



# Year 2015 Utility Procurement of Goods, Services and Fuel from Women-, Minority-, Disabled Veteran-owned, and LGBT-owned Business Enterprises



September 2016



# California Public Utilities Commission

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## EXECUTIVE SUMMARY

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This is the California Public Utilities Commission's (CPUC) 30<sup>th</sup> Annual Report to the Legislature on the progress reported by utility companies (utilities) in procuring goods, services, and fuel from women-owned, minority-owned, disabled-veteran-owned, and lesbian, gay, bisexual, and/or transgender (LGBT)-owned business enterprises (WMDVLGBTBE or diverse suppliers).<sup>1</sup> Highlights of the report include:

- Utilities procurement spending on diverse suppliers increased from \$8.67 billion in 2014 to \$8.82 billion in 2015. The percentage of total utilities procurement from diverse suppliers in 2015 slightly decreased from 32.86 percent in 2014 to 32.36 percent.
- The utilities overall exceeded the CPUC's General Order 156 21.5 percent goal in 2015 and also met the minority-owned, women-owned, and disabled-veteran-owned business enterprises goals.
- The utilities reported increased spending and percentages with WBE and DVBE in 2015; however, procurement with MBEs declined from \$5.82 billion (22.07%) in 2014 to \$5.58 billion (20.50%) in 2015.
- Southern California Gas Company (SoCalGas), Pacific Gas and Electric Company (PG&E), Southern California Edison (SCE), San Diego Gas and Electric (SDG&E) and Southwest Gas continue to spend over 40 percent of their procurement with diverse suppliers.
- In 2015, Verizon California and AT&T Long Distance achieved over 50 percent procurement with diverse suppliers and AT&T California and Sprint achieved 48.56 percent and 44.48 percent, respectively.
- The small utilities procurement with diverse suppliers declined in 2015 from \$202 (21.07%) in 2014 to \$145 million (18.63%).
- From the CPUC regulated water utilities, Park Water Company almost exceeded the 40 percentile at 39.94 percent in 2015. All the water utilities, except San Gabriel Valley Water Company and San Jose Water Company, met the GO 156 21.5 percent goal.

The CPUC commends the utilities for their achievements in 2015 and encourages them to continue their efforts in supplier diversity to achieve greater levels of diversity in future procurements.

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<sup>1</sup> Public Utilities Code (PU Code), Section 8283 requires CPUC-regulated electrical, gas, water, wireless telecommunications service provider, and telephone corporation and their regulated subsidiaries and affiliates, with gross annual revenues exceeding \$25 million, to submit annual verifiable plans for increasing procurement from WMDVLGBTBEs. The CPUC is responsible for verifying the status of WMLGBTBE applicants, reporting results of the program, and making recommendations to achieve maximum results in implementing legislative policy. PU Code, Section 910.3 mandates that the CPUC submit a report on WMDVLGBTBE procurement by September 1 of each year. General Order (GO) 156 requires each utility to establish goals for utility purchases of services, goods, and fuel as a percentage of total procurement from WMDVLGBTBEs.

## BACKGROUND

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In the mid-1980s, the California Legislature passed Assembly Bill (AB) 3678 (Stats. 1986, ch. 1259) to encourage the award of a fair proportion of total utility contracts and subcontracts to women-business enterprises (WBE), and minority-business enterprises (MBE). This bill created the foundation for the CPUC's Utility Supplier Diversity Program (USD). Subsequently, the CPUC issued General Order (GO) 156 to implement statutes and set the USD program framework and guidelines. On June 3, 1992, Decision (D.) 92-06-030 amended GO 156 to add disabled veteran-owned business enterprises (DVBE) to the USD program. On June 11, 2015, D. 15-06-007 amended GO 156 to include LGBT-owned business enterprises (LGBTBE) in the program as stated in AB 1678 (Gordon).<sup>2</sup> GO 156 directly covers CPUC regulated electrical, gas, water, wireless telecommunications service provider, and telephone corporation and their regulated subsidiaries and affiliates, with gross annual revenues exceeding \$25 million.

The USD program promotes and monitors supplier diversity in utilities' procurement and oversees a certification clearinghouse (the Supplier Clearinghouse).<sup>3</sup> The program encourages the utilities to purchase at least 21.5 percent of their procurement from WMDVLGBTBEs (15% from minority-owned businesses, 5% from women-owned businesses, and 1.5% from disabled-veteran-owned businesses). At the moment, the program does not have a percentage target goal for LGBTBEs. The CPUC will review and make a determination on LGBTBE program goal by 2021.<sup>4</sup> Nevertheless, the utilities are strongly encouraged to include LGBTBEs in their procurement.

Public Utilities Code Section 8283 (d) requires each participating utility<sup>5</sup> to report annually to the CPUC on its diverse procurement performance and plans for future enhancement. This requirement is further reiterated in GO 156, Section 9. The intent of the supplier diversity reports is to provide the CPUC with information on the utilities progress in meeting their short-, mid-, and long-term supplier diversity goals.

## OVERVIEW OF 2015 SUPPLIER DIVERSITY PROCUREMENT

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In 2015, the participating utilities reported a total of \$8.82 billion procurement with WMDVLGBTBEs at 32.36 percent of total utilities procurement. The utilities are not required to report on LGBTBE procurement until 2016<sup>6</sup>; however, some utilities, such as AT&T and a few regulated water utilities, included information regarding their procurement with LGBTBEs in their report.

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<sup>2</sup> *Order Instituting Rulemaking to Update General Order 156 to Comply with Assembly Bill 1678 by Extending Provisions of the Utilities' Supplier Diversity Program to Lesbian, Gay, Bisexual and/or Transgender (LGBT) Business Enterprises*, D. 15-06-007.

<sup>3</sup> GO 156, Section 1.3.22: Clearinghouse is a CPUC-supervised program that verifies women-, minority- and LGBT-owned businesses' status and maintains a database (<http://www.thesupplierclearinghouse.com/>).

<sup>4</sup> GO 156, Section 8.3.6.

<sup>5</sup> PU Code, Section 8283: Utilities with annual revenue exceeding \$25 million.

<sup>6</sup> PU Code, Section 8283 (d) and D.15-06-007.

<b>Category</b>	<b>Procurement Amount</b>	<b>Percentage Achieved</b>	<b>Goal<sup>7</sup></b>
MBE	\$5.58 billion	20.50%	15%
WBE	\$2.76 billion	10.13%	5%
DVBE	\$0.46 billion	1.70%	1.5%
LGBTBE	\$0.01 billion	0.02%	No goal <sup>8</sup>
8(a) <sup>9</sup>	\$0.002 billion	0.01%	No goal

Continuing past years' trend, the utilities in 2015 increased their overall procurement with WMDVBEs again. The total WMDVBE spend increased by 1.65 percent from \$8.67 billion in 2014 to \$8.81 billion in 2015. With the inclusion of the few-reported LGBTBE spend, the total diverse procurement in 2015 increased by 1.72 percent to \$8.82 billion. Despite the increase in the amount of dollar spent, the WMDVBE percentage of total utilities procurement declined slightly from 32.86 percent in 2014 to 32.34 percent in 2015.

In 2015, the utilities met the MBE, WBE, and DVBE goals set by the GO 156.<sup>10</sup> This is an improvement from the 2014's result where the utilities did not meet the DVBE goal. Compared to 2014's result, the utilities increased their WBE and DVBE dollar spend and percentage of total procurement in 2015; however, they reported a decline of 4.09 percent in the MBE category from \$5.82 billion in 2014 to \$5.58 billion in 2015. The MBE percentage of total utilities procurement decreased from 22.07 percent to 20.50 percent as well.

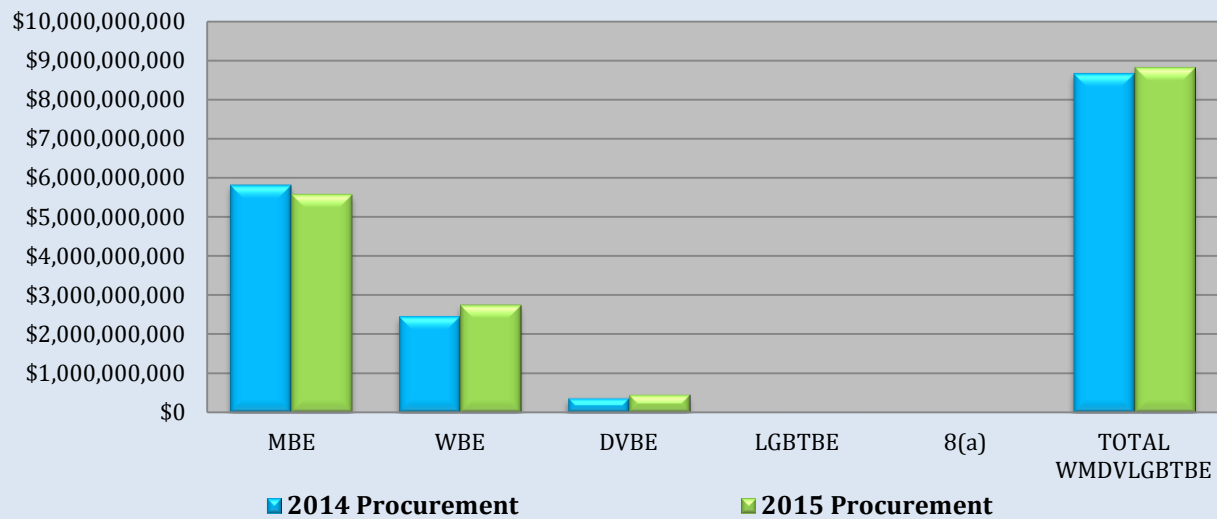
<sup>7</sup> Aspirational goals set by Section 8.2 of the GO 156.

<sup>8</sup> On June 11, 2015, through D.15-06-007, the CPUC included LGBTBEs in the GO 156 program. For the next five years, the CPUC will not set any numerically based goals and targets for LGBTBE procurement (GO 156, Section 8.3.2).

<sup>9</sup> GO 156, Section 1.3.13: "Other groups or individuals found to be disadvantaged by the United States Small Business Administration (SBA) pursuant to Section 8(a) of Small Business Act as amended (15 U.S.C. 637(a)), or the Secretary of Commerce pursuant to Section 5 of Executive Order 11625." This category may include non-WMDVLGBTBEs.

<sup>10</sup> See Attachment A, Table 3.

## 2014 and 2015 Supplier Diversity Procurement Results Comparison



## 2015 UTILITY WMDVLGBTBE PROCUREMENT PROGRAM RESULTS

Attachment A of this report details the participating utilities' 2014 and 2015 WMDVLGBTBE procurement program results data. To review the 2015 WMDVLGBTBE results, utilities are grouped into two categories.

- 1) Large utilities (total procurement of approximately \$150 million or more);
- 2) Small utilities (total procurement of approximately \$150 million or less).

The large utilities procure extensively more compared to the small utilities. The large utilities' procurement activities represented 97 percent of the total procurement dollars reported in 2015.

In their 2015 GO 156 report, Cox Communications (Cox) and MCI Communications, Inc. d/b/a Verizon Business Services reported their nationwide diverse procurement spend, instead of their California specific spend. CPUC staff is working with both utilities to ensure in the future, their GO 156 report includes California specific procurement data.

As specified in GO 156, the utilities report procurement spend with diverse suppliers that have a diverse certification status from the Supplier Clearinghouse. The procurement must be in support of the utilities' California operations.

### **Program Results of the Large Utilities**

Fourteen utilities categorized as large reported on their 2015 WMDVLGBTBE program results and activities.

- AT&T California (AT&T CA)
- AT&T Corporation (AT&T Corp)
- AT&T Mobility
- California Water Service (Cal Water)
- Comcast California (Comcast)
- Level 3 Communications (Level 3)
- Pacific Gas and Electric Company (PG&E)
- San Diego Gas & Electric (SDG&E)
- Southern California Edison (Edison)
- Southern California Gas Company (SoCalGas)
- Sprint Corporation (Sprint)
- T-Mobile
- Verizon of California, Inc. (Verizon CA)
- Verizon Wireless

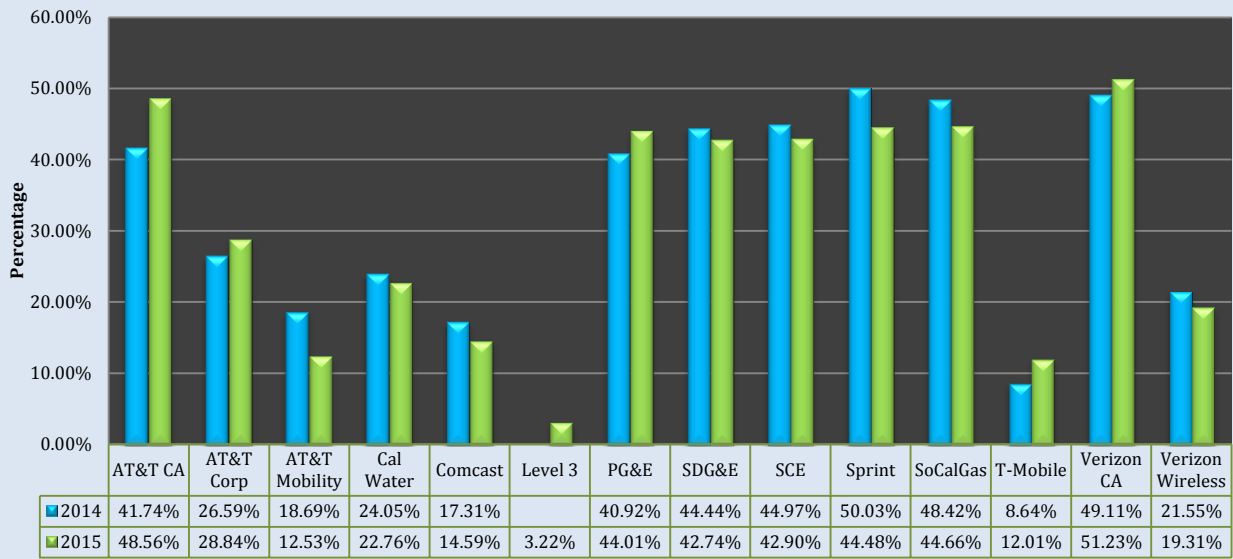
As stated earlier, for the 2015 report, participating utilities were not required to include their LGBTBE spend, but some utilities voluntarily submitted their results.

The large utilities in aggregate exceeded the GO 156 goal of 21.5 percent at 32.76 percent of total utilities' procurement and met the MBE, WBE and DVBE goals in 2015. Verizon CA leads the large utilities by spending over 50 percent of its 2015 procurement with diverse suppliers. AT&T CA closely follows by reaching just below 50 percent. SoCalGas, Sprint, PG&E, SCE and SDG&E spent over 40 percent of their total procurement with diverse suppliers. From the large utilities, Level 3, T-Mobile, AT&T Mobility, Comcast and Verizon Wireless did not meet the GO 156 goal of 21.5 percent. In 2015, AT&T CA, AT&T Corp, PG&E, T-Mobile, and Verizon CA increased their percentage of total procurement spend with diverse suppliers, up from 2014.

The large utilities spent \$8.67 billion (32.762%) in total with WMDVLGBTBEs and without the reported LGBTBE businesses (WMDVBE), \$8.67 billion (32.761%). The effect of the reported LGBTBE dollar amount on the total dollar spend and percentage is negligible.

The large utilities increased overall WMDVBE procurement by 2.44 percent from \$8.46 billion in 2014 to 8.67 billion in 2015. However, the percentage of total procurement decreased from 33.30 percent in 2014 to 32.76 percent in 2015 (see Tables 3, 1A, and 1B in Attachment A). In 2015, AT&T Corp, PG&E, and T-Mobile showed increases in both dollars and percentage of total utility procurement with diverse suppliers. However, AT&T Mobility, Sprint and Verizon Wireless reported decreases in both.

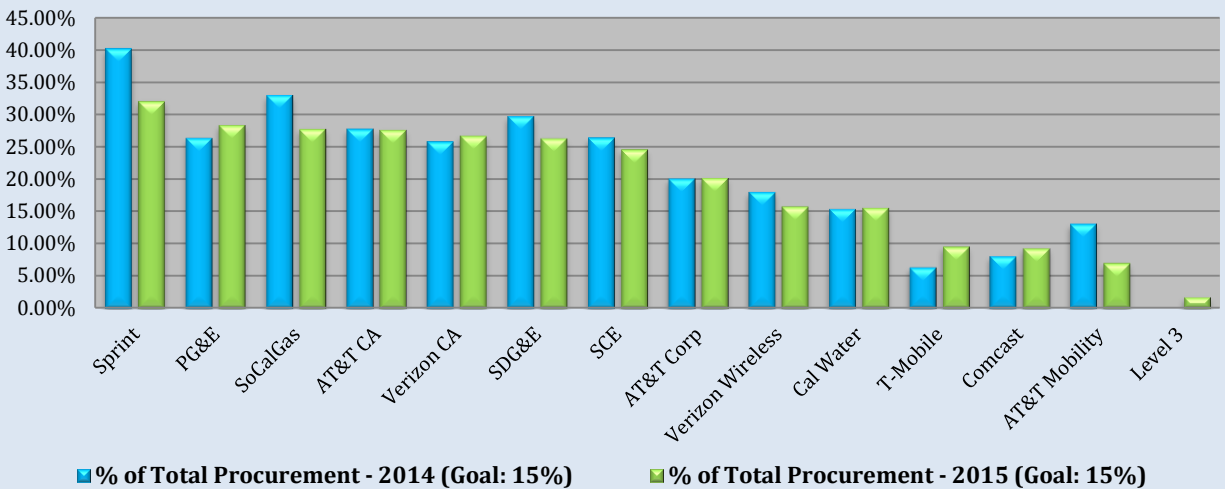
### 2015 Large Utilities Performance



### Large Utilities' Procurement: Minority-owned Business Enterprises (MBEs)

Out of the 14 large utilities, AT&T Mobility, Comcast, Level 3 and T-Mobile did not meet the 15 percent MBE procurement goal. The large utilities' total MBE procurement and MBE percentage of total procurement decreased in 2015 by 3.32 percent from \$5.69 billion (22.40%) in 2014 to \$5.51 billion (20.82%). Cal Water, Comcast, PG&E, and T-Mobile reported increases in both dollars and percentage of total utility procurement with MBEs in 2015 (see Tables 3, 1A, and 1B in Attachment A). Conversely, AT&T CA, AT&T Mobility, SDG&E, Sprint, and Verizon Wireless experienced decreases in both dollars and percentage of total utility procurement in 2015.

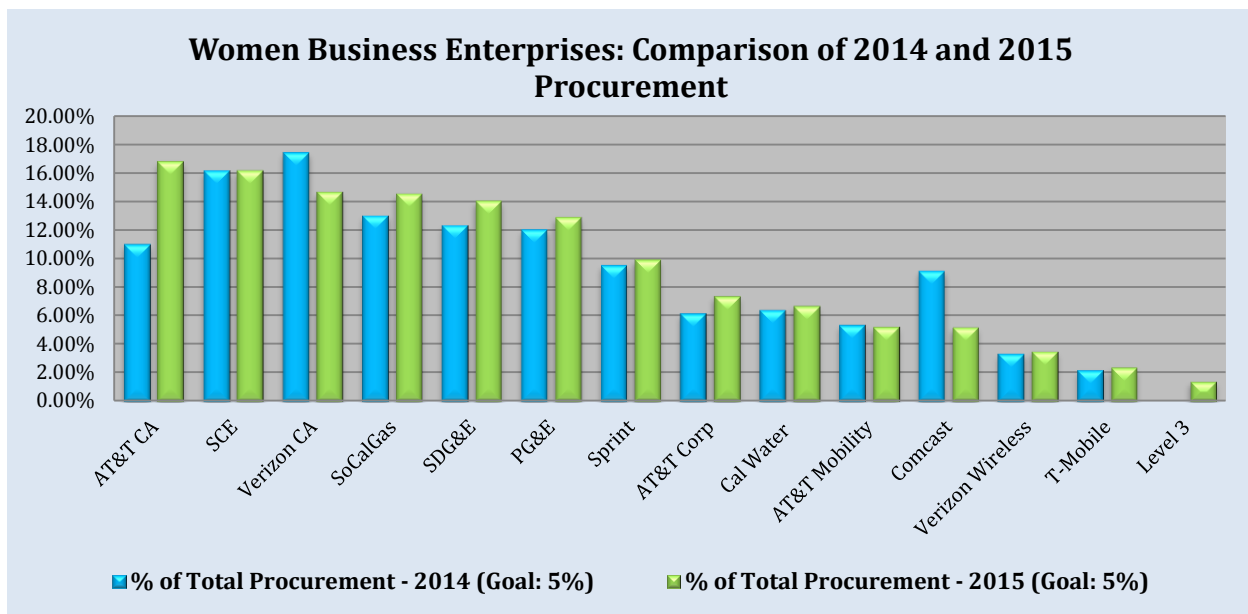
### Minority Business Enterprises: Comparison of 2014 and 2015 Procurement





## Large Utilities' Procurement: Women-owned Businesses Enterprises (WBEs)

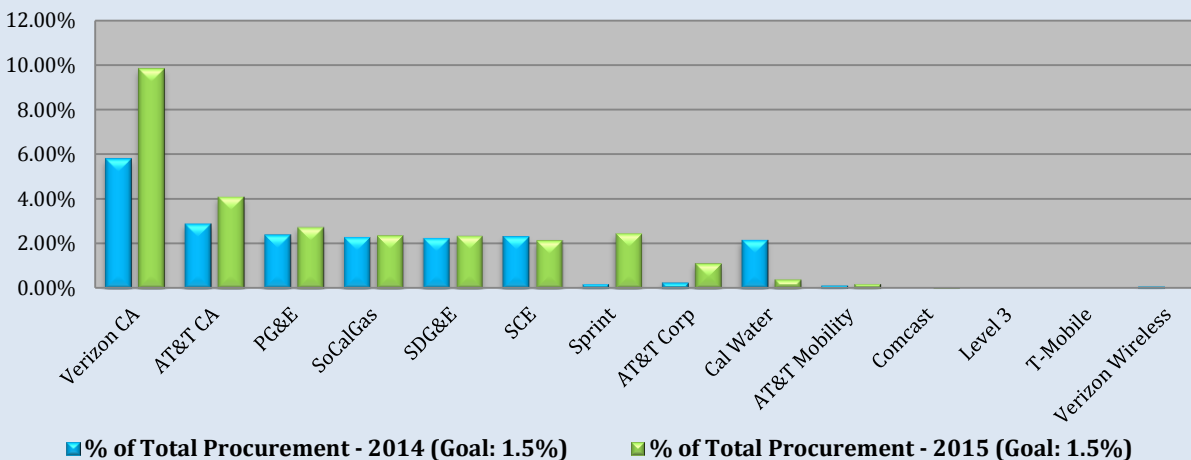
The large utilities met the 5 percent WBE procurement goal with the exception of Verizon Wireless, T-Mobile and Level 3. Overall, the large utilities' WBE spend increased by 12.44 percent from \$2.40 billion (9.45%) in 2014 to \$2.70 billion (10.20%) in 2015. AT&T CA, AT&T Corp, Cal Water, PG&E, SDG&E, SoCalGas, Sprint, and T-Mobile reported increases in both dollars and percentage of total utility procurement with WBEs (see Tables 3, 1A, and 1B in Attachment B). To the contrary, AT&T Mobility, Comcast, and Verizon CA showed decreases in both dollars and percentage of total utility procurement. SCE increased its WBE spend in 2015 while maintaining the same percentage of total utility procurement.



