

# Valuing diversity yields record results

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## TABLE OF CONTENTS

<b>2013 SDG&amp;E DBE ANNUAL REPORT .....</b>	<b>1</b>
Message from SDG&E CEO .....	1
Executive Summary.....	2
9.1.1 Description of WMDVBE Program .....	5
9.1.2 Summary of WMDVBE Purchases/Contracts .....	19
9.1.3 Itemization of WMDVBE Program Expenses.....	24
9.1.4 SDG&E Exceeds all DBE Category Goals Set by the CPUC .....	24
9.1.5 Summary of Prime Contractor Utilization of WMDVBE Subcontractors.....	25
9.1.6 List of WMDVBE Complaints .....	25
9.1.7 Summary of Purchases/Contracts for Products/Services in Excluded Categories.....	25
9.1.8 Description of Efforts In Underutilized Areas.....	26
9.1.9 Retention of all Documents/Data.....	28
9.1.10 Summary of Purchases in Product and Service in Additional Categories .....	28
<b>2014 DBE ANNUAL PLAN.....</b>	<b>29</b>
10.1.1 Goals.....	29
10.1.2 Descriptions of WMDVBE Program Activities .....	31
10.1.3 Plans for Recruiting WMDVBE Suppliers Where WMDVBE Utilization Has Been Low .....	32
10.1.4 Plans for Recruiting WMDVBE Suppliers in Any Excluded Category.....	32
10.1.5 Subcontracting Activities .....	32
10.1.6 Program Compliance.....	32
<b>2013 DBE POWER PROCUREMENT ANNUAL REPORT .....</b>	<b>33</b>
Message from Senior Vice President, SDG&E Power Supply.....	33
Executive Summary.....	34
9.1.1 Description of WMDVBE Program Activities.....	36
9.1.2 Summary of Purchases and/or Contracts .....	40
9.1.3 Program Expenses.....	42
9.1.4 Goal Progress.....	42
9.1.5 Subcontractors.....	42
9.1.6 Complaints.....	43
9.1.7 Summary of Purchases/Contracts for Products/Services in Excluded Categories.....	43
9.1.8 Diverse Suppliers in Underutilized Areas.....	43
9.1.9 Retention of All Documents/Data .....	43
9.1.10 Participation Results by Fuel Category.....	43
9.1.10.B Market Conditions and Outreach .....	43
<b>2014 DBE POWER PROCUREMENT ANNUAL PLAN.....</b>	<b>44</b>
10.1.1 Goals.....	44
10.1.2 Description of WMDVBE Program Activities.....	44
10.1.3 Recruitment Plans for Suppliers in Underutilized Areas.....	44
10.1.4 Plans for Recruiting WMDVBE Suppliers in Any Excluded Category.....	44
10.1.5 Subcontracting Activities .....	44
10.1.6 Program Compliance.....	44
Appendix A – Organizations & Events.....	45
Appendix B – 2013 SDG&E DBE Annual Results – by Ethnicity .....	46
Appendix C – 2013 SDG&E DBE Procurement by Product and Service Categories – Direct .....	47
Appendix D – 2013 SDG&E DBE Procurement by Product and Service Categories – Subcontracting ..	48
Appendix E – 2013 SDG&E Procurement by Product Category Summary.....	49
Appendix F – 2013 SDG&E DBE Procurement by Product Category Detail.....	50
Appendix G – 2013 SDG&E Procurement by Service Category Summary.....	51
Appendix H – 2013 SDG&E DBE Procurement by Service Category Detail .....	52
Appendix I – 2013 Annual Energy Product Results by Ethnicity & DBE Certification.....	53

## Letter from SDG&E<sup>®</sup> CEO Jeff Martin

I am very pleased to report that in 2013, San Diego Gas & Electric<sup>®</sup> (SDG&E<sup>®</sup>) achieved its highest level of spend with diverse businesses in the history of the company. SDG&E purchased 44.9 percent or more than \$453 million of goods and services from diverse businesses. This outstanding result, along with the many other noteworthy accomplishments by our employees and partners highlighted in this report, demonstrate our commitment to expand opportunities to diverse suppliers. As SDG&E's new CEO, it is very important that we continue to promote a robust and diverse supplier pool to ensure SDG&E provides our customers with safe, reliable and cost-effective service.

More important than the "numbers," however, is SDG&E's strong relationship with its diverse suppliers. These relationships are valued for delivering competitive, high quality and innovative solutions that also promote business and jobs in the diverse communities we serve. I am proud of our employees who worked hard to more firmly incorporate supplier diversity in SDG&E's procurement process. One example of this dedication is a team of employees who volunteered to be "Supplier Diversity Champions" and lead diverse spending efforts in their respective departments. I want to acknowledge and thank our community partners that worked with us to increase the effectiveness of technical assistance programs and boost our supplier recruitment efforts including The Council for Supplier Diversity and the Asian Business Association.



Once again, SDG&E's electric and fuel procurement organization has helped propel diverse businesses in power generation. Last year, SDG&E successfully executed three transactions for Resource Adequacy (a CAISO capacity product) with Diverse Business Enterprises (DBEs) and enabled fourteen new DBEs to transact for wholesale power. These remarkable achievements by DBEs nearly doubled energy product spend from \$77 million in 2012 to \$146 million in 2013. SDG&E purchased 47.3 percent of natural gas with 10 DBE suppliers, accomplishing the highest percentage in this category in SDG&E's history.

At SDG&E, Smart Grid (a transformation of our electric system that will use technology to deliver benefits to customers) continues to advance opportunities for diverse businesses. We are pleased to report more than 24 percent DBE spend in this emerging category, surpassing our goal of 15 percent for the second year.

Lastly, as a former Army officer and attack helicopter pilot, I look forward to increasing our \$25.6 million spend with Service-Disabled Veteran-Owned Businesses (SDVBEs) as one more way to support our large veteran community. In 2014, our team will continue to create innovative ways to forge strong connections with diverse suppliers for the benefit of our customers and the greater community.

Sincerely,

A handwritten signature in black ink that reads "JEFF". The signature is stylized with a long, sweeping underline that extends to the left.

**Jeff Martin**  
Chief Executive Officer  
San Diego Gas & Electric



## Opening doors of opportunity



**S**an Diego Gas & Electric (SDG&E) achieved a record year for supplier diversity efforts in 2013, attaining the highest percentage of spending in company history with Diverse Business Enterprise (DBE) suppliers. SDG&E purchased 44.9 percent, or \$453 million, worth of goods and services with DBEs, once again exceeding the California Public Utilities Commission (CPUC) goal of 21.5 percent. This compares to \$435 million and 36.1 percent DBE spend in 2012. This increase was a result of the company focusing on increasing DBE spending in its core business, or continuous operations, as well as ensuring high DBE participation in new projects that are just ramping up.

# \$453,000,000 → 44.9%

Worth of products and services were spent with DBE suppliers in 2013

Total DBE purchases, exceeding the CPUC goal of 21.5%

DBE spending in our core business, or ongoing operations, represented 72 percent of our DBE spend, increasing more than \$33.6 million over last year, from \$292.9 million to \$326.5 million.

In major project spending, the East County (ECO) Substation project, designed to bolster reliability and tap renewable energy resources, increased DBE participation from 5.6 percent in 2012 to 66.6 percent in 2013. This amounted to \$79.2 million in DBE spending in 2013 up from \$1.8 million in 2012. Using the lessons learned from our highly successful Sunrise Powerlink project, our team incorporated supplier diversity into the initial planning stages and worked with our prime contractors to maximize the high level of DBE participation on this project.

In support of our smaller diverse suppliers, our Small Contractor Opportunity Realization Effort, or SCORE, brought more than

30 new businesses into the company in 2013, tallying up nearly \$7 million in spend. Another benefit of SCORE is its focus in core spending areas, allowing businesses to gain valuable experience working in core competencies for a major utility company, while receiving mentoring and valuable constructive feedback.

In 2013, SDG&E and our sister company, Southern California Gas Company (SoCalGas), implemented a new technical assistance program, the Supplier Diversity Institute, with a module titled "Mastering Business Growth." This module offered one-on-one coaching, peer networking and matchmaking with SDG&E representatives. More than 160 individuals participated in these classes, which targeted DBEs that have been in business for less than three years and have less than \$1 million in revenue. There were many success stories resulting from the new business strategies and networking opportunities.



*Joe Velasquez and Sydney Furbush, Jr. of SDG&E hold the President's Award and Corporation of the Year Award from the San Diego Regional Minority Supplier Development Council.*

**Key spending and accomplishments contributing to 2013 supplier diversity success include:**

- ▶ **Core Business<sup>1</sup> Growth** - increased more than \$33.6 million, from \$292.9 million to \$326.5 million, representing 72 percent of our DBE spending.
- ▶ **Subcontracting** - subcontracting for both core business and capital projects totaled nearly \$198 million, representing 43.7 percent of our DBE spending. A renewed effort was made in 2013 to work with prime contractors on increasing subcontracting.
- ▶ **Financial Services** - more than \$2.5 million was spent with 15 DBE firms in 2013 for 16.8 percent of DBE spend in the financial services area.
- ▶ **Legal services** - \$3 million was spent with 22 DBE law firms, or 10 percent of legal spend with DBE firms, an increase of 1.9 percentage points over 2012.

**Category Highlights:**

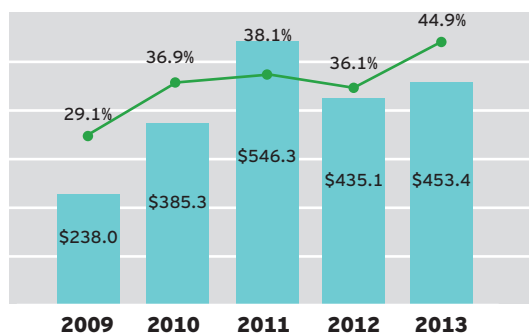
- ▶ Minority-Owned Business Enterprise (MBE) spending was \$311.4 million or 30.8 percent.
- ▶ Women-Owned Business Enterprise (WBE) spending was \$116.5 million or 11.5 percent.
- ▶ Minority Women-Owned Business (MWBE) spending was \$120 million or more than 11.9 percent.
- ▶ Service-Disabled Veteran Business (SDVBE) spending was \$25.6 million or 2.5 percent.

**Planning for 2014**

Looking ahead, SDG&E will focus on building stronger business relationships with its diverse supplier community and pursue opportunities for diverse suppliers to provide even greater value to our customers. We will continue to build upon our successes by utilizing our technical assistance program, capacity building and SCORE program to recruit and develop new diverse suppliers. The foundation of these programs provides opportunities for mentoring, coaching, training, and feedback by prime contractors, company stakeholders, and the Supplier Diversity team.

SDG&E will continue our outreach efforts in all major projects, implement new technical assistance programs, and monitor primes' subcontracting commitments. We will continue to promote DBE in historically underutilized areas such as financial, legal and electric and fuel procurement.

**Diverse Business Enterprise - SDG&E**  
2009 to 2013 (\$Millions and %)



1. Core Business is defined as continuous operations absent major projects or initiatives.

## 9.1.1 DESCRIPTION OF WMDVBE PROGRAM

### Internal Activities

#### Executive Support

Building on the successful legacy of former SDG&E CEO Jessie Knight, Jeff Martin, SDG&E's new CEO, will continue to set a strong DBE vision. To promote DBE inclusion, all executives, directors and managers are held accountable for achieving the company's DBE goals. DBE spending results remain tied to every executive and management employee's incentive compensation, creating a vested interest in the success of the program. Executives routinely attend diversity events such as the Annual Championing Diversity Awards Event.

#### SDG&E Internal Supplier Diversity Champion Team

To foster a greater focus, teamwork and collaboration across the company in achieving the 2013 DBE objectives, SDG&E incorporated the "Supplier Diversity Champion Team," which included representatives from each company department. This team's key strategies included:

- ▶ Integration of DBE spending early in department budgets and in all major projects.
- ▶ Partnering with prime suppliers to establish appropriate DBE subcontracting goals, performance and reporting.
- ▶ Partnering with Community Based Organizations (CBOs) to increase recruiting of DBEs in high spend areas.
- ▶ Increasing visibility on DBE performance with better reporting tools.

### Diversity Champions



**2013 Supplier Diversity Champion Team:** From top left: Scott Peterson, Jon Christensen, Jorge DaSilva, Dale Tattersall, Eric Thomason, Pat Kinsella, Paul Malin. Middle row: Sue Garcia, Lana Radchenko, Frank Costa, Alex Kim. Bottom Row: Joe Velasquez, Sydney Furbush, Jr., Patty Jacobs, Maria Romo. Not shown: Ted Reguly, Andrew Harrod, Scott King, Jaser Marabeth, Abby Snyder, Deanna Watson, Julie Scull, Geneveve Buccsit, Scott Kyle.



**SDG&E's Supplier Diversity Team:** Jaymee Lomax, Sydney Furbush, Jr., Yan Fei, Erica Beal and Bruce Mayberry.





*Some members of SDG&E's Supply Management team: Paul Rybak, Patrick Webb, John Dollman, Daniel Castillo, Ryan Hatch, Cynthia Gerlach, Mostaffa Moradpour, Deborah Hanson, Jeffrey Liu and Brian Neal.*

As a result of the Supplier Diversity Champion Team, we had greater collaboration and better integration of DBE spend within SDG&E's sourcing plans. Through this team's efforts, we saw an increase in DBE subcontractor spend and enhanced DBE recruiting and matchmaking events.

#### **Services offered**

To ensure robust participation of DBEs in strategic initiatives, annual business plans are developed with each vice president to identify opportunities in their business areas. In addition, there is a strategic sourcing team that identifies high potential areas for DBE participation and involvement. This year, SDG&E implemented a new process that ensures representatives from the Supplier Diversity department review the scope of work and qualification requirements for all major requests for proposals or information. The Supplier Diversity department can then provide a robust list of qualified DBE suppliers from

various sources including the California Supplier Clearinghouse, other databases, matchmaking and networking events and information from community-based organizations. These are just a few concrete examples of the diligent efforts to work across functional areas, build relationships, provide training, information and tools, raise awareness and increase DBE participation throughout every area of the company.

#### **Employee communications**

SDG&E has a comprehensive employee communications program utilizing a number of different vehicles. In 2013, the DBE team created a new internal communications campaign to help brand and raise awareness of DBE efforts throughout the company. The campaign called "Moving the Needle" utilized a dashboard image to convey and monitor current DBE results. Every month there was an article highlighting the DBE meter and relaying information about suggestions for reaching out to DBEs, important community DBE events, success



stories, and more that aided in creating top-of-mind DBE awareness and engagement. The meter was also displayed on the SDG&E intranet site Power Up and on Digiboards, or digital screens in high-traffic employee areas, so employees got a quick snapshot of progress at a glance. Incorporating the DBE message consistently into everyday activities and keeping the message fresh was definitely one reason we enjoyed record-breaking success.

### **Employee Diversity Council (EDC)**

The DBE team is actively involved with the Employee Diversity Council, a group that recognizes and promotes all types of diversity throughout the workplace. This is an opportunity for our DBE team members to broaden their training on workforce diversity and introduce new strategies on how to connect with other cultures. The 2nd Annual Diversity & Inclusion Summit attracted hundreds of employees to learn about diverse abilities, appearance bias, faith in the workplace and more.

## **Profiles in Success:** Fleet Operations

In April of 2013, the SDG&E Fleet Operations department adopted a sustainability goal to further enhance environmental practices through raising awareness, increasing personal responsibility and fostering ownership for programs both internally and externally through our supplier network. The areas of concentration included DBE inclusion, recycling and safety in support of overall green business efforts. The team set an aspirational goal to exceed 52 percent DBE inclusion while simultaneously reducing costs, and communicated this immediately to the entire department.

A DBE support team was created with a designated champion and team manager. The team proactively contacted every supplier to determine opportunities and gaps that could be filled by DBEs. Working closely with the Supplier Diversity department to identify and encourage certification for potential suppliers, correct issues and communicate the effort internally and externally yielded fantastic results.



