



# Park Water Company

March 6, 2012

Paul Clanon  
Executive Director  
California Public Utilities Commission  
505 Van Ness Avenue  
San Francisco, CA 94102-3298

RE: Park Water Company and Apple Valley Ranchos Water Company 2011 Annual Report in Compliance with General Order 156

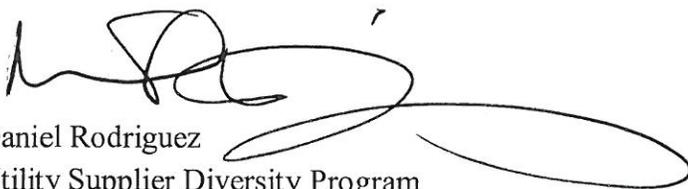
Dear Mr. Clanon,

On March 1, 2012 pursuant to Park Water Company's (Park) participation in General Order 156, Park submitted a copy of our Annual Report on the Utility Supplier Diversity Program, formatted as required by Decision 95-12-045.

We have discovered that the version submitted was not the final version in that it did not include the full amount of spending with Female, Minority, and Service Disabled Veteran Attorneys with Majority firms (table at bottom of Section 9.1.2, page 5). Therefore Park is now submitting the final version of its Annual Diversity Report with the full amounts of Female, Minority, and Service Disabled Veteran Attorneys with Majority firms included.

If you have any questions, please call me at 562.299.5118.

Respectfully submitted,



Daniel Rodriguez  
Utility Supplier Diversity Program



# 2011 Utility Supplier Diversity Program Report

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**PREFACE**

Pursuant to the direction of GO 156, this report covers and includes the Utility Supplier Diversity Program and procurement data for Park Water Company and also those of its California subsidiary, Apple Valley Ranchos Water Company. Park Water Company provides support to Apple Valley Ranchos Water Company for its Supplier Diversity Program as it does for many other administrative services pursuant to the Administrative Services Agreement between the two companies.

Park Water Company and Apple Valley Ranchos Water Company voluntarily participated in the California Public Utilities Commission's Utility Supplier Diversity Program. This report is our first required filing and 2011 is our eighth program year.

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**A description of WMDVBE program activities engaged in during the previous calendar year - internal**

Our Supplier Diversity Steering Committee was activated and is comprised of a wide base of employees from both companies. The Committee is co-chaired by our Chief Executive Officer, and several senior executives of Park Water Company and Apple Valley Ranchos Water Company serve on the Committee.

Department heads committed to including Utility Supplier Diversity Programs (USDP) activities as a performance measurement for their staff. Job descriptions were revised for those with purchasing authority. Those with purchasing authority are to actively support the USDP to achieve the Program's objectives and incorporate diverse business enterprises in the procurement process.

Park Water Company and Apple Valley Ranchos Water Company continued to develop USDP contacts within the water industry and among other utilities.

**A description of WMDVBE program activities engaged in during the previous calendar year - external**

Park Water Company, along with the California Water Association (CWA), conducted our second annual Contractors meeting. The event was a tremendous success bringing our prime, non-diverse contractors together with diversity vendors.

We continued to be more visible as a participating utility in the USDP. Our USDP manager participated in monthly conference calls and meetings with other utilities through the CWA.

Staff members with purchasing power were encouraged to screen their suppliers to determine their eligibility as a WMDVBE and to encourage those whose qualify to become certified.

Park Water Company attended or was represented at the following WMDVBE related events:

**January**

- CUDC Meeting, San Ramon, January 14, 2011
- USDP Meeting, San Jose, January 24, 2011\*
- American Legion Post, SFO, January 28, 2011

**February**

- Joint Utilities Meeting Conference Call, February 2, 2011
- CUDC Meeting, San Diego, February 11, 2011
- USDP Meeting, West Covina, February 17, 2011
- Industry Hill Small Business Expo, City of Industry, February 24, 2011\*

**March**

- USDP Meeting, Anaheim, March 9, 2011\*
- Joint Utilities Meeting, Ontario, March 10, 2011
- CUDC Meeting, Long Beach, March 11, 2011\*

**April**

- CUDC Meeting, SFO, April 8, 2011
- Accord Event, Job Training, Los Angeles, April 13, 2011
- USDP Meeting, San Diego, April 26, 2011\*
- CPUC Small Business Expo, Burbank, April 27, 2011\*

**May**

- CUDC Meeting, WebEX, May 13, 2011\*
- KTP DVBE, Los Angeles, May 23-24, 2011\*
- USDP Meeting, SFO, May 26, 2011

**June**

- Elite SDVOB/DVBE, Inland Empire, June 7, 2011
- CUDC Meeting, Los Angeles, June 10, 2011
- Joint Utilities Meeting, SFO, June 13, 2011
- WBENC Nat'l Conf. Las Vegas, June 21-23, 2011
- CPUC Workshop, SFO, June 27, 2011

**July**

- CPUC Legal Symposium, SFO, July 14, 2011
- NARUC, Los Angeles, July 17-20, 2011
- USDP Business Opportunity Fair, Santa Fe Springs, July 20, 2011\*
- CPUC Procurement Update, Los Angeles, July 22, 2011
- AICOC Annual Conference, Rancho Mirage, July 24-26, 2011\*
- CUDC Advertisement & Media Forum, SFO, July 29, 2011
- ABA Business Matchmaking, City of Industry, July 29, 2011

**August**

- NCMSDC Small Bus. Exchange, Santa Clara, August 2, 2011
- California Hispanic Chamber Conference, San Jose, August 10-12, 2011
- CUDC Meeting, San Mateo, August 12, 2010
- California Black Chamber Conference, Sacramento, August 18-20, 2011
- USDP Meeting, Manhattan Beach, August 23, 2011\*
- DIR Conference, San Diego, August 24-25, 2011\*

