

**Table 1A
2012 WMDVBE Procurement Results for Large Utilities**

| | 2012 Total Procurement | MBE | WBE | DVBE | Total WMDVBE |
|----------------------------|-------------------------------------|-----------------------------------|-----------------------------------|--------------------------------|-----------------------------------|
| AT&T Mobility | | | | | |
| Direct | | \$643,832,466 19.65% | \$156,298,880 4.77% | \$651,741 0.02% | \$800,783,087 24.44% |
| Subcontracting | | \$8,884,806 0.27% | \$3,662,626 0.11% | \$191,514 0.01% | \$12,738,946 0.39% |
| Combined | \$3,276,520,942 100.00% | \$652,717,272 19.92% | \$159,961,506 4.88% | \$843,255 0.03% | \$813,522,033 24.83% |
| Comcast | | | | | |
| Direct | | \$18,661,050 7.39% | \$36,188,124 14.33% | \$9,637 0.00% | \$54,858,811 21.72% |
| Subcontracting | | \$1,494,791 0.59% | \$3,620 0.00% | \$0 0.00% | \$1,498,411 0.59% |
| Combined | \$252,557,448 100.00% | \$20,155,841 7.98% | \$36,191,744 14.33% | \$9,637 0.00% | \$56,357,222 22.31% |
| Edison | | | | | |
| Direct | | \$645,699,440 16.20% | \$362,012,477 9.08% | \$15,813,066 0.40% | \$1,023,524,983 25.68% |
| Subcontracting | | \$179,619,982 4.51% | \$293,689,215 7.37% | \$25,039,359 0.63% | \$498,348,556 12.50% |
| Combined | \$3,986,137,761 100.00% | \$825,319,422 20.70% | \$655,701,692 16.45% | \$40,852,425 1.02% | \$1,521,873,539 38.18% |
| Sprint | | | | | |
| Direct | | \$244,959,258 11.25% | \$136,323,285 6.26% | \$3,946,377 0.18% | \$385,228,920 17.69% |
| Subcontracting | | \$303,692,208 13.95% | \$83,563,699 3.84% | \$6,095,346 0.28% | \$393,351,253 18.07% |
| Combined | \$2,177,202,398 100.00% | \$548,651,466 25.20% | \$219,886,984 10.10% | \$10,041,723 0.46% | \$778,580,173 35.76% |
| PG&E | | | | | |
| Direct | | \$931,477,098 17.63% | \$450,550,047 8.53% | \$59,128,344 1.12% | \$1,441,155,489 27.27% |
| Subcontracting | | \$346,393,290 6.55% | \$208,344,799 3.94% | \$55,925,223 1.06% | \$610,663,312 11.56% |
| Combined | \$5,284,463,460 100.00% | \$1,277,870,388 24.18% | \$658,894,846 12.47% | \$115,053,567 2.18% | \$2,051,818,801 38.83% |
| AT&T California | | | | | |
| Direct | | \$354,234,700 15.60% | \$152,072,946 6.70% | \$107,213,953 4.72% | \$613,521,599 27.02% |
| Subcontracting | | \$280,342,589 12.35% | \$115,566,959 5.09% | \$6,042,863 0.27% | \$401,952,411 17.70% |
| Combined | \$2,270,387,244 100.00% | \$634,577,289 27.95% | \$267,639,905 11.79% | \$113,256,816 4.99% | \$1,015,474,010 44.73% |
| AT&T Corp | | | | | |
| Direct | | \$75,193,461 13.26% | \$18,650,954 3.29% | \$946,566 0.17% | \$94,790,981 16.71% |
| Subcontracting | | \$25,749,899 4.54% | \$10,615,003 1.87% | \$555,046 0.10% | \$36,919,948 6.51% |
| Combined | \$567,164,289 100.00% | \$100,943,360 17.80% | \$29,265,957 5.16% | \$1,501,612 0.26% | \$131,710,929 23.22% |
| T-Mobile | | | | | |
| Direct | | \$66,081,000 5.70% | \$9,874,000 0.85% | \$0 0.00% | \$75,955,000 6.55% |
| Subcontracting | | \$16,309,000 1.41% | \$1,525,000 0.13% | \$0 0.00% | \$17,834,000 1.54% |
| Combined | \$1,159,738,000 100.00% | \$82,390,000 7.10% | \$11,399,000 0.98% | \$0 0.00% | \$93,789,000 8.09% |
| SDG&E | | | | | |
| Direct | | \$148,601,888 12.32% | \$83,410,948 6.91% | \$36,540,926 3.03% | \$268,553,762 22.26% |
| Subcontracting | | \$99,551,232 8.25% | \$61,213,494 5.07% | \$5,790,983 0.48% | \$166,555,709 13.81% |
| Combined | \$1,206,379,805 100.00% | \$248,153,120 20.57% | \$144,624,442 11.99% | \$42,331,909 3.51% | \$435,109,471 36.07% |
| SoCal Gas | | | | | |
| Direct | | \$166,755,508 20.06% | \$87,899,351 10.57% | \$12,337,861 1.48% | \$266,992,720 32.11% |
| Subcontracting | | \$59,120,736 7.11% | \$19,662,719 2.36% | \$2,567,253 0.31% | \$81,350,708 9.78% |
| Combined | \$831,442,383 100.00% | \$225,876,244 27.17% | \$107,562,070 12.94% | \$14,905,114 1.79% | \$348,343,428 41.90% |
| Verizon California | | | | | |
| Direct | | \$34,340,233 15.19% | \$56,957,753 25.19% | \$65,997 0.03% | \$91,363,983 40.41% |
| Subcontracting | | \$15,870,446 7.02% | \$2,762,485 1.22% | \$4,057,703 1.79% | \$22,690,634 10.04% |
| Combined | \$226,110,458 100.00% | \$50,210,679 22.21% | \$59,720,238 26.41% | \$4,123,700 1.82% | \$114,054,617 50.44% |
| Verizon Wireless | | | | | |
| Direct | | \$375,347,683 16.99% | \$54,557,510 2.47% | \$24,693 0.00% | \$429,929,886 19.46% |
| Subcontracting | | \$101,573,111 4.60% | \$6,663,391 0.30% | \$121,375 0.01% | \$108,357,877 4.91% |
| Combined | \$2,208,878,022 100.00% | \$476,920,794 21.59% | \$61,220,901 2.77% | \$146,068 0.01% | \$538,287,763 24.37% |
| Total | \$23,446,982,210 100.00% | \$5,143,785,875 21.94% | \$2,412,069,285 10.29% | \$343,065,826 1.46% | \$7,898,920,986 33.69% |

**Table 1B
2011 WMDVBE Procurement Results for Large Utilities**

| | 2011 Total Procurement | MBE | WBE | DVBE | Total WMDVBE |
|----------------------------|-----------------------------|---------------------------|--------------------------|------------------------|---------------------------|
| AT&T Mobility | | | | | |
| Direct | | \$547,138,496 16.55% | \$146,914,189 4.44% | \$3,318,183 0.10% | \$697,370,868 21.09% |
| Subcontracting | | \$7,401,367 0.22% | \$2,444,668 0.07% | \$111,447 0.00% | \$9,957,482 0.30% |
| Combined | \$3,306,923,388 100.00% | \$554,539,863 16.77% | \$149,358,857 4.52% | \$3,429,630 0.10% | \$707,328,350 21.39% |
| Comcast | | | | | |
| Direct | | \$24,627,617 8.69% | \$32,051,970 11.31% | \$6,642 0.00% | \$56,686,229 20.00% |
| Subcontracting | | \$57,348 0.02% | \$6,537 0.00% | \$0 0.00% | \$63,885 0.02% |
| Combined | \$283,498,912 100.00% | \$24,684,965 8.71% | \$32,058,507 11.31% | \$6,642 0.00% | \$56,750,114 20.02% |
| Edison | | | | | |
| Direct | | \$613,461,484 14.79% | \$343,406,771 8.28% | \$13,757,485 0.33% | \$970,625,740 23.40% |
| Subcontracting | | \$230,547,022 5.56% | \$191,543,430 4.62% | \$6,197,101 0.15% | \$428,287,553 10.33% |
| Combined | \$4,147,939,940 100.00% | \$844,008,506 20.35% | \$534,950,201 12.90% | \$19,954,586 0.48% | \$1,398,913,293 33.73% |
| Sprint | | | | | |
| Direct | | \$175,330,210 7.09% | \$112,185,503 4.54% | \$3,970,373 0.16% | \$291,486,086 11.79% |
| Subcontracting | | \$252,773,675 10.22% | \$132,399,298 5.36% | \$9,665,317 0.39% | \$394,838,290 15.97% |
| Combined | \$2,472,334,787 100.00% | \$428,103,885 17.32% | \$244,584,801 9.89% | \$13,635,690 0.55% | \$686,324,376 27.76% |
| PG&E | | | | | |
| Direct | | \$643,898,614 14.62% | \$413,934,104 9.40% | \$54,833,325 1.24% | \$1,112,666,043 25.26% |
| Subcontracting | | \$372,464,358 8.45% | \$100,272,069 2.28% | \$25,329,350 0.57% | \$498,065,777 11.31% |
| Combined | \$4,405,275,958 100.00% | \$1,016,362,972 23.07% | \$514,206,173 11.67% | \$80,162,675 1.82% | \$1,610,731,820 36.56% |
| AT&T California | | | | | |
| Direct | | \$372,296,085 15.66% | \$188,195,876 7.91% | \$112,742,816 4.74% | \$673,234,777 28.31% |
| Subcontracting | | \$278,896,320 11.73% | \$92,119,331 3.87% | \$4,199,501 0.18% | \$375,215,152 15.78% |
| Combined | \$2,377,918,605 100.00% | \$651,192,405 27.38% | \$280,315,207 11.79% | \$116,942,317 4.92% | \$1,048,449,929 44.09% |
| AT&T Comm of CA | | | | | |
| Direct | | \$66,414,198 13.81% | \$11,923,723 2.48% | \$0 0.00% | \$78,337,921 16.29% |
| Subcontracting | | \$26,014,444 5.41% | \$8,592,559 1.79% | \$391,714 0.08% | \$34,998,717 7.28% |
| Combined | \$480,895,531 100.00% | \$92,428,642 19.22% | \$20,516,282 4.27% | \$391,714 0.08% | \$113,336,638 23.57% |
| AT&T/ASI | | | | | |
| Direct | | \$17,294,403 10.95% | \$13,895,325 8.80% | \$3,398,631 2.15% | \$34,588,359 21.90% |
| Subcontracting | | \$13,550,747 8.58% | \$4,475,806 2.83% | \$204,041 0.13% | \$18,230,594 11.55% |
| Combined | \$157,903,321 100.00% | \$30,845,150 19.53% | \$18,371,131 11.63% | \$3,602,672 2.28% | \$52,818,953 33.45% |
| SDG&E | | | | | |
| Direct | | \$196,238,904 13.70% | \$83,353,935 5.82% | \$23,772,974 1.66% | \$303,365,813 21.17% |
| Subcontracting | | \$126,641,872 8.84% | \$89,559,465 6.25% | \$26,710,311 1.86% | \$242,911,648 16.95% |
| Combined | \$1,432,736,971 100.00% | \$322,880,776 22.54% | \$172,913,400 12.07% | \$50,483,285 3.52% | \$546,277,461 38.13% |
| SoCal Gas | | | | | |
| Direct | | \$147,509,948 18.28% | \$74,744,632 9.26% | \$11,567,227 1.43% | \$233,821,807 28.97% |
| Subcontracting | | \$54,176,218 6.71% | \$18,360,442 2.27% | \$1,305,446 0.16% | \$73,842,106 9.15% |
| Combined | \$807,102,988 100.00% | \$201,686,166 24.99% | \$93,105,074 11.54% | \$12,872,673 1.59% | \$307,663,913 38.12% |
| Verizon California | | | | | |
| Direct | | \$44,636,501 15.91% | \$55,521,603 19.78% | \$854,784 0.30% | \$101,012,888 36.00% |
| Subcontracting | | \$19,727,822 7.03% | \$2,439,679 0.87% | \$1,160,374 0.41% | \$23,327,875 8.31% |
| Combined | \$280,627,015 100.00% | \$64,364,323 22.94% | \$57,961,282 20.65% | \$2,015,158 0.72% | \$124,340,763 44.31% |
| Verizon Wireless | | | | | |
| Direct | | \$264,117,250 9.12% | \$66,321,827 2.29% | \$52,661 0.00% | \$330,491,738 11.41% |
| Subcontracting | | \$67,874,649 2.34% | \$10,489,260 0.36% | \$20,888 0.00% | \$78,384,797 2.71% |
| Combined | \$2,895,732,190 100.00% | \$331,991,899 11.46% | \$76,811,087 2.65% | \$73,549 0.00% | \$408,876,535 14.12% |
| Total | \$23,048,889,606 100.00% | \$4,563,089,552 19.80% | \$2,195,152,002 9.52% | \$303,570,591 1.32% | \$7,061,812,145 30.64% |