**Fleet Operations team members:** Ken Tucker, Sydney Furbush, Jr., Chris Turner, Yan Fei, Amir Etefagh, Michael Ornelas, Sherry Shafiei, Chris Faretta and Patrick Barnett.

Nine new suppliers were added, and the total DBE spend percentage increased to 55 percent in 2013 compared to 34.2 percent in 2012.

Chris Turner, Maintenance Operations Manager, explained, “we took ownership for supporting this effort and put in the time and hard work to make sure it got done.”

### Internal Events

Strategic events held throughout the year helped bring employees together to raise awareness and celebrate the achievements of our supplier diversity program.

- ▶ The executive leadership team hosted a celebration event for employees and community-based organizations in the first quarter to recognize their DBE accomplishments. The Executive Team was on hand along with members of the community-based organizations to discuss how they promote and mentor diverse businesses.
- ▶ For the first time ever, the SDG&E and SoCalGas Employee Diversity Council and Local Diversity Inclusion Council Summit took place before the Diversity Champions Award celebration featuring a variety of workshops, information and speakers to foster culture exchange and inclusion in and out of the workplace.

- ▶ “Think Big” was the theme of the annual Diversity Champions Awards celebration, which featured company executives and special guest Carla Peterman, the newest member of the CPUC, to honor employee achievements. During the event, Commissioner Peterman congratulated the company’s leadership and employees for their “extraordinary efforts in supplier and employee diversity.”

Customer Communications was recognized at the Diversity Champions Awards with an Innovation Award for utilizing DBE businesses for more than 55 percent of their efforts.

- ▶ A diversity photo contest was held to encourage employees to show what diversity and inclusion means to them personally, with winning photos displayed at employee events.



*“Our organization strongly believes in working with diverse businesses that help SDG&E stay current and ahead of the curve, whether in the technology, digital, social media or advertising spaces. We also are committed to mentoring DBE companies to help position them for success by making them aware of the diverse and dynamic services required by our customers.”*

**- Caroline Winn**, Vice President, Customer Services, Chief Customer Privacy Officer, SDG&E



**Celebrating 2012 Success:** Executives, employees and community members came together to enjoy a celebration to mark 2012's DBE success. Pictured left to right are: Yan Fei, SDG&E; Joe Velasquez, SDG&E; Erica Beal, SDG&E; Ron Garnett, Council for Supplier Diversity; Tamara Badkerhanian-Ganev, National Association of Women Business Owners, SD; Michael Allen, Central San Diego Black Chamber of Commerce; Pamela Fair, former SDG&E VP Support Services; Gregg Torwick, San Diego Elite Service Disabled Veteran Owned Business Network; Cheri Myron, San Diego American Indian Chamber of Commerce, CA; Earl Wong, Asian Business Association; Jaymee Lomax, SDG&E; Summer Sepulveda, Women's Business Enterprise Council - West; Bob Mulz, National Elite Service Disabled Veteran Owned Business Network; Lana Radchenko, SDG&E.

▶ A series of new quarterly events were created to learn about DBE office services called the 2013 Sempra Suppliers Trade Show. Employees were encouraged to learn about services that are frequently used like office supplies, document management, staffing, records storage and more. Suppliers were on site to provide information and discuss opportunities for contracting and subcontracting. As a result, three new contracts were signed.

### **Technology and Tools**

SDG&E continues to enhance our dashboards, subcontracting portal and internal reports, as well as utilizing social media to communicate externally to customers and suppliers.

### **MyDBE Dashboard**

In 2013, the Supplier Diversity team expanded access of internal monthly DBE spending reports to all major departments. This provides employees with the latest information of their DBE spend performance as needed 24/7.

### **Subcontracting Portal**

To streamline the DBE reporting process for our prime contractors, SDG&E incorporated several key enhancements, which allow quicker and easier reporting of DBE spend. Several webinars were held to introduce the system enhancements to prime contractors and internal clients. Further enhancements are planned for 2014.



## External Activities

Supplier Diversity team members develop alliances through attending events, workshops, trade fairs and award ceremonies to network with potential suppliers and participate on corporate advisory boards and committees. Our Supplier Diversity team continues to invest time in networking, relationship building and serving on executive and advisory boards to build our database of potential new DBE suppliers. The team also participates in regional and national conferences including CPUC events throughout the year. DBE team member Yan Fei, (pictured far right), teams up with Asian Business Association President and CEO Wendy Urushima-Conn to present a Lifetime Achievement Award to Allan Camaisa of Risen Media at the 2013 Asian Business Association Summit.



## Connecting with our Service Disabled Veteran community

*"We are proud to have SDG&E as a most valued partner of the Elite Service Disabled Veteran Owned Business Network. The Network has been fortunate to work with the Supplier Diversity team and together we have managed to have remarkable progress in improving the SDVBE spend to more than 1.5 percent in a very short time. This metric was extremely important, considering the company was the first utility in California to do so. This is the positive result of SDG&E's efforts in supplying funding for the last 21 years, but more important were their day-to-day efforts providing expertise, the ability to listen to our problems and most importantly, providing specially designed programs to assist the people who have served the Nation. The proof of success is in several years of exceeding 1.5 percent of company spending with the DVBE community."*

– **Bob Mulz**, Chairman, ELITE SDVOB Network



## Staying Connected to our Community Based Organizations



**Asian Business Association Gala:** Lana Radchenko, Pedro Villegas, Councilmember Marti Emerald, ABA Board Member Earl Wong, Karen Urtasun, Frank Urtasun, Robert Ito, Supervisor Ron Roberts, Yen Tu, ABA President Wendy Urushima-Conn, Supervisor Greg Cox, Joe Velasquez, ABA Board Member Joanne Wang, Dan Hom.

Founded in 1990, the mission of the Asian Business Association (ABA) is to provide a strong voice on business, cultural and political issues of interest to San Diego's Asian and Pacific Islander community. One of the association's major goals is to enable members to participate fully in San Diego's economic development, without regard to race, color, creed or national origin.

To fulfill that mission in 2013, with the help and support of SDG&E, ABA partnered with the California Asian Pacific Chamber of Commerce (CAPCC) to host ABA's sold-out 23rd Annual Scholarship & Awards Gala and San Diego's first statewide CalAsian Business Summit. Through the business matchmaking session, 120 business members were matched with corporate company representatives.

*"On behalf of the Asian Business Association staff, board of directors, and nearly 500 member businesses representing more than 60,000 employees, we commend SDG&E on their long standing commitment to give back to our community. We sincerely appreciate SDG&E's efforts to support the Asian Pacific Islander community, and the many diverse businesses we represent."*



**– Wendy Urushima-Conn**  
President & CEO, Asian Business Association

## Women's Business Enterprise Council West

The Women's Business Enterprise Council West (WBEC-West) is a regional partner of the Women's Business Enterprise National Council (WBENC), a coalition of corporations, WBEs and regionally focused women's business organizations.

*"WBEC-West would not have been able to achieve the success it did in 2013 without the support of SDG&E. The company played a key role in setting up the 2013 strategic plan and strategy for WBEC-West in 2013 and participated in regional events. Without the guidance and experience that SDG&E provided WBEC-WEST, WBEC-West would not be the fastest growing WBENC Regional Partner."*

- **Pamela Williamson, PHD**, President & CEO of Women Business Enterprise Council - West



## Profiles in Success:

### ASWB Engineering

"One year after attending the UCLA Management Development for Entrepreneurs Program, my role has gone from Sr. Engineer being groomed for operations management, to CEO of a women-owned and operated business with my fingers on the pulse of the entire operation. We now have the resources to invest in professional management systems, computer upgrades, strategic plan development and more.

"The confidence I gained through attending the Anderson MDE program and the skills I acquired through the business improvement plan process better prepared me to become the CEO of our company. I hope the MDE experience continues to open up many rich and rewarding doors for all my fellow entrepreneurs."

- **Christine Baginski**, CEO of ASWB Engineering





## Supplier Development and Technical Assistance

SDG&E helps suppliers obtain the information and skills needed to grow their business to the next level. To expand their opportunities to work with SDG&E, the company sponsors a variety of educational technical assistance programs with community-based organizations as well as with SDSU, UCLA, and a brand new proprietary program created by SDG&E and our sister company, Southern California Gas Company (SoCalGas), called the Supplier Diversity Institute.

## Strategic Growth Planning for Entrepreneurs

The Lavin Entrepreneurship Center at San Diego State University (SDSU) is proud to partner with SDG&E to provide the Strategic Growth Planning for Entrepreneurs Program each fall on the SDSU campus. It is designed to assist DBEs through strategic growth planning sessions and a hands-on business improvement project. The participants completed a 43-hour course-based program. To qualify for the program, a company must have been in business for more than three years with over \$1 million in annual revenue. This program is designed to help DBEs with the development of strategic objectives to improve and grow their businesses.

Each spring, SDSU and SDG&E host a capstone event and invite all previous participants to come together and share their experiences after applying their business skills acquired through the program.

## SDG&E and SoCalGas Supplier Diversity Institute

In 2013, SDG&E, along with sister utility SoCalGas, created the Supplier Diversity Institute, a Tier 1 program targeted at DBEs that have been in business less than three years and have under \$1 million in revenue.



*"SDG&E presents the opportunity for a win-win-win scenario. First, it gives our faculty the opportunity to share their expertise with the diverse business community helping build their acumen. Second, we are able to introduce our MBA students to the same community and provide them with the experience to face the challenges of growing a business. Third, SDG&E is able to develop a portfolio of Diverse Business Enterprise suppliers to meet a wide range of operational needs."*

**-Dr. Alex DeNoble**, Executive Director,  
Lavin Entrepreneurship Center at San Diego State University

## Profiles in Success:

### Telesis Surveying and Civil Engineering

After three and a half years as a subcontractor, this civil engineering and land surveying company was awarded its first prime contract.

*"As a result of previous accomplishments as a subcontractor, TSAC Engineering was recognized and selected to participate in the SDSU Technical Assistance program, which resulted in a prime contract. Our direct contracts with SDG&E have allowed us to increase our staff, expand our services and relocate into larger office space. We appreciate the opportunities presented by SDG&E."*

**- Karen McPartland**, TSAC Engineering

This innovative program was titled Mastering Business Growth (MBG) with the first session kicking off in the first quarter of 2013 in Los Angeles, followed by additional sessions in Orange County and San Diego. Fifty qualified participants in each class were awarded Technical Assistance scholarships by Sempra utilities.

The MBG 10-week program was designed and instructionally delivered by Infinity Business Solutions, a diverse business enterprise and CPUC certified woman-owned consulting firm that works with small business owners. The overall goal of the MBG program was to assist the selected business owners and their organizations in becoming successful utility suppliers. The MBG training program provided business owners with a toolkit for business planning and implementation, a set of analytical tools and business plan metrics to assist in their business growth. Additionally,

the workshops offered opportunities for one-on-one coaching, peer networking, and “business matchmaking” with SDG&E representatives.

The DBE-centered learning model was built on adult learning theory with relevant content focused on DBE capacity building needs, active engagement with material and peer learning delivered through real-world business experience. The workshops offer information about developing a business plan, finance and accounting, human resources management, business law, operations, contracting, risk management, technology, and marketing. All were designed as components of a “toolkit” to help small businesses stimulate and manage their growth.

### **Supplier Mentoring and Capacity Building**

High potential DBE suppliers are regularly identified and mentored by SDG&E in a variety of ways, including within our SCORE,



*"This is a really unique opportunity for small companies that want to do business with SDG&E. The content-rich curriculum has been designed with the goal of providing business owners with the tools they need for immediate success. This program is designed to create sustainability and long term development of current and future supplier for SDG&E."*

**- Lily Otieno**, President and CEO of Infinity Business Solutions

*"I really liked the content of this course and we are grateful to the SDG&E for offering this course. It's a great overall business tool and provides an overview to ensure you have the foundations to be successful."*

**- Maria Sessions**, Ganas Squared, Carlsbad, Mastering Business Growth participant

or Small Contractor Opportunity Realization Effort, program. We have several suppliers who started working on small contracts that now have grown to several million dollars annually and continue to see growth and development.

One example of how SCORE was able to foster progress is through a strong partnership and negotiated agreement between the Laborers' Union Local 89 and SDG&E Labor Relations. The labor agreement provided an opportunity for local contractors with traditionally nonunion workforces to perform a certain amount of work in these skilled trades. Elliott & Wallace, a Native American DBE, began in the SCORE program with limited experience and capability, and was recently awarded a considerably larger 2013 Gas Infrastructure Protection Program (GIPP) contract. They are also signing a more extensive agreement to partner with the Laborers' Local 89.

According to Alan Dulgeroff, SDG&E's director of HR and Labor Relations, "this is a great example of a win-win-win, and an ideal outcome following a lot of hard work to first negotiate, and then foster the progress."

### **Investing in the Smart Grid Creates New Opportunities for DBEs**

SDG&E continues to set the bar high for Smart Grid DBE involvement. In addition to setting the ambitious goal of 15 percent DBE spend in this area, the team continues to seek out and encourage DBE companies to enter this space. We encourage companies to become certified as DBEs if they have not yet gone through the process, as was the case with one of our small contractors that specializes in test management, technical testing and more. Now this company is a certified DBE and will likely have more opportunities with other companies and we are proud to have encouraged them along the way. Once again in 2013, SDG&E far surpassed the goal set for the Smart Grid Portfolio by spending more than 24 percent or \$7.8 million with DBEs.



### Environmental Forum

SDG&E organized an Environmental Forum in the summer at the SDG&E Energy Innovation Center and brought together key Environmental Department Project Managers, prime contractors, and DBE suppliers to explore prime and subcontracting opportunities. As the result of the forum, several million-dollar contracts were awarded to the DBE participants and the feedback from all participants was incredibly positive.

"Our new DBE firms are exceeding expectations by delivering quality services for less money, often substantially less. I am proud of the team's creative thinking and hard work and the results they have achieved," said Scott Pearson, SDG&E's Director of Environmental Services.



**SDG&E Environmental Team:** Scott Pearson, Director, Environmental Services; Andrew Phan, Environmental Specialist; Shoshana Pena, Contracting Agent; Erica Sparks, Business Analyst; Vanessa Shoblock, Environmental Specialist, and Willie Gaters, Senior Environmental Specialist.

### Synchronous Condenser Business Matchmaking Forum

In the summer of 2013, SDG&E hosted a business matchmaking event for the Synchronous Condenser Facility project. Due to the complexity of this project and limited manufacturers, historically this area has low DBE utilization. The RFP team worked with bidders and the Council for Supplier Diversity to put together a comprehensive diversity matchmaking event for this \$60 million project. With the support of executive leadership, SDG&E VP John Sowers, and the management team led by Director of Electric Transmission and Engineering, Jonathan Woldemariam, SDG&E was able to achieve more than 40 percent DBE participation, along with qualifying 16 DBE suppliers.



*Jonathan Woldemariam*

### Engineering Forum

In the fall of 2013, SDG&E sponsored a first-ever DBE Engineering Forum with 12 members of SDG&E's Electric Transmission & Distribution Engineering team. Our SDG&E engineers and planners presented an overview of our company's requirements and specifications in five engineering subcategories: civil, transmission, substation, protection, and distribution. Of the 21 DBEs that attended, eight DBE firms are engaging in contract discussions.

### Data Analytics Forum

In the winter, SDG&E hosted the first-ever SDG&E Data Analytics DBE Forum to expand opportunities for DBEs into the supply chain. The program included key stakeholders from our various departments: Information Technology, Electric Transmission & Distribution, Customer Programs, Strategic Planning and Data Analytics.

## Profiles in Success:

### Busby Biological Services, Inc.

Busby Biological Services, Inc., (BBS) a small, woman-owned business enterprise, has benefited greatly from SDG&E's diverse business programs. Two programs in particular - the Environmental Forum and the Mastering Business Growth program - provided BBS with amazing opportunities in 2013.