**September**

- Joint Utilities Meeting, Los Angeles, September 8, 2011
- CUDC Meeting, Los Angeles, September 9, 2011
- USDP Meeting, SFO, September 13, 2011
- USDP Business Opportunity Fair, Citrus Heights, September 20, 2011
- ASA Corporation of the Year Award, Los Angeles, September 28, 2011\*

**October**

- En Banc, Los Angeles, October 11, 2011\*
- Asian American Coalition, S. SFO, October 17, 2011
- ABA Award Banquet, Los Angeles, October 18, 2011\*
- SDVOB/Elite Matchmaking, San Diego, October 18, 2011\*
- USDP Meeting, Ontario, October 25, 2011
- CPUC Small Business Expo, Stockton, October 27, 2011
- NMSDC Conference, Atlanta GA, October 30-Nov 2, 2011

**November**

- BBA Annual Award Luncheon & Matchmaking, November 8, 2011\*
- CWA Annual Conference, Monterey, November 7-9, 2011\*
- CPUC/ADF Procurement Expo, Inland Empire, November 15, 2011
- AICOC Heritage Month Luncheon, November 17, 2011\*
- USDP Meeting, Ontario, November 28, 2011

**December**

- USDP Meeting, San Dimas, December 16, 2011
- Joint Utilities Meeting, Irvine, December 5, 2011
- CUDC Meeting, WebEX, December 9, 2011

*\* Events/Meeting directly participated in by Park Water Company and/or Apple Valley Ranchos Water Company staff*

SUMMARY OF WMDVBE PROGRAM PURCHASES AND/OR CONTRACT, WITH BREAKDOWNS BY ETHNICITY,  
PRODUCT AND SERVICE CATEGORIES SECTION 9.1.2

| Line No. |                                 |                                   | Direct \$           | Sub \$           | Total \$         | %                |
|----------|---------------------------------|-----------------------------------|---------------------|------------------|------------------|------------------|
| 1        | Minority Men                    | Asian-Pacific                     | 238,082             |                  | 238,082          | 1.31%            |
| 2        |                                 | Black                             | 53,501              |                  | 53,501           | 0.29%            |
| 3        |                                 | Hispanic                          | 1,624,778           |                  | 1,624,778        | 8.94%            |
| 4        |                                 | Native American                   |                     |                  | 0                | 0.00%            |
| 5        |                                 | Other                             |                     |                  | 0                | 0.00%            |
| 6        |                                 | <b>Total Minority Men</b>         |                     | <b>1,916,362</b> | <b>0</b>         | <b>1,916,362</b> |
| 7        | Minority Women                  | Asian-Pacific                     |                     |                  | 0                | 0.00%            |
| 8        |                                 | Black                             | 10,644              |                  | 10,644           | 0.06%            |
| 9        |                                 | Hispanic                          |                     |                  | 0                | 0.00%            |
| 10       |                                 | Native American                   |                     |                  | 0                | 0.00%            |
| 11       |                                 | Other                             |                     |                  | 0                | 0.00%            |
| 12       | <b>Total Minority Women</b>     |                                   | <b>10,644</b>       | <b>0</b>         | <b>10,644</b>    | <b>0.06%</b>     |
| 13       | <b>Total Minority Business</b>  | <b>Enterprise (MBE)</b>           | 1,927,006           | 0                | 1,927,006        | 10.60%           |
| 14       | <b>Women Business</b>           | <b>Enterprise (WBE)</b>           | 2,661,979           | 0                | 2,661,979        | 14.64%           |
| 15       | <b>Subtotal Women, Minority</b> | <b>Business Enterprise (MWBE)</b> | 4,588,984           | 0                | 4,588,984        | 25.24%           |
| 16       | <b>Service Disabled Veteran</b> | <b>Business Enterprise (DVBE)</b> | 10,904              | 0                | 10,904           | 0.06%            |
| 17       | <b>TOTAL WMDVBE SPEND</b>       |                                   | <b>4,599,888</b>    | <b>0</b>         | <b>4,599,888</b> | <b>25.30%</b>    |
| 18       | <b>Gross Procurement</b>        |                                   | <b>\$29,106,559</b> |                  |                  |                  |
| 19       | <b>Exclusions</b>               |                                   | <b>\$10,925,281</b> |                  |                  |                  |
| 20       | <b>Net Procurement</b>          |                                   | <b>\$18,181,278</b> |                  |                  |                  |

Female, Minority and Service Disabled Veteran Attorneys With Majority Firms

|    |  | 2011                |          |                     |              |
|----|--|---------------------|----------|---------------------|--------------|
|    |  | Direct \$           | Sub \$   | Total \$            | %            |
| 21 | <b>Total Minority Men</b>              | 88,645.70           | 0        | 88,645.70           | 0.0048%      |
| 22 | <b>Total Minority Women</b>            | 5,010.50            | 0        | 5,010.50            | 0.028%       |
| 23 | <b>Total Non-Minority Women</b>        | 28,989              | 0        | 28,989              | 0.15%        |
| 24 | <b>Total Service Disabled Veterans</b> | 0                   | 0        | 0                   | 0.00%        |
| 25 | <b>Total Legal Diversity Spend</b>     | <b>\$ 93,656.20</b> | <b>0</b> | <b>\$ 93,656.20</b> | <b>0.52%</b> |

