



Year 2020 Utilities Procurement of Goods, Services, and Fuel from Women, Minority, Disabled Veteran, and LGBT Business Enterprises



September 2021



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Executive Summary

The following report is the California Public Utilities Commission's (CPUC) 35th Annual Report to the Legislature on the progress reported by investor-owned utility companies (utilities) in procuring goods, services, fuel, and power from women (WBE), minority (MBE), disabled veteran (DVBE), and lesbian, gay, bisexual, and/or transgender (LGBTBE) business enterprises (WMDVLGBTBE or diverse supplier) in 2020.¹ The report, in addition, includes community choice aggregators' (CCA) progress in procuring from diverse suppliers in 2020, based on their first WMDVLGBTBE reports to the CPUC in March 2021.

The utilities' expenditure from WMDVLGBTBEs decreased 7.5 percent, from \$12.7 billion in 2019 to \$11.7 billion in 2020. Nevertheless, 30.1 percent of their total procurement was with diverse suppliers, which exceeded the CPUC's General Order (GO) 156 overall WMDVLGBTBE 21.5 percent goal.

In 2020, the utilities' MBE and LGBTBE spend² decreased by 19.1 percent (\$8.5 billion in 2019 to \$6.9 billion) and 32.3 percent (\$63.6 million in 2019 to \$43.1 million), respectively, contributing to the lower overall WMDVLGBTBE result and percentage. Conversely, their WBE and DVBE spend increased by 17.8 percent (from \$3.5 billion to \$4.1 billion), and 11.8 percent (from \$612 million to \$684 million), respectively. Utilities similarly exceeded the GO 156 MBE (15 percent), WBE (5 percent), and DVBE (1.5 percent) goals by procuring 17.7 percent of their total procurement from MBEs, 10.5 percent from WBEs, and 1.8 percent from DVBEs. The LGBTBE spend percentage decreased from 0.17 percent to 0.11 percent. Forty-four percent of the utilities' MBE spend was with Hispanic American-owned suppliers, and 30.6 percent with Asian Pacific American-owned suppliers.

For the indirect (subcontracting) WMDVLGBTBE procurement through prime contractors, the utilities reported a decrease of 0.7 percent from \$2.21 billion in 2019 to \$2.19 billion in 2020. The percentage of total procurement slightly decreased as well from 5.8 percent to 5.6 percent.

Southwest Gas more than tripled the GO 156 21.5 percent WMDVLGBTBE goal by spending more than 67 percent of its total procurement with diverse suppliers in 2020. Pacific Power and Suburban Water Systems spent more than 50 percent with diverse suppliers. Frontier Communications, San Diego Gas & Electric (SDG&E), and Southern California Gas Company (SoCalGas) doubled or almost doubled the 21.5 percent goal with more than 40 percent of total procurement with WMDVLGBTBEs. In 2020, AT&T Corporation, AT&T Mobility, California Water Service, CenturyLink, Charter Communications, Comcast California, T-Mobile West, LLC, U.S. TelePacific Communications, Trans Bay Cable, and Wild Goose Storage did not meet the 21.5 percent goal.

¹ PU Code, Section 910.3 mandates the CPUC submit a report to the Legislature by September 1 of each year on the progress of WMDVLGBTBE procurement.

² "Spend" refers to the dollars a utility spent in a particular category of procurement or with a supplier.

The CCAs, collectively, procured 0.1 percent of their total procurement or \$1.9 million from WMDVLGBTBEs in 2020. The CCAs did not report their prime contractors' procurement with diverse subcontractors. Out of the 14 CCAs who submitted their first report to the CPUC, 11 CCAs procured from diverse suppliers. Desert Community Energy (0.39 percent) had the highest diverse percentage, followed by Sonoma Clean Power Authority (0.13 percent) and Peninsula Clean Energy Authority (0.1 percent). The other CCAs reported diverse spend percentages between 0.01 percent and 0.09 percent.

Background

In the mid-1980s, the California Legislature passed Assembly Bill (AB) 3678 (Stats. 1986, Ch. 1259) to encourage the award of a fair proportion of total utility contracts to women-owned business enterprises (WBE) and minority-owned business enterprises (MBE). Subsequently, the California Public Utilities Commission (CPUC) issued General Order (GO) 156 to implement the bill by establishing the Utility Supplier Diversity Program framework and guidelines. In Decision (D.)92-06-030 (1992) and D.15-06-007 (2015), the CPUC amended GO 156 to add disabled veteran-owned business enterprises (DVBE) and lesbian, gay, bisexual, and/or transgender (LGBT)-owned business enterprises (LGBTBE), respectively, into the Program. In October 2019, Senate Bill (SB) 255 (Stats. 2019, ch. 407) amended Sections 366.2 and 8283 of the California Public Utilities Code (PU Code) to add new participants to the Utility Supplier Diversity Program and change the participation threshold requirements.

Effective January 2020, SB 255 requires electrical, gas, water, and telephone corporations as well as wireless telecommunications and electric services providers with more than \$25 million annual California revenues to submit annually to the CPUC a plan for increased procurement from WBEs, MBEs, DVBEs, and LGBTBEs (WMDVLGBTBE or diverse supplier) and an implementation report.³ Those with annual California revenues exceeding \$15 million, but less \$25 million, are also expected to annually submit to the CPUC data on their utilization of WMDVLGBTBEs.⁴ In addition, cable television corporations, direct broadcast satellite providers, exempt wholesale generators, distributed energy resource contractors, and energy storage system companies are encouraged to voluntarily adopt a plan for increasing WMDVLGBTBE procurement.⁵

Furthermore, SB 255 requires each community choice aggregator⁶ (CCA) with annual revenues exceeding \$15 million to annually submit to the CPUC a plan for increasing procurement from small, local, and diverse suppliers as well as a report showing its procurement from diverse suppliers.⁷ CCAs below the \$15 million threshold are encouraged to voluntarily adopt a plan for increasing procurement from small, local, and diverse supplies.

The current GO 156, last updated in 2015, provides the basis for the CPUC's Utility Supplier Diversity Program that promotes and monitors utility procurement from WMDVLGBTBEs and oversees a certification clearinghouse (the Supplier Clearinghouse).⁸ GO 156

³ PU Code, Section 8283 (a) & (d).

⁴ PU Code, Section 8283 (f).

⁵ PU Code, Section 8283 (e) (2).

⁶ Community Choice Aggregators are governmental entities formed by cities and counties to serve the energy requirements of their residents and businesses (PU Code, Section 366.2).

⁷ PU Code, Section 366.2 (m).

⁸ GO 156, Section 1.3.22: Clearinghouse is a CPUC-supervised program that verifies women, minority, and LGBT businesses' status and maintains a public database of WMDVLGBTBEs for the use of utilities and CPUC (www.thesupplierclearinghouse.com). California Department of General Services certifies disabled veteran businesses.

encourages the participating utilities to purchase at least 21.5 percent of their procurement from WMDVLGBTBEs: 15 percent from MBEs, 5 percent from WBEs, and 1.5 percent from DVBEs. The CPUC opened a proceeding in 2021 to update the existing GO 156 to reflect SB 255 amendments, establish a target goal for the LGBTBE category,⁹ and make other relevant revisions and additions.¹⁰

In 2020, 30¹¹ utilities and 14 CCAs submitted their WMDVLGBTBE procurement reports and 2021 plans. The intent of the supplier diversity reports is to provide the CPUC with information on the utilities' and CCAs' diverse procurement performances, progresses in meeting their supplier diversity targets, and future program enhancement plans. This report to the Legislature describes the utilities' and CCAs' 2020 performances and challenges in including WMDVLGBTBEs in their procurement activities.

Overview of Utility Supplier Diversity Performance in 2020

The CPUC guideline on which spend¹² to include in GO 156 reports is limited to a utility's procurement spend in support of its California operations. Based on this guideline, utilities have developed methodologies to identify applicable expenditures to provide the GO 156-required supplier diversity data and information.

In compliance with the CPUC's reporting guideline, 27 utilities provided their procurement data as it relates to their California activities, while Cox Communications, Inc.¹³ (Cox), MCI Communications Services (d/b/a Verizon Business Services)/XO Communications, LLC¹⁴ (MCI/XO Communications), and Verizon Wireless¹⁵ (Verizon) provided data that included procurement spend supporting their national operations. To ensure consistent reporting and analysis as well as to assess WMDVLGBTBE spend progress and benefits within

⁹ GO 156, Section 8.3.6.

¹⁰ *Order Instituting Rulemaking to Revise General Order 156 to Include Certain Electric Service Providers and Community Choice Aggregators and Encourage Voluntary Participation by Other Non-Utility Entities Pursuant to Senate Bill 255; Consider LGBT Business Enterprise Voluntary Target Procurement Percentage Goals; Incorporate Disabled Business Enterprises; Modify the Required Reports and Audits; and Update Other Related Matters*, Rulemaking 21-03-010, (March 18,2021).

¹¹ Sprint did not report due to the merger with T-Mobile in 2020.

¹² "Spend" refers to the dollars a utility spent in a particular category of procurement or with a supplier.

¹³ Cox, in its 2020 report and previous reports, states that since Cox is an unregulated cable company, it has been providing the annual reports voluntarily and is not subject to GO 156. Cox's Supplier Diversity Program is different from GO 156 and the reports include additional disadvantaged businesses spend. Cox further states that the spend it has been reporting to the CPUC represents Cox's spend nationwide and is not limited to California's operations.

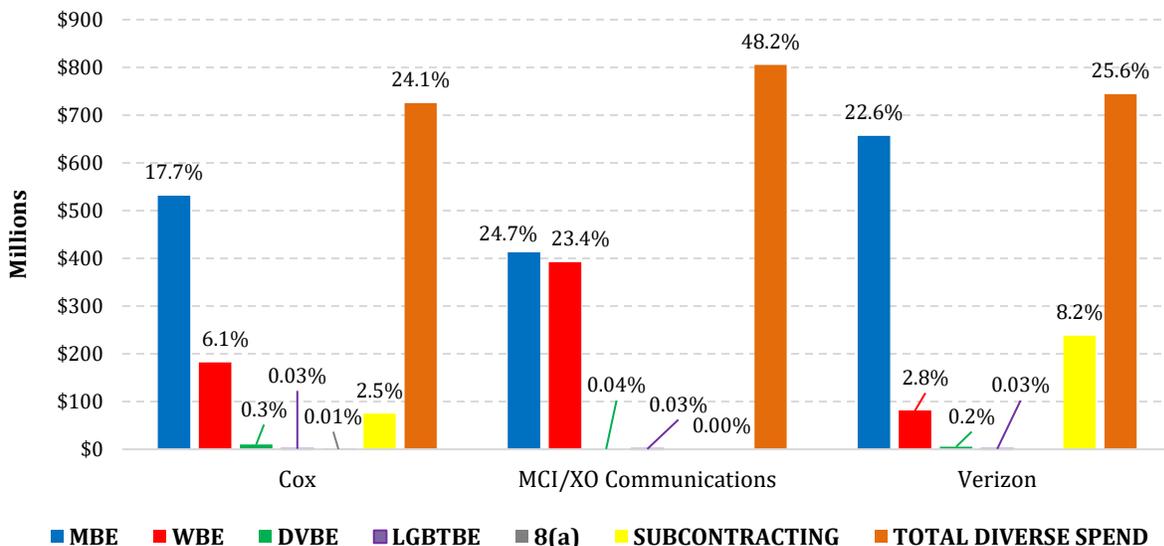
¹⁴ MCI/XO Communications indicated in their 2020 report and previous reports that the diverse spend amounts reported were derived from a national system and are not limited to procurement spend for activities in California. The diverse spend reported, however, are with diverse suppliers certified with the Supplier Clearinghouse.

¹⁵ Based on a footnote in the 2020 report and conversation with Verizon's Supplier Diversity Program representatives, Verizon reports all diverse spend with diverse suppliers that have certifications with the Supplier Clearinghouse regardless of which geographic area operations they are supporting. The data is pulled from a nationwide database and is not limited to Verizon's California activities.

California, Cox, MCI/XO Communications, and Verizon diverse spend data is excluded from the quantitative performance analyses of this report. Therefore, the three companies diverse spend data is not part of the utilities' performance data analyses.

Even though Cox, MCI/XO Communications, and Verizon did not provide diverse spend data limited to California, in 2020 their supplier diversity programs engaged diverse suppliers nationally to procure 24.1 percent, 48.2 percent, and 25.6 percent of their total procurements, respectively, from diverse suppliers.¹⁶

2020 Diverse Spend and Percentages



For those utilities that reported procurement data specific to their California operations, for the year 2020, collectively, they reported a total of \$11.7 billion expenditure with WMDVLGBTBEs, representing 30.1 percent of their total combined procurement.

Category	Procurement Amount	Percentage Achieved	GO 156 Goal ¹⁷
MBE	\$6.9 billion	17.7%	15%
WBE ¹⁸	\$4.1 billion	10.5%	5%
DVBE	\$684 million	1.8%	1.5%
LGBTBE	\$43.1 million	0.11%	No goal ¹⁹
8(a) ²⁰	\$901,836	0.002%	No goal
Subcontracting	\$2.2 billion	5.6%	No goal

¹⁶ For detail spend data, refer to Attachment A, Table 12.

¹⁷ Aspirational goals set by GO 156, Section 8.2.

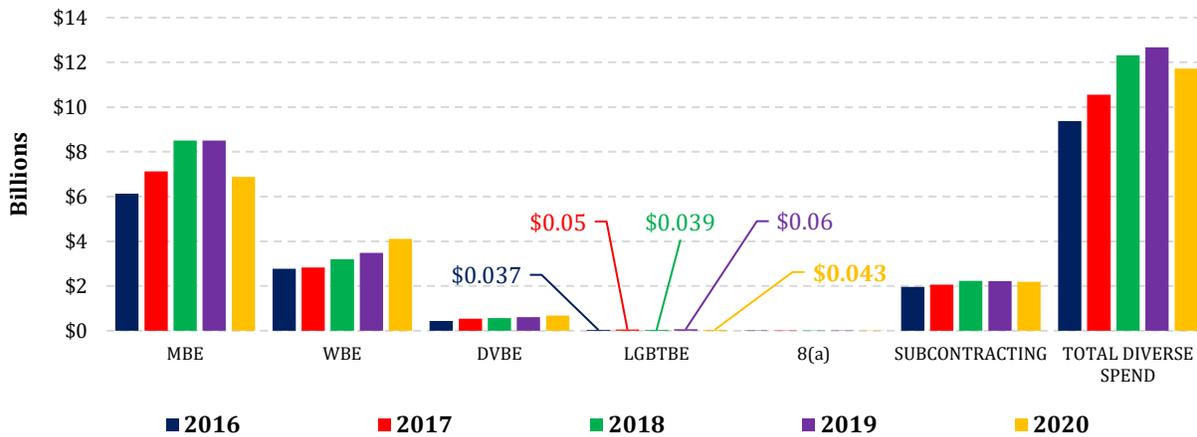
¹⁸ WBE: In this diverse category, the utilities usually include Caucasian women-owned businesses; however, the category may include minority woman-owned businesses as well.

¹⁹ The CPUC amended GO 156, through D.15-06-007, to include LGBTBEs. The CPUC is in the process of establishing a numerically based goal for LGBTBE procurement as described in GO 156, Section 8.3.

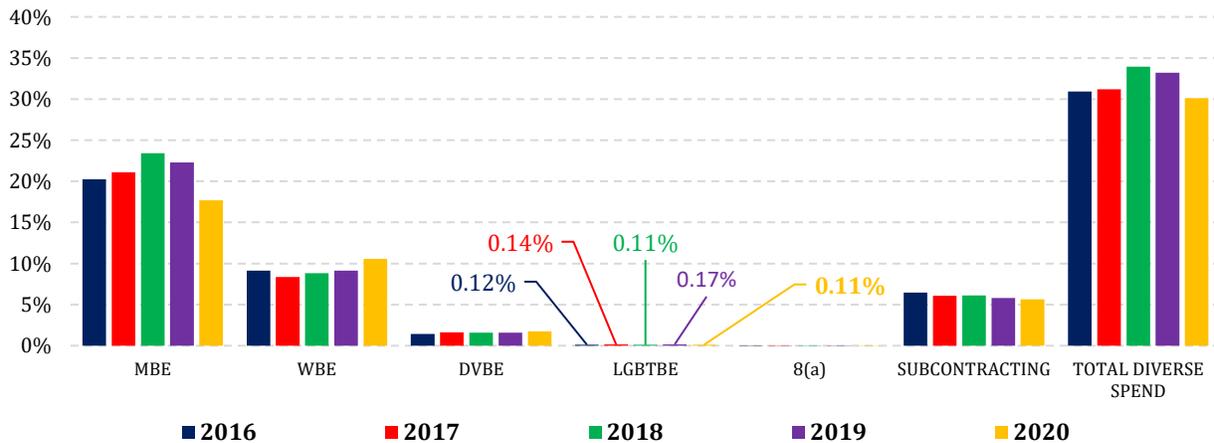
²⁰ GO 156, Section 1.3.13: "Other groups or individuals found to be disadvantaged by the United States Small Business Administration (SBA) pursuant to Section 8(a) of Small Business Act as amended (15 U.S.C. 637(a)), or the Secretary of Commerce pursuant to Section 5 of Executive Order 11625." This category may include non-WMDVLGBTBEs.

The utilities' diverse procurement declined in 2020 from the previous two years as the graph below indicates.²¹ However, in the last five years, their diverse spend grew 25 percent from \$9.4 billion in 2016, to \$11.7 billion in 2020, at an annual rate of five percent, albeit, with a slight dip in WMDVLGBTBE percentage of total procurement from 30.9 percent in 2016 to 30.1 percent in 2020.²²

**2016 - 2020
Utilities Diverse Procurement Results Comparison**



**2016 - 2020
Utilities Diverse Procurement Percentages Comparison**



Compared to their 2016 results, the utilities increased their MBE spend²³ by 12.2 percent, WBE spend by 48.3 percent, DVBE spend by 57.3 percent, and LGBTBE spend by 17.6 percent

²¹ 2019 aggregate diverse spend includes Verizon, but not included in 2020 aggregate diverse spend.

²² The numbers may not reflect the percentage increases due to rounding.

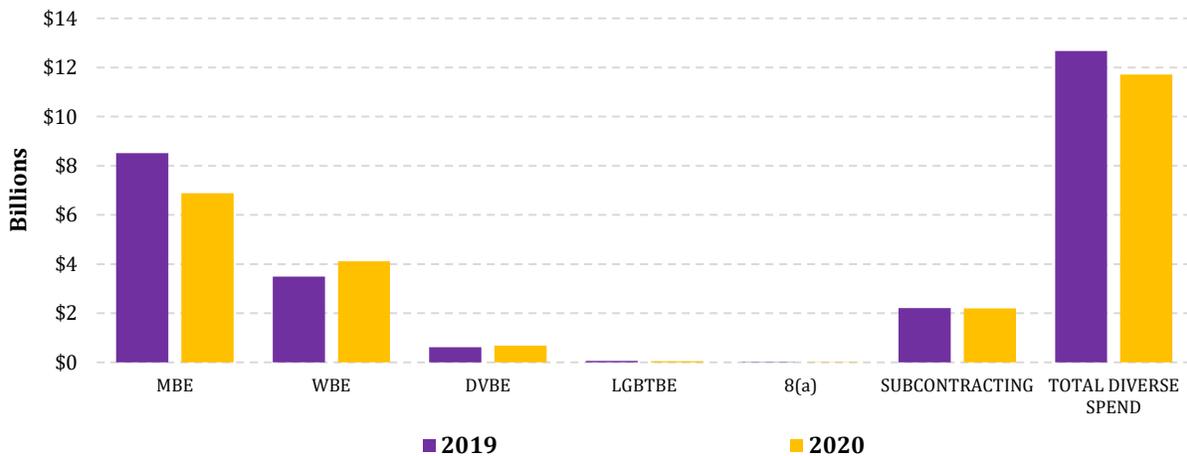
²³ "Spend" refers to the dollars a utility spent in a particular category of procurement or with a supplier.

in 2020, at an annual rate of 2.4 percent, 9.7 percent, 11.5 percent, and 3.5 percent, respectively.

In 2020, the combined utilities' WMDVLGBTBE spend declined 7.5 percent from \$12.7 billion in 2019 to \$11.7 billion.²⁴ Similarly, the share of diverse spend of total procurement decreased from 33.2 percent to 30.1 percent²⁵ compared to 2019 in 2020:

- MBE procurement experienced a 19.1 percent decline from \$8.5 billion to \$6.9 billion, with a lower percentage of total procurement of 17.7 percent compared to 22.3 percent.
- WBE spend improved by 17.8 percent from \$3.5 billion to \$4.1 billion and the percentage of total procurement increased to 10.5 percent from 9.1 percent.
- DVBE spend grew by 11.8 percent from \$612 million to \$684 million and the percentage of total procurement increased from 1.6 percent to 1.8 percent.
- LGBTBE procurement decreased by 32.3 percent from \$63.6 million to \$43.1 million, decreasing the percentage of total procurement from 0.17 percent to 0.11 percent.

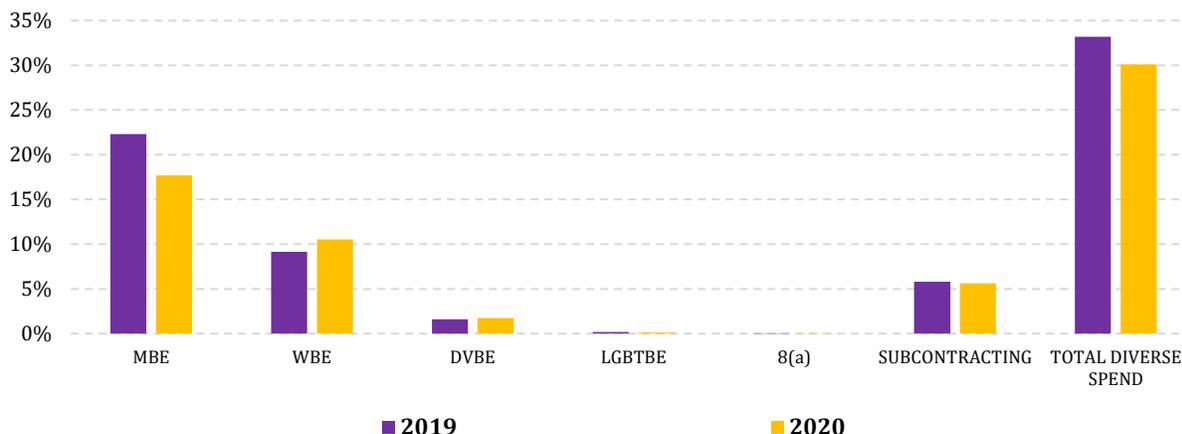
**2019 and 2020
Utilities Diverse Procurement Results Comparison**



²⁴ The numbers may not reflect the percentage increases due to rounding. See Attachment A for detail utilities' diverse procurement data.