Melissa Busby, Owner and Principal Biologist at BBS, was invited to attend the SDG&E Environmental Forum. Immediately following the presentation portion of the forum, a prime contractor approached Melissa to discuss a potential teaming opportunity on a SDG&E project. BBS joined the prime contractor's team and successfully implemented this project, which is BBS' largest individual project to date. Both SDG&E and the prime were pleased with BBS' performance, especially given the fast-tracked schedule. The team is currently working with the prime on a large 230 kV transmission project with SDG&E.

During the Environmental Forum, SDG&E discussed various other outreach programs offered by SDG&E for DBEs, including

courses that provided guidance for small business owners. Melissa was fortunate to obtain a place in the Mastering Business Growth program, which included a series of 10 course modules that provided a toolkit for business planning and smart business growth. The course provided a great introduction to many parts of owning, managing, and growing a business, while also providing insight on how to work with SDG&E. It also provided excellent opportunities to network with other DBE firms to find teaming arrangements within our group. BBS is currently looking into opportunities to work with several of the other course attendees.

"BBS appreciates SDG&E's efforts to establish and maintain relationships with diverse businesses, while also supporting non-DBE businesses that provide subcontracting opportunities to DBEs," explains Melissa Busby, Owner and Principal Biologist at BBS. "Because of these opportunities, we were able to significantly increase our 2013 revenue and grow our business. Thanks to SDG&E, 2013 was our most successful year!"

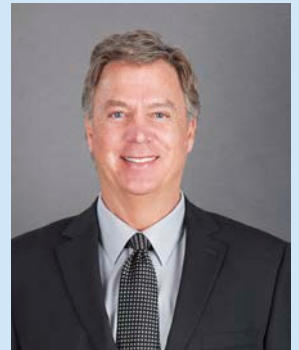


Melissa Busby, Owner and Principal Biologist at BBS working in the field for SDG&E.

SDG&E's SVP and CIO shared the executive commitment to DBEs along with other senior management who provided an overview of SDG&E's current and future projects for 2014. More than 80 participants attended, of those, 25 DBEs presented a brief capability statement and were then strategically aligned for matchmaking with non-DBE prime contractors and SDG&E end users. Following the DBE matchmaking, roundtable discussions continued to further develop long-term strategic alliances.

*"Thanks to the successful forums that have introduced DBEs to our division, we have been able to utilize their unique, innovative talents to help us advance and excel. The partnership between IT and our DBEs, fosters creativity and opportunity that allows us to be a competitive leader in our industry."*

– **Chris Baker**, Senior Vice President and Chief Information Officer, SDG&E



# 2013 Awards & Nominations

## Supplier Diversity

- ▶ Asian Business Association, San Diego - In recognition of SDG&E support of the Asian Business Association and its membership, the Asian/Pacific Islander and broader San Diego Business Community.
- ▶ American Indian Chamber of Commerce, CA - Eagle Award and Turquoise Award
- ▶ National Association of Women owned Businesses, San Diego (NAWBO-SD) - Award for appreciation to propel women entrepreneurs into higher economic, social and political spheres of power
- ▶ National Elite SDVOB - Corporate Supporter Award
- ▶ Women Business Enterprise Council-West (WBEC-WEST) - Corporation of the Year and Advocate of the Year
- ▶ Council for Supplier Diversity - Supplier Diversity Achievement Award to Scott Drury
- ▶ Council for Supplier Diversity - Corporation of the Year
- ▶ Greater Los Angeles African American Chamber of Commerce - Advocate Award

## Corporate Diversity

- ▶ Diversity, Inc. - No. 5 on Top 7 Regional Utilities List 2013
- ▶ HispanicBusiness.com - No. 4 on Top 25 Supplier Diversity Companies List
- ▶ HispanicBusiness.com - No. 2 on Best Companies for Diversity List
- ▶ Human Rights Campaign Foundation's Corporate Equality Index - 100 Percent Rating
- ▶ Recognized by the Human Rights Campaign Foundation in their "Best Places to Work" list



**Asian Business Association award:** SDG&E's Joanne Wang, Director of Risk Management and Strategic Analysis (pictured left) receives award for supporting the organization from Gemma Markham of the Asian Business Association.



**Celebrating Corporation of the Year at the SDRMSDC Awards Ceremony:** Chris Turner, Brad Mantz, Erica Beal, Ron Garnett, President and CEO of the San Diego Regional Supplier Development Council; Yan Fei, Jaymee Lomax, Sydney Furbush, Jr., Bruce Mayberry, and Patrick Barnett of SDG&E.



## 9.1.2 SUMMARY OF WMDVBE PURCHASES/CONTRACTS

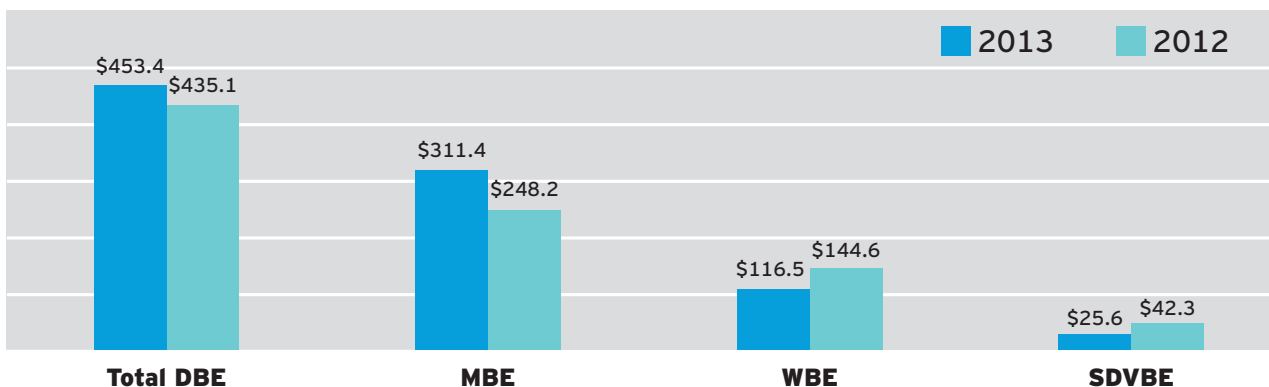
Of the record-breaking \$453.4 million spent in 2013 with minority-, women-, and service-disabled veteran-owned business enterprises, or WMDVBEs, \$255.5 million was spent directly with 355 DBEs. The following table provides figures for direct and sub-contracting spend with DBEs in 2013.

### Total Direct/Sub Spending Summary for 2013 vs. 2012

	Year 2013				Year 2012			
	\$	%	# Suppliers		\$	%	# Suppliers	
Total Spend	1,010,387,745				1,206,379,805			
Minority (MBE)	311,354,229	30.82%	181	153	248,153,119	20.57%	155	130
Women (WBE)	116,494,795	11.53%	151	118	144,624,442	11.99%	134	103
Service-Disabled Veteran (SDVBE)	25,573,947	2.53%	23	35	42,331,909	3.51%	24	29
Total WMDVBE	453,422,971	44.88%	355	306	435,109,470	36.07%	313	262

### SDG&E 2013 DBE Compared to 2012

(\$Millions)



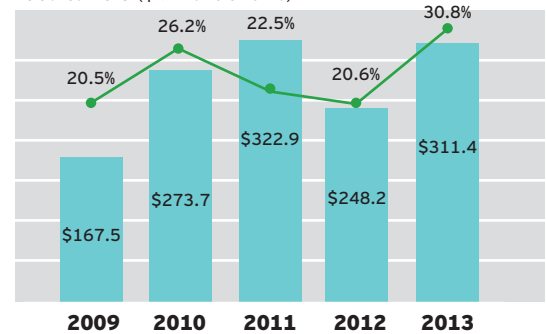
**Minority-Owned Business (MBE) Procurement**

- ▶ Minority-Owned Business enterprises (MBE) continue to make up the largest segment of DBE spending for SDG&E. In 2013, MBE spending exceeded \$311 million, or nearly 31 percent of overall DBE results. This is an increase of \$63.2 million over 2012's MBE results and represents our highest MBE percentage ever achieved.
- ▶ Spending with Hispanic American businesses increased by more than \$75 million over 2012, or more than 61 percent. This increase is largely due to subcontracting on our largest current major project, the ECO substation.
- ▶ Spending with Asian American firms showed significant gains, increasing by 10.7 percent from 2012.

- ▶ Spending with Native American businesses exceeded \$22.1 million in 2013, consistent at 2.2 percent compared to 2.3 percent in 2012.
- ▶ Spending with African American Firms was \$36.8 million in 2013, slightly lower with 3.6 percent compared to 3.9 percent in 2012.

**MBE - SDG&E**

2009 to 2013 (\$Millions and %)



**Profiles in Success:**

**Osceola Consulting, LLC**

Osceola Consulting, LLC, a Native American-owned business, began its relationship with SDG&E in 2009 with a contract to resell enterprise software related to a major process improvement program. Osceola was able to demonstrate its industry-focused capabilities and expanded its scope of services year after year based upon proven performance and a successful working relationship.

Today, Osceola Consulting is one of the leading diverse suppliers of management consulting and technology services to SDG&E. Founded in 2006, the Native-American owned company now has over 25 consultants working on multiple contracts and engagements at SDG&E including OpEx 2020, Fixed Asset Management, and a new initiative started in 2013 related to the creation of an enterprise testing Center of Excellence.

"SDG&E is a known leader in the industry and having the company as a strategic client is significant for Osceola Consulting and its reputation in the industry," stated founder and CEO, Kevin Narcomey.

"The client relationship at SDG&E has been one of open communications, partnership, and earned trust," Narcomey says. He added that SDG&E and its Supplier Diversity team have helped his firm to gain recognition with other major utilities in the industry. "SDG&E continues to be one of Osceola's marquee clients in the industry - representing the firm's commitments to diversity, community service, and minority business development."



*Kevin Narcomey, founder and CEO of Osceola Consulting, LLC*

## Profiles in Success:

### Cordoba Corp.

Cordoba Corp. is a prominent Latino-owned civil engineering and construction management firm with offices throughout California. The firm has been profiled in various public works infrastructure trade journals for its high profile role on very visible, environmentally sensitive and technically challenging projects.

In 2013, Cordoba and its 100 full-time employees celebrated its 30th year in business. In August 2013, Cordoba also signed its first project with SDG&E when it successfully partnered with a team to provide engineering and technical support services to augment SDG&E's Engineering Group. "Currently we are providing value engineering, technical reviews and construction inspection services with an emphasis on electrical undergrounding projects," said Randall Martinez, Executive VP and COO.

In 2013, Cordoba also partnered with the Council for Supplier Diversity in San Diego to open its newest regional office. "Growing roots in the geographic locations where we do business is an important component of our business model," explains Randall Martinez. "We call this 'Making A Difference,' which simply means that we want our clients to think of us as more than suppliers. We want them to value us as part of the fabric of their stakeholder community. We do this because we see value in establishing a local presence and recruiting employees accordingly. The result is that everyone benefits in the community where we live, work and thrive. We look forward to continuing to grow roots in San Diego."



*Randall Martinez, Executive VP and COO, Cordoba Corp.*

## Profiles in Success:

### AM Ortega

AM Ortega, a Latino-owned underground utility construction contractor has, in the last ten years, earned more than \$110 million in contracts for outstanding service on the SDG&E electric grid. In return, AM Ortega has expanded their business from 35 to 265 employees and used the expertise they have gained in working with SDG&E since 1988 to create new partnerships with SoCalGas and Southern California Edison.

The owner of AM Ortega, Maurice Ortega, also has shown a deep commitment to helping mentor other small business through SDG&E's Small Contractors Opportunity Realization Effort (SCORE) workshops for small, minority contractors on what it takes to work with utilities on a large scale. This program provides training and expertise to dozens of small businesses on how to secure contracts and grow their business.



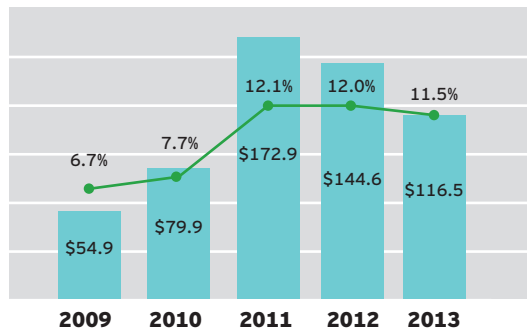
*Maurice Ortega, owner of AM Ortega*

### Women-Owned Business (WBE) Procurement

Spending with Women-Owned Business enterprises (WBE) remained strong at 11.5 percent, or more than \$116.4 million. This is the third year our spending with WBEs has topped the \$100 million mark and the eighth year we have exceeded the CPUC goal of 5 percent.

### WBE - SDG&E

2009 to 2013 (\$Millions and %)



### Highlights of WBE success in 2013:

- ▶ WBE spending showed increases in the core area of Electric Construction/ Materials with \$44.6 million in 2013 compared to \$24.9 million in 2012, or 79 percent growth.
- ▶ Key major projects such as OpEx, Smart Grid and Dynamic Pricing resulted in an increase in WBE IT services and consulting to \$5.2 million in 2013 as compared to \$500,000 in 2012, or an increase of more than ten times over the previous year.



### Profiles in Success: Pinnacle Petroleum

Pinnacle Petroleum has successfully delivered 3,308 loads of gasoline and diesel fuel for SDG&E, which equates to more than 2 million miles driven annually by our fleet.

“SDG&E has been a very valuable customer to Pinnacle Petroleum, Inc. in a variety of ways. Foremost, SDGE’s requirement of ‘Best In Class’ service has ensured that Pinnacle Petroleum maintains the highest standards at every level,” says Liz McKinney, President and CEO of Pinnacle Petroleum, Inc. “Through outreach events, SDG&E has provided the opportunity to expand our business by allowing us to develop additional key strategic partners. We are very grateful for the opportunity and for the successful, mutually beneficial relationship we have enjoyed for many years with SDG&E.”

**Liz McKinney**, President and CEO of Pinnacle Petroleum



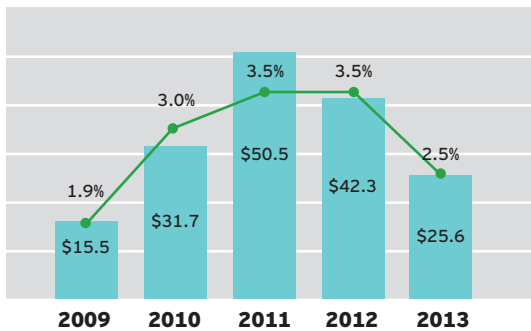
## Service-Disabled Veteran-Owned (SDVBE) Procurement

SDG&E continues to exceed the CPUC Service Disabled Veteran Owned business spending goal of 1.5 percent for the fifth year in a row. We spent more than \$25.5 million with service-disabled veteran firms in 2013, or 2.5 percent of our total spend. SDG&E was very successful in working with SDVBEs on the Sunrise Powerlink project and several small facility projects in 2011 and 2012. We continue to focus efforts on incorporating SDVBEs in our core business spend as well as emerging projects.

- ▶ SDVBE core spend in Gas Distribution Construction increased by nearly \$1.3 million, from \$56,400 in 2012 to more than \$1.3 million in 2013.
- ▶ SDVBE participation in our core (non project) subcontracting-related spend grew by almost 150 percent, from \$5.1 million in 2012 to nearly \$12.7 million in 2013.

### SDVBE - SDG&E

2009 to 2013 (\$Millions and %)



## Profiles in Success:

### MW Partners

MW Partners have been successful supporting more than 400 IT project engagements for SDG&E over the last four years, mainly through the Agile 1 program. Their consultants have been instrumental in delivering transformational IT projects relating to Smart Grid modernization, Operational Excellence and more for SDG&E.

“We have greatly appreciated SDG&E Supplier Diversity engagement to learn more about relative areas of need and provide greater visibility of MW Partners’ relevant capabilities within SDG&E,” says Robert Morris, CEO of MW Partners. “In 2013, we participated in several beneficial technical assistance programs such as the CPUC-sponsored Advanced Technology Management Institute (UCLA) and a ‘Meet the Buyers’ roundtable where we examined potential business opportunities, which led to specific project opportunities and resulted in a contract.”