## Large Utilities' Procurement: Disabled Veteran-owned Businesses (DVBES)

Compared to 2014 results, the large utilities' DVBE procurement increased by 24.38 percent in 2015, from \$369.2 million (1.45%) to \$459.2 million (1.74%). AT&T Corp, AT&T Mobility, Cal Water, Comcast, Level 3, T-Mobile, and Verizon Wireless did not meet the DVBE 1.5 percent procurement goal. AT&T CA, AT&T Corp, AT&T Mobility, Comcast, PG&E, SDG&E, SoCalGas, Sprint, and Verizon CA reported increases in both dollars and percentage of total utility procurement from DVBEs (see Tables 3, 1A, 1B, 7A, and 7B in Attachment A). On the other hand, Cal Water, T-Mobile and Verizon Wireless experienced a decline in both dollars and percentage of total utility procurement in 2015.

### Disabled Veteran Business Enterprises: Comparison of 2014 and 2015 Procurement



### Program Results of Small Utilities

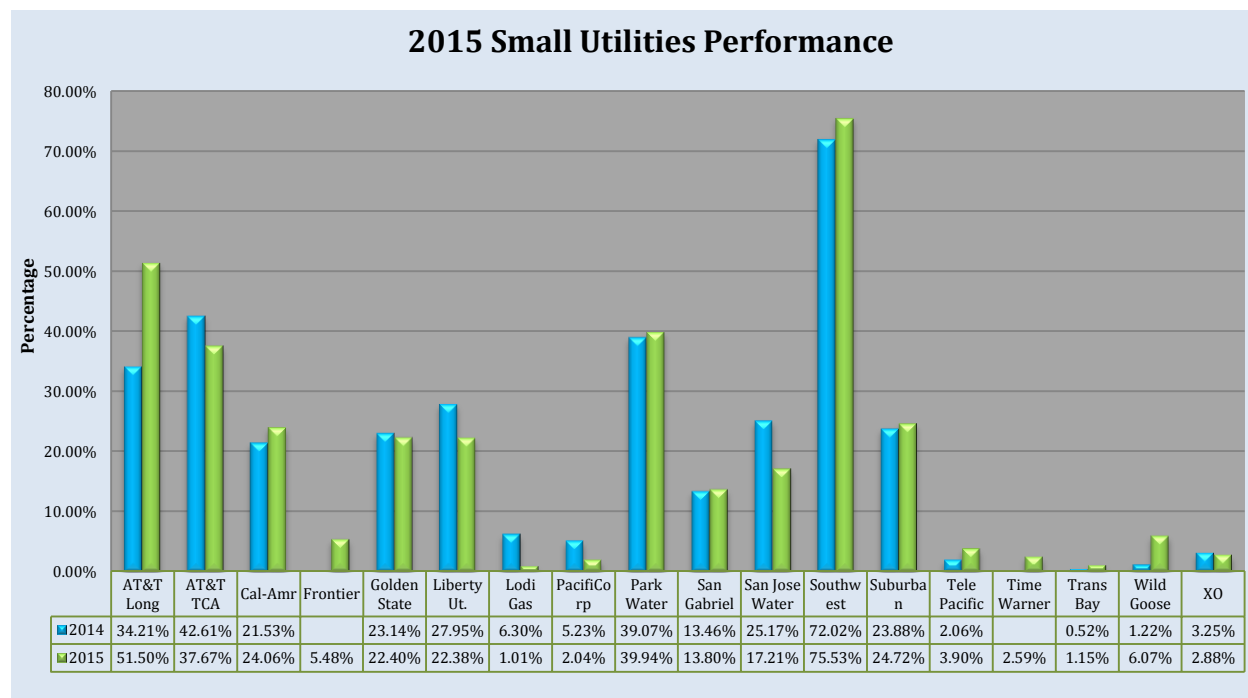
The small utilities (total procurement of approximately \$150 million or less) reporting in the WMDVLGBTBE program are<sup>11</sup>:

- AT&T Long Distance
- AT&T TCA
- California American Water Company (Cal-Am Water)
- Frontier Communications (Frontier)
- Golden State Water Company (Golden State Water)
- Liberty Utilities
- Lodi Gas & Storage
- PacifiCorp (Pacific Power)
- Park Water Company (Park Water)
- San Gabriel Valley Water Company (San Gabriel Valley Water)
- San Jose Water Company (San Jose Water)
- Southwest Gas
- Suburban Water Systems (Suburban Water)
- TelePacific Communications (TelePacific)
- Time Warner Cable (Time Warner)
- Trans Bay Cable, LLC (Trans Bay Cable)
- Wild Goose, LLC (Wild Goose)
- XO Communications Services, LLC (XO Communications)

<sup>11</sup> Citizens Telecommunications Company of California, Inc., SureWest Telephone, and US Cellular did not report their 2015 WMDVLGBTBE procurement since their gross annual revenues fell below the GO 156 \$25 million requirement to submit an annual GO 156 report.

The small utilities account for approximately three percent of total utility procurement (\$8.82 billion). In 2015, the small utilities collectively procured \$145 million from WMDVLGBTBE, which is a decline of 29 percent from the 2014 WMDVBE results of \$202 million. The small utilities experienced the decline even with the inclusion of the added LGBTBE spend category. The total procurement percentage also dropped from 21.07 percent in 2014 to 18.63 percent in 2015. The small utilities did not meet the overall 21.5 percent program goal as well as the individual MBE and DVBE goals (see Tables 3, 2A, and 2B in Attachment A).

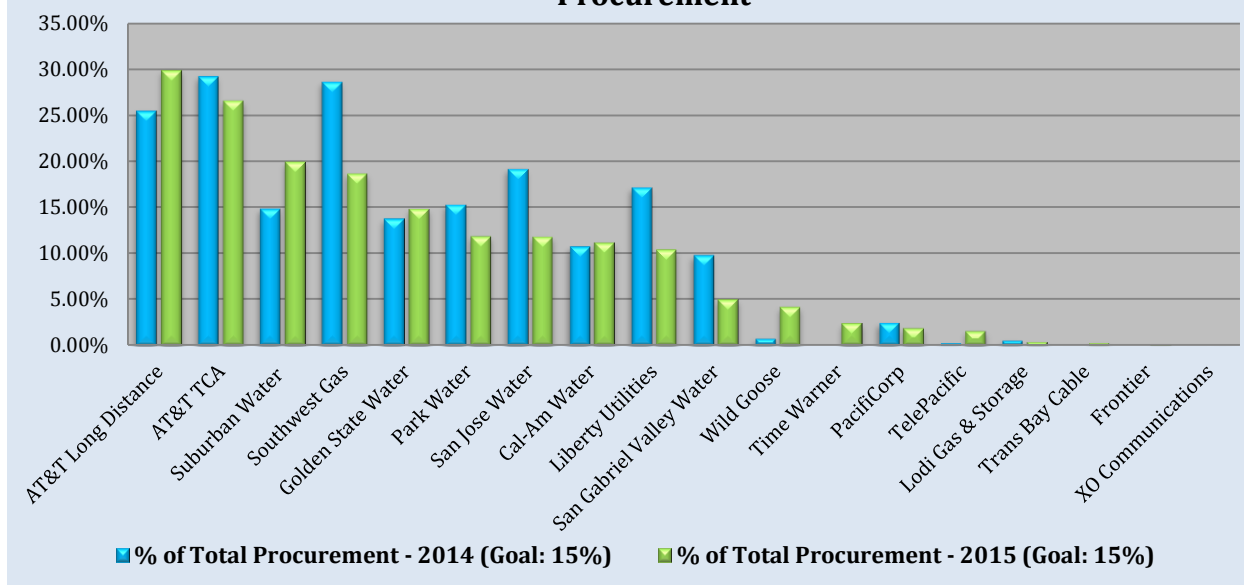
Southwest Gas achieved the highest percentage of total diverse spending, coming in at 76 percent followed by AT&T Long distance at 52 percent. AT&T TCA, Cal-Am Water, Golden State Water, Liberty Utilities, Park Water, and Suburban Water reported spend over the 21.5 percent program goal. In 2015, Park Water, San Gabriel Valley Water, Southwest Gas, Suburban Water, TelePacific, Trans Bay Cable and Wild Goose reported increases in diverse spend dollars and percentage of total utility procurement, whereas Liberty Utilities, Lodi Gas & Storage, PacifiCorp and San Jose Water experienced declines in both.



### Small Utilities' Procurement: Minority-owned Businesses (MBEs)

The small utilities procurement from MBEs decreased in 2015 by 42 percent from \$127 million (13.27%) in 2014 to \$74 million (9.48%) in 2015. From the small utilities, only AT&T Long Distance, AT&T TCA, Southwest Gas, and Suburban Water achieved the 15 percent MBE program goal. Golden State Water, Suburban Water, TelePacific, Trans Bay Cable, and Wild Goose reported increases in MBE procurement, both in dollar volume and as a percentage of total utility procurement, whereas Liberty Utilities, Lodi Gas & Storage, PacifiCorp, Park Water, San Gabriel Valley Water, San Jose Water, Southwest Gas, and XO Communications showed decreases in both (see Tables 3, 2A, and 2B in Attachment A).

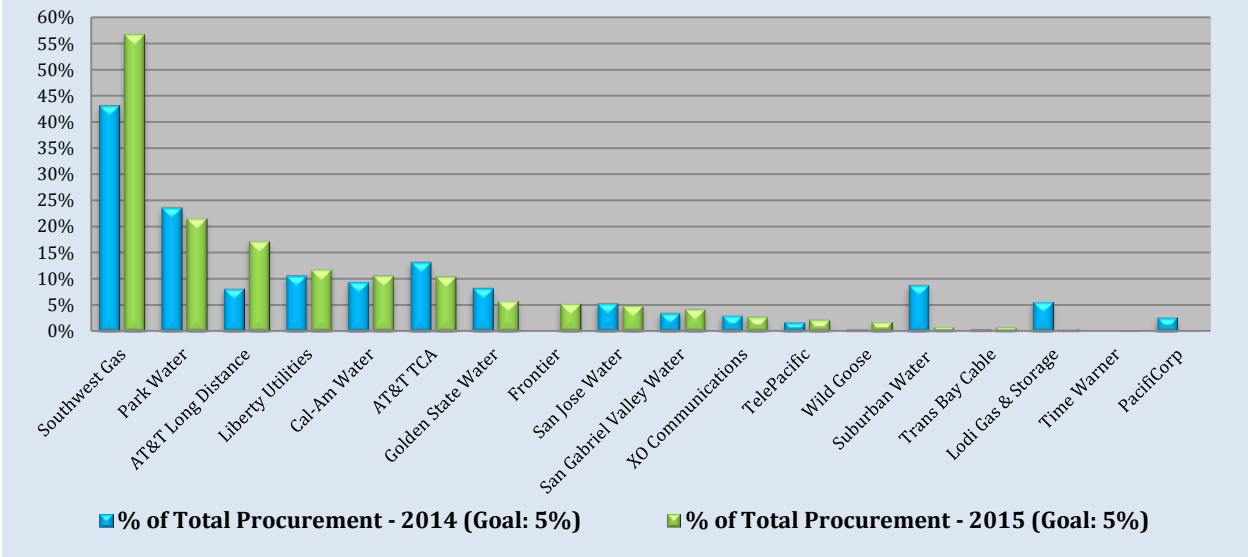
### Minority Business Enterprises: Comparison of 2014 and 2015 Procurement



### Small Utilities' Procurement: Woman-owned Businesses (WBEs)

The small utilities' procurement from WBEs decreased in 2015 by 10 percent from \$67 million (6.99%) in 2014 to \$60 million (7.77%) in 2015. AT&T Long Distance, AT&T TCA, Cal-Am Water, Frontier, Golden State Water, Liberty Utilities, Park Water, and Southwest Gas met the WBE 5 percent program goal. AT&T Long Distance, Liberty Utilities, San Gabriel Valley Water, Southwest Gas, TelePacific, Trans Bay Cable, and Wild Goose showed increases in both dollar volume and as a percentage of total procurement from WBEs, while AT&T TCA, Golden State Water, Lodi Gas & Storage, PacifiCorp, and Suburban Water reported decreases in both (see Tables 3, 2A, and 2B in Attachment A).

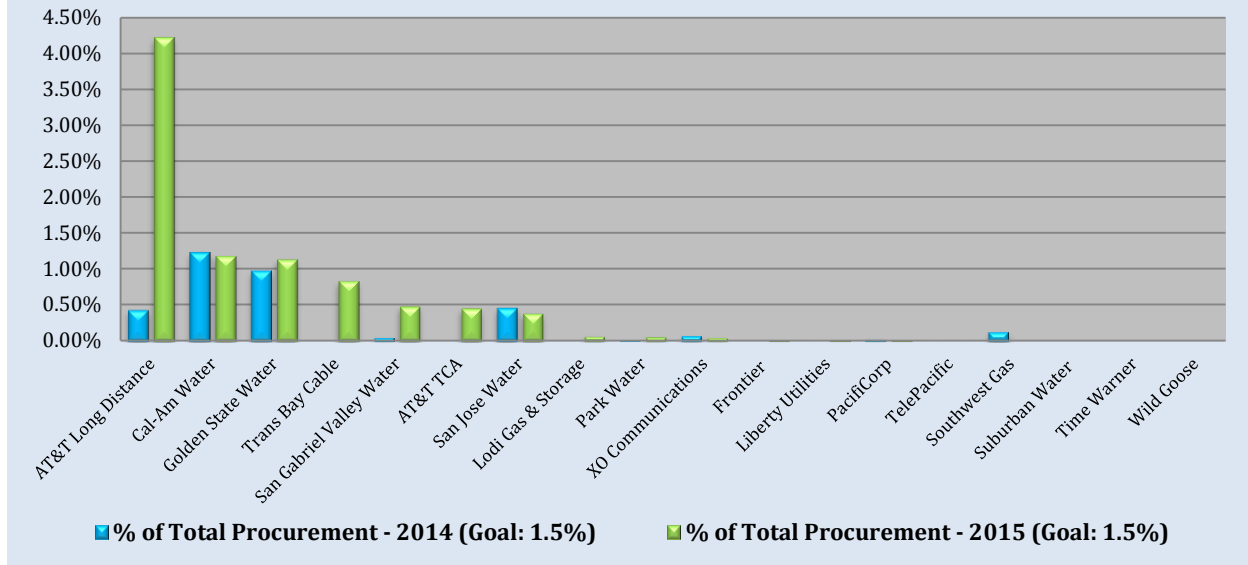
### Women Business Enterprises: Comparison of 2014 and 2015 Procurement



### Small Utilities' Procurement: Disabled Veteran-owned Businesses (DVBES)

The small utilities DVBE procurement decreased in 2015 by 39 percent from \$7.7 million (0.80%) in 2014 to \$4.7 million (0.61%). DVBE procurement also decreased as a percentage of total procurement. Only AT&T Long Distance reached the 1.5 percent DVBE program goal. AT&T Long Distance, AT&T TCA, Golden State Water, Liberty Utilities, Lodi Gas & Storage, Park Water, San Gabriel Valley Water and TelePacific reported increases in both dollar volume and as a percentage of total procurement from DVBEs, whereas Cal-Am Water, PacifiCorp and Southwest Gas reported decreases in both. Southwest Gas, Suburban Water, Time Warner, Trans Bay Cable, and Wild Goose did not procure from DVBEs in 2015 (see Tables 3, 2A, and 2B in Attachment A).

## Disabled Veteran Business Enterprises: Comparison of 2014 and 2015 Procurement



## 2015 MAJOR ACCOMPLISHMENTS

- The utilities are exercising strategic sourcing to improve organization-purchasing activity to ensure goods and services are acquired on a cost-effective basis while sustaining GO 156 goals.
- Most utilities are focusing on understanding their diverse supplier pool to provide tailored technical and capacity building training.
- Some utilities are utilizing cross collaboration between business units to introduce and add new diverse suppliers into their supply chain.
- The utilities that service remote locations or near the California State border depend on ethnic chambers, CBO, the CPUC’s Supplier Clearinghouse database and others interested in supplier diversity to assist them with their challenge of identifying qualified diverse suppliers for procurement opportunities.
- All utilities participating in the GO 156 USD program provided positive feedback regarding the new Supplier Clearinghouse vendor that was contracted on July, 1, 2015.
- The utilities reporting power and gas transactions are facing challenges with incorporating diverse suppliers’ participation in their GO 156 programs. Credit and capital constraints have limited diverse suppliers from successfully entering the market; however, the utilities have identified growth opportunities in carved-out programs such as energy storage, Biomass Renewable Auction Mechanism (BioRAM), and rooftop solar.
- The CPUC’s Supplier Clearinghouse database continues to serve as a valuable resource for the utilities and the public. Currently, it has 8,760 certified MBEs, WBEs, DVBEs and LGBTBEs.

- Most utilities provided technical assistance and capacity-building trainings and mentoring for WMDVLGBTBEs directly and/or by partnering with and supporting CBOs and other expert organizations.
- The majority of the utilities continued to educate and encourage their prime suppliers to include diverse suppliers in subcontracting opportunities. For example, PG&E, in 2015, launched a Prime Supplier Academy to educate prime suppliers on how to reach their supplier diversity goals and AT&T developed a matchmaking tool to connect prime suppliers with potential diverse subcontractors.
- The utilities continue to partner and support WMDVLGBTBE organizations in outreach events with the goal of enhancing procurement opportunities for WMDVLGBTBEs.

## 2015 PROGRAM HIGHLIGHTS

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- The CPUC's Supplier Clearinghouse launched the new LGBTBE certification process.
- The CPUC encouraged the utilities to integrate LGBTBEs in their GO 156 USD program.
- The CPUC staff worked with WMDVLGBTBE organizations and communities to increase the number of available qualified diverse suppliers in the Supplier Clearinghouse database, especially in areas that are underutilized, unavailable and highly technical in nature.
- The CPUC continues to work with the California Utilities Diversity Council (CUDC), community based organizations (CBO), and business organizations such as chambers of commerce and trade associations to promote the goal of WMDVLGBTBE development in California.
- The CPUC invited notable representatives from the African American business community to come together and form a group (roundtable) that will meet regularly to identify and address issues relating to inclusion of African American-owned businesses in the utilities procurement activities. The same invitation will be extended to other diverse groups before the end of 2016.
- Continuing the practice from the previous two years, the CPUC this year met again with 26 utilities to review their 2015 program performance, evaluate their 2015 annual plans, and solidify executive level commitment. CPUC staff made the following observations:
  - The utilities are committed to the GO 156 supplier diversity program and understand the importance of including diversity in all aspects of their operations to sustain their competitiveness in continuously changing markets.
  - The utilities are implementing the amended GO 156 to include LGBTBEs in their diverse procurement efforts. The majority of the utilities have already established relationships with the LGBT community to educate encourage and support LGBTBE inclusion in all utility procurement opportunities.
  - Acquisitions, organizational re-structuring and personnel changes affected the GO 156 WMDVLGBTBE procurement performances of some utilities.

- The utilities continue to explore and implement various strategies, trainings and tools to increase the inclusion of diverse suppliers in procurement opportunities.
  - The utilities are establishing relationships with CBOs and WMDVLGBTBE communities through membership, participation, collaboration, sponsorship, and partnership to promote the GO 156 USD program and procurement opportunities.
  - For the maximum outcome for both the utility and the diverse supplier, the utilities are opting for targeted outreach and trainings.
  - Some of the utilities are developing capacity-building programs to ensure diverse suppliers participation in emerging technologies.
  - Some of the small utilities that underperformed in diverse subcontracting procurement have plans to develop their WMDVLGBTBE subcontracting program in 2016.
  - Most utilities have WMDVLGBTBE subcontracting language in their contracts with prime suppliers. For some utilities the language encourages the prime suppliers to include diverse suppliers when subcontracting while for a few utilities, the language sets minimum requirements.
  - The utilities are willing and available to coach prime suppliers in developing a successful supplier diversity program.
  - The small utilities reported that some WMDVLGBTBE organizations are unresponsive to their request for assistance in finding qualified diverse suppliers for procurement opportunities.
  - Some utilities expressed concern about the availability of qualified DVBEs.
  - A few utilities have problems improving their GO 156 performance since the majority of the procurement is conducted at the national level by their corporate office(s).
  - Some smaller utilities have difficulty meeting the GO 156 goals due to the nature of their operation that requires sole sourcing from non-diverse businesses.
  - Some of the utilities have limited scope of operations in California that leads to fewer procurement opportunities for WMDVLGBTBEs.
  - Over the years, the utilities have increased the number of contracted diverse suppliers.
  - Some utilities have internal and external incentive programs to enhance utilization of diverse suppliers such as employee and prime supplier recognition programs.
- The CPUC is undergoing its second GO 156 audit as required under CPUC's Decision (D.) 11-05-019.<sup>12</sup> The CPUC believes audits are essential to ensure the integrity of the utilities supplier diversity programs.
  - The CPUC continued its tradition of hosting two free small business expos a year to connect small and diverse businesses with utilities for business opportunities and education. The CPUC's Small Business Program is tasked with promoting small business economic vitality and organizes the expos in collaboration with the GO 156 program. In April 2015, the CPUC held an expo in San Diego at the San Diego

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<sup>12</sup> GO 156, Section 9.1.10



Scottish Rite Event Center, and in October 2015, at the South San Francisco Conference Center. Both events had representatives from state/local/federal agencies, utilities, prime contractors, resource centers, and other entities present to connect with attending small and diverse businesses and to provide resources and information on contracting opportunities, loans, bonds, bid processes, etc. In addition, a representative of the CPUC's Supplier Clearinghouse attended to answer questions about GO 156 certification process. The events had more than 100 participants and over a thousand small and diverse businesses attended. A highlight of the expos is the matchmaking forum where diverse/small business owners have an opportunity to individually meet with buyers from the utilities and public agencies. There were a total of 60 buyers present with over 800 ten-minute appointments scheduled.