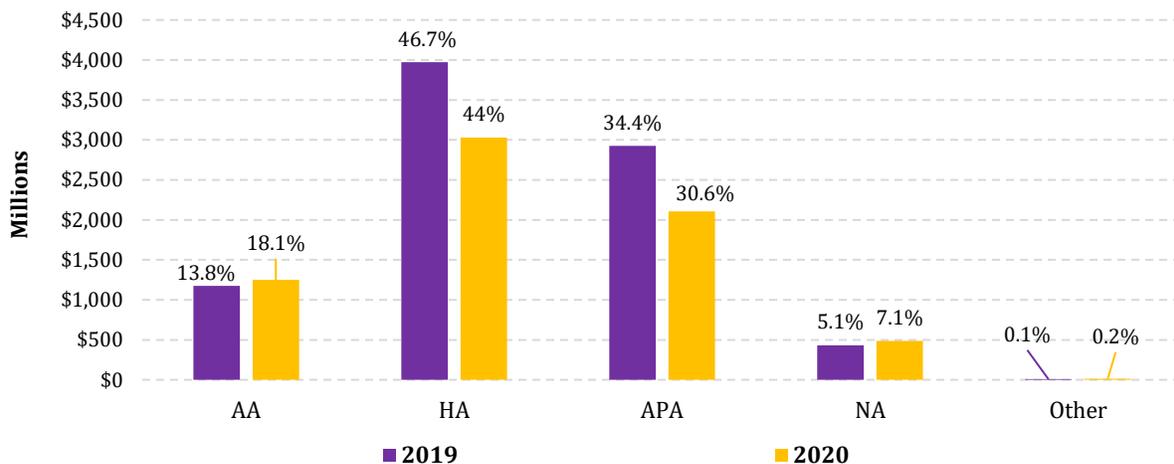
²⁵ See Attachment A, Table 3. CenturyLink adjusted its 2019 diverse spend data in November 2020.

2019 and 2020 Utilities Diverse Spend Percentages Comparison



GO 156 includes, but not limits, the MBE category to African Americans (AA), Hispanic Americans (HA), Asian Pacific Americans (APA), and Native Americans (NA).²⁶ Compared to 2019, in 2020, the utilities' AA spend increased by 6.4 percent; HA spend declined by 23.8 percent; APA spend declined by 28 percent; and NA spend increased by 12.7 percent. Forty-four percent of the MBE spend was with HA suppliers and 30.6 percent with APA suppliers.

2019 and 2020 Utilities Diverse Spend by Ethnicity and Percentages of Total MBE Procurement



With 30.1 percent of total procurement, in aggregate, the utilities exceeded the GO 156 21.5 percent WMDVLGBTBE goal. They equally surpassed the MBE, WBE, and DVBE goals.²⁷

²⁶ GO 156, Section 1.3.3.

²⁷ MBE – 15%; WBE – 5%; DVBE – 1.5%; LGBTBE – no goal.

The utilities report direct spend with diverse suppliers and indirect spend, through their prime contractors, with diverse subcontractors²⁸ that adds up to constitute their total WMDVLGBTBE spend. In 2020, the utilities' diverse subcontracting spend decreased by 0.7 percent from \$2.21 billion in 2019 to \$2.19 billion. The percentage of total procurement slightly decreased as well from 5.8 percent to 5.6 percent.²⁹

In conclusion, the utilities are meeting the GO 156 aspirational goals; however, in 2020, their WMDVLGBTBE spend, and percentage of total procurement declined. Even though they performed well in the WBE and DVBE categories, their MBE and LGBTBE results were lower than 2019, impacting their overall WMDVLGBTBE performance. In 2020, almost 75 percent of the MBE procurement was with HA and APA suppliers.

2020 Utilities WMDVLGBTBE Procurement Results

Utilities report spend data with diverse suppliers that have a current certification status with the Supplier Clearinghouse. As mentioned above, a utility also reports expenditure in support of its California operations.³⁰ Attachment A of this report details the GO 156 participating utilities' 2019 and 2020 WMDVLGBTBE procurement data.

To review the results, utilities are grouped into two categories:

- Large utility (total procurement of \$150 million or more).
- Small utility (total procurement less than \$150 million).

Large Utilities Procurement Results

The large utilities procure significantly more compared to the small utilities. Their procurement dollars for 2020 represent 97.7 percent (\$38 billion) of the reported combined total utilities' (small and large) procurement dollars (\$38.9 billion). Thirteen utilities fall under the large utility category based on their 2020 results:

- AT&T California (AT&T CA)
- AT&T Corporation (AT&T Corp)
- AT&T Mobility
- California Water Service (Cal Water)
- CenturyLink³¹
- Charter Communications (Charter)

²⁸ GO 156, Section 6.3 directs "[e]ach utility to establish and maintain a subcontracting program for the purpose of encouraging its prime contractors to utilize WMDVLGBTBE subcontractors."

²⁹ See Attachment A, Table 11.

³⁰ Cox, MCI/XO Communications, and Verizon are excluded from the analyses since their data includes procurement dollars in support of their national activities.

³¹ CenturyLink adjusted its 2019 diverse spend data in November 2020.

- Comcast California (Comcast)
- Frontier Communications (Frontier)
- Pacific Gas and Electric Company (PG&E)
- San Diego Gas & Electric (SDG&E)
- Southern California Edison (SCE)
- Southern California Gas Company (SoCalGas)
- T-Mobile West, LLC, MetroPCS California, LLC, Sprint Spectrum, L.P., and Assurance Wireless USA, L.P. (T-Mobile)³²

In 2020, the large utilities, collectively, procured 30 percent of their total procurement from diverse suppliers, surpassing the GO 156, 21.5 percent goal. Except for AT&T Mobility, Frontier, and SDG&E, all the other large utilities' diverse percentages declined in 2020 compared to 2019. AT&T Corp., AT&T Mobility, Cal Water, CenturyLink, Charter, Comcast, and T-Mobile did not meet the 21.5 percent goal.³³

Frontier, SDG&E, and SoCalGas led the large utilities with diverse spending of more than 40 percent, followed by PG&E with 38.9 percent, and SCE with 37.7 percent. CenturyLink, Comcast, and Charter procured the least from diverse supplies, with percentages of 9.2 percent, 11.2 percent, and 11.8 percent, respectively.

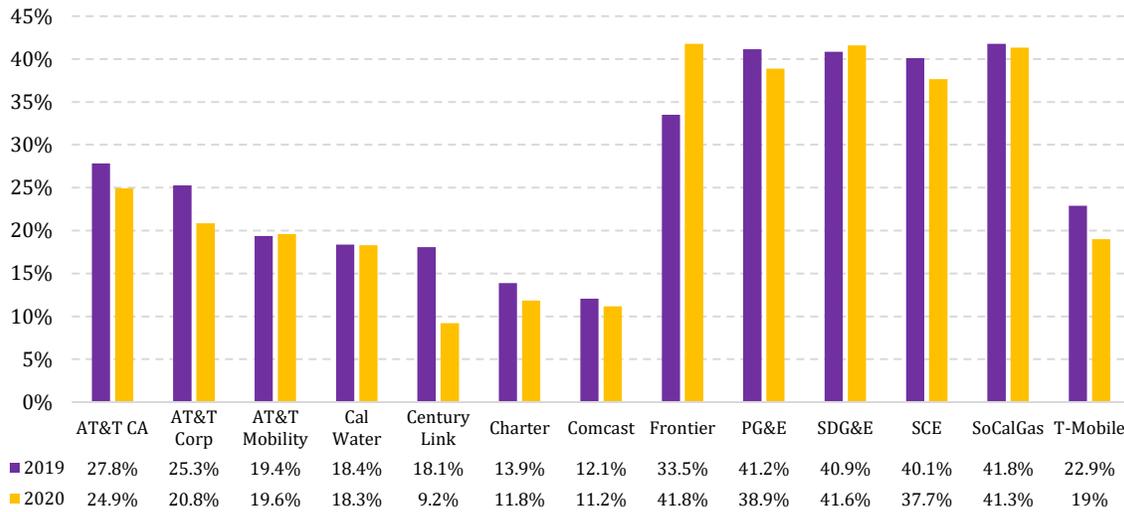
The large utilities experienced an 8.6 percent decrease in diverse spend from \$12.5 billion in 2019 to \$11.4 billion in 2020 and a percentage decline from 33.2 percent to 30.1 percent.³⁴ AT&T Mobility, Frontier, and SDG&E showed increases in spend dollars and percentages with diverse suppliers, while AT&T CA, CenturyLink, and Charter reported decreases in both (see Tables 3, 1a, and 1b in Attachment A).

³² T-Mobile and Sprint Corporation merged in April 2020.

³³ AT&T Mobility, Cal Water, CenturyLink, Charter, and Comcast did not meet the 21.5 percent goal in 2018, 2019, and 2020.

³⁴ The exclusion of Verizon may have contributed to the decline of the total diverse spend.

2019 and 2020 Large Utilities Diverse Spend Results

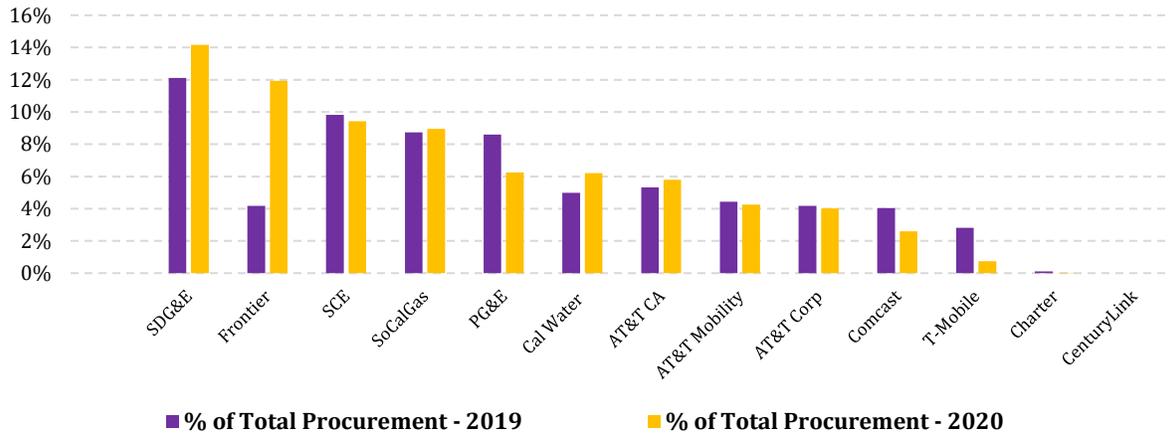


1. Large Utilities Diverse Subcontracting Procurement Results

Compared to 2019, the large utilities' diverse subcontracting results declined slightly by 0.8 percent in 2020, from \$2.19 billion to \$2.18 billion.³⁵ The percentage of total procurement also decreased from 5.8 percent to 5.7 percent. All the large utilities, except for CenturyLink, reported diverse subcontracting spend in 2020. SDG&E reported the highest percentage at 14.2 percent, followed by Frontier, 11.9 percent; SCE, 9.4 percent; and SoCalGas, 9 percent. T-Mobile and Charter reported the lowest percentages of 0.7 percent and 0.02 percent, respectively. Cal Water, Frontier, SDG&E, and SoCalGas showed increases in spend dollars and percentages of total procurement with diverse subcontractors. Conversely, Charter, Comcast, PG&E, and T-Mobile reported decreases in both (see Table 11 in Attachment A).

³⁵ The numbers may not reflect the percentage increases due to rounding. See Attachment A for detail utilities' diverse procurement data.

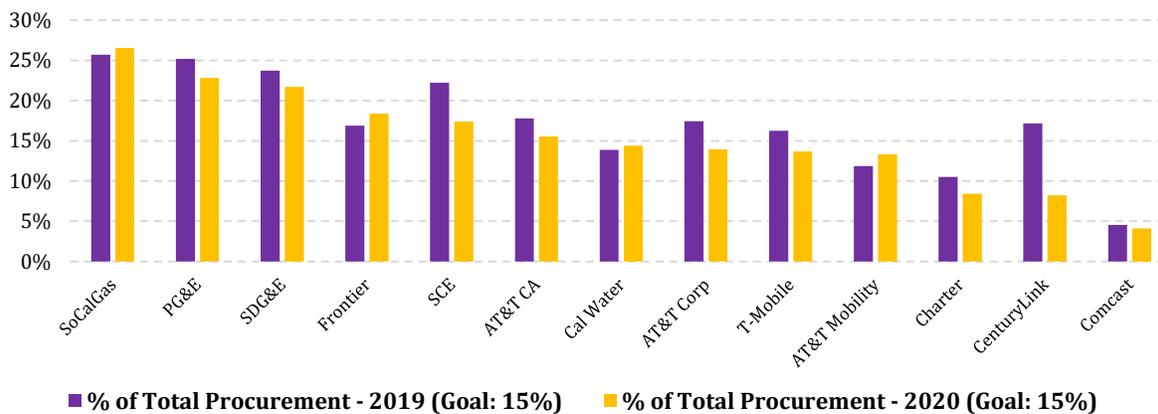
Diverse Subcontracting 2019 and 2020 Spend Comparison



2. Large Utilities MBE Procurement Results

The large utilities' total MBE procurement decreased by 20.4 percent from \$8.4 billion in 2019 to \$6.7 billion in 2020 and the percentage of total procurement declined from 22.5 percent to 17.6 percent. Nevertheless, the 2020 MBE percentage exceeded the 15 percent MBE goal. SoCalGas has the highest percentage of total procurement (26.5 percent), followed by PG&E (22.8 percent), and SDG&E (21.7 percent). Comcast (4.1 percent), CenturyLink (8.2 percent), and Charter (8.4 percent) have the least MBE percentages. Of the large utilities, AT&T Corp, AT&T Mobility, Cal Water, CenturyLink, Charter, Comcast, and T-Mobile did not meet the MBE goal. AT&T Mobility, Cal Water, Frontier, and SoCalGas reported increases in spend dollars and percentages of total procurements with MBEs, while AT&T CA, AT&T Corp, CenturyLink, Charter, and SCE experienced decreases in both (see Tables 3, 1a, and 1b in Attachment A).

MBE 2019 and 2020 Spend Comparison



The large utilities procured 43.2 percent of their MBE spend from HA³⁶ suppliers, 31.2 percent from APA³⁷ suppliers, 18.4 percent from AA³⁸ suppliers, and seven percent from NA³⁹ suppliers.⁴⁰ In 2020, the large utilities:

- Spent 6.13 percent more with AA suppliers, increasing the expenditure from \$1.16 billion in 2019 to 1.23 billion. All the utilities increased their AA spend, except for CenturyLink and Comcast. AT&T Mobility has the highest AA percentage of its total MBE procurement at 44.7 percent, while Cal Water has the least at 0.6 percent. AT&T CA, AT&T Corp, AT&T Mobility, Cal Water, Charter, Frontier, PG&E, and SCE increased their AA dollars and percentages of total MBE spend, while CenturyLink and Charter declined in both.
- Spend with HA declined 26.2 percent, reducing the dollar amount from \$3.9 billion in 2019 to \$2.9 billion. All the utilities engaged HA suppliers with Cal Water achieving the most HA percentage of total MBE procurement at 78 percent. T-Mobile, conversely, has the lowest percentage at 7.3 percent. Cal Water, Comcast, SoCalGas and T-Mobile showed increases in both HA spend and percentages of total MBE spend, while AT&T CA, AT&T Corp, AT&T Mobility, Charter, Frontier, and SCE experienced decreases in both.
- Decreased APA spend by 28.1 percent from \$2.9 billion in 2019 to \$2.1 billion. The utilities all have APA spend with Charter having the best APA percentage at 79.6 percent of total MBE procurement. At 10 percent, AT&T Mobility has the lowest APA percentage. AT&T Corp's, Frontier's, SDG&E's, and SCE's APA dollars and percentages increased, whereas Cal Water's, CenturyLink's, and Comcast's decreased in both.
- Increased their NA spend by 12.2 percent from \$420.8 million in 2019 to \$472.3 million. CenturyLink and Charter did not have procurement with NA suppliers. SDG&E has the highest NA percentage at 17.4 percent. AT&T Corp, Comcast, Frontier, PG&E, SDG&E, SoCalGas, and T-Mobile increased their NA spend and percentages of total MBE procurements, while Cal Water, Charter, and SCE decreased in both.

³⁶ Hispanic American

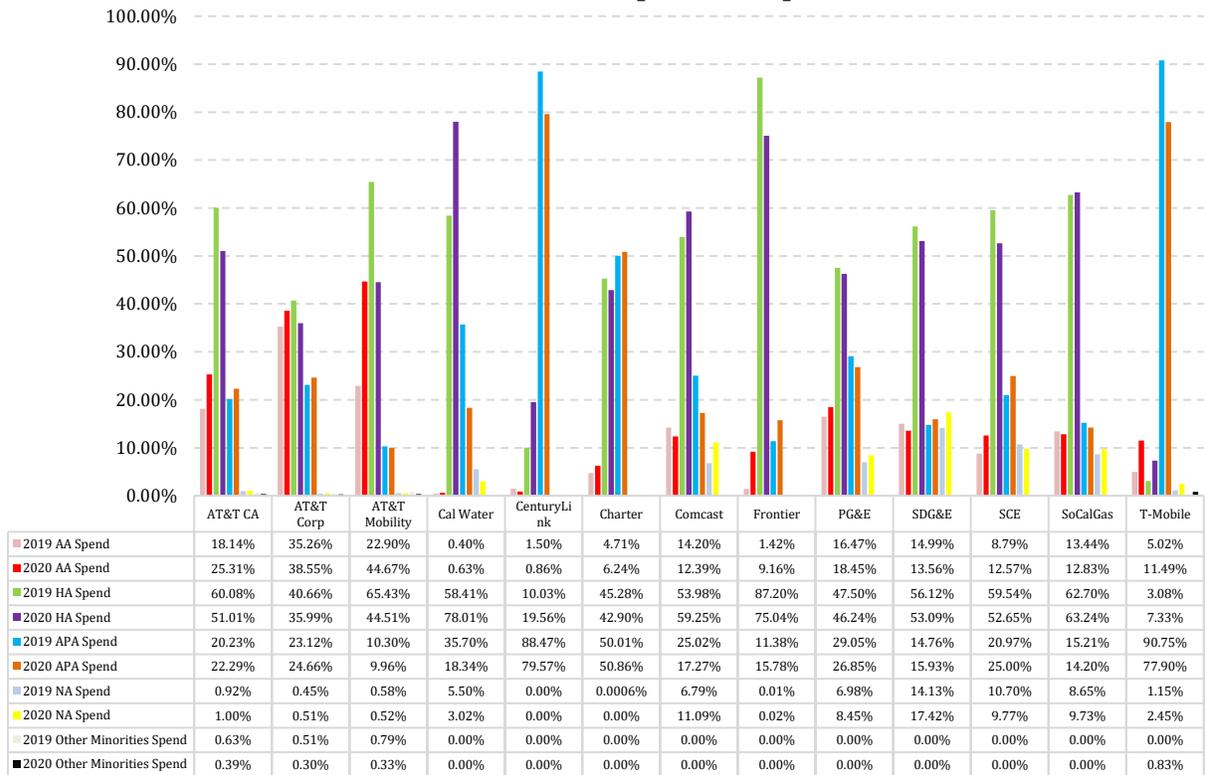
³⁷ Asian Pacific American

³⁸ African American

³⁹ Native American

⁴⁰ For detail utility MBE procurement by ethnicity, see Tables 4a, 4b, 5a, and 5b in Attachment A.

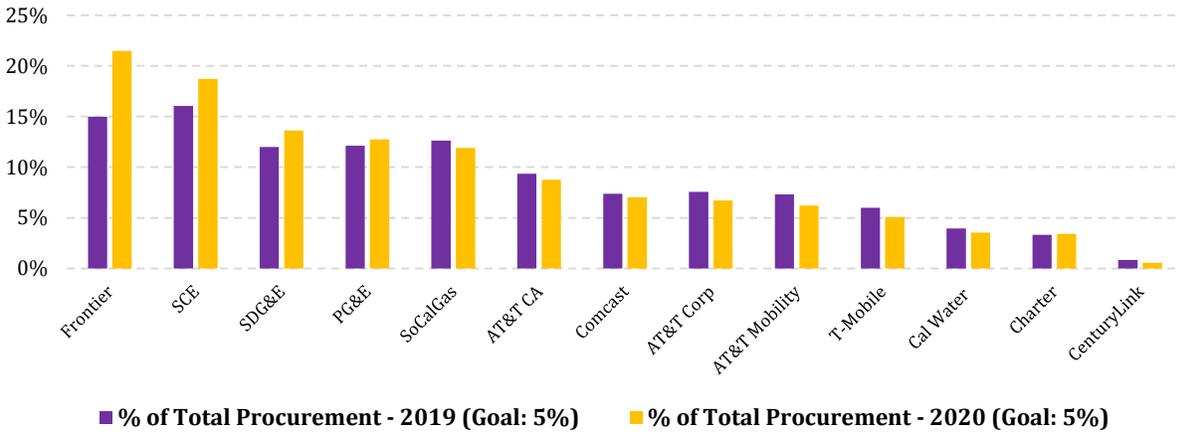
2019 and 2020 Large Utilities AA, HA, APA, and NA Percentages of Total MBE Spend Comparison



3. Large Utilities WBE Procurement Results

Overall, the large utilities' WBE procurement showed a 17.5 percent improvement from \$3.4 billion in 2019 to \$4 billion in 2020. The WBE percentage of total procurement also increased from 9.2 percent to 10.6 percent, continuing to exceed the five percent WBE goal. The large utilities met the five percent WBE goal with the exceptions of Cal Water, CenturyLink, and Charter. Of the large utilities, Frontier achieved 21.5 percent, the highest WBE spend percentage of total procurement. SCE (18.7 percent) and SDG&E (13.6 percent) also have high percentages. The utilities that reported the least WBE percentages are CenturyLink (0.6 percent), Charter (3.4 percent), and Cal Water (3.5 percent). Charter, Frontier, PG&E, SDG&E, and SCE reported increases in spend dollars and percentages with WBEs. In contrast, AT&T CA, AT&T Mobility, Cal Water, and CenturyLink reported decreases in both (see Tables 3, 1a, and 1b in Attachment A).