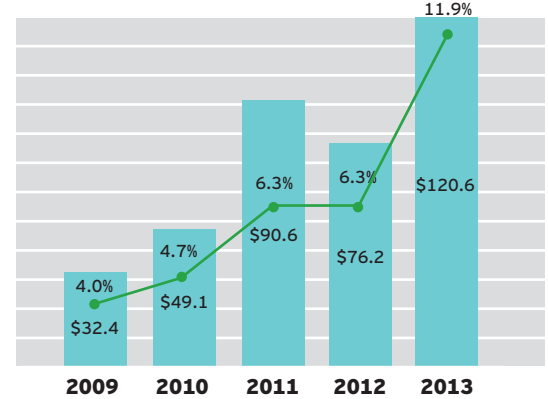


**The MW Team:** Jeffrey Skarvan, VP of Business Development; Michael Willner, Managing Partner; Robert Morris, CEO, and Larry Wein, VP of Sales.

**Minority Women-Owned Business Procurement**

The percentage of spending with minority women-owned businesses nearly doubled in 2013, reaching 11.9 percent, or \$120 million. This is an important segment of diverse business that SDG&E has made a concerted effort to help grow and nurture through a variety of outreach activities.

**Minority Women - SDG&E**  
2009 to 2013 (\$Millions and %)



**Profiles in Success:**

**Agile Sourcing Partners, Inc.**

In 2013, Agile Sourcing Partners, Inc. performed a value stream mapping analysis of SDG&E’s Transmission and Substation projects from project initiation and kick off through order entry. Through the mapping process, the team was able to use lean and six sigma principles to identify waste in the process, document opportunities for improvement and to increase operational efficiencies such as removing redundant activities, removing unnecessary paperwork and reports and removing bottlenecks in the process.

According to Agile Sourcing founder Maria Bastian Thompson, the success of previous work conducted with SDG&E has assisted their company with building a strong brand and reputation, which has helped secure contracts with other utilities.



*Maria Bastian Thompson, founder of Agile Sourcing*

**9.1.3 ITEMIZATION OF WMDVBE PROGRAM EXPENSES**

Program expenses for the 2013 DBE program include items such as collateral development, networking events, technical assistance, capacity building, CPUC Supplier Clearinghouse payments, office support services and other program expenses.

Expense Category	Cost (In thousands)
Wages	531
Program Expenses	446
Consultants	69
<b>Total</b>	<b>1,046</b>

**9.1.4 SDG&E EXCEEDS ALL DBE CATEGORY GOALS SET BY THE CPUC**

Business Category	2013 Goals	2013 Actual
Minority Business Enterprise (MBE)	15.0%	30.8%
Women Business Enterprise (WBE)	5.0%	11.5%
Service-Disabled Veteran Business Enterprises (SDVBE)	1.5%	2.5%
<b>Total WMDVBE</b>	<b>21.5%</b>	<b>44.9%</b>

## 9.1.5 SUMMARY OF PRIME CONTRACTOR UTILIZATION OF WMDVBE SUBCONTRACTORS

2013 SDG&E	Minority Men	Minority Women	Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Women-Minority Business Enterprise (WMBE)	Service-Disabled Veteran Business Enterprise (SDVBE)	Total (WMDVBE)
Direct \$	115,601,011	48,841,483	164,442,494	77,941,066	242,383,560	13,076,600	255,460,160
Subcontracting \$	75,189,723	71,722,012	146,911,735	38,553,729	185,465,463	12,497,347	197,962,810
<b>Total \$</b>	<b>190,790,734</b>	<b>120,563,495</b>	<b>311,354,229</b>	<b>116,494,795</b>	<b>427,849,024</b>	<b>25,573,947</b>	<b>453,422,970</b>
Direct %	11.4%	4.8%	16.3%	7.7%	24.0%	1.3%	25.3%
Subcontracting %	7.4%	7.1%	14.5%	3.8%	18.4%	1.2%	19.6%
<b>Total %*</b>	<b>18.9%</b>	<b>11.9%</b>	<b>30.8%</b>	<b>11.5%</b>	<b>42.3%</b>	<b>2.5%</b>	<b>44.9%</b>
<b>Total Procurement</b>	<b>1,010,387,745</b>						

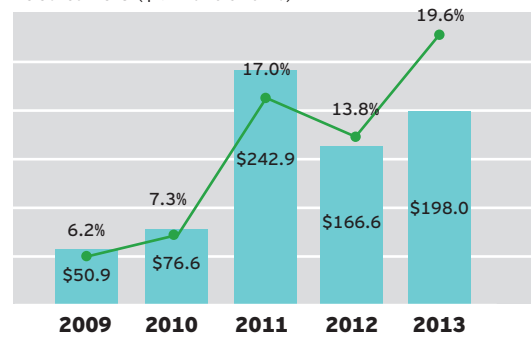
\*Percentage may not equal total due to rounding

### Subcontracting highlights in 2013:

- ▶ Subcontracting in construction services related disciplines exceeded \$122.1 million, an increase of over \$10 million in 2013, or nearly 10 percent.
- ▶ Subcontracting on the ECO project was nearly \$73.7 million or 37.2 percent of the DBE subcontracting dollars.
- ▶ Subcontracting with Asian American firms increased from \$23 million in 2012 to more than \$28 million in 2013, an increase of over \$5 million or 22.3 percent.

### Subcontracting - SDG&E

2009 to 2013 (\$Millions and %)



- ▶ Subcontracting with SDVBEs in our core, or daily operations, spend grew by 140 percent, from \$5.1 million in 2012 to \$12.3 million in 2013.

## 9.1.6 LIST OF WMDVBE COMPLAINTS

There were no formal complaints filed with the CPUC or lawsuits filed in 2013.

## 9.1.7 SUMMARY OF PURCHASES/CONTRACTS FOR PRODUCTS/SERVICES IN EXCLUDED CATEGORIES

The November 14, 2003 ALJ General Order 156 Ruling ended exclusions, resulting in specific categories no longer being deducted from the fundamental procurement amount.

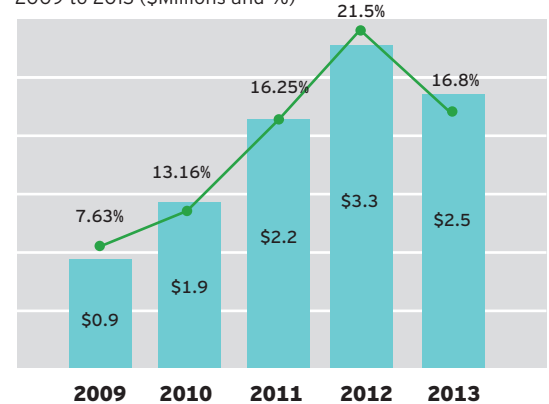
## 9.1.8 DESCRIPTION OF EFFORTS IN UNDERUTILIZED AREAS

SDG&E continues to focus on increasing DBE suppliers in low utilization categories. Gains were made in electric procurement and legal services spending in 2013 although financial spending decreased due to less debt issuance. In 2013 our spending with financial DBEs was more than \$2.5 million, or 16.8 percent.

SDG&E's executives, directors and managers in Finance remain committed to increasing involvement in this area and continue to participate in numerous professional financial and networking organizations to seek out DBEs in the financial services arena. The team routinely attends activities with the National Securities Professionals

### Finance - SDG&E

2009 to 2013 (\$Millions and %)



Organization and CPUC events. SDG&E's executives and associates are committed to expand this important area of our business.

## Profiles in Success:

### CastleOak Securities, L.P.

SDG&E's relationship with CastleOak Securities dates back to 2008 and has steadily expanded from co-managing underwriter to include cash management, pension forums with qualified asset managers and ongoing capital markets advisory services. "We take pride in being one of SDG&E's trusted advisors and having the opportunity to provide seamless underwriting, distribution and investment services to one of the nation's premier investor-owned utilities," said Michael Turner, Head of Investment Banking for CastleOak. Building on the success as a lead manager of a \$350 million 10-year bond offering in 2011, CastleOak served as joint book-running manager of SDG&E's \$450 million 10-year first mortgage in 2013.

David R. Jones, CastleOak's President and CEO (pictured), notes that "our firm's growth and expansion is by large made possible by the opportunity to grow the business we do with our blue chip corporate and institutional clients. Since our first transaction with SDG&E, we have been able to expand our existing business lines, enter new ones and open new sales offices, including a Los Angeles office within the Sempra Energy utilities service territory."



David R. Jones, President and CEO, CastleOak Securities, L.P.



## Legal Services

SDG&E's determination to continually increase spending with DBE legal firms paid off in 2013 with a modest increase in legal spending, which topped \$3 million. This represents nearly 10 percent of all legal spending, up from 8.1 percent in 2012. The number of DBE law firms that represent the company in 2013 was 22, with 13 being minority-owned law firms.

SDG&E makes an effort to include DBE law firms in several areas of legal practice. DBE law firms participate in general law, securities, real estate, intellectual property, workers' compensation, venture capital projects, employment law and asset recovery.

SDG&E also sees the value in promoting utilization of diverse attorneys at majority-owned firms. In 2013, SDG&E spent nearly \$9.3 million with minority and female attorneys at majority-owned law firms, representing 32.5 percent of total spend at those firms.

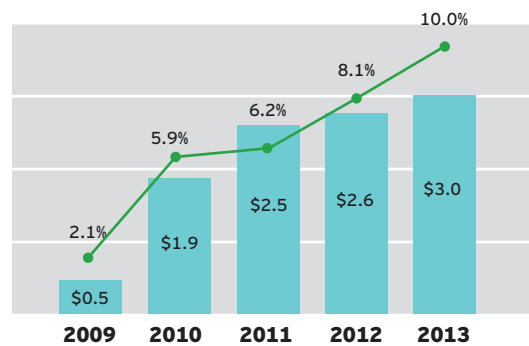
SDG&E and Sempra Energy continue to support diverse bar associations such as the Pan Asian Bar Association, Earl B. Gilliam Bar Association and more. SDG&E Senior Vice President and General Counsel Dave Smith was elected by the Board of the California Minority Counsel Program (CMCP) to be Co-Chair through next year. Leading by example, Dave Smith is also on the California State Bar Association's Council on Access, which serves as a "diversity think tank," and encourages all of our legal team members to participate in similar organizations and events. Dave Smith is also on the board of the Crawford High Law Academy, helping students by giving them exposure to law professionals so they can learn about career opportunities.

Sempra Energy is proud to be a founding member and annual participant in the San Diego County Bar Association/Association of Corporate Counsel-San Diego Diversity Fellowship Program (DFP). Sempra Energy continues to host two diverse law students from local law schools to perform work for the Sempra Energy utilities each summer, and encourages other law firms to do the same. Many participants have received full-time jobs from their host firms/law departments as a direct result of their fellowships.

SDG&E also sponsors a diversity scholarship through the California Bar Foundation to help students in need attend law school. In addition to providing funding, SDG&E provides one-on-one mentoring that is crucial in helping these students succeed in law school, thus furthering "pipeline" improvement efforts and impacting these candidates' future success.

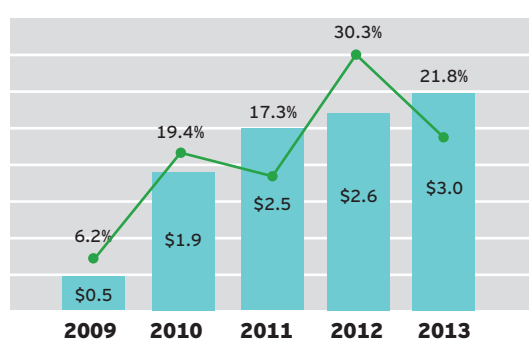
### Legal - SDG&E

2009 to 2013 (\$Millions and %)



### Legal without "Firestorm"- SDG&E

2009 to 2013 (\$Millions and %)



2013 SDG&E Legal Spend: Diverse Attorney Work Within Majority Legal Firms		Total
Minority Men	Asian Pacific	\$142,666
	Black	\$231,919
	Hispanic	\$977,224
	Native American	\$0
	Multi-Ethnic	\$0
	<b>Total Minority Men</b>	<b>\$1,351,809</b>
Minority Women	Asian Pacific	\$187,673
	Black	\$139,152
	Hispanic	\$44,244
	Native American	\$0
	Multi-Ethnic	\$0
	<b>Total Minority Women</b>	<b>\$371,069</b>
Total Minority Business Enterprise (MBE)		\$1,722,878
Non Minority Women (WBE)		\$7,536,639
Non Minority Men		\$19,244,763
Service-Disabled Veteran Business Enterprise (SDVBE)		\$0
<b>Grand Total: All Minority/Non-Minority</b>		<b>\$28,504,280</b>

\*\*Note: Figures are estimated

\*\*Firestorm total spend for attorneys is \$16,607,466 for 2013

2013 SDG&E Legal Spend: Diverse Paralegal Work Within Majority Legal Firms		Total
Minority Men	Asian Pacific	\$286,682
	Black	\$108,009
	Hispanic	\$323,215
	Native American	\$0
	Multi-Ethnic	\$1,264
	<b>Total Minority Men</b>	<b>\$719,170</b>
Minority Women	Asian Pacific	\$449,138
	Black	\$0
	Hispanic	\$19,085
	Native American	\$0
	Multi-Ethnic	\$0
	<b>Total Minority Women</b>	<b>\$468,223</b>
Total Minority Business Enterprise (MBE)		\$1,187,393
Non Minority Women (WBE)		\$149,859
Non Minority Men		\$391,163
Service-Disabled Veteran Business Enterprise (SDVBE)		\$0
<b>Grand Total: All Minority/Non-Minority</b>		<b>\$1,728,415</b>

\*\*Note: Figures are estimated

\*\*Firestorm total spend for paralegals is \$1,699,526 for 2013

## 9.1.9 RETENTION OF ALL DOCUMENTS/DATA

SDG&E will preserve all documents and data related to its DBE annual report for (a) three years or (b) the timeframe that is in compliance with SDG&E's internal document

retention policy, whichever comes later. SDG&E will provide these document and data to the Commission upon request.

## 9.1.10 SUMMARY OF PURCHASES IN PRODUCT AND SERVICE IN ADDITIONAL CATEGORIES

Per the General Order 156 OIR, this section is to report the summary of purchases in product and service categories that include renewable and non-renewable energy, wireless communications, broadband, smart grid and rail projects, in addition to their current reporting categories.

We continue to utilize innovation to include DBEs in renewable energy projects and also identified three gas lines in San Diego that will generate additional opportunities for DBEs as part of our Pipeline Safety Enhancement Program.

## 10.1.1 GOALS

SDG&E continues to set ambitious DBE spending goals, committing to 40 percent targeted DBE spending in 2014. In order to achieve this goal, we will continue our long-term strategy of developing and expanding our base of DBE suppliers in our core gas and electric operations and construction areas, while augmenting the DBE spending with new initiatives and emerging areas. SDG&E will focus on the ownership and action plan that bring it “back to the basics” including a grass-roots campaign to educate and train employees on the importance of DBE, training opportunities for Community Based Organizations to develop and support their members, and customized Technical Assistance training programs to help DBE suppliers grow their business.

**Engaging Employees** - emphasizing the importance of DBE suppliers through our Executive Speaking programs, town hall meetings, and Lunch and Learn events will provide more opportunities to educate the company on the value of DBE inclusion. With the success experienced in 2013 by a small group of DBE Champions, SDG&E will start to develop the next level of DBE representatives by expanding training and education to more employees through the development of a team of DBE Ambassadors.

**Leveraging Outside Agencies and Expertise** - utilizing our community-based organizations will help augment our DBE recruiting efforts and spending in lower performing areas such as African-American, Asian-American, Native American and service-disabled veteran diversity spend, helping us to expand our “diversity within diversity.” We will continue to partner with outside agencies to coordinate pre-proposal meetings with DBEs to discuss our DBE contracting plans and incorporate their feedback. We will conduct DBE outreach events with these organizations to identify and gain knowledge of DBE firms that can be utilized to perform work on our projects.