### **CPUC's 2015 Annual En Banc: a Public Hearing on GO 156 Supplier Diversity**

GO 156, Section 11.3 requires the CPUC to hold annual hearings to provide utilities, CBOs, and the public the opportunity to share ideas and make recommendations to effectively implement GO 156. The hearings are held to examine the CPUC's own practices, to encourage utility transparency, as well as to discuss and find solutions on issues that may hinder program development.

On October 8, 2015, the CPUC held its 13<sup>th</sup> Annual Supplier Diversity En Banc, entitled "General Order 156 – A Roadmap for Excellence." The hearing was held at the South San Francisco Conference Center in South San Francisco. Over 225 people attended this hearing, including diverse suppliers, small businesses, utility executives, CBOs and others interested in supplier diversity.

At the hearing, Director of the Office of Economic Impact and Diversity at the U.S. Department of Energy, Ladoris G. Harris, focused on encouraging the utilities commitment to partner with diverse suppliers. She also encouraged the diverse businesses to be prepared for the opportunities offered by the utilities.

The featured speaker at the hearing was Dr. Randall Pinkett, Founder, Chairman and CEO of BCT Partners. In his speech, he talked about the many challenges diverse/small businesses face and provided strategies and tips to overcome those challenges. He also spoke about how to succeed with little or no capital.

In line with the intent of GO 156 hearings, the CPUC's Commissioners heard from and discussed with three separate panels addressing issues regarding past supplier diversity performance, sustaining/improving supplier diversity programs, contracting opportunities and barriers, supplier diversity program impact on communities, access to credit and capital; prime suppliers' contact information transparency, and future commitments. The panels consisted of senior executives from large and small utilities as well as representatives from CBOs who are actively involved in supplier diversity issues. The Commissioners applauded the utilities in their performance and encouraged them to continue the positive momentum.

The CPUC is steadfast in its oversight to promote GO 156 USD program in a way that benefits California economic development. CPUC also gives active encouragement to the utilities, CBOs, and others to advance the goals of GO 156 through mutual partnership and agreements.

## **Legal and Financial Services**

Section 8.13 of the GO 156 states, “[e]ach utility shall make special efforts to increase utilization and encourage entry into the marketplace of WMDVLGBTBEs in product or service categories where there has been low utilization of WMDVLGBTBEs, such as legal and financial services, fuel procurement, and areas that are considered technical in nature.”

The CPUC continues to encourage utilities to increase WMDVLGBTBE participation in their procurement of legal and financial services. Eleven large utilities reported their total WMDVLGBTBE legal spend for 2015 (AT&T CA, AT&T Corp, AT&T Mobility (AT&T); Cal Water; Comcast; PG&E; SDG&E; SCE; SoCalGas; Verizon CA, Verizon Wireless (Verizon)).

The total large utilities diverse legal dollars spend declined by 10.95 percent from \$43.83 million in 2014 to \$39.02 million in 2015. In 2015, Comcast and PG&E increased their WMDVLGBTBE legal dollars spend: Comcast from \$0.03 million in 2014 to \$1.54 million in 2015 and PG&E from \$19.56 million in 2014 to \$23.58 million in 2015. The remaining large utilities’ diverse legal procurement spending declined in 2015.

In 2015, SoCalGas reported the highest percentage of total legal utility spending with 41.96 percent. For the large utilities, percentage of total legal utility procurement declined in 2015 compared to 2014, with the exception of Comcast, which increased its percentage from 0.45 percent to 27.72 percent.

Some successes in legal services include:

- Nationwide, AT&T spent \$13.3 million dollars (96%) with diverse legal firms.
- PG&E did \$ 50.2 million in diverse lawyers and paralegal fees.
- Two of SCE’s top ten major law firms are diverse legal firms.
- SoCalGas contracted diverse firms to provide legal services in employment and labor law, general and business litigation, personal injury, real estate, workers’ compensation and recovery claims.

Some successes in Financial Services include:

- Nationwide, AT&T paid \$4.4 million in underwriting fees to diverse co-managers and hired California diversity investment groups for its pension and trust funds.
- In 2015, Comcast employed seven diverse firms to underwrite financing in the corporate bond market and hired a minority-owned firm to manage a portion of the company’s short-term fixed income assets. Comcast, in addition, included five DVBEs and Veteran-owned Business Enterprises (VBEs) in its first ever Formosa

bond offering—a debt instrument issued in Taiwan that offers the ability to diversify and broaden a global investor’s footprint.

- PG&E reached its goal of 15 percent of total issuance fees with diverse banks in 2015. Further, PG&E placed more than \$5.6 billion of commercial paper with diverse banks; paid \$1.3 million in underwriting fees to eight diverse investment banks; added almost \$1.1 billion to an existing diverse equity investment manager; encouraged its insurance brokers to form a subcontracting relationship with a diverse supplier to support PG&E’s Insurance Department; and hired a diverse supplier to support the review of Sarbanes-Oxley testing.
- SCE contracted an African-American-owned Certified Public Accountant (CPA) firm to audit various pension and benefit funds, as well as to prepare financial statements for the Nuclear Decommissioning Trusts. SCE further contracted a Hispanic-owned firm to review the CPUC’s G.O. 77 (compensation data) annual filing with the CPUC; contracted a woman-owned consulting firm to review SCE’s accounts receivable operations; appointed 16 diverse firms to co-manage \$2 billion of capital market financing transactions; issued \$1.8 billion of short-term securities through a diverse dealer; invested \$41 million through diverse brokers; deposited \$21 million with minority-owned banks; hired diverse fund managers to manage \$1 billion in assets; and executed \$354 million of all investment fund equity trades through diverse brokers.
- SoCalGas issued \$600 million of first mortgage bonds and selected an African American-owned investment bank as one of the joint book runners. In the same transaction, SoCalGas selected a Hispanic American-owned securities firm and a DVBE to co-manage the offering. SoCalGas also employed a woman-owned insurance brokerage firm to assist with insurance and bond procurement; worked with two diverse firms that provided audit review; used an Asian American woman-owned supplier to perform audit service.
- Verizon contracted five minority- and women-owned as well as one disabled veteran-owned underwriting firms.

The CPUC and utilities continue to place emphasis on the procurement of legal and financial services from WMDVLGBTBEs. The large utilities have been meeting with potential diverse legal and financial firms. They have been sponsoring and participating in events and forums for diverse legal and financial firms. They support diverse legal and financial organizations and law students in order to expand their pool and utilization of WMDVLGBTBEs; as well as to ensure the steady flow of diverse legal and financial firms.

### **Highly Technical Areas**

GO 156 Section 9.1.7 makes reference to utilities making the effort to utilize WMDVLGBTBEs in areas that are considered highly technical in nature. A few large utilities identified some areas and reported their efforts and progress.

- In 2015, AT&T conducted outreach to diverse businesses in the advertising services area and had the following successes:

- Purchased over \$8 million in media with a diverse digital media company;
  - Used a diverse media company for a multi-cultural project;
  - Retained a diverse production edit company to provide creative editing services;
  - Purchased over \$4.5 million in radio and television advertising with a diverse media company;
  - Used a diverse music company; and
  - Engaged a diverse casting company with over \$1 million spend.
- In 2015, Comcast continued working with diverse advertising agencies and contracted an LGBTBE media company to increase awareness of Xfinity products and services.
  - In 2015, PG&E continued its effort to increase the participation of diverse businesses in management consulting services. PG&E held a workshop to improve the competitive profile of diverse suppliers in this area.

### **Disabled Veterans**

In 2015, the utilities hosted, supported and participated in major outreach events throughout California focused on procurement opportunities with DVBEs. At these events, a number of DVBEs had the opportunity to meet with the utilities, understand the utilities procurement process, and learn about future potential contracts. The CPUC staff also participated in some of these events, such as “Keeping the Promise” Conference hosted by the California Disabled Veteran Business Alliance and the Elite Service Disabled Veteran-Owned Business (SDVOB) Network National Convention, to educate attending DVBEs about the CPUC’s GO 156 USD program.

The utilities have developed programs designed to support and educate DVBEs and work with DVBE organizations to increase DVBEs competitiveness to participate in utility contracts.

For example:

- In 2015, AT&T contracted a DVBE to develop a Virtual Matchmaking on Demand (VMOD) tool able to match prime suppliers with diverse suppliers for subcontracting opportunities. AT&T also continues to support the John F. Kennedy (JFK) University mentoring program, Operation Hand Salute (OHS), specifically designed to improve DVBEs entrepreneurial skills.
- In 2015, PG&E hosted the third annual “Boots to Business” workshop for DVBEs in partnership with the U.S. Small Business Administration (SBA) and the California Department of General Services (DGS). PG&E was also the corporate sponsor of the California Disabled Veteran Business Alliance Annual “Keeping the Promise” Small Business Conference and the Annual Elite SDVOB Network National Convention.
- For the fourth year, in 2015, SoCalGas joined forces with the Elite SDVOB Network to host the “Turning Contacts into Contracts” event that focuses on increasing purchases with DVBEs.

- SCE plans on working with military bases on their “Reverse Boot Camps” to extend its DVBE outreach. SCE also was the sponsor of the National Elite SDVOB Network Convention.
- In 2015, Verizon continued to educate DVBEs through its Premier Supplier Academy sessions on how to do business with prime suppliers and offered DVBEs the opportunity to meet Verizon’s prime suppliers.

## **LGBT**

Following AB 1678 (Gordon) historic move to include LGBTBE in the GO 156 USD program, the CPUC amended GO 156 in 2015.<sup>13</sup> In line with this new inclusion, in 2015, the utilities updated their internal procurement processes and reporting systems; developed strategies to incorporate LGBTBEs in their corporate procurement and prime subcontracting; initiated efforts to identify and meet qualified LGBTBEs; established relationships with LGBT CBOs and communities; hosted, sponsored and participated in events focused on LGBT businesses; conducted outreach to LGBT communities; assisted and encouraged LGBTBEs to become certified; and made plans to provide technical assistance and capacity-building training to increase the pool of eligible LGBTBEs. The CPUC also attended several outreach events in support of the amendment and has partnered with the National Gay Lesbian Chamber of Commerce (NGLCC) to certify LGBTBEs and increase the availability of capable businesses.

Some utilities provided their 2015 LGBTBE spending, even though utilities were not required to report for 2015. Utilities reported a total of \$6.1 million LGBTBE spending.<sup>14</sup>

Some examples of LGBTBE activities:

- In 2015, Comcast worked with an LGBTBE to increase awareness of Xfinity products and services.
- In 2015, Cal Water contracted an LGBTBE digital social media agency to increase Cal Water’s digital presence.
- PG&E integrated LGBTBEs into its procurement in 2012.

## **Fuel and Power Procurement**

GO 156, Section 9.1.11 allows the utilities to report fuel procurement separately and does not require fuel purchases to be in the procurement base on which achievement of the 5 percent, 15 percent, and 1.5 percent goals is based.<sup>15</sup> Section 9.1.9 of the GO 156 further requires the utilities to report their renewable and nonrenewable energy procurement in a similar manner to their fuel procurement reporting. Five energy utilities (PG&E, SDG&E, SCE, SoCalGas, and Southwest Gas) reported their fuel and/or power purchases separately.

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<sup>13</sup> *Order Instituting Rulemaking to Update General Order 156 to Comply with Assembly Bill 1678 by Extending Provisions of the Utilities’ Supplier Diversity Program to Lesbian, Gay, Bisexual and/or Transgender (LGBT) Business Enterprises*, Decision 15-06-007.

<sup>14</sup> See Attachment Table 3, 1A and 2A

<sup>15</sup> GO 156, Section 8.12

The utilities continue to sponsor and participate in outreach activities; partnered with various business organizations; supported, mentored, and trained diverse suppliers to increase WMDVLGBTBE participation in fuel and power procurement.

Fuel and power procurement from diverse suppliers continues to be a challenge for the utilities due to the long lead time required for certain projects, volatility and complexity of the market, increased risk exposure, and stringent credit policies. Utilities are using the Funds Transfer Agency (FTA) agreement for short-term procurement opportunities in order to assist diverse suppliers with credit issues.

#### 2015 Utilities performance:

- PG&E's fuel procurement with diverse suppliers decreased by 31.5 percent from \$168 million (15.11%) in 2014 to \$115 million (14.41%) in 2015.
- SCE, for both years, 2014 and 2015, spent 100 percent of its fuel procurement with diverse supplies. SCE spent \$1 million in 2014 and \$0.652 million in 2015.
- SoCalGas' 2015 fuel procurement with diverse suppliers declined by 43 percent from \$363 million (18%) in 2014 to \$208 million (19%).
- Southwest Gas went from no diverse fuel procurement in 2014 to procuring \$1.86 million (5.45%) with diverse suppliers in 2015.
- PG&E's power procurement diverse spending declined by 1.66 percent from \$120.5 million in 2014 to \$118.5 million in 2015.
- SDG&E slightly increased its diverse power procurement by one percent from \$104 million in 2014 to \$105 million in 2015.
- SCE in 2015 procured \$287 million of power with diverse suppliers, an 11.7 percent increase from its 2014 spend of \$257 million.

#### Some notable accomplishments in 2015:

- PG&E executed over 80 one-month physical gas commodity product trades with diverse supplier counterparties and six diverse contracts for its ReMAT program. PG&E also added one power procurement master enabling agreement and one broker agreement with diverse suppliers.
- PG&E assisted diverse suppliers with opportunities to provide broker services that enable them to match major producers and suppliers with PG&E's gas buyers.
- For four years in a row, SDG&E has exceeded the GO 156 21.5 percent goal in electric and fuel procurement by achieving 25.9 percent in 2015. SDG&E also purchased over \$104 million or 45 percent of natural gas with diverse businesses.
- SDG&E transacted with two new diverse suppliers for gas procurement and two diverse businesses for Resource Adequacy (RA). For the Calipatria 20-megawatt facility project, SDG&E reported the inclusion of a Native American firm.
- SCE currently has over 20 power and resource purchase agreements and FTA agreements with diverse suppliers. In addition, SCE assisted diverse suppliers in approximately 24 power and over 50 natural gas transactions.

- PG&E, SCE and SDG&E hosted a roundtable and matchmaking event to discuss unique challenges and best practices in power procurement with diverse suppliers as well as for diverse suppliers to meet prime contractors and explore subcontracting opportunities in power procurement.

### **WMDVLGBTBE Verification**

The PU Code, Section 8284(a) (1) requires the CPUC to adopt criteria for verifying and determining the eligibility of WMLGBTBEs for participation in utilities' USD procurement programs. The CPUC has established a Supplier Clearinghouse operator that verifies the eligibility of WMLGBTBE businesses seeking certification and maintains a database of verified WMDVLGBTBEs. DGS verifies and certifies the status of DVBEs (PU Code, Section 8284 (a) (2)).

The Supplier Clearinghouse certifies the status of WMLGBTBEs for three years. At the end of the three years, the Supplier Clearinghouse re-verifies the businesses WMLGBTBE status.

As of June 2016, the Clearinghouse database has 8,760 verified diverse vendors, 2,888 of which are women-owned businesses; 2,601 are minority-owned businesses; 1,258 are minority women-owned or woman and minority male-owned businesses; 1,936 are disabled-veteran-owned businesses; 68 LGBT-owned businesses; and nine SBA 8a certified businesses. The operating costs of the Clearinghouse are paid directly by the participating utilities.

The Clearinghouse conducts and participates in training sessions to provide education on the certification process; the benefits of becoming certified; the frequently asked questions, as well as online application, and how to ensure the submission of a complete application. The Clearinghouse website includes a calendar of upcoming outreach events to be conducted by the utilities to increase participation of WMDVLGBTBEs in their procurement.

## CONCLUSIONS

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In 2015, the participating utilities increased the overall WMDVBE procurement dollar volume for the 6<sup>th</sup> consecutive year. The WMDVBE procurement increased from \$8.67 billion in 2014 to \$8.81 billion in 2015. However, the percentage of total utility procurement decreased from 32.86 percent in 2014 to 32.34 percent in 2015.

The CPUC included LGBTBEs in the GO 156 USD program in 2015. A few utilities, for the first time in the USD program history, reported on LGBTBE procurement in their 2015 report. These utilities procured a total of \$6.1 million from LGBTBEs. With the inclusion of LGBTBEs, the participating utilities in 2015 procured a total of \$8.82 billion from WMDVLGBTBEs.

The utilities in 2015 exceeded the 21.5 percent overall WMDVLGBTBE program goal, totaling 32.36 percent. The utilities also met the MBE, WBE and DVBE goals. Compared to 2014 results, in 2015, the utilities increased their WBE and DVBE spend and percentage of total utilities procurement; however, they reported a decline in both for the MBE category.

The CPUC continues to look for ways to evaluate the overall effectiveness and success of the supplier diversity programs of the utilities. The CPUC is focused on:

- Encouraging the inclusion of LGBTBEs in utilities procurement activities;
- Increasing the number of qualified certified WMDVLGBTBEs in the Supplier Clearinghouse database;
- Building partnerships with CBOs and WMDVLGBTBE communities;
- Strengthening the utilities' supplier diversity subcontracting programs;
- Working with small utilities to further their USD program engagement to improve and sustain their performance.
- Assisting the water utilities in meeting the DVBE goal.
- Forming groups capable of identifying and addressing issues and challenges of procurement with each diverse category (MBE, WBE, DVBE and LGBTBE).
- Improving and implementing best practices to advance supplier diversity performance;
- Educating WMDVLGBTBEs on the values of developing safety programs as part of their service quality;
- Quantifying the benefits of the GO 156 USD program to the utilities, ratepayers and California economy;
- Removing barriers and understanding adverse market conditions that could impact the USD program's success; and
- Learning from the upcoming GO 156 En Banc taking place on September 21, 2016.

The CPUC's USD program is one of the most notable programs for economic development and job creation in diverse communities across California. The CPUC's program has served as a template for other public and private organizations as well as states to implement across the nation. The CPUC's GO 156 has transformed the way the utilities contract with



WMDVLGBTBEs. Through the USD program, diverse businesses have been given the opportunity to actively engage in California's economy and contribute to the State's future growth.

## **ATTACHMENT A – DATA TABLES**

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**Table 1a**  
**2015 WMDVLGBTBE Procurement Results for Large Utilities**  
(in Dollars and as a Percentage of Total Corporate Procurement)

	2015 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>AT&amp;T CA</b>							
<b>Direct</b>		\$294,725,285 14.23%	\$179,879,007 8.69%	\$38,753,810 1.87%	\$0 0.00%	\$446,800 0.02%	\$513,804,902 24.81%
<b>Subcontracting</b>		\$277,624,762 13.41%	\$167,623,042 8.09%	\$46,582,310 2.25%	\$68,944 0.003%	\$0 0.00%	\$491,899,058 23.75%
<b>Combined</b>	\$2,071,021,235 100.00%	\$572,350,047 27.64%	\$347,502,049 16.78%	\$85,336,120 4.12%	\$68,944 0.003%	\$446,800 0.02%	\$1,005,703,960 48.56%

	2015 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>AT&amp;T Corp</b>							
<b>Direct</b>		\$97,816,632 15.13%	\$27,801,465 4.30%	\$1,875,729 0.29%	\$0 0.00%	\$788,313 0.12%	\$128,282,140 19.84%
<b>Subcontracting</b>		\$32,832,236 5.08%	\$19,823,301 3.07%	\$5,508,880 0.85%	\$8,153 0.001%	\$0 0.00%	\$58,172,571 9.00%
<b>Combined</b>	\$646,582,758 100.00%	\$130,648,869 20.21%	\$47,624,767 7.37%	\$7,384,609 1.14%	\$8,153 0.001%	\$788,313 0.12%	\$186,454,710 28.84%

	2015 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>AT&amp;T Mobility</b>							
<b>Direct</b>		\$186,653,550 6.17%	\$141,595,843 4.68%	\$2,228,940 0.07%	\$0 0.00%	\$294,053 0.01%	\$330,772,387 10.94%
<b>Subcontracting</b>		\$27,211,668 0.90%	\$16,429,740 0.54%	\$4,565,812 0.15%	\$6,758 0.0002%	\$0 0.00%	\$48,213,978 1.59%
<b>Combined</b>	\$3,023,787,836 100.00%	\$213,865,219 7.07%	\$158,025,583 5.23%	\$6,794,752 0.22%	\$6,758 0.0002%	\$294,053 0.01%	\$378,986,364 12.53%

	2015 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>Cal Water</b>							
<b>Direct</b>		\$26,157,229 14.56%	\$8,538,133 4.75%	\$391,541 0.22%	\$61,663 0.03%		\$35,148,566 19.57%
<b>Subcontracting</b>		\$1,905,118 1.06%	\$3,464,743 1.93%	\$368,321 0.21%	\$0 0.00%		\$5,738,182 3.19%
<b>Combined</b>	\$179,628,665 100.00%	\$28,062,347 15.62%	\$12,002,877 6.68%	\$759,861 0.42%	\$61,663 0.03%		\$40,886,748 22.76%

	2015 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>Comcast</b>							
<b>Direct</b>		\$30,803,753 7.86%	\$20,265,742 5.17%	\$145,931 0.04%			\$51,215,426 13.07%
<b>Subcontracting</b>		\$5,880,722 1.50%	\$65,576 0.02%	\$0 0.00%			\$5,946,298 1.52%
<b>Combined</b>	\$391,787,463 100.00%	\$36,684,475 9.36%	\$20,331,318 5.19%	\$145,931 0.04%			\$57,161,724 14.59%

	2015 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>Level 3</b>							
<b>Direct</b>		\$3,446,111 1.58%	\$889,196 0.41%	\$0 0.00%		\$34,485 0.02%	\$4,369,792 2.01%
<b>Subcontracting</b>		\$428,638 0.20%	\$2,163,131 0.99%	\$48,167 0.02%		\$0 0.00%	\$2,639,936 1.21%
<b>Combined</b>	\$217,939,292 100.00%	\$3,874,749 1.78%	\$3,052,327 1.40%	\$48,167 0.02%		\$34,485 0.02%	\$7,009,728 3.22%

	2015 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>PG&amp;E</b>							
<b>Direct</b>		\$1,216,945,364 21.70%	\$538,767,854 9.61%	\$94,365,581 1.68%			\$1,850,078,799 32.98%
<b>Subcontracting</b>		\$373,794,914 6.66%	\$184,357,245 3.29%	\$60,230,189 1.07%			\$618,382,348 11.02%
<b>Combined</b>	\$5,609,162,224 100.00%	\$1,590,740,278 28.36%	\$723,125,099 12.89%	\$154,595,770 2.76%			\$2,468,461,147 44.01%