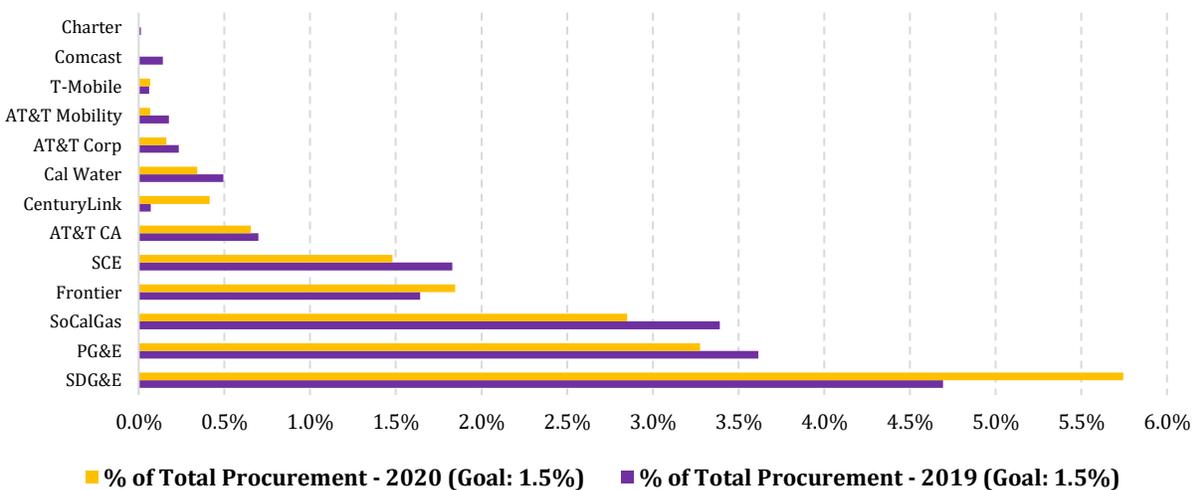
WBE 2019 and 2020 Spend Comparison



4. Large Utilities DVBE Procurement Results

In 2020, the large utilities’ DVBE procurement increased by 10.3 percent from \$572 million in 2019 to \$631 million. The DVBE percentage of total procurement also increased from 1.5 percent to 1.7 percent, surpassing the 1.5 percent DVBE goal. Of the large utilities, only Frontier, PG&E, SDG&E, and SoCalGas met the 1.5 percent goal. SDG&E has the highest DVBE percentage of total procurement with 5.7 percent, followed by PG&E, 3.3 percent; and SoCalGas, 2.8 percent. The utilities that have the least DVBE percentages are Comcast (0.004 percent), T-Mobile (0.067 percent), and AT&T Mobility (0.07 percent). Charter did not procure from DVBEs in 2020. CenturyLink, Frontier, SDG&E, and T-Mobile reported increases in spend dollars and percentages with DVBEs. Conversely, AT&T CA, AT&T Corp, AT&T Mobility, Cal Water, Charter, Comcast, and SCE reported decreases in both (see Tables 3, 1a, 1b, 7a, and 7b in Attachment A).

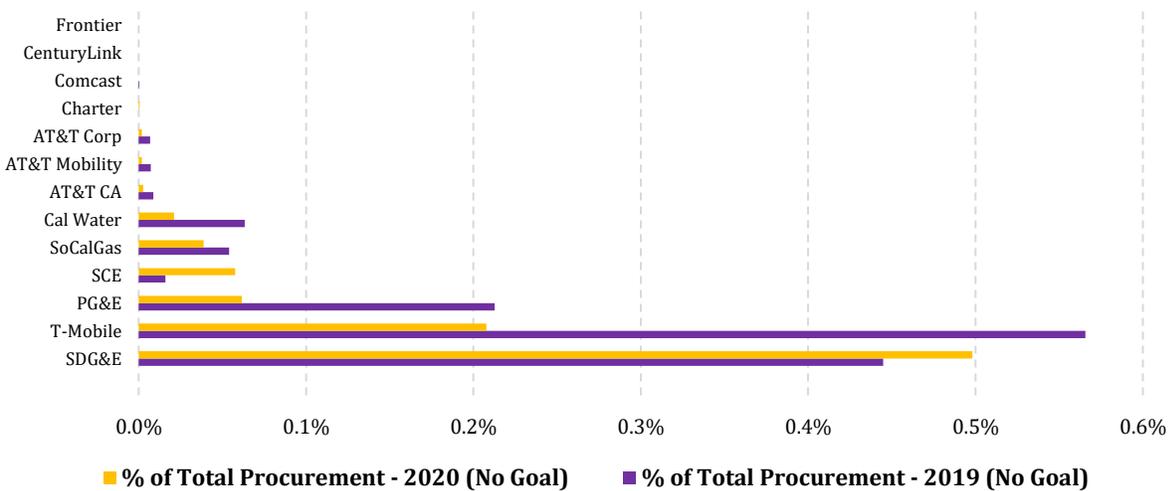
DVBE 2019 and 2020 Spend Comparison



5. Large Utilities LGBTBEs Procurement Results

The large utilities' spend with LGBTBEs decreased by 34.6 percent in 2020 from \$57.1 million in 2019 to \$37.4 million. The percentage of total procurement also decreased from 0.2 percent to 0.1 percent. SDG&E has the highest percentage of total procurement (0.5 percent), followed by T-Mobile (0.2 percent). In 2020, CenturyLink, Comcast, and Frontier did not procure from LGBTBEs. Charter (0.0006 percent) spent the least LGBTBE percentage in 2020. AT&T CA, AT&T Corp, AT&T Mobility, Cal Water, Comcast, PG&E, SoCalGas, and T-Mobile showed decreases in percentages and dollars spent with LGBTBEs, while Charter, SDG&E, and SCE showed increases in both (see Tables 3, 1a, 1b, 8a, and 8b in Attachment A).

LGBTBE 2019 and 2020 Spend Comparison



Small Utilities Procurement Results

The small utilities represent approximately 2.3 percent (\$888.6 million) of the total procurement reported by all the utilities in 2020 (the combined large and small utilities total procurement in 2020 is \$38.9 billion). The small utilities that report under the GO 156 program are:

- AT&T Long Distance
- California American Water Company (Cal Am Water)
- Golden State Water Company (Golden State Water)
- Horizon West Transmission, LLC (Horizon West)⁴¹
- Liberty Utilities Corp. - Park Water and Apple Valley Ranchos (Park & Apple Valley Water)
- Liberty Utilities, LLC – CalPeco Electric (Liberty CalPeco)

⁴¹ Horizon West Transmission, LLC submitted its first GO 156 report in March 2020 due to the company's affiliation with Trans Bay Cable, LLC.

- Pacific Power (PacifiCorp)
- San Gabriel Valley Water Company (San Gabriel Valley)
- San Jose Water Company (San Jose Water)
- Southwest Gas
- Suburban Water Systems (Suburban Water)
- U.S. TelePacific Communications (TelePacific)
- Trans Bay Cable, LLC (Trans Bay Cable)
- Wild Goose Storage, LLC (Wild Goose)

In 2020, the small utilities, in aggregate, procured \$294.2 million from diverse suppliers, showing a significant increase of 72.5 percent from \$170.5 million in 2019. For the first time, they procured more than 30 percent of their total procurement from diverse suppliers (33.1 percent).⁴² The small utilities, in aggregate, exceeded all GO 156 goals⁴³ (see Tables 3, 2a, and 2b in Attachment A).

From the small utilities, TelePacific, Trans Bay Cable, and Wild Goose did not meet the 21.5 percent goal in 2020. Compared to 2019, in 2020, Cal Am Water, Horizon West, Liberty CalPeco, PacifiCorp, San Gabriel Valley, San Jose Water, Suburban Water, and TelePacific improved their percentages of total spend with diverse suppliers.

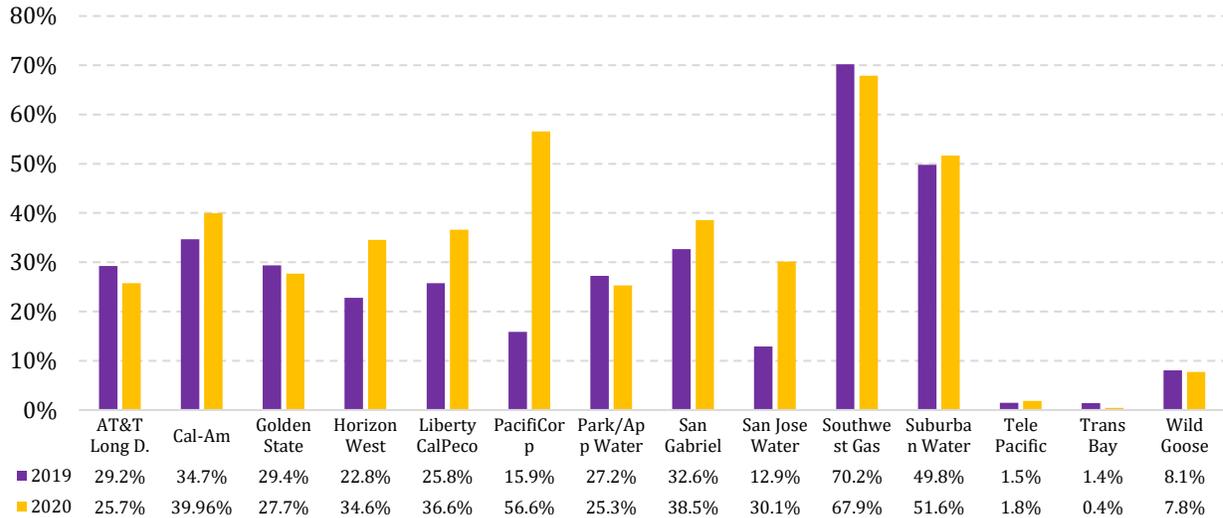
Southwest Gas spent the most percentage with diverse suppliers (67.9 percent), followed by PacifiCorp (56.6 percent), and Suburban Water (51.6 percent). Trans Bay Cable (0.4 percent), TelePacific (1.8 percent), and Wild Goose (7.8 percent) spent the least percentages with diverse suppliers.

Cal Am Water, Liberty CalPeco, PacifiCorp, San Gabriel Valley, San Jose Water, Suburban Water, and TelePacific reported increases in diverse spend dollars and percentages of total procurement, whereas Golden State Water, Park & Apple Valley Water, Trans Bay Cable, and Wild Goose experienced declines in both (see Tables 3, 2a, and 2b in Attachment A).

⁴² The numbers may not reflect the percentage increases due to rounding. See Attachment A for detailed utilities' diverse procurement data.

⁴³ Overall, 21.5%; MBE, 15%; WBE, 5%; and DVBE, 1.5% goals.

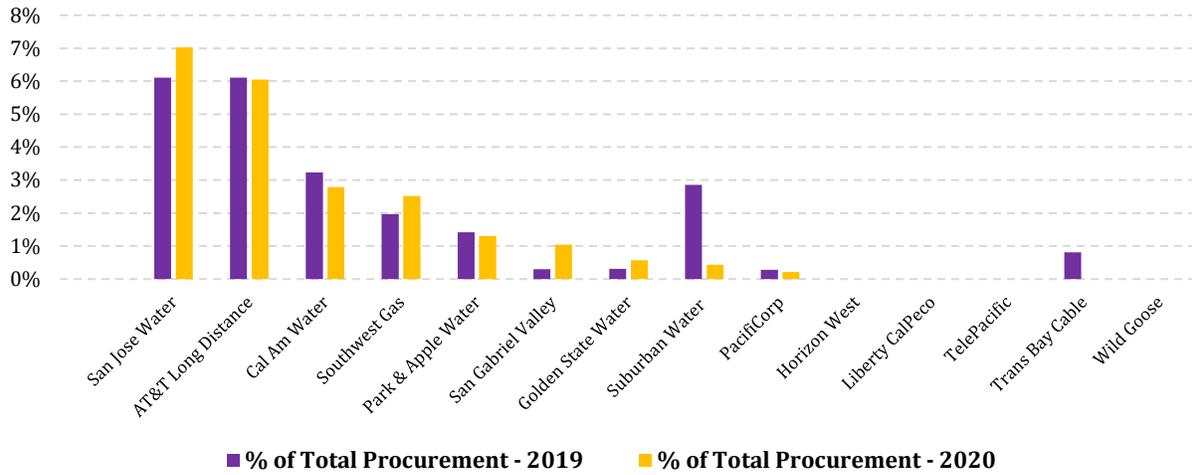
2019 and 2020 Small Utilities Diverse Spend Results



1. Small Utilities Diverse Subcontracting Procurement Results

In 2020, the small utilities' diverse subcontracting spend increased by 4.6 percent from \$16.1 million in 2019 to \$16.8 million. However, the percentage of total procurement decreased from 2.5 percent to 1.9 percent. All the small utilities, except for Horizon West, Liberty CalPeco, TelePacific, Trans Bay Cable, and Wild Goose, reported diverse subcontracting spend in 2020. Among the utilities, San Jose Water has the highest diverse subcontracting percentage of total procurement with 7 percent, followed by AT&T Long Distance (6 percent), and Cal Am Water (2.8 percent). PacifiCorp (0.2 percent), Suburban Water (0.4 percent), and Golden State Water (0.6 percent) reported the least diverse subcontracting percentages. Golden State Water, San Gabriel Valley, and Southwest Gas showed increases in spend dollars and percentages of total spend with diverse subcontractors. However, Cal Am Water, Park & Apple Valley Water, Suburban Water, and Trans Bay Cable reported decreases in both (see Table 11 in Attachment A).

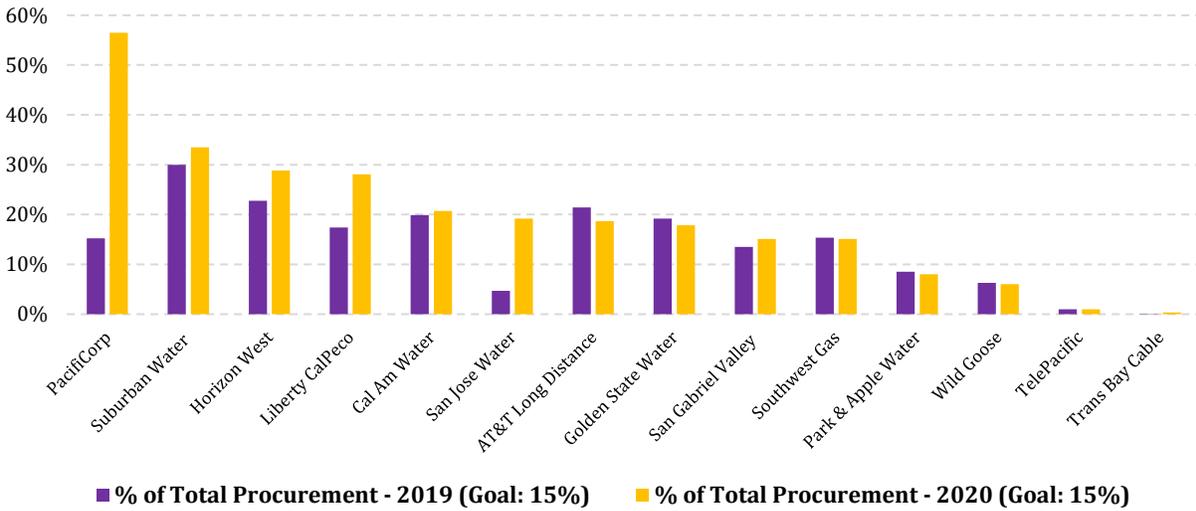
Diverse Subcontracting 2019 and 2020 Spend Comparison



2. Small Utilities MBE Procurement Results

The small utilities' MBE procurement increased significantly by 117.5 percent in 2020, from \$78.3 million in 2019 to \$170.3 million, with MBE percentage increase from 12.1 percent to 19.2 percent. All the small utilities except Park & Apple Valley Water, TelePacific, Transbay Cable, and Wild Goose, met the 15 percent MBE goal. PacifiCorp has the highest MBE percentage (56.5 percent), followed by Suburban Water (33.5 percent), and Horizon West (28.8 percent). Trans Bay Cable (0.35 percent) and TelePacific (0.96 percent) procured the lowest MBE percentages. Cal Am Water, Liberty CalPeco, PacifiCorp, San Jose Water, Suburban Water, and Transbay Cable reported increases in MBE procurement in dollars and percentages, while Golden State Water, Park & Apple Valley Water, and Wild Goose reported decreases in both (see Tables 3, 2a, and 2b in Attachment A).

MBE 2019 and 2020 Spend Comparison



In 2020, the small utilities spent 75.4 percent of their MBE procurement with HA⁴⁴ suppliers. Of the remaining MBE spend, 8.9 percent was with AA⁴⁵ suppliers, 8.8 percent with NA⁴⁶ suppliers, and 6.9 percent with APA⁴⁷ suppliers.⁴⁸ The small utilities in 2020:

- Increased their AA spend by 30.8 percent from \$11.5 million in 2019 to \$15.1 million. Horizon West, TelePacific, Transbay Cable, and Wild Goose did not procure from AA suppliers. Southwest Gas has the most AA percentage of total MBE spend (62.2 percent), while PacifiCorp procured less than 0.01 percent from AA suppliers. AT&T Long Distance, Golden State Water, Park & Apple Valley Water, San Gabriel Valley, Southwest Gas, Suburban Water increased their AA spend and percentages of total MBE spend, while Liberty CalPeco, PacifiCorp, and San Jose Water decreased in both.
- Increased their HA spend 202 percent, raising the dollar amount from \$42.5 million in 2019 to \$128 million. All of Horizon West’s MBE spend was with HA suppliers and PacifiCorp procured very close to a 100 percent from HA suppliers. Southwest Gas has the least HA percentage of total MBE at 22.2 percent. Cal Am Water, Liberty CalPeco, PacifiCorp, Park & Apple Valley Water, San Gabriel Valley, San Jose Water, Suburban Water, TelePacific, and Transbay Cable increased their HA spend and percentages of total MBE spend. Conversely, Golden State Water and Wild Goose declined in both.
- Decreased their APA spend by 7.8 percent from \$12.8 million in 2019 to \$11.8 million. Horizon West and PacifiCorp did not procure from APA suppliers. Transbay Cable, with 57.4 percent of MBE spend, has the highest percentage with

⁴⁴ Hispanic American

⁴⁵ African American

⁴⁶ Native American

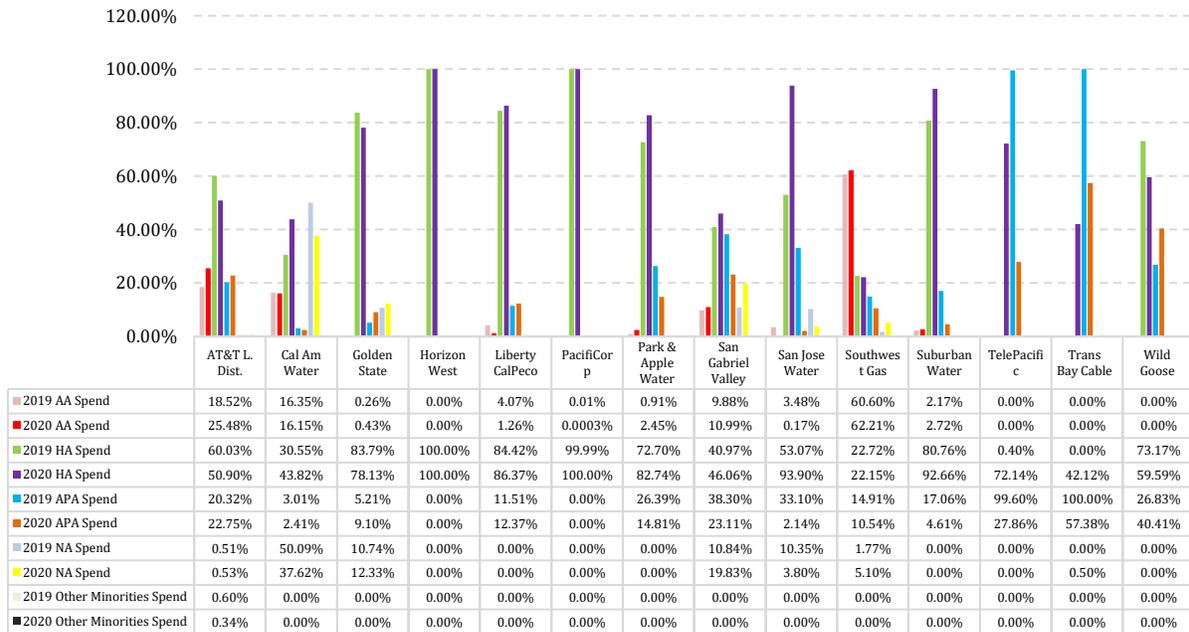
⁴⁷ Asian Pacific American

⁴⁸ For detail utility MBE procurement by ethnicity, see Tables 4a, 4b, 5a, and 5b in Attachment A.