**Technical Assistance** - we will continue to enhance our technical assistance programs by providing participants with the information, relationships and coaching necessary to grow their business. SDG&E continues to provide technical assistance in a variety of areas including software training, quality insurance plans, business plan practices, workforce utilization, safety plans and invoicing. Additionally, SDG&E will explore partnering with Unions to offer technical assistance programs for DBEs.



*“In 2014 we will continue to cultivate the competitive suppliers that reflect the fabric of the community and customer base we serve. When we achieve this, the economic and social needs of our community and customers are better understood and represented in the everyday provision of our critical utility services.”*

– **Michael Schneider**, Vice President, Operations Support, SDG&E

**Supplier Relationship Management**

**Program** - SDG&E is enhancing the Supplier Relationship Management Program to include more than 300 suppliers. The intent of the program is to build stronger relationships with suppliers, identify opportunities for increased DBE participation and supply chain sustainability. The Supply Chain department will be meeting with suppliers at least annually to review their current participation in the DBE and sustainability programs, set goals and develop a plan to achieve and maintain results.

**Aligning DBEs with Key Capital Projects**

- following the success of capital projects and strategic initiatives such as Smart Grid, Op-Ex and ECO, sourcing plans for future capital projects will specifically identify high potential areas for DBE opportunities.

**Incorporating Smart Grid** - our 2013 results have yielded some early success in this area and we will look for opportunities to expand DBE participation by having teams responsible for DBE integration in each of the six strategic areas of the Smart Grid Deployment Plan. SDG&E worked with a leading intervener group to mutually establish a goal of 15 percent, which SDG&E exceeded by 9 percent. Additionally, we will continue to maintain a number of small DBE pilot initiatives to determine feasibility and scalability of DBE suppliers.

**Reporting and Communication** - we will continue to improve DBE reporting and communication tools for internal clients to better monitor and manage their DBE performance and instill greater accountability, including interfacing with a new tool that will streamline reporting by expediting real-time DBE results.



**Office Services sustainability recognition:** Frank Costa; Tom Harris, Ricoh Operations Manager for Sempra, and Chris Sheerin, Office Services.

*“Office Services is committed to serving internal clients company-wide by engaging and contracting with a diverse supplier base that shares our vision to meet and exceed client expectations,” explains Frank Costa, Portfolio Manager - Support Services South for SDG&E. “The Office Services Supplier Trade Shows allows employees to personally meet key suppliers that may impact their daily work life.”*



## WMDVBE Annual Short-, Mid-, and Long-Term Goals by Product and Service Categories By Percentage of Spend

The SDG&E supplier diversity goal is to exceed the requirements of General Order 156, with the short-, mid-, and long-term goals. Since the makeup of our diverse suppliers is ever changing, we have not established specific goals within each sub-category.

### PRODUCTS

Short-Term (2014)					Mid-Term (2016)					Long-Term (2018)				
Minority		Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Service-Disabled Veteran Business Enterprise (SDVBE)	Minority		Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Service-Disabled Veteran Business Enterprise (SDVBE)	Minority		Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Service-Disabled Veteran Business Enterprise (SDVBE)
Men	Women				Men	Women				Men	Women			
13	2	15	5	1.5	13	2	15	5	1.5	13	2	15	5	1.5

### SERVICES

Short-Term (2014)					Mid-Term (2016)					Long-Term (2018)				
Minority		Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Service-Disabled Veteran Business Enterprise (SDVBE)	Minority		Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Service-Disabled Veteran Business Enterprise (SDVBE)	Minority		Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Service-Disabled Veteran Business Enterprise (SDVBE)
Men	Women				Men	Women				Men	Women			
13	2	15	5	1.5	13	2	15	5	1.5	13	2	15	5	1.5

### PRODUCTS AND SERVICES TOTAL

Short-Term (2014)					Mid-Term (2016)					Long-Term (2018)				
13	2	15	5	1.5	13	2	15	5	1.5	13	2	15	5	1.5
<b>21.5</b>					<b>21.5</b>					<b>21.5</b>				

Short-Term	Mid-Term	Long-Term
36%	36%	36%

## 10.1.2 DESCRIPTIONS OF WMDVBE PROGRAM ACTIVITIES


### Internal

SDG&E will review and augment the internal activities detailed in section 9.1.1 of this report to build upon the success of our record-breaking year, especially focusing on the expansion of the DBE Champions program after its inaugural success. We also plan to outline comprehensive DBE percentage targets for each portfolio,

project and department. Finally, we will continue to improve DBE reporting and communication tools to better monitor and manage DBE performance.

### External

SDG&E will continue to build upon the successful external strategies described in section 9.1.1 of this report. Because the SCORE program was so successful at



bringing in new DBEs, we will continue to offer additional opportunities to small suppliers under our SCORE program. The success of the SDG&E and SoCalGas Supplier Diversity Institute and other technical assistance efforts will continue in 2014 through the efforts of our staff and community partners.

Finally, Smart Grid planning and implementation will be an ongoing business focus for SDG&E in 2014. SDG&E will continue to focus our DBE efforts to involve DBEs in these opportunities. SDG&E plans to organize Smart Grid-specific networking and technical assistance events to maximize DBE opportunities.

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### **10.1.3 PLANS FOR RECRUITING WMDVBE SUPPLIERS WHERE WMDVBE UTILIZATION HAS BEEN LOW**

We plan to focus on identifying opportunities within core business and capital projects for DBE participation. We will also create stronger partnerships with our community-based organizations to help expand in underrepresented areas.

In legal and financial services, we plan to continue our outreach and mentoring activities with the goal of engaging our legal and financial teams early in the process to promote inclusion.

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### **10.1.4 PLANS FOR RECRUITING WMDVBE SUPPLIERS IN ANY EXCLUDED CATEGORY**

SDG&E has eliminated all excludable items in compliance with the modifications made to General Order 156.

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### **10.1.5 SUBCONTRACTING ACTIVITIES**

Expanding on our past success in having prime suppliers engage DBE subcontractors, we will continue to enhance activities outlined in section 9.1.5 of this report. We will continue to improve upon processes for tracking and comparing subcontracting commitments to actual prime supplier subcontracting spend.

SDG&E will assign a DBE resource to every major prime contractor with a subcontracting commitment. These efforts will enable the DBE team to better manage the prime suppliers' performance and identify opportunities for continuous improvements.

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### **10.1.6 PROGRAM COMPLIANCE**

SDG&E will continue its efforts to meet or exceed all requirements established by General Order 156.

## Message from Jim Avery, SDG&E Senior Vice President, Power Supply

Congratulations once again for a great team effort! I am extremely proud to report that San Diego Gas and Electric (SDG&E) procured 30.8 percent of all power utilizing Diverse Business Enterprises (DBEs), approximately a 50 percent improvement from 2012 and far exceeding the 21.5 percent goal set by the California Public Utility Commission (CPUC) in both electric and fuel procurement.

The resulting achievement corresponds to \$146 million procured utilizing DBEs. In keeping with our strong track record in natural gas procurement, 47.3 percent was sourced from diverse businesses.

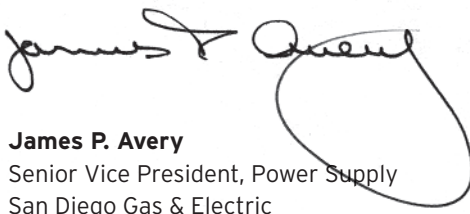
In only the second year of reporting electric procurement, SDG&E was able to increase our spending with DBEs to more than \$4 million.

This achievement was possible thanks to the hard work and efforts of our SDG&E power procurement team, as well as many others. Building on the success from the SDG&E Power Suppliers Advisory Panel (PSAP), in 2013 SDG&E joined efforts with Pacific Gas & Electric (PG&E) and Southern California Edison (SCE) to develop a Supplier Diversity Roundtable (SDR). The SDR developed and published a comprehensive road map provided to the CPUC with recommendations on how DBEs could participate in the multi-million-dollar development of

large-scale power plants. As a result, the CPUC is allowing electric utilities to report subcontracting spend during the pre-development phase. Another significant accomplishment included the Strategic Joint Utilities Power Procurement DBE Subcontracting Matchmaking Event. Because of this event, SDG&E was able to identify several new DBEs, resulting in \$29 million in pre-development DBE subcontracting spend.

Due to the complexity of the electric and fuel commodities, providing extensive training and mentoring to DBE suppliers is critical. In 2013, SDG&E expanded its technical assistance programs that helped enable 14 new DBEs to compete in electric procurement, which produced five new short-term transactions in 2013.

SDG&E will continue to be at the forefront in working with DBEs in the dynamic power procurement area by leveraging technology, cultivating an environment of innovation and mentoring DBEs through technical assistance programs. Through SDG&E's teamwork and collaboration, DBEs will continue to be integral partners of tomorrow's solutions.

  
**James P. Avery**  
Senior Vice President, Power Supply  
San Diego Gas & Electric



*“DBEs will continue to be integral partners of tomorrow’s solutions.”*



## Valuing diversity yields record results

SDG&E posted another banner year in electric and fuel procurement activities for 2013, with a total of \$146 million in DBE spending. This translates to a combined 30.8 percent of electric and gas purchases, well above the California Public Utility Commission (CPUC) goal of 21.5 percent. A concerted effort throughout the Electric and Fuel Procurement organization embraced supplier diversity as part of their culture and focused on ensuring high DBE participation.

Through mentoring and utilizing best practices, SDG&E was successful at enabling 14 new DBEs to participate in electric and fuel procurement, which produced five new short-term contracts in 2013. The total DBE spend in electric and fuel procurement increased to \$146 million, or 30.8 percent.

SDG&E's technical assistance, mentoring program and capacity building are some of the key reasons for this success.

In DBE fuel procurement, SDG&E continues to excel, purchasing \$142 million, or more than 47.3 percent of natural gas with DBE suppliers in 2013. This is highest percentage in this category in SDG&E's history.

The catalyst for this record-breaking year came from the success of the SDG&E Power Suppliers Advisory Panel (PSAP), which helped establish a collaborative environment to address the challenges faced by many in the DBE community. The spirit of the PSAP expanded to the newly formed Supplier Diversity Roundtable (SDR), a statewide joint effort designed to increase opportunities for DBEs. The SDR successfully identified innovative ways



*"Working with diverse-owned businesses has been a rich and rewarding experience. It's particularly gratifying to see DBEs develop in this exciting commodity and have them support SDG&E in achieving its procurement goals. To me that's the essence of the program."*

– **Dan Baerman**, Director of Origination and Portfolio Design, SDG&E

# \$146,000,000 → 30.8%

Worth of electric and fuel procurement with DBE suppliers in 2013

DBE spend in energy products

DBEs could participate in the development of large-scale power plants and submitted a road map to the CPUC detailing these findings.

Another significant accomplishment included organizing a strategic Joint Utilities Power Procurement DBE Subcontracting Matchmaking Event. Through this event, SDG&E was able to identify several new DBEs, resulting in \$29 million in pre-development DBE subcontracting spend, including an agreement for \$1.4 million with a DBE for work on a solar energy project.

Additional milestones in 2013 include the posting of an unprecedented Renewable Energy Credit (REC) contract with a woman-owned business, and a contract for Resource Adequacy (a CAISO capacity product), with a second woman-owned business, which will go into effect in 2014.

Thanks to the passion, commitment and creativity of the entire team, 2013 was a year of many notable achievements. SDG&E is committed to building on the momentum gained in all areas of power procurement to both achieve our company goals and also to contribute to the statewide leadership of this expanding market for DBE inclusion.



**Proud to be No. 1:** The SDG&E Diversity Champions Teaming Award Winners from the power procurement team celebrate their win for outstanding accomplishments including completing the first electric procurement wholesale transaction. Pictured from left to right: Scott Lewis, Matt Burkhart, Daniel Baerman, Sue Garcia, Steve Read, Brad Mantz, Rodney Winter, and Steve Taylor.

## 9.1.1 DESCRIPTION OF WMDVBE PROGRAM ACTIVITIES

### Internal Activities

SDG&E's Supplier Diversity team has forged strong ties with internal power procurement teams. In late 2012, the team worked together to create a system and environment in which DBE electric procurement could become a reality in 2013. Due to this groundwork and research efforts, the team was able to implement new processes and promote comprehensive mentoring programs with DBE suppliers.

### Executive and Team DBE Commitment

The Electric Procurement and Supplier Diversity Teams worked side-by-side to accomplish the 2013 goal of enabling DBEs for wholesale transactions and striving to exceed 21.5 percent DBE participation. The year kicked off with a strategic brainstorming meeting of our internal stakeholders. The group met on a bi-weekly basis to identify opportunities, challenges and recommend solutions on how to include DBEs in this area.

The Sr. Vice President of Power Supply and the Vice President of Electric and Fuel Procurement support the DBE program and

monitor DBE participation in their area. One of the initiatives included encouraging greater DBE participation in all sourcing and bid opportunities in 2013. Internal "Supplier Diversity Champion Team members" were identified to help the team exceed the 21.5 percent target.

In the first quarter of the year, SDG&E's Vice President of Electric and Fuel Procurement was the guest speaker at San Diego State University's Veteran's Sustainability Event to provide awareness for veterans interested in careers within the green energy sector and identify new evolving trends within the energy industry. More than 180 veterans attended the event, which resulted in new business opportunities in procurement.

Inspired by the commitment demonstrated by the executive leadership team, SDG&E has embraced diversity at all levels within the power commodity. As an example, information on DBE participation is requested as part of Renewable Auction Mechanism (RAM) RFPs and the Renewable Portfolio Standards (RPS) Request For Offers (RFO).

### Helping DBEs Succeed



*"It has been exciting to mentor and work with our DBEs, watching them gain expertise and become partners not only with us, but with other industry participants as well. For myself, it has been very rewarding to see them become involved in every aspect of our energy procurement and subcontracting spend opportunities. I look forward to my continued involvement working with DBEs as we continue to grow this sector of our business."*

**- Brad Mantz**, Energy Contract Originator, SDG&E

## External Activities - Electric and Gas Procurement

### Leadership

SDG&E leadership and decision makers are fully supportive in utilizing DBEs for Power Purchase Agreements (PPA). Two of the main stakeholders of PSAP and SDR included the Director of Origination and Portfolio Design and the Manager of Energy Supply and Dispatch. They were instrumental in leading the PSAP and SDR panels and encourage the team to incorporate DBEs in long-term PPAs and short-term wholesale transactions.

### Mentoring

Mentoring efforts remain a key focus to ensure DBEs are successful in this marketplace. One of the most notable achievements in 2013 was the development of a training module to help DBEs fast track their entry into power and fuel procurement. This training module includes:

- ▶ One-on-one training with the DBE program manager
- ▶ SDG&E overview of the electric and fuel commodity with contract originator
- ▶ Checklist for requirements including credit, registration and certification requirements and list of potential suppliers

The Electric and Fuel Procurement department has dedicated an internal DBE champion, two managers and an Energy Contract Originator to support the Supplier Diversity team in this effort to share industry experience. The resulting hands-on mentoring style helped focus our outreach and coaching efforts to prepare and enable many new DBEs for their entry into the electric procurement process. The team and our extended champions have coached more than 60 DBEs through the Feed-In-Tariff (FIT), RAM and RPS participation process, in addition to working with banks and wholesale suppliers through the Funds Transfer Agent Agreement (FTAA) process.

## Profiles in Success: Susterra Energy

After an accomplished 13-year career in the energy marketing industry, Christopher Holeman decided to leverage his professional expertise by founding Susterra Energy in January 2012. Having worked with SDG&E previously, Christopher knew what was important to SDG&E and used his experience and expertise to deliver on the goal of providing cost-competitive natural gas and electricity.

“SDG&E has been the ‘spark’ that has enabled Susterra Energy’s natural gas and electricity marketing efforts to take off,” explains Christopher Holeman, Managing Partner of Susterra Energy. “Having had a history with SDG&E prior to the formation of Susterra, we knew of their unparalleled commitment to supplier diversity. It was an easy decision to make SDG&E our first call, and subsequently, our first customer. We look forward to expanding our business relationship.”



