



**Dominion<sup>®</sup>**

# Dominion at a Glance

---



## **Dominion Generation**

- Regulated Generation
- Merchant Generation



## **Dominion Energy**

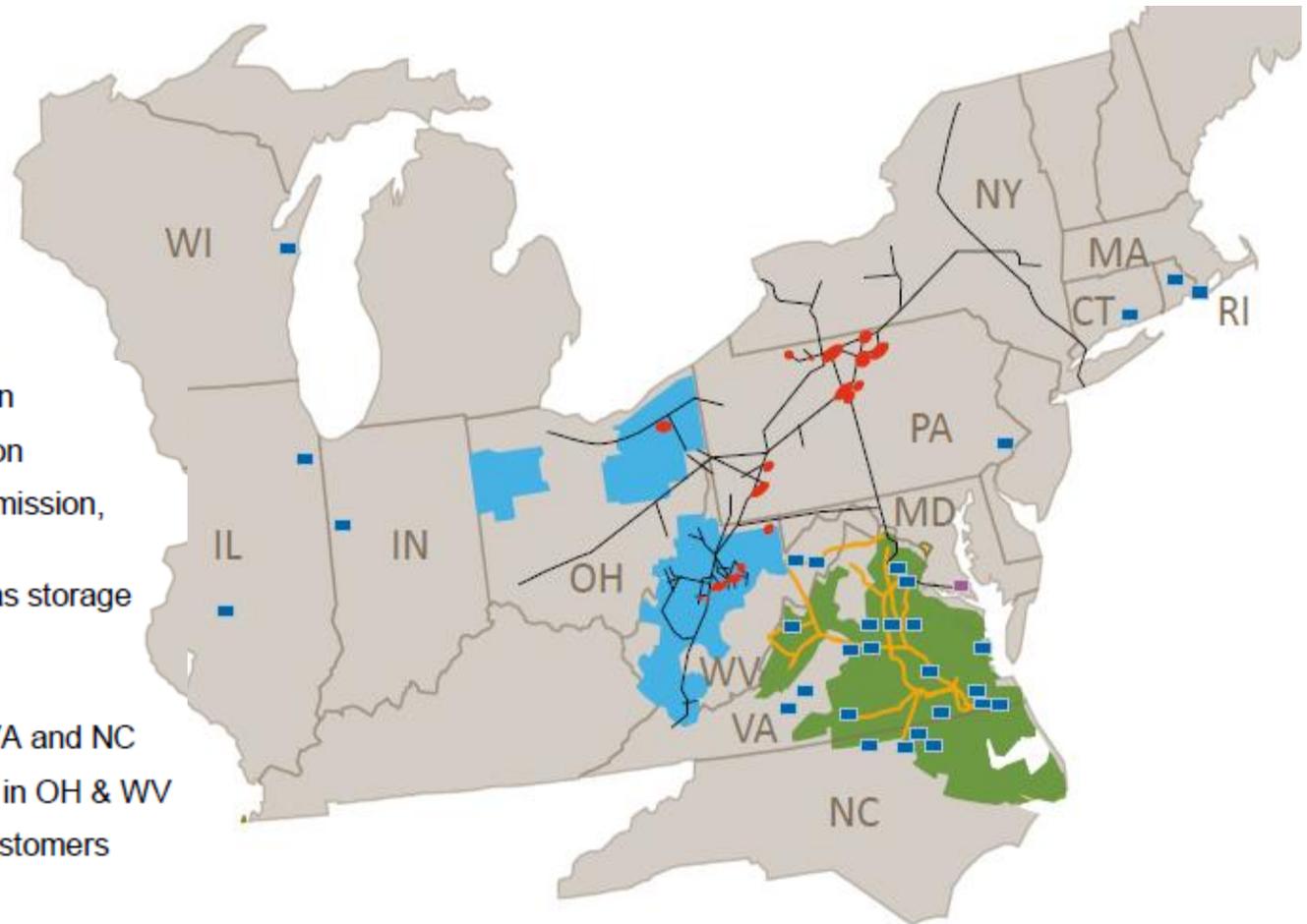
- Gas Distribution
- Gas Transmission and Storage
- Producer Services



## **Dominion Virginia Power**

- Electric Distribution
- Electric Transmission
- Unregulated Retail

# Dominion at a Glance



- ~27,400 MW of electric generation
- 6,300 miles of electric transmission
- 11,000 miles of natural gas transmission, gathering and storage pipeline
- 947 billion cubic feet of natural gas storage operated
- Cove Point LNG Facility
- 2.5 million electric customers in VA and NC
- 1.3 million natural gas customers in OH & WV
- 2.1 million non-regulated retail customers in 15 states (not shown)

# Our Core Values

- Safety
- Ethics
- Excellence
- One Dominion



# Supplier Diversity

---

Dominion's supplier diversity program is led and managed by Supply Chain professionals that perform supply chain management activities on a daily basis and are regularly involved in the purchase order award process.