| Table 2 A 2012 WMDVBE Procurement Results for Small Utilities | | | | | |
|--|---------------------------|---------------------|---------------------|--------------------|----------------------|
| | 2012 Total Procurement | MBE | WBE | DVBE | Total WMDVBE |
| AT&T Long Distance | | | | | |
| Direct | | \$7,134,979 | \$3,761,791 | \$0 | \$10,896,770 |
| | | 8.67% | 4.57% | 0.00% | 13.24% |
| Subcontracting | | \$8,185,125 | \$3,374,193 | \$176,433 | \$11,735,751 |
| | | 9.95% | 4.10% | 0.21% | 14.26% |
| Combined | \$82,301,562 | \$15,320,104 | \$7,135,984 | \$176,433 | \$22,632,521 |
| | 100.00% | 18.61% | 8.67% | 0.21% | 27.50% |
| Citizens | | | | | |
| Direct | | \$97,472 | \$166,055 | \$1,284,660 | \$1,548,187 |
| | | 0.50% | 0.85% | 0.00% | 7.91% |
| Subcontracting | | \$0 | \$0 | \$0 | \$0 |
| | | 0.00% | 0.00% | 0.00% | 0.00% |
| Combined | \$19,575,411 | \$97,472 | \$166,055 | \$1,284,660 | \$1,548,187 |
| | 100.00% | 0.50% | 0.85% | 6.56% | 7.91% |
| Lodi Gas & Storage | | | | | |
| Direct | | \$221,353 | \$480,133 | \$7,120 | \$708,606 |
| | | 1.34% | 2.91% | 0.04% | 4.29% |
| Subcontracting | | \$0 | \$0 | \$0 | \$0 |
| | | 0.00% | 0.00% | 0.00% | 0.00% |
| Combined | \$16,512,610 | \$221,353 | \$480,133 | \$7,120 | \$708,606 |
| | 100.00% | 1.34% | 2.91% | 0.04% | 4.29% |
| MCI / Verizon | | | | | |
| Direct | | \$1,095,314 | \$524,112 | \$183,788 | \$1,803,214 |
| | | 4.31% | 2.06% | 0.72% | 7.10% |
| Subcontracting | | \$0 | \$0 | \$0 | \$0 |
| | | 0.00% | 0.00% | 0.00% | 0.00% |
| Combined | \$25,388,530 | \$1,095,314 | \$524,112 | \$183,788 | \$1,803,214 |
| | 100.00% | 4.31% | 2.06% | 0.72% | 7.10% |
| Pacific Power | | | | | |
| Direct | | \$269,930 | \$10,915 | \$0 | \$280,845 |
| | | 7.71% | 0.31% | 0.00% | 8.03% |
| Subcontracting | | \$0 | \$0 | \$0 | \$0 |
| | | 0.00% | 0.00% | 0.00% | 0.00% |
| Combined | \$3,499,338 | \$269,930 | \$10,915 | \$0 | \$280,845 |
| | 100.00% | 7.71% | 0.31% | 0.00% | 8.03% |
| Century Link | | | | | |
| Direct | | \$383,253 | \$775,492 | \$0 | \$1,158,745 |
| | | 1.30% | 2.63% | 0.00% | 3.92% |
| Subcontracting | | \$139,138 | \$165,518 | \$64 | \$304,720 |
| | | 0.47% | 0.56% | 0.00% | 1.03% |
| Combined | \$29,540,567 | \$522,391 | \$941,010 | \$64 | \$1,463,465 |
| | 100.00% | 1.77% | 3.19% | 0.00% | 4.95% |
| Cal Pacific Electric | | | | | |
| Direct | | \$2,308,707 | \$1,118,443 | \$0 | \$3,427,150 |
| | | 15.33% | 7.43% | 0.00% | 22.76% |
| Subcontracting | | \$135,464 | \$0 | \$0 | \$135,464 |
| | | 0.90% | 0.00% | 0.00% | 0.90% |
| Combined | \$15,058,026 | \$2,444,171 | \$1,118,443 | \$0 | \$3,562,614 |
| | 100.00% | 16.23% | 7.43% | 0.00% | 23.66% |
| Southwest Gas | | | | | |
| Direct | | \$1,920,549 | \$8,731,388 | \$0 | \$10,651,937 |
| | | 11.42% | 51.90% | 0.00% | 63.31% |
| Subcontracting | | \$0 | \$0 | \$0 | \$0 |
| | | 0.00% | 0.00% | 0.00% | 0.00% |
| Combined | \$16,823,866 | \$1,920,549 | \$8,731,388 | \$0 | \$10,651,937 |
| | 100.00% | 11.42% | 51.90% | 0.00% | 63.31% |
| SureWest | | | | | |
| Direct | | \$638,202 | \$1,444,070 | \$0 | \$2,082,272 |
| | | 2.84% | 6.42% | 0.00% | 9.26% |
| Subcontracting | | \$0 | \$0 | \$0 | \$0 |
| | | 0.00% | 0.00% | 0.00% | 0.00% |
| Combined | \$22,492,258 | \$638,202 | \$1,444,070 | \$0 | \$2,082,272 |
| | 100.00% | 2.84% | 6.42% | 0.00% | 9.26% |
| TelePacific Comm | | | | | |
| Direct | | \$598,088 | \$1,366,121 | \$596 | \$1,964,805 |
| | | 0.59% | 1.34% | 0.00% | 1.93% |
| Subcontracting | | \$19,638 | \$818 | \$0 | \$20,456 |
| | | 0.02% | 0.00% | 0.00% | 0.02% |
| Combined | \$101,887,201 | \$617,726 | \$1,366,939 | \$596 | \$1,985,261 |
| | 100.00% | 0.61% | 1.34% | 0.00% | 1.95% |
| TransBay Cable | | | | | |
| Direct | | \$0 | \$175,302 | \$0 | \$175,302 |
| | | 0.00% | 1.68% | 0.00% | 1.68% |
| Subcontracting | | \$0 | \$2,458 | \$0 | \$2,458 |
| | | 0.00% | 0.02% | 0.00% | 0.02% |
| Combined | \$10,406,522 | \$0 | \$177,760 | \$0 | \$177,760 |
| | 100.00% | 0.00% | 1.71% | 0.00% | 1.71% |
| TW Telecom | | | | | |
| Direct | | \$3,115,445 | \$503,873 | \$25,788 | \$3,645,106 |
| | | 8.76% | 1.42% | 0.07% | 10.25% |
| Subcontracting | | \$0 | \$0 | \$0 | \$0 |
| | | 0.00% | 0.00% | 0.00% | 0.00% |
| Combined | \$35,544,695 | \$3,115,445 | \$503,873 | \$25,788 | \$3,645,106 |
| | 100.00% | 8.76% | 1.42% | 0.07% | 10.25% |
| Wild Goose Storage | | | | | |
| Direct | | \$1,569,500 | \$75,000 | \$0 | \$1,644,500 |
| | | 3.58% | 0.17% | 0.00% | 3.75% |
| Subcontracting | | \$1,969,500 | \$35,000 | \$0 | \$2,004,500 |
| | | 4.49% | 0.08% | 0.00% | 4.57% |
| Combined | \$43,853,986 | \$3,539,000 | \$110,000 | \$0 | \$3,649,000 |
| | 100.00% | 8.07% | 0.25% | 0.00% | 8.32% |
| XO California | | | | | |
| Direct | | \$21,938 | \$535,248 | \$0 | \$557,186 |
| | | 0.03% | 0.80% | 0.00% | 0.83% |
| Subcontracting | | \$0 | \$0 | \$0 | \$0 |
| | | 0.00% | 0.00% | 0.00% | 0.00% |
| Combined | \$67,066,060 | \$21,938 | \$535,248 | \$0 | \$557,186 |
| | 100.00% | 0.03% | 0.80% | 0.00% | 0.83% |
| Cal-Am Water | | | | | |
| Direct | | \$10,536,554 | \$6,084,605 | \$482,915 | \$17,104,074 |
| | | 14.35% | 8.29% | 0.66% | 23.30% |
| Subcontracting | | \$0 | \$0 | \$0 | \$0 |
| | | 0.00% | 0.00% | 0.00% | 0.00% |
| Combined | \$73,407,776 | \$10,536,554 | \$6,084,605 | \$482,915 | \$17,104,074 |
| | 100.00% | 14.35% | 8.29% | 0.66% | 23.30% |
| Cal Water Service Co | | | | | |
| Direct | | \$8,571,731 | \$1,801,870 | \$73,230 | \$10,446,831 |
| | | 6.14% | 1.29% | 0.05% | 7.49% |
| Subcontracting | | \$365,208 | \$469,597 | \$0 | \$834,805 |
| | | 0.26% | 0.34% | 0.00% | 0.60% |
| Combined | \$139,501,572 | \$8,936,939 | \$2,271,467 | \$73,230 | \$11,281,636 |
| | 100.00% | 6.41% | 1.63% | 0.05% | 8.09% |
| Golden State Water | | | | | |
| Direct | | \$6,190,448 | \$4,892,874 | \$0 | \$11,083,322 |
| | | 7.24% | 5.72% | 0.00% | 12.96% |
| Subcontracting | | \$303,428 | \$39,024 | \$0 | \$342,452 |
| | | 0.35% | 0.05% | 0.00% | 0.40% |
| Combined | \$85,542,648 | \$6,493,876 | \$4,931,898 | \$0 | \$11,425,774 |
| | 100.00% | 7.59% | 5.77% | 0.00% | 13.36% |
| Park Water Co | | | | | |
| Direct | | \$2,959,295 | \$3,832,855 | \$0 | \$6,792,150 |
| | | 11.73% | 15.20% | 0.00% | 26.93% |
| Subcontracting | | \$0 | \$0 | \$0 | \$0 |
| | | 0.00% | 0.00% | 0.00% | 0.00% |
| Combined | \$25,221,069 | \$2,959,295 | \$3,832,855 | \$0 | \$6,792,150 |
| | 100.00% | 11.73% | 15.20% | 0.00% | 26.93% |
| San Gabriel Water Co | | | | | |
| Direct | | \$2,534,457 | \$751,652 | \$231,280 | \$3,517,389 |
| | | 8.31% | 2.47% | 0.76% | 11.54% |
| Subcontracting | | \$0 | \$0 | \$0 | \$0 |
| | | 0.00% | 0.00% | 0.00% | 0.00% |
| Combined | \$30,489,937 | \$2,534,457 | \$751,652 | \$231,280 | \$3,517,389 |
| | 100.00% | 8.31% | 2.47% | 0.76% | 11.54% |
| San Jose Water Co | | | | | |
| Direct | | \$13,475,837 | \$1,183,872 | \$324,043 | \$14,983,752 |
| | | 13.99% | 1.23% | 0.34% | 15.56% |
| Subcontracting | | \$1,471,610 | \$1,036,772 | \$15,243 | \$2,523,625 |
| | | 1.53% | 1.08% | 0.02% | 2.62% |
| Combined | \$96,313,252 | \$14,947,447 | \$2,220,644 | \$339,286 | \$17,507,377 |
| | 100.00% | 15.52% | 2.31% | 0.35% | 18.18% |
| Suburban Water | | | | | |
| Direct | | \$4,359,534 | \$2,829,388 | \$0 | \$7,188,922 |
| | | 19.93% | 12.94% | 0.00% | 32.87% |
| Subcontracting | | \$0 | \$0 | \$0 | \$0 |
| | | 0.00% | 0.00% | 0.00% | 0.00% |
| Combined | \$21,872,719 | \$4,359,534 | \$2,829,388 | \$0 | \$7,188,922 |
| | 100.00% | 19.93% | 12.94% | 0.00% | 32.87% |
| Total | \$962,299,605 | \$80,591,697 | \$46,168,439 | \$2,805,160 | \$129,565,296 |
| | 100.00% | 8.37% | 4.80% | 0.29% | 13.46% |