## UTILITY SUPPLIER DIVERSITY PROGRAM PROCUREMENT BY PRODUCT AND SERVICE CATEGORIES

## Section 9.1.2

|                                  |                                   |               | Products       |               | Services         |               | TOTAL               |               |
|----------------------------------|-----------------------------------|---------------|----------------|---------------|------------------|---------------|---------------------|---------------|
|                                  |                                   |               | \$             | %             | \$               | %             | \$                  | %             |
| Minority Men                     | Asian-Pacific                     | Direct        | 104,030        | 3.73%         | 134,052          | 0.87%         | 238,082             | 1.31%         |
|                                  | Black                             | Direct        | 8,437          | 0.30%         | 45,064           | 0.29%         | 53,501              | 0.29%         |
|                                  | Hispanic                          | Direct        | 7,185          | 0.26%         | 1,617,593        | 10.51%        | 1,624,778           | 8.94%         |
|                                  | Native American                   | Direct        |                |               |                  |               | 0                   | 0.00%         |
|                                  | Other                             | Direct        |                |               |                  |               | 0                   | 0.00%         |
|                                  | <b>Total Minority Men</b>         | <b>Direct</b> | <b>119,653</b> | <b>4.29%</b>  | <b>1,796,709</b> | <b>11.67%</b> | <b>1,916,362</b>    | <b>10.54%</b> |
| Minority Women                   | Asian-Pacific                     | Direct        |                |               |                  |               | 0                   | 0.00%         |
|                                  | Black                             | Direct        | 2,070          | 0.07%         | 8,574            | 0.06%         | 10,644              | 0.06%         |
|                                  | Hispanic                          | Direct        |                |               |                  |               | 0                   | 0.00%         |
|                                  | Native American                   | Direct        |                |               |                  |               | 0                   | 0.00%         |
|                                  | Other                             | Direct        |                |               |                  |               | 0                   | 0.00%         |
|                                  | <b>Total Minority Women</b>       | <b>Direct</b> | <b>2,070</b>   | <b>0.07%</b>  | <b>8,574</b>     | <b>0.06%</b>  | <b>10,644</b>       | <b>0.06%</b>  |
| <b>Total Minority Business</b>   | <b>Enterprise (MBE)</b>           | <b>Direct</b> | <b>121,723</b> | <b>4.37%</b>  | <b>1,805,283</b> | <b>11.73%</b> | <b>1,927,006</b>    | <b>10.60%</b> |
| <b>Women Business</b>            | <b>Enterprise (WBE)</b>           | <b>Direct</b> | <b>602,504</b> | <b>21.61%</b> | <b>2,059,475</b> | <b>13.38%</b> | <b>2,661,979</b>    | <b>14.64%</b> |
| <b>Subtotal Women, Minority</b>  | <b>Business Enterprise (MWBE)</b> | <b>Direct</b> | <b>724,227</b> | <b>25.97%</b> | <b>3,864,758</b> | <b>25.11%</b> | <b>4,588,984</b>    | <b>25.24%</b> |
| <b>Service Disabled Veteran</b>  | <b>Business Enterprise (DVBE)</b> | <b>Direct</b> |                |               | 10,904           | 0.07%         | 10,904              | 0.06%         |
| <b>TOTAL WMDVBE</b>              |                                   | <b>Direct</b> | <b>724,227</b> | <b>25.97%</b> | <b>3,875,662</b> | <b>25.18%</b> | <b>4,599,888</b>    | <b>25.30%</b> |
| <b>Gross Procurement</b>         |                                   |               |                |               |                  |               | <b>\$29,106,559</b> |               |
| <b>Exclusions</b>                |                                   |               |                |               |                  |               | <b>\$10,925,281</b> |               |
| <b>Net Procurement</b>           |                                   |               |                |               |                  |               | <b>\$18,181,278</b> |               |
| <b>Total Product Procurement</b> |                                   |               |                |               |                  |               | <b>\$2,788,199</b>  |               |
| <b>Total Service Procurement</b> |                                   |               |                |               |                  |               | <b>\$15,393,079</b> |               |
| <b>Net Procurement</b>           |                                   |               |                |               |                  |               | <b>\$18,181,278</b> |               |

Percentages for "Products" expenditures are WMDVBE expenditures compared to "Total Product Procurement" expenditures.

Percentages for "Services" expenditures are WMDVBE expenditures compared to "Total Service Procurement" expenditures.

Percentages for "Total" expenditures are WMDVBE expenditures compared to "Net Procurement" expenditures.

