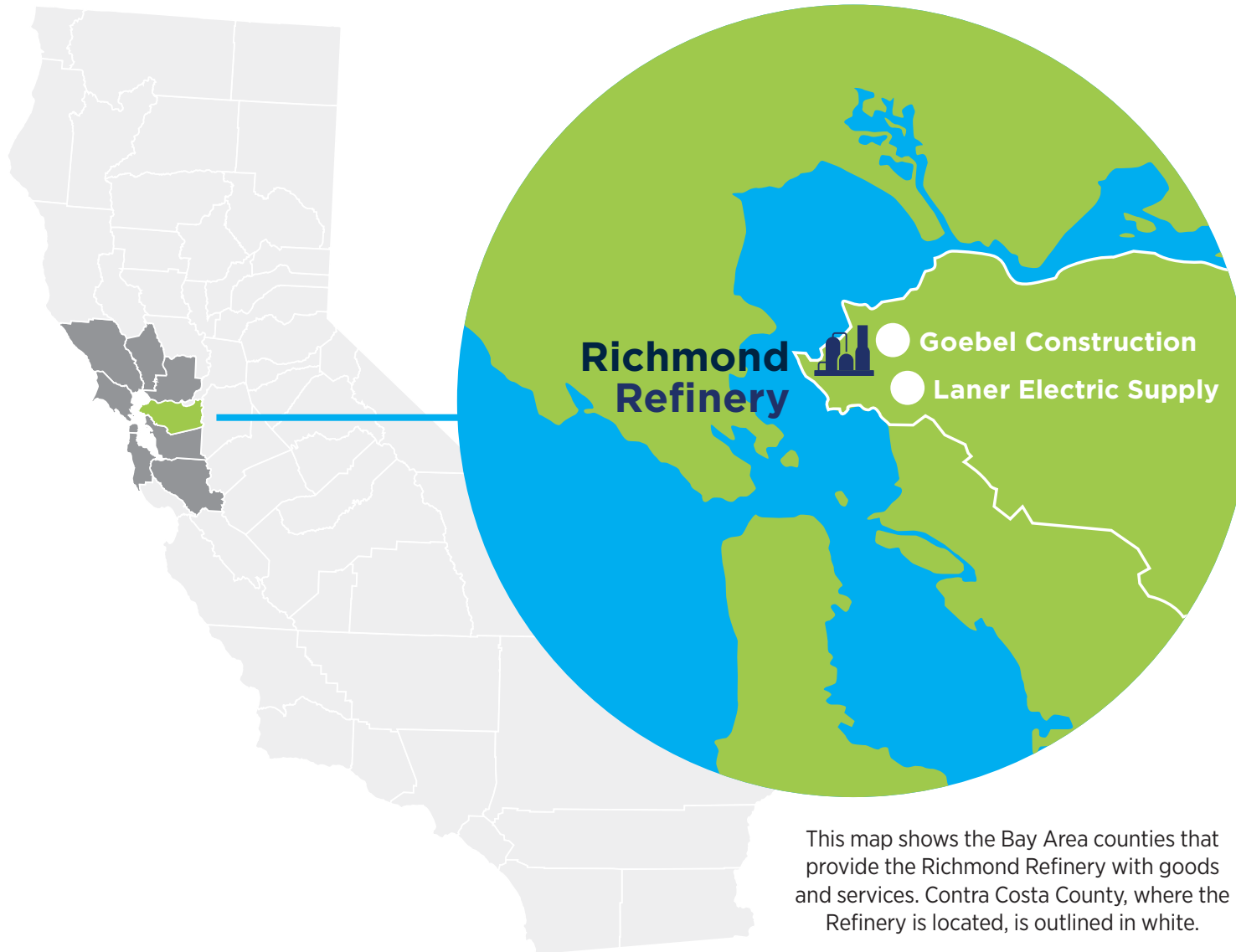
Me siento orgulloso de nuestro programa y de los resultados positivos que hemos logrado. Al proveer un entorno comercial competitivo e inclusivo para proveedores de todos los tipos, tamaños y procedencias, Chevron ha demostrado que un compromiso con una diversidad de proveedores puede conducir a resultados positivos.

Steve Ghio es el gerente de compras de la Refinería de Richmond

investing in local companies

The Refinery has a special focus on providing opportunities for small, minority- and woman-owned businesses.

Goebel Construction and Laner Electric Supply are two examples of the many Richmond and Bay Area companies that leveraged work with Chevron to build their businesses and generate hundreds of local jobs.



This map shows the Bay Area counties that provide the Richmond Refinery with goods and services. Contra Costa County, where the Refinery is located, is outlined in white.

diverse and local: helping neighboring businesses grow

Chevron's 100-year-plus history in Richmond has helped spur many local success stories. The Refinery invests heavily in local goods and services, which supports jobs and generates revenues for local governments, communities and companies.