| Table 2 B 2011 WMDVBE Procurement Results for Small Utilities | | | | | |
|--|------------------------|---------------------|---------------------|--------------------|----------------------|
| | 2011 Total Procurement | MBE | WBE | DVBE | Total WMDVBE |
| AT&T Long Distance | | | | | |
| Direct | | \$13,466,329 | \$6,398,632 | \$0 | \$19,864,961 |
| | | 9.09% | 4.32% | 0.00% | 13.41% |
| Subcontracting | | \$20,111,713 | \$6,642,890 | \$302,834 | \$27,057,437 |
| | | 13.58% | 4.48% | 0.20% | 18.27% |
| Combined | \$148,127,856 | \$33,578,042 | \$13,041,522 | \$302,834 | \$46,922,398 |
| | 100.00% | 22.67% | 8.80% | 0.20% | 31.68% |
| Citizens | | | | | |
| Direct | | \$13,571 | \$576,741 | \$5,017 | \$595,329 |
| | | 0.06% | 2.55% | 0.00% | 2.64% |
| Subcontracting | | \$0 | \$0 | \$0 | \$0 |
| | | 0.00% | 0.00% | 0.00% | 0.00% |
| Combined | \$22,578,462 | \$13,571 | \$576,741 | \$5,017 | \$595,329 |
| | 100.00% | 0.06% | 2.55% | 0.00% | 2.64% |
| Lodi Gas & Storage | | | | | |
| Direct | | \$272,293 | \$554,759 | \$22,529 | \$849,581 |
| | | 1.31% | 2.66% | 0.11% | 4.07% |
| Subcontracting | | \$0 | \$0 | \$0 | \$0 |
| | | 0.00% | 0.00% | 0.00% | 0.00% |
| Combined | \$20,861,067 | \$272,293 | \$554,759 | \$22,529 | \$849,581 |
| | 100.00% | 1.31% | 2.66% | 0.11% | 4.07% |
| MCI / Verizon | | | | | |
| Direct | | \$1,204,228 | \$844,938 | \$11,333 | \$2,060,499 |
| | | 4.76% | 3.34% | 0.04% | 8.15% |
| Subcontracting | | \$0 | \$0 | \$0 | \$0 |
| | | 0.00% | 0.00% | 0.00% | 0.00% |
| Combined | \$25,292,480 | \$1,204,228 | \$844,938 | \$11,333 | \$2,060,499 |
| | 100.00% | 4.76% | 3.34% | 0.04% | 8.15% |
| Pacific Power | | | | | |
| Direct | | \$100,082 | \$1,523 | \$35,625 | \$137,230 |
| | | 0.55% | 0.01% | 0.20% | 0.76% |
| Subcontracting | | \$0 | \$0 | \$0 | \$0 |
| | | 0.00% | 0.00% | 0.00% | 0.00% |
| Combined | \$18,033,239 | \$100,082 | \$1,523 | \$35,625 | \$137,230 |
| | 100.00% | 0.55% | 0.01% | 0.20% | 0.76% |
| Qwest / Century Link | | | | | |
| Direct | | \$978,538 | \$534,054 | \$73,212 | \$1,585,804 |
| | | 1.10% | 0.60% | 0.08% | 1.78% |
| Subcontracting | | \$0 | \$0 | \$0 | \$0 |
| | | 0.00% | 0.00% | 0.00% | 0.00% |
| Combined | \$88,903,415 | \$978,538 | \$534,054 | \$73,212 | \$1,585,804 |
| | 100.00% | 1.10% | 0.60% | 0.08% | 1.78% |
| Cal Pacific Electric | | | | | |
| Direct | | \$713,764 | \$615,970 | \$0 | \$1,329,734 |
| | | 6.38% | 5.50% | 0.00% | 11.88% |
| Subcontracting | | \$0 | \$0 | \$0 | \$0 |
| | | 0.00% | 0.00% | 0.00% | 0.00% |
| Combined | \$11,195,149 | \$713,764 | \$615,970 | \$0 | \$1,329,734 |
| | 100.00% | 6.38% | 5.50% | 0.00% | 11.88% |
| Southwest Gas | | | | | |
| Direct | | \$1,356,538 | \$10,644,982 | \$804 | \$12,002,324 |
| | | 4.40% | 34.51% | 0.00% | 38.91% |
| Subcontracting | | \$0 | \$0 | \$0 | \$0 |
| | | 0.00% | 0.00% | 0.00% | 0.00% |
| Combined | \$30,847,628 | \$1,356,538 | \$10,644,982 | \$804 | \$12,002,324 |
| | 100.00% | 4.40% | 34.51% | 0.00% | 38.91% |
| SureWest | | | | | |
| Direct | | \$844,028 | \$1,543,197 | \$0 | \$2,387,225 |
| | | 3.49% | 6.37% | 0.00% | 9.86% |
| Subcontracting | | \$0 | \$0 | \$0 | \$0 |
| | | 0.00% | 0.00% | 0.00% | 0.00% |
| Combined | \$24,216,617 | \$844,028 | \$1,543,197 | \$0 | \$2,387,225 |
| | 100.00% | 3.49% | 6.37% | 0.00% | 9.86% |
| TelePacific Comm | | | | | |
| Direct | | \$1,024,146 | \$2,441,186 | \$6,500 | \$3,471,832 |
| | | 1.33% | 3.17% | 0.01% | 4.51% |
| Subcontracting | | \$0 | \$0 | \$0 | \$0 |
| | | 0.00% | 0.00% | 0.00% | 0.00% |
| Combined | \$76,906,113 | \$1,024,146 | \$2,441,186 | \$6,500 | \$3,471,832 |
| | 100.00% | 1.33% | 3.17% | 0.01% | 4.51% |
| T-Mobile | | | | | |
| Direct | | \$64,409 | \$13,293 | \$0 | \$77,702 |
| | | 4.45% | 0.92% | 0.00% | 5.36% |
| Subcontracting | | \$0 | \$0 | \$0 | \$0 |
| | | 0.00% | 0.00% | 0.00% | 0.00% |
| Combined | \$1,448,424 | \$64,409 | \$13,293 | \$0 | \$77,702 |
| | 100.00% | 4.45% | 0.92% | 0.00% | 5.36% |
| TransBay Cable | | | | | |
| Direct | | \$0 | \$479,077 | \$0 | \$479,077 |
| | | 0.00% | 4.24% | 0.00% | 4.24% |
| Subcontracting | | \$0 | \$0 | \$0 | \$0 |
| | | 0.00% | 0.00% | 0.00% | 0.00% |
| Combined | \$11,305,540 | \$0 | \$479,077 | \$0 | \$479,077 |
| | 100.00% | 0.00% | 4.24% | 0.00% | 4.24% |
| TW Telecom | | | | | |
| Direct | | \$2,604,690 | \$393,833 | \$81,559 | \$3,080,082 |
| | | 12.74% | 1.93% | 0.40% | 15.06% |
| Subcontracting | | \$0 | \$0 | \$0 | \$0 |
| | | 0.00% | 0.00% | 0.00% | 0.00% |
| Combined | \$20,452,251 | \$2,604,690 | \$393,833 | \$81,559 | \$3,080,082 |
| | 100.00% | 12.74% | 1.93% | 0.40% | 15.06% |
| Wild Goose Storage | | | | | |
| Direct | | \$1,450,000 | \$0 | \$0 | \$1,450,000 |
| | | 2.85% | 0.00% | 0.00% | 2.85% |
| Subcontracting | | \$1,472,500 | \$0 | \$0 | \$1,472,500 |
| | | 2.89% | 0.00% | 0.00% | 2.89% |
| Combined | \$50,962,595 | \$2,922,500 | \$0 | \$0 | \$2,922,500 |
| | 100.00% | 5.73% | 0.00% | 0.00% | 5.73% |
| XO California | | | | | |
| Direct | | \$71,792 | \$630,370 | \$0 | \$702,162 |
| | | 0.17% | 1.52% | 0.00% | 1.69% |
| Subcontracting | | \$0 | \$0 | \$0 | \$0 |
| | | 0.00% | 0.00% | 0.00% | 0.00% |
| Combined | \$41,499,115 | \$71,792 | \$630,370 | \$0 | \$702,162 |
| | 100.00% | 0.17% | 1.52% | 0.00% | 1.69% |
| Cal-Am Water | | | | | |
| Direct | | \$11,146,179 | \$8,040,660 | \$285,606 | \$19,472,445 |
| | | 16.45% | 11.87% | 0.42% | 28.75% |
| Subcontracting | | \$28,866 | \$0 | \$0 | \$28,866 |
| | | 0.04% | 0.00% | 0.00% | 0.04% |
| Combined | \$67,740,207 | \$11,175,045 | \$8,040,660 | \$285,606 | \$19,501,311 |
| | 100.00% | 16.50% | 11.87% | 0.42% | 28.79% |
| Cal Water Service Co | | | | | |
| Direct | | \$7,994,542 | \$2,234,063 | \$0 | \$10,228,605 |
| | | 5.94% | 1.55% | 0.00% | 7.08% |
| Subcontracting | | \$390,143 | \$308,024 | \$0 | \$698,167 |
| | | 0.27% | 0.21% | 0.00% | 0.48% |
| Combined | \$144,397,836 | \$8,384,685 | \$2,542,087 | \$0 | \$10,926,772 |
| | 100.00% | 5.81% | 1.76% | 0.00% | 7.57% |
| Golden State Water | | | | | |
| Direct | | \$7,568,474 | \$3,680,817 | \$135,625 | \$11,384,916 |
| | | 7.38% | 3.59% | 0.13% | 11.11% |
| Subcontracting | | \$81,704 | \$83,261 | \$0 | \$164,965 |
| | | 0.08% | 0.08% | 0.00% | 0.16% |
| Combined | \$102,489,858 | \$7,650,178 | \$3,764,078 | \$135,625 | \$11,549,881 |
| | 100.00% | 7.46% | 3.67% | 0.13% | 11.27% |
| Park Water Co | | | | | |
| Direct | | \$1,927,006 | \$2,661,979 | \$10,904 | \$4,599,889 |
| | | 10.60% | 14.64% | 0.06% | 25.30% |
| Subcontracting | | \$0 | \$0 | \$0 | \$0 |
| | | 0.00% | 0.00% | 0.00% | 0.00% |
| Combined | \$18,181,278 | \$1,927,006 | \$2,661,979 | \$10,904 | \$4,599,889 |
| | 100.00% | 10.60% | 14.64% | 0.06% | 25.30% |
| San Gabriel Water Co | | | | | |
| Direct | | \$2,702,266 | \$681,332 | \$89,113 | \$3,472,711 |
| | | 7.91% | 1.99% | 0.26% | 10.16% |
| Subcontracting | | \$0 | \$0 | \$0 | \$0 |
| | | 0.00% | 0.00% | 0.00% | 0.00% |
| Combined | \$34,181,180 | \$2,702,266 | \$681,332 | \$89,113 | \$3,472,711 |
| | 100.00% | 7.91% | 1.99% | 0.26% | 10.16% |
| San Jose Water Co | | | | | |
| Direct | | \$8,191,391 | \$939,490 | \$0 | \$9,130,881 |
| | | 11.62% | 1.33% | 0.00% | 12.95% |
| Subcontracting | | \$1,191,250 | \$1,841,463 | \$132,000 | \$3,164,713 |
| | | 1.69% | 2.61% | 0.19% | 4.49% |
| Combined | \$70,511,821 | \$9,382,641 | \$2,780,953 | \$132,000 | \$12,295,594 |
| | 100.00% | 13.31% | 3.94% | 0.19% | 17.44% |
| Suburban Water | | | | | |
| Direct | | \$2,131,238 | \$64,086 | \$0 | \$2,195,324 |
| | | 19.94% | 0.60% | 0.00% | 20.54% |
| Subcontracting | | \$0 | \$0 | \$0 | \$0 |
| | | 0.00% | 0.00% | 0.00% | 0.00% |
| Combined | \$10,688,474 | \$2,131,238 | \$64,086 | \$0 | \$2,195,324 |
| | 100.00% | 19.94% | 0.60% | 0.00% | 20.54% |
| Total | \$1,040,820,605 | \$89,101,680 | \$52,850,620 | \$1,192,661 | \$143,144,961 |
| | 100.00% | 8.56% | 5.08% | 0.11% | 13.75% |