**Table 1a**  
**2015 WMDVLGBTBE Procurement Results for Large Utilities**  
(in Dollars and as a Percentage of Total Corporate Procurement)

	2015 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>SDG&amp;E</b>							
<b>Direct</b>		\$240,316,847	\$93,498,642	\$9,834,392			\$343,649,881
		20.65%	8.03%	0.84%			29.52%
<b>Subcontracting</b>		\$66,194,028	\$69,875,511	\$17,744,297			\$153,813,836
		5.69%	6.00%	1.52%			13.21%
<b>Combined</b>	\$1,163,989,962	\$306,510,875	\$163,374,153	\$27,578,689			\$497,463,717
	100.00%	26.33%	14.04%	2.37%			42.74%
<b>SCE</b>							
<b>Direct</b>		\$821,477,503	\$529,689,052	\$53,832,170			\$1,404,998,726
		19.27%	12.42%	1.26%			32.95%
<b>Subcontracting</b>		\$226,988,631	\$158,757,053	\$38,642,133			\$424,387,817
		5.32%	3.72%	0.91%			9.95%
<b>Combined</b>	\$4,263,898,519	\$1,048,466,135	\$688,446,105	\$92,474,303			\$1,829,386,543
	100.00%	24.59%	16.15%	2.17%			42.90%
<b>SoCalGas</b>							
<b>Direct</b>		\$313,927,488	\$150,403,171	\$7,204,311			\$471,534,970
		21.06%	10.09%	0.48%			31.63%
<b>Subcontracting</b>		\$99,951,514	\$66,181,295	\$28,237,434			\$194,370,243
		6.70%	4.44%	1.89%			13.04%
<b>Combined</b>	1,490,919,874	\$413,879,002	\$216,584,466	\$35,441,745			\$665,905,213
	100.00%	27.76%	14.53%	2.38%			44.66%
<b>Sprint</b>							
<b>Direct</b>		\$363,452,040	\$39,629,897	\$2,058,697			\$405,140,634
		27.62%	3.01%	0.16%			30.79%
<b>Subcontracting</b>		\$58,661,866	\$90,845,154	\$30,551,603			\$180,058,623
		4.46%	6.90%	2.32%			13.68%
<b>Combined</b>	\$1,315,785,323	\$422,113,906	\$130,475,051	\$32,610,300			\$585,199,258
	100.00%	32.08%	9.92%	2.48%			44.48%
<b>T-Mobile</b>							
<b>Direct</b>		\$348,785,977	\$66,364,922	\$56,561			\$415,207,460
		9.10%	1.73%	0.001%			10.83%
<b>Subcontracting</b>		\$19,676,387	\$25,175,704	\$62,508			\$44,914,600
		0.51%	0.66%	0.002%			1.17%
<b>Combined</b>	\$3,832,158,815	\$368,462,365	\$91,540,626	\$119,069			\$460,122,060
	100.00%	9.62%	2.39%	0.003%			12.01%
<b>Verizon CA</b>							
<b>Direct</b>		\$29,505,262	\$22,468,863	\$655,990			\$52,630,115
		18.28%	13.92%	0.41%			32.61%
<b>Subcontracting</b>		\$13,611,160	\$1,175,505	\$15,260,146			\$30,046,811
		8.43%	0.73%	9.46%			18.62%
<b>Combined</b>	\$161,379,875	\$43,116,422	\$23,644,368	\$15,916,136			\$82,676,926
	100.00%	26.72%	14.65%	9.86%			51.23%
<b>Verizon Wireless</b>							
<b>Direct</b>		\$328,246,794	\$67,178,813	\$17,100			\$395,442,707
		15.66%	3.20%	0.001%			18.86%
<b>Subcontracting</b>		\$2,742,198	\$6,691,276	\$0			\$9,433,474
		0.13%	0.32%	0.00%			0.45%
<b>Combined</b>	\$2,096,493,922	\$330,988,992	\$73,870,089	\$17,100			\$404,876,181
	100.00%	15.79%	3.52%	0.001%			19.31%
<b>Total</b>	<b>\$26,464,535,763</b>	<b>\$5,509,763,680</b>	<b>\$2,699,598,876</b>	<b>\$459,222,552</b>	<b>\$145,519</b>	<b>\$1,563,651</b>	<b>\$8,670,294,279</b>
	100.00%	20.82%	10.20%	1.74%	0.0005%	0.006%	32.76%

Note: \*Firms Classified as 8(a) by the United States Small Business Administration - Includes Non-WMDVLGBTBEs

**Table 1b  
2014 WMDVBE Procurement Results for Large Utilities**

		2014 Total Procurement	MBE	WBE	DVBE	Total WMDVBE
<b>AT&amp;T CA</b>						
	Direct		\$357,835,910 13.50%	\$174,543,980 6.58%	\$41,589,697 1.57%	\$573,969,587 21.65%
	Subcontracting		\$380,183,279 14.34%	\$117,206,955 4.42%	\$35,341,920 1.33%	\$532,732,154 20.09%
	Combined	\$2,651,603,519 100.00%	\$738,019,189 27.83%	\$291,750,935 11.00%	\$76,931,617 2.90%	\$1,106,701,741 41.74%
<b>AT&amp;T Corp</b>						
	Direct		\$90,531,871 13.94%	\$27,536,628 4.24%	\$1,742,275 0.27%	\$119,810,775 18.44%
	Subcontracting		\$40,439,052 6.23%	\$12,466,982 1.92%	\$0 0.00%	\$52,906,034 8.14%
	Combined	\$649,585,862 100.00%	\$130,970,923 20.16%	\$40,003,611 6.16%	\$1,742,275 0.27%	\$172,716,809 26.59%
<b>AT&amp;T Mobility</b>						
	Direct		\$504,032,171 12.87%	\$206,289,452 5.27%	\$5,616,374 0.14%	\$715,937,997 18.28%
	Subcontracting		\$12,213,854 0.31%	\$3,765,417 0.10%	\$0 0.00%	\$15,979,271 0.41%
	Combined	\$3,916,139,683 100.00%	\$516,246,024 13.18%	\$210,054,869 5.36%	\$5,616,374 0.14%	\$731,917,268 18.69%
<b>Comcast</b>						
	Direct		\$23,803,852 7.39%	\$29,391,350 9.12%	\$2,683 0.0008%	\$53,197,885 16.51%
	Subcontracting		\$2,472,010 0.77%	\$111,420 0.03%	\$0 0.00%	\$2,583,430 0.80%
	Combined	\$322,224,573 100.00%	\$26,275,862 8.15%	\$29,502,770 9.16%	\$2,683 0.0008%	\$55,781,315 17.31%
<b>PG&amp;E</b>						
	Direct		1,018,317,898 19.73%	456,980,577 8.85%	67,418,346 1.31%	1,542,716,822 29.89%
	Subcontracting		346,351,029 6.71%	164,919,549 3.20%	57,637,861 1.12%	568,908,439 11.02%
	Combined	5,160,827,029 100.00%	1,364,668,927 26.44%	621,900,126 12.05%	125,056,207 2.42%	2,111,625,261 40.92%
<b>SDG&amp;E</b>						
	Direct		\$204,754,931 22.34%	\$82,364,879 8.99%	\$14,448,023 1.58%	\$301,567,833 32.91%
	Subcontracting		\$125,439,305 65.93%	\$54,182,084 28.48%	\$10,631,783 5.59%	\$190,253,172 100.00%
	Combined	\$1,106,672,502 100.00%	\$330,194,236 29.84%	\$136,546,963 12.34%	\$25,079,806 2.27%	\$491,821,005 44.44%
<b>SCE</b>						
	Direct		\$686,222,797 18.16%	\$426,291,449 11.28%	\$70,654,473 1.87%	\$1,183,168,719 31.30%
	Subcontracting		\$314,261,096 8.31%	\$184,281,746 4.88%	\$17,806,127 0.47%	\$516,348,969 13.66%
	Combined	\$3,779,520,066 100.00%	\$1,000,483,893 26.47%	\$610,573,195 16.15%	\$88,460,600 2.34%	\$1,699,517,688 44.97%
<b>SoCalGas</b>						
	Direct		\$302,711,139 25.65%	\$108,922,721 9.23%	\$11,705,054 0.99%	\$423,338,915 35.87%
	Subcontracting		\$87,644,063 7.43%	\$44,741,417 3.79%	\$15,703,396 1.33%	\$148,088,876 12.55%
	Combined	\$1,180,140,852 100.00%	\$390,355,202 33.08%	\$153,664,138 13.02%	\$27,408,450 2.32%	\$571,427,791 48.42%
<b>Sprint</b>						
	Direct		\$333,763,726 24.41%	\$51,328,539 3.75%	\$2,502,262 0.18%	\$387,594,527 28.34%
	Subcontracting		\$217,077,500 15.87%	\$79,096,908 5.78%	\$336,136 0.02%	\$296,510,544 21.68%
	Combined	\$1,367,425,853 100.00%	\$550,841,226 40.28%	\$130,425,447 9.54%	\$2,838,398 0.21%	\$684,105,071 50.03%
<b>T-Mobile and MetroPCS</b>						
	Direct		\$162,530,000 5.79%	\$48,899,000 1.74%	\$570,000 0.02%	\$211,999,000 7.55%
	Subcontracting		\$17,919,000 0.64%	\$12,755,000 0.45%	\$146,000 0.01%	\$30,820,000 1.10%
	Combined	\$2,808,792,000 100.00%	\$180,449,000 6.42%	\$61,654,000 2.20%	\$716,000 0.02%	\$242,819,000 8.64%
<b>Verizon CA</b>						
	Direct		\$44,997,713 19.87%	\$36,426,542 16.08%	\$571,622 0.25%	\$81,995,878 36.20%
	Subcontracting		\$13,628,559 6.02%	\$3,040,313 1.34%	\$12,556,581 5.54%	\$29,225,453 12.90%
	Combined	\$226,482,491 100.00%	\$58,626,272 25.89%	\$39,466,856 17.43%	\$13,128,203 5.80%	\$111,221,331 49.11%
<b>Verizon Wireless</b>						
	Direct		\$319,677,384 14.23%	\$71,221,411 3.17%	\$21,777 0.00%	\$390,920,572 17.40%
	Subcontracting		\$87,154,309 3.88%	\$4,058,310 0.18%	\$2,207,425 0.10%	\$93,420,044 4.16%
	Combined	\$2,247,148,748 100.00%	\$406,831,693 18.10%	\$75,279,721 3.35%	\$2,229,202 0.10%	\$484,340,616 21.55%
<b>Total</b>						
		\$25,416,563,177 100.00%	\$5,693,962,448 22.40%	\$2,400,822,631 9.45%	\$369,209,817 1.45%	\$8,463,994,896 33.30%

**Table 2a**  
**2015 WMDVLGBTBE Procurement Results for Small Utilities**  
(in Dollars and as a Percentage of Total Corporate Procurement)

	2015 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>AT&amp;T Long Distance</b>	<b>Direct</b>	\$3,222,970	\$1,630,834	\$235,289	\$0	\$10,876	\$5,099,969
		8.55%	4.33%	0.62%	0.00%	0.03%	13.53%
	<b>Subcontracting</b>	\$8,079,777	\$4,878,372	\$1,355,696	\$2,006	\$0	\$14,315,852
		21.43%	12.94%	3.60%	0.005%	0.00%	37.97%
<b>Combined</b>	\$37,702,065	\$11,302,748	\$6,509,206	\$1,590,985	\$2,006	\$10,876	\$19,415,821
	100.00%	29.98%	17.26%	4.22%	0.005%	0.03%	51.50%

	2015 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>AT&amp;T TCA</b>	<b>Direct</b>	\$1,185,260	\$467,565	\$20,220			\$1,673,045
		26.69%	10.53%	0.46%			37.67%
	<b>Subcontracting</b>	\$0	\$0	\$0			\$0
		0.00%	0.00%	0.00%			0.00%
<b>Combined</b>	\$4,441,515	\$1,185,260	\$467,565	\$20,220			\$1,673,045
	100.00%	26.69%	10.53%	0.46%			37.67%

	2015 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>Cal-Am Water</b>	<b>Direct</b>	\$8,975,816	\$8,144,356	\$422,609	\$871,346		\$18,414,127
		9.57%	8.68%	0.45%	0.93%		19.63%
	<b>Subcontracting</b>	\$1,535,612	\$1,916,092	\$697,396	\$0		\$4,149,100
		1.64%	2.04%	0.74%	0.00%		4.42%
<b>Combined</b>	\$93,785,103	\$10,511,428	\$10,060,448	\$1,120,005	\$871,346		\$22,563,227
	100.00%	11.21%	10.73%	1.19%	0.93%		24.06%

	2015 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>Frontier</b>	<b>Direct</b>	\$17,503	\$583,935	\$2,436			\$603,874
		0.13%	4.50%	0.02%			4.65%
	<b>Subcontracting</b>	\$0	\$107,357	\$0			\$107,357
		0.00%	0.83%	0.00%			0.83%
<b>Combined</b>	\$12,990,005	\$17,503	\$691,292	\$2,436			\$711,231
	100.00%	0.13%	5.32%	0.02%			5.48%

	2015 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>Golden State</b>	<b>Direct</b>	\$16,679,625	\$6,640,259	\$1,161,592	\$545,845		\$25,027,320
		14.76%	5.87%	1.03%	0.48%		22.14%
	<b>Subcontracting</b>	\$162,656	\$5,270	\$128,450	\$0		\$296,376
		0.14%	0.00%	0.11%	0.00%		0.26%
<b>Combined</b>	\$113,043,465	\$16,842,281	\$6,645,529	\$1,290,042	\$545,845		\$25,323,697
	100.00%	14.90%	5.88%	1.14%	0.48%		22.40%

	2015 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>Liberty Utilities</b>	<b>Direct</b>	\$2,276,023	\$2,580,176	\$4,117			\$4,860,315
		10.48%	11.88%	0.02%			22.38%
	<b>Subcontracting</b>	\$0	\$0	\$0			\$0
		0.00%	0.00%	0.00%			0.00%
<b>Combined</b>	\$21,717,901	\$2,276,022	\$2,580,176	\$4,117			\$4,860,315
	100.00%	10.48%	11.88%	0.02%			22.38%

**Table 2a**  
**2015 WMDVLGBTBE Procurement Results for Small Utilities**  
(in Dollars and as a Percentage of Total Corporate Procurement)

	2015 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>Lodi Gas &amp; Storage</b>							
<b>Direct</b>		\$39,227	\$46,993	\$6,589			\$92,809
		0.43%	0.51%	0.07%			1.01%
<b>Subcontracting</b>		\$0	\$0	\$0			\$0
		0.00%	0.00%	0.00%			0.00%
<b>Combined</b>	\$9,175,175	\$39,227	\$46,993	\$6,589			\$92,809
	100.00%	0.43%	0.51%	0.07%			1.01%

	2015 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>PacifiCorp</b>							
<b>Direct</b>		\$58,983	\$10,153	\$2,735			\$71,871
		0.52%	0.09%	0.02%			0.64%
<b>Subcontracting</b>		\$158,003	\$0	\$0			\$158,003
		1.40%	0.00%	0.00%			1.40%
<b>Combined</b>	\$11,286,098	\$216,986	\$10,153	\$2,735			\$229,874
	100.00%	1.92%	0.09%	0.02%			2.04%

	2015 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>Park Water</b>							
<b>Direct</b>		\$3,737,384	\$6,778,970	\$18,414	\$2,002,144		\$12,536,912
		11.91%	21.60%	0.06%	6.38%		39.94%
<b>Subcontracting</b>		\$0	\$0	\$0	\$0		\$0
		0.00%	0.00%	0.00%	0.00%		0.00%
<b>Combined</b>	\$31,386,958	\$3,737,384	\$6,778,970	\$18,414	\$2,002,144		\$12,536,912
	100.00%	11.91%	21.60%	0.06%	6.38%		39.94%

	2015 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>San Gabriel</b>							
<b>Direct</b>		\$2,292,388	\$1,883,221	\$223,723	\$1,779,229		\$6,178,561
		5.06%	4.16%	0.49%	3.93%		13.64%
<b>Subcontracting</b>		\$510	\$74,793	\$0	\$0		\$75,303
		0.001%	0.17%	0.00%	0.00%		0.17%
<b>Combined</b>	\$45,305,101	\$2,292,898	\$1,958,014	\$223,723	\$1,779,229		\$6,253,864
	100.00%	5.06%	4.32%	0.49%	3.93%		13.80%

	2015 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>San Jose Water</b>							
<b>Direct</b>		\$11,411,338	\$1,598,009	\$0			\$13,009,347
		10.33%	1.45%	0.00%			11.78%
<b>Subcontracting</b>		\$1,695,485	\$3,869,984	\$432,115			\$5,997,584
		1.54%	3.50%	0.39%			5.43%
<b>Combined</b>	\$110,416,872	\$13,106,823	\$5,467,993	\$432,115			\$19,006,931
	100.00%	11.87%	4.95%	0.39%			17.21%

	2015 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>Southwest Gas</b>							
<b>Direct</b>		\$4,307,719	\$15,080,733	\$0			\$19,388,452
		16.22%	56.77%	0.00%			72.99%
<b>Subcontracting</b>		\$674,849	\$0	\$0			\$674,849
		2.54%	0.00%	0.00%			2.54%
<b>Combined</b>	\$26,563,753	\$4,982,568	\$15,080,733	\$0			\$20,063,301
	100.00%	18.76%	56.77%	0.00%			75.53%

**Table 2a**  
**2015 WMDVLGBTBE Procurement Results for Small Utilities**  
(in Dollars and as a Percentage of Total Corporate Procurement)

	2015 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>Suburban</b>							
<b>Direct</b>		\$4,128,498	\$192,924	\$0	\$771,974		\$5,093,396
		20.04%	0.94%	0.00%	3.75%		24.72%
<b>Subcontracting</b>		\$0	\$0	\$0	\$0		\$0
		0.00%	0.00%	0.00%	0.00%		0.00%
<b>Combined</b>	\$20,605,567	\$4,128,498	\$192,924	\$0	\$771,974		\$5,093,396
	100.00%	20.04%	0.94%	0.00%	3.75%		24.72%
<b>TelePacific</b>							
<b>Direct</b>		\$1,268,215	\$1,806,993	\$1,280			\$3,076,488
		1.61%	2.29%	0.002%			3.90%
<b>Subcontracting</b>		\$0	\$0	\$0			\$0
		0.00%	0.00%	0.00%			0.00%
<b>Combined</b>	\$78,925,460	\$1,268,215	\$1,806,993	\$1,280			\$3,076,488
	100.00%	1.61%	2.29%	0.002%			3.90%
<b>Time Warner</b>							
<b>Direct</b>		\$1,612,299	\$85,193	\$0			\$1,697,493
		2.46%	0.13%	0.00%			2.59%
<b>Subcontracting</b>		\$0	\$0	\$0			\$0
		0.00%	0.00%	0.00%			0.00%
<b>Combined</b>	\$65,515,497	\$1,612,299	\$85,193	\$0			\$1,697,493
	100.00%	2.46%	0.13%	0.00%			2.59%
<b>Trans Bay Cable</b>							
<b>Direct</b>		\$101,364	\$69,893	\$0			\$171,257
		0.31%	0.21%	0.00%			0.52%
<b>Subcontracting</b>		\$0	\$209,025	\$0			\$209,025
		0.00%	0.63%	0.00%			0.63%
<b>Combined</b>	\$33,029,998	\$101,364	\$278,918	\$0			\$380,282
	100.00%	0.31%	0.84%	0.00%			1.15%
<b>Wild Goose</b>							
<b>Direct</b>		\$86,735	\$37,363	\$0			\$124,098
		4.24%	1.83%	0.00%			6.07%
<b>Subcontracting</b>		\$0	\$0	\$0			\$0
		0.00%	0.00%	0.00%			0.00%
<b>Combined</b>	\$2,044,978	\$86,735	\$37,363	\$0			\$124,098
	100.00%	4.24%	1.83%	0.00%			6.07%
<b>XO Communications</b>							
<b>Direct</b>		\$9,944	\$1,665,016	\$31,244			\$1,706,204
		0.02%	2.81%	0.05%			2.88%
<b>Subcontracting</b>		\$0	\$0	\$0			\$0
		0.00%	0.00%	0.00%			0.00%
<b>Combined</b>	\$59,303,600	\$9,944	\$1,665,016	\$31,244			\$1,706,204
	100.00%	0.02%	2.81%	0.05%			2.88%
<b>Total</b>	<b>\$777,239,110</b>	<b>\$73,718,183</b>	<b>\$60,363,480</b>	<b>\$4,743,905</b>	<b>\$5,972,544</b>	<b>\$10,876</b>	<b>\$144,808,988</b>
	100.00%	9.48%	7.77%	0.61%	0.77%	0.001%	18.63%

Note: \*Firms Classified as 8(a) by the United States Small Business Administration - Includes Non-WMDVLGBTBEs