# Supplier Diversity

---

- Increase marketplace competition by developing small and diverse businesses
- Leverage suppliers that provide innovative solutions to Dominion's requirements
- Demonstrate Dominion's commitment to diversity by investing in and supporting economic growth of the communities that we serve

# Supplier Diversity

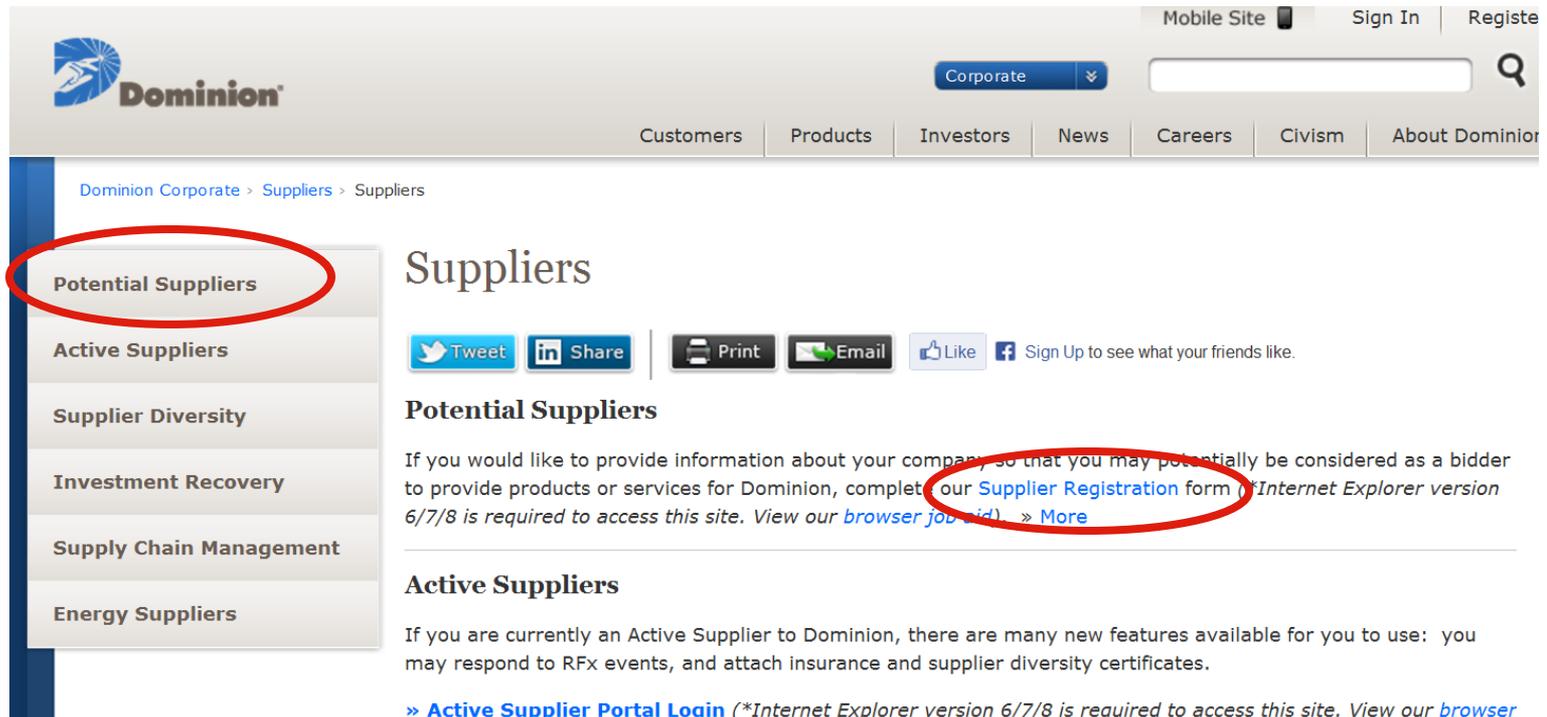
---

## Program Classifications:

- Small businesses
- Disadvantaged businesses
- Women-owned businesses
- Hub Zone businesses
- Veteran-owned businesses
- Service-disabled veteran-owned businesses

# Registration Portal

- [www.dom.com/suppliers](http://www.dom.com/suppliers)
- Go to “Potential Suppliers” choose “Supplier Registration”



The screenshot shows the Dominion Suppliers Registration Portal. The page header includes the Dominion logo, a search bar, and navigation links for Corporate, Customers, Products, Investors, News, Careers, Civism, and About Dominion. The breadcrumb trail reads "Dominion Corporate > Suppliers > Suppliers". A sidebar on the left contains a menu with the following items: Potential Suppliers (circled in red), Active Suppliers, Supplier Diversity, Investment Recovery, Supply Chain Management, and Energy Suppliers. The main content area is titled "Suppliers" and includes social media sharing options (Tweet, Share, Print, Email, Like) and a "Sign Up to see what your friends like" link. Below this, the "Potential Suppliers" section contains the text: "If you would like to provide information about your company, so that you may potentially be considered as a bidder to provide products or services for Dominion, complete our [Supplier Registration form](#) (\*Internet Explorer version 6/7/8 is required to access this site. View our [browser job aid](#)). » [More](#)". The "Active Suppliers" section contains the text: "If you are currently an Active Supplier to Dominion, there are many new features available for you to use: you may respond to RFX events, and attach insurance and supplier diversity certificates." At the bottom, there is a link: "» [Active Supplier Portal Login](#) (\*Internet Explorer version 6/7/8 is required to access this site. View our [browser](#)".