Table 3
2012 & 2011 Summary of Large, Small, and Combined
Utility MBE/WBE/DVBE and Total WMDVBE Procurement
(In Dollars and as a Percentage of Total Corporate Procurement)

| | Total Procurement | MBE | WBE | DVBE | Total WMDVBE |
|------------------------|---|---|---|--------------------------------------|---|
| 2012 | | | | | |
| Total | | | | | |
| Large Utilities | \$23,446,982,210 100.00% | \$5,143,785,875 21.94% | \$2,412,069,285 10.29% | \$343,065,826 1.46% | \$7,898,920,986 33.69% |
| Total | | | | | |
| Small Utilities | \$962,299,605 100.00% | \$80,591,697 8.37% | \$46,168,439 4.80% | \$2,805,160 0.29% | \$129,565,296 13.46% |
| Total | | | | | |
| Combined | \$24,409,281,815 100.00% | \$5,224,377,572 21.40% | \$2,458,237,724 10.07% | \$345,870,986 1.42% | \$8,028,486,282 32.89% |
| 2011 | | | | | |
| Total | | | | | |
| Large Utilities | \$23,048,889,606 100.00% | \$4,563,089,552 19.80% | \$2,195,152,002 9.52% | \$303,570,591 1.32% | \$7,061,812,145 30.64% |
| Total | | | | | |
| Small Utilities | \$1,040,820,605 100.00% | \$89,101,680 8.56% | \$52,850,620 5.08% | \$1,192,661 0.11% | \$143,144,961 13.75% |
| Total | | | | | |
| Combined | \$24,089,710,211 100.00% | \$4,652,191,232 19.31% | \$2,248,002,622 9.33% | \$304,763,252 1.27% | \$7,204,957,106 29.91% |

Table 4b
2011 Summary of Large Utility Ethnic Procurement
(in Dollars and as a Percentage of Total MBE Procurement)

| | AT&T Mobility | Comcast | Edison | Sprint | PG&E | AT&T California | AT&T Co of CA | AT&T/ASI | SDG&E | SoCalGas | Verizon | Verizon Wrless |
|---|--|---------------------------------------|--|--|--|--|---------------------------------------|---------------------------------------|--|--|---------------------------------------|--|
| Black | | | | | | | | | | | | |
| direct | \$68,424,357 12.34% | \$3,393 0.01% | \$150,016,721 17.77% | \$42,341,258 9.89% | \$246,679,427 24.27% | \$64,610,037 9.92% | \$34,243,472 37.05% | \$1,288,587 4.18% | \$27,019,534 8.37% | \$22,658,205 11.23% | \$6,757,592 10.50% | \$12,009,670 3.62% |
| sub | \$1,640,487 0.30% | \$57,348 0.23% | \$26,595,972 3.15% | \$71,186,076 16.63% | \$19,201,151 1.89% | \$61,816,365 9.49% | \$5,766,008 6.24% | \$3,003,474 9.74% | \$16,682,243 5.17% | \$28,865,488 14.31% | \$4,090,588 6.36% | \$20,969,355 6.32% |
| combined | \$70,064,844 12.63% | \$60,741 0.25% | \$176,612,693 20.93% | \$113,527,334 26.52% | \$265,880,578 26.16% | \$126,426,402 19.41% | \$40,009,480 43.29% | \$4,292,061 13.91% | \$43,701,777 13.53% | \$51,523,693 25.55% | \$10,848,180 16.85% | \$32,979,025 9.93% |
| Hispanic | | | | | | | | | | | | |
| direct | \$434,555,052 78.36% | \$9,858,775 39.94% | \$265,088,697 31.41% | \$63,659,475 14.87% | \$171,759,031 16.90% | \$245,205,678 37.65% | \$14,680,024 15.88% | \$14,097,235 45.70% | \$130,507,117 40.42% | \$87,561,420 43.41% | \$29,236,058 45.42% | \$4,677,159 1.41% |
| sub | \$2,390,401 0.43% | \$0 0.00% | \$113,718,723 13.47% | \$40,132,571 9.37% | \$237,492,221 23.37% | \$90,074,441 13.83% | \$8,401,819 9.09% | \$4,376,451 14.19% | \$90,286,421 27.96% | \$22,293,893 11.05% | \$4,174,231 6.49% | \$3,667,079 1.10% |
| combined | \$436,945,453 78.79% | \$9,858,775 39.94% | \$378,807,420 44.88% | \$103,792,046 24.24% | \$409,251,252 40.27% | \$335,280,119 51.49% | \$23,081,843 24.97% | \$18,473,686 59.89% | \$220,793,538 68.38% | \$109,855,313 54.47% | \$33,410,289 51.91% | \$8,344,238 2.51% |
| Asian-Pacific | | | | | | | | | | | | |
| direct | \$42,348,189 7.64% | \$14,765,449 59.82% | \$171,896,696 20.37% | \$63,163,409 14.75% | \$150,416,037 14.80% | \$59,907,121 9.20% | \$17,055,743 18.45% | \$1,905,742 6.18% | \$23,208,790 7.19% | \$32,193,041 15.96% | \$8,638,427 13.42% | \$247,430,420 74.53% |
| sub | \$1,354,934 0.24% | \$0 0.00% | \$85,788,849 10.16% | \$141,455,028 33.04% | \$68,252,856 6.72% | \$51,056,228 7.84% | \$4,762,341 5.15% | \$2,480,671 8.04% | 17,408,915 5.39% | \$2,293,273 1.14% | \$5,517,303 8.57% | \$42,257,868 12.73% |
| combined | \$43,703,123 7.88% | \$14,765,449 59.82% | \$257,685,545 30.53% | \$204,618,437 47.80% | \$218,668,893 21.51% | \$110,963,349 17.04% | \$21,818,084 23.61% | \$4,386,413 14.22% | \$40,617,705 12.58% | \$34,486,314 17.10% | \$14,155,730 21.99% | \$289,688,288 87.26% |
| Native American | | | | | | | | | | | | |
| direct | \$1,957 0.00% | \$0 0.00% | \$25,556,362 3.03% | \$21,763 0.01% | \$75,044,120 7.38% | \$2,536,767 0.39% | \$434,959 0.47% | \$2,391 0.01% | \$15,359,360 4.76% | \$4,876,325 2.42% | \$4,424 0.01% | \$0 0.00% |
| sub | \$362,197 0.07% | \$0 0.00% | \$1,658,056 0.20% | \$0 0.00% | \$47,518,130 4.68% | \$13,648,231 2.10% | \$1,273,058 1.38% | \$663,128 2.15% | \$442,428 0.14% | \$697,640 0.35% | \$5,945,701 9.24% | \$980,347 0.30% |
| combined | \$364,154 0.07% | \$0 0.00% | \$27,214,418 3.22% | \$21,763 0.01% | \$122,562,250 12.06% | \$16,184,998 2.49% | \$1,708,017 1.85% | \$665,519 2.16% | \$15,801,788 4.89% | \$5,573,965 2.76% | \$5,950,125 9.24% | \$980,347 0.30% |
| Other | | | | | | | | | | | | |
| direct | \$1,808,941 0.33% | \$0 0.00% | \$903,006 0.11% | \$6,144,305 1.44% | \$0 0.00% | \$36,482 0.01% | \$0 0.00% | \$447 0.00% | \$144,104 0.04% | \$220,959 0.11% | \$0 0.00% | \$0 0.00% |
| sub | \$1,653,349 0.30% | \$0 0.00% | \$2,785,422 0.33% | \$0 0.00% | \$0 0.00% | \$62,301,055 9.57% | \$5,811,218 6.29% | \$3,027,024 9.81% | \$1,821,864 0.56% | \$25,925 0.01% | \$0 0.00% | \$0 0.00% |
| combined | \$3,462,290 0.62% | \$0 0.00% | \$3,688,428 0.44% | \$6,144,305 1.44% | \$0 0.00% | \$62,337,537 9.57% | \$5,811,218 6.29% | \$3,027,471 9.82% | \$1,965,968 0.61% | \$246,884 0.12% | \$0 0.00% | \$0 0.00% |
| Ethnically Unspecified Minority Subcontractors | | | | | | | | | | | | |
| | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| Total MBE Procurement | \$554,539,864 100.00% | \$24,684,965 100.00% | \$844,008,504 100.00% | \$428,103,885 100.00% | \$1,016,362,973 100.00% | \$651,192,405 100.00% | \$92,428,642 100.00% | \$30,845,150 100.00% | \$322,880,776 100.00% | \$201,686,169 100.00% | \$64,364,324 100.00% | \$331,991,898 100.00% |

Table 5a
2012 Summary of Large Utility Ethnic Procurement
(in Dollars and as a Percentage of Total Corporate Procurement)