**Table 2b**  
**2014 WMDVBE Procurement Results for Small Utilities**

	2014 Total Procurement	MBE	WBE	DVBE	Total WMDVBE
<b>AT&amp;T Long Distance</b>					
Direct		\$8,186,643 10.84%	\$2,800,840 3.71%	\$321,547 0.43%	\$11,309,030 14.98%
Subcontracting		\$11,094,052 14.70%	\$3,420,193 4.53%	\$0 0.00%	\$14,514,244 19.23%
Combined	\$75,488,327 100.00%	\$19,280,694 25.54%	\$6,221,033 8.24%	\$321,547 0.43%	\$25,823,274 34.21%
<b>AT&amp;T TCA</b>					
Direct		\$1,058,188 29.30%	\$480,854 13.31%	\$33 0.0009%	\$1,539,075 42.61%
Subcontracting		\$0 0.00%	\$0 0.00%	\$0 0.00%	\$0 0.00%
Combined	\$3,611,724 100.00%	\$1,058,188 29.30%	\$480,854 13.31%	\$33 0.0009%	\$1,539,075 42.61%
<b>Cal-Am Water</b>					
Direct		\$11,467,740 10.29%	\$8,559,684 7.68%	\$445,224 0.40%	\$20,472,648 18.37%
Subcontracting		\$557,643 0.50%	\$2,060,343 1.85%	\$910,416 0.82%	\$3,528,402 3.17%
Combined	\$111,465,186 100.00%	\$12,025,383 10.79%	\$10,620,027 9.53%	\$1,355,640 1.22%	\$24,001,050 21.53%
<b>Cal Water</b>					
Direct		\$20,886,596 14.73%	\$4,052,221 2.86%	\$127,854 0.09%	\$25,066,672 17.68%
Subcontracting		\$1,010,064 0.71%	\$5,054,708 3.56%	\$2,968,987 2.09%	\$9,033,759 6.37%
Combined	\$141,806,915 100.00%	\$21,896,661 15.44%	\$9,106,929 6.42%	\$3,096,841 2.18%	\$34,100,431 24.05%
<b>Citizens</b>					
Direct		\$15,241 0.06%	\$680,699 2.66%	\$0 0.00%	\$695,940 2.72%
Subcontracting		\$0 0.00%	\$0 0.00%	\$0 0.00%	\$0 0.00%
Combined	\$25,576,420 100.00%	\$15,241 0.06%	\$680,699 2.66%	\$0 0.00%	\$695,940 2.72%
<b>Golden State Water</b>					
Direct		\$13,259,759 13.73%	\$8,009,799 8.29%	\$899,873 0.93%	\$22,169,431 22.95%
Subcontracting		\$88,561 0.09%	\$65,016 0.07%	\$32,862 0.03%	\$186,439 0.19%
Combined	\$96,605,091 100.00%	\$13,348,320 13.82%	\$8,074,815 8.36%	\$932,735 0.97%	\$22,355,871 23.14%
<b>Liberty Utilities</b>					
Direct		\$3,816,059 17.21%	\$2,381,634 10.74%	\$335 0.0015%	\$6,198,028 27.95%
Subcontracting		\$0 0.00%	\$0 0.00%	\$0 0.00%	\$0 0.00%
Combined	\$22,172,440 100.00%	\$3,816,059 17.21%	\$2,381,634 10.74%	\$335 0.0015%	\$6,198,028 27.95%
<b>Lodi Gas &amp; Storage</b>					
Direct		\$92,210 0.57%	\$926,181 5.73%	\$0 0.00%	\$1,018,391 6.30%
Subcontracting		\$0 0.00%	\$0 0.00%	\$0 0.00%	\$0 0.00%
Combined	\$16,160,201 100.00%	\$92,210 0.57%	\$926,181 5.73%	\$0 0.00%	\$1,018,391 6.30%
<b>PacifiCorp</b>					
Direct		\$68,470 0.65%	\$285,160 2.70%	\$2,985 0.03%	\$356,615 3.38%
Subcontracting		\$195,139 1.85%	\$0 0.00%	\$0 0.00%	\$195,139 1.85%
Combined	\$10,549,805 100.00%	\$263,609 2.50%	\$285,160 2.70%	\$2,985 0.03%	\$551,754 5.23%
<b>Park Water</b>					
Direct		\$3,824,638 15.35%	\$5,909,047 23.71%	\$2,330 0.01%	\$9,736,015 39.07%
Subcontracting		\$0 0.00%	\$0 0.00%	\$0 0.00%	\$0 0.00%
Combined	\$24,917,785 100.00%	\$3,824,638 15.35%	\$5,909,047 23.71%	\$2,330 0.01%	\$9,736,015 39.07%
<b>San Gabriel</b>					
Direct		\$3,997,812 9.77%	\$1,427,707 3.49%	\$20,922 0.05%	\$5,446,441 13.31%
Subcontracting		\$32,086 0.08%	\$30,754 0.08%	\$0 0.00%	\$62,840 0.15%
Combined	\$40,923,349 100.00%	\$4,029,898 9.85%	\$1,458,461 3.56%	\$20,922 0.05%	\$5,509,281 13.46%

**Table 2b**  
**2014 WMDVBE Procurement Results for Small Utilities**

	2014 Total Procurement	MBE	WBE	DVBE	Total WMDVBE
<b>San Jose Water</b>					
<b>Direct</b>		\$16,330,083	\$627,648	\$319,154	\$17,276,885
		17.96%	0.69%	0.35%	19.00%
<b>Subcontracting</b>		\$1,181,940	\$4,327,634	\$103,050	\$5,612,624
		1.30%	4.76%	0.11%	6.17%
<b>Combined</b>	\$90,949,889	\$17,512,023	\$4,955,282	\$422,204	\$22,889,509
	100.00%	19.25%	5.45%	0.46%	25.17%
<b>Southwest Gas</b>					
<b>Direct</b>		\$5,627,543	\$8,464,148	\$25,353	\$14,117,044
		28.71%	43.18%	0.13%	72.02%
<b>Subcontracting</b>		\$0	\$0	\$0	\$0
		0.00%	0.00%	0.00%	0.00%
<b>Combined</b>	\$19,602,587	\$5,627,543	\$8,464,148	\$25,353	\$14,117,044
	100.00%	28.71%	43.18%	0.13%	72.02%
<b>Suburban</b>					
<b>Direct</b>		\$2,710,912	\$1,624,033	\$0	\$4,334,945
		14.93%	8.95%	0.00%	23.88%
<b>Subcontracting</b>		\$0	\$0	\$0	\$0
		0.00%	0.00%	0.00%	0.00%
<b>Combined</b>	\$18,153,295	\$2,710,912	\$1,624,033	\$0	\$4,334,945
	100.00%	14.93%	8.95%	0.00%	23.88%
<b>SureWest</b>					
<b>Direct</b>		\$133,412	\$1,342,905	\$0	\$1,476,317
		0.80%	8.01%	0.00%	8.80%
<b>Subcontracting</b>		\$0	\$0	\$0	\$0
		0.00%	0.00%	0.00%	0.00%
<b>Combined</b>	\$16,773,542	\$133,412	\$1,342,905	\$0	\$1,476,317
	100.00%	0.80%	8.01%	0.00%	8.80%
<b>TelePacific</b>					
<b>Direct</b>		\$219,415	\$1,359,028	\$695	\$1,579,138
		0.29%	1.77%	0.0009%	2.06%
<b>Subcontracting</b>		\$0	\$0	\$0	\$0
		0.00%	0.00%	0.00%	0.00%
<b>Combined</b>	\$76,685,635	\$219,415	\$1,359,028	\$695	\$1,579,138
	100.00%	0.29%	1.77%	0.0009%	2.06%
<b>Trans Bay Cable</b>					
<b>Direct</b>		\$0	\$93,365	\$0	\$93,365
		0.00%	0.30%	0.00%	0.30%
<b>Subcontracting</b>		\$393	\$68,490	\$0	\$68,883
		0.001%	0.22%	0.00%	0.22%
<b>Combined</b>	\$31,019,061	\$393	\$161,855	\$0	\$162,248
	100.00%	0.001%	0.52%	0.00%	0.52%
<b>US Cellular</b>					
<b>Direct</b>		\$20,402,865	\$309,751	\$0	\$20,712,616
		73.57%	1.12%	0.00%	74.69%
<b>Subcontracting</b>		\$0	\$0	\$0	\$0
		0.00%	0.00%	0.00%	0.00%
<b>Combined</b>	\$27,732,249	\$20,402,865	\$309,751	\$0	\$20,712,616
	100.00%	73.57%	1.12%	0.00%	74.69%
<b>Verizon Business Services</b>					
<b>Direct</b>		\$1,194,867	\$1,631,798	\$1,505,780	\$4,332,445
		1.68%	2.30%	2.12%	6.11%
<b>Subcontracting</b>		\$0	\$0	\$0	\$0
		0.00%	0.00%	0.00%	0.00%
<b>Combined</b>	\$70,958,038	\$1,194,867	\$1,631,798	\$1,505,780	\$4,332,445
	100.00%	1.68%	2.30%	2.12%	6.11%
<b>Wild Goose</b>					
<b>Direct</b>		\$13,939	\$8,269	\$0	\$22,207
		0.76%	0.45%	0.00%	1.22%
<b>Subcontracting</b>		\$0	\$0	\$0	\$0
		0.00%	0.00%	0.00%	0.00%
<b>Combined</b>	\$1,823,222	\$13,939	\$8,269	\$0	\$22,207
	100.00%	0.76%	0.45%	0.00%	1.22%
<b>XO Communications</b>					
<b>Direct</b>		\$15,389	\$1,181,366	\$30,655	\$1,227,410
		0.04%	3.13%	0.08%	3.25%
<b>Subcontracting</b>		\$0	\$0	\$0	\$0
		0.00%	0.00%	0.00%	0.00%
<b>Combined</b>	\$37,722,437	\$15,389	\$1,181,366	\$30,655	\$1,227,410
	100.00%	0.04%	3.13%	0.08%	3.25%
<b>Total</b>	<b>\$960,697,198</b>	<b>\$127,481,659</b>	<b>\$67,183,274</b>	<b>\$7,718,055</b>	<b>\$202,382,989</b>
	<b>100.00%</b>	<b>13.27%</b>	<b>6.99%</b>	<b>0.80%</b>	<b>21.07%</b>

**Table 3**  
**2015 and 2014 Comparative Summary of Large, Small and Combined Utility WMDVLGBTBE Procurement Results**  
(in Dollars and as a Percentage of Total Corporate Procurement)

	<b>Total Procurement</b>	<b>MBE</b>	<b>WBE</b>	<b>DVBE</b>	<b>LGBTBE</b>	<b>Other 8(a)*</b>	<b>Total WMDVLGBTBE</b>
<b>2015</b>							
<b>Total Large Utilities</b>	\$26,464,535,763 100.00%	\$5,509,763,680 20.82%	\$2,699,598,876 10.20%	\$459,222,552 1.74%	\$145,519 0.0005%	\$1,563,651 0.006%	\$8,670,294,279 32.76%
<b>Total Small Utilities</b>	\$777,239,110 100.00%	\$73,718,183 9.48%	\$60,363,480 7.77%	\$4,743,905 0.61%	\$5,972,544 0.77%	\$10,876 0.001%	\$144,808,988 18.63%
<b>Total Combined</b>	\$27,241,774,873 <b>100.00%</b>	\$5,583,481,863 <b>20.50%</b>	\$2,759,962,356 <b>10.13%</b>	\$463,966,457 <b>1.70%</b>	\$6,118,063 <b>0.02%</b>	\$1,574,527 <b>0.01%</b>	\$8,815,103,266 <b>32.36%</b>
<b>2014</b>							
<b>Total Large Utilities</b>	\$25,416,563,177 100.00%	\$5,693,962,448 22.40%	\$2,400,822,631 9.45%	\$369,209,817 1.45%			\$8,463,994,896 33.30%
<b>Total Small Utilities</b>	\$960,697,198 100.00%	\$127,481,659 13.27%	\$67,183,274 6.99%	\$7,718,055 0.80%			\$202,382,989 21.07%
<b>Total Combined</b>	\$26,377,260,375 <b>100.00%</b>	\$5,821,444,107 <b>22.07%</b>	\$2,468,005,905 <b>9.36%</b>	\$376,927,872 <b>1.43%</b>			\$8,666,377,885 <b>32.86%</b>

**Note:** \*Firms Classified as 8(a) by the United States Small Business Administration - Includes Non-WMDVLGBTBEs





**Table 5a**  
**2015 Summary of Large Utility Ethnic Procurement**  
**(in Dollars and as a Percentage of Total Corporate Procurement)**

	AT&T CA	AT&T Corp	AT&T Mobility	Cal Water	Comcast	Level 3	PG&E	SDG&E	SCE	SoCalGas	Sprint	T-Mobile	Verizon CA	Verizon Wireless
<b>Black</b>														
Direct	\$29,170,448	\$30,794,433	\$63,367,359	\$182,338	\$2,328,920	\$0	\$375,672,856	\$25,504,121	\$86,058,645	\$22,204,870	\$165,736,776	\$1,662,640	\$1,159,999	\$3,240,351
	1.41%	4.76%	2.10%	0.10%	0.59%	0.00%	6.70%	2.19%	2.02%	1.49%	12.60%	0.04%	0.72%	0.15%
Subcontracting	\$78,565,210	\$9,291,216	\$7,700,648	\$2,234	\$0	\$3,366	\$64,844,268	\$14,580,517	\$24,514,965	\$25,997,361	N/A	\$0	\$2,872,540	\$0
	3.79%	1.44%	0.25%	0.00%	0.00%	0.002%	1.16%	1.25%	0.57%	1.74%	N/A	0.00%	1.78%	0.00%
Combined	\$107,735,658	\$40,085,649	\$71,068,007	\$184,571	\$2,328,920	\$3,366	\$440,517,124	\$40,084,638	\$110,573,610	\$48,202,231	N/A	\$1,662,640	\$4,032,540	\$3,240,351
	5.20%	6.20%	2.35%	0.10%	0.59%	0.002%	7.85%	3.44%	2.59%	3.23%	N/A	0.04%	2.50%	0.15%
<b>Hispanic</b>														
Direct	\$161,987,828	\$21,067,178	\$70,936,573	\$20,315,914	\$8,096,446	\$2,288,582	\$439,537,393	\$115,917,618	\$479,791,810	\$226,099,593	\$113,886,997	\$4,304,351	\$22,289,763	\$6,372,257
	7.82%	3.26%	2.35%	11.31%	2.07%	1.05%	7.84%	9.96%	11.25%	15.17%	8.66%	0.11%	13.81%	0.30%
Subcontracting	\$140,371,272	\$16,600,474	\$13,758,630	\$1,636,262	\$3,855,450	\$47,519	\$162,874,644	\$34,884,085	\$135,780,799	\$55,969,200	N/A	\$32,034	\$1,505,121	\$2,401,836
	6.78%	2.57%	0.46%	0.91%	0.98%	0.02%	2.90%	3.00%	3.18%	3.75%	N/A	0.001%	0.93%	0.11%
Combined	\$302,359,100	\$37,667,652	\$84,695,203	\$21,952,176	\$11,951,896	\$2,336,101	\$602,412,037	\$150,801,703	\$615,572,609	\$282,068,793	N/A	\$4,336,385	\$23,794,884	\$8,774,093
	14.60%	5.83%	2.80%	12.22%	3.05%	1.07%	10.74%	12.96%	14.44%	18.92%	N/A	0.11%	14.74%	0.42%
<b>Asian-Pacific</b>														
Direct	\$100,625,045	\$45,374,105	\$44,715,812	\$5,390,090	\$20,378,387	\$17,036	\$305,514,656	\$45,096,698	\$182,006,461	\$53,210,533	\$78,198,569	\$342,815,756	\$6,055,501	\$316,943,608
	4.86%	7.02%	1.48%	3.00%	5.20%	0.01%	5.45%	3.87%	4.27%	3.57%	5.94%	8.95%	3.75%	15.12%
Subcontracting	\$41,958,020	\$4,962,006	\$4,112,557	\$196,937	\$2,025,272	\$377,753	\$89,505,073	\$13,808,650	\$62,783,320	\$12,686,464	N/A	\$19,644,354	\$5,252,203	\$340,362
	2.03%	0.77%	0.14%	0.11%	0.52%	0.17%	1.60%	1.19%	1.47%	0.85%	N/A	0.51%	3.25%	0.02%
Combined	\$142,583,065	\$50,336,111	\$48,828,369	\$5,587,027	\$22,403,659	\$394,789	\$395,019,729	\$58,905,348	\$244,789,781	\$65,896,997	N/A	\$362,460,109	\$11,307,703	\$317,283,970
	6.88%	7.78%	1.61%	3.11%	5.72%	0.18%	7.04%	5.06%	5.74%	4.42%	N/A	9.46%	7.01%	15.13%
<b>Native American</b>														
Direct	\$2,091,379	\$580,916	\$73,942	\$268,887	\$0	\$0	\$96,220,458	\$53,798,412	\$73,069,254	\$12,412,492	\$5,629,698	\$0	\$0	\$1,690,579
	0.10%	0.09%	0.002%	0.150%	0.00%	0.00%	1.72%	4.62%	1.71%	0.83%	0.43%	0.00%	0.00%	0.08%
Subcontracting	\$10,028,703	\$1,186,006	\$982,973	\$69,686	\$0	\$5	\$56,570,931	\$2,920,776	\$3,152,672	\$5,298,489	N/A	\$0	\$3,981,295	\$0
	0.48%	0.18%	0.03%	0.04%	0.00%	0.000002%	1.01%	0.25%	0.07%	0.36%	N/A	0.00%	2.47%	0.00%
Combined	\$12,120,082	\$1,766,922	\$1,056,915	\$338,573	\$0	\$5	\$152,791,389	\$56,719,188	\$76,221,926	\$17,710,981	N/A	\$0	\$3,981,295	\$1,690,579
	0.59%	0.27%	0.03%	0.19%	0.00%	0.000002%	2.72%	4.87%	1.79%	1.19%	N/A	0.00%	2.47%	0.08%
<b>Other</b>														
Direct	\$850,585	\$0	\$7,559,864	\$0	\$0	\$1,140,493	\$0	\$0	\$551,334	\$0	\$0	\$3,231	\$0	\$0
	0.04%	0.00%	0.25%	0.00%	0.00%	0.52%	0.00%	0.00%	0.01%	0.00%	0.00%	0.0001%	0.00%	0.00%
Subcontracting	\$6,701,558	\$792,534	\$656,860	\$0	\$0	\$0	\$0	\$0	\$756,875	\$0	\$0	\$0	\$0	\$0
	0.32%	0.12%	0.02%	0.00%	0.00%	0.00%	0.00%	0.00%	0.02%	0.00%	0.00%	0.00%	0.00%	0.00%
Combined	\$7,552,143	\$792,534	\$8,216,724	\$0	\$0	\$1,140,493	\$0	\$0	\$1,308,209	\$0	\$0	\$3,231	\$0	\$0
	0.36%	0.12%	0.27%	0.00%	0.00%	0.52%	0.00%	0.00%	0.03%	0.00%	0.00%	0.0001%	0.00%	0.00%
<b>Total Corporate</b>														
Procurement	\$2,071,021,235	\$646,582,758	\$3,023,787,836	\$179,628,665	\$391,787,463	\$217,939,292	\$5,609,162,224	\$1,163,989,962	\$4,263,898,519	\$1,490,919,874	\$1,315,785,323	\$3,832,158,815	\$161,379,875	\$2,096,493,922
	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
<b>Total MBE</b>														
Procurement	\$572,350,047	\$130,648,869	\$213,865,219	\$28,062,347	\$36,684,475	\$3,874,749	\$1,590,740,278	\$306,510,875	\$1,048,466,135	\$413,879,002	\$422,113,906	\$368,462,365	\$43,116,422	\$330,988,992
	27.64%	20.21%	7.07%	15.62%	9.36%	1.78%	28.36%	26.33%	24.59%	27.76%	32.08%	9.62%	26.72%	15.79%

**Table 5b**  
**2014 Summary of Large Utility Ethnic Procurement**  
(in Dollars and as a Percentage of Total Corporate Procurement)

	AT&T CA	AT&T Corp	AT&T Mobility	Comcast	PG&E	SDG&E	SCE	SoCalGas	Sprint	T-Mobile and MetroPCS	Verizon CA	Verizon Wireless
<b>Black</b>												
Direct	\$42,598,775 1.61%	\$32,781,345 5.05%	\$96,374,561 2.46%	\$3,337,838 1.04%	\$354,752,662 6.87%	\$23,169,577 2.09%	\$93,448,251 2.47%	\$24,206,619 2.05%	\$130,561,243 9.55%	\$7,249,000 0.26%	\$3,283,495 1.45%	\$2,668,335 0.12%
Subcontracting	\$71,041,971 2.68%	\$7,556,540 1.16%	\$2,282,310 0.06%	\$0 0.00%	\$36,601,064 0.71%	\$10,979,872 0.99%	\$28,676,687 0.76%	\$41,749,968 3.54%	\$181,884,271 13.30%	\$0 0.00%	\$2,806,779 1.24%	\$7,049,816 0.31%
Combined	\$113,640,746 4.29%	\$40,337,885 6.21%	\$98,656,871 2.52%	\$3,337,838 1.04%	\$391,353,726 7.58%	\$34,149,449 3.09%	\$122,124,937 3.23%	\$65,956,587 5.59%	\$312,445,514 22.85%	\$7,249,000 0.26%	\$6,090,274 2.69%	\$9,718,151 0.43%
<b>Hispanic</b>												
Direct	\$225,432,024 8.50%	\$23,017,486 3.54%	\$358,085,829 9.14%	\$2,811,911 0.87%	\$314,721,077 6.10%	\$110,608,463 9.99%	\$370,443,130 9.80%	\$215,844,632 18.29%	\$132,806,887 9.71%	\$3,183,000 0.11%	\$25,482,969 11.25%	\$6,610,643 0.29%
Subcontracting	\$179,705,756 6.78%	\$19,114,808 2.94%	\$5,773,268 0.15%	\$1,046,455 0.32%	\$162,792,180 3.15%	\$83,172,368 7.52%	\$215,400,807 5.70%	\$34,711,570 2.94%	\$14,233,088 1.04%	\$62,000 0.002%	\$3,677,217 1.62%	\$9,262,077 0.41%
Combined	\$405,137,780 15.28%	\$42,132,294 6.49%	\$363,859,096 9.29%	\$3,858,366 1.20%	\$477,513,257 9.25%	\$193,780,831 17.51%	\$585,843,938 15.50%	\$250,556,202 21.23%	\$147,039,975 10.75%	\$3,245,000 0.12%	\$29,160,186 12.88%	\$15,872,720 0.71%
<b>Asian-Pacific</b>												
Direct	\$85,600,620 3.23%	\$33,906,574 5.22%	\$49,348,246 1.26%	\$17,654,103 5.48%	\$255,096,282 4.94%	\$44,514,095 4.02%	\$169,058,052 4.47%	\$54,019,691 4.58%	\$70,395,595 5.15%	\$151,695,000 5.40%	\$16,231,248 7.17%	\$310,398,405 13.81%
Subcontracting	\$56,506,693 2.13%	\$6,010,462 0.93%	\$1,815,347 0.05%	\$1,425,555 0.44%	\$100,116,198 1.94%	\$29,141,082 2.63%	\$66,129,028 1.75%	\$8,081,038 0.68%	\$18,758,097 1.37%	\$17,857,000 0.64%	\$2,196,379 0.97%	\$68,970,142 3.07%
Combined	\$142,107,313 5.36%	\$39,917,036 6.14%	\$51,163,593 1.31%	\$19,079,658 5.92%	\$355,212,480 6.88%	\$73,655,177 6.66%	\$235,187,079 6.22%	\$62,100,729 5.26%	\$89,153,692 6.52%	\$169,552,000 6.04%	\$18,427,627 8.14%	\$379,368,547 16.88%
<b>Native American</b>												
Direct	\$4,075,765 0.15%	\$826,465 0.13%	\$217,872 0.01%	\$0 0.00%	\$93,747,876 1.82%	\$25,532,192 2.31%	\$52,914,961 1.40%	\$6,694,638 0.57%	\$0 0.00%	\$403,000 0.01%	\$0 0.00%	\$0 0.00%
Subcontracting	\$28,524,751 1.08%	\$3,034,099 0.47%	\$916,393 0.02%	\$0 0.00%	\$46,841,588 0.91%	\$2,072,451 0.19%	\$4,016,480 0.11%	\$2,984,157 0.25%	\$1,082,633 0.08%	\$0 0.00%	\$4,948,184 2.18%	\$1,872,274 0.08%
Combined	\$32,600,516 1.23%	\$3,860,565 0.59%	\$1,134,264 0.03%	\$0 0.00%	\$140,589,464 2.72%	\$27,604,643 2.49%	\$56,931,441 1.51%	\$9,678,795 0.82%	\$1,082,633 0.08%	\$403,000 0.01%	\$4,948,184 2.18%	\$1,872,274 0.08%
<b>Other</b>												
Direct	\$128,726 0.005%	\$0 0.00%	\$5,663 0.00%	\$0 0.00%	\$0 0.00%	\$930,604 0.08%	\$358,404 0.01%	\$1,945,560 0.16%	\$0 0.00%	\$0 0.00%	\$0 0.00%	\$0 0.00%
Subcontracting	\$44,404,108 1.67%	\$4,723,143 0.73%	\$1,426,536 0.04%	\$0 0.00%	\$0 0.00%	\$73,532 0.01%	\$38,094 0.0010%	\$117,330 0.01%	\$1,119,410 0.08%	\$0 0.00%	\$0 0.00%	\$0 0.00%
Combined	\$44,532,834 1.68%	\$4,723,143 0.73%	\$1,432,200 0.04%	\$0 0.00%	\$0 0.00%	\$1,004,136 0.09%	\$396,498 0.01%	\$2,062,890 0.17%	\$1,119,410 0.08%	\$0 0.00%	\$0 0.00%	\$0 0.00%
<b>Total Corporate Procurement</b>												
	\$2,651,603,519 100.00%	\$649,585,862 100.00%	\$3,916,139,683 100.00%	\$322,224,573 100.00%	\$5,160,827,029 100.00%	\$1,106,672,502 100.00%	\$3,779,520,066 100.00%	\$1,180,140,852 100.00%	\$1,367,425,853 100.00%	\$2,808,792,000 100.00%	\$226,482,491 100.00%	\$2,247,148,748 100.00%
<b>Total MBE Procurement</b>												
	\$738,019,189 27.83%	\$130,970,923 20.16%	\$516,246,024 13.18%	\$26,275,862 8.15%	\$1,364,668,927 26.44%	\$330,194,236 29.84%	\$1,000,483,893 26.47%	\$390,355,202 33.08%	\$550,841,226 40.28%	\$180,449,000 6.42%	\$58,626,272 25.89%	\$406,831,693 18.10%