APA suppliers. San Jose Water has the least with 2.1 percent. AT&T Long Distance, Golden State Water, Liberty CalPeco, and Wild Goose experienced increases in APA spend and percentages of total MBE spend, while Cal Am Water, Park & Apple Valley Water, San Gabriel Valley, San Jose Water, Southwest Gas, Suburban Water, and TelePacific decreased in both.

- Increased their NA spend by 30.9 from \$11.5 million in 2019 to \$15 million. Horizon West, Liberty CalPeco, PacifiCorp, Park & Apple Valley Water, Suburban Water, TelePacific, and Wild Goose did not procure from NA suppliers. Cal Am Water’s MBE spend was 37.6 percent with NA suppliers, achieving the highest percentage, while Transbay Cable procured the least at 0.50 percent. AT&T Long Distance, Golden State Water, San Gabriel Valley, Southwest Gas, and Transbay Cable increased their NA spend and percentages of total MBE procurements, while Cal Am Water decreased in both.

2019 and 2020 Small Utilities AA, HA, APA, and NA Percentages of Total MBE Spend Comparison

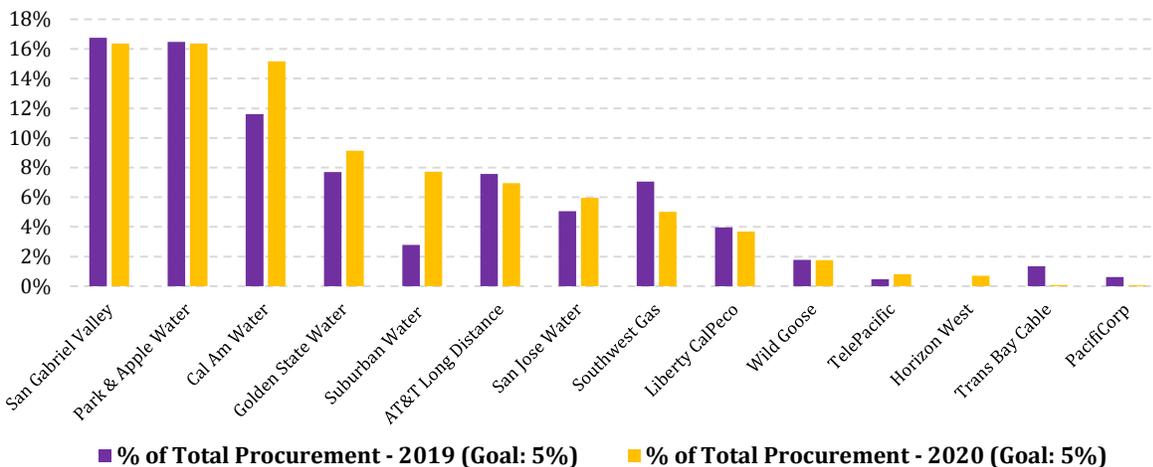


3. Small Utilities WBE Procurement Results

The small utilities’ procurement from WBEs increased by 40.4 percent from \$46 million (7.1 percent) in 2019 to \$64.5 million (7.3 percent) in 2020. Horizon West, Liberty CalPeco, PacifiCorp, TelePacific, Trans Bay Cable, and Wild Goose did not meet the WBE five percent goal in 2020. At 16.37 percent, San Gabriel Valley has the highest WBE percentage of total procurement, followed by Park Water & Apple Valley Water (16.36 percent), and Cal Am Water (15.2 percent). The utilities with the least percentages are PacifiCorp (0.06 percent) and Transbay Cable (0.09 percent). Cal Am Water, Golden State Water, Horizon West, Suburban Water, and TelePacific showed increases in WBE spend dollars and percentages,

while PacifiCorp, San Gabriel Valley, Southwest Gas, Transbay Cable, and Wild Goose reported decreases in both (see Tables 3, 2a, and 2b in Attachment A).

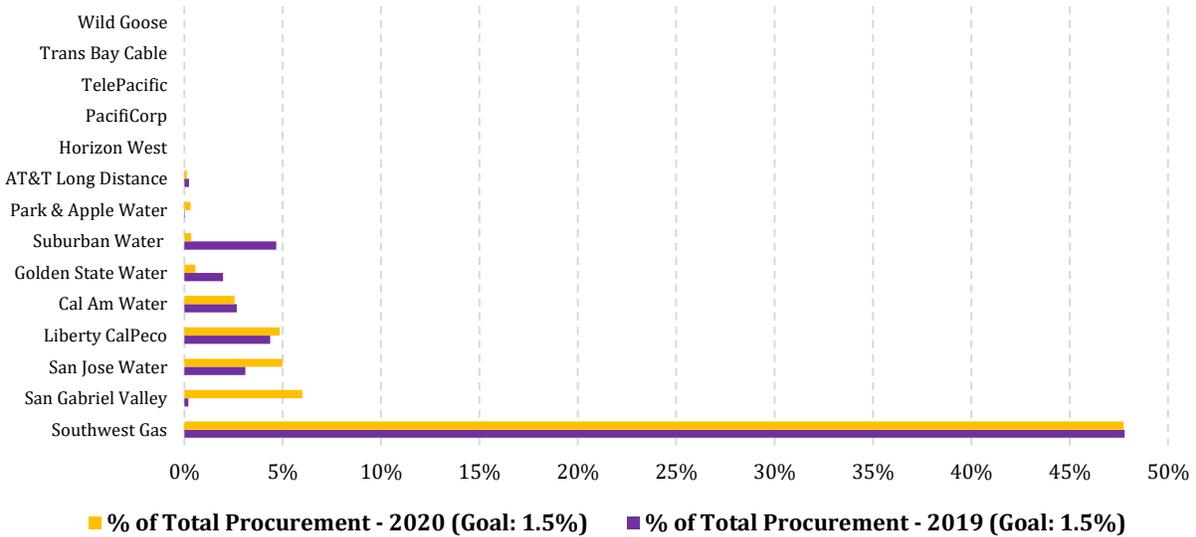
WBE 2019 and 2020 Spend Comparison



4. Small Utilities DVBE Procurement Results

The small utilities’ DVBE procurement increased by 33.4 percent, from \$39.8 million in 2019 to \$53 million in 2020; however, the percentage of total procurement decreased from 6.2 percent to 6 percent. Cal Am Water, Liberty CalPeco, San Gabriel Valley, San Jose Water, and Southwest Gas exceeded the 1.5 percent DVBE goal. Horizon West, PacifiCorp, TelePacific, Trans Bay Cable, and Wild Goose did not procure from DVBEs in 2020. Southwest Gas has the most percentage of total procurement at 47.7 percent, followed by San Gabriel Valley (6 percent), and San Jose Water (5 percent). AT&T Long Distance (0.13 percent), Park & Apple Valley Water (0.31 percent), and Suburban Water (0.34 percent) had the least DVBE percentages of total spend. Liberty CalPeco, Park & Apple Valley Water, San Gabriel Valley, and San Jose Water reported increases in DVBE spend dollars and percentages, whereas Golden State Water, and Suburban Water reported decreases in both (see Tables 3, 2a, 2b, 7a, and 7b in Attachment A).

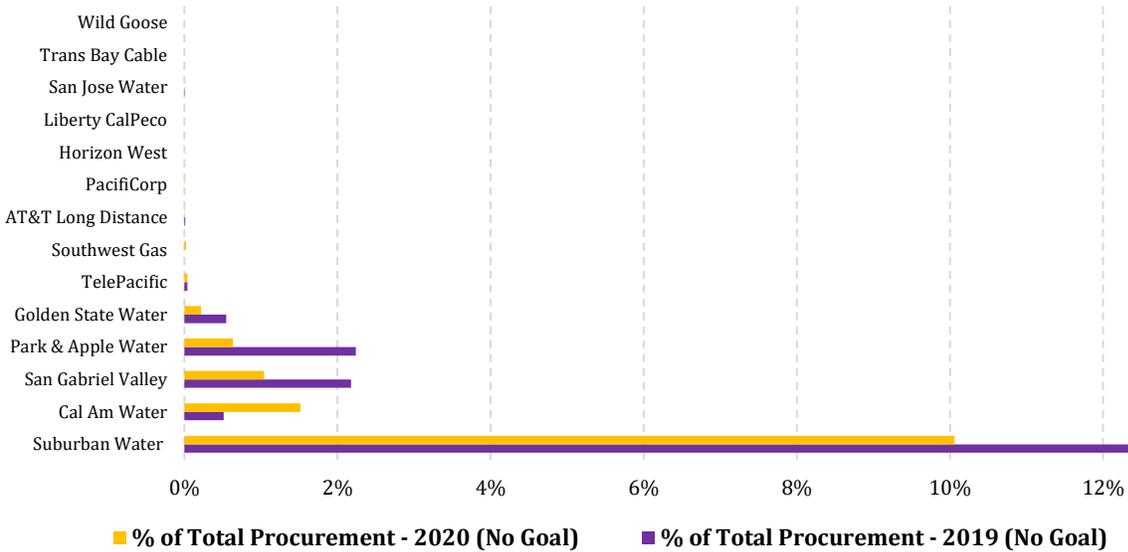
DVBE 2019 and 2020 Spend Comparison



5. Small Utilities LGBTBE Procurement Results

In 2020, the small utilities' LGBTBE spend decreased by 12 percent from \$6.5 million in 2019 to \$5.7 million. The percentage of total procurement decreased as well from one percent to 0.6 percent. Horizon West, Liberty CalPeco, San Jose Water, Trans Bay Cable, and Wild Goose did not procure from LGBTBEs in 2020. The utilities that procured the most percentages of total spend were Suburban Water (10.1 percent), Cal Am Water (1.5 percent), and San Gabriel Valley (one percent). Those who procured the least LGBTBE percentages are PacifiCorp (0.0002 percent), AT&T Long Distance (0.003 percent), and Southwest Gas (0.02 percent). Cal Am Water, PacifiCorp, Southwest Gas, and TelePacific reported increases in spend dollars and percentages with LGBTBEs, while AT&T Long Distance, Golden State Water, Park & Apple Valley Water, San Gabriel Valley, San Jose Water, and Suburban Water reported decreases in both (see Tables 3, 2a, 2b, 8a, and 8b in Attachment A).

LGBTBE 2019 and 2020 Spend Comparison



The large and small utilities 2019 and 2020 WMDVLGBTBE results comparison show that the small utilities had a successful year in 2020, achieving more than 30 percent diverse spend for the first time. All the small utilities met the overall 21.5 percent goal except for three utilities, whereas of the large utilities, seven did not meet this goal. The large utilities diverse spend and percentage declined in 2020, especially with MBEs and LGBTBEs. The small utilities also experienced decline in their LGBTBE spend; however, their MBE spend increased steeply. The large utilities, nevertheless, did improve their WBE and DVBE procurement, which was also true for the small utilities.

In 2020, both the large and small utilities engaged and procured from MBEs and WBEs. All the large utilities had transactions with DVBEs except for one utility, while five small utilities did not procure from DVBEs. Three large utilities and five small utilities did not have LGBTBE spend. Additionally, one large utility and five small utilities did not report their diverse subcontracting spend.

From the 13 large utilities, seven did not meet the MBE goal, three did not meet the WBE goal, and nine did not meet the DVBE goal. For the small utilities, out of the 14, four did not meet the MBE goal, six did not meet the WBE goal, and nine did not meet the DVBE goal.

The CPUC congratulates the small utilities for their progress in 2020 and encourages them to continue their commitments to supplier diversity and to stay vigilant to ensure a steady growth in WMDVLGBTBE inclusion. The CPUC will work with the large utilities to resolve issues with their MBE spend and ensure future MBE spend growth. The CPUC will also continue to engage the utilities, community-based organizations, and business organizations to reduce the on-going barriers relating to LGBTBE and DVBE inclusions in utility contracts.

2020 Utility Supplier Diversity Program Highlights

The global coronavirus (COVID-19) pandemic made 2020 a unique year that carried with it challenges and unexpected successes. Through the difficulties, the CPUC, the utilities, and the CCAs continued moving forward with their supplier diversity programs to include new approaches, especially in engagement and outreach strategies. Furthermore, the social unrest in 2020 prompted the utilities to institute measures to support and advance equity within their respective organizations, locally, and nationwide.

In 2020, the CPUC's Utility Supplier Diversity Program staff conducted various outreach activities to promote GO 156, supervised the Supplier Clearinghouse, and provided guidance to utilities and CCAs. Staff reviewed the utilities' GO 156 reports and held meetings with each utility to discuss their 2019 performance and 2020 plans. Furthermore, staff participated in the Joint Utilities⁴⁹ quarterly meetings, virtually, to discuss the Supplier Clearinghouse performance and supplier diversity best practices and solutions.

Since SB 255 came into effect in January 2020, the CPUC's Utility Supplier Diversity Program staff assisted the mandated CCAs in establishing their individual supplier diversity program as provided in PU Code Section 366.2 (m). Staff also hosted meetings and provided templates to ensure accurate and consistent supplier diversity reporting. Based on the CPUC guidance, the CCAs submitted their first supplier diversity performance reports and plans in March 2021.

Due to the pandemic, CPUC staff worked virtually with community-based organizations (CBO), chambers of commerce, diverse communities, and other business organizations to provide education on the benefits of GO 156 and to increase the number of available diverse suppliers in the Supplier Clearinghouse database, especially in those product/service categories utilities find challenging. Finally, to advance the CPUC's commitment to Environmental and Social Justice (ESJ) communities as reiterated in the CPUC ESJ Action Plan,⁵⁰ staff developed strategies to promote economic opportunities in ESJ communities through utility supplier diversity programs.

The CPUC and the utilities made the following advancements in their supplier diversity programs in 2020.

1. Accomplished successes in 2020 despite COVID-19 pandemic disruptions.

The COVID-19 pandemic and the resulting "shelter-in-place" orders disrupted many lives and business operations. The CPUC's and the utilities' engagement and outreach activities were also impacted as a result. However, the CPUC and the utilities continued to work from home and pivoted to using virtual platforms to conduct educational workshops and presentations; participate in engagement and networking activities; set-up virtual meet and greets; as well as participate in various supplier diversity related events. These virtual

⁴⁹ The utilities that participate in the GO 156 program.

⁵⁰ <https://www.cpuc.ca.gov/esjactionplan/>

events had more participants and attendees than in-person meetings, as observed by the utilities and the CPUC staff, providing a successful solution to the disruption.

For many utilities, the pandemic added new opportunities for diverse suppliers, particularly in areas relating to personal protective equipment (PPE) purchases, janitorial services, and safety related acquisitions. The utilities reported that the diverse suppliers were nimble and quick to supply the high demand of safety gear and equipment needed to protect against the pandemic. Below are some examples of successes in 2020:

- Fourteen CCAs established and implemented their individual supplier diversity programs.
- The CPUC, in collaboration with the utilities, organized a two-day virtual business expo through the Whova virtual event platform.⁵¹ The expo featured 49 exhibitors representing utilities, public agencies, resource centers, business organizations, and prime contractors; four workshops that discussed opportunities with utilities and California state agencies; and networking opportunities. The expo attracted more than 900 attendees.
- The CPUC's Utility Supplier Diversity Program staff participated in more than 40 virtual events (conferences, workshops, webinars, expos, panel discussions, etc.) throughout California organized by CBOs, utilities, business organizations, public agencies, chambers of commerce, and other entities to publicize GO 156 as well as encourage the inclusion of small and diverse businesses in utility and public agency supply chains.
- T-Mobile successfully integrated Sprint's Supplier Diversity Program after the merger of the two companies in 2020.
- San Gabriel Valley met all GO 156 goals for the first time.
- San Jose Water showed substantial progress in procuring from diverse suppliers, surpassing all GO 156 goals.
- Cox recorded an additional \$6.1 million in diverse subcontracting spend from suppliers that have never reported before.
- The small utilities, jointly, significantly increased their procurement with diverse suppliers by spending 72.5 percent more compared to their 2019 diverse spend, with a percentage of total procurement increase from 26.4 percent to 33.1 percent.
- In PG&E's response efforts to the pandemic, diverse suppliers delivered masks, hand sanitizers, cots, and other supplies and quickly set-up command centers where volunteers could safely sequester.
- Cox's DVBE spend grew 749 percent because of its PPE sourcing from a DVBE.
- Golden State Water established a supplier diversity program for its former subsidiary, Bear Valley Electric Services, Inc. (Bear Valley), and became effective in July 2020. Bear Valley will submit its 2021 supplier diversity report to the CPUC in March 2022.
- Park & Apple Valley Water reported that its parent company, Algonquin Power and Utilities Corporation, established and started a company-wide supplier diversity policy and program in 2020.

⁵¹ www.whova.com

2. Held public workshops to discuss the establishment of a goal for the LGBTBE category.

In 2020, the Joint Utilities organized public workshops to discuss the establishment of a meaningful aspirational spend goal for LGBTBE category as required by GO 156 Section 8.3.6.⁵² The workshops included representatives from LGBT advocacy groups, chambers of commerce, CBOs, business organizations, and other stakeholders. In December 2020, the Joint Utilities submitted a report recommending for the CPUC's review a numerically based percentage goal of 0.5 percent. To incorporate SB 255's amendments and to review the recommended numerical goal for LGBTBE spend, the CPUC opened a proceeding to modify and update the current GO 156.⁵³

3. Implemented new Diversity and Inclusion initiatives.

In 2020, social justice and inequality issues assumed prominence, which some utilities took note of and established programs of diversity, equity, and inclusion in every aspect of their organizations. The utilities reported developing strategies, setting goals, and allocating resources to address issues of diversity, equity, and inclusion that also extended into their supplier diversity programs. Some examples of these actions reported by the utilities are:

- Cal Am Water made inclusion and diversity milestones and criteria part of its senior executives' annual goals.
- Comcast developed a multi-year plan to allocate \$100 million to fight injustice and inequality against any race, ethnicity, gender identity, sexual orientation, or ability and established a Diversity, Equity, and Inclusion Day internally.
- T-Mobile developed an Equity in Action Plan to advance diversity, equity, and inclusion in all aspects of its business, including supplier diversity. The Plan also includes specific commitments to California in partnership with the National Diversity Coalition.⁵⁴
- San Jose Water is in the process of forming a National Diversity, Equity & Inclusion Council to advise, empower, and advocate for diversity, equity, and inclusion across the company and communities.

⁵² GO 156 Section 8.3.6: "By January 1, 2021, the utilities shall hold a public workshop and based thereon file a joint report and recommendation for the Commission's review of whether the Commission should, going forward, set a numerically-based percentage target goal, as appropriate, for LGBTBE procurement and seek relief, if appropriate, from the requirement to annually report on the non-numerically-based targets and goals..."

⁵³ *Order Instituting Rulemaking to Revise General Order 156 to Include Certain Electric Service Providers and Community Choice Aggregators and Encourage Voluntary Participation by Other Non-Utility Entities Pursuant to Senate Bill 255; Consider LGBT Business Enterprise Voluntary Target Procurement Percentage Goals; Incorporate Disabled Business Enterprises; Modify the Required Reports and Audits; and Update Other Related Matters*, Rulemaking 21-03-010, (March 18, 2021).

⁵⁴ T-Mobile entered a California-focused Memorandum of Understanding (MOU) with the National Diversity Coalition to improve diversity within the company. The MOU addresses corporate governance; workforce recruitment and retention; procurement and entrepreneurship; wireless services for low-income consumers; and philanthropy and community investment.

- AT&T⁵⁵ tracked supplier metrics on workforce diversity and inclusion as well as diverse job creation.

4. Established supplier diversity procurement policies, manuals, and goals.

Some utilities created and/or implemented a procurement policy that incorporates supplier diversity. Others revised or updated their already existing policies. Having a procurement policy or manual ensures the consideration of diverse suppliers during the procurement process. The policies usually provide guidance, roles, and responsibilities, as well as set requirements and goals for supplier diversity. In 2020, the following utilities reported progress in their supplier diversity policies, manuals, or goals:

- Cal Am Water created a new Supplier Diversity Reference Manual to guide employees.
- T-Mobile developed a Supplier Diversity Policy Statement to increase internal awareness of supplier diversity and to generate increased engagement with diverse suppliers. The Statement lays out a corporate-wide supplier goal and aligned accountability with each major T-Mobile business unit.
- SDG&E, SoCalGas, and Southwest Gas established an internal LGBTBE goal of 0.5 percent.
- Cox has committed to spend \$1 billion with diverse suppliers nationwide by 2026.
- Charter is working towards a long-term goal of 20.3 percent diverse spend in California.
- Cal Water's supplier diversity policy that requires the participation of diverse suppliers in competitive bids supported the growth of 30 suppliers that resulted in \$4.9 million in expenditures.

5. Expanded internal supplier diversity tools.

The renewed commitment to diversity and inclusion in 2020 resulted in more leadership engagement, policy development, target setting, and resource allocation in diversity programs, including supplier diversity. The following are some of the new expansions the utilities reported implementing internally to enhance their supplier diversity programs:

- Cal Am Water adopted a new Supplier Diversity Contact Solicitation Practice in 2020 that increases procurement team members' accountability.
- Golden State Water created a digitized Supplier Diversity Registration Portal that is more accessible to diverse suppliers and has metrics capabilities.
- San Gabriel Valley implemented a new electronic business system called Infor that allows the company to enhance its inventory database, purchasing system, maintenance of documents and contracts, supplier diversity spend tracking, etc.
- San Jose Water is establishing a corporate Key Performance Indicator (KPI) for supplier diversity.

⁵⁵ AT&T's Global Supply Chain administers the Supplier Diversity program for all AT&T subsidiaries: AT&T CA, AT&T Corp, AT&T Mobility, and AT&T Long Distance.

6. Developed measures for prime contractors to increase utilization of diverse subcontractors and include technical assistance and capacity building programs in their supplier diversity activities.