*Christopher Holeman, founder of Susterra Energy*



**External Activities -  
Electric Procurement**

SDG&E went to great lengths to reach out to community-based organizations and work closely with the CPUC to identify new DBEs that could participate in this market. In fact, this year SDG&E joined forces with PG&E and SCE to organize the SDR and concluded the PSAP, which helped spearhead efforts for DBEs in the power procurement commodity.

As a result of this external participation, SDG&E, along with PG&E, community-based organizations and the CPUC participated on a panel at the California Hispanic Chamber of Commerce, titled "Unlocking the Keys to Procurement" (pictured) sharing best practices and tips for helping DBE suppliers prepare for procurement opportunities. These types of activities have created success in the area of procurement and have made a positive impact for diverse businesses in California.

**Outreach Events**

**SDG&E's DBE Power Suppliers  
Advisory Panel (PSAP)**

One of the key strategies over the last few years utilized to promote more business

opportunities in California power markets and regulatory processes was the Power Suppliers Advisory Panel, which concluded efforts in 2013. The PSAP achieved success in identifying solutions that promoted the entry of eligible DBEs into the electric procurement market and supported their development. The PSAP members met quarterly during the year to listen and learn from members to determine obstacles to entering the market and come up with innovative solutions. The panel provided invaluable expertise and collaboration, and is credited with providing much of the success for DBEs inclusion into the California electric procurement market.

**Statewide Supplier Diversity  
Roundtable (SDR)**

As the SDG&E Power Suppliers Advisory Panel concluded its journey, a new vision was created involving all key stakeholders - the Supplier Diversity Roundtable. The purpose of the SDR was to encourage collaboration with all the regulated California electric utilities and identify ways to accelerate the market in DBE power and fuel procurement. More than 40 participants across the nation gathered to finalize a road map that was submitted to the CPUC based on recommendations from





**PSAP finale:** left to right Dan Baerman SDG&E; Patricia Eckert, Eckert & Associates; Erica Beal, SDG&E; Dr. Barrett Hatches, BKB; Lana Radchenko, SDG&E; Sydney Furbush, Jr., SDG&E; Sue Garcia, SDG&E.

the working teams covering subcontracting, large-scale utility contracts, wholesale, and credit.

Experts from SDG&E met with SCE, PG&E, CPUC, developers, and DBEs to present their subcommittee findings related to growing DBE participation in: 1) Subcontracting during the PPA development, 2) Resource Adequacy (a CAISO capacity product), 3) Wholesale electricity and natural gas markets.

The SDR determined opportunities for subcontracting in the state are in the billions of dollars in the next few years, providing a significant opportunity for DBEs to participate.

### **Joint Utility Power Procurement Matchmaking**

In the last quarter of 2013, PG&E, SCE and SDG&E joined forces and hosted a first-ever Joint Utilities Power Procurement DBE Subcontracting Matchmaking Event in San Francisco. More than 30 electric project developers within California and 40 DBEs participated in one-on-one matchmaking sessions to discuss business opportunities

for DBEs. Potential contract opportunities ranged from site selection, permitting, construction to operations and maintenance of electric plants. CPUC President, Michael Peevey and CPUC Commissioner Catherine Sandoval were in attendance and expressed the importance and value of DBE job creation in California. This event exemplified a successful collaboration among regulated California electric utilities.

### **2013 DBE RAM Pre-Bidder's Workshops**

SDG&E held two events to introduce the requirements of the Renewable Action Mechanism (RAM) RFP to potential DBE bidders. RAM is a simplified, market-based procurement mechanism for renewable distributed generation projects up to 20 MW on the system-side of the meter. The events included presentations on resource eligibility, project capacity, location/site control, interconnection, deliverability studies, Power Purchase Agreement (PPA) terms and evaluation criteria. More than 20 diverse suppliers attend the pre-bidders workshop with hopes of competing or partnering with developers.

## 9.1.2 SUMMARY OF PURCHASES AND/OR CONTRACTS

In 2013, SDG&E achieved success in both natural gas and electric procurement. For more than two decades, SDG&E has provided opportunities to natural gas suppliers. In 2013 alone we purchased \$142 million, or 47.3 percent of natural gas with DBEs as fuel for electric generation. Our affiliated utility, Southern California Gas Company, procures all the natural gas for our core customers.

### **New DBE Spend for Subcontracting in the Pre-Commercial Operation Date (COD)**

Electric power procurement became a new area of reporting for DBE participation and SDG&E is proud to have achieved \$29 million in pre-development and construction spending in 2013. SDG&E created an internal goal to increase DBE participation in the

electric procurement commodity during the development phase, and our team set out to:

- ▶ Identify areas for DBE inclusion
- ▶ Introduce and connect DBEs to Engineering and Procurement Contractors (EPC) for potential opportunities
- ▶ Encourage EPCs to work closely with DBEs to provide mentoring
- ▶ Promote DBE subcontracting with prime contractors

SDG&E identified opportunities for subcontracting in areas such as Facility Construction & Maintenance, Financial Gas Construction & Operations,



*Suyen Pell, CEO of Anahau Energy*

### **Profiles in Success:**

#### **Anahau Energy**

Suyen Pell has been a long time natural gas supplier to SDG&E and our sister company, SoCalGas. Anahau Energy is also a proud member of the SDG&E PSAP and SDR. Building on the experience from providing natural gas, Anahau recently entered the power procurement market by selling Resource Adequacy (a CAISO capacity product) to SDG&E.

“SDG&E has continually displayed the strongest commitment to creating diversity in their supply portfolios,” says Suyen Encarnacion-Pell, CEO, Anahau Energy. “It’s clearly part of the culture at SDG&E, and that translates to barrier-breaking transactions, mutually good business practices, and proven leadership in procurement achievement. Anahau Energy is appreciative of this commitment and congratulates SDG&E on another great year.”



IT/Telecom, Legal, Logistics, Renewable Energy Solutions, Smart Grid Deployment Services, Advertising & Media Services, Air/Ground Transportation, Consulting Services, Electric Construction & Operations, Energy Efficiency, Electric/Civil Engineering and Environmental Services.

In addition to spending \$29 million with DBEs in this area, SDG&E achieved a number of firsts in this marketplace. Significant milestones included:

- ▶ Added an additional 14 new DBE suppliers to transact wholesale power with SDG&E
- ▶ Closed transactions with two new DBE firms, which is a first for SDG&E

- ▶ Increased our purchases of DBE wholesale power from \$1 million in 2012 to \$4 million in 2013
- ▶ Increased our purchases of DBE natural gas from 35.5 percent in 2012 to 47.3 percent in 2013
- ▶ Recorded \$1 million in subcontracting spend for contracts post commercial operating date
- ▶ Qualified DBEs that participate in all of our wholesale procurement and RFO opportunities
- ▶ Joined efforts with PG&E and SCE to form the Supplier Diversity Roundtable in 2013

## Profiles in Success: Diversified Energy Supply

SDG&E congratulates Diversified Energy Supply for being awarded the prestigious New Horizons Award from the San Diego Regional Minority Supplier Development Council for their effort in participating on the SDR, as well as continuing to bring innovation to new areas of energy procurement.

"We are honored to have been nominated by SDG&E and ultimately awarded the New Horizons Award by the San Diego Regional Minority Supplier Development Council," said Fernando de Aguero, CEO of Diversified Energy Supply. "Without SDG&E's culture of inclusion and applying that to its suppliers and working with SDG&E team members we may not have had opportunities that could lead to ratepayer savings."



**New Horizons Award winners:** left to right Brad Mantz, SDG&E; Erica Beal, SDG&E; Fernando de Aguero, DES and Allison de Aguero share in the celebration for the New Horizons Award from the San Diego Regional Minority Supplier Development Council.



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### 9.1.3 PROGRAM EXPENSES

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Program expenses are included in section 9.1.3 in the 2013 Diverse Business Enterprises Product and Services Section.

### 9.1.4 GOAL PROGRESS

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SDG&E is pleased to report 2013 was a year of continued success in Power Procurement with 30.8 percent DBE spend in energy products. Our company strives to be a leader among California's investor-owned

utilities in procuring natural gas from diverse businesses for our electric generation plants with \$142 million or 47.3 percent of all natural gas purchases.

### 9.1.5 SUBCONTRACTORS

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SDG&E has identified significant opportunities for DBE participation for subcontracting spend in electric power plant development. Having developers participate on the PSAP and SDR was critical in helping SDG&E incorporate

subcontracting goals for existing and future PPAs during the development stage. With the efforts of the PSAP and the SDR, SDG&E is proud to report \$29 million was spent with DBEs during pre-commercial development and construction phases.



*"Our renewable developers really stepped up to identify DBE subcontracting opportunities. Although not a requirement under their pre-existing long-term PPAs, developers identified more than \$29 million in spend with DBEs, which illustrates that DBEs are significant contributors in the market place."*

**- Steve Taylor**, Generation and Supply Manager, SDG&E

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## **9.1.6 COMPLAINTS**

There were no formal complaints filed in 2013.

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## **9.1.7 SUMMARY OF PURCHASES/CONTRACTS FOR PRODUCTS/SERVICES IN EXCLUDED CATEGORIES**

For gas procurement, SDG&E no longer reduces the procurement base with Canadian and offshore volumes per the CPUC's decision to end excludable categories.

For electric procurement, purchases excluded from reporting are: physical or financial purchase transactions with the California Independent System Operator (CAISO), other IOUs, utilities, Federal entities, State entities, Municipalities and cooperatives.

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## **9.1.8 DIVERSE SUPPLIERS IN UNDERUTILIZED AREAS**

The electric commodity market is an underutilized area for DBE participation, but through SDG&E's efforts outlined in 9.1.1

to inform and educate DBEs about potential opportunities, the number of suppliers is on the increase.

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## **9.1.9 RETENTION OF ALL DOCUMENTS/DATA**

SDG&E will comply with all regulations.

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## **9.1.10 PARTICIPATION RESULTS BY FUEL CATEGORY**

Please see chart in section 9.1.2 for the summary of results by fuel category.

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### **9.1.10.B MARKET CONDITIONS AND OUTREACH**

SDG&E has an obligation to procure least-cost, best fit electricity from suppliers. Suppliers must also meet SDG&E's credit requirements to manage risk exposure. Some DBEs have limited access to credit and supplies and have difficulties competing with large electric generators with backing by investment or commercial banks, which have the capital to back the contracts and hold positions in the market. As such, SDG&E has worked with individual DBEs on credit requirements in order to foster their participation in the electricity market.

To meet this challenge, SDG&E and other utility buyers make use of the Funds Transfer Agent Agreement (FTAA), a specialized credit instrument to assist small DBEs. This tool has had a history of success for DBEs trading in the gas market and will continue to be utilized in our ongoing education and outreach efforts.

**10.1.1 GOALS**

Category	2014-2017 Goals
Minority Owned (MBE)	15.0%
Women Owned (WBE)	5.0%
Service-Disabled Veteran (SDVBE)	1.5%
Total	21.5%

**10.1.2 DESCRIPTION OF WMDVBE PROGRAM ACTIVITIES**

In 2014, SDG&E plans to continue the successful activities for including DBEs in gas procurement and in the electric commodity market as outlined in 9.1.1.

**New Areas of Focus for 2014** - SDG&E is exploring new ways to include DBEs in the lifecycle of electric power procurement, in addition to transacting with DBEs as commodity brokers.

One area of focus includes tracking the DBE subcontracting on our existing PPAs with conventional renewable energy projects. This will provide opportunities for DBEs in

our core construction areas to add value to these electric generation projects. We will continue to track DBE subcontracting spend from our counter parties. Additionally, we plan to host workshops and networking events to communicate this opportunity to DBEs and project developers.

We are also initiating discussions with renewable energy project developers that would open the doors to invite DBE firms to participate as qualifying equity owners for renewable energy projects, through joint ventures and teaming agreements.

**10.1.3 RECRUITMENT PLANS FOR SUPPLIERS IN UNDERUTILIZED AREAS**

Refer to sections 9.1.10B and 10.1.2 of this report for analysis and corresponding planned activities to recruit suppliers in all of the areas considered underutilized.

**10.1.4 PLANS FOR RECRUITING WMDVBE SUPPLIERS IN ANY EXCLUDED CATEGORY**

Due to the nature of the excluded categories mentioned in 9.1.7, SDG&E will not plan any specific activities for these excluded categories.

**10.1.5 SUBCONTRACTING ACTIVITIES**

SDG&E will work together with other market participants to help expand the interpretation of General Order 156 for electric procurement such that all related costs will become opportunities for DBEs. SDG&E will work closely with the other utilities and the

CPUC to incorporate DBEs prior to the COD of a project as this represents significant opportunities with fewer barriers to entry. SDG&E will work with developers and their EPC contractors to utilize DBEs in the development phase of a project.

**10.1.6 PROGRAM COMPLIANCE**

SDG&E will continue its efforts to meet or exceed all requirements established by General Order 156.

### ORGANIZATIONS & EVENTS

#### Asian Business Association San Diego (ABA)

- Annual Lunar New Year Celebration
- Orange County's 2013 Procurement & Export/Import Opportunities Conference
- Rice Club Luncheons

#### Asian Business Association Orange County (ABA-OC)

- 18th Annual Recognition and achievement Awards Gala, celebrating 22 years

#### American Indian Chamber of Commerce, California (AICC)

- Annual Scholarship & Awards Luncheon
- Annual Native American Heritage Luncheon
- Annual Conference Business Expo

#### Black Business Association (BBA)

- 39th Awards Dinner
- Salute to Black Women Business Conference & Awards Luncheon
- Procurement Exchange Summit

#### Black Chamber of Orange County

- 22nd Annual banquet

#### Cal Asian Chamber of Commerce

- California Asian Business Summit

#### California DVBE Alliance (CADVBE)

- Keeping the Promise Business Expo
- Salute to Veteran's Day Breakfast

#### California Black Chamber of Commerce (CBCC)

- Foundation Youth Scholarship

#### California Hispanic Chamber of Commerce (CAHCC) - SD

- Networking mixers
- 2012 Iluminada Luncheon Gala, San Diego Chapter

#### Central San Diego Black Chamber (CSDBCC)

- Secrets to My Success
- Utilities Mixer

#### Edison Electric Institute (EEI)

- 30th Annual Supplier Diversity Conference

#### Elite Service Disabled Veteran Owned Business (SDVOB)

- San Diego Chapter, Business Matchmaking & Dinner Fundraiser
- 10th Annual National Convention of Service Disabled Veteran & Small Businesses
- Military Expo, San Diego
- LA Elite SDVOB One Day Workshop and Matchmaking conference

#### Greater LA African American Chamber of Commerce (GLAAACC)

- Annual Awards Luncheon

#### Greenlining

- Annual Economic Summit
- Greenlining Annual Report Card

#### National Association of Women Business Owners-SD (NAWBO-SD)

- NAWBO-SD Bravo Awards
- Networking Conference

#### National Association of Women Business Owners-LA (NAWBO-LA)

- NAWBO Awards Luncheon

#### National Minority Supplier Development Council (NMSDC)

- Council Conference and Business Opportunity Fair

#### National Council of Minorities in Energy

- Accelerate Successful Capital

#### Southern California Minority Business Development Council (SCMBDC)

- Minority Business Opportunity Day

#### San Diego Regional Minority Supplier Development Council (SDRMSDC)

- 3rd Annual Supplier Diversity Business Opportunity Conference Mid-Week
- VIP Reception, Awards Ceremony & Benefit Concert

#### Women's Business Enterprise National Council (WBENC)

- National Conference

#### Women's Business Enterprise Council (WBEC-WEST)

- National Conference & Business Fair
- Workshops/conference
- Secrets to Growing a Successful Business