| | AT&T Mobility | Comcast | Edison | Sprint | PG&E | AT&T California | AT&T Corp | T-Mobile | SDG&E | SoCalGas | Verizon | Verizon Wrlss |
|--|-----------------------------------|---------------------------------|-----------------------------------|-----------------------------------|-----------------------------------|-----------------------------------|---------------------------------|-----------------------------------|-----------------------------------|---------------------------------|---------------------------------|-----------------------------------|
| Black | | | | | | | | | | | | |
| direct | \$113,650,488 3.47% | \$766,018 0.30% | \$165,534,425 4.15% | \$87,567,941 4.02% | \$330,053,897 6.25% | \$30,026,941 1.32% | \$34,008,708 6.00% | \$4,610,000 0.40% | \$24,055,718 1.99% | \$30,596,185 3.68% | \$8,902,910 3.94% | \$7,020,399 0.32% |
| sub | \$2,494,823 0.08% | \$7,027 0.00% | \$18,080,175 0.45% | \$85,358,612 3.92% | \$25,729,975 0.49% | \$78,719,243 3.47% | \$7,230,484 1.27% | \$0 0.00% | \$22,497,260 1.86% | \$23,011,684 2.77% | \$2,858,108 1.26% | \$6,839,450 0.31% |
| combined | \$116,145,311 3.54% | \$773,045 0.31% | \$183,614,600 4.61% | \$172,926,553 7.94% | \$355,783,872 6.73% | \$108,746,184 4.79% | \$41,239,192 7.27% | \$4,610,000 0.40% | \$46,552,978 3.86% | \$53,607,869 6.45% | \$11,761,018 5.20% | \$13,859,849 0.63% |
| Hispanic | | | | | | | | | | | | |
| direct | \$494,231,318 15.08% | \$3,368,373 1.33% | \$246,372,104 6.18% | \$68,543,805 3.15% | \$256,839,562 4.86% | \$261,403,314 11.51% | \$19,548,237 3.45% | \$2,320,000 0.20% | \$79,204,673 6.57% | \$96,913,048 11.66% | \$19,394,276 8.58% | \$3,546,704 0.16% |
| sub | \$3,603,307 0.11% | \$444,364 0.18% | \$113,402,106 2.84% | \$88,173,606 4.05% | \$203,809,728 3.86% | \$113,695,259 5.01% | \$10,443,084 1.84% | \$7,475,000 0.64% | \$43,350,305 3.59% | \$28,685,729 3.45% | \$2,170,954 0.96% | \$2,139,953 0.10% |
| combined | \$497,834,625 15.19% | \$3,812,737 1.51% | \$359,774,210 9.03% | \$156,717,411 7.20% | \$460,649,290 8.72% | \$375,098,573 16.52% | \$29,991,321 5.29% | \$9,795,000 0.84% | \$122,554,978 10.16% | \$125,598,777 15.11% | \$21,565,230 9.54% | \$5,686,657 0.26% |
| Asian-Pacific | | | | | | | | | | | | |
| direct | \$35,655,233 1.09% | \$14,513,018 5.75% | \$197,381,442 4.95% | \$42,301,980 1.94% | \$206,814,674 3.91% | \$60,628,997 2.67% | \$20,950,544 3.69% | \$57,782,000 4.98% | \$24,796,448 2.06% | \$33,621,137 4.04% | \$6,043,047 2.67% | \$364,780,578 16.51% |
| sub | \$2,443,036 0.07% | \$1,043,400 0.41% | \$43,461,937 1.09% | \$125,566,221 5.77% | \$83,032,477 1.57% | \$77,085,198 3.40% | \$7,080,394 1.25% | \$8,834,000 0.76% | 23,090,856 1.91% | \$4,658,129 0.56% | \$4,004,657 1.77% | \$92,054,677 4.17% |
| combined | \$38,098,269 1.16% | \$15,556,418 6.16% | \$240,843,379 6.04% | \$167,868,201 7.71% | \$289,847,151 5.48% | \$137,714,195 6.07% | \$28,030,938 4.94% | \$66,616,000 5.74% | \$47,887,304 3.97% | \$38,279,266 4.60% | \$10,047,704 4.44% | \$456,835,255 20.68% |
| Native American | | | | | | | | | | | | |
| direct | \$290,665 0.01% | \$0 0.00% | \$35,582,387 0.89% | \$70,554 0.00% | \$137,768,965 2.61% | \$1,646,312 0.07% | \$685,971 0.12% | \$20,000 0.00% | \$19,527,033 1.62% | \$4,858,246 0.58% | \$0 0.00% | \$0 0.00% |
| sub | \$343,640 0.01% | \$0 0.00% | \$2,738,606 0.33% | \$4,593,769 0.21% | \$33,821,111 0.64% | \$10,842,888 0.48% | \$995,936 0.18% | \$0 0.00% | \$7,759,438 0.64% | \$2,765,194 0.33% | \$6,836,726 13.62% | \$539,031 0.02% |
| combined | \$634,305 0.02% | \$0 0.00% | \$38,320,993 0.96% | \$4,664,323 0.21% | \$171,590,076 3.25% | \$12,489,200 0.55% | \$1,681,907 0.30% | \$20,000 0.00% | \$27,286,471 2.26% | \$7,623,440 0.92% | \$6,836,726 3.02% | \$539,031 0.02% |
| Other | | | | | | | | | | | | |
| direct | \$4,761 0.00% | \$13,641 0.01% | \$829,083 0.02% | \$46,474,979 2.13% | 0 0.00% | \$529,136 0.02% | \$0 0.00% | \$1,349,000 0.12% | \$1,018,015 0.08% | \$766,891 0.09% | \$0 0.00% | \$0 0.00% |
| sub | \$0 0.00% | \$0 0.00% | \$1,937,158 0.05% | \$0 0.00% | \$0 0.00% | \$0 0.00% | \$0 0.00% | \$0 0.00% | \$2,853,373 0.24% | \$0 0.00% | \$0 0.00% | \$0 0.00% |
| combined | \$4,761 0.00% | \$13,641 0.01% | \$2,766,241 0.07% | \$46,474,979 2.13% | \$0 0.00% | \$529,136 0.02% | \$0 0.00% | \$1,349,000 0.12% | \$3,871,388 0.32% | \$766,891 0.09% | \$0 0.00% | \$0 0.00% |
| Ethnically Unspecified Minority Sub | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| Total MBE Procurement | \$652,717,271 19.92% | \$20,155,841 7.98% | \$825,319,423 20.70% | \$548,651,467 25.20% | \$1,277,870,389 24.18% | \$634,577,288 27.95% | \$100,943,358 17.80% | \$82,390,000 7.10% | \$248,153,119 20.57% | \$225,876,243 27.17% | \$50,210,678 22.21% | \$476,920,792 21.59% |
| Total Corporate Procurement | \$3,276,520,942 100.00% | \$252,557,448 100.00% | \$3,986,137,761 100.00% | \$2,177,202,398 100.00% | \$5,284,463,460 100.00% | \$2,270,387,244 100.00% | \$567,164,289 100.00% | \$1,159,738,000 100.00% | \$1,206,379,805 100.00% | \$831,442,383 100.00% | \$226,110,458 100.00% | \$2,208,878,022 100.00% |

Table 5b
2011 Summary of Large Utility Ethnic Procurement
(in Dollars and as a Percentage of Total Corporate Procurement)

| | AT&T Mobility | Comcast | Edison | Sprint | PG&E | AT&T California | AT&T Co of CA | AT&T/ASI | SDG&E | SoCalGas | Verizon | Verizon Wrlss |
|---|--|--|--|--|--|--|--|--|--|--|--|--|
| Black | | | | | | | | | | | | |
| direct | \$68,424,357 2.07% | \$3,393 0.00% | \$150,016,721 3.62% | \$42,341,258 1.71% | \$246,679,427 5.60% | \$64,610,037 2.72% | \$34,243,472 7.12% | \$1,288,587 0.82% | \$27,019,534 1.89% | \$22,658,205 2.81% | \$6,757,592 2.41% | \$12,009,670 0.41% |
| sub | \$1,640,487 0.05% | \$57,348 0.02% | \$26,595,972 0.64% | \$71,186,076 2.88% | \$19,201,151 0.44% | \$61,816,365 2.60% | \$5,766,008 1.20% | \$3,003,474 1.90% | \$16,682,243 1.16% | \$28,865,488 3.58% | \$4,090,588 1.46% | \$20,969,355 0.72% |
| combined | \$70,064,844 2.12% | \$60,741 0.02% | \$176,612,693 4.26% | \$113,527,334 4.59% | \$265,880,578 6.04% | \$126,426,402 5.32% | \$40,009,480 8.32% | \$4,292,061 2.72% | \$43,701,777 3.05% | \$51,523,693 6.38% | \$10,848,180 3.87% | \$32,979,025 1.14% |
| Hispanic | | | | | | | | | | | | |
| direct | \$434,555,052 13.14% | \$9,858,775 3.48% | \$265,088,697 6.39% | \$63,659,475 2.57% | \$171,759,031 3.90% | \$245,205,678 10.31% | \$14,680,024 3.05% | \$14,097,235 8.93% | \$130,507,117 9.11% | \$87,561,420 10.85% | \$29,236,058 10.42% | \$4,677,159 0.16% |
| sub | \$2,390,401 0.07% | \$0 0.00% | \$113,718,723 2.74% | \$40,132,571 1.62% | \$237,492,221 5.39% | \$90,074,441 3.79% | \$8,401,819 1.75% | \$4,376,451 2.77% | \$90,286,421 6.30% | \$22,293,893 2.76% | \$4,174,231 1.49% | \$3,667,079 0.13% |
| combined | \$436,945,453 13.21% | \$9,858,775 3.48% | \$378,807,420 9.13% | \$103,792,046 4.20% | \$409,251,252 9.29% | \$335,280,119 14.10% | \$23,081,843 4.80% | \$18,473,686 11.70% | \$220,793,538 15.41% | \$109,855,313 13.61% | \$33,410,289 11.91% | \$8,344,238 0.29% |
| Asian-Pacific | | | | | | | | | | | | |
| direct | \$42,348,189 1.28% | \$14,765,449 5.21% | \$171,896,696 4.14% | \$63,163,409 2.55% | \$150,416,037 3.41% | \$59,907,121 2.52% | \$17,055,743 3.55% | \$1,905,742 1.21% | \$23,208,790 1.62% | \$32,193,041 3.99% | \$8,638,427 3.08% | \$247,430,420 8.54% |
| sub | \$1,354,934 0.04% | \$0 0.00% | \$85,788,849 2.07% | \$141,455,028 5.72% | \$68,252,856 1.55% | \$51,056,228 2.15% | \$4,762,341 0.99% | \$2,480,671 1.57% | 17,408,915 1.22% | \$2,293,273 0.28% | \$5,517,303 1.97% | \$42,257,868 1.46% |
| combined | \$43,703,123 1.32% | \$14,765,449 5.21% | \$257,685,545 6.21% | \$204,618,437 8.28% | \$218,668,893 4.96% | \$110,963,349 4.67% | \$21,818,084 4.54% | \$4,386,413 2.78% | \$40,617,705 2.83% | \$34,486,314 4.27% | \$14,155,730 5.04% | \$289,688,288 10.00% |
| Native American | | | | | | | | | | | | |
| direct | \$1,957 0.00% | \$0 0.00% | \$25,556,362 0.62% | \$21,763 0.00% | \$75,044,120 1.70% | \$2,536,767 0.11% | \$434,959 0.09% | \$2,391 0.00% | \$15,359,360 1.07% | \$4,876,325 0.60% | \$4,424 0.00% | \$0 0.00% |
| sub | \$362,197 0.01% | \$0 0.00% | \$1,658,056 0.20% | \$0 0.00% | \$47,518,130 1.08% | \$13,648,231 0.57% | \$1,273,058 0.26% | \$663,128 0.42% | \$442,428 0.03% | \$697,640 0.09% | \$5,945,701 9.24% | \$980,347 0.03% |
| combined | \$364,154 0.01% | \$0 0.00% | \$27,214,418 0.66% | \$21,763 0.00% | \$122,562,250 2.78% | \$16,184,998 0.68% | \$1,708,017 0.36% | \$665,519 0.42% | \$15,801,788 1.10% | \$5,573,965 0.69% | \$5,950,125 2.12% | \$980,347 0.03% |
| Other | | | | | | | | | | | | |
| direct | \$1,808,941 0.05% | \$0 0.00% | \$903,006 0.02% | \$6,144,305 0.25% | \$0 0.00% | \$36,482 0.00% | \$0 0.00% | \$447 0.00% | \$144,104 0.01% | \$220,959 0.03% | \$0 0.00% | \$0 0.00% |
| sub | \$1,653,349 0.05% | \$0 0.00% | \$2,785,422 0.07% | \$0 0.00% | \$0 0.00% | \$62,301,055 2.62% | \$5,811,218 1.21% | \$3,027,024 1.92% | \$1,821,864 0.13% | \$25,925 0.00% | \$0 0.00% | \$0 0.00% |
| combined | \$3,462,290 0.10% | \$0 0.00% | \$3,688,428 0.09% | \$6,144,305 0.25% | \$0 0.00% | \$62,337,537 2.62% | \$5,811,218 1.21% | \$3,027,471 1.92% | \$1,965,968 0.14% | \$246,884 0.03% | \$0 0.00% | \$0 0.00% |
| Ethnically Unspecified Minority Subcontractors | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| Total MBE Procurement | \$554,539,864 16.77% | \$24,684,965 8.71% | \$844,008,504 20.35% | \$428,103,885 17.32% | \$1,016,362,973 23.07% | \$651,192,405 27.38% | \$92,428,642 19.22% | \$30,845,150 19.53% | \$322,880,776 22.54% | \$201,686,169 24.99% | \$64,364,324 22.94% | \$331,991,898 11.46% |
| Total Corporate Procurement | \$3,306,923,388 100.00% | \$283,498,912 100.00% | \$4,147,939,940 100.00% | \$2,472,334,787 100.00% | \$4,405,275,958 100.00% | \$2,377,918,605 100.00% | \$480,895,531 100.00% | \$157,903,321 100.00% | \$1,432,736,971 100.00% | \$807,102,988 100.00% | \$280,627,015 100.00% | \$2,895,732,190 100.00% |