**Table 6a**  
**2015 Summary of Large Utility Procurement from**  
**Minority and non-Minority (Caucasian) Women**  
**(in Dollars and as a Percentage of Total Corporate Procurement)**

	Minority Women	Caucasian Women	Combined Women	Total Corporate Procurement
<b>AT&amp;T CA</b>				
Direct	\$103,157,707 4.98%	\$179,879,007 8.69%	\$283,036,714 13.67%	
Subcontracting	\$21,373,858 1.03%	\$167,623,042 8.09%	\$188,996,899 9.13%	
Combined	\$124,531,565 6.01%	\$347,502,049 16.78%	\$472,033,613 22.79%	\$2,071,021,235 100.00%

Minority Women	Caucasian Women	Combined Women	Total Corporate Procurement
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<b>AT&amp;T Corp</b>				
Direct	\$19,804,877 3.06%	\$27,801,465 4.30%	\$47,606,343 7.36%	
Subcontracting	\$2,527,698 0.39%	\$19,823,301 3.07%	\$22,350,999 3.46%	
Combined	\$22,332,575 3.45%	\$47,624,767 7.37%	\$69,957,342 10.82%	\$646,582,758 100.00%

Minority Women	Caucasian Women	Combined Women	Total Corporate Procurement
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<b>AT&amp;T Mobility</b>				
Direct	\$21,086,099 0.70%	\$141,595,843 4.68%	\$162,681,941 5.38%	
Subcontracting	\$2,094,980 0.07%	\$16,429,740 0.54%	\$18,524,720 0.61%	
Combined	\$23,181,079 0.77%	\$158,025,583 5.23%	\$181,206,661 5.99%	\$3,023,787,836 100.00%

Minority Women	Caucasian Women	Combined Women	Total Corporate Procurement
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<b>Cal Water</b>				
Direct	\$2,683,465 1.49%	\$8,538,133 4.75%	\$11,221,598 6.25%	
Subcontracting	\$614,519 0.34%	\$3,464,743 1.93%	\$4,079,262 2.27%	
Combined	\$3,297,984 1.84%	\$12,002,877 6.68%	\$15,300,860 8.52%	\$179,628,665 100.00%

Minority Women	Caucasian Women	Combined Women	Total Corporate Procurement
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<b>Comcast</b>				
Direct	\$2,032,328 0.52%	\$20,265,742 5.17%	\$22,298,070 5.69%	
Subcontracting	\$2,110,585 0.54%	\$65,576 0.02%	\$2,176,161 0.56%	
Combined	\$4,142,913 1.06%	\$20,331,318 5.19%	\$24,474,231 6.25%	\$391,787,463 100.00%

Minority Women	Caucasian Women	Combined Women	Total Corporate Procurement
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<b>Level 3</b>				
Direct	\$75,433 0.03%	\$889,196 0.41%	\$964,629 0.44%	
Subcontracting	\$132 0.0001%	\$2,163,131 0.99%	\$2,163,263 0.99%	
Combined	\$75,565 0.03%	\$3,052,327 1.40%	\$3,127,892 1.44%	\$217,939,292 100.00%

Minority Women	Caucasian Women	Combined Women	Total Corporate Procurement
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<b>PG&amp;E</b>				
Direct	\$369,134,405 6.58%	\$538,767,854 9.61%	\$907,902,260 16.19%	
Subcontracting	\$87,682,236 1.56%	\$184,357,245 3.29%	\$272,039,480 4.85%	
Combined	\$456,816,641 8.14%	\$723,125,099 12.89%	\$1,179,941,740 21.04%	\$5,609,162,224 100.00%



**Table 6a**  
**2015 Summary of Large Utility Procurement from**  
**Minority and non-Minority (Caucasian) Women**  
**(in Dollars and as a Percentage of Total Corporate Procurement)**

	Minority Women	Caucasian Women	Combined Women	Total Corporate Procurement
<b>SDG&amp;E</b>				
Direct	\$28,674,353 2.46%	\$93,498,642 8.03%	\$122,172,995 10.50%	
Subcontracting	\$25,138,858 2.16%	\$69,875,511 6.00%	\$95,014,369 8.16%	
Combined	\$53,813,211 4.62%	\$163,374,153 14.04%	\$217,187,364 18.66%	\$1,163,989,962 100.00%
<b>SCE</b>				
Direct	\$100,240,211 2.35%	\$529,689,052 12.42%	\$629,929,262 14.77%	
Subcontracting	\$78,717,658 1.85%	\$158,757,053 3.72%	\$237,474,711 5.57%	
Combined	\$178,957,869 4.20%	\$688,446,105 16.15%	\$867,403,974 20.34%	\$4,263,898,519 100.00%
<b>SoCalGas</b>				
Direct	\$153,401,280 10.29%	\$150,403,171 10.09%	\$303,804,451 20.38%	
Subcontracting	\$15,854,161 1.06%	\$66,181,295 4.44%	\$82,035,456 5.50%	
Combined	\$169,255,441 11.35%	\$216,584,466 14.53%	\$385,839,907 25.88%	\$1,490,919,874 100.00%
<b>Sprint</b>				
Direct	\$49,741,148 3.78%	\$39,629,897 3.01%	\$89,371,046 6.79%	
Subcontracting	\$16,592,802 1.26%	\$90,845,154 6.90%	\$107,437,956 8.17%	
Combined	\$66,333,951 5.04%	\$130,475,051 9.92%	\$196,809,002 14.96%	\$1,315,785,323 100.00%
<b>T-Mobile</b>				
Direct	\$8,457,245 0.22%	\$66,364,922 1.73%	\$74,822,166 1.95%	
Subcontracting	\$32,034 0.001%	\$25,175,704 0.66%	\$25,207,738 0.66%	
Combined	\$8,489,278 0.22%	\$91,540,626 2.39%	\$100,029,904 2.61%	\$3,832,158,815 100.00%
<b>Verizon CA</b>				
Direct	\$2,140,784 1.33%	\$22,468,863 13.92%	\$24,609,647 15.25%	
Subcontracting	\$5,444,107 3.37%	\$1,175,505 0.73%	\$6,619,612 4.10%	
Combined	\$7,584,891 4.70%	\$23,644,368 14.65%	\$31,229,259 19.35%	\$161,379,875 100.00%
<b>Verizon Wireless</b>				
Direct	\$9,073,528 0.43%	\$67,178,813 3.20%	\$76,252,341 3.64%	
Subcontracting	\$0 0.00%	\$6,691,276 0.32%	\$6,691,276 0.32%	
Combined	\$9,073,528 0.43%	\$73,870,089 3.52%	\$82,943,617 3.96%	\$2,096,493,922 100.00%
<b>Total</b>	<b>\$1,127,886,490 4.26%</b>	<b>\$2,699,598,876 10.20%</b>	<b>\$3,827,485,367 14.46%</b>	<b>\$26,464,535,763 100.00%</b>

**Table 6b**  
**2014 Summary of Large Utility Procurement from Minority and non-Minority**  
**(Caucasian) Women**  
(in Dollars and as a Percentage of Total Corporate Procurement)

		Minority Women	Caucasian Women	Combined Women	Total Corporate Procurement	
<b>AT&amp;T Corp</b>						
<b>Direct</b>	\$20,440,405	3.15%	\$27,536,628	4.24%	\$47,977,034	7.39%
<b>Subcontracting</b>	\$4,442,831	0.68%	\$12,466,982	1.92%	\$16,909,813	2.60%
<b>Combined</b>	\$24,883,236	3.83%	\$40,003,611	6.16%	\$64,886,846	9.99%
					\$649,585,862	100.00%
<b>AT&amp;T CA</b>						
<b>Direct</b>	\$118,847,923	4.48%	\$174,543,980	6.58%	\$293,391,903	11.06%
<b>Subcontracting</b>	\$41,768,781	1.58%	\$117,206,955	4.42%	\$158,975,736	6.00%
<b>Combined</b>	\$160,616,704	6.06%	\$291,750,935	11.00%	\$452,367,639	17.06%
					\$2,651,603,519	100.00%
<b>AT&amp;T Mobility</b>						
<b>Direct</b>	\$30,665,958	0.78%	\$206,289,452	5.27%	\$236,955,410	6.05%
<b>Subcontracting</b>	\$1,341,873	0.03%	\$3,765,417	0.10%	\$5,107,290	0.13%
<b>Combined</b>	\$32,007,831	0.82%	\$210,054,869	5.36%	\$242,062,700	6.18%
					\$3,916,139,683	100.00%
<b>Comcast</b>						
<b>Direct</b>	\$1,656,881	0.51%	\$29,391,350	9.12%	\$31,048,231	9.64%
<b>Subcontracting</b>	\$1,425,555	0.44%	\$111,420	0.03%	\$1,536,975	0.48%
<b>Combined</b>	\$3,082,436	0.96%	\$29,502,770	9.16%	\$32,585,206	10.11%
					\$322,224,573	100.00%
<b>PG&amp;E</b>						
<b>Direct</b>	297,616,180	5.77%	456,980,577	8.85%	754,596,757	14.62%
<b>Subcontracting</b>	85,660,831	1.66%	164,919,549	3.20%	250,580,380	4.86%
<b>Combined</b>	383,277,011	7.43%	621,900,126	12.05%	1,005,177,137	19.48%
					5,160,827,029	100.00%
<b>SDG&amp;E</b>						
<b>Direct</b>	\$31,804,870	2.87%	\$82,364,879	7.44%	\$114,169,749	10.32%
<b>Subcontracting</b>	\$54,925,866	4.96%	\$54,182,084	4.90%	\$109,107,950	9.86%
<b>Combined</b>	\$86,730,736	7.84%	\$136,546,963	12.34%	\$223,277,699	20.18%
					\$1,106,672,502	100.00%
<b>SCE</b>						
<b>Direct</b>	\$122,661,038	3.25%	\$426,291,449	11.28%	\$548,952,487	14.52%
<b>Subcontracting</b>	\$85,377,950	2.26%	\$184,281,746	4.88%	\$269,659,696	7.13%
<b>Combined</b>	\$208,038,988	5.50%	\$610,573,195	16.15%	\$818,612,183	21.66%
					\$3,779,520,066	100.00%
<b>SoCalGas</b>						
<b>Direct</b>	\$136,936,755	11.60%	\$108,922,721	9.23%	\$245,859,476	20.83%
<b>Subcontracting</b>	\$13,993,520	1.19%	\$44,741,417	3.79%	\$58,734,937	4.98%
<b>Combined</b>	\$150,930,275	12.79%	\$153,664,138	13.02%	\$304,594,413	25.81%
					\$1,180,140,852	100.00%
<b>Sprint</b>						
<b>Direct</b>	\$67,316,576	4.92%	\$51,328,539	3.75%	\$118,645,115	8.68%
<b>Subcontracting</b>	\$1,119,410	0.08%	\$79,096,908	5.78%	\$80,216,318	5.87%
<b>Combined</b>	\$68,435,986	5.00%	\$130,425,447	9.54%	\$198,861,433	14.54%
					\$1,367,425,853	100.00%
<b>T-Mobile and MetroPCS</b>						
<b>Direct</b>	\$10,236,000	0.36%	\$38,663,000	1.38%	\$48,899,000	1.74%
<b>Subcontracting</b>	\$62,000	0.002%	\$12,693,000	0.45%	\$12,755,000	0.45%
<b>Combined</b>	\$10,298,000	0.37%	\$51,356,000	1.83%	\$61,654,000	2.20%
					\$2,808,792,000	100.00%
<b>Verizon CA</b>						
<b>Direct</b>	\$2,639,941	1.17%	\$36,426,542	16.08%	\$39,066,484	17.25%
<b>Subcontracting</b>	\$4,505,536	1.99%	\$3,040,313	1.34%	\$7,545,850	3.33%
<b>Combined</b>	\$7,145,477	3.15%	\$39,466,856	17.43%	\$46,612,333	20.58%
					\$226,482,491	100.00%
<b>Verizon Wireless</b>						
<b>Direct</b>	\$4,430,839	0.20%	\$71,221,411	3.17%	\$75,652,250	3.37%
<b>Subcontracting</b>	\$50,566,601	2.25%	\$4,058,310	0.18%	\$54,624,911	2.43%
<b>Combined</b>	\$54,997,440	2.45%	\$75,279,721	3.35%	\$130,277,161	5.80%
					\$2,247,148,748	100.00%
<b>Total</b>	<b>\$1,190,444,121</b>	<b>4.68%</b>	<b>\$2,390,524,631</b>	<b>9.41%</b>	<b>\$3,580,968,752</b>	<b>14.09%</b>
					<b>\$25,416,563,177</b>	<b>100.00%</b>

**Table 7a**  
**2015 DVBE Procurement for Large and Small Utilities**  
(in Dollars and as Percentage of Total Corporate Procurement)

	2015 DVBE Procurement		2015 Total Procurement
<b>Large Utilities</b>			
AT&T CA	\$85,336,120	4.12%	\$2,071,021,235
AT&T Corp	\$7,384,609	1.14%	\$646,582,758
AT&T Mobility	\$6,794,752	0.22%	\$3,023,787,836
Cal Water	\$759,861	0.42%	\$179,628,665
Comcast	\$145,931	0.04%	\$391,787,463
Level 3	\$48,167	0.02%	\$217,939,292
PG&E	\$154,595,770	2.76%	\$5,609,162,224
SDG&E	\$27,578,689	2.37%	\$1,163,989,962
SCE	\$92,474,303	2.17%	\$4,263,898,519
SoCalGas	\$35,441,745	2.38%	\$1,490,919,874
Sprint	\$32,610,300	2.48%	\$1,315,785,323
T-Mobile	\$119,069	0.003%	\$3,832,158,815
Verizon CA	\$15,916,136	9.86%	\$161,379,875
Verizon Wireless	\$17,100	0.001%	\$2,096,493,922
<b>Total</b>	<b>\$459,222,552</b>	<b>1.74%</b>	<b>\$26,464,535,763</b>
<b>Small Utilities</b>			
AT&T Long			
Distance	\$1,590,985	4.22%	\$37,702,065
AT&T TCA	\$20,220	0.46%	\$4,441,515
Cal-Am	\$1,120,005	1.19%	\$93,785,103
Frontier	\$2,436	0.02%	\$12,990,005
Golden State	\$1,290,042	1.14%	\$113,043,465
Liberty Utilities	\$4,117	0.02%	\$21,717,901
Lodi Gas & Storage	\$6,589	0.07%	\$9,175,175
PacifiCorp	\$2,735	0.02%	\$11,286,098
Park Water	\$18,414	0.06%	\$31,386,958
San Gabriel	\$223,723	0.49%	\$45,305,101
San Jose Water	\$432,115	0.39%	\$110,416,872
Southwest Gas	\$0	0.00%	\$26,563,753
Suburban	\$0	0.00%	\$20,605,567
TelePacific	\$1,280	0.002%	\$78,925,460
Time Warner	\$0	0.000%	\$65,515,497
Trans Bay Cable	\$0	0.00%	\$33,029,998
Wild Goose	\$0	0.00%	\$2,044,978
XO			
Communications	\$31,244	0.05%	\$59,303,600
<b>Total</b>	<b>\$4,743,905</b>	<b>0.61%</b>	<b>\$777,239,110</b>
<b>Grand Total</b>	<b>\$463,966,457</b>	<b>1.70%</b>	<b>\$27,241,774,873</b>

**Table 7b**  
**2014 DVBE Procurement for Large and Small Utilities**  
(in Dollars and as Percentage of Total Corporate Procurement)

	<b>2014 DVBE Procurement</b>		<b>2014 Total Procurement</b>
AT&T CA	\$76,931,617	2.90%	\$2,651,603,519
AT&T Corp	\$1,742,275	0.27%	\$649,585,862
AT&T Mobility	\$5,616,374	0.14%	\$3,916,139,683
Comcast	\$2,683	0.0008%	\$322,224,573
PG&E	\$125,056,207	2.42%	\$5,160,827,029
SDG&E	\$25,079,806	2.27%	\$1,106,672,502
SCE	\$88,460,600	2.34%	\$3,779,520,066
SoCalGas	\$27,408,450	2.32%	\$1,180,140,852
Sprint	\$2,838,398	0.21%	\$1,367,425,853
T-Mobile and MetroPCS	\$716,000	0.03%	\$2,808,792,000
Verizon CA	\$13,128,203	5.80%	\$226,482,491
Verizon Wireless	\$2,229,202	0.10%	\$2,247,148,748
<b>Total</b>	<b>\$369,209,817</b>	<b>1.45%</b>	<b>\$25,416,563,177</b>
AT&T Long Distance	\$321,547	0.43%	\$75,488,327
AT&T TCA	\$33	0.0009%	\$3,611,724
Cal-Am Water	\$1,355,640	1.22%	\$111,465,186
Cal Water	\$3,096,841	2.18%	\$141,806,915
Citizens	\$0	0.00%	\$25,576,420
Golden State Water	\$932,735	0.97%	\$96,605,091
Liberty Utilities	\$335	0.0015%	\$22,172,440
Lodi Gas & Storage	\$0	0.00%	\$0
PacifiCorp	\$2,985	0.03%	\$10,549,805
Park Water	\$2,330	0.01%	24,917,785
San Gabriel	\$20,922	0.05%	\$40,923,349
San Jose Water	\$422,204	0.46%	\$90,949,889
Southwest Gas	\$25,353	0.13%	\$19,602,587
Suburban	\$0	0.00%	\$18,153,295
SureWest	\$0	0.00%	\$16,773,542
TelePacific	\$695	0.0009%	\$76,685,635
Trans Bay Cable	\$0	0.00%	\$31,019,061
US Cellular	\$0	0.00%	\$27,732,249
Verizon Business Services	\$1,505,780	2.12%	\$70,958,038
Wild Goose	\$0	0.00%	\$1,823,222
XO Communications	\$30,655	0.08%	\$37,722,437
<b>Total</b>	<b>7,718,055</b>	<b>0.82%</b>	<b>\$944,536,997</b>
<b>Grand Total</b>	<b>\$376,927,872</b>	<b>1.43%</b>	<b>\$26,361,100,174</b>

**Table 9a-1**  
**2015 ANNUAL FUEL PRODUCT RESULTS BY ETHNICITY & WMDVLGBTBE CERTIFICATION - PG&E**  
 (All dollar figures in \$MM)

Product <sup>1</sup>		Unit	Results by Ethnicity & Gender														Results by WMDVLGBTBE Certification					Total WMDVLGBTBE Procurement Spend	Total Procurement Spend	
			Asian Pacific American			African American			Hispanic American			Native American			Other <sup>2</sup>			Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)			Other 8(a) <sup>3</sup>
			Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Total	Total	Total	Total			Total
NATURAL GAS	Short Term	\$	\$0.00	\$20.28	\$20.28	\$2.04	\$0.00	\$2.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$22.32	\$11.40		\$10.28		\$44.00	\$286.44
		%	0.00%	7.08%	7.08%	0.71%	0.00%	0.71%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	7.79%	3.98%		3.59%		15.36%
	Long Term	\$	\$0.00	\$18.04	\$18.04	\$4.51	\$0.00	\$4.51	\$0.00	\$0.00	\$0.00	\$5.84	\$0.00	\$5.84	\$0.00	\$0.00	\$0.00	\$28.38	\$36.39		\$6.20		\$70.97	\$511.51
		%	0.00%	3.53%	3.53%	0.88%	0.00%	0.88%	0.00%	0.00%	0.00%	1.14%	0.00%	1.14%	0.00%	0.00%	0.00%	5.55%	7.11%		1.21%		13.87%	
	Total Natural Gas	\$	\$0.00	\$38.32	\$38.32	\$6.55	\$0.00	\$6.55	\$0.00	\$0.00	\$0.00	\$5.84	\$0.00	\$5.84	\$0.00	\$0.00	\$0.00	\$50.70	\$47.79		\$16.48		\$114.97	\$797.95
		%	0.00%	4.80%	4.80%	0.82%	0.00%	0.82%	0.00%	0.00%	0.00%	0.73%	0.00%	0.73%	0.00%	0.00%	0.00%	6.35%	5.99%		2.06%		14.41%	
LPG	Short Term	\$	\$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		\$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%	0.00%		0.00%		0.00%	
	Long Term	\$	\$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		\$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%	0.00%		0.00%		0.00%	
	Total LPG	\$	\$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		\$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%	0.00%		0.00%		0.00%	
<b>Overall Total \$</b>			\$0.00	\$38.32	\$38.32	\$6.55	\$0.00	\$6.55	\$0.00	\$0.00	\$0.00	\$5.84	\$0.00	\$5.84	\$0.00	\$0.00	\$0.00	\$50.70	\$47.79		\$16.48		\$114.97	\$797.95
<b>Overall Total %</b>			0.00%	4.80%	4.80%	0.82%	0.00%	0.82%	0.00%	0.00%	0.00%	0.73%	0.00%	0.73%	0.00%	0.00%	0.00%	6.35%	5.99%		2.06%		<b>Overall WMDVLGBTBE%:</b>	<b>14.41%</b>

**Note:**  
 Short Term Gas - for terms 91 days or less. The term of the deal is no longer than one calendar month.  
 Long Term Gas -The term of the deal is greater than one calendar month but less than 1 calendar year.  
<sup>1</sup>Excludes purchases from the CAISO, other IOUs, utilities, Federal entities, State entities, Municipalities and cooperatives.  
<sup>2</sup>Firms with multi minority ownership status.  
<sup>3</sup>Firms Classified as 8(a) by the United States Small Business Administration - Includes Non-WMDVLGBTBEs.