## 2013 SDG&amp;E DBE ANNUAL RESULTS - BY ETHNICITY

		Direct \$	Sub \$	Total \$	%
<b>Minority Men</b>	African American	10,960,176	8,523,332	19,483,508	1.93%
	Asian Pacific American	10,758,347	20,276,376	31,034,723	3.07%
	Hispanic American	86,856,068	45,770,545	132,626,613	13.13%
	Native American	7,026,419	619,471	7,645,890	0.76%
	Other	-	-	-	0.00%
	<b>Total Minority Men</b>	<b>115,601,011</b>	<b>75,189,723</b>	<b>190,790,734</b>	<b>18.88%</b>
<b>Minority Women</b>	African American	8,486,534	8,826,054	17,312,588	1.71%
	Asian Pacific American	14,000,082	7,956,776	21,956,858	2.17%
	Hispanic American	12,524,438	52,586,776	65,111,214	6.44%
	Native American	13,550,638	997,750	14,548,388	1.44%
	Other	279,791	1,354,656	1,634,447	0.16%
	<b>Total Minority Women</b>	<b>48,841,483</b>	<b>71,722,012</b>	<b>120,563,495</b>	<b>11.93%</b>
<b>Total Minority Business Enterprise (MBE)</b>		<b>164,442,494</b>	<b>146,911,735</b>	<b>311,354,229</b>	<b>30.82%</b>
<b>Women Business Enterprise (WBE)</b>		<b>77,941,066</b>	<b>38,553,729</b>	<b>116,494,795</b>	<b>11.53%</b>
<b>Subtotal Women, Minority Business Enterprise (WMBE)</b>		<b>242,383,560</b>	<b>185,465,463</b>	<b>427,849,024</b>	<b>42.35%</b>
<b>Service Disabled Veteran Business Enterprise (SDVBE)</b>		<b>13,076,600</b>	<b>12,497,347</b>	<b>25,573,947</b>	<b>2.53%</b>
<b>TOTAL WMDVBE</b>		<b>255,460,160</b>	<b>197,962,810</b>	<b>453,422,970</b>	<b>44.88%</b>
<b>Total Procurement \$</b>		<b>1,010,387,745</b>			

## 2013 SDG&amp;E DBE PROCUREMENT BY PRODUCT &amp; SERVICE CATEGORIES - DIRECT

			Products \$	%	Services \$	%	Total \$	%
Minority Men	African American	Direct	4,881,060	1.39%	6,079,116	0.92%	10,960,176	1.08%
	Asian Pacific American	Direct	3,356,742	0.96%	7,401,605	1.12%	10,758,347	1.06%
	Hispanic American	Direct	43,749,409	12.47%	43,106,660	6.54%	86,856,068	8.60%
	Native American	Direct	173,188	0.05%	6,853,231	1.04%	7,026,419	0.70%
	Other	Direct	-	0.00%	-	0.00%	-	0.00%
	<b>Total Minority Men</b>	<b>Direct</b>	<b>52,160,399</b>	<b>14.87%</b>	<b>63,440,612</b>	<b>9.62%</b>	<b>115,601,011</b>	<b>11.44%</b>
Minority Women	African American	Direct	-	0.00%	8,486,534	1.29%	8,486,534	0.84%
	Asian Pacific American	Direct	9,662,086	2.75%	4,337,996	0.66%	14,000,082	1.39%
	Hispanic American	Direct	6,937,745	1.98%	5,586,694	0.85%	12,524,438	1.24%
	Native American	Direct	-	0.00%	13,550,638	2.05%	13,550,638	1.34%
	Other	Direct	-	0.00%	279,791	0.04%	279,791	0.03%
	<b>Total Minority Women</b>	<b>Direct</b>	<b>16,599,830</b>	<b>4.73%</b>	<b>32,241,653</b>	<b>4.89%</b>	<b>48,841,483</b>	<b>4.83%</b>

<b>Total Minority Business Enterprise (MBE)</b>	<b>Direct</b>	<b>68,760,229</b>	<b>19.60%</b>	<b>95,682,265</b>	<b>14.51%</b>	<b>164,442,494</b>	<b>16.28%</b>
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<b>Women Business Enterprise (WBE)</b>	<b>Direct</b>	<b>19,676,810</b>	<b>5.61%</b>	<b>58,264,256</b>	<b>8.83%</b>	<b>77,941,066</b>	<b>7.71%</b>
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<b>Subtotal Women, Minority Business Enterprise (WMBE)</b>	<b>Direct</b>	<b>88,437,039</b>	<b>25.20%</b>	<b>153,946,522</b>	<b>23.34%</b>	<b>242,383,560</b>	<b>23.99%</b>
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<b>Service Disabled Veteran Business Enterprise (SDVBE)</b>	<b>Direct</b>	<b>1,733,379</b>	<b>0.49%</b>	<b>11,343,221</b>	<b>1.72%</b>	<b>13,076,600</b>	<b>1.29%</b>
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<b>Total WMDVBE</b>	<b>Direct</b>	<b>90,170,418</b>	<b>25.70%</b>	<b>165,289,742</b>	<b>25.06%</b>	<b>255,460,160</b>	<b>25.28%</b>
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<b>Total Products Procurement \$</b>	<b>350,873,028</b>
<b>Total Services Procurement \$</b>	<b>659,514,716</b>
<b>Total Procurement \$</b>	<b>1,010,387,745</b>

2013 SDG&E DBE PROCUREMENT BY PRODUCT AND SERVICE CATEGORIES - SUBCONTRACTING

			Products \$	%	Services \$	%	Total \$	%
<b>Minority Men</b>	African American	Sub	2,412,952	0.69%	6,110,380	0.93%	8,523,332	0.84%
	Asian Pacific American	Sub	15,002,464	4.28%	5,273,912	0.80%	20,276,376	2.01%
	Hispanic American	Sub	23,235,423	6.62%	22,535,122	3.42%	45,770,545	4.53%
	Native American	Sub	327,892	0.09%	291,579	0.04%	619,471	0.06%
	Other	Sub	-	0.00%	-	0.00%	-	0.00%
	<b>Total Minority Men</b>	<b>Sub</b>	<b>40,978,730</b>	<b>11.68%</b>	<b>34,210,993</b>	<b>5.19%</b>	<b>75,189,723</b>	<b>7.44%</b>
<b>Minority Women</b>	African American	Sub	-	0.00%	8,826,054	1.34%	8,826,054	0.87%
	Asian Pacific American	Sub	96,985	0.03%	7,859,791	1.19%	7,956,776	0.79%
	Hispanic American	Sub	49,657,354	14.15%	2,929,422	0.44%	52,586,776	5.20%
	Native American	Sub	12,856	0.00%	984,894	0.15%	997,750	0.10%
	Other	Sub	-	0.00%	1,354,656	0.21%	1,354,656	0.13%
	<b>Total Minority Women</b>	<b>Sub</b>	<b>49,767,195</b>	<b>14.18%</b>	<b>21,954,817</b>	<b>3.33%</b>	<b>71,722,012</b>	<b>7.10%</b>

<b>Total Minority Business Enterprise (MBE)</b>	<b>Sub</b>	<b>90,745,924</b>	<b>25.86%</b>	<b>56,165,810</b>	<b>8.52%</b>	<b>146,911,735</b>	<b>14.54%</b>
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<b>Women Business Enterprise (WBE)</b>	<b>Sub</b>	<b>5,839,659</b>	<b>1.66%</b>	<b>32,714,070</b>	<b>4.96%</b>	<b>38,553,729</b>	<b>3.82%</b>
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<b>Subtotal Women, Minority Business Enterprise (WMBE)</b>	<b>Sub</b>	<b>96,585,584</b>	<b>27.53%</b>	<b>88,879,880</b>	<b>13.48%</b>	<b>185,465,463</b>	<b>18.36%</b>
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<b>Service Disabled Veteran Business Enterprise (SDVBE)</b>	<b>Sub</b>	<b>3,335,203</b>	<b>0.95%</b>	<b>9,162,144</b>	<b>1.39%</b>	<b>12,497,347</b>	<b>1.24%</b>
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<b>Total WMDVBE</b>	<b>Sub</b>	<b>99,920,787</b>	<b>28.48%</b>	<b>98,042,024</b>	<b>14.87%</b>	<b>197,962,810</b>	<b>19.59%</b>
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<b>Total Products Procurement \$</b>	<b>350,873,028</b>
<b>Total Services Procurement \$</b>	<b>659,514,716</b>
<b>Total Procurement \$</b>	<b>1,010,387,745</b>

## 2013 SDG&amp;E PROCUREMENT BY PRODUCT CATEGORY SUMMARY

Products	Total Expenditures	
14 - Mining & Quarrying Of Nonmetallic Minerals	\$	660,369
23 - Apparel & Oth Finished Products	\$	269,064
24 - Lumber & Wood Prods, Exc Furniture	\$	1,746,424
25 - Furniture & Fixtures	\$	2,402,340
26 - Paper & Allied Prods	\$	68,584
28 - Chemicals & Allied Prods	\$	1,139,742
29 - Petroleum Refining & Related Industries	\$	1,013,927
30 - Rubber & Misc Plastics Prods	\$	723,122
32 - Stone, Clay, Glass & Concrete Prods	\$	2,699,883
33 - Primary Metal Industries	\$	2,288,859
34 - Fabricated Metal Prods, Exc Machinery	\$	15,319,269
35 - Industrial & Commercial Machinery	\$	16,312,612
36 - Electronic & Oth Elec Equip & Components	\$	82,968,554
37 - Transportation Equipment	\$	2,389,182
38 - Measuring, Analyzing & Controlling Instruments	\$	34,989,408
39 - Misc Manufacturing Industries	\$	84,366
50 - Wholesale Trade; Durable Goods	\$	154,525,829
51 - Wholesale Trade; Nondurable Goods	\$	19,733,966
52 - Bldg Matls, Hardware, Garden Supply	\$	82,448
55 - Automotive Dlrs & Gasoline Service Stations	\$	9,275,306
57 - Home Furniture, Furnishings & Equip	\$	136,450
58 - Eating & Drinking Places	\$	1,879,193
59 - Misc Retail	\$	164,129
<b>Total Products Procurement</b>	<b>\$</b>	<b>350,873,028</b>



2013 SDG&E DBE PROCUREMENT BY PRODUCT CATEGORY DETAIL

Products	African American		Asian American		Hispanic American		Native American		Other		Total Minority		Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Women Minority Business Enterprise (WMBE)	Service Disabled Veteran Business Enterprise (SDVBE)	Total WMDVBE	Total		
	Men	Women	Men	Women	Men	Women	Men	Women	Men	Women	Men	Women								
14 - Mining & Quarrying Of Nonmetallic Minerals	538,119	-	-	-	-	-	-	-	-	-	-	-	538,119	-	538,119	-	538,119	660,369		
	81.49%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	81.49%	0.00%	81.49%	0.00%	81.49%			
23 - Apparel & Oth Finished Prods	-	-	63,191	-	-	-	-	-	-	-	-	-	63,191	74,706	137,897	-	137,897	269,064		
	0.00%	0.00%	23.49%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	23.49%	27.77%	51.25%	0.00%	51.25%				
24 - Lumber & Wood Prods, Exc Furniture	-	-	-	-	-	-	-	-	-	-	-	-	-	755,439	755,439	-	755,439	1,746,424		
	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	43.26%	43.26%	0.00%	43.26%				
25 - Furniture & Fixtures	-	-	-	-	3,143	-	-	-	-	-	-	-	3,143	-	3,143	-	3,143	2,402,340		
	0.00%	0.00%	0.00%	0.00%	0.13%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.13%	0.00%	0.13%	0.00%	0.13%				
26 - Paper & Allied Prods	-	-	-	-	-	-	-	-	-	-	-	-	-	1,636	1,636	3,817	5,453	68,584		
	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	2.39%	2.39%	5.57%	7.95%			
28 - Chemicals & Allied Prods	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1,139,742		
	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%			
29 - Petroleum Refining & Related Industries	-	-	-	-	-	-	-	-	-	-	-	-	-	506,363	506,363	231,508	737,870	1,013,927		
	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	49.94%	49.94%	22.83%	72.77%			
30 - Rubber & Misc Plastics Prods	-	-	-	-	-	-	-	-	-	-	-	-	-	13,306	13,306	42,651	55,957	723,122		
	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	1.84%	1.84%	5.90%	7.74%			
32 - Stone, Clay, Glass & Concrete Prods	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	2,699,883		
	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%			
33 - Primary Metal Industries	-	-	46,705	-	73,196	-	-	-	-	-	-	-	119,901	29,748	149,650	-	149,650	2,288,859		
	0.00%	0.00%	2.04%	0.00%	3.20%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	5.24%	1.30%	6.54%	0.00%	6.54%				
34 - Fabricated Metal Prods, Exc Machinery	-	-	2,501,809	-	1,361,260	-	326,252	-	-	-	-	-	4,189,321	346,848	4,536,169	-	4,536,169	15,319,269		
	0.00%	0.00%	16.33%	0.00%	8.89%	0.00%	2.13%	0.00%	0.00%	0.00%	0.00%	27.35%	2.26%	29.61%	0.00%	29.61%				
35 - Industrial & Commercial Machinery	4,811,725	-	-	-	269,805	870,506	-	-	-	-	-	-	5,081,530	870,506	5,952,036	926	5,952,962	16,312,612		
	29.50%	0.00%	0.00%	0.00%	1.65%	5.34%	0.00%	0.00%	0.00%	0.00%	0.00%	31.15%	5.34%	36.49%	0.01%	36.49%	36.49%			
36 - Electronic & Oth Elec Equip & Components	-	-	6,390,530	-	2,896,789	-	-	-	-	-	-	-	9,287,319	5,489,890	14,777,209	155,677	14,932,886	82,968,554		
	0.00%	0.00%	7.70%	0.00%	3.49%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	11.19%	6.62%	17.81%	0.19%	18.00%				
37 - Transportation Equip	-	-	-	-	7,293	-	173,188	-	-	-	-	-	180,481	187,747	368,228	-	368,228	2,389,182		
	0.00%	0.00%	0.00%	0.00%	0.31%	0.00%	7.25%	0.00%	0.00%	0.00%	0.00%	7.55%	7.86%	15.41%	0.00%	15.41%				
38 - Measuring, Analyzing & Controlling Instruments	-	-	4,000	-	-	-	-	-	-	-	-	-	4,000	560,825	564,825	-	564,825	34,989,408		
	0.00%	0.00%	0.01%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.01%	1.60%	1.61%	0.00%	1.61%				
39 - Misc Manufacturing Industries	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	84,366		
	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%			
50 - Wholesale Trade; Durable Goods	1,135,403	-	9,331,860	9,753,070	55,310,373	55,665,212	570	12,856	-	-	-	-	65,778,207	65,431,138	131,209,345	2,320,997	133,530,342	3,153,412	136,683,753	154,525,829
	0.73%	0.00%	6.04%	6.31%	35.79%	36.02%	0.00%	0.01%	0.00%	0.00%	0.00%	0.00%	42.57%	42.34%	84.91%	1.50%	86.41%	2.04%	88.45%	
51 - Wholesale Trade; Nondurable Goods	13,946	-	21,110	-	1,011,727	58,627	-	-	-	-	-	-	1,046,783	58,627	1,105,410	14,745,092	15,850,503	1,462,250	17,312,752	19,733,966
	0.07%	0.00%	0.11%	0.00%	5.13%	0.30%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	5.30%	0.30%	5.60%	74.72%	80.32%	7.41%	87.73%	
52 - Bldg Matls, Hardware, Garden Supply	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	82,448	
	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%		
55 - Automotive Dlrs & Gasoline Service Stations	508,189	-	-	-	6,051,246	754	1,070	-	-	-	-	-	6,560,504	754	6,561,258	418,038	6,979,296	-	6,979,296	9,275,306
	5.48%	0.00%	0.00%	0.00%	65.24%	0.01%	0.01%	0.00%	0.00%	0.00%	0.00%	0.00%	70.73%	0.01%	70.74%	4.51%	75.25%	0.00%	75.25%	
57 - Home Furniture, Furnishings & Equip	-	-	-	6,000	-	-	-	-	-	-	-	-	-	6,000	6,000	45,583	51,583	-	51,583	136,450
	0.00%	0.00%	0.00%	4.40%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	4.40%	4.40%	33.41%	37.80%	0.00%	37.80%		
58 - Eating & Drinking Places	286,630	-	-	-	-	-	-	-	-	-	-	-	286,630	-	286,630	17,649	304,279	-	304,279	1,879,193
	15.25%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	15.25%	0.00%	15.25%	0.94%	16.19%	0.00%	16.19%	
59 - Misc Retail	-	-	-	-	-	-	-	-	-	-	-	-	-	1,676	1,676	19,269	20,944	-	20,944	164,129
	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	1.02%	1.02%	11.74%	12.76%			
<b>Total Products Procurement</b>	<b>7,294,012</b>	<b>-</b>	<b>18,359,206</b>	<b>9,759,070</b>	<b>66,984,831</b>	<b>56,595,098</b>	<b>501,080</b>	<b>12,856</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>93,139,128</b>	<b>66,367,025</b>	<b>159,506,153</b>	<b>25,516,469</b>	<b>185,022,622</b>	<b>5,068,582</b>	<b>190,091,205</b>	<b>350,873,028</b>
	<b>2.08%</b>	<b>0.00%</b>	<b>5.23%</b>	<b>2.78%</b>	<b>19.09%</b>	<b>16.13%</b>	<b>0.14%</b>	<b>0.00%</b>	<b>0.00%</b>	<b>0.00%</b>	<b>0.00%</b>	<b>0.00%</b>	<b>26.54%</b>	<b>18.91%</b>	<b>45.46%</b>	<b>7.27%</b>	<b>52.73%</b>	<b>1.44%</b>	<b>54.18%</b>	