| Line No. | SIC Category                             |    | Asian   |       | Black |       | Hispanic  |       | Native-Amer. |       | Other |         | Total     |         | Total            |                  | Minority Business | Women Business    | Subtotal, Women, Minority Business | Service Disabled Veterans Business | Total | Total |
|----------|--|----|---------|-------|-------|-------|-----------|-------|--------------|-------|-------|---------|-----------|---------|------------------|------------------|-------------------|-------------------|------------------------------------|------------------------------------|-------|-------|
|          |  |    | Men     | Women | Men   | Women | Men       | Women | Men          | Women | Men   | Women   | Men       | Women   | Enterprise (MBE) | Enterprise (WBE) | Enterprise (WMBE) | Enterprise (DVBE) | WMDVBE                             | Expenditures                       |       |       |
|          |  |    | \$      |       | \$    |       | \$        |       | \$           |       | \$    |         | \$        |         |                  |                  |                   |                   |                                    |                                    |       |       |
| 1        | 16. Heavy Construction                   | \$ | 0       | 0     | 0     | 0     | 1,597,426 | 0     | 0            | 0     | 0     | 0       | 1,597,426 | 0       | 1,597,426        | 1,991,182        | 3,588,608         | 0                 | 3,588,608                          | 5,205,588                          |       |       |
| 2        |  | %  | 0.00%   | 0.00% | 0.00% | 0.00% | 30.69%    | 0.00% | 0.00%        | 0.00% | 0.00% | 0.00%   | 30.69%    | 0.00%   | 30.69%           | 38.25%           | 68.94%            | 0.00%             | 68.94%                             |                                    |       |       |
| 3        | 17. Special Trade Contractors            | \$ | 0       | 0     | 8,738 | 0     | 0         | 0     | 0            | 0     | 0     | 0       | 8,738     | 0       | 8,738            | 0                | 8,738             | 0                 | 8,738                              | 353,139                            |       |       |
| 4        |  | %  | 0.00%   | 0.00% | 2.47% | 0.00% | 0.00%     | 0.00% | 0.00%        | 0.00% | 0.00% | 0.00%   | 2.47%     | 0.00%   | 2.47%            | 0.00%            | 2.47%             | 0.00%             | 2.47%                              |                                    |       |       |
| 5        | 27. Printing and Publishing              | \$ | 0       | 0     | 0     | 0     | 0         | 0     | 0            | 0     | 0     | 0       | 0         | 0       | 0                | 0                | 0                 | 0                 | 0                                  | 12,485                             |       |       |
| 6        |  | %  | 0.00%   | 0.00% | 0.00% | 0.00% | 0.00%     | 0.00% | 0.00%        | 0.00% | 0.00% | 0.00%   | 0.00%     | 0.00%   | 0.00%            | 0.00%            | 0.00%             | 0.00%             | 0.00%                              |                                    |       |       |
| 7        | 28. Chemicals and Allied Products        | \$ | 0       | 0     | 0     | 0     | 0         | 0     | 0            | 0     | 0     | 0       | 0         | 0       | 0                | 0                | 0                 | 0                 | 0                                  | 4,296                              |       |       |
| 8        |  | %  | 0.00%   | 0.00% | 0.00% | 0.00% | 0.00%     | 0.00% | 0.00%        | 0.00% | 0.00% | 0.00%   | 0.00%     | 0.00%   | 0.00%            | 0.00%            | 0.00%             | 0.00%             | 0.00%                              |                                    |       |       |
| 9        | 29. Petroleum and Coal Products          | \$ | 0       | 0     | 0     | 0     | 0         | 0     | 0            | 0     | 0     | 0       | 0         | 0       | 0                | 0                | 0                 | 0                 | 0                                  | 7,625                              |       |       |
| 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%   | 0.00%            | 0.00%            | 0.00%             | 0.00%             | 0.00%                              |                                    |       |       |
| 11       | 30. Rubber and Plastic Products          | \$ | 0       | 0     | 0     | 0     | 0         | 0     | 0            | 0     | 0     | 0       | 0         | 0       | 0                | 0                | 0                 | 0                 | 0                                  | 7,269                              |       |       |
| 12       |  | %  | 0.00%   | 0.00% | 0.00% | 0.00% | 0.00%     | 0.00% | 0.00%        | 0.00% | 0.00% | 0.00%   | 0.00%     | 0.00%   | 0.00%            | 0.00%            | 0.00%             | 0.00%             | 0.00%                              |                                    |       |       |
| 13       | 32. Stone, Clay, & Glass                 | \$ | 0       | 0     | 0     | 0     | 0         | 0     | 0            | 0     | 0     | 0       | 0         | 0       | 0                | 0                | 0                 | 0                 | 0                                  | 1,559                              |       |       |
| 14       |  | %  | 0.00%   | 0.00% | 0.00% | 0.00% | 0.00%     | 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       | 34. Fabricated Metal Products            | \$ | 0       | 0     | 0     | 0     | 0         | 0     | 0            | 0     | 0     | 0       | 0         | 0       | 0                | 0                | 0                 | 0                 | 0                                  | 26,051                             |       |       |
| 16       |  | %  | 0.00%   | 0.00% | 0.00% | 0.00% | 0.00%     | 0.00% | 0.00%        | 0.00% | 0.00% | 0.00%   | 0.00%     | 0.00%   | 0.00%            | 0.00%            | 0.00%             | 0.00%             | 0.00%                              |                                    |       |       |
| 17       | 35. Industrial Machinery and Equip.      | \$ | 0       | 0     | 0     | 0     | 0         | 0     | 0            | 0     | 0     | 0       | 0         | 0       | 0                | 0                | 0                 | 0                 | 0                                  | 75,436                             |       |       |
| 18       |  | %  | 0.00%   | 0.00% | 0.00% | 0.00% | 0.00%     | 0.00% | 0.00%        | 0.00% | 0.00% | 0.00%   | 0.00%     | 0.00%   | 0.00%            | 0.00%            | 0.00%             | 0.00%             | 0.00%                              |                                    |       |       |
| 19       | 36. Electronic and Other Electric Equip. | \$ | 0       | 0     | 0     | 0     | 0         | 0     | 0            | 0     | 0     | 0       | 0         | 0       | 0                | 0                | 0                 | 0                 | 0                                  | 102,131                            |       |       |