**Table 9b-1**  
**2014 Annual Fuels For Non-Generation: Product Results By Ethnicity - PG&E**

		Result by Ethnicity and Gender															Results by WMDVBE Certification						
Product <sup>1</sup>	Unit	Asian-Pacific			Black			Hispanic			Native American			Other			Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Disabled Veteran Business Enterprise (DVBE)	Total WMDVBE	Total Procurement		
		Male	Female	Subtotal	Male	Female	Subtotal	Male	Female	Subtotal	Male	Female	Subtotal	Male	Female	Subtotal							
Natural Gas	Short Term	\$	\$5,147,715	\$7,789,810	\$12,937,525	\$8,027,543	\$0	\$8,027,543	\$0	\$0	\$0	\$5,381,596	\$0	\$5,381,596	\$6,009,555	\$14,923,713	\$20,933,269	\$18,556,855	\$22,713,523	\$6,009,555	\$47,279,934	\$282,832,726	
		%	0.46%	0.70%	1.17%	0.72%	0.00%	0.72%	0.00%	0.00%	0.00%	0.49%	0.00%	0.49%	0.54%	1.35%	1.89%	1.67%	2.05%	0.54%	4.26%		
	Long Term	\$	\$0	\$18,539,004	\$18,539,004	\$34,629,922	\$0	\$34,629,922	\$0	\$0	\$0	\$1,558,108	\$0	\$1,558,108	\$23,782,486	\$41,819,613	\$65,602,100	\$36,188,029	\$60,358,617	\$23,782,486	\$120,329,133	\$826,607,408	
		%	0.00%	1.67%	1.67%	3.12%	0.00%	3.12%	0.00%	0.00%	0.00%	0.14%	0.00%	0.14%	2.14%	3.77%	5.91%	3.26%	5.44%	2.14%	10.85%		
	Total Natural Gas	\$	\$5,147,715	\$26,328,814	\$31,476,529	\$42,657,465	\$0	\$42,657,465	\$0	\$0	\$0	\$6,939,704	\$0	\$6,939,704	\$29,792,041	\$56,743,327	\$86,535,368	\$54,744,884	\$83,072,141	\$29,792,041	\$167,609,066	\$1,109,440,133	
		%	0.46%	2.37%	2.84%	3.84%	0.00%	3.84%	0.00%	0.00%	0.00%	0.63%	0.00%	0.63%	2.69%	5.11%	7.80%	4.93%	7.49%	2.69%	15.11%		
LPG	Short Term	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		%	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%	0.00%	0.00%	
	Long Term	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		%	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%	0.00%	0.00%	0.00%
	Total LPG	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		%	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%	0.00%	0.00%	0.00%
Grand Total	Total \$	\$5,147,715	\$26,328,814	\$31,476,529	\$42,657,465	\$0	\$42,657,465	\$0	\$0	\$0	\$6,939,704	\$0	\$6,939,704	\$29,792,041	\$56,743,327	\$86,535,368	\$54,744,884	\$83,072,141	\$29,792,041	\$167,609,066	\$1,109,440,133		
	Total %	0.46%	2.37%	2.84%	3.84%	0.00%	3.84%	0.00%	0.00%	0.00%	0.63%	0.00%	0.63%	2.69%	5.11%	7.80%	4.93%	7.49%	2.69%	15.11%	100.00%		

<sup>1</sup>Excludes purchases from the CAISO, other IOUs, utilities, federal entities, state entities, municipalities and cooperatives.

**Table 9a-2**  
**2015 ANNUAL FUEL PRODUCT RESULTS BY ETHNICITY & WMDVLGBTBE CERTIFICATION - SCE**  
 (All dollar figures in \$MM)

Product <sup>1</sup>		Unit	Results by Ethnicity & Gender															Results by WMDVLGBTBE Certification					Total WMDVLGBTBE Procurement Spend	Total Procurement Spend			
			Asian Pacific American			African American			Hispanic American			Native American			Other <sup>2</sup>			Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	Other 8(a) <sup>3</sup>					
			Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Total	Total	Total	Total	Total					
NATURAL GAS	Short Term	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		
		%	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%	0.00%	0.00%	0.00%	0.00%	0.00%		
	Long Term	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		%	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%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
	Total Natural Gas	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		%	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%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
LPG	Short Term	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		%	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%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
	Long Term	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$615,770	\$0	\$615,770	\$0	\$0	\$0	\$0	\$0	\$0	\$615,770	\$0	\$0	\$0	\$0	\$0	\$615,770	\$0	\$615,770	\$615,770
		%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	100.00%	0.00%	100.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	100.00%	0.00%	0.00%	0.00%	0.00%	0.00%	100.00%	0.00%	100.00%	
	Total LPG	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$615,770	\$0	\$615,770	\$0	\$0	\$0	\$0	\$0	\$0	\$615,770	\$0	\$0	\$0	\$0	\$0	\$615,770	\$0	\$615,770	\$615,770
		%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	100.00%	0.00%	100.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	100.00%	0.00%	0.00%	0.00%	0.00%	0.00%	100.00%	0.00%	100.00%	
<b>Overall Total \$</b>			\$0	\$0	\$0	\$0	\$0	\$0	\$615,770	\$0	\$615,770	\$0	\$0	\$0	\$0	\$0	\$0	\$615,770	\$0	\$0	\$0	\$0	\$615,770	\$0	\$615,770	\$615,770	
<b>Overall Total %</b>			0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	100.00%	0.00%	100.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	100.00%	0.00%	0.00%	0.00%	0.00%	100.00%	0.00%	100.00%	<b>Overall WMDVLGBTBE%: 100.00%</b>	

**Note:**  
 Short Term Gas - for terms 91 days or less. The term of the deal is no longer than one calendar month  
 Long Term Gas - The term of the deal is greater than one calendar month but less than 1 calendar year  
<sup>1</sup>Excludes purchases from the CAISO, other IOUs, utilities, Federal entities, State entities, Municipalities and cooperatives  
<sup>2</sup>Firms with multiracial ownership status  
<sup>3</sup>Includes Non-WMDVLGBT firms classified as 8(a) of Small Business Administration

**Table 9b-2  
2014 Annual Fuels For Non-Generation: Product Results By Ethnicity - SCE**

		Result by Ethnicity and Gender															Results by WMDVBE Certification					
Product <sup>1</sup>	Unit	Asian-Pacific			Black			Hispanic			Native American			Other			Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Disabled Veteran Business Enterprise (DVBE)	Total WMDVBE	Total Procurement	
		Male	Female	Subtotal	Male	Female	Subtotal	Male	Female	Subtotal	Male	Female	Subtotal	Male	Female	Subtotal						
LPG	Short Term	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		%	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%	0.00%	0.00%
	Long Term	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$1,000,000	\$0	\$1,000,000	\$0	\$0	\$0	\$0	\$0	\$0	\$1,000,000	\$0	\$0	\$1,000,000	\$1,000,000
		%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	100.00%	0.00%	100.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	100.00%	0.00%	0.00%	100.00%	100.00%
	Total LPG	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$1,000,000	\$0	\$1,000,000	\$0	\$0	\$0	\$0	\$0	\$0	\$1,000,000	\$0	\$0	\$0	\$1,000,000
		%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	100.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	100.00%	0.00%	0.00%	0.00%	100.00%
Grand Total	Total \$	\$0	\$0	\$0	\$0	\$0	\$0	\$1,000,000	\$0	\$1,000,000	\$0	\$0	\$0	\$0	\$0	\$0	\$1,000,000	\$0	\$0	\$0	\$1,000,000	
	Total %	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	100.00%	0.00%	100.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	100.00%	0.00%	0.00%	100.00%	100.00%	

<sup>1</sup> Excludes purchases from the CAISO, other IOUs, utilities, federal entities, state entities, municipalities and cooperatives.



**Table 9a 3**  
**2015 ANNUAL FUEL PRODUCT RESULTS BY ETHNICITY & WMDVLGBTBE CERTIFICATION - SoCalGas**  
 (All dollar figures in \$MM)

Product <sup>1</sup>		Unit	Results by Ethnicity & Gender															Results by WMDVLGBTBE Certification					Total WMDVLGBTBE Procurement Spend	Total Procurement Spend	
			Asian Pacific American			African American			Hispanic American			Native American			Other <sup>2</sup>			Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	Other 8(a) <sup>3</sup>			
			Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Total	Total	Total	Total	Total			
NATURAL GAS	Short Term	\$	\$0	\$17,502,027	\$17,502,027	\$11,751,385	\$12,055,530	\$23,806,915	\$10,447,869	\$0	\$10,447,869	\$22,892,472	\$0	\$22,892,472	\$0	\$0	\$0	\$74,649,283	\$14,883,337	\$0	\$4,344,749	\$0	\$93,877,369	\$513,207,377	
		%	0.00%	3.41%	3.41%	2.29%	2.35%	4.64%	2.04%	0.00%	2.04%	4.46%	0.00%	4.46%	0.00%	0.00%	0.00%	14.55%	2.90%	0.00%	0.85%	0.00%	18.29%		
	Long Term	\$	\$0	\$12,973,123	\$12,973,123	\$57,131,351	\$5,947,663	\$63,079,014	\$3,242,047	\$0	\$3,242,047	\$8,954,007	\$0	\$8,954,007	\$0	\$0	\$0	\$88,248,191	\$3,242,047	\$0	\$22,547,021	\$0	\$114,037,259	\$580,490,417	
		%	0.00%	2.23%	2.23%	9.84%	1.02%	10.87%	0.56%	0.00%	0.56%	1.54%	0.00%	1.54%	0.00%	0.00%	0.00%	15.20%	0.56%	0.00%	3.88%	0.00%	19.64%		
	Total Natural Gas	\$	\$0	\$30,475,150	\$30,475,150	\$68,882,736	\$18,003,193	\$86,885,929	\$13,689,916	\$0	\$13,689,916	\$31,846,479	\$0	\$31,846,479	\$0	\$0	\$0	\$162,897,474	\$18,125,384	\$0	\$26,891,770	\$0	\$207,914,628	\$1,093,697,794	
		%	0.00%	2.79%	2.79%	6.30%	1.65%	7.94%	1.25%	0.00%	1.25%	2.91%	0.00%	2.91%	0.00%	0.00%	0.00%	14.89%	1.66%	0.00%	2.46%	0.00%	19.01%		
LPG	Short Term	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		%	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%	0.00%	0.00%	0.00%	0.00%	
	Long Term	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		%	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%	0.00%	0.00%	0.00%	0.00%	0.00%
	Total LPG	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		%	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%	0.00%	0.00%	0.00%	0.00%	0.00%
<b>Overall Total \$</b>		\$	\$0	\$30,475,150	\$30,475,150	\$68,882,736	\$18,003,193	\$86,885,929	\$13,689,916	\$0	\$13,689,916	\$31,846,479	\$0	\$31,846,479	\$0	\$0	\$0	\$162,897,474	\$18,125,384	\$0	\$26,891,770	\$0	\$207,914,628	\$1,093,697,794	
<b>Overall Total %</b>		%	0.00%	2.79%	2.79%	6.30%	1.65%	7.94%	1.25%	0.00%	1.25%	2.91%	0.00%	2.91%	0.00%	0.00%	0.00%	14.89%	1.66%	0.00%	2.46%	0.00%	<b>Overall WMDVLGBTBE%: 19.01%</b>		

**Note:**  
 Short Term Gas - for terms 91 days or less. The term of the deal is no longer than one calendar month  
 Long Term Gas - The term of the deal is greater than one calendar month but less than 1 calendar year  
<sup>1</sup>Excludes purchases from the CAISO, other IOUs, utilities, Federal entities, State entities, Municipalities and cooperatives  
<sup>2</sup>Firms with mult minority ownership status  
<sup>3</sup>Firms Classified as 8(a) by the United States Small Business Administration - Includes Non-WMDVLGBTBEs

Table 9b-3

2014 Annual Fuels For Non-Generation: Product Results By Ethnicity - SoCalGas

		Result by Ethnicity and Gender															Results by WMDVBE Certification					
Product <sup>1</sup>	Unit	Asian-Pacific			Black			Hispanic			Native American			Other			Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Disabled Veteran Business Enterprise (DVBE)	Total WMDVBE	Total Procurement	
		Male	Female	Subtotal	Male	Female	Subtotal	Male	Female	Subtotal	Male	Female	Subtotal	Male	Female	Subtotal						
Natural Gas	Short Term	\$	\$9,866,399	\$42,184,043	\$52,050,442	\$73,386,675	\$36,390,417	\$109,777,092	\$35,087,924	\$0	\$35,087,924	\$36,222,147	\$0	\$36,222,147	\$0	\$0	\$0	\$233,137,605	\$2,154,628	\$6,430,617	\$241,722,850	\$1,024,161,419
		%	1.00%	4.10%	5.10%	7.20%	3.60%	10.70%	3.40%	0.00%	3.40%	3.50%	0.00%	3.50%	0.00%	0.00%	0.00%	22.80%	0.20%	0.60%	23.60%	
	Long Term	\$	\$0	\$7,129,951	\$7,129,951	\$62,218,054	\$20,806,880	\$83,024,934	\$0	\$0	\$0	\$12,912,696	\$0	\$12,912,696	\$0	\$0	\$0	\$103,067,581	\$0	\$17,884,141	\$120,951,722	\$961,918,988
		%	0.00%	0.70%	0.70%	6.50%	2.20%	8.60%	0.00%	0.00%	0.00%	1.30%	0.00%	1.30%	0.00%	0.00%	0.00%	10.70%	0.00%	1.90%	12.60%	
	Total Natural Gas	\$	\$9,866,399	\$49,313,994	\$59,180,393	\$135,604,729	\$57,197,297	\$192,802,026	\$35,087,924	\$0	\$35,087,924	\$49,134,843	\$0	\$49,134,843	\$0	\$0	\$0	\$336,205,186	\$2,154,628	\$24,314,758	\$362,674,572	\$1,986,080,407
		%	0.50%	2.50%	3.00%	6.80%	2.90%	9.70%	1.80%	0.00%	1.80%	2.50%	0.00%	2.50%	0.00%	0.00%	0.00%	16.90%	0.10%	1.20%	18.30%	
LPG	Short Term	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		%	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%	0.00%	0.00%
	Long Term	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		%	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%	0.00%	0.00%
	Total LPG	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		%	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%	0.00%	0.00%
Grand Total	Total \$	\$9,866,399	\$49,313,994	\$59,180,393	\$135,604,729	\$57,197,297	\$192,802,026	\$35,087,924	\$0	\$35,087,924	\$49,134,843	\$0	\$49,134,843	\$0	\$0	\$0	\$336,205,186	\$2,154,628	\$24,314,758	\$362,674,572	\$1,986,080,407	
	Total %	0.50%	2.50%	3.00%	6.80%	2.90%	9.70%	1.80%	0.00%	1.80%	2.50%	0.00%	2.50%	0.00%	0.00%	0.00%	16.90%	0.10%	1.20%	18.30%	100.00%	

<sup>1</sup>Excludes purchases from the CAISO, other IOUs, utilities, federal entities, state entities, municipalities and cooperatives.

**Table 9a-4**  
**2015 ANNUAL FUEL PRODUCT RESULTS BY ETHNICITY & WMDVLGBTBE CERTIFICATION - Southwest Gas**  
 (All dollar figures in \$MM)

Product <sup>1</sup>		Unit	Results by Ethnicity & Gender															Results by WMDVLGBTBE Certification					Total WMDVLGBTBE Procurement Spend	Total Procurement Spend		
			Asian Pacific American			African American			Hispanic American			Native American			Other <sup>2</sup>			Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	Other 8(a) <sup>3</sup>				
			Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Total	Total	Total	Total	Total				
NATURAL GAS	Short Term	\$	\$0	\$1,858,809	\$1,858,809	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$1,858,809	\$11,725,466		
		%	0.00%	15.85%	15.85%	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%	0.00%	15.85%	
	Long Term	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$22,352,442	
		%	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%	0.00%	0.00%	0.00%	0.00%	0.00%	
	Total Natural Gas	\$	\$0	\$1,858,809	\$1,858,809	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$1,858,809	\$0	\$0	\$0	\$0	\$0	\$1,858,809	\$34,077,908	
		%	0.00%	5.45%	5.45%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	5.45%	0.00%	0.00%	0.00%	0.00%	0.00%	5.45%		
LPG	Short Term	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		%	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%	0.00%	0.00%	0.00%	0.00%	0.00%	
	Long Term	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		%	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%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
	Total LPG	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		%	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%		
<b>Overall Total \$</b>		\$	\$0	\$1,858,809	\$1,858,809	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$1,858,809	\$0	\$0	\$0	\$0	\$0	\$1,858,809	\$34,077,908		
<b>Overall Total %</b>		%	0.00%	5.45%	5.45%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	5.45%	0.00%	0.00%	0.00%	0.00%	0.00%	<b>Overall WMDVLGBTBE%:</b>	<b>5.45%</b>		

**Note:**  
 Short Term Gas - for terms 91 days or less. The term of the deal is no longer than one calendar month  
 Long Term Gas -The term of the deal is greater than one calendar month but less than 1 calendar year  
<sup>1</sup>Excludes purchases from the CAISO, other IOUs, utilities, Federal entities, State entities, Municipalities and cooperatives  
<sup>2</sup>Firms with mult minority ownership status  
<sup>3</sup>Firms Classified as 8(a) by the United States Small Business Administration - Includes Non-WMDVLGBTBEs

Table 9b-4

2014 Annual Fuels For Non-Generation: Product Results By Ethnicity - Southwest Gas

		Result by Ethnicity and Gender															Results by WMDVBE Certification					
Product <sup>1</sup>	Unit	Asian-Pacific			Black			Hispanic			Native American			Other			Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Disabled Veteran Business Enterprise (DVBE)	Total WMDVBE	Total Procurement	
		Male	Female	Subtotal	Male	Female	Subtotal	Male	Female	Subtotal	Male	Female	Subtotal	Male	Female	Subtotal						
Natural Gas	Short Term	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$15,678,254
		%	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%	0.00%	
	Long Term	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$29,075,511
		%	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%	0.00%	
	Total Natural Gas	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$44,753,766
		%	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%	0.00%	
LPG	Short Term	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		%	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%	0.00%	
	Long Term	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		%	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%	0.00%	
	Total LPG	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		%	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%	0.00%	
Grand Total	Total \$	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$44,753,766	
	Total %	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%	0.00%	100.00%	

<sup>1</sup>Excludes purchases from the CAISO, other IOUs, utilities, federal entities, state entities, municipalities and cooperatives.