Table 6a
Summary of Procurement from Women: 2012
Minority and Caucasian Women (in Dollars and as a Percentage of
Large Utilities' Total Corporate Expenditures)

| | Minority Women | Caucasian Women | Combined Women | Total Corporate |
|----------------------------|--------------------------|---------------------------|---------------------------|-----------------------------|
| AT&T Mobility | | | | |
| direct | \$21,517,799 0.66% | \$156,298,880 4.77% | \$177,816,679 5.43% | |
| subcontracting | \$1,945,602 0.06% | \$3,662,626 0.11% | \$5,608,228 0.17% | |
| combined | \$23,463,401 0.72% | \$159,961,506 4.88% | \$183,424,907 5.60% | \$3,276,520,942 100.00% |
| Comcast | | | | |
| direct | \$915,560 0.36% | \$36,188,124 14.33% | \$37,103,684 14.69% | |
| subcontracting | \$1,047,348 0.41% | \$3,620 0.00% | \$1,050,968 0.42% | |
| combined | \$1,962,908 0.78% | \$36,191,744 14.33% | \$38,154,652 15.11% | \$252,557,448 100.00% |
| Edison | | | | |
| direct | \$197,722,522 4.96% | \$362,012,477 9.08% | \$559,734,999 14.04% | |
| subcontracting | \$52,340,640 1.31% | \$293,689,215 7.37% | \$346,029,855 8.68% | |
| combined | \$250,063,162 6.27% | \$655,701,692 16.45% | \$905,764,854 22.72% | \$3,986,137,761 100.00% |
| Sprint | | | | |
| direct | \$0 0.00% | \$136,323,285 6.26% | \$136,323,285 6.26% | |
| subcontracting | \$0 0.00% | \$83,563,699 3.84% | \$83,563,699 3.84% | |
| combined | \$0 0.00% | \$219,886,984 10.10% | \$219,886,984 10.10% | \$2,177,202,398 100.00% |
| PG&E | | | | |
| direct | \$294,032,121 5.56% | \$450,550,047 8.53% | \$744,582,168 14.09% | |
| subcontracting | \$103,624,668 1.96% | \$208,344,799 3.94% | \$311,969,467 5.90% | |
| combined | \$397,656,789 7.53% | \$658,894,846 12.47% | \$1,056,551,635 19.99% | \$5,284,463,460 100.00% |
| AT&T California | | | | |
| direct | \$103,453,500 6.70% | \$152,072,946 6.70% | \$255,526,446 11.25% | |
| subcontracting | \$61,389,651 2.70% | \$115,566,959 5.09% | \$176,956,610 7.79% | |
| combined | \$164,843,151 7.26% | \$267,639,905 11.79% | \$432,483,056 19.05% | \$2,270,387,244 100.00% |
| AT&T Corp | | | | |
| direct | \$11,801,169 2.08% | \$18,650,954 3.29% | \$30,452,123 5.37% | |
| subcontracting | \$5,638,734 0.99% | \$10,615,003 1.87% | \$16,253,737 2.87% | |
| combined | \$17,439,903 3.07% | \$29,265,957 5.16% | \$46,705,860 8.23% | \$567,164,289 100.00% |
| T-Mobile | | | | |
| direct | \$7,124,000 0.61% | \$9,874,000 0.85% | \$16,998,000 1.47% | |
| subcontracting | \$7,475,000 0.64% | \$1,525,000 0.13% | \$9,000,000 0.78% | |
| combined | \$14,599,000 1.26% | \$11,399,000 0.98% | \$25,998,000 2.24% | \$1,159,738,000 100.00% |
| SDG&E | | | | |
| direct | \$54,828,055 4.54% | \$83,410,948 6.91% | \$138,239,003 11.46% | |
| subcontracting | \$21,337,068 1.77% | \$61,213,494 5.07% | \$82,550,562 6.84% | |
| combined | \$76,165,123 6.31% | \$144,624,442 11.99% | \$220,789,565 18.30% | \$1,206,379,805 100.00% |
| SoCalGas | | | | |
| direct | \$55,857,640 6.72% | \$87,899,351 10.57% | \$143,756,991 17.29% | |
| subcontracting | \$16,868,462 2.03% | \$19,662,719 2.36% | \$36,531,181 4.39% | |
| combined | \$72,726,102 8.75% | \$107,562,070 12.94% | \$180,288,172 21.68% | \$831,442,383 100.00% |
| Verizon California | | | | |
| direct | \$1,379,966 0.61% | \$56,957,753 25.19% | \$58,337,719 25.80% | |
| subcontracting | \$5,813,195 2.57% | \$2,762,485 1.22% | \$8,575,680 3.79% | |
| combined | \$7,193,161 3.18% | \$59,720,238 26.41% | \$66,913,399 29.59% | \$226,110,458 100.00% |
| Verizon Wireless | | | | |
| direct | \$213,150,666 9.65% | \$54,557,510 2.47% | \$267,708,176 12.12% | |
| subcontracting | \$72,135,388 3.27% | \$6,663,391 0.30% | \$78,798,779 3.57% | |
| combined | \$285,286,054 12.92% | \$61,220,901 2.77% | \$346,506,955 15.69% | \$2,208,878,022 100.00% |
| Total | \$1,311,398,754 5.59% | \$2,412,069,285 10.29% | \$3,723,468,039 15.88% | \$23,446,982,210 100.00% |

Table 6b
Summary of Procurement from Women: 2011
Minority and Caucasian Women (in Dollars and as a Percentage of
Large Utilities' Total Corporate Expenditures)

| | Minority Women | Caucasian Women | Combined Women | Total Corporate |
|----------------------------|--------------------------|--------------------------|---------------------------|-----------------------------|
| AT&T Mobility | | | | |
| direct | \$18,167,330 0.55% | \$146,914,189 4.44% | \$165,081,519 4.99% | |
| subcontracting | \$1,116,518 0.03% | \$2,444,668 0.07% | \$3,561,186 0.11% | |
| combined | \$19,283,848 0.58% | \$149,358,857 4.52% | \$168,642,705 5.10% | \$3,306,923,388 100.00% |
| Comcast | | | | |
| direct | \$8,052,622 2.84% | \$32,051,970 11.31% | \$40,104,592 14.15% | |
| subcontracting | \$0 0.00% | \$6,537 0.00% | \$6,537 0.00% | |
| combined | \$8,052,622 2.84% | \$32,058,507 11.31% | \$40,111,129 14.15% | \$283,498,912 100.00% |
| Edison | | | | |
| direct | \$207,745,328 5.01% | \$343,406,771 8.28% | \$551,152,099 13.29% | |
| subcontracting | \$78,761,476 1.90% | \$191,543,430 4.62% | \$270,304,906 6.52% | |
| combined | \$286,506,804 6.91% | \$534,950,201 12.90% | \$821,457,005 19.80% | \$4,147,939,940 100.00% |
| Sprint | | | | |
| direct | \$0 0.00% | \$112,185,503 4.54% | \$112,185,503 4.54% | |
| subcontracting | \$0 0.00% | \$132,399,298 5.36% | \$132,399,298 5.36% | |
| combined | \$0 0.00% | \$244,584,801 9.89% | \$244,584,801 9.89% | \$2,472,334,787 100.00% |
| PG&E | | | | |
| direct | \$183,339,201 4.16% | \$413,934,104 9.40% | \$597,273,305 13.56% | |
| subcontracting | \$98,852,197 2.24% | \$100,272,069 2.28% | \$199,124,266 4.52% | |
| combined | \$282,191,398 6.41% | \$514,206,173 11.67% | \$796,397,571 18.08% | \$4,405,275,958 100.00% |
| AT&T California | | | | |
| direct | \$90,031,482 7.91% | \$188,195,876 7.91% | \$278,227,358 11.70% | |
| subcontracting | \$42,072,303 1.77% | \$92,119,331 3.87% | \$134,191,634 5.64% | |
| combined | \$132,103,785 5.56% | \$280,315,207 11.79% | \$412,418,992 17.34% | \$2,377,918,605 100.00% |
| AT&T Co of CA | | | | |
| direct | \$10,643,759 2.21% | \$11,923,723 2.48% | \$22,567,482 4.69% | |
| subcontracting | \$3,924,353 0.82% | \$8,592,559 1.79% | \$12,516,912 2.60% | |
| combined | \$14,568,112 3.03% | \$20,516,282 4.27% | \$35,084,394 7.30% | \$480,895,531 100.00% |
| AT&T/ASI | | | | |
| direct | \$3,398,631 2.15% | \$13,895,325 8.80% | \$17,293,956 10.95% | |
| subcontracting | \$2,044,169 1.29% | \$4,475,806 2.83% | \$6,519,975 4.13% | |
| combined | \$5,442,800 3.45% | \$18,371,131 11.63% | \$23,813,931 15.08% | \$157,903,321 100.00% |
| SDG&E | | | | |
| direct | \$58,453,347 4.08% | \$83,353,935 5.82% | \$141,807,282 9.90% | |
| subcontracting | \$32,143,207 2.24% | \$89,559,465 6.25% | \$121,702,672 8.49% | |
| combined | \$90,596,554 6.32% | \$172,913,400 12.07% | \$263,509,954 18.39% | \$1,432,736,971 100.00% |
| SoCalGas | | | | |
| direct | \$38,699,001 4.79% | \$74,744,632 9.26% | \$113,443,633 14.06% | |
| subcontracting | \$10,106,180 1.25% | \$18,360,442 2.27% | \$28,466,622 3.53% | |
| combined | \$48,805,181 6.05% | \$93,105,074 11.54% | \$141,910,255 17.58% | \$807,102,988 100.00% |
| Verizon California | | | | |
| direct | \$2,906,666 1.04% | \$55,521,603 19.78% | \$58,428,269 20.82% | |
| subcontracting | \$8,232,781 2.93% | \$2,439,679 0.87% | \$10,672,460 3.80% | |
| combined | \$11,139,447 3.97% | \$57,961,282 20.65% | \$69,100,729 24.62% | \$280,627,015 100.00% |
| Verizon Wireless | | | | |
| direct | \$166,539,322 5.75% | \$66,321,827 2.29% | \$232,861,149 8.04% | |
| subcontracting | \$22,908,410 0.79% | \$10,489,260 0.36% | \$33,397,670 1.15% | |
| combined | \$189,447,732 6.54% | \$76,811,087 2.65% | \$266,258,819 9.19% | \$2,895,732,190 100.00% |
| Total | \$1,088,138,283 4.72% | \$2,195,152,002 9.52% | \$3,283,290,285 14.24% | \$23,048,889,606 100.00% |

Table 7a
2012 DVBE Procurement for Large and Small Utilities
(in Dollars and as Percentage of Total Corporate Procurement)

| | 2012 DVBE Procurement | | 2012 Total Procurement |
|----------------------|-----------------------|--------------|-------------------------|
| AT&T Mobility | \$843,255 | 0.03% | \$3,276,520,942 |
| Comcast | \$9,637 | 0.00% | \$252,557,448 |
| Edison | \$40,852,425 | 1.02% | \$3,986,137,761 |
| Sprint | \$10,041,723 | 0.46% | \$2,177,202,398 |
| PG&E | \$115,053,567 | 2.18% | \$5,284,463,460 |
| AT&T California | \$113,256,816 | 4.99% | \$2,270,387,244 |
| AT&T Corp | \$1,501,612 | 0.26% | \$567,164,289 |
| T-Mobile | \$0 | 0.00% | \$1,159,738,000 |
| SDG&E | \$42,331,909 | 3.51% | \$1,206,379,805 |
| SoCal Gas | \$14,905,114 | 1.79% | \$831,442,383 |
| Verizon California | \$4,123,700 | 1.82% | \$226,110,458 |
| Verizon Wireless | \$146,068 | 0.01% | \$2,208,878,022 |
| TOTAL | \$343,065,826 | 1.46% | \$23,446,982,210 |
| AT&T Long Distance | \$176,433 | 0.21% | \$82,301,562 |
| Citizens Comm | \$1,284,660 | 6.56% | \$19,575,411 |
| Lodi Gas & Storage | \$7,120 | 0.04% | \$16,512,610 |
| MCI / Verizon | \$183,788 | 0.72% | \$25,388,530 |
| Pacific Power | \$0 | 0.00% | \$3,499,338 |
| Century Link | \$64 | 0.00% | \$29,540,567 |
| Cal Pacific Electric | \$0 | 0.00% | \$15,058,026 |
| Southwest Gas | \$0 | 0.00% | \$16,823,866 |
| SureWest | \$0 | 0.00% | \$22,492,258 |
| TelePacific Comm | \$596 | 0.00% | \$101,887,201 |
| TransBay Cable | \$0 | 0.00% | \$10,406,522 |
| TW Telecom | \$25,788 | 0.07% | \$35,544,695 |
| Wild Goose Storage | \$0 | 0.00% | \$43,853,986 |
| XO California | \$0 | 0.00% | \$67,066,060 |
| Cal Am Water | \$482,915 | 0.66% | \$73,407,776 |
| Cal Water Service Co | \$73,230 | 0.05% | \$139,501,572 |
| Golden State Water | \$0 | 0.00% | \$85,542,648 |
| Park Water Co | \$0 | 0.00% | \$25,221,069 |
| San Gabriel Water | \$231,280 | 0.76% | \$30,489,937 |
| San Jose Water Co | \$339,286 | 0.35% | \$96,313,252 |
| Suburban Water | \$0 | 0.00% | \$21,872,719 |
| TOTAL | \$2,805,160 | 0.29% | \$962,299,605 |
| GRAND TOTAL | \$345,870,986 | 1.42% | \$24,409,281,815 |