| 20       |  | %  | 0.00%   | 0.00% | 0.00% | 0.00% | 0.00%     | 0.00% | 0.00%        | 0.00% | 0.00% | 0.00%   | 0.00%     | 0.00%   | 0.00%            | 0.00%            | 0.00%             | 0.00%             | 0.00%                              |                                    |       |       |
| 21       | 38. Instruments and Related Products     | \$ | 0       | 0     | 0     | 0     | 0         | 0     | 0            | 0     | 0     | 0       | 0         | 0       | 0                | 0                | 0                 | 0                 | 0                                  | 18,557                             |       |       |
| 22       |  | %  | 0.00%   | 0.00% | 0.00% | 0.00% | 0.00%     | 0.00% | 0.00%        | 0.00% | 0.00% | 0.00%   | 0.00%     | 0.00%   | 0.00%            | 0.00%            | 0.00%             | 0.00%             | 0.00%                              |                                    |       |       |
| 31       | 47. Transportation Services              | \$ | 0       | 0     | 0     | 0     | 0         | 0     | 0            | 0     | 0     | 0       | 0         | 0       | 0                | 0                | 0                 | 0                 | 0                                  | 11,556                             |       |       |
| 32       |  | %  | 0.00%   | 0.00% | 0.00% | 0.00% | 0.00%     | 0.00% | 0.00%        | 0.00% | 0.00% | 0.00%   | 0.00%     | 0.00%   | 0.00%            | 0.00%            | 0.00%             | 0.00%             | 0.00%                              |                                    |       |       |
| 33       | 48. Communication                        | \$ | 0       | 0     | 0     | 0     | 0         | 0     | 0            | 0     | 0     | 0       | 0         | 0       | 0                | 0                | 0                 | 0                 | 0                                  | 201,918                            |       |       |
| 34       |  | %  | 0.00%   | 0.00% | 0.00% | 0.00% | 0.00%     | 0.00% | 0.00%        | 0.00% | 0.00% | 0.00%   | 0.00%     | 0.00%   | 0.00%            | 0.00%            | 0.00%             | 0.00%             | 0.00%                              |                                    |       |       |
| 35       | 49. Electric, Gas, and Sanitary Services | \$ | 0       | 0     | 0     | 0     | 0         | 0     | 0            | 0     | 0     | 0       | 0         | 0       | 0                | 0                | 0                 | 0                 | 0                                  | 700                                |       |       |
| 36       |  | %  | 0.00%   | 0.00% | 0.00% | 0.00% | 0.00%     | 0.00% | 0.00%        | 0.00% | 0.00% | 0.00%   | 0.00%     | 0.00%   | 0.00%            | 0.00%            | 0.00%             | 0.00%             | 0.00%                              |                                    |       |       |
| 37       | 50. Wholesale Trade - Durable Goods      | \$ | 104,030 | 0     | 0     | 0     | 1,643     | 0     | 0            | 0     | 0     | 105,674 | 0         | 105,674 | 540,429          | 646,103          | 0                 | 646,103           | 1,930,897                          |                                    |       |       |
| 38       |  | %  | 5.39%   | 0.00% | 0.00% | 0.00% | 0.09%     | 0.00% | 0.00%        | 0.00% | 0.00% | 5.47%   | 0.00%     | 5.47%   | 27.99%           | 33.46%           | 0.00%             | 33.46%            |                                    |                                    |       |       |
| 39       | 51. Wholesale Trade - Nondurable Goods   | \$ | 0       | 0     | 0     | 0     | 0         | 0     | 0            | 0     | 0     | 0       | 0         | 0       | 0                | 0                | 0                 | 0                 | 0                                  | 87,451                             |       |       |
| 40       |  | %  | 0.00%   | 0.00% | 0.00% | 0.00% | 0.00%     | 0.00% | 0.00%        | 0.00% | 0.00% | 0.00%   | 0.00%     | 0.00%   | 0.00%            | 0.00%            | 0.00%             | 0.00%             | 0.00%                              |                                    |       |       |
| 41       | 52. Eating and Drinking Places           | \$ | 0       | 0     | 0     | 0     | 0         | 0     | 0            | 0     | 0     | 0       | 0         | 0       | 0                | 0                | 0                 | 0                 | 0                                  | 1,687                              |       |       |
| 42       |  | %  | 0.00%   | 0.00% | 0.00% | 0.00% | 0.00%     | 0.00% | 0.00%        | 0.00% | 0.00% | 0.00%   | 0.00%     | 0.00%   | 0.00%            | 0.00%            | 0.00%             | 0.00%             | 0.00%                              |                                    |       |       |
| 43       | 53. General Merchandise Stores           | \$ | 0       | 0     | 0     | 0     | 0         | 0     | 0            | 0     | 0     | 0       | 0         | 0       | 0                | 0                | 0                 | 0                 | 0                                  | 77,651                             |       |       |
| 44       |  | %  | 0.00%   | 0.00% | 0.00% | 0.00% | 0.00%     | 0.00% | 0.00%        | 0.00% | 0.00% | 0.00%   | 0.00%     | 0.00%   | 0.00%            | 0.00%            | 0.00%             | 0.00%             | 0.00%                              |                                    |       |       |
| 45       | 54. Food Stores                          | \$ | 0       | 0     | 0     | 0     | 0         | 0     | 0            | 0     | 0     | 0       | 0         | 0       | 0                | 0                | 0                 | 0                 | 0                                  | 53,207                             |       |       |
| 46       |  | %  | 0.00%   | 0.00% | 0.00% | 0.00% | 0.00%     | 0.00% | 0.00%        | 0.00% | 0.00% | 0.00%   | 0.00%     | 0.00%   | 0.00%            | 0.00%            | 0.00%             | 0.00%             | 0.00%                              |                                    |       |       |
| 47       | 55. Auto. Dealers and Service Stations   | \$ | 0       | 0     | 8,437 | 0     | 0         | 0     | 0            | 0     | 0     | 8,437   | 0         | 8,437   | 62,075           | 70,512           | 0                 | 70,512            | 275,955                            |                                    |       |       |
| 48       |  | %  | 0.00%   | 0.00% | 3.06% | 0.00% | 0.00%     | 0.00% | 0.00%        | 0.00% | 0.00% | 3.06%   | 0.00%     | 3.06%   | 22.49%           | 25.55%           | 0.00%             | 25.55%            |                                    |                                    |       |       |
| 49       | 56. Apparel and Accessory Stores         | \$ | 0       | 0     | 0     | 0     | 0         | 0     | 0            | 0     | 0     | 0       | 0         | 0       | 0                | 0                | 0                 | 0                 | 0                                  | 17,693                             |       |       |
| 50       |  | %  | 0.00%   | 0.00% | 0.00% | 0.00% | 0.00%     | 0.00% | 0.00%        | 0.00% | 0.00% | 0.00%   | 0.00%     | 0.00%   | 0.00%            | 0.00%            | 0.00%             | 0.00%             |                                    |                                    |       |       |