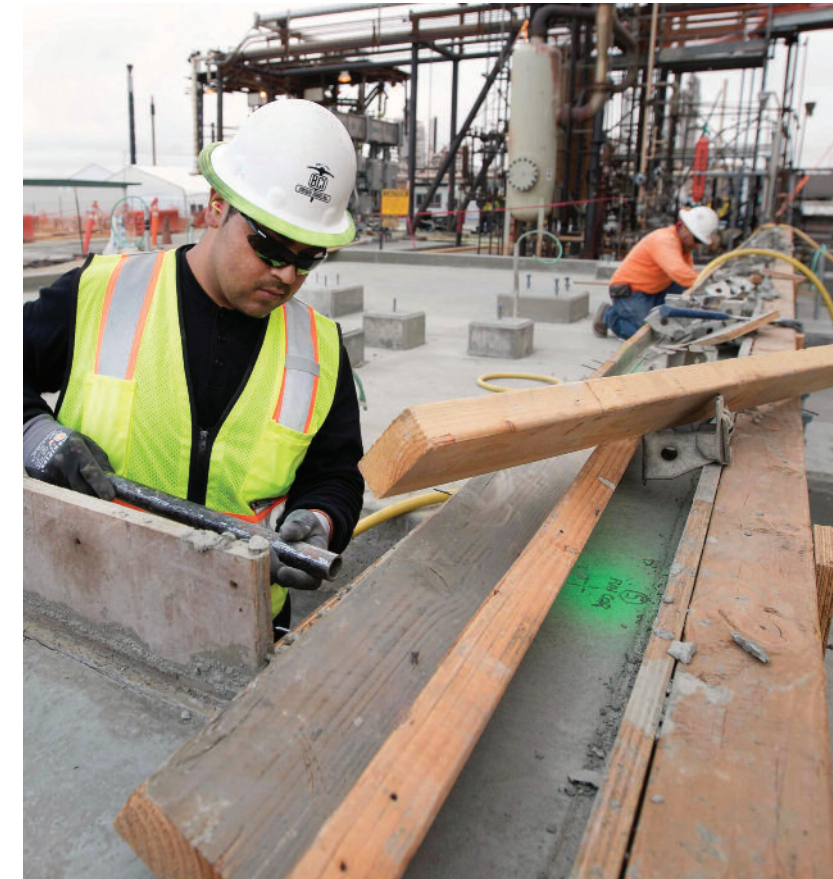
paving their way to success

By Greg Goebel Jr., Operations Manager, Goebel Construction

In the early 1980s, Richmond-based Goebel Construction received its first contract with the Richmond Refinery for paving and road work. The company started with a paving crew of six and today has more than 100 mostly Richmond-area employees. We do paving, grading, underground and mechanical work, steelwork, and environmental remediation at the Refinery.

I oversee the work the company does for the Refinery. Our company grew in part because it adheres to Chevron's high safety standards. To maintain our good standing with Chevron we need to keep our safety record immaculate. The work and the safety culture that Chevron has helped breed within our company has a positive impact on our other business, outside of the Refinery. It's a good résumé-builder with other clients, saying, 'This is our safety record.'

Goebel Construction found a way to succeed. From humble beginnings, we leveraged work with Chevron to build our business and generate countless local jobs.



“The work and the safety culture that Chevron has helped breed within our company has a positive impact on our other business, outside of the Refinery.”



Hear from Sandra Escalante, President and CEO of Laner Electric Supply, in the Q&A on page 5.

mentoring for success
Laner Electric Supply became a certified small business and is now recognized as one of the top 50 LGBT-owned businesses in Northern California.

partnering with local suppliers

Chevron's reputation and effectiveness depends on our diversity efforts. The Supplier Diversity/Small Business Program is dedicated to developing and promoting successful partnerships through innovative, cost-effective solutions that fuel the mutual growth of our company and our suppliers.



interested in becoming a supplier?
Visit www.chevron.com/operations/supplier-diversity to learn more

what we look for
The companies that provide the high-quality goods and services used by Chevron share the following qualities:

- Excellent safety record
- Customer-focused
- Innovative business solutions
- Competitive pricing
- Financial viability



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small businesses from the Bay Area provided the Richmond Refinery with services, of which 14 were woman-owned, five minority-owned, and four veteran-owned

case study

To read the complete Case Study on the Richmond Refinery's Supplier Diversity efforts, please visit www.chevron.com/corporate-responsibility/case-studies

Q & A

a conversation with



Sandra Escalante, President and CEO, Laner Electric Supply

Q Tell us about Laner Electric Supply.

Laner Electric Supply was established in 1984. We are a wholesale distributor of electrical construction materials, lighting products and tools. We distribute to electrical and general contractors, property developers and managers, and industrial, institutional and government entities. We have a 16,000-square-foot warehouse and storefront in Richmond. On April 1, 2015, I became the President and CEO. This year, we were honored as the 2018 Small Business of the Year for California, District 9.