The utilities continued to implement various measures to encourage and engage prime contractors to strengthen their diverse subcontracting procurement in 2020. Utilities monitored prime contractor performances, identified those underperforming against their goals, and provided guidance. They also provided trainings and developed manuals to communicate the best practices for prime contractors to excel in their endeavors; for example, establishing supplier diversity plans, performance goals, tracking and reporting systems, as well as mentorship and other educational programs. Some utilities included mandatory diverse subcontracting spend languages in contracts with prime contractors. The following are some examples of the measures the utilities executed in 2020:

- Cal Am launched its Partnering Forward for Success Program through which Cal Am's prime contractors mentor diverse suppliers.
- CenturyLink established a nationwide Federal Small and Diverse Business Subcontracting Plan.
- Cox's subcontracting policy may require a prime contractor to use reasonable efforts to direct as much as 21 percent of the total contract spend to economically disadvantaged and diverse suppliers.
- San Jose Water's construction/engineering bid opportunities require 25 percent diverse subcontracting spend.
- Suburban Water made diverse subcontracting a requirement in its contracts with prime contractors. The contracts are not considered completed until Suburban Water receives the diverse subcontracting spend reports.
- Verizon includes supplier diversity language in its contracts that require prime contractors to commit to a percentage of spend with diverse subcontractors and achieve improvement in spend year-over-year.
- T-Mobile developed a Supplier Code of Conduct that communicates to prime contractors the expectation to use diverse suppliers for subcontracting opportunities.

7. Provided technical assistance and capacity building opportunities.

Through virtual platforms, the utilities continued to administer their technical assistance⁵⁶ and capacity building⁵⁷ programs in 2020. They conducted educational workshops and presentations; supported and built relationships with business organizations and associations; and provided sponsorships and scholarships. The utilities, independently or

⁵⁶ Technical Assistance: a development program that addresses how to get certified as a WMDVLGBTBE and technically informs about an industry and bid process for a business to become competitive. The program includes basic financial, marketing, and business skills.

⁵⁷ Capacity Building: a development program that provides a qualified business that is poised to expand its capacity through access to larger or unbundled contracts, advanced business and management skills, acquisition of the International Organization for Standardization certification, and/or external networking.

in collaboration with educational institutions, CBOs, and other business organizations, provided diverse suppliers with various educational opportunities to elevate their value and increase their competitiveness.

The topics typically covered by the utilities' technical assistance and capacity building programs include cybersecurity, safety, sustainability, business resiliency, access to capital, business growth strategies, risk analysis and mitigation, adopting to future trends, supplier code of conduct, how to participate in strategic sourcing, etc. The trainings equip diverse suppliers with the fundamentals on how to align their businesses with utility requirements, standards, and current industry trends. Some of the training highlights reported by the utilities are:

- Frontier organized one of the first series of virtual workshops, in collaboration with other utilities and resource centers, to provide immediate educational support to diverse suppliers at the start of the COVID-19 pandemic.
- California Water Association (CWA)⁵⁸ provided its Water Acumen Training for Entrepreneurship Refinement (W.A.T.E.R.) capacity building program virtually.
- AT&T successfully moved its Business Growth Acceleration Program (BGAP), AT&T's national mentorship and education program, to a virtual setting. 10 percent of the attendees were diverse suppliers located in California.
- PG&E began developing a new online learning management tool to formalize its technical assistance program training, both instructor-led and on demand.
- SCE offered its Entrepreneurial Development, Growth, and Education (EDGE) program virtually, to help small and diverse businesses build capacity, grow capabilities, and become more competitive in the marketplace.
- SoCalGas provided invoice processing education virtually, to minimize delayed payments.
- The new virtual environment allowed Cox to expand its small business leadership academy and award 73 percent more scholarships.

8. Established programs to support small businesses.

Some utilities continued to support small businesses through programs established in the past while others developed new programs in response to the COVID-19 pandemic and the social justice issues in 2020. Below are some of the programs established to sustain the health and development of small businesses:

- Comcast created a program called Comcast RISE (Representation, Investment, Strength, and Empowerment) to support small businesses owned by black, indigenous and people of color (BIPOC). The program provides benefits that include

⁵⁸ California Water Association is a trade organization representing investor-owned water companies regulated by the CPUC and provides a forum for sharing best management practices; a means of promoting sound water policy; and opportunities for educating the public on the protection and efficient use of water resources. Through CWA, water utilities work collaboratively to identify and share best practices on supplier diversity to encourage opportunities and minimize barriers to WMDVLGBTBE procurements.

marketing consulting service, media, creative production, technology makeover, or monetary grant.

- T-Mobile developed and launched its Magenta Edge Program in 2021 to support black-owned small businesses by offering free educational programs on subjects such as best practices for entrepreneurs while addressing systemic barriers to success. The program has plans to add resources in the coming years.
- SDG&E supported small businesses severely impacted by the COVID-19 pandemic through educational webinars and a buy local campaign as well as by distributing PPEs and other supplies.
- Verizon’s “Business for All” platform issued \$10,000 grants to small and diverse businesses to help them keep their operations running.
- The utilities ensured timely payments to small and diverse businesses to reduce cash flow issues during the COVID-19 pandemic.

The utilities’ programs and activities demonstrate supplier diversity best practices. The CPUC acknowledges the advancements made thus far in WMDVLGBTBE procurement and the progress achieved in fostering diverse suppliers. The CPUC is fully invested in the Utility Supplier Diversity Program and will continue to explore the landscape to develop solutions-based guidance for a sustained inclusion of diverse suppliers in utility procurement for a better California economy as envisioned by GO 156.

2020 Utility Supplier Diversity Program Challenges

In 2020, in addition to COVID-19 pandemic disruptions, the utilities faced on-going roadblocks to their supplier diversity programs arising from market conditions, the nature of utility operations, organization structure, strategy of doing business, etc. The CPUC’s Utility Supplier Diversity Program and the utilities note the following barriers in 2020:

1. COVID-19 pandemic.

The COVID-19 pandemic required the utilities to adopt alternate approaches to implement their supplier diversity programs safely. Due to the “shelter-in-place” orders and other measures to curb the pandemic, the utilities outreach, mentoring, capacity building, and networking activities were impacted. Using technology, however, the utilities were able to mitigate most of the impact. Below are some of the issues utilities reported in relation to the pandemic:

- Certain diverse suppliers restricted their operations to emergency projects only, limiting engagement and contracting opportunities.
- Certain utilities suspended some of their operations and capital projects that may have reduced available utility contracts.
- The absence of in-person engagement impacted utilities ability to sufficiently assess and understand new approaches and challenges.

- The shift in how business is conducted affected Charter’s diverse spend in 2020. Customers choosing to utilize self-installation kits for their broadband services rather than professional installation services contributed to a decrease in their diverse spend.

2. Organization barriers to supplier diversity.

Since utilities are looking for the most cost-effective approach that maximizes efficiency, sometimes the way they do business is not conducive for the inclusion of diverse suppliers. Some of the organization barriers are:

- Centralized procurement system.
- Unfavorable terms and conditions, especially relating to payment terms.
- Cost-reduction efforts that consolidate contracts, limiting contracting opportunities.
- Use of proprietary technologies that offer no opportunities for diverse suppliers.
- Limited presence and narrow scope of operations in California.
- Few to no contracting opportunities in geographic areas where a utility has limited or no infrastructure and/or operations, such as the Central Valley.
- Antiquated technologies to track and report diverse spend data accurately.

3. Challenging for diverse suppliers to meet utilities’ minimum standards and requirements.

In contracting, utilities are not flexible when it comes to certain standards and requirements, especially those relating to safety, security, and risk management. Complying with these standards and requirements may involve capital and technical expertise that could be burdensome for diverse suppliers. Therefore, diverse suppliers may find it challenging to compete for utility contracts. Some examples noted by the utilities regarding this issue are:

- The rising wildfire insurance costs impacted SCE’s Supplier Diversity Program efforts and results. Without the insurance costs,⁵⁹ SCE’s WMDVLGBTBE procurement result would have been more than 40 percent.
- Cal Water had to sever ties with diverse suppliers due to safety issues and business practice disagreements.
- Construction companies must have initial investments in infrastructure and processes before they can handle Comcast’s contracts. Comcast requires construction contractors to have the capacity to coordinate shipping and receiving of materials since Comcast purchases all the materials contractors need for expansions and upgrades to ensure consistent quality. The contractors are also subjected to frequent audits.

⁵⁹ High wildfire insurance premiums pose significant challenges to diverse suppliers. Diverse suppliers have difficulty participating in utility contracting opportunities because bonding is financially unattainable. Diverse suppliers who have successfully worked in this space in the past are not willing to participate again due to the high wildfire insurance premiums.

4. Difficulty identifying competitive diverse suppliers.

The utilities continued to express concerns about the availability of qualified diverse suppliers with the prerequisite technical expertise, especially in the DVBE and LGBTBE categories. Even if diverse suppliers are available, some utilities state that the majority do not meet the utilities' needs in scale and scope, and they are financially vulnerable without adequate access to capital to effectively compete for utility contracts. Furthermore, market changes and emerging technologies are eroding the competitiveness of diverse suppliers. Some examples the utilities listed are:

- Water utilities struggle to identify diverse suppliers in water treatment processing and water industry related engineering and construction.
- Communications companies continue to struggle to diversify their handsets and network equipment procurement due to the absence of diverse Original Equipment Manufacturers (OEM). Progress towards building subcontracting spend in this category is proving to be challenging as the OEMs are multinational companies that require engagement at the most senior executive level to effect change
 - AT&T's diverse spend continues to be hampered by purchases of wireless devices that are designed, developed, and manufactured outside of the U.S. and have controlled, limited, and non-diverse distribution channels that are out of AT&T's control.
 - T-Mobile continues to have similar challenges as AT&T and recommends the exclusion of handset and SIM card spend from net procurement for GO 156 reporting purpose.
- Some diverse suppliers are not willing to obtain Supplier Clearinghouse certifications or are uncomfortable certifying in certain diverse categories.
- Trans Bay Cable saw several diverse suppliers decline to participate in their request for proposal process.

5. Losing an established relationship and spend with a diverse supplier due to acquisition.

For utilities, it may take time and resources to identify a diverse supplier, establish a business relationship, and bring the supplier onboard. This diverse supplier may have also come onboard with a multi-year utility contract. Therefore, when the supplier is acquired by a non-diverse business and no longer meets the Supplier Clearinghouse certification requirements, it is not easy for the utilities to replace the lost diverse spend in the short-term. For example, one of Cal Water's long-term WBE contractor was acquired by a non-diverse Information Technology (IT) firm, resulting in the loss of more than \$400,000 in WBE spend.

6. Diverse suppliers lacking a succession plan.

Utilities lose diverse spend when a diverse business owner retires or passes on without a succession plan in place that ensures the continuity and stability of the business.

To encourage greater economic opportunity for WMDVLGBTBEs, and to realize the vision of an inclusive economy, the CPUC is working with the utilities, CBOs, and business organizations for solutions to alleviate supplier diversity barriers. The CPUC will also continue to assess industry and market trends to anticipate future GO 156 roadblocks.

2020 Utility Supplier Diversity Program Other Activities

CPUC's 2020 Annual En Banc: Public Hearing on GO 156 Program

GO 156, Section 11.3, requires the CPUC to hold an annual event (En Banc) to provide utilities, CBOs, and the public the opportunity to share ideas and offer recommendations to strengthen the progress of GO 156. The hearing examines the utilities' and CPUC's supplier diversity program practices, encourages transparency, and identifies present and future supplier diversity program development issues to discuss solutions.

On September 29, 2020, the CPUC held its 17th En Banc entitled, "Generating Economic Success During Uncertain Economic Times," to reflect the economic hardships businesses have been facing during these times of COVID-19 pandemic. Due to the pandemic, the En Banc was moved to a virtual setting with the five CPUC Commissioners in attendance. The En Banc discussions centered around contracting opportunities and challenges during the COVID-19 crisis, supplier diversity best practices for prime contractors, and inclusion of supplier diversity strategies in company's reorganization and acquisition plans.

Although the Honorable Gwen Moore,⁶⁰ the visionary of GO 156, normally joined the CPUC Commissioners on the dais at GO 156 En Bancs and participated in the discussions, the Honorable Gwen Moore passed away in August 2020 and her presence was deeply missed. She will always be remembered as the pioneer of supplier diversity and the architect of GO 156.

During the En Banc, the CPUC's Utility Supplier Diversity Program Manager presented a summary of the utilities' 2019 performances and highlighted the 2020 GO 156 report to the Legislature. The CPUC's Commissioners heard from utility executives, non-utilities, new entrants to the energy market, as well as representatives from CBOs who are actively involved in supplier diversity initiatives. Highlights from the event include:

1. Contracting opportunities and challenges during the COVID-19 pandemic.

- Capital constraints are affecting the sustainability of diverse suppliers.
- Rising wildfire insurance premium is increasingly becoming a barrier for diverse suppliers to compete for utility vegetation management contracts.
- The digital divide is still an issue in rural and tribal areas that hinders access to opportunities.

⁶⁰ Former California State Assemblywoman who served from 1978 until 1994, representing the 49th District.

- Chambers of commerce, CBOs, and business associations helped diverse businesses establish and build relationships with utilities and provided virtual capacity building trainings for diverse suppliers to meet utility's requirements and scopes of work.
- More contracting opportunities should be available for diverse suppliers in the professional, legal, and financial services fields.
- More funding is needed to develop pipelines of future diverse suppliers especially in emerging technologies.
- The National Utilities Diversity Council (NUDC) has developed toolkits to assist in workforce and supplier diversity efforts; the toolkits are found on their website. They also provide free webinars on various topics related to diversity.
- There should be increased focus on local contracting to serve local communities and to keep the money in California.
- Diverse small businesses require significant ongoing technical assistance and capacity building to participate in utility contracts directly or as a subcontractor.
- Utilities should make trainings accessible to local and rural communities.
- Areas relating to emerging technologies usually lack diversity and require additional resources and efforts to ensure the inclusion of diverse suppliers.

2. *Supplier diversity best practices for prime contractors to grow diverse subcontracting.*

- Develop a strong business by hiring dynamic and capable staff.
- Invest time to build relationships with diverse suppliers.
- Allocate adequate resources for a robust supplier diversity program.
- Stay vigilant to identify ways to improve.
- Be adoptable to mitigate issues.
- Add consequences for not including diverse subcontractors in utility contracts.

3. *Supplier diversity strategies for new entrants, and during reorganizations, and acquisitions.*

- Develop plans to improve diversity in every aspect of a company's operations and work closely with local communities.
- T-Mobile is leveraging the expertise of Sprint's successful Supplier Diversity Program and adopting its best practices. T-Mobile is also taking advice from California community leaders.
- CCAs are committed to supplier diversity; however, Proposition 209 hinders them from fully implementing GO 156, they report. Despite this challenge, CCAs are ramping up their programs around this limitation and submitted their first report in March 2021.

The En Banc concluded successfully with the Commissioners acknowledging the utilities and other stakeholders' efforts and successes. They stressed the importance of finding solutions for barriers that curtail diverse suppliers' participation, such as high insurance premium. They also encouraged the utilities to expand contracting opportunities in geographic areas

in California where utility spend is limited, as well as in professional, legal, and financial services categories.

Economic Opportunities in Environmental and Social Justice Communities Analysis

In 2019, the CPUC adopted an Environmental and Social Justice (ESJ) Action Plan to utilize its regulatory authority to address health and safety, consumer protection, and enforcement concerns within the sphere of regulated utilities, railroads, and transportation companies.⁶¹ Towards this end, the ESJ Action Plan established nine goals, covering all sectors the CPUC regulates.

Goal seven of the ESJ Action Plan promotes economic opportunities in ESJ communities. For more than 30 years, GO 156, through the Utility Supplier Diversity Program, has promoted and improved economic opportunities for diverse suppliers by diversifying utilities' procurement activities. As such, it is one of CPUC's ideal programs to utilize to extend economic benefits to ESJ communities; at a minimum, to diverse suppliers located in ESJ communities. Before embarking on such efforts, the CPUC's Utility Supplier Diversity Program staff analyzed the existing landscape to set a baseline from which to work. Staff developed a paper to quantify and understand the utilities' diverse spend in and engagement of ESJ communities by looking at their 2019 WMDVLGBTBE data, outreach activities, and business development programs.⁶²

The analyses show that in 2019:

- The utilities spent 47.5 percent of their diverse spend in ESJ communities.
 - Energy utilities - 49 percent.
 - Communications companies - 41.7 percent.
 - Water utilities - 51.7 percent.
- 100 percent of the utilities' diverse spend in areas relating to cloth, passenger transportation, water transportation, general merchandisers and food, insurance, investment, lodging and safety, was in ESJ communities.
- 42.2 percent of certified diverse suppliers in the Supplier Clearinghouse are in ESJ communities.
- The utilities are engaging ESJ communities through their outreach, training, and capacity building programs.
- The utilities are working with various chambers of commerce, business associations, and other organizations that represent and advocate for diverse suppliers and communities.
- Utilities' diverse spend is concentrated in the Bay Area and Sacramento areas in the North, and Los Angeles and San Diego areas in the South.
- ESJ communities in the Central Valley received limited utility diverse spend.

⁶¹ www.cpuc.ca.gov/ESJactionplan

⁶² The full paper: [Economic Opportunities in Environmental and Social Justice Communities](#)

The utilities are spending in ESJ communities, conducting outreach activities, and providing educational opportunities. Moving forward, to ensure the continued and increased inclusion of ESJ communities in utility procurement and supplier diversity program as envisioned by the CPUC's ESJ Action Plan, the CPUC's Utility Supplier Diversity Program will encourage and work with the utilities to develop deliberate strategies that target ESJ communities and metrics to measure progress.

Subcontracting

GO 156, Section 6.3 expects “[e]ach utility to establish and maintain a subcontracting program for the purpose of encouraging its prime contractors to utilize WMDVLGBTBE subcontractors.” In compliance, the utilities have instituted a subcontracting program, through which they work with their prime contractors to develop plans and goals to increase the utilization of diverse subcontractors.

As utilities continue to strategically source⁶³ contracts to large prime contractors, who are often non-diverse businesses, diverse subcontracting has become a key area to foster for a sustained inclusion of diverse suppliers. CBOs, small- and mid-sized diverse suppliers, and the CPUC Commissioners continue to highlight the importance of subcontracting opportunities.

To ensure inclusion, the utilities are adding contract language that encourages, and in some cases, mandates diverse subcontracting. The utilities also encourage their prime contractors to improve their supplier diversity programs by establishing prompt payment practices, providing education and mentorship, and embedding diverse subcontractors into their core businesses.

A robust subcontracting program provides the opportunity for all sized diverse suppliers to have access to utility contracts and help them grow in scale and technical knowledge. As a result, the program has seen successes where diverse subcontractors developed to become one of the utilities direct suppliers and/or prime contractors.

To strengthen their subcontracting programs, the utilities implemented various strategies in 2020. Below are some of the activities indicated in their GO 156 reports:

- Included diverse subcontracting language or clause in their procurement agreements or contracts with prime contractors that range from voluntary to mandatory inclusion of diverse subcontractors.
- Encouraged and mentored prime contractors to establish and implement a supplier diversity program with plans and specific performance goals that includes diverse suppliers' education and development, diverse spend tracking and reporting, as well as outreach.

⁶³ To reduce cost and improve efficiency, utilities are moving more and more towards consolidating contracts and awarding one master contract to a prime contractor.

- Enhanced their diverse subcontracting reporting process and technology.
- Assigned staff and made tools, resources, and trainings available to support prime contractors.
- Organized and created opportunities for prime contractors to engage with diverse suppliers such as workshops, conferences, networking events, and matchmaking software.
- Recognized and awarded prime contractors for their efforts and successes in supplier diversity.
- Continued to audit diverse subcontracting spend to ensure quality and accuracy.
- One utility developed a process to track Tier III spend.⁶⁴

**2016 - 2020
Diverse Subcontracting Spend Comparison**



In the last five years, as the graph above shows, the utilities’ diverse subcontracting spend has stabilized around \$2 billion. The utilities have increased the spend by 12.1 percent between 2016 and 2020. CPUC staff encourages the utilities to continue developing best practices and strategies that will progress further their subcontracting programs.

Underutilized Categories

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

⁶⁴ Amount paid to a diverse supplier that is contracted by a subcontractor of a utility prime contractor.

1. Legal Services

In 2020, the utilities aggregate diverse legal spend decreased 12.2 percent from \$32.3 million in 2019 to \$28.4 million.⁶⁵ The diverse percentage declined as well from 16.7 percent to 9.7 percent. PG&E spent 17.9 percent with WMDVLGBTBEs, reaching the highest percentage in 2020, followed by SDG&E (14.7 percent) and SCE (12.6 percent). Golden State Water and San Gabriel Valley increased their diverse legal dollars and percentages in 2020 compared to 2019, while AT&T, Cal Water, PG&E, Park & Apple Valley Water, SDG&E, SCE, and T-Mobile declined in both.

Even though the utilities have in-house legal departments, there are opportunities available for outside attorneys or legal firms in areas such as general and business litigation, personal injury, regulatory, employment and labor law, commercial, environmental, real estate, recovery claims, securities, intellectual property, and workers compensation. In 2020, despite the limitations due to the COVID-19 pandemic, the utilities' supplier diversity programs, in collaboration with their legal departments, continued engaging diverse legal firms for available opportunities and supported the diversification of the overall legal field. Some of the initiatives the utilities undertook include:

- Sponsoring and participating in various programs, workshops, networking events, industry conferences, etc. to identify and engage with diverse legal firms for potential contract opportunities.
- Building relationships and partnerships with various diverse bar associations, legal organizations, and professional groups to support the development of diverse legal firms.
- Encouraging non-diverse legal firms to demonstrate their commitment to hiring, retaining, and promoting diverse attorneys, paralegals, and other legal professionals.
- Directing non-diverse legal firms to staff utilities' legal matters with diverse legal professionals. In some cases, utilities are setting minimum targets.
- Requiring non-diverse law firms to provide information and data on the utilization of diverse attorneys, paralegals, and other legal professionals on utilities' legal cases.⁶⁶
- Implementing the American Bar Association's (ABA) Resolution 113 that urges all providers of legal services, including corporations and law firms, to expand and create opportunities, at all levels of responsibility, for diverse attorneys.
- Working to increase diversity in the legal pipeline by sponsoring pipeline programs in partnership with organizations advocating for diverse communities; training and mentoring diverse law students and attorneys; providing scholarships and internship opportunities to diverse law students, etc.