| Line No. | SIC Category                           |    | Asian          |              | Black         |               | Hispanic         |              | Native-Amer. |              | Other        |                  | Total         |                  | Minority Business Enterprise (MBE) |                  | Women Business Enterprise (WBE) |                  | Subtotal, Women, Minority Business Enterprise (WMBE) | Service Disabled Veterans Business Enterprise (DVBE) | Total WMDVBE      | Total Expenditures |
|----------|--|----|----------------|--------------|---------------|---------------|------------------|--------------|--------------|--------------|--------------|------------------|---------------|------------------|------------------------------------|------------------|---------------------------------|------------------|--|--|-------------------|--------------------|
|          |  |    | Men            | Women        | Men           | Women         | Men              | Women        | Men          | Women        | Men          | Women            | Men           | Women            | Men                                | Women            | Men                             | Women            | Men  | Women  |                   |                    |
| 1        | 59. Miscellaneous Retail               | \$ | 0              | 0            | 0             | 0             | 0                | 0            | 0            | 0            | 0            | 0                | 0             | 0                | 0                                  | 0                | 0                               | 0                | 0  | 0  | 0                 | 47,237             |
| 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%             |                    |
| 3        | 60. Depository Institutions            | \$ | 0              | 0            | 0             | 0             | 0                | 0            | 0            | 0            | 0            | 0                | 0             | 0                | 0                                  | 0                | 0                               | 0                | 0  | 0  | 0                 | 375,689            |
| 4        |  | %  | 0.00%          | 0.00%        | 0.00%         | 0.00%         | 0.00%            | 0.00%        | 0.00%        | 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        | 63. Insurance Carriers                 | \$ | 0              | 0            | 0             | 0             | 0                | 0            | 0            | 0            | 0            | 0                | 0             | 0                | 0                                  | 9,891            | 9,891                           | 0                | 9,891  | 0  | 9,891             | 330,917            |
| 6        |  | %  | 0.00%          | 0.00%        | 0.00%         | 0.00%         | 0.00%            | 0.00%        | 0.00%        | 0.00%        | 0.00%        | 0.00%            | 0.00%         | 0.00%            | 0.00%                              | 2.99%            | 2.99%                           | 0.00%            | 2.99%  | 0.00%  | 2.99%             |                    |
| 7        | 64. Insurance Agents, Brokers, & Serv. | \$ | 0              | 0            | 0             | 0             | 0                | 0            | 0            | 0            | 0            | 0                | 0             | 0                | 0                                  | 0                | 0                               | 0                | 0  | 0  | 0                 | 3,573,648          |
| 8        |  | %  | 0.00%          | 0.00%        | 0.00%         | 0.00%         | 0.00%            | 0.00%        | 0.00%        | 0.00%        | 0.00%        | 0.00%            | 0.00%         | 0.00%            | 0.00%                              | 0.00%            | 0.00%                           | 0.00%            | 0.00%  | 0.00%  | 0.00%             |                    |
| 9        | 65. Real Estate                        | \$ | 0              | 0            | 0             | 0             | 0                | 0            | 0            | 0            | 0            | 0                | 0             | 0                | 0                                  | 0                | 0                               | 0                | 0  | 0  | 0                 | 11,826             |
| 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%            | 0.00%                              | 0.00%            | 0.00%                           | 0.00%            | 0.00%  | 0.00%  | 0.00%             |                    |
| 11       | 67. Holding & Other Investment Offices | \$ | 0              | 0            | 0             | 0             | 0                | 0            | 0            | 0            | 0            | 0                | 0             | 0                | 0                                  | 0                | 0                               | 0                | 0  | 0  | 0                 | 356,368            |
| 12       |  | %  | 0.00%          | 0.00%        | 0.00%         | 0.00%         | 0.00%            | 0.00%        | 0.00%        | 0.00%        | 0.00%        | 0.00%            | 0.00%         | 0.00%            | 0.00%                              | 0.00%            | 0.00%                           | 0.00%            | 0.00%  | 0.00%  | 0.00%             |                    |
| 13       | 70. Hotels and Other Lodging Places    | \$ | 0              | 0            | 0             | 0             | 0                | 0            | 0            | 0            | 0            | 0                | 0             | 0                | 0                                  | 0                | 0                               | 0                | 0  | 0  | 0                 | 3,738              |
| 14       |  | %  | 0.00%          | 0.00%        | 0.00%         | 0.00%         | 0.00%            | 0.00%        | 0.00%        | 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       | 72. Personal Services                  | \$ | 0              | 0            | 0             | 0             | 0                | 0            | 0            | 0            | 0            | 0                | 0             | 0                | 0                                  | 0                | 0                               | 0                | 0  | 0  | 0                 | 150                |
| 16       |  | %  | 0.00%          | 0.00%        | 0.00%         | 0.00%         | 0.00%            | 0.00%        | 0.00%        | 0.00%        | 0.00%        | 0.00%            | 0.00%         | 0.00%            | 0.00%                              | 0.00%            | 0.00%                           | 0.00%            | 0.00%  | 0.00%  | 0.00%             |                    |
| 17       | 73. Business Services                  | \$ | 1,109          | 0            | 0             | 10,644        | 25,709           | 0            | 0            | 0            | 0            | 0                | 26,818        | 10,644           | 37,462                             | 58,402           | 95,864                          | 0                | 95,864   | 0  | 95,864            | 2,529,791          |
| 18       |  | %  | 0.04%          | 0.00%        | 0.00%         | 0.42%         | 1.02%            | 0.00%        | 0.00%        | 0.00%        | 0.00%        | 0.00%            | 1.06%         | 0.42%            | 1.48%                              | 2.31%            | 3.79%                           | 0.00%            | 3.79%  | 0.00%  | 3.79%             |                    |
| 19       | 75. Auto Repair, Services, and Parking | \$ | 0              | 0            | 0             | 0             | 0                | 0            | 0            | 0            | 0            | 0                | 0             | 0                | 0                                  | 0                | 0                               | 0                | 0  | 0  | 0                 | 101,198            |
| 20       |  | %  | 0.00%          | 0.00%        | 0.00%         | 0.00%         | 0.00%            | 0.00%        | 0.00%        | 0.00%        | 0.00%        | 0.00%            | 0.00%         | 0.00%            | 0.00%                              | 0.00%            | 0.00%                           | 0.00%            | 0.00%  | 0.00%  | 0.00%             |                    |
| 21       | 76. Miscellaneous Repair Services      | \$ | 0              | 0            | 36,326        | 0             | 0                | 0            | 0            | 0            | 0            | 0                | 36,326        | 0                | 36,326                             | 0                | 36,326                          | 0                | 36,326   | 0  | 36,326            | 177,297            |
| 22       |  | %  | 0.00%          | 0.00%        | 20.49%        | 0.00%         | 0.00%            | 0.00%        | 0.00%        | 0.00%        | 0.00%        | 0.00%            | 20.49%        | 0.00%            | 20.49%                             | 0.00%            | 20.49%                          | 0.00%            | 20.49%   | 0.00%  | 20.49%            |                    |
| 25       | 81. Legal Services                     | \$ | 0              | 0            | 0             | 0             | 0                | 0            | 0            | 0            | 0            | 0                | 0             | 0                | 0                                  | 0                | 0                               | 0                | 0  | 0  | 0                 | 1,055,631          |
| 26       |  | %  | 0.00%          | 0.00%        | 0.00%         | 0.00%         | 0.00%            | 0.00%        | 0.00%        | 0.00%        | 0.00%        | 0.00%            | 0.00%         | 0.00%            | 0.00%                              | 0.00%            | 0.00%                           | 0.00%            | 0.00%  | 0.00%  | 0.00%             |                    |
| 27       | 82. Educational Services               | \$ | 0              | 0            | 0             | 0             | 0                | 0            | 0            | 0            | 0            | 0                | 0             | 0                | 0                                  | 0                | 0                               | 0                | 0  | 0  | 0                 | 79,401             |
| 28       |  | %  | 0.00%          | 0.00%        | 0.00%         | 0.00%         | 0.00%            | 0.00%        | 0.00%        | 0.00%        | 0.00%        | 0.00%            | 0.00%         | 0.00%            | 0.00%                              | 0.00%            | 0.00%                           | 0.00%            | 0.00%  | 0.00%  | 0.00%             |                    |
| 29       | 86. Membership Organizations           | \$ | 0              | 0            | 0             | 0             | 0                | 0            | 0            | 0            | 0            | 0                | 0             | 0                | 0                                  | 0                | 0                               | 10,904           | 10,904   | 0  | 10,904            | 28,235             |
| 30       |  | %  | 0.00%          | 0.00%        | 0.00%         | 0.00%         | 0.00%            | 0.00%        | 0.00%        | 0.00%        | 0.00%        | 0.00%            | 0.00%         | 0.00%            | 0.00%                              | 0.00%            | 0.00%                           | 0.00%            | 0.00%  | 0.00%  | 0.00%             |                    |
| 31       | 87. Engineering and Management Serv.   | \$ | 132,943        | 0            | 0             | 0             | 0                | 0            | 0            | 0            | 0            | 0                | 0             | 0                | 0                                  | 0                | 0                               | 0                | 0  | 0  | 0                 | 1,037,300          |
| 32       |  | %  | 12.82%         | 0.00%        | 0.00%         | 0.00%         | 0.00%            | 0.00%        | 0.00%        | 0.00%        | 0.00%        | 0.00%            | 0.00%         | 0.00%            | 0.00%                              | 0.00%            | 0.00%                           | 0.00%            | 0.00%  | 0.00%  | 0.00%             |                    |
| 35       | <b>Total</b>                           | \$ | <b>238,082</b> | <b>0</b>     | <b>53,501</b> | <b>10,644</b> | <b>1,624,778</b> | <b>0</b>     | <b>0</b>     | <b>0</b>     | <b>0</b>     | <b>1,916,362</b> | <b>10,644</b> | <b>1,927,006</b> | <b>2,661,979</b>                   | <b>4,588,984</b> | <b>10,904</b>                   | <b>4,599,888</b> | <b>10,904</b>  | <b>4,599,888</b>                                     | <b>18,181,278</b> |                    |
| 36       |  | %  | <b>1.31%</b>   | <b>0.00%</b> | <b>0.29%</b>  | <b>0.06%</b>  | <b>8.94%</b>     | <b>0.00%</b> | <b>0.00%</b> | <b>0.00%</b> | <b>0.00%</b> | <b>10.54%</b>    | <b>0.06%</b>  | <b>10.60%</b>    | <b>14.64%</b>                      | <b>25.24%</b>    | <b>0.06%</b>                    | <b>25.30%</b>    | <b>0.06%</b>   | <b>25.30%</b>  | <b>0.06%</b>      |                    |