Table 7b
2011 DVBE Procurement for Large and Small Utilities
(in Dollars and as Percentage of Total Corporate Procurement)

| | 2011 DVBE Procurement | | 2011 Total Procurement |
|----------------------|-----------------------|--------------|-------------------------|
| AT&T Mobility | \$3,429,630 | 0.10% | \$3,306,923,388 |
| Comcast | \$6,642 | 0.00% | \$283,498,912 |
| Edison | \$19,954,586 | 0.48% | \$4,147,939,940 |
| Sprint | \$13,635,690 | 0.55% | \$2,472,334,787 |
| PG&E | \$80,162,675 | 1.82% | \$4,405,275,958 |
| AT&T California | \$116,942,317 | 4.92% | \$2,377,918,605 |
| AT&T Comm of CA | \$391,714 | 0.08% | \$480,895,531 |
| AT&T/ASI | \$3,602,672 | 2.28% | \$157,903,321 |
| SDG&E | \$50,483,285 | 3.52% | \$1,432,736,971 |
| SoCal Gas | \$12,872,673 | 1.59% | \$807,102,988 |
| Verizon California | \$2,015,158 | 0.72% | \$280,627,015 |
| Verizon Wireless | \$73,549 | 0.00% | \$2,895,732,190 |
| TOTAL | \$303,570,591 | 1.33% | \$22,765,390,694 |
| AT&T Long Distance | \$302,834 | 0.20% | \$148,127,856 |
| Citizens Comm | \$5,017 | 0.02% | \$22,578,462 |
| Lodi Gas & Storage | \$22,529 | 0.11% | \$20,861,067 |
| MCI / Verizon | \$11,333 | 0.04% | \$25,292,480 |
| Pacific Power | \$35,625 | 0.20% | \$18,033,239 |
| Qwest/Century Link | \$73,212 | 0.08% | \$88,903,415 |
| Cal Pacific Electric | \$0 | 0.00% | \$11,195,149 |
| Southwest Gas | \$804 | 0.00% | \$30,847,628 |
| SureWest | \$0 | 0.00% | \$24,216,617 |
| TelePacific Comm | \$6,500 | 0.01% | \$76,906,113 |
| T-Mobile | \$0 | 0.00% | \$1,448,424 |
| TransBay Cable | \$0 | 0.00% | \$11,305,540 |
| TW Telecom | \$81,559 | 0.40% | \$20,452,251 |
| Wild Goose Storage | \$0 | 0.00% | \$50,962,595 |
| XO California | \$0 | 0.00% | \$41,499,115 |
| Cal Am Water | \$285,606 | 0.42% | \$67,740,207 |
| Cal Water Service Co | \$0 | 0.00% | \$144,397,836 |
| Golden State Water | \$135,625 | 0.13% | \$102,489,858 |
| Park Water Co | \$10,904 | 0.06% | \$18,181,278 |
| San Gabriel Water | \$89,113 | 0.26% | \$34,181,180 |
| San Jose Water Co | \$132,000 | 0.19% | \$70,511,821 |
| Suburban Water | \$0 | 0.00% | \$10,688,474 |
| TOTAL | \$1,192,661 | 0.11% | \$1,040,820,605 |
| GRAND TOTAL | \$304,763,252 | 1.28% | \$23,806,211,299 |

Table 9a1
ANNUAL FUELS FOR NON-GENERATION: PRODUCT RESULTS BY ETHNICITY - Pacific Gas & Electric

Table 9a1
ANNUAL FUELS FOR NON-GENERATION: PRODUCT RESULTS BY ETHNICITY - Pacific Gas & Electric

| Product ¹ | Unit | Asian-Pacific | | | African-American | | | Latino | | | Native American | | | Other | | | Minority Business Enterprise | Women Business Enterprise | Disabled Veteran Business | 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 | \$5,000,000 | \$0 | \$5,000,000 | \$3,000,000 | \$0 | \$3,000,000 | \$3,000,000 | \$0 | \$3,000,000 | \$0 | \$0 | \$0 | \$11,000,000 | \$31,000,000 | \$0 | \$42,000,000 | \$236,000,000 |
| | | % | 0.00% | 0.00% | 0.00% | 0.63% | 0.00% | 0.63% | 0.38% | 0.00% | 0.38% | 0.38% | 0.00% | 0.38% | 0.00% | 0.00% | 0.00% | 1.38% | 3.88% | 0.00% | 5.26% | 29.54% |
| | LONG TERM | \$ | \$0 | \$0 | \$0 | \$26,000,000 | \$0 | \$26,000,000 | \$11,000,000 | \$0 | \$11,000,000 | \$17,000,000 | \$0 | \$17,000,000 | \$0 | \$0 | \$0 | \$54,000,000 | \$36,000,000 | \$0 | \$90,000,000 | \$563,000,000 |
| | | % | 0.00% | 0.00% | 0.00% | 3.25% | 0.00% | 3.25% | 1.38% | 0.00% | 1.38% | 2.13% | 0.00% | 2.13% | 0.00% | 0.00% | 0.00% | 6.76% | 4.51% | 0.00% | 11.26% | 70.46% |
| | TOTAL Natural Gas | \$ | \$0 | \$0 | \$0 | \$31,000,000 | \$0 | \$31,000,000 | \$14,000,000 | \$0 | \$14,000,000 | \$20,000,000 | \$0 | \$20,000,000 | \$0 | \$0 | \$0 | \$65,000,000 | \$67,000,000 | \$0 | \$132,000,000 | \$799,000,000 |
| | | % | 0.00% | 0.00% | 0.00% | 3.88% | 0.00% | 3.88% | 1.75% | 0.00% | 1.75% | 2.50% | 0.00% | 2.50% | 0.00% | 0.00% | 0.00% | 8.14% | 8.39% | 0.00% | 16.52% | 100.00% |
| 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% | 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 \$ | \$0 | \$0 | \$0 | \$31,000,000 | \$0 | \$31,000,000 | \$14,000,000 | \$0 | \$14,000,000 | \$20,000,000 | \$0 | \$20,000,000 | \$0 | \$0 | \$0 | \$65,000,000 | \$67,000,000 | \$0 | \$132,000,000 | \$799,000,000 | |
| | TOTAL % | 0.00% | 0.00% | 0.00% | 3.88% | 0.00% | 3.88% | 1.75% | 0.00% | 1.75% | 2.50% | 0.00% | 2.50% | 0.00% | 0.00% | 0.00% | 8.14% | 8.39% | 0.00% | 16.52% | 100.00% | |

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

Table 9a2

ANNUAL FUELS FOR NON-GENERATION: PRODUCT RESULTS BY ETHNICITY - Southern California Edison

Table 9a2

ANNUAL FUELS FOR NON-GENERATION: PRODUCT RESULTS BY ETHNICITY - Southern California Edison

| | Product ¹ | Unit | Asian-Pacific | | | African-American | | | Latino | | | Native American | | | Other | | | Minority Business Enterprise | Women Business Enterprise | Disabled Veteran Business | 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 | \$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 Natural Gas | \$ | \$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% |
| 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 | \$1,000,000 |
| | | % | 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% | 100.00% |
| | TOTAL LPG | \$ | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$1,000,000 |
| | | % | 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% | 100.00% |
| Grand Total | TOTAL \$ | | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$1,000,000 |
| | 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% |

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

Table 9a3
ANNUAL FUELS FOR NON-GENERATION: PRODUCT RESULTS BY ETHNICITY - Southern California Gas

Table 9a3
ANNUAL FUELS FOR NON-GENERATION: PRODUCT RESULTS BY ETHNICITY - Southern California Gas

| Product | Unit | Asian-Pacific | | | African-American | | | Latino | | | Native American | | | Other | | | Minority Business Enterprise (MBE) | Women Business Enterprise | Disabled Veteran Business | TOTAL WMDVBE | TOTAL PROCUREMENT | |
|-------------|-------------------|---------------------|--------------|--------------|------------------|--------------|---------------|---------------|--------------|--------------|-----------------|--------------|--------------|--------------|--------|----------|------------------------------------|---------------------------|---------------------------|---------------|-------------------|-----------------|
| | | Male | Female | Subtotal | Male | Female | Subtotal | Male | Female | Subtotal | Male | Female | Subtotal | Male | Female | Subtotal | | | | | | |
| NATURAL GAS | SHORT TERM | \$ ^{1,2,3} | \$0 | \$47,262,153 | \$47,262,153 | \$36,252,135 | \$18,504,706 | \$54,756,841 | \$15,592,037 | \$0 | \$15,592,037 | \$35,663,432 | \$0 | \$35,663,432 | \$0 | \$0 | \$0 | \$153,274,463 | \$1,563,194 | \$0 | \$154,837,657 | \$831,518,021 |
| | | % | 0.00% | 3.40% | 3.40% | 2.61% | 1.33% | 3.94% | 1.12% | 0.00% | 1.12% | 2.57% | 0.00% | 2.57% | 0.00% | 0.00% | 0.00% | 11.03% | 0.11% | 0.00% | 11.15% | 59.86% |
| | LONG TERM | \$ | \$0 | \$0 | \$0 | \$41,696,406 | \$9,347,742 | \$51,044,148 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$51,044,148 | \$4,551,112 | \$0 | \$55,595,260 | \$557,623,820 |
| | | % | 0.00% | 0.00% | 0.00% | 3.00% | 0.67% | 3.67% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 3.67% | 0.33% | 0.00% | 4.00% | 40.14% |
| | TOTAL Natural Gas | \$ | \$0 | \$47,262,153 | \$47,262,153 | \$77,948,541 | \$27,852,448 | \$105,800,989 | \$15,592,037 | \$0 | \$15,592,037 | \$35,663,432 | \$0 | \$35,663,432 | \$0 | \$0 | \$0 | \$204,318,611 | \$6,114,306 | \$0 | \$210,432,917 | \$1,389,141,841 |
| | | % | 0.00% | 3.40% | 3.40% | 5.61% | 2.01% | 7.62% | 1.12% | 0.00% | 1.12% | 2.57% | 0.00% | 2.57% | 0.00% | 0.00% | 0.00% | 14.71% | 0.44% | 0.00% | 15.15% | 100.00% |
| 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% | 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 \$ | \$0 | \$47,262,153 | \$47,262,153 | \$77,948,541 | \$27,852,448 | \$105,800,989 | \$15,592,037 | \$0 | \$15,592,037 | \$35,663,432 | \$0 | \$35,663,432 | \$0 | \$0 | \$0 | \$204,318,611 | \$6,114,306 | \$0 | \$210,432,917 | \$1,389,141,841 | |
| | TOTAL % | 0.00% | 3.40% | 3.40% | 5.61% | 2.01% | 7.62% | 1.12% | 0.00% | 1.12% | 2.57% | 0.00% | 2.57% | 0.00% | 0.00% | 0.00% | 14.71% | 0.44% | 0.00% | 15.15% | 100.00% | |