# Bid Process

---

- Dominion uses an electronic, web based tool for our RFP process
- Same login and password as the supplier registration process.
- Receive bid information and submit proposal via the web

# Safety Requirements

---

- Service providers are required to complete our Safety Data Sheet:
  - OSHA Incidence Rates
  - Experience Modification Rates
  - DART Rates

# Insurance Requirements

---

Standard insurance requirements: \$2MM

- General Liability
- Automobile
- Employer's Liability
- Workman's Compensation
- Other insurance required as applicable

# Upcoming Opportunities



- Liquefaction facilities at the Dominion Cove Point LNG Terminal
- Lusby, Md. On the Chesapeake Bay
- Start construction in 2014 and in service in 2017



Cove Point LNG Expansion Project

DOMINION COVE POINT LNG, LP HAS AWARDED THE ENGINEERING, PROCUREMENT, AND CONSTRUCTION (EPC) CONTRACT FOR THE COVE POINT LIQUEFACTION FACILITIES TO IHI/KIEWIT COVE POINT, A JOINT VENTURE.

PROJECT INFORMATION STATUS

We are in the process of designing and planning for the project. The Owner is waiting for regulatory approval; the project is planning for approval in Summer 2014.

ABOUT THE PROJECT

Dominion Cove Point LNG, LP is the Owner for the project. For info about Dominion, please visit the official site: [Dominion Cove Point Liquefaction Project](#)

IHI E&C and Kiewit Energy Company are teaming up for the Cove Point Project. The project will liquefy natural gas in order for it to be exported to other countries. Want to learn the basics of LNG – click here. Learn more about IHI and Kiewit below.

IHI E&C is a leading engineering, procurement and construction (EPC) solutions provider with a focus on services that span the upstream, midstream and downstream markets in energy.

As an established engineering and construction company, we provide a spectrum of

REGISTER AS A SUB OR VENDOR

- ✓ Are you a subcontractor who wants to get involved with the Cove Point Project?
- ✓ Do you have a construction product to sell to the Cove Point Project?
- ✓ Are you a local business with a service to supply to the Cove Point Project?
- ✓ If your answer is yes to any of these questions, then [click here](#) to register!

## **Subcontractors**

---

**Trailer set-up**

**Transportation (bussing)**

**Pre-Engineered Buildings**

**Demolition**

**Heat trace**

**Insulation**

**Fencing**

**Rebar installation**

**Lighting**

**Landscaping**

**Instrument calibration**

**Paving**

**Plumbing**

**HVAC**

**Concrete placement**

**Fire detection**

**Electrical**

**Grading**

**Lightning protection**

**Piling**

**Dewatering**

**Utility relocation**

## **Material Supply**

---

**Concrete supply**

**Aggregate**

**Small tools**

**Lumber**

**Scaffolding and stair towers**

**Office furniture/supplies**

**Pipe**

**Welding rod**

**Cutting gases**

**Asphalt**

**Structural steel**

**Miscellaneous metals**

**Cable**

**Cable tray**

**Sheet piles**

**Crane mats**

**Sound wall panels**

**Formwork**

**Specialty tools**

**Sheet metal**

## **Services**

---

**Concrete testing agency**

**Equipment rental and service**

**Fuel and oil providers**

**Janitorial service for offices**

**Geotechnical assistance**

**Survey**

**Equipment transportation**

**Barging**

**Public relations**

**Security**

**Sanitary services**

**Police escorts**

**Concrete pump trucks**

**Internet providers**

**Mechanics and repair shops  
for vehicles**

**Catering**

**Noise evaluations**

**Environmental consultants**

**Temporary storage**

**Street sweeping**

**Water/ice delivery**

**Waste disposal**

# Upcoming Opportunities

## Brunswick County Power Station

- Brunswick County VA
- 1,358-megawatt, natural gas fueled power station
- Fluor Enterprises to be the EPC Contractor.
- Construction has begun and commercial service is expected to begin in the summer of 2016.



An artist's rendering of the proposed station

# Upcoming Opportunities

---

## **Solar and Wind Projects:**

Dominion has a number of upcoming solar and wind projects, currently in the very early stages. There are some limited opportunities for solar and/or wind engineering firms and solar construction firms. Suppliers who provide these types of services may contact Ron Jordan at [Ronald.Jordan@dom.com](mailto:Ronald.Jordan@dom.com) and provide information regarding their capabilities.



**Dominion<sup>®</sup>**