## ITEMIZATION OF WMDVBE PROGRAM EXPENSES

## SECTION 9.1.3

The USDP expenses are listed in the following table:

| Line No. | Expense Category        | 2011 (Actual) |
|----------|-------------------------|---------------|
| 1        | Wages                   | \$32,089      |
| 2        | Other Employee Expenses | \$35,013      |
| 3        | Program Expenses        | 0             |
| 4        | Total                   | \$67,102      |

## DESCRIPTION OF PROGRESS IN MEETING OR EXCEEDING SET GOALS

## SECTION 9.1.4

| Category  | 2010 Year Results | Current Year Results | Current Year Goals |
|---|-------------------|----------------------|--------------------|
| Minority Men  | 4.23%             | 10.54%               | N/A                |
| Minority Women                                      | 0.11%             | 0.06%                | N/A                |
| Minority Business Enterprise (MBE)                  | 4.34%             | 10.60%               | 15.00%             |
| Women Business Enterprise (WBE)                     | 5.54%             | 14.64%               | 5.00%              |
| Service Disabled Veteran Business Enterprise (DVBE) | 0.00%             | 0.6%                 | 1.50%              |
| <b>Total WMDVBE</b>                                 | <b>9.88%</b>      | <b>25.30%</b>        | <b>21.50%</b>      |

The Park Water Company and Apple Valley Ranchos Water Company's Utility Supplier Diversity Program results for 2011 totaled \$4,599,888 placed with diversity suppliers. We were successful in exceeding the total goal of 21.5%. We remain committed to the principles set forth in GO 156 and hope to capitalize on the progress achieved during 2011.