¹ Figures not exact due to rounding

² Does not include fixed costs; includes transportation costs

³ Native American includes gas from federally-recognized US tribes (sovereign nations) and Native American-owned companies

Table 9a4

ANNUAL FUELS FOR NON-GENERATION: PRODUCT RESULTS BY ETHNICITY - Southwest Gas

Table 9a4

ANNUAL FUELS FOR NON-GENERATION: PRODUCT RESULTS BY ETHNICITY - Southwest Gas

| | Product ¹ | Unit | Asian-Pacific | | | African-American | | | Latino | | | Native American | | | Other | | | Minority Business Enterprise | Women Business Enterprise | Disabled Veteran Business | 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 | \$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 | \$40,774,000 |
| | | % | 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% | 94.94% |
| | TOTAL Natural Gas | \$ | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$40,774,000 |
| | | % | 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% | 94.94% |
| 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 | \$2,173,000 | \$2,173,000 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$2,173,000 | \$0 | \$0 | \$2,173,000 | \$2,173,000 |
| | | % | 0.00% | 5.06% | 5.06% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 5.06% | 0.00% | 0.00% | 5.06% | 5.06% | |
| | TOTAL LPG | \$ | \$0 | \$2,173,000 | \$2,173,000 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$2,173,000 | \$0 | \$0 | \$2,173,000 | \$2,173,000 | |
| | | % | 0.00% | 5.06% | 5.06% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 5.06% | 0.00% | 0.00% | 5.06% | 5.06% | | |
| Grand Total | TOTAL \$ | \$0 | \$2,173,000 | \$2,173,000 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$2,173,000 | \$0 | \$0 | \$2,173,000 | \$42,947,000 | | |
| | TOTAL % | 0.00% | 5.06% | 5.06% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 5.06% | 0.00% | 0.00% | 5.06% | 100.00% | | | |

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

Table 10a1
ANNUAL POWER PRODUCT RESULTS BY ETHNICITY - Pacific Gas & Electric

Table 10a1
ANNUAL POWER PRODUCT RESULTS BY ETHNICITY - Pacific Gas & Electric

| | Product ¹ | Unit | Asian-Pacific | | | African-American | | | Latino | | | Native American | | | Other | | | Minority Business Enterprise | Women Business Enterprise | Service Disabled Veteran | Sub Contracting | TOTAL WMDVBE | 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 | \$110,000 | \$110,000 | \$1,137,000,000 | | |
| | | % | 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% | 0.01% | 0.01% | | | |
| | | \$ ² | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$110,000 | \$110,000 | \$850,000,000 | | |
| | | % ² | 0 | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0 | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.01% | 0.01% | | | |
| | 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 | \$1,186,000,000 | |
| | | | % | 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% | | |
| | | | \$ ² | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$748,000,000 | |
| | | | % ² | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | | |
| | | Financial | \$ | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$163,000,000 |
| | | | % | 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% | |
| | \$ ² | | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$163,000,000 | |
| | | % ² | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 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 | \$1,000,000 | \$0 | \$1,000,000 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$1,000,000 | \$0 | \$0 | \$0 | \$0 | \$1,000,000 | \$1,000,000 | |
| | | % | 0.00% | 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% | 100.00% | 0.00% | 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 | \$109,000,000 | |
| | | % | 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 | \$ | \$25,000,000 | \$0 | \$25,000,000 | \$13,000,000 | \$0 | \$13,000,000 | \$2,000,000 | \$0 | \$2,000,000 | \$12,000,000 | \$0 | \$12,000,000 | \$0 | \$0 | \$0 | \$52,000,000 | \$4,000,000 | \$0 | \$0 | \$0 | \$56,000,000 | \$343,000,000 |
| | | % | 0.85% | 0.00% | 0.85% | 0.44% | 0.00% | 0.00% | 0.44% | 0.07% | 0.85% | 0.07% | 0.41% | 0.00% | 0.41% | 0.00% | 0.00% | 0.00% | 1.77% | 0.14% | 0.00% | 0.00% | 0.00% | 16.33% | |
| | 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% | 0.00% | | |
| Post 2011 | Subtotal \$ | \$ ² | \$25,000,000 | \$0 | \$25,000,000 | \$13,000,000 | \$0 | \$13,000,000 | \$3,000,000 | \$0 | \$3,000,000 | \$12,000,000 | \$0 | \$12,000,000 | \$0 | \$0 | \$0 | \$53,000,000 | \$4,000,000 | \$0 | \$110,000 | \$57,110,000 | \$2,214,000,000 | | |
| | Subtotal % | % ² | 1.13% | 0.00% | 1.13% | 0.59% | 0.00% | 0.59% | 0.14% | 0.00% | 0.14% | 0.54% | 0.00% | 0.54% | 0.00% | 0.00% | 0.00% | 2.39% | 0.18% | 0.00% | 0.00% | 2.58% | | | |
| ALL | Total \$ | \$ | \$25,000,000 | \$0 | \$25,000,000 | \$13,000,000 | \$0 | \$13,000,000 | \$3,000,000 | \$0 | \$3,000,000 | \$12,000,000 | \$0 | \$12,000,000 | \$0 | \$0 | \$0 | \$53,000,000 | \$4,000,000 | \$0 | \$110,000 | \$57,110,000 | \$2,939,000,000 | | |
| | Total % | % | 0.85% | 0.00% | 0.85% | 0.44% | 0.00% | 0.44% | 0.10% | 0.00% | 0.10% | 0.41% | 0.00% | 0.41% | 0.00% | 0.00% | 0.00% | 1.80% | 0.14% | 0.00% | 0.00% | 1.94% | 100.00% | | |

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

²Includes only long term power procurement commitments after 2011 or as a result of RFOs after 2011

**This report for 2012 is on a cash basis and includes only transactions with payments made to WMDVBES in 2012

Table 10a2
ANNUAL POWER PRODUCT RESULTS BY ETHNICITY - Southern California Edison

Table 10a2
ANNUAL POWER PRODUCT RESULTS BY ETHNICITY - Southern California Edison

| | Product ¹ | Unit | Asian-Pacific | | | African-American | | | Latino | | | Native American | | | Other | | | Minority Business Enterprise | Women Business Enterprise | Service Disabled Veteran | Sub Contracting | TOTAL WMDVBE | 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 | \$0 | \$0 | \$1,135,000,000 | |
| | | % | 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% | | |
| | | \$ ² | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$1,000,000 | |
| | | % ² | 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% | |
| | Non - Renewable Power Products Direct | Physical | \$ | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$1,000,000 | \$1,000,000 | \$0 | \$1,177,000,000 |
| | | | % | 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% | 0.08% | 0.08% | |
| | | | \$ ² | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$232,000,000 |
| | | Financial | \$ | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$118,000,000 |
| | | | % | 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% | |
| | | | \$ ² | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$115,000,000 |
| 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 | \$8,000,000 | |
| | | % | 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% | | |
| | Nuclear Direct | \$ | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$49,000,000 | |
| | | % | 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% | | |
| | Natural Gas Direct | Physical | \$ | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$2,000,000 | \$0 | \$2,000,000 | \$16,000,000 | \$0 | \$16,000,000 | \$0 | \$0 | \$0 | \$18,000,000 | \$14,000,000 | \$0 | \$32,000,000 | \$181,000,000 | |
| | | | % | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.07% | 0.00% | 0.07% | 0.56% | 0.00% | 0.56% | 0.00% | 0.00% | 0.00% | 0.63% | 0.49% | 0.00% | 17.68% | | |
| | | Financial | \$ | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$200,000,000 |
| | | | % | 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 | \$ ² | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$2,000,000 | \$0 | \$2,000,000 | \$16,000,000 | \$0 | \$16,000,000 | \$0 | \$0 | \$0 | \$18,000,000 | \$14,000,000 | \$0 | \$0 | \$32,000,000 | \$786,000,000 |
| | | Subtotal | % ² | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.25% | 0.00% | 0.25% | 2.04% | 0.00% | 2.04% | 0.00% | 0.00% | 0.00% | 2.29% | 1.78% | 0.00% | 0.00% | 4.07% | |
| ALL | Total \$ | \$ | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$2,000,000 | \$0 | \$2,000,000 | \$16,000,000 | \$0 | \$16,000,000 | \$0 | \$0 | \$0 | \$18,000,000 | \$14,000,000 | \$0 | \$1,000,000 | \$33,000,000 | \$2,868,000,000 | |
| | Total % | % | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.07% | 0.00% | 0.07% | 0.56% | 0.00% | 0.56% | 0.00% | 0.00% | 0.00% | 0.63% | 0.49% | 0.00% | 0.03% | 1.15% | 100.00% | |

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

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

**This report for 2012 is on a cash basis and includes only transactions with payments made to WMDVBES in 2012

Table 10a3
ANNUAL POWER PRODUCT RESULTS BY ETHNICITY - San Diego Gas and Electric³

Table 10a3
ANNUAL POWER PRODUCT RESULTS BY ETHNICITY - San Diego Gas and Electric

| | Product ¹ | Unit | Asian-Pacific | | | African-American | | | Latino | | | Native American | | | Other | | | Minority Business | Women Business | Service Disabled | Sub Contracting | TOTAL WMDVBE | 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 | \$0 | \$0 | \$119,000,000 | | |
| | | % | 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% | | |
| | | % ² | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$9,000,000 | |
| | Non - Renewable Power Products Direct | Physical | \$ | \$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 | \$0 | \$1,000,000 | \$321,000,000 |
| | | | % | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.31% | 0.00% | 0.31% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.31% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.31% | |
| | | | % ² | \$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 | \$0 | \$1,000,000 | \$129,000,000 |
| | | Financial | \$ | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$59,000,000 |
| | | | % | 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% | 0.00% |
| | | | % ² | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$9,000,000 |
| | 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 | \$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% | |
| Nuclear Direct | | \$ | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | |
| | | % | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 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 | \$0 | \$0 | \$7,000,000 | \$0 | \$7,000,000 | \$11,000,000 | \$0 | \$11,000,000 | \$24,000,000 | \$0 | \$24,000,000 | \$0 | \$0 | \$0 | \$42,000,000 | \$34,000,000 | \$0 | \$0 | \$0 | \$76,000,000 | \$214,000,000 |
| | | | % | 0.00% | 0.00% | 0.00% | 0.98% | 0.00% | 0.98% | 1.54% | 0.00% | 1.54% | 3.37% | 0.00% | 3.37% | 0.00% | 0.00% | 0.00% | 5.89% | 4.77% | 0.00% | 0.00% | 0.00% | 35.51% | |
| | | 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% | 0.00% |
| Post 2011 | | Subtotal | \$ ² | \$0 | \$0 | \$0 | \$7,000,000 | \$0 | \$7,000,000 | \$12,000,000 | \$0 | \$12,000,000 | \$24,000,000 | \$0 | \$24,000,000 | \$0 | \$0 | \$0 | \$43,000,000 | \$34,000,000 | \$0 | \$0 | \$0 | \$77,000,000 | \$361,000,000 |
| | | Subtotal | % ² | 0.00% | 0.00% | 0.00% | 1.94% | 0.00% | 1.94% | 3.32% | 0.00% | 3.32% | 6.65% | 0.00% | 6.65% | 0.00% | 0.00% | 0.00% | 11.91% | 9.42% | 0.00% | 0.00% | 0.00% | 21.33% | |
| ALL | Total \$ | \$ | \$0 | \$0 | \$0 | \$7,000,000 | \$0 | \$7,000,000 | \$12,000,000 | \$0 | \$12,000,000 | \$24,000,000 | \$0 | \$24,000,000 | \$0 | \$0 | \$0 | \$43,000,000 | \$34,000,000 | \$0 | \$0 | \$0 | \$77,000,000 | \$713,000,000 | |
| | Total % | % | 0.00% | 0.00% | 0.00% | 0.98% | 0.00% | 0.98% | 1.68% | 0.00% | 1.68% | 3.37% | 0.00% | 3.37% | 0.00% | 0.00% | 0.00% | 6.03% | 4.77% | 0.00% | 0.00% | 0.00% | 10.80% | | |

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

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

³Prior years reports were prepared on an accrual basis. The report for 2012 is on a cash basis.