Q How has the partnership with Chevron been?

Chevron is really invested in seeing local businesses succeed. A few years ago, they advised me to become a certified small business and a certified LGBTE-owned business through the National Gay and Lesbian Chamber of Commerce (NGLCC). These certifications are what led us to be named one of the top 50 LGBT-owned businesses in Northern California three years in a row by the San Francisco Business Times. In addition, NGLCC's local chamber, the Golden Gate Business Association (GGBA), introduced me to the electrical contractor for the San Francisco Municipal Transportation Authority Central Subway Project. That introduction enabled me to receive a \$10M procurement project.

Q Why is diversity in business important?

We believe deeply in diversity and fairness in hiring and employment, including those who have been previously incarcerated. We are proud to be the first and only electrical distributor to become a NGLCC LGBTE-certified business in the electrical services industry. The diversity of our business reflects the diversity of our community which makes us better positioned to serve the unique needs of everyone.

Q Have you been involved with diversity initiatives at Chevron?

I am one of Chevron's diverse suppliers and was invited to be a guest speaker for the Richmond Refinery's Pride Day Celebration. Chevron has shown time and again that they care for and invest in the success of their suppliers by highlighting and exposing small and local businesses such as ours. I am hopeful that this relationship will continue to grow in the coming years.

Q Tell us more about the diversity program with Chevron.

The only way that a small business like ours can survive is with the help of diversity programs like Chevron's. The City of Richmond and our local community also offer their assistance with opportunities for local businesses. Purchases from companies like Chevron enable us to sustain our employees and their families.

Q Do you have any advice for other small, minority- or woman-owned businesses?

Getting your business certified is one of the best things you can do. However, these certifications only invite you to enter the door. Once you are given the opportunity to sit at the table and be included in the conversation, it is important that you are able to show your competence, business acumen and demonstrate why choosing you would add value to their needs.

Q What do you do in the community to give back?

I am passionate about using the power of my small business to make the community a better place. Recently, we donated the lighting for a beautification project to revamp a blighted alleyway near 23rd Street. In 2015, I joined the Richmond Workforce Development Board to help embolden local workers and our community under the leadership of Sal Vaca. I am also a Board Member of the GGBA (the world's first LGBT Chamber of Commerce), BART's Business Advisory Board and the University of California Small Business Advisory Council. I volunteer my time to ensure that "diverse, small businesses" have a voice. I serve as a reminder that we may be small, but together, we are the backbone of our economy and our existence matters.



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para más información

Email a richmondrefineryinfo@chevron.com o llamando al número 510-242-2000. Para quejas relacionadas con ruidos y olores, por favor llame al número 510-242-2127.

community corner

curbside kitchen

By Russell and Raynard Lozano

We're brothers who turned our passion for food into a gourmet food truck in 2015 and now we're proud to operate in our hometown. Our food truck, Curbside Kitchen, is a product of our upbringing in a traditional Filipino household. We were raised in a very diverse environment and that inspired the unique cuisine at Curbside Kitchen. We offer Filipino inspired gourmet, with hints of Latin and Southeast Asian flair. We're proud of who we are and where we came from – and we love sharing that with our community. We feed people all over Richmond and Contra Costa County. From the Chevron Richmond Refinery to East Brother Beer Co., we bring people together with the shared love of food. Come visit our truck and try one of our classics, like our Mom's Lumpia.

Curbside Kitchen serves Contra Costa County and surrounding area. Schedule available online: <http://www.curbsidekitchen.us/>

curbside kitchen

Por Russell and Raynard Lozano

Somos hermanos que convertimos nuestra pasión por la comida en un camión de comida gourmet en 2015 y ahora nos enorgullecemos de trabajar en nuestro pueblo natal. Nuestro camión de comida, Curbside Kitchen, es producto de haber crecido en una familia tradicional filipina. Nos criaron en un entorno muy diverso y eso fue lo que inspiró la cocina única de Curbside Kitchen. Ofrecemos platos gourmet inspirados en la comida filipina con toques de sabor latino y del sudeste de Asia. Estamos orgullosos de lo que somos y de nuestra procedencia y nos encanta compartirlo con nuestra comunidad. Alimentamos a gente de todo Richmond y del Condado de Contra Costa. Desde la Refinería Chevron de Richmond hasta East Brother Beer Co., unimos a la gente con el amor compartido por la comida. Visite nuestro camión y pruebe uno de nuestros platos clásicos como Mom's Lumpia.

Curbside Kitchen brinda servicio al Condado de Contra Costa y área vecina. Horario disponible en línea: <http://www.curbsidekitchen.us/>



Do you have a food truck or mobile food service?

The Chevron Richmond Refinery is looking to hire vendors to feed our workforce on nights and weekends. We're a 24/7 operation at the Refinery and we need your help to keep our workforce fed. Contact richmondrefineryinfo@chevron.com