Following is a description of our progress in achieving a more positive outcome:

- providing assistance to those vendors that qualify to become certified as a WMDVBE,
- improving our internal processes, capitalized on the creation of a steering committee co-chaired by our Chief Executive Officer, and
- Having employee performance include supporting diverse business enterprises in the procurement process.

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| SUMMARY OF PRIME CONTRACTOR UTILIZATION OF WMDVBE PROGRAM SUBCONTRACTORS | SECTION 9.1.5 |
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Our procurement documents and potential vendor packages have been modified to reflect Park Water Company and Apple Valley Ranchos Water Company commitment to the utilization of women, minority and disabled veteran business enterprises. We have yet to explore our full potential to achieve a viable 2<sup>nd</sup> tier program. No time frame has been set to pursue subcontracting opportunities.

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| A LIST OF WMDVBE PROGRAM COMPLAINTS RECEIVED AND CURRENT STATUS | SECTION 9.1.6 |
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Park Water Company and Apple Valley Ranchos Water Company received no program complaints during 2011.

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| SUMMARY OF PURCHASES AND/OR CONTRACTS IN EXCLUDED CATEGORIES | SECTION 9.1.7 |
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The amount shown on Table 9.1.2 in the “Exclusions” line, \$10,925,281, is the total of payments made in the categories of Purchased Water (including leased water), Purchased Power, and Replenishment Fees (pump taxes), and the cost of obtaining water supply, both surface water and ground water. Other categories subject to Section 8.9, Other Utilities, Taxes, Franchise Fees, and Postage, have not been included in the Gross Procurement.

The reporting of the total of these categories as “Exclusions” on Table 9.1.2 by water companies is intended to provide information to Staff regarding these categories and to be consistent with the procurement reporting of the energy companies. This procurement reporting for water companies results from workshops convened by the Commission’s Utility Supplier Diversity Program Staff, pursuant to Ordering Paragraph No. 4 of D.11-05-019 (in R.09-07-027), and subsequent additional discussions, in order for the Staff and utilities to reach a common understanding of what is to be reported as a result of the amendments to General Order 156 and to address and resolve any confusion regarding adapting water companies’ procurement reporting to the General Order 156 requirements.

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| DESCRIPTION OF EFFORTS TO RECRUIT WMDVBE PROGRAM SUPPLIERS IN LOW UTILIZATION CATEGORIES | SECTION 9.1.8 |
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Our efforts to recruit diversity suppliers in low utilization areas consist of attending specialized events where we connect with vendors in these areas, specifically legal and financial services. We plan to conduct an internal roundtable session to identify the areas within our operation where these services are used, and to develop strategies targeted at these under-utilized categories.

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| SHORT-TERM, MID-TERM, AND LONG-TERM GOALS | SECTION 10.1.1 |
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Park Water Company and Apple Valley Ranchos Water Company achieved the overall utilization goals for minority, women and disabled veteran-owned businesses. Identifying specific goals for Products and Services by diversity group is not feasible at this time. However we will strive to meet the CPUC goals of:

- Minority Business Enterprise 15%
- Women Business Enterprise 5%
- Disabled Veterans Business Enterprise 1.5%

**DESCRIPTION OF WMDVBE PROGRAM ACTIVITIES PLANNED – INTERNAL / EXTERNAL SECTION 10.1.2**

2012 Program activities for Park Water Company and Apple Valley Ranchos Company will include:

- a) meeting with department heads to analysis procurement processes
- b) coordination and participation in the 3<sup>rd</sup> annual contractors meeting
- c) continued focus on our current vendors to determine their eligibility as a WMDVBE
- d) continue to request bids from diversity suppliers
- e) further streamlining of our reporting process
- f) development of more materials and methods to communicate with and support vendors regarding GO 156 and the certification process

**PLANS FOR RECRUITING WMDVBE PROGRAM SUPPLIERS IN LOW UTILIZATION AREAS SECTION 10.1.3**

Park Water Company and Apple Valley Ranchos Water Company are planning a review of our activities in low utilization areas, specifically legal, to attempt to identify where we can increase utilization of diverse vendors in that area.

**PLANS FOR SEEKING AND OR RECRUITING WMDVBE PROGRAM SUPPLIERS IN “EXCLUDED CATEGORIES” AND WHERE SUPPLIERS ARE CURRENTLY UNAVAILABLE SECTION 10.1.4**

Park Water Company and Apple Valley Ranchos Water Company currently have no plans to recruit suppliers in excluded categories.

**PLANS FOR ENCOURAGING BOTH PRIME CONTRACTORS AND GRANTEES TO ENGAGE WMDVBE’S IN SUBCONTRACTING OPPORTUNITIES SECTION 10.1.5**

Our plans for engaging prime contractors in identifying and taking advantage of subcontracting opportunities include bringing together eligible subcontractors with prime contractors through our Annual Contractors Meetings.

We will assist in the planning and organizing in the 2012 California Water Association’s Annual Contractors Meeting and will send company buyers to meet with vendors at the event.

**PLANS FOR COMPLYING WITH THE WMDVBE PROGRAM GUIDELINES SECTION 10.1.6**

Park Water Company and Apple Valley Ranchos Water Company will work towards compliance with all guidelines required by GO 156.