⁶⁵ Includes only those utilities that reported both diverse and total legal spends for 2019 and 2020: AT&T combined, Cal Water, Comcast, Golden State Water, PG&E, Park & Apple Water, SDG&E, San Gabriel Valley, San Jose Water, SCE, SoCalGas, T-Mobile, and TelePacific.

⁶⁶ In their annual GO 156 reports, some utilities provide information and spend data on non-diverse legal firms' use of diverse legal professionals to conduct the utilities' legal cases.

- Introducing middle and high school, and college students from diverse and underrepresented populations to the legal profession to develop and support a pipeline of diverse talents in the legal profession.
- Collaborating with other utilities and organizations to identify barriers and find solutions to accelerate diversity in utility supply chains.

2. Financial Services

In the financial field, the utilities report efforts to include diverse suppliers in areas such as insurance and bonding services, cash management, bond underwriting, investment banking, investment management, commercial banking, accounting, auditing, pension and trust, investments, and management consulting. They support different initiatives and activities in the financial sector through sponsorship, partnership, participation, and outreach to educate and connect with diverse financial firms. The utilities:

- Continued to identify diverse financial firms and promote opportunities.
- Conducted outreach and participated in multiple financial networking events, meetings, and conferences to educate and connect with diverse firms.
- Encouraged non-diverse financial firms to hire more diverse finance professionals.
- Engaged prime contractors to subcontract diverse financial firms.
- Provided development programs to help diverse financial firms build industry knowledge.

3. Highly Technical Areas

GO 156 Section 9.1.7 refers to utilities making an effort to utilize WMDVLGBTBEs in areas that are considered highly technical in nature. The utilities have identified some areas such as marketing and consulting services. PG&E, SDG&E, and SCE, which administer the Electric Program Investment Charge (EPIC),⁶⁷ and implement a Grid Modernization Program, are working towards creating opportunities for diverse suppliers to participate in these projects. In 2020, the utilities continued to allocate and dedicate resources to identify highly technical areas where diverse suppliers are underutilized. The utilities are committed to explore opportunities and engage diverse suppliers to increase their participation. They also continued to provide education, improve transparency, support various organizations, host events, and participate in relevant discussions.

Some 2020 successes in highly technical areas:

- AT&T reported a significant accomplishment in the supplemental staffing category. In 2020, 83 percent of the staffing suppliers were diverse, and 86 percent of AT&T's supplemental staffing budget was with MBEs and WBEs.
- Comcast spent approximately \$14.1 million with diverse advertising outlets.

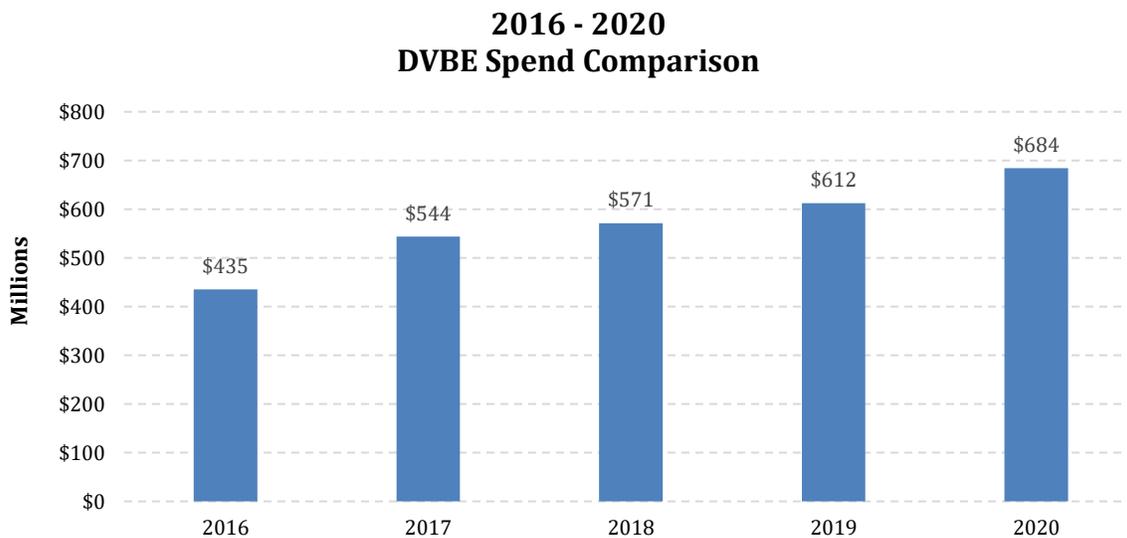
⁶⁷ EPIC supports the development of non-commercialized new and emerging clean energy technologies in California, as well as aids commercially viable projects to accelerate the transformation of the electricity sector to meet California's energy and climate goals.

- Charter used 35 diverse suppliers who provide services in the areas of Media Agency, Direct Mail/Print, Promotional Marketing, and Market Research.

The CPUC recognizes the utilities efforts and encourages them to continue identifying, developing, and including diverse suppliers in underutilized areas. The utilities have been meeting with potential diverse suppliers in those categories as well as sponsoring and participating in events and forums designed for such firms. In addition, the utilities support organizations, and students to expand the qualified pool of WMDVLGBTBEs, as well as to ensure the steady flow of diversity into the fields. The CPUC will work with the utilities to identify and compile areas that are underperforming in diverse procurement to develop targeted approaches ensuring a sustainable inclusion of WMDVLGBTBEs in all goods and services categories.

DVBE

In the last five years, the utilities have steadily increased DVBE spend as the graph below shows. However, they report on-going challenges in finding DVBEs with the desired expertise, capacity, and location. In 2020, the number of companies who met the 1.5 percent DVBE goal decreased from 11 in 2019 to nine in 2020. Cal Am Water, Frontier, Liberty CalPeco, PG&E, SDG&E, San Gabriel Valley, SoCalGas, San Jose Water, Southwest Gas met the goal, with Southwest Gas reporting the highest percentage of all the utilities at 47.7 percent.



Building on past experiences, the utilities are implementing internal and external strategies to boost DVBE procurement participation. The utilities engaged DVBEs through education, technical assistance, and capacity building trainings. They also organized and sponsored various DVBE-related events in partnership with DVBE organizations and on their own.

The CPUC will continue to work with the DVBE community and organizations to find solutions to the persistent challenges. Currently, DVBE certification requires the business to be domiciled in California, which is not a requirement for the other diverse categories. The CPUC will continue discussions with concerned parties for solutions to add non-California domiciled DVBEs into the GO 156 program.

LGBTBE

Since the inclusion of LGBTBEs in the Utility Supplier Diversity Program in 2015,⁶⁸ with a five-year plan to set a procurement target goal,⁶⁹ the utilities have directed resources to refine their strategies to grow LGBTBE participation in direct and subcontracting procurement opportunities. In 2020, the utilities renewed their efforts to identify qualified LGBTBEs; to establish and develop relationships with LGBT organizations and communities; to host, sponsor, partner, and participate in LGBT-related events; to assist and encourage LGBTBEs to become certified; and to provide technical assistance and capacity building programs to increase the pool of LGBTBEs that align with utility operations.

Although some progress has been made, the inclusion of LGBTBEs remains challenging. The utilities report that it is difficult to find LGBTBEs with the scope and scale to compete for utility contracts. In 2020, eight utilities, CenturyLink, Comcast, Frontier, Horizon West, Liberty CalPeco, San Jose Water, Trans Bay Cable, and Wild Goose, did not procure from LGBTBEs. In 2019 the utilities, in aggregate, increased the LGBTBE spend significantly as indicated in the graph below, showing promise of upward mobility; however, the spend declined by 32.3 percent in 2020. The last five-year LGBTBE spend reported by the utilities does not present a steady progressive improvement year-to-year.

⁶⁸ AB 1678 (Stats. 2014, Ch. 633).

⁶⁹ *Order Instituting Rulemaking to Update General Order 156 to Comply with Assembly Bill 1678 by Extending Provisions of the Utilities' Supplier Diversity Program to Lesbian, Gay, Bisexual, and/or Transgender (LGBT) Business Enterprises*, Decision 15-06-007.

2016 - 2020 LGBTBE Spend Comparison



The CPUC, is in the process of updating GO 156 to incorporate SB 255’s amendments and establish a numerical goal for LGBTBE spend. With the establishment of a goal, development of best practices and strategies, and continued collaborations among the CPUC, utilities, stakeholders, and other business organizations, the CPUC is optimistic that the utilities will exhibit steady growth in LGBTBE inclusion and spend.

Fuel and Power Procurements⁷⁰

GO 156 allows the utilities to report fuel procurement separately from the purchase of other products and services but requires the utilities to report their renewable and non-renewable power (energy) procurement in a similar manner to their fuel procurement.⁷¹ Six energy utilities (Liberty CalPeco, PG&E, SDG&E, SCE, SoCalGas, and Southwest Gas) reported their 2020 fuel and/or power purchases separately.⁷²

In their GO 156 2020 reports, the utilities reiterated their continued commitment to diversify their fuel and power procurements and described the efforts and resources utilized to identify solutions to barriers hindering WMDVLGBTBEs participation. They sponsored and participated in outreach events, partnered with various business organizations, and supported, mentored, and trained diverse suppliers to increase the WMDVLGBTBE base.

1. Fuel Procurement

The four utilities specified in the table below reported their 2020 diverse fuel procurement.

⁷⁰ Fuel procurement refers to procurement of fuel products, such as natural gas, used to provide gas services. Power procurement refers to procurement of renewable and non-renewable energy products used to provide electric services.

⁷¹ GO 156, Sections 8.12 and 9.1.11.

⁷² For detail fuel and power diverse procurements data, see Attachment A, Tables 9 and 10.

The utilities procured 7.1 percent of their total fuel procurement from diverse suppliers, improving their 2019, 4.1 percent. The diverse fuel dollar amount also increased by 44.9 percent from \$74 million in 2019 to \$107.3 million in 2020.

Fuel Procurement for Non-Generation

Utility	2019 Diverse Spend	2019 Diverse Spend % of Total Spend	2020 Diverse Spend	2020 Diverse Spend % of Total Spend
PG&E	\$0.00	0.00%	\$1.6 M ⁷³	0.3%
SCE	\$1.3 M	100%	\$1.1 M	100%
SoCalGas	\$72.8 M	6.3%	\$104.5 M	11.2%
Southwest Gas	\$0.00	0.00%	\$0.00	0.00%

As shown in the table above, Southwest Gas was unsuccessful in procuring fuel from diverse suppliers in the last two GO 156 reporting years. In contrast, SCE procured 100 percent of its fuel needs from diverse suppliers in both 2019 and 2020.

For 2020, PG&E reported a small amount of diverse fuel spend, showing an improvement from its zero spend in 2019. SoCalGas also improved its diverse fuel spend by procuring 43.7 percent more from diverse suppliers in 2020 compared to 2019, while increasing the share of diverse spend from 6.3 percent to 11.2 percent.⁷⁴

2. Power Procurement

Four utilities reported their diverse power procurement spend in 2020, as the table below indicates. The utilities' diverse power spend increased by two percent in 2020, from \$52.3 million in 2019 to \$53.4 million. The percentage of total procurement also slightly increased from 0.61 percent to 0.63 percent.

Power Procurement

Utility	2019 Diverse Result	2019 Diverse % of Total Spend	2020 Diverse Result	2020 Diverse % of Total Spend
Liberty CalPeco	\$0.00	0.00%	\$0.00	0.00%
PG&E	\$3.7 M	0.1%	\$1.7 M	0.05%
SDG&E	\$33.2 M	2.4%	\$28.1 M	2.5%
SCE	\$15.4 M	0.4%	\$23.6 M	0.6%

As seen in the table above, Liberty CalPeco did not procure from WMDVLGBTBEs in 2019 and 2020. Even though PG&E procured from diverse suppliers, its diverse power spend declined by 54.9 percent in 2020 with a nominal percentage representation of 0.05 percent. SDG&E's spend also declined by 15.5 percent; however, the diverse percentage increased

⁷³ M – Millions

⁷⁴ Refer to Attachment B for graphs comparing the utilities 2016 - 2020 diverse fuel procurement.

slightly from 2.4 percent to 2.5 percent. SCE, conversely, experienced a 53.1 percent increase in diverse power spend and a percentage of total procurement improvement from 0.4 percent to 0.6 percent.⁷⁵

3. Supplier Diversity Challenges in Fuel and Power Procurements

The utilities continued to report major industry specific challenges to diversifying fuel and power procurements, as seen from their diverse spend results.⁷⁶ In 2020, the utilities faced the usual barriers that persist in the fuel and power markets for diverse suppliers to participate and thrive. They provided the following challenges as the reasons that continue to hamper their efforts to increase the utilization of WMDVLGBTBEs in their fuel and power procurements.

- There are fewer natural gas procurement opportunities for all suppliers due to falling demands.⁷⁷
- Diverse suppliers have capital and size constraints to offer competitive prices compared to non-diverse businesses.
- Due to collateral requirements, electronic or online trading platforms are inaccessible to diverse suppliers that account for a significant portion of transactions in today's natural gas markets.
- Diverse suppliers have difficulties securing capital/credit to fulfill the stringent requirements and to manage and minimize their exposure to performance risks associated with the volatility in energy commodity markets.
- The changing industry trend towards renewable and alternative power places more emphasis on capital intensive and longer lead time projects that are barriers to diverse suppliers.
- The formation of CCAs⁷⁸ has reduced energy utilities electric load (customers transitioning from utilities to CCAs) leading to a decrease in power procurement.
- The utilities have been encouraging the use of a special credit instrument called the Funds Transfer Agency Agreement (FTAA)⁷⁹ to assist diverse suppliers in financing to enter the natural gas market. However, few banks are willing to offer such instruments to diverse suppliers.

Despite the challenges listed above, in 2020, the utilities continued their efforts to diversify their fuel and power procurements. Below are some of the reported activities:

- Provided technical assistance and capacity building through mentoring, coaching, and development programs on issues such as credit, contract, safety, and subcontracting.

⁷⁵ Refer to Attachment B for graphs comparing the utilities 2016 - 2020 diverse power procurement.

⁷⁶ To see the utilities' five-year fuel and power diverse spend results, refer to Attachment B.

⁷⁷ Reduced need for natural gas due to renewable and alternative power resources, formation of community choice aggregators, demand response programs, etc.

⁷⁸ Community Choice Aggregators are governmental entities formed by cities and counties to serve the energy requirements of their residents and businesses.

⁷⁹ FTAA: Financial tool used by diverse suppliers to provide the working capital and credit required to procure natural gas from natural gas producers.

- Connected diverse suppliers with prime contractors and provided guidance to cultivate their relationships.
- Continued to encourage major power and gas producers as well as marketers to work with diverse suppliers utilizing FTAA to assist with credit issues.
- Sponsored and participated at various events and industry-specific conferences to reach-out to diverse suppliers and to promote business opportunities.
- Partnered with business organizations to identify and develop diverse suppliers.
- Developed strategies internally to make sure diverse suppliers are highlighted and considered in contract bidding process.
- Explored options outside the traditional direct procurement method to find opportunities for diverse suppliers. For example, broker services (brokerage transaction) where a broker can establish a business in the gas market with limited credit and operational requirements.
- Coordinated with financial institutions to provide technical assistance to strengthen the ability of diverse suppliers to obtain additional sources of capital.
- Assisted individual diverse suppliers with credit requirements to foster their participation in the electricity market.
- Continued to facilitate banking and payment options as well as structured contract payment provisions to fit the needs of diverse suppliers and their source gas suppliers.
- Discussed with other similar utilities best practices and the supplier diversity issues specific to the fuel and power markets.

The ongoing challenge to show meaningful progress in fuel and power procurements is concerning. The market conditions and industry-specific hurdles are issues that require a collaborative effort to effect change. The CPUC urges the utilities to prioritize the lack of diversity and dedicate adequate resources to identify and develop sustainable innovative solutions in collaboration with other utilities, industry stakeholders, CBOs, consultants, chambers of commerce, etc. The CPUC recognizes the utilities commitment and efforts thus far but hopes in future reports the utilities show meaningful improvements.

WMDVLGBTBE Verification

The PU Code, Section 8284(a) (1), requires the CPUC to adopt criteria for verifying and determining the eligibility of women, minority, and LGBT business enterprises (WMLGBTBE) for participation in utility supplier diversity programs. The CPUC has established a Supplier Clearinghouse operator that verifies the eligibility of these businesses and maintains a database of WMDVLGBTBEs. The California Department of General Services (DGS) verifies and certifies the status of DVBES.⁸⁰ The Clearinghouse re-certifies WMLGBTBEs every three years.

As part of the certification program, the Supplier Clearinghouse conducts and participates in training sessions to provide education on the certification process, benefits of becoming

⁸⁰ PU Code, Section 8284 (a) (2).

certified, frequently asked questions, and online application. It maintains a website with links to the certification portal, information on GO 156 and participating utilities, as well as an event calendar showing upcoming CPUC and utility supplier diversity outreach activities. The Clearinghouse also frequently updates its online platform to improve functionality and user experience.

The operating costs of the Clearinghouse are paid directly by the GO 156 participating utilities. As of June 30, 2021, the Clearinghouse database had 8,685 verified diverse suppliers:

- 3,683 WBEs,
- 3,894 MBEs,
- 44 minority women-owned or woman and minority male-owned businesses,
- 2,081 DVBEs,
- 378 LGBTBEs, and
- 36 8a⁸¹ certified businesses.

2020 Community Choice Aggregators Supplier Diversity Performance

In October 2019, Senate Bill (SB) 255 (Bradford, Chapter 407, 2019) amended PU Code Section 366.2 to include CCAs into CPUC Utility Supplier Diversity Program effective January 2020 to encourage greater economic opportunities for WMDVLGBTBEs. PU Code Section 366.2 (m) requires each CCA, with gross annual revenues exceeding \$15 million, to annually submit a detailed and verifiable plan to the CPUC to increase procurement from small, local, and diverse suppliers and a report regarding their performance in procuring from WMDVLGBTBEs. The annual report must also include CCAs' prime contractors spend and engagement with WMDVLGBTBEs.

Based on SB 255 amendment, the following 14 CCAs provided their first reports on their 2020 engagements with diverse suppliers and improvement plans for 2021:

- California Choice Energy Authority (CalChoice)
- Central Coast Community Energy (Central Coast Community)
- Clean Power Alliance of Southern California (Clean Power Alliance)
- CleanPowerSF
- Desert Community Energy (Desert Community)
- East Bay Community Energy (East Bay Community)
- Marin Clean Energy Community Choice (MCE)
- Peninsula Clean Energy Authority (Peninsula Clean Energy)
- Pioneer Community Energy (Pioneer Community)

⁸¹ GO 156, Section 1.3.13: "Other groups or individuals found to be disadvantaged by the United States Small Business Administration (SBA) pursuant to Section 8(a) of Small Business Act as amended (15 U.S.C. 637(a)), or the Secretary of Commerce pursuant to Section 5 of Executive Order 11625." This category may include non-WMDVLGBTBEs.

- Redwood Coast Energy Authority’s (Redwood Coast Energy)
- San José Clean Energy
- Silicon Valley Clean Energy
- Sonoma Clean Power Authority (Sonoma Clean Power)
- Valley Clean Energy Alliance (Valley Clean Energy)

As SB 255’s effective date was January 2020, the CPUC’s Utility Supplier Diversity Program staff provided guidance to CCAs on how to develop their supplier diversity programs and provided templates to assist them with their required reports to the CPUC. The guidance included how to develop internal strategies for fostering an organization-wide culture of engaging, developing, and doing business with small, local, and diverse businesses, as well as external activities to identify and recruit these businesses, conduct outreach, and build relationships with CBOs, chambers of commerce, and other business/trade associations/organizations.

In 2020, the CCAs collectively procured a total of \$3.1 billion,⁸² out of which, 0.1 percent, \$1.9 million, was with diverse suppliers as the graph below indicates.⁸³ The CCAs did not report spend of their prime contractors with diverse subcontractors.

2020 CCAS' DIVERSE PROCUREMENT RESULTS



Out of the 14 CCAs, 11 CCAs had diverse spend to report in 2020. The highest WMDVLGBTBE percentage spend was reported by Desert Community (0.39 percent), followed by Sonoma Clean Power (0.13 percent), and Peninsula Clean Energy (0.1 percent), while the other CCAs reported diverse spend percentages between 0.01 percent and 0.09 percent.

For the diverse categories:

- MBE – Seven CCAs⁸⁴ procured \$772,007 (0.02 percent) from 16 MBEs. CleanPowerSF, followed by Peninsula Clean Energy had the highest MBE percentages of total procurement. Seven CCAs did not have MBE spend.

⁸² Pioneer Community Energy did not provide its 2020 total procurement.

⁸³ See Attachment C, Table 1 for the CCAs detail 2020 WMDVLGBTBE spend results.

⁸⁴ Clean Power Alliance, CleanPowerSF, East Bay Community, MCE, Peninsula Clean Energy, Silicon Valley Clean Energy, and Sonoma Clean Power.

- WBE – eight CCAs⁸⁵ reported \$979,874 (0.03 percent) WBE spend with 21 WBEs with Sonoma Clean Power achieving the highest WBE percentage of total procurement followed by San José Clean Energy. Six CCAs had no spend with WBEs.
- DVBE - Only Redwood Coast Energy and CleanPowerSF reported spend with two DVBEs for a total of \$5,235.
- LGBTBE – Desert Community and Clean Power Alliance were the only two CCAs to report spend with two LGBTBEs for a total of \$153,191 (0.01 percent).

CalChoice, Pioneer Community, and Valley Clean Energy had no procurement spend with diverse suppliers in 2020. However, CalChoice and Pioneer Community reported engagement and spend with small businesses certified with the California Department of General Services (DGS) in the amount of \$34,468 and \$20,095, respectively. Three additional CCAs also reported spend with DGS certified small businesses: MCE, \$497,065; Peninsula Clean Energy, \$207,703; and Redwood Coast Energy, \$21,890.71. Similarly, San José Clean Energy reported a spending of \$82,813 with small businesses in accordance with the City of San Jose’s Local and Small Business Preference Policy.