**Table 10a-1**  
**2015 ANNUAL POWER PRODUCT RESULTS BY ETHNICITY & WMDVLGBTBE CERTIFICATION - PG&E**  
 (All dollar figures in \$MM)

Product <sup>1</sup>		Unit	Results by Ethnicity & Gender															Results by WMDVLGBTBE Certification					Total Procurement Spend				
			Asian Pacific American			African American			Hispanic American			Native American			Other <sup>5</sup>			Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	Subcontracting		Total WMDVLGBTBE Procurement Spend <sup>3</sup>			
			Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Total	Total	Total	Total	Total		Total			
Power Purchased	Renewable Power Products Direct	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$3	\$0	\$3	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$3	\$0	\$0	\$0	\$2	\$5	\$2,273
		%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.13%	0.00%	0.13%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.13%	0.00%	0.00%	0.13%	0.00%	0.00%	0.08%	0.21%		
		\$ <sup>2</sup>	\$0	\$0	\$0	\$0	\$0	\$0	\$3	\$0	\$3	\$0	\$0	\$0	\$0	\$0	\$0	\$3	\$0	\$0	\$3	\$0	\$0	\$0	\$3	\$289	
		% <sup>2</sup>	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	1.04%	0.00%	1.04%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	1.04%	0.00%	0.00%	1.04%	0.00%	0.00%	0.00%	1.04%		
	Non-Renewable Power Products Direct	Physical	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$1,191
			%	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%	0.00%	0.00%	0.00%	0.00%	0.00%	
			\$ <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	\$200
			% <sup>2</sup>	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%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Fuels for Generation	Diesel Direct	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0.490	\$0.490	\$0	\$0	\$0	\$0	\$0	\$0	\$0.490	\$0	\$0	\$0	\$0	\$0	\$0	\$0.490	\$0.497	
		%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	98.47%	98.47%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	98.47%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	98.47%		
	Natural Gas Direct	Physical	\$	\$0	\$37	\$37	\$22	\$0	\$22	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$58	\$32	\$0	\$23	\$0	\$113	\$300		
			%	0.00%	12.18%	12.18%	7.30%	0.00%	7.30%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	19.48%	10.63%	0.00%	7.64%	0.00%	37.75%			
Post 2011	Subtotal of Columns <sup>2</sup>	\$	\$0	\$37	\$37	\$22	\$0	\$22	\$3	\$0.490	\$3.5	\$0	\$0	\$0	\$0	\$0	\$0	\$62	\$32	\$0	\$23	\$0	\$117	\$918			
	Subtotal % of Total Procurement Spend	%	0.00%	3.98%	3.98%	2.39%	0.00%	2.39%	0.33%	0.05%	0.38%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	6.75%	3.47%	0.00%	2.50%	0.00%	Overall WMDVLGBTBE %: 12.72%				
ALL	Subtotal of Columns <sup>4</sup>	\$	\$0	\$37	\$37	\$22	\$0	\$22	\$3	\$0.490	\$3.5	\$0	\$0	\$0	\$0	\$0	\$0	\$62	\$32	\$0	\$23	\$2	\$119	\$3,892			
	Subtotal % of Total Procurement Spend	%	0.00%	0.94%	0.94%	0.56%	0.00%	0.56%	0.08%	0.01%	0.09%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	1.59%	0.82%	0.00%	0.59%	0.04%	Overall WMDVLGBTBE %: 3.05%				

**Notes:**  
<sup>1</sup>Excludes purchases from the CAISO, other IOUs, utilities, Federal entities, State entities, Municipalities and cooperatives  
<sup>2</sup>Includes only long term power procurement commitments after June 6, 2011 or as a result of RFOs after June 6, 2011  
<sup>3</sup>Total WMDVLGBTBE spend does not include pre-COD subcontracting values  
<sup>4</sup>Includes all power procurement commitments  
<sup>5</sup>Firms with multi minority ownership status  
<sup>6</sup>Firms Classified as 8(a) by the United States Small Business Administration - Includes Non-WMDVLGBTBEs

**Table 10b-1  
2014 Annual Power Product Results By Ethnicity - PG&E**

	Product <sup>1</sup>	Unit	Asian-Pacific			Black			Hispanic			Native American			Other			Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Disabled Veteran Business Enterprise (DVBE)	Sub-contracting Total	Total WMDVBE <sup>3</sup>	Total Procurement		
			Male	Female	Subtotal	Male	Female	Subtotal	Male	Female	Subtotal	Male	Female	Subtotal	Male	Female	Subtotal								
Power Purchased	Renewable Power Products Direct	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$1,716,601	\$0	\$1,716,601	\$0	\$0	\$0	\$0	\$0	\$0	\$1,716,601	\$0	\$0	\$641,316	\$2,357,917	\$2,063,460,615		
		%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.08%	0.00%	0.08%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.08%	0.00%	0.00%	0.03%	0.11%			
		\$ <sup>2</sup>	\$0	\$0	\$0	\$0	\$0	\$0	\$1,716,601	\$0	\$1,716,601	\$0	\$0	\$0	\$0	\$0	\$0	\$1,716,601	\$0	\$0	\$0	\$1,716,601	\$119,560,684		
		% <sup>2</sup>	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	1.44%	0.00%	1.44%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	1.44%	0.00%	0.00%	0.00%	0.00%	1.44%		
	Non - Renewable Power Products Direct	Physical	\$	\$0	\$241,800	\$241,800	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$241,800	\$0	\$0	\$215,020	\$456,820	\$1,398,663,377	
			%	0.00%	0.02%	0.02%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.02%	0.00%	0.00%	0.02%	0.03%		
			\$ <sup>2</sup>	\$0	\$241,800	\$241,800	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$241,800	\$0	\$0	\$0	\$241,800	\$232,858,204	
			% <sup>2</sup>	0.00%	0.10%	0.10%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.10%	0.00%	0.00%	0.00%	0.10%		
		Financial	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$57,885,000
			%	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%	0.00%	0.00%	0.00%	
			\$ <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
			% <sup>2</sup>	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%	0.00%	0.00%	0.00%	0.00%
Fuels for Generation	Diesel Direct	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$412,900	\$412,900	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$412,900	\$0	\$0	\$0	\$412,900	\$0		
		%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	99.16%	99.16%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	99.16%	0.00%	0.00%	0.00%	99.16%			
	Nuclear Direct	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$104,623,000	
		%	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%	0.00%	0.00%	0.00%		
	Natural Gas Direct	Physical	\$	\$2,884,108	\$41,668,646	\$44,552,754	\$10,679,863	\$0	\$10,679,863	\$4,277,693	\$0	\$4,277,693	\$11,160,997	\$0	\$11,160,997	\$0	\$0	\$0	\$70,671,307	\$30,692,081	\$15,895,483	\$117,258,871	\$503,502,227		
			%	0.57%	8.28%	8.85%	2.12%	0.00%	2.12%	0.85%	0.00%	0.85%	2.22%	0.00%	2.22%	0.00%	0.00%	0.00%	14.04%	6.10%	3.16%	23.29%			
		Financial	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
			%	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%	0.00%	0.00%	0.00%	
Post 2011	Subtotal \$ <sup>2</sup>	\$ <sup>2</sup>	\$2,884,108	\$41,910,446	\$44,794,554	\$10,679,863	\$0	\$10,679,863	\$5,994,294	\$412,900	\$6,407,194	\$11,160,997	\$0	\$11,160,997	\$0	\$0	\$0	\$73,042,608	\$30,692,081	\$15,895,483	\$0	\$119,630,172	\$960,960,515		
	Subtotal %	% <sup>2</sup>	0.30%	4.36%	4.66%	1.11%	0.00%	1.11%	0.62%	0.04%	0.67%	1.16%	0.00%	1.16%	0.00%	0.00%	0.00%	7.60%	3.19%	1.65%	0.00%	12.45%			
ALL	Total \$ <sup>4</sup>	\$	\$2,884,108	\$41,910,446	\$44,794,554	\$10,679,863	\$0	\$10,679,863	\$5,994,294	\$412,900	\$6,407,194	\$11,160,997	\$0	\$11,160,997	\$0	\$0	\$0	\$73,042,608	\$30,692,081	\$15,895,483	\$856,336	\$120,486,508	\$4,128,550,619		
	Total %	%	0.07%	1.02%	1.08%	0.26%	0.00%	0.26%	0.15%	0.01%	0.16%	0.27%	0.00%	0.27%	0.00%	0.00%	0.00%	1.77%	0.74%	0.39%	0.02%	2.92%	100.00%		

<sup>1</sup>Excludes purchases from the CAISO, other IOUs, utilities, federal entities, state entities, municipalities and cooperatives.

<sup>2</sup>Includes only long-term power procurement commitments after June 6, 2011, or as a result of RFOs after June 6, 2011.

<sup>3</sup>Total WMDVBE spend does not include pre-COD subcontracting values.

<sup>4</sup>Includes all power procurement commitments.

**Table 10a-2**  
**2015 ANNUAL POWER PRODUCT RESULTS BY ETHNICITY & WMDVLGBTBE CERTIFICATION - SDG&E**  
 (All dollar figures in \$MM)

Product <sup>1</sup>	Unit	Results by Ethnicity & Gender															Results by WMDVLGBTBE Certification					Total Procurement Spend		
		Asian Pacific American			African American			Hispanic American			Native American			Other <sup>5</sup>			Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	Subcontracting		Total WMDVLGBTBE Procurement Spend <sup>3</sup>	
		Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Total	Total	Total	Total	Total		Total	
Renewable Power Products Direct	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		\$0	\$0.02	\$0.02	\$601	
	%	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%	0.004%	0.004%		
	\$ <sup>2</sup>	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		\$0	\$0	\$0	\$43	
	% <sup>2</sup>	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%	0.00%	0.00%		
Non-Renewable Power Products Direct	Physical	\$	\$0	\$0.3	\$0.3	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0.3	\$0.04		\$0	\$0.01	\$0.4	\$317
		%	0.00%	0.10%	0.10%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.10%	0.01%		0.00%	0.003%	0.11%	
		\$ <sup>2</sup>	\$0	\$0.3	\$0.3	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0.3	\$0.04		\$0	\$0	\$0.4	\$132
		% <sup>2</sup>	0.00%	0.23%	0.23%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.23%	0.03%		0.00%	0.00%	0.27%	
Diesel Direct	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		\$0	\$0	\$0	\$0	
	%	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%	0.00%	0.00%		
Natural Gas Direct	Physical	\$	\$0	\$28	\$28	\$13	\$0	\$13	\$2	\$0	\$2	\$0	\$2	\$2	\$0	\$0	\$0	\$46	\$37		\$22	\$0	\$104	\$230
		%	0.00%	12.28%	12.28%	5.86%	0.00%	5.86%	1.07%	0.00%	1.07%	0.00%	0.81%	0.81%	0.00%	0.00%	0.00%	20.02%	15.98%		9.39%	0.00%	45.39%	
Subtotal of Columns <sup>2</sup>		\$	\$0	\$29	\$29	\$13	\$0	\$13	\$2	\$0	\$2	\$0	\$2	\$2	\$0	\$0	\$0	\$46	\$37		\$22	\$0	\$105	\$405
Subtotal % of Total Procurement Spend		%	0.00%	7.05%	7.05%	3.33%	0.00%	3.33%	0.60%	0.00%	0.60%	0.00%	0.46%	0.46%	0.00%	0.00%	0.00%	11.44%	9.08%		5.33%	0.00%	Overall WMDVLGBTBE %:	25.85%
Subtotal of Columns <sup>4</sup>		\$	\$0	\$29	\$29	\$13	\$0	\$13	\$2	\$0	\$2	\$0	\$2	\$2	\$0	\$0	\$0	\$46	\$37		\$22	\$0.03	\$105	\$1,148
Subtotal % of Total Procurement Spend		%	0.00%	2.49%	2.49%	1.17%	0.00%	1.17%	0.21%	0.00%	0.21%	0.00%	0.16%	0.16%	0.00%	0.00%	0.00%	4.04%	3.20%		1.88%	0.003%	Overall WMDVLGBTBE %:	9.12%

**Notes:**

<sup>1</sup>Excludes purchases from the CAISO, other IOUs, utilities, Federal entities, State entities, Municipalities and cooperatives

<sup>2</sup>Includes only long term power procurement commitments after June 6, 2011 or as a result of RFOs after June 6, 2011

<sup>3</sup>Total WMDVLGBTBE spend does not include pre-COD subcontracting values

<sup>4</sup>Includes all power procurement commitments

<sup>5</sup>Firms with mult minority ownership status

<sup>6</sup>Firms Classified as 8(a) by the United States Small Business Administration - Includes Non-WMDVLGBTBEs

**Table 10b-2**  
**2014 Annual Power Product Results By Ethnicity - SDG&E**

	Product <sup>1</sup>	Unit	Asian-Pacific			Black			Hispanic			Native American			Other Minority			Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Disabled Veteran Business Enterprise (DVBE)	Sub-contracting Total	Total WMDVBE <sup>3</sup>	Total Procurement	
			Male	Female	Subtotal	Male	Female	Subtotal	Male	Female	Subtotal	Male	Female	Subtotal	Male	Female	Subtotal							
Power Purchased	Renewable Power Products Direct	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$827,466	\$827,466	\$538,100,806	
		%	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%	0.15%	0.15%		
		\$ <sup>2</sup>	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$14,034,728
		% <sup>2</sup>	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%	0.00%	0.00%	0.00%	0.00%
	Non-Renewable Power Products Direct	\$	\$0	\$2,097,830	\$2,097,830	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$2,097,830	\$1,100,018	\$0	\$699	\$3,198,547	\$332,366,725	
		%	0.00%	0.63%	0.63%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.63%	0.33%	0.00%	0.0002%	0.96%		
\$ <sup>2</sup>		\$0	\$2,097,830	\$2,097,830	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$2,097,830	\$1,100,018	\$0	\$0	\$3,197,848	\$124,499,484		
		% <sup>2</sup>	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%	1.69%	0.88%	0.00%	0.00%	2.57%			
Fuels for Generation	Diesel Direct	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		\$0	\$0	
		%	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%		0.00%		
	Nuclear Direct	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		\$0	\$0	
		%	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%		0.00%		
	Natural Gas Direct	\$	\$138,271	\$34,063,771	\$34,202,042	\$4,858,150	\$0	\$4,858,150	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$39,060,192	\$29,274,861	\$31,716,825		\$100,051,878	\$320,642,057	
		%	0.04%	10.62%	10.67%	1.52%	0.00%	1.52%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	12.18%	9.13%	9.89%		31.20%		
Post 2011	Subtotal \$ <sup>2</sup>	\$ <sup>2</sup>	\$138,271	\$36,161,601	\$36,299,872	\$4,858,150	\$0	\$4,858,150	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$41,158,022	\$30,374,879	\$31,716,825	\$0	\$103,249,726	\$459,176,268		
	Subtotal % <sup>2</sup>	% <sup>2</sup>	0.03%	7.88%	7.91%	1.06%	0.00%	1.06%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	8.96%	6.62%	6.91%	0.00%	22.49%			
ALL	Total \$ <sup>4</sup>	\$	\$138,271	\$36,161,601	\$36,299,872	\$4,858,150	\$0	\$4,858,150	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$41,158,022	\$30,374,879	\$31,716,825	\$828,164	\$104,077,890	\$1,191,109,588		
	Total %	%	0.01%	3.04%	3.05%	0.41%	0.00%	0.41%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	3.46%	2.55%	2.66%	0.07%	8.7%	100.00%		

<sup>1</sup>Excludes purchases from the CAISO, other IOUs, utilities, federal entities, state entities, municipalities and cooperatives

<sup>2</sup>Includes only long term power procurement commitments after June 6, 2011 or as a result of RFOs after June 6, 2011

<sup>3</sup>Total WMDVBE spend does not include pre-COD subcontracting values

<sup>4</sup>Includes all power procurement commitments



**Table 10a-3**  
**2015 ANNUAL POWER PRODUCT RESULTS BY ETHNICITY & WMDVLGBTBE CERTIFICATION - SCE**  
 (All dollar figures in \$MM)

Product <sup>1</sup>		Unit	Results by Ethnicity & Gender														Results by WMDVLGBTBE Certification					Total Procurement Spend			
			Asian Pacific American			African American			Hispanic American			Native American			Other <sup>5</sup>			Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)		Subcontracting	Total WMDVLGBTBE Procurement Spend <sup>3</sup>	
			Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Total	Total	Total	Total		Total	Total	
Power Purchased	Renewable Power Products Direct	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$1		\$0	\$2	\$3	\$1,510	
		%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.1%		0.0%	0.1%	0.2%		
		\$ <sup>2</sup>	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$1		\$0	\$2	\$3	\$74	
		% <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%	1.4%		0.0%	2.7%	4.1%		
	Non-Renewable Power Products Direct	Physical	\$	\$0	\$28	\$28	\$0	\$0	\$0	\$2	\$0	\$2	\$0	\$0	\$0	\$0	\$0	\$0	\$30	\$12		\$0	\$0.04	\$42	\$1,391
			%	0.0%	2.0%	2.0%	0.0%	0.0%	0.0%	0.1%	0.0%	0.1%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	2.2%	0.9%		0.0%	0.0%	3.0%	
			\$ <sup>2</sup>	\$0	\$28	\$28	\$0	\$0	\$0	\$2	\$0	\$2	\$0	\$0	\$0	\$0	\$0	\$0	\$30	\$4		\$0	\$0	\$34	\$830
			% <sup>2</sup>	0.0%	3.4%	3.4%	0.0%	0.0%	0.0%	0.2%	0.0%	0.2%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	3.6%	0.5%		0.0%	0.0%	4.1%	
Fuels for Generation	Diesel Direct	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$5	\$0	\$5	\$0	\$0	\$0	\$0	\$0	\$0	\$5	\$0		\$0	\$0	\$5	\$5	
		%	0.0%	0.0%	0.0%	0.0%	0%	0%	100%	0%	100%	0%	0%	0%	0%	0%	0%	100%	0%		0%	0%	100%		
	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%	0.0%	0.0%	0.0%	0.0%	0.0%		0.0%	0.0%	0.0%		
	Natural Gas Direct	Physical	\$	\$0	\$62	\$62	\$7	\$0	\$7	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$69	\$44		\$124	\$0	\$237	\$409	
			%	0.0%	15.2%	15.2%	1.7%	0.0%	1.7%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	16.9%	10.7%		30.3%	0.0%	57.9%		
Post 2011	Subtotal of Columns <sup>2</sup>	\$	\$0	\$90	\$90	\$7	\$0	\$7	\$7	\$0	\$7	\$0	\$0	\$0	\$0	\$0	\$104	\$49		\$124	\$2	\$279	\$1,318		
	Subtotal % of Total Procurement Spend	%	0.0%	6.8%	6.8%	0.5%	0.0%	0.5%	0.5%	0.0%	0.5%	0.0%	0.0%	0.0%	0.0%	0.0%	7.9%	3.7%		9.4%	0.2%		Overall WMDVLGBTBE %: 21.2%		
All	Subtotal of Columns <sup>4</sup>	\$	\$0	\$90	\$90	\$7	\$0	\$7	\$7	\$0	\$7	\$0	\$0	\$0	\$0	\$0	\$104	\$57		\$124	\$2	\$287	\$3,315		
	Subtotal % of Total Procurement Spend	%	0.0%	2.7%	2.7%	0.2%	0.0%	0.2%	0.2%	0.0%	0.2%	0.0%	0.0%	0.0%	0.0%	0.0%	3.1%	1.7%		3.7%	0.1%		Overall WMDVLGBTBE %: 8.7%		

**Notes:**

- <sup>1</sup>Excludes purchases from the CAISO, other IOUs, utilities, Federal entities, State entities, Municipalities and cooperatives
- <sup>2</sup>Includes only long term power procurement commitments after June 6, 2011 or as a result of RFOs after June 6, 2011
- <sup>3</sup>Total WMDVLGBTBE spend does not include pre-COD subcontracting values
- <sup>4</sup>Includes all power procurement commitments
- <sup>5</sup>Firms with mult minority ownership status
- <sup>6</sup>Firms Classified as 8(a) by the United States Small Business Administration - Includes Non-WMDVLGBTBEs

**Table 10b-3  
2014 Annual Power Product Results By Ethnicity - SCE**

Product <sup>1</sup>	Unit	Asian-Pacific			Black			Hispanic			Native American			Other Minority			Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Disabled Veteran Business Enterprise (DVBE)	Sub-contracting Total	Total WMDVBE <sup>3</sup>	Total Procurement		
		Male	Female	Subtotal	Male	Female	Subtotal	Male	Female	Subtotal	Male	Female	Subtotal	Male	Female	Subtotal								
Power Purchased	Renewable Power Products Direct	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$652,760	\$652,760	\$1,547,200,000	
		%	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%	0.04%	0.04%		
		\$ <sup>2</sup>	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$652,760	\$652,760	\$29,100,000	
		% <sup>2</sup>	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%	2.24%	2.24%		
	Non-Renewable Power Products Direct	Physical	\$	\$0	\$0	\$0	\$0	\$0	\$14,000,000	\$0	\$14,000,000	\$0	\$0	\$0	\$0	\$0	\$0	\$14,000,000	\$8,000,000	\$0	\$929,006	\$22,929,006	\$1,672,300,000	
			%	0.00%	0.00%	0.00%	0.00%	0.00%	0.84%	0.00%	0.84%	0.00%	0.00%	0.00%	0.00%	0.00%	0.84%	0.48%	0.00%	0.06%	1.37%			
			\$ <sup>2</sup>	\$0	\$0	\$0	\$0	\$0	\$14,000,000	\$0	\$14,000,000	\$0	\$0	\$0	\$0	\$0	\$0	\$14,000,000	\$0	\$0	\$929,006	\$14,929,006	\$923,600,000	
			% <sup>2</sup>	0.00%	0.00%	0.00%	0.00%	0.00%	1.52%	0.00%	1.52%	0.00%	0.00%	0.00%	0.00%	0.00%	1.52%	0.00%	0.00%	0.10%	1.62%			
		Financial	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$27,200,000
			%	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%	0.00%	0.00%	
			\$ <sup>2</sup>	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
			% <sup>2</sup>	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%	0.00%	0.00%	0.00%
Fuels for Generation	Diesel Direct	\$	\$0	\$0	\$0	\$0	\$0	\$6,100,000	\$0	\$6,100,000	\$0	\$0	\$0	\$0	\$0	\$0	\$6,100,000	\$0	\$0	\$0	\$6,100,000	\$6,100,000		
		%	0.00%	0.00%	0.00%	0.00%	0.00%	100.00%	0.00%	100.00%	0.00%	0.00%	0.00%	0.00%	0.00%	100.00%	0.00%	0.00%	0.00%	0.00%	100.00%			
	Nuclear Direct	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		%	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%	0.00%	0.00%		
	Natural Gas Direct	Physical	\$	\$0	\$172,000,000	\$172,000,000	\$0	\$0	\$41,000,000	\$0	\$41,000,000	\$0	\$0	\$0	\$0	\$0	\$0	\$213,000,000	\$2,500,000	\$11,500,000	\$0	\$227,000,000	\$667,700,000	
			%	0.00%	25.76%	25.76%	0.00%	0.00%	6.14%	0.00%	6.14%	0.00%	0.00%	0.00%	0.00%	0.00%	31.90%	0.37%	1.72%		34.00%			
		Financial	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$13,400,000
			%	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%	0.00%	0.00%	
Post 2011	Subtotal \$ <sup>2</sup>	\$ <sup>2</sup>	\$0	\$172,000,000	\$172,000,000	\$0	\$0	\$61,100,000	\$0	\$61,100,000	\$0	\$0	\$0	\$0	\$0	\$233,100,000	\$2,500,000	\$11,500,000	\$1,581,766	\$248,681,766	\$1,640,100,000			
	Subtotal % <sup>2</sup>	% <sup>2</sup>	0.00%	10.49%	10.49%	0.00%	0.00%	3.73%	0.00%	3.73%	0.00%	0.00%	0.00%	0.00%	14.21%	0.15%	0.70%	0.10%	15.16%					
ALL	Total \$ <sup>4</sup>	\$	\$0	\$172,000,000	\$172,000,000	\$0	\$0	\$61,100,000	\$0	\$61,100,000	\$0	\$0	\$0	\$0	\$0	\$233,100,000	\$10,500,000	\$11,500,000	\$1,581,766	\$256,681,766	\$3,933,900,000			
	Total %	%	0.00%	4.37%	4.37%	0.00%	0.00%	1.55%	0.00%	1.55%	0.00%	0.00%	0.00%	0.00%	5.93%	0.27%	0.29%	0.04%	6.52%	100.00%				

<sup>1</sup>Excludes purchases from the CAISO, other IOUs, utilities, federal entities, state entities, municipalities and cooperatives.

<sup>2</sup>Includes only long term power procurement commitments after June 6, 2011 or as a result of RFOs after June 6, 2011.

<sup>3</sup>Total WMDVBE spend does not include pre-COD subcontracting values.

<sup>4</sup>Includes all power procurement commitments.