## 2013 SDG&amp;E PROCUREMENT BY SERVICE CATEGORY SUMMARY

Services	Total Expenditures	
07 - Agricultural Svcs	\$	22,940,239
13 - Oil & Gas Extraction	\$	1,116,105
15 - Bldg Const-General Contractors	\$	34,006,390
16 - Heavy Const Other Than Bldg Construction	\$	122,721,253
17 - Const-Special Trade Contractors	\$	117,556,632
27 - Printing, Publishing & Allied Industries	\$	1,239,344
42 - Motor Freight Transportation & Warehousing	\$	12,349,472
45 - Transportation By Air	\$	2,132,520
46 - Pipelines, Exc Natural Gas	\$	1,750,726
47 - Transportation Svcs	\$	1,822,875
48 - Communications	\$	510,456
49 - Electric, Gas & Sanitary Svcs	\$	574,678
60 - Depository Institutions	\$	1,425,370
61 - Nondepository Credit Institutions	\$	59,552
62 - Security & Commodity Brokers, Dlrs	\$	6,329,822
64 - Insurance Agents, Brokers & Service	\$	1,361,424
65 - Real Estate	\$	966,420
67 - Holding & Oth Investment Offices	\$	35,066
72 - Personal Svcs	\$	955,300
73 - Business Svcs	\$	126,325,065
75 - Automotive Repair, Svcs & Parking	\$	2,775,586
76 - Misc Repair Svcs	\$	1,254,293
78 - Motion Pictures	\$	24,091
80 - Health Svcs	\$	606,823
81 - Legal Svcs	\$	30,389,589
82 - Educational Svcs	\$	463,037
83 - Social Svcs	\$	597,089
87 - Engrg, Accounting, Research, Mgmt	\$	138,087,299
89 - Svcs, Not Elsewhere Classified	\$	28,328,580
99 - Nonclassifiable Establishments	\$	809,621
<b>Total Services Procurement</b>	<b>\$</b>	<b>864,925,748</b>

2013 SDG&E DBE PROCUREMENT BY SERVICE CATEGORY DETAIL

Services	African American		Asian Pacific American		Hispanic American		Native American		Other		Total Minority		Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Women Minority Business Enterprise (WMBE)	Service Disabled Veteran Business Enterprise (SDVBE)	Total WMDVBE	Total
	Men	Women	Men	Women	Men	Women	Men	Women	Men	Women	Men	Women						
07 - Agricultural Svcs	312,657	-	1,053,741	-	76,681	-	-	-	-	-	-	-	1,443,079	1,080,575	2,523,654	-	2,523,654	22,940,239
	1.36%	0.00%	4.59%	0.00%	0.33%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	6.29%	4.71%	11.00%	0.00%	11.00%	
13 - Oil & Gas Extraction	-	-	-	-	14,999	-	30,801	-	-	-	-	-	45,800	18,217	64,017	-	64,017	1,116,105
	0.00%	0.00%	0.00%	0.00%	1.34%	0.00%	2.76%	0.00%	0.00%	0.00%	0.00%	4.10%	1.63%	5.74%	0.00%	5.74%		
15 - Bldg Const-General Contractors	75,000	-	-	6,095,441	3,781,692	-	-	-	-	1,352,471	3,856,692	7,447,912	11,304,604	34,840	11,339,444	2,664,843	14,004,288	34,006,390
	0.22%	0.00%	0.00%	17.92%	11.12%	0.00%	0.00%	0.00%	3.98%	11.34%	21.90%	33.24%	0.10%	33.35%	7.84%	41.18%		
16 - Heavy Const Oth Than Bldg	397,651	-	-	-	41,511,848	-	799,653	14,124,004	-	-	42,709,152	14,124,004	56,833,155	4,773,320	61,606,476	-	61,606,476	122,721,253
	0.32%	0.00%	0.00%	0.00%	33.83%	0.00%	0.65%	11.51%	0.00%	34.80%	11.51%	46.31%	3.89%	50.20%	0.00%	50.20%		
17 - Const-Special Trade Contractors	6,144,564	144,687	4,614,013	-	8,787,672	2,296,937	920,866	-	-	-	20,467,115	2,441,624	22,908,739	32,181,850	55,090,589	10,284,140	65,374,729	117,556,632
	5.23%	0.12%	3.92%	0.00%	7.48%	1.95%	0.78%	0.00%	0.00%	0.00%	17.41%	2.08%	19.49%	27.38%	46.86%	8.75%	55.61%	
27 - Printing, Publishing & Allied Industries	-	-	92,123	-	3,900	-	-	-	-	-	96,023	-	96,023	208,673	304,696	21,304	326,000	1,239,344
	0.00%	0.00%	7.43%	0.00%	0.31%	0.00%	0.00%	0.00%	0.00%	0.00%	7.75%	0.00%	7.75%	16.84%	24.59%	1.72%	26.30%	
42 - Motor Freight Transportation & Warehousing	3,547,918	-	-	5,043	2,080,304	1,659,108	-	-	-	-	5,628,223	1,664,151	7,292,374	2,444,761	9,737,135	-	9,737,135	12,349,472
	28.73%	0.00%	0.00%	0.04%	16.85%	13.43%	0.00%	0.00%	0.00%	0.00%	45.57%	13.48%	59.05%	19.80%	78.85%	0.00%	78.85%	
45 - Transportation By Air	-	-	-	-	-	1,200,341	-	391,500	-	-	-	1,591,840	1,591,840	457,550	2,049,390	-	2,049,390	2,132,520
	0.00%	0.00%	0.00%	0.00%	0.00%	56.29%	0.00%	18.36%	0.00%	0.00%	0.00%	74.65%	74.65%	21.46%	96.10%	0.00%	96.10%	
46 - Pipelines, Exc Natural Gas	-	-	-	-	-	-	-	-	-	-	-	-	-	1,750,726	1,750,726	-	1,750,726	1,750,726
	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	100.00%	100.00%	0.00%	100.00%	
47 - Transportation Svcs	-	-	-	-	-	-	-	-	-	-	-	-	-	1,282,918	1,282,918	-	1,282,918	1,822,875
	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	70.38%	70.38%	0.00%	70.38%	
48 - Communications	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	510,456
	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
49 - Electric, Gas & Sanitary Svcs	-	-	-	-	-	-	2,297	-	-	-	2,297	-	2,297	-	2,297	-	2,297	574,678
	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.40%	0.00%	0.00%	0.00%	0.40%	0.00%	0.40%	0.00%	0.40%	0.00%	0.40%	
60 - Depository Institutions	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1,425,370
	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
61 - Nondepository Credit Institutions	59,552	-	-	-	-	-	-	-	-	-	59,552	-	59,552	-	59,552	-	59,552	59,552
	100.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	100.00%	0.00%	100.00%	0.00%	100.00%	0.00%	100.00%	
62 - Security & Commodity Brokers, Dirs	558,647	-	-	-	36,227	-	-	-	-	-	594,875	-	594,875	117,000	711,875	10,557	722,432	6,329,822
	8.83%	0.00%	0.00%	0.00%	0.57%	0.00%	0.00%	0.00%	0.00%	0.00%	9.40%	0.00%	9.40%	1.85%	11.25%	0.17%	11.41%	
64 - Insurance Agents, Brokers & Service	-	15,832	-	-	-	-	-	-	-	-	-	15,832	15,832	172,187	188,019	-	188,019	1,361,424
	0.00%	1.16%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	1.16%	1.16%	12.65%	13.81%	0.00%	13.81%		
65 - Real Estate	-	-	-	-	101,137	-	-	-	-	-	101,137	-	101,137	47,963	149,100	538,192	687,292	966,420
	0.00%	0.00%	0.00%	0.00%	10.47%	0.00%	0.00%	0.00%	0.00%	0.00%	10.47%	0.00%	10.47%	4.96%	15.43%	55.69%	71.12%	
67 - Holding & Oth Investment Offices	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	35,066
	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
72 - Personal Svcs	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	955,300
	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
73 - Business Svcs	747,280	15,154,621	2,005,951	4,097,066	4,603,920	2,108,314	541,425	20,028	-	248,489	7,898,576	21,628,518	29,527,093	17,258,376	46,785,469	3,534,854	50,320,323	126,325,065
	0.59%	12.00%	1.59%	3.24%	3.64%	1.67%	0.43%	0.02%	0.00%	0.20%	6.25%	17.12%	23.37%	13.66%	37.04%	2.80%	39.83%	
75 - Automotive Repair, Svcs & Parking	-	-	-	-	46,121	71,632	-	-	-	11,220	46,121	82,851	128,972	-	128,972	-	128,972	2,775,586
	0.00%	0.00%	0.00%	0.00%	1.66%	2.58%	0.00%	0.00%	0.00%	0.40%	1.66%	2.99%	4.65%	0.00%	4.65%	0.00%	4.65%	
76 - Misc Repair Svcs	-	-	-	-	18,487	-	-	-	-	-	18,487	-	18,487	-	18,487	-	18,487	1,254,293
	0.00%	0.00%	0.00%	0.00%	1.47%	0.00%	0.00%	0.00%	0.00%	0.00%	1.47%	0.00%	1.47%	0.00%	1.47%	0.00%	1.47%	
78 - Motion Pictures	1,000	-	14,960	-	-	-	-	-	-	-	15,960	-	15,960	-	15,960	-	15,960	24,091
	4.15%	0.00%	62.10%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	66.25%	0.00%	66.25%	0.00%	66.25%	0.00%	66.25%	
80 - Health Svcs	-	-	-	323,570	-	-	-	-	-	-	-	323,570	323,570	-	323,570	-	323,570	606,823
	0.00%	0.00%	0.00%	53.32%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	53.32%	53.32%	0.00%	53.32%	0.00%	53.32%	0.00%	
81 - Legal Svcs	-	510,995	221,781	44,095	254,079	98,779	-	-	-	-	475,860	653,869	1,129,729	1,906,669	3,036,398	-	3,036,398	30,389,589
	0.00%	1.68%	0.73%	0.15%	0.84%	0.33%	0.00%	0.00%	0.00%	0.00%	1.57%	2.15%	3.72%	6.27%	9.99%	0.00%	9.99%	
82 - Educational Svcs	-	-	-	-	-	-	-	-	-	-	-	-	-	424,834	424,834	-	424,834	463,037
	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	91.75%	91.75%	0.00%	91.75%	
83 - Social Svcs	-	-	5,370	-	-	-	-	-	-	-	5,370	-	5,370	-	5,370	-	5,370	597,089
	0.00%	0.00%	0.90%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.90%	0.00%	0.90%	0.00%	0.90%	0.00%	0.90%	
87 - Engrg, Accounting, Research, Mgmt	345,226	1,364,757	4,606,921	1,567,906	4,318,808	297,143	4,849,767	-	-	22,267	14,120,723	3,252,074	17,372,796	19,638,209	37,011,006	2,297,624	39,308,630	138,087,299
	0.25%	0.99%	3.34%	1.14%	3.13%	0.22%	3.51%	0.00%	0.00%	0.02%	10.23%	2.36%	12.58%	14.22%	26.80%	1.66%	28.47%	
89 - Svcs, Not Elsewhere Classified	-	121,696	60,658	64,667	5,906	783,862	-	-	-	-	66,564	970,224	1,036,788	7,082,086	8,118,874	1,153,849	9,272,724	28,328,580
	0.00%	0.43%	0.21%	0.23%	0.02%	2.77%	0.00%	0.00%	0.00%	0.00%	0.23%	3.42%	3.66%	25.00%	28.66%	4.07%	32.73%	
99 - Nonclassifiable Establishments	-	-	-	-	-	-	-	-	-	-	-	-	-	97,572	97,572	-	97,572	809,621
	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	12.05%	12.05%	0.00%	12.05%	
<b>Total Services Procurement</b>	<b>12,189,496</b>	<b>17,312,588</b>	<b>12,675,517</b>	<b>12,197,788</b>	<b>65,641,782</b>	<b>8,516,116</b>	<b>7,144,810</b>	<b>14,535,532</b>	<b>-</b>	<b>1,634,447</b>	<b>97,651,605</b>	<b>54,196,470</b>	<b>151,848,075</b>	<b>90,978,326</b>	<b>242,826,401</b>	<b>20,505,364</b>	<b>263,331,766</b>	<b>659,514,716</b>
	<b>1.85%</b>	<b>2.63%</b>	<b>1.92%</b>	<b>1.85%</b>	<b>9.95%</b>	<b>1.29%</b>	<b>1.08%</b>	<b>2.20%</b>	<b>0.00%</b>	<b>0.25%</b>	<b>14.81%</b>	<b>8.22%</b>	<b>23.02%</b>	<b>13.79%</b>	<b>36.82%</b>	<b>3.11%</b>	<b>39.93%</b>	

2013 ANNUAL ENERGY PRODUCT RESULTS BY ETHNICITY & DBE CERTIFICATION<sup>4</sup>

(All dollar figures in \$MM)

Product <sup>1</sup>	Unit	Results by Ethnicity & Gender												Results by DBE Certification					Total Procurement Spend							
		Asian-Pacific			African-American			Latino			Native American			Other Minority			Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)		Disabled Veteran Business Enterprise (DVBE)	Total Post-COD <sup>5</sup> Subcontracting	Total DBE Procurement Spend				
		Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total										
Renewable Power Products Direct	\$	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.2%	0.0%	0.3%	1	\$	293	
	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.2%	0.0%	0.3%	1	\$	293
Non-Renewable Power Products Direct	\$ <sup>2</sup>	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0	\$	31
	% <sup>2</sup>	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0	\$	31
Diesel Direct	\$	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0	\$	339
	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0	\$	339
Nuclear Direct	\$	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0	\$	7
	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0	\$	7
Natural Gas Direct	\$	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0	\$	0
	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0	\$	0
Subtotal of Columns <sup>2</sup>	\$	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0	\$	475
	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0	\$	475
Subtotal % of Total Procurement Spend	\$	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	1	\$	965
	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	1	\$	965
Overall DBE %:	\$	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	1	\$	15.2%
	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	1	\$	15.2%

Notes:  
<sup>1</sup>Excludes purchases from the CASO, other IOUs, utilities, Federal entities, State entities, Municipalities and cooperatives  
<sup>2</sup>Includes only power procurement commitments after June 6, 2011 or as a result of RFOs after June 6, 2011  
<sup>3</sup>Includes all power procurement commitments  
<sup>4</sup>The report for 2013 is on a cash basis.  
<sup>5</sup>Commercial online date of the contract