Since 2020 was the first year CCAs were subject to compliance with PU Code Section 366.2 (m), several CCAs were in the early stages of building their supplier diversity programs. These foundational steps ranged from adopting updated procurement policy guidelines and adjusting internal diversity, equity, and inclusion systems, to training staff on supplier diversity principles, strategies, and SB 255 reporting obligations. Overall, the CCAs were collaborative amongst each other and with the CPUC regarding reporting resources and supplier diversity strategies.

In 2020, a majority of the CCAs instituted an organizational approach to sending out optional supplier diversity surveys after awarding contracts to collect relevant diversity data. They are also committed to conducting outreach and education on the benefits of the Supplier Clearinghouse certification and providing technical assistance as needed to diverse suppliers during the certification process. To increase the impact of these efforts, some CCAs also translated workshops, trainings, and websites into multiple languages spoken in their service territories.

2020 highlights include:

- Central Coast Community participated in more than 100 events and developed partnerships with more than 35 chambers of commerce, associations, and councils to promote small, local, and diverse businesses.
- Clean Power Alliance includes labor agreements in new building contracts and considers workforce development and benefits to disadvantaged communities in long-term power purchase agreements.
- CleanPowerSF leveraged City of San Francisco’s programs and San Francisco Public Utilities’ resources such as the Equal Benefits Program, Local Business Enterprise

⁸⁵ Central Coast Community, CleanPowerSF, East Bay Community, MCE, Peninsula Clean Energy, San José Clean Energy, Silicon Valley Clean Energy, and Sonoma Clean Power.

Program, and Contracting Equity Working Group to connect with diverse and local businesses.

- East Bay Community included language pertaining to SB 255 in goods, services, and power solicitations.
- MCE hosted its third annual Certify and Amplify Workshop designed to educate, encourage, and assist eligible diverse suppliers certify with the Supplier Clearinghouse.
- San José Clean Energy regularly cross references its distribution list for power solicitation email blasts with the Supplier Clearinghouse database.
- Valley Clean Energy negotiated use of local construction contractors and union labor, to the extent possible, in a resource adequacy agreement for a battery energy storage project and a renewable power purchase agreement in solar and storage project.

In their first year of establishing and implementing a supplier diversity program, CCAs reported experiencing the following three challenges:

- Constraints because of the 1996 California Proposition 209 (Proposition 209)⁸⁶ - CCAs are lawfully equivalent to public agencies subject to Proposition 209, and thus, prohibited from giving preferential treatment based on race, sex, color, ethnicity, or national origin in procurement activities. Therefore, CCAs do not have set goals for supplier diversity and do not consider supplier diversity in procurement decision-making processes. However, CCAs are working to identify pathways that comport with all relevant legal requirements and suggest that the annual supplier diversity reporting expand to include DGS-certified small businesses.
- Limited procurement opportunities for diverse suppliers - Most CCAs identified the lack of opportunities to procure from diverse suppliers in their geographic areas and in the energy market generally. The majority of CCA spend (approximately 90-95 percent) is on power procurement. Historically, the electric market has been dominated by larger corporations with the capital to meet the credit and collateral requirements, making it difficult for most small and diverse businesses to be competitive or achieve ownership of energy resources. This ratio of power spend with minimal diverse procurement opportunities has presented a challenge for CCAs looking to increase spend with diverse suppliers.
- Organizational and resource limitations - the CCAs supplier diversity programs require additional resources to build, improve, and sustain the program, which currently has not been allocated. Some CCAs also deal with practical limitations, such as small teams and budgets that presented challenges as well. In addition, due to Proposition 209, much of the supplier diversity data requested for CPUC reporting is difficult to gather because it can only be solicited on a voluntary basis after contracts are awarded. These challenges largely explain why there is no subcontractor spend reported by the CCAs.

⁸⁶ 1996 California Proposition 209, also known as California Civil Rights Initiative, prohibits state governmental institutions from considering race, sex, or ethnicity, specifically in the areas of public employment, public contracting, and public education.

Collectively, the CCAs presented a variety of ideas and actionable items for improving their supplier diversity programs and reporting in 2021. Some highlights include but are not limited to:

- Work with self-identified diverse suppliers to get them certified with the Supplier Clearinghouse.
- Continue and improve efforts to collect relevant supplier diversity data from prime and subcontractors.
- Institute data tracking methods for supplier diversity program reporting purposes.
- Train prime contractors to increase diverse subcontractors' participation and spend.
- Build an internal database of diverse suppliers.
- Improve outreach to Supplier Clearinghouse certified suppliers regarding contracting opportunities.
- Continue the collaboration among CCAs and with the CPUC.

The CPUC congratulates the CCAs for taking the initial steps towards supplier diversity despite the challenges, specifically Proposition 209. Currently, the CPUC is working with the CCAs and organizations in the energy industry to find solutions, provide guidance, identify best practices, engage diverse suppliers, and build relationships with ethnic chambers of commerce and local business organizations. At the same time, the CPUC is outreaching to other CCAs that are both required to submit WMDVLGBTBE procurement reports and those encouraged by the Legislature to adopt supplier diversity plans.⁸⁷ Furthermore, the CPUC is working to identify Electric Service Providers to assist these entities in complying with the supplier diversity requirements set forth by SB 255.

Conclusions

The CPUC's Utility Supplier Diversity Program increases economic opportunities and advances job creations in diverse communities across California. GO 156 contributes to the diversification of utility supply chains and opens doors for diverse communities to actively participate in California's economic activities. The Program encourages corporate responsibility to diversity and inclusion and fosters competition to lower ratepayers' costs. As the utility and communications industries evolve, the CPUC will continue to encourage the inclusion and development of competitive diverse entrepreneurs who can bring value and efficiency to the industries.

In 2020, the overall utilities WMDVLGBTBE procurement decreased 7.5 percent from \$12.7 billion in 2019 to \$11.7 billion. Similarly, the share of diverse spend of total procurement decreased from 33.2 percent to 30.1 percent. The reduced spend with MBEs and LGBTBEs contributed to the overall diverse spend decline. In 2020, the MBE spend decreased 19.1

⁸⁷ PU Code Section 366.2 (m).

percent, and the LGBTBE spend 32.3 percent from 2019 results. However, the utilities grew their WBE and DVBE spend by 17.8 percent and 11.8 percent, respectively. The utilities spent 44 percent of their MBE spend with HA suppliers and 30.6 percent with APA suppliers.

Compared to the large utilities, 2020 was a successful year for the small utilities. The small utilities increased their diverse procurement by 72.5 percent from 2019 and achieved more than 30 percent diverse spend for the first time. Conversely, the large utilities diverse procurement declined 8.6 percent. All the small utilities met the overall 21.5 percent goal except for three utilities, while seven large utilities did not meet the overall goal. The large utilities' MBE and LGBTBE procurement declined in 2020. The small utilities experienced similar decline in LGBTBE spend; however, their MBE spend increased steeply by 117.5 percent, which was 75.4 percent with HA suppliers. The large utilities, nevertheless, did improve their WBE and DVBE procurements, which was also true for the small utilities.

As in previous years, collectively, the utilities exceeded the 21.5 percent GO 156 goals. They also surpassed all three individual diverse category goals (MBE, WBE, and DVBE) in 2020. Out of the 27 utilities, 10 utilities did not meet the overall 21.5 percent goal: AT&T Corp, AT&T Mobility, Cal Water, CenturyLink, Charter, Comcast, TelePacific, T-Mobile, Trans Bay Cable, and Wild Goose.

Complying with SB 255, 14 CCAs provided their first supplier diversity reports. In 2020, the CCAs collectively procured 0.1 percent or \$1.9 million from diverse suppliers. The CCAs did not report their prime contractors spend with diverse subcontractors.

The CPUC will continue to collaborate with the utilities, CCAs, electric service providers, and other stakeholders to sustain and enhance the over 30 years GO 156 program progresses. The CPUC will also continue to focus on:

- Updating GO 156 to include SB 255 amendments, establish an aspirational procurement goal for LGBTBE category, and reflect other applicable additions and revisions.
- Implementing SB 255 and engaging the entities that fall under the Bill to provide guidance on supplier diversity program development and reporting.
- Working with CCAs to develop supplier diversity best practices that mitigate Proposition 209 limitations and other challenges.
- Advocating for the inclusion of WMDVLGBTBEs in the procurement activities of utilities, CCAs, energy service providers, and other entities under the purview of SB 255.
- Increasing the pool of qualified WMDVLGBTBEs in the Supplier Clearinghouse database.
- Partnering and collaborating with chambers of commerce, CBOs, diversity leaders, diverse communities, business organizations, and advocacy groups to educate and promote supplier diversity opportunities.
- Engaging utility supplier diversity program stakeholders and utilities in dialogues to discuss solutions to the barriers affecting GO 156 progress.

- Reminding the utilities to continuously assess their supplier diversity programs to identify and remove barriers, implement new best practices, incorporate new strategies, adopt new technologies, add more resources, and improve transparency, accountability, and compliance.
- Supporting the utilities to strengthen their supplier diversity subcontracting program.
- Assisting the utilities in their efforts to increase the utilization of diverse suppliers in areas that are highly technical in nature such as the legal and financial fields.
- Identifying and compiling categories that are underperforming in diverse procurement to develop targeted approaches ensuring a sustainable inclusion of WMDVLGBTBEs in all goods and services categories.
- Finding solutions, in collaboration with the energy utilities and CCAs, to increase diversity in fuel and power procurements.
- Creating opportunities for diverse suppliers to connect with utilities, prime contractors, CCAs, electric service providers, and other entities with supplier diversity programs.
- Developing strategies to improve the availability of competitive LGBTBEs and DVBEs in the utility industries.
- Finding solutions to increase engagement of diverse suppliers and improve utility diverse spend in the Central Valley, even if utilities have no presence (operations and/or infrastructure) in that area.
- Continuing discussions with DVBE organizations and other interested groups for solutions to add non-California domiciled DVBEs into the GO 156 program.
- Quantifying GO 156 program benefits to the participating entities, ratepayers, and California economy.
- Supporting the CPUC's ESJ Action Plan by encouraging utilities, CCAs, and other SB 255 entities to develop intentional strategies that increase economic opportunities for ESJ communities in California.
- Proactively evaluating the supplier diversity industry to keep current and anticipate challenges.
- Learning from the upcoming GO 156 Public Hearing (En Banc) taking place on October 14, 2021.

The CPUC commends the utilities and CCAs on their efforts to incorporate diverse suppliers in contracting opportunities, technical assistance and capacity building programs, advocacy initiatives, and prime contractor engagements. The CPUC also congratulates the CCAs for taking the initial steps towards supplier diversity. The 2020 results demonstrate participant commitment to integrate WMDVLGBTBEs into their organization culture and supply chains. As GO 156 continues to evolve and ensure fair inclusions of WMDVLGBTBEs, the CPUC will continue to encourage utilities, CCAs, and other SB 255 entities to invest in economic development initiatives that promote job creation and growth as well as opportunities in ESJ communities. The CPUC looks forward to future accomplishments in supplier diversity.

**Attachment A: Utility 2020 and 2019 WMDVLGBTBE
Procurement Data Tables**

Table 1a
2020 WMDVLGBTBE Procurement Results for Large Utilities
(in Dollars and as a Percentage of Total Corporate Procurement)

	2020 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
AT&T CA							
Direct		\$232,892,274 12.03%	\$126,481,964 6.53%	\$11,170,059 0.58%	\$542 0.00003%	\$9,605 0.0005%	\$370,554,444 19.14%
Subcontracting		\$67,698,931 3.50%	\$42,934,619 2.22%	\$1,498,500 0.08%	\$49,462 0.003%	\$0 0.00%	\$112,181,512 5.80%
Combined	\$1,935,530,620 100.00%	\$300,591,205 15.53%	\$169,416,583 8.75%	\$12,668,559 0.65%	\$50,004 0.003%	\$9,605 0.0005%	\$482,735,956 24.94%

	2020 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
AT&T Corp							
Direct		\$92,388,770 11.53%	\$41,479,280 5.18%	\$868,471 0.11%	\$149 0.00002%	\$81,987 0.01%	\$134,818,657 16.83%
Subcontracting		\$19,393,343 2.42%	\$12,299,246 1.54%	\$429,267 0.05%	\$14,169 0.002%	\$0 0.00%	\$32,136,025 4.01%
Combined	\$800,952,598 100.00%	\$111,782,113 13.96%	\$53,778,526 6.71%	\$1,297,738 0.16%	\$14,318 0.002%	\$81,987 0.01%	\$166,954,682 20.84%

	2020 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
AT&T Mobility							
Direct		\$522,538,581 10.76%	\$222,546,319 4.58%	\$516,895 0.01%	\$118 0.000002%	\$7,558 0.0002%	\$745,609,471 15.36%
Subcontracting		\$124,472,535 2.56%	\$78,940,404 1.63%	\$2,755,171 0.06%	\$90,942 0.002%	\$0 0.00%	\$206,259,052 4.25%
Combined	\$4,854,774,541 100.00%	\$647,011,116 13.33%	\$301,486,723 6.21%	\$3,272,066 0.07%	\$91,060 0.002%	\$7,558 0.0002%	\$951,868,523 19.61%

	2020 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
Cal Water							
Direct		\$28,462,128 10.01%	\$5,357,205 1.88%	\$424,402 0.15%	\$60,055 0.02%		\$34,303,790 12.07%
Subcontracting		\$12,401,625 4.36%	\$4,711,325 1.66%	\$549,184 0.19%	\$0 0.00%		\$17,662,134 6.21%
Combined	\$284,213,288 100.00%	\$40,863,753 14.38%	\$10,068,530 3.54%	\$973,586 0.34%	\$60,055 0.02%		\$51,965,923 18.28%

	2020 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
CenturyLink							
Direct		\$30,573,897 8.22%	\$2,069,538 0.56%	\$1,539,656 0.41%	\$0 0.00%		\$34,183,091 9.19%
Subcontracting		\$0 0.00%	\$0 0.00%	\$0 0.00%	\$0 0.00%		\$0 0.00%
Combined	\$372,020,708 100.00%	\$30,573,897 8.22%	\$2,069,538 0.56%	\$1,539,656 0.41%	\$0 0.00%		\$34,183,091 9.19%

Table 1a
2020 WMDVLGBTBE Procurement Results for Large Utilities
(in Dollars and as a Percentage of Total Corporate Procurement)

	2020 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
Charter							
Direct		\$56,463,309	\$23,000,162	\$0	\$4,008		\$79,467,479
		8.40%	3.42%	0.00%	0.001%		11.82%
Subcontracting		\$121,231	\$0	\$0	\$0		\$121,231
		0.02%	0.00%	0.00%	0.00%		0.02%
Combined	\$672,136,855	\$56,584,540	\$23,000,162	\$0	\$4,008		\$79,588,710
	100.00%	8.42%	3.42%	0.00%	0.001%		11.84%

	2020 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
Comcast							
Direct		\$13,990,145	\$38,051,831	\$24,621	\$0		\$52,066,597
		2.30%	6.27%	0.004%	0.00%		8.58%
Subcontracting		\$11,053,551	\$4,686,334	\$0	\$0		\$15,739,885
		1.82%	0.77%	0.00%	0.00%		2.59%
Combined	\$607,128,831	\$25,043,696	\$42,738,165	\$24,621	\$0		\$67,806,482
	100.00%	4.12%	7.04%	0.004%	0.00%		11.17%

	2020 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
Frontier							
Direct		\$26,749,258	\$25,842,496	\$1,720,285	\$0	\$0	\$54,312,039
		14.70%	14.21%	0.95%	0.00%	0.00%	29.85%
Subcontracting		\$6,720,914	\$13,242,447	\$1,638,009	\$0	\$106,164	\$21,707,534
		3.69%	7.28%	0.90%	0.00%	0.06%	11.93%
Combined	\$181,920,464	\$33,470,172	\$39,084,943	\$3,358,294	\$0	\$106,164	\$76,019,573
	100.00%	18.40%	21.48%	1.85%	0.00%	0.06%	41.79%

	2020 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
PG&E							
Direct		\$1,975,484,980	\$993,768,327	\$283,039,582	\$4,041,517		\$3,256,334,406
		19.81%	9.96%	2.84%	0.04%		32.65%
Subcontracting		\$298,479,495	\$278,880,091	\$43,607,583	\$2,113,660		\$623,080,829
		2.99%	2.80%	0.44%	0.02%		6.25%
Combined	\$9,974,059,425	\$2,273,964,475	\$1,272,648,418	\$326,647,165	\$6,155,177		\$3,879,415,235
	100.00%	22.80%	12.76%	3.27%	0.06%		38.90%

	2020 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
SDG&E							
Direct		\$327,872,424	\$183,704,507	\$54,246,117	\$9,233,110		\$575,056,158
		15.63%	8.76%	2.59%	0.44%		27.41%
Subcontracting		\$127,545,225	\$102,191,608	\$66,275,729	\$1,215,652		\$297,228,214
		6.08%	4.87%	3.16%	0.06%		14.17%
Combined	\$2,098,149,510	\$455,417,649	\$285,896,115	\$120,521,846	\$10,448,762		\$872,284,372
	100.00%	21.71%	13.63%	5.74%	0.50%		41.57%

Table 1a
2020 WMDVLGBTBE Procurement Results for Large Utilities
(in Dollars and as a Percentage of Total Corporate Procurement)

	2020 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
SCE							
Direct		\$832,859,783	\$908,215,632	\$62,829,700	\$183,736	\$0	\$1,804,088,851
		13.04%	14.22%	0.98%	0.003%	0.00%	28.25%
Subcontracting		\$279,191,223	\$286,992,892	\$31,708,778	\$3,497,615	\$52,257	\$601,442,765
		4.37%	4.49%	0.50%	0.05%	0.001%	9.42%
Combined	\$6,386,837,449	\$1,112,051,006	\$1,195,208,524	\$94,538,478	\$3,681,351	\$52,257	\$2,405,531,616
	100.00%	17.41%	18.71%	1.48%	0.06%	0.001%	37.66%
	2020 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
SoCalGas							
Direct		\$450,996,835	\$197,609,262	\$43,882,163	\$0		\$692,488,260
		21.08%	9.24%	2.05%	0.00%		32.36%
Subcontracting		\$116,708,665	\$57,071,441	\$17,083,262	\$829,474		\$191,692,842
		5.45%	2.67%	0.80%	0.04%		8.96%
Combined	\$2,139,674,225	\$567,705,500	\$254,680,703	\$60,965,425	\$829,474		\$884,181,102
	100.00%	26.53%	11.90%	2.85%	0.04%		41.32%
	2020 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
T-Mobile							
Direct		\$1,027,303,270	\$366,332,512	\$2,779,087	\$16,054,439		\$1,412,469,308
		13.29%	4.74%	0.04%	0.21%		18.27%
Subcontracting		\$28,858,492	\$25,747,453	\$2,372,925	\$0		\$56,978,870
		0.37%	0.33%	0.03%	0.00%		0.74%
Combined	\$7,731,037,451	\$1,056,161,762	\$392,079,965	\$5,152,012	\$16,054,439		\$1,469,448,178
	100.00%	13.66%	5.07%	0.07%	0.21%		19.01%
Total	\$38,038,435,965	\$6,711,220,884	\$4,042,156,895	\$630,959,447	\$37,388,648	\$257,571	\$11,421,983,444
	100.00%	17.64%	10.63%	1.66%	0.10%	0.001%	30.03%

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

Table 1b
2019 WMDVLGBTBE Procurement Results for Large Utilities
(in Dollars and as a Percentage of Total Corporate Procurement)

	2019 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
AT&T CA							
Direct		\$343,729,960 15.13%	\$156,316,038 6.88%	\$11,747,109 0.52%	\$0 0.00%	\$23,186 0.001%	\$511,816,293 22.53%
Subcontracting		\$60,313,763 2.65%	\$56,083,318 2.47%	\$4,106,846 0.18%	\$197,223 0.01%	\$0 0.00%	\$120,701,150 5.31%
Combined	\$2,271,958,576 100.00%	\$404,043,723 17.78%	\$212,399,356 9.35%	\$15,853,955 0.70%	\$197,223 0.01%	\$23,186 0.001%	\$632,517,443 27.84%

	2019 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
AT&T Corp							
Direct		\$99,312,279 15.34%	\$36,483,300 5.64%	\$598,458 0.09%	\$0 0.00%	\$284,851 0.04%	\$136,678,888 21.11%
Subcontracting		\$13,487,169 2.08%	\$12,541,169 1.94%	\$918,360 0.14%	\$44,102 0.01%	\$0 0.00%	\$26,990,800 4.17%
Combined	\$647,363,963 100.00%	\$112,799,448 17.42%	\$49,024,469 7.57%	\$1,516,818 0.23%	\$44,102 0.01%	\$284,851 0.04%	\$163,669,688 25.28%

	2019 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
AT&T Mobility							
Direct		\$446,663,503 9.63%	\$244,525,091 5.27%	\$1,185,405 0.03%	\$0 0.00%	\$5,055 0.0001%	\$692,379,054 14.93%
Subcontracting		\$102,499,282 2.21%	\$95,309,917 2.06%	\$6,979,316 0.15%	\$335,167 0.01%	\$0 0.00%	\$205,123,682 4.42%
Combined	\$4,636,822,565 100.00%	\$549,162,785 11.84%	\$339,835,008 7.33%	\$8,164,721 0.18%	\$335,167 0.01%	\$5,055 0.0001%	\$897,502,736 19.36%

	2019 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
Cal Water							
Direct		\$28,190,895 10.88%	\$5,752,632 2.22%	\$609,905 0.24%	\$164,393 0.06%		\$34,717,825 13.39%
Subcontracting		\$7,733,526 2.98%	\$4,489,755 1.73%	\$669,355 0.26%	\$0 0.00%		\$12,892,636 4.97%
Combined	\$259,204,187 100.00%	\$35,924,421 13.86%	\$10,242,387 3.95%	\$1,279,260 0.49%	\$164,393 0.06%		\$47,610,461 18.37%

	2019 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
CenturyLink							
Direct		\$63,862,827 17.17%	\$3,112,495 0.84%	\$263,913 0.07%	\$0 0.00%		\$67,239,235 18.07%
Subcontracting		\$0 0.00%	\$0 0.00%	\$0 0.00%	\$0 0.00%		\$0 0.00%
Combined	\$372,020,708 100.00%	\$63,862,827 17.17%	\$3,112,495 0.84%	\$263,913 0.07%	\$0 0.00%		\$67,239,235 18.07%

	2019 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
Charter							
Direct		\$63,765,310 10.51%	\$19,655,946 3.24%	\$0 0.00%	\$0 0.00%		\$83,421,256 13.75%
Subcontracting		\$111,746 0.02%	\$463,815 0.08%	\$79,539 0.01%	\$0 0.00%		\$655,100 0.11%
Combined	\$606,520,017 100.00%	\$63,877,056 10.53%	\$20,119,761 3.32%	\$79,539 0.01%	\$0 0.00%		\$84,076,356 13.86%

Table 1b
2019 WMDVLGBTBE Procurement Results for Large Utilities
(in Dollars and as a Percentage of Total Corporate Procurement)

	2019 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
Comcast	Direct	\$12,139,688	\$30,591,798	\$427,608	\$1,650		\$43,160,744
		2.26%	5.69%	0.08%	0.0003%		8.03%
	Subcontracting	\$12,233,646	\$9,129,925	\$328,473	\$0		\$21,692,044
		2.27%	1.70%	0.06%	0.00%		4.03%
Combined	\$537,777,627	\$24,373,334	\$39,721,723	\$756,081	\$1,650		\$64,852,788
	100.00%	4.53%	7.39%	0.14%	0.0003%		12.06%

	2019 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
Frontier	Direct	\$28,605,487	\$26,518,527	\$2,402,793	\$0		\$57,526,807
		14.59%	13.52%	1.23%	0.00%		29.33%
	Subcontracting	\$4,510,847	\$2,868,919	\$817,321	\$0		\$8,197,087
		2.30%	1.46%	0.42%	0.00%		4.18%
Combined	\$196,109,399	\$33,116,334	\$29,387,446	\$3,220,114	\$0		\$65,723,894
	100.00%	16.89%	14.99%	1.64%	0.00%		33.51%

	2019 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
Golden State Water	Direct	\$30,066,166	\$11,996,145	\$2,704,131	\$860,554		\$45,626,996
		19.17%	7.65%	1.72%	0.55%		29.09%
	Subcontracting	\$17,226	\$78,350	\$387,076	\$0		\$482,652
		0.01%	0.05%	0.25%	0.00%		0.31%
Combined	\$156,824,084	\$30,083,392	\$12,074,495	\$3,091,207	\$860,554		\$46,109,648
	100.00%	19.18%	7.70%	1.97%	0.55%		29.40%

	2019 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
PG&E	Direct	\$1,702,868,008	\$742,822,666	\$246,356,277	\$4,238,673		\$2,696,285,624
		20.56%	8.97%	2.97%	0.05%		32.55%
	Subcontracting	\$384,781,446	\$261,355,039	\$53,052,959	\$13,381,016		\$712,570,460
		4.65%	3.16%	0.64%	0.16%		8.60%
Combined	\$8,282,982,534	\$2,087,649,454	\$1,004,177,705	\$299,409,236	\$17,619,689		\$3,408,856,084
	100.00%	25.20%	12.12%	3.61%	0.21%		41.15%

	2019 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
SDG&E	Direct	\$276,934,494	\$119,065,728	\$45,734,146	\$5,623,806		\$447,358,174
		17.80%	7.65%	2.94%	0.36%		28.75%
	Subcontracting	\$92,125,880	\$67,667,044	\$27,284,102	\$1,296,118		\$188,373,144
		5.92%	4.35%	1.75%	0.08%		12.11%
Combined	\$1,555,882,744	\$369,060,374	\$186,732,772	\$73,018,248	\$6,919,924		\$635,731,318
	100.00%	23.72%	12.00%	4.69%	0.44%		40.86%

Table 1b
2019 WMDVLGBTBE Procurement Results for Large Utilities
(in Dollars and as a Percentage of Total Corporate Procurement)

	2019 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
SCE							
Direct		\$956,290,433	\$650,996,226	\$62,066,472	\$384,802		\$1,669,737,933
		17.35%	11.81%	1.13%	0.01%		30.30%
Subcontracting		\$268,758,381	\$232,487,865	\$38,809,695	\$491,459		\$540,547,400
		4.88%	4.22%	0.70%	0.01%		9.81%
Combined	\$5,510,295,790	\$1,225,048,814	\$883,484,091	\$100,876,167	\$876,261		\$2,210,285,333
	100.00%	22.23%	16.03%	1.83%	0.02%		40.11%
	2019 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
SoCalGas							
Direct		\$358,671,474	\$176,449,485	\$38,831,084	\$4,382		\$573,956,425
		20.64%	10.15%	2.23%	0.0003%		33.03%
Subcontracting		\$88,040,338	\$42,841,106	\$20,089,983	\$933,552		\$151,904,979
		5.07%	2.47%	1.16%	0.05%		8.74%
Combined	\$1,737,675,687	\$446,711,812	\$219,290,591	\$58,921,067	\$937,934		\$725,861,404
	100.00%	25.71%	12.62%	3.39%	0.05%		41.77%
	2019 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
Sprint							
Direct		\$732,336,854	\$49,886,874	\$24,659	\$4,651,680		\$786,900,067
		29.50%	2.01%	0.001%	0.19%		31.70%
Subcontracting		\$0	\$0	\$0	\$0		\$0
		0.00%	0.00%	0.00%	0.00%		0.00%
Combined	\$2,482,219,060	\$732,336,854	\$49,886,874	\$24,659	\$4,651,680		\$786,900,067
	100.00%	29.50%	2.01%	0.001%	0.19%		31.70%
	2019 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
T-Mobile							
Direct		\$529,825,065	\$167,267,590	\$586,186	\$19,204,757		\$716,883,598
		14.84%	4.68%	0.02%	0.54%		20.08%
Subcontracting		\$50,959,658	\$46,721,926	\$1,576,559	\$997,273		\$100,255,416
		1.43%	1.31%	0.04%	0.03%		2.81%
Combined	\$3,570,979,444	\$580,784,723	\$213,989,516	\$2,162,745	\$20,202,030		\$817,139,014
	100.00%	16.26%	5.99%	0.06%	0.57%		22.88%
	2019 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
Verizon							
Direct		\$1,591,999,331	\$147,018,120	\$1,423,602	\$4,318,921		\$1,744,759,974
		33.90%	3.13%	0.03%	0.09%		37.15%
Subcontracting		\$81,949,908	\$18,501,622	\$2,201,443	\$0		\$102,652,973
		1.75%	0.39%	0.05%	0.00%		2.19%
Combined	\$4,696,131,881	\$1,673,949,239	\$165,519,742	\$3,625,045	\$4,318,921		\$1,847,412,947
	100.00%	35.65%	3.52%	0.08%	0.09%		39.34%
Total	\$37,520,768,266	\$8,432,784,590	\$3,438,998,431	\$572,262,775	\$57,129,528	\$313,092	\$12,501,488,416
	100.00%	22.47%	9.17%	1.53%	0.15%	0.001%	33.32%

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

Table 2a
2020 WMDVLGBTBE Procurement Results for Small Utilities
(in Dollars and as a Percentage of Total Corporate Procurement)

	2020 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
AT&T Long Distance							
Direct		\$6,969,804 15.02%	\$2,148,727 4.63%	\$20,847 0.04%	\$20 0.00004%	\$346 0.001%	\$9,139,744 19.70%
Subcontracting		\$1,693,575 3.65%	\$1,074,065 2.31%	\$37,487 0.08%	\$1,237 0.003%	\$0 0.00%	\$2,806,364 6.05%
Combined	\$46,404,409 100.00%	\$8,663,379 18.67%	\$3,222,792 6.95%	\$58,334 0.13%	\$1,257 0.003%	\$346 0.001%	\$11,946,108 25.74%

	2020 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
Cal Am Water							
Direct		\$21,726,872 20.44%	\$14,964,885 14.08%	\$1,212,480 1.14%	\$1,612,623 1.52%		\$39,516,860 37.17%
Subcontracting		\$321,142 0.30%	\$1,148,239 1.08%	\$1,499,508 1.41%	\$0 0.00%		\$2,968,889 2.79%
Combined	\$106,314,863 100.00%	\$22,048,014 20.74%	\$16,113,124 15.16%	\$2,711,988 2.55%	\$1,612,623 1.52%		\$42,485,749 39.96%

	2020 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
Golden State Water							
Direct		\$26,291,344 17.73%	\$13,061,677 8.81%	\$582,140 0.39%	\$324,919 0.22%		\$40,260,080 27.14%
Subcontracting		\$140,299 0.09%	\$474,056 0.32%	\$235,236 0.16%	\$0 0.00%		\$849,591 0.57%
Combined	\$148,321,740 100.00%	\$26,431,643 17.82%	\$13,535,733 9.13%	\$817,376 0.55%	\$324,919 0.22%		\$41,109,671 27.72%

	2020 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
Horizon West							
Direct		\$3,684,495 28.83%	\$89,890 0.70%	\$0 0.00%	\$0 0.00%	\$642,319 5.03%	\$4,416,704 34.56%
Subcontracting		\$0 0.00%	\$0 0.00%	\$0 0.00%	\$0 0.00%	\$0 0.00%	\$0 0.00%
Combined	\$12,778,045 100.00%	\$3,684,495 28.83%	\$89,890 0.70%	\$0 0.00%	\$0 0.00%	\$642,319 5.03%	\$4,416,704 34.56%

	2020 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
Liberty CalPeco							
Direct		\$11,726,481 28.03%	\$1,544,412 3.69%	\$2,030,496 4.85%	\$0 0.00%		\$15,301,389 36.58%
Subcontracting		\$0 0.00%	\$0 0.00%	\$0 0.00%	\$0 0.00%		\$0 0.00%
Combined	\$41,829,285 100.00%	\$11,726,481 28.03%	\$1,544,412 3.69%	\$2,030,496 4.85%	\$0 0.00%		\$15,301,389 36.58%

Table 2a
2020 WMDVLGBTBE Procurement Results for Small Utilities
(in Dollars and as a Percentage of Total Corporate Procurement)

	2020 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
PacifiCorp							
Direct		\$43,289,896	\$49,913	\$0	\$140		\$43,339,949
		56.30%	0.06%	0.00%	0.0002%		56.36%
Subcontracting		\$161,938	\$0	\$0	\$0		\$161,938
		0.21%	0.00%	0.00%	0.00%		0.21%
Combined	\$76,897,601	\$43,451,834	\$49,913	\$0	\$140		\$43,501,887
	100.00%	56.51%	0.06%	0.00%	0.0002%		56.57%

	2020 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
Park & Apple Water							
Direct		\$2,405,037	\$5,853,494	\$110,260	\$227,086		\$8,595,877
		6.72%	16.36%	0.31%	0.63%		24.02%
Subcontracting		\$465,938	\$1,484	\$0	\$0		\$467,422
		1.30%	0.004%	0.00%	0.00%		1.31%
Combined	\$35,783,773	\$2,870,975	\$5,854,978	\$110,260	\$227,086		\$9,063,299
	100.00%	8.02%	16.36%	0.31%	0.63%		25.33%

	2020 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
San Gabriel Valley							
Direct		\$10,249,911	\$11,330,504	\$4,133,921	\$734,529		\$26,448,865
		14.53%	16.07%	5.86%	1.04%		37.50%
Subcontracting		\$419,076	\$216,118	\$99,402	\$0		\$734,596
		0.59%	0.31%	0.14%	0.00%		1.04%
Combined	\$70,521,239	\$10,668,987	\$11,546,622	\$4,233,323	\$734,529		\$27,183,461
	100.00%	15.13%	16.37%	6.00%	1.04%		38.55%

	2020 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
San Jose Water							
Direct		\$17,866,407	\$4,107,808	\$125,456	\$0		\$22,099,671
		18.67%	4.29%	0.13%	0.00%		23.10%
Subcontracting		\$480,078	\$1,592,789	\$4,645,418	\$0		\$6,718,285
		0.50%	1.66%	4.86%	0.00%		7.02%
Combined	\$95,671,562	\$18,346,485	\$5,700,597	\$4,770,874	\$0		\$28,817,956
	100.00%	19.18%	5.96%	4.99%	0.00%		30.12%

	2020 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
Southwest Gas							
Direct		\$10,498,118	\$3,611,310	\$38,209,603	\$0		\$52,319,031
		13.12%	4.51%	47.75%	0.00%		65.38%
Subcontracting		\$1,601,174	\$394,572	\$0	\$18,289		\$2,014,035
		2.00%	0.49%	0.00%	0.02%		2.52%
Combined	\$80,024,554	\$12,099,292	\$4,005,882	\$38,209,603	\$18,289		\$54,333,066
	100.00%	15.12%	5.01%	47.75%	0.02%		67.90%

Table 2a
2020 WMDVLGBTBE Procurement Results for Small Utilities
(in Dollars and as a Percentage of Total Corporate Procurement)

	2020 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
Suburban Water							
Direct		\$9,121,012	\$1,984,715	\$92,754	\$2,738,316		\$13,936,797
		33.52%	7.29%	0.34%	10.06%		51.21%
Subcontracting		\$0	\$117,232	\$0	\$0		\$117,232
		0.00%	0.43%	0.00%	0.00%		0.43%
Combined	\$27,214,187	\$9,121,012	\$2,101,947	\$92,754	\$2,738,316		\$14,054,029
	100.00%	33.52%	7.72%	0.34%	10.06%		51.64%
TelePacific							
Direct		\$755,968	\$636,440	\$0	\$32,119		\$1,424,527
		0.96%	0.81%	0.00%	0.04%		1.82%
Subcontracting		\$0	\$0	\$0	\$0		\$0
		0.00%	0.00%	0.00%	0.00%		0.00%
Combined	\$78,363,216	\$755,968	\$636,440	\$0	\$32,119		\$1,424,527
	100.00%	0.96%	0.81%	0.00%	0.04%		1.82%
Trans Bay Cable							
Direct		\$226,224	\$57,733	\$0	\$0	\$1,600	\$285,557
		0.35%	0.09%	0.00%	0.00%	0.002%	0.44%
Subcontracting		\$0	\$0	\$0	\$0	\$0	\$0
		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Combined	\$64,840,514	\$226,224	\$57,733	\$0	\$0	\$1,600	\$285,557
	100.00%	0.35%	0.09%	0.00%	0.00%	0.002%	0.44%
Wild Goose Storage							
Direct		\$220,170	\$64,411	\$0	\$0		\$284,581
		6.00%	1.76%	0.00%	0.00%		7.76%
Subcontracting		\$0	\$0	\$0	\$0		\$0
		0.00%	0.00%	0.00%	0.00%		0.00%
Combined	\$3,667,739	\$220,170	\$64,411	\$0	\$0		\$284,581
	100.00%	6.00%	1.76%	0.00%	0.00%		7.76%
Total	\$888,632,727	\$170,314,959	\$64,524,474	\$53,035,008	\$5,689,278	\$644,265	\$294,207,984
	100.00%	19.17%	7.26%	5.97%	0.64%	0.07%	33.11%

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

Table 2b
2019 WMDVLGBTBE Procurement Results for Small Utilities
(in Dollars and as a Percentage of Total Corporate Procurement)

	2019 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
AT&T Long Distance							
Direct		\$4,036,090 18.36%	\$1,040,325 4.73%	\$7,319 0.03%	\$0 0.00%	\$321 0.001%	\$5,084,055 23.13%
Subcontracting		\$670,477 3.05%	\$623,451 2.84%	\$45,654 0.21%	\$2,192 0.01%	\$0 0.00%	\$1,341,774 6.10%
Combined	\$21,983,135 100.00%	\$4,706,567 21.41%	\$1,663,776 7.57%	\$52,973 0.24%	\$2,192 0.01%	\$321 0.001%	\$6,425,829 29.23%

	2019 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
Cal Am Water							
Direct		\$18,514,614 19.59%	\$10,167,918 10.76%	\$563,639 0.60%	\$485,772 0.51%		\$29,731,943 31.45%
Subcontracting		\$305,705 0.32%	\$797,254 0.84%	\$1,957,269 2.07%	\$0 0.00%		\$3,060,228 3.24%
Combined	\$94,533,546 100.00%	\$18,820,319 19.91%	\$10,965,172 11.60%	\$2,520,908 2.67%	\$485,772 0.51%		\$32,792,171 34.69%

	2019 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
Horizon West							
Direct		\$4,554,943 22.79%	\$0 0.00%	\$0 0.00%	\$0 0.00%		\$4,554,943 22.79%
Subcontracting		\$0 0.00%	\$0 0.00%	\$0 0.00%	\$0 0.00%		\$0 0.00%
Combined	\$19,989,906 100.00%	\$4,554,943 22.79%	\$0 0.00%	\$0 0.00%	\$0 0.00%		\$4,554,943 22.79%

	2019 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
Liberty CalPeco							
Direct		\$4,422,208 17.43%	\$1,005,675 3.96%	\$1,107,308 4.36%	\$0 0.00%		\$6,535,191 25.76%
Subcontracting		\$0 0.00%	\$0 0.00%	\$0 0.00%	\$0 0.00%		\$0 0.00%
Combined	\$25,373,185 100.00%	\$4,422,208 17.43%	\$1,005,675 3.96%	\$1,107,308 4.36%	\$0 0.00%		\$6,535,191 25.76%

	2019 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
PacifiCorp							
Direct		\$6,362,080 14.95%	\$265,506 0.62%	\$0 0.00%	\$0 0.00%		\$6,627,586 15.57%
Subcontracting		\$117,745 0.28%	\$0 0.00%	\$0 0.00%	\$0 0.00%		\$117,745 0.28%
Combined	\$42,556,172 100.00%	\$6,479,825 15.23%	\$265,506 0.62%	\$0 0.00%	\$0 0.00%		\$6,745,331 15.85%

Table 2b
2019 WMDVLGBTBE Procurement Results for Small Utilities
(in Dollars and as a Percentage of Total Corporate Procurement)

	2019 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
Park & Apple Water							
Direct		\$2,686,670 7.77%	\$5,465,098 15.80%	\$2,625 0.01%	\$774,360 2.24%		\$8,928,753 25.82%
Subcontracting		\$250,823 0.73%	\$231,519 0.67%	\$6,807 0.02%	\$0 0.00%		\$489,149 1.41%
Combined	\$34,580,097 100.00%	\$2,937,493 8.49%	\$5,696,617 16.47%	\$9,432 0.03%	\$774,360 2.24%		\$9,417,902 27.24%

	2019 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
San Gabriel Valley							
Direct		\$10,513,131 13.23%	\$13,292,645 16.73%	\$161,767 0.20%	\$1,731,416 2.18%		\$25,698,959 32.34%
Subcontracting		\$222,307 0.28%	\$15,241 0.02%	\$0 0.00%	\$0 0.00%		\$237,548 0.30%
Combined	\$79,457,681 100.00%	\$10,735,438 13.51%	\$13,307,886 16.75%	\$161,767 0.20%	\$1,731,416 2.18%		\$25,936,507 32.64%

	2019 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
San Jose Water							
Direct		\$5,880,496 4.16%	\$3,682,989 2.61%	\$19,000 0.01%	\$1,931 0.001%		\$9,584,416 6.78%
Subcontracting		\$792,560 0.56%	\$3,466,053 2.45%	\$4,368,120 3.09%	\$3,199 0.002%		\$8,629,932 6.11%
Combined	\$141,287,605 100.00%	\$6,673,056 4.72%	\$7,149,042 5.06%	\$4,387,120 3.11%	\$5,130 0.004%		\$18,214,348 12.89%

	2019 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
Southwest Gas							
Direct		\$9,140,403 14.45%	\$3,799,188 6.01%	\$30,229,790 47.79%	\$0 0.00%		\$43,169,381 68.25%
Subcontracting		\$589,697 0.93%	\$658,698 1.04%	\$0 0.00%	\$0 0.00%		\$1,248,395 1.97%
Combined	\$63,256,350 100.00%	\$9,730,100 15.38%	\$4,457,886 7.05%	\$30,229,790 47.79%	\$0 0.00%		\$44,417,776 70.22%

	2019 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
Suburban Water							
Direct		\$7,719,801 27.79%	\$698,538 2.51%	\$1,185,337 4.27%	\$3,439,839 12.38%		\$13,043,515 46.95%
Subcontracting		\$605,086 2.18%	\$74,446 0.27%	\$112,977 0.41%	\$0 0.00%		\$792,509 2.85%
Combined	\$27,778,861 100.00%	\$8,324,887 29.97%	\$772,984 2.78%	\$1,298,314 4.67%	\$3,439,839 12.38%		\$13,836,024 49.81%

Table 3
2020 and 2019 Comparative Summary of Large, Small, and Combined Utilities WMDVLGBTBE Procurement Results
(in Dollars and as a Percentage of Total Corporate Procurement)

	Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
2020							
Total Large Utilities	\$38,038,435,965 100.00%	\$6,711,220,884 17.64%	\$4,042,156,895 10.63%	\$630,959,447 1.66%	\$37,388,648 0.10%	\$257,571 0.001%	\$11,421,983,444 30.03%
Total Small Utilities	\$888,632,727 100.00%	\$170,314,959 19.17%	\$64,524,474 7.26%	\$53,035,008 5.97%	\$5,689,278 0.64%	\$644,265 0.07%	\$294,207,984 33.11%
Total Combined	\$38,927,068,692 100.00%	\$6,881,535,843 17.68%	\$4,106,681,368 10.55%	\$683,994,455 1.76%	\$43,077,926 0.11%	\$901,836 0.002%	\$11,716,191,427 30.10%
2019							
Total Large Utilities	\$37,520,768,266 100.00%	\$8,432,784,590 22.47%	\$3,438,998,431 9.17%	\$572,262,775 1.53%	\$57,129,528 0.15%	\$313,092 0.001%	\$12,501,488,416 33.32%
Total Small Utilities	\$646,053,046 100.00%	\$78,317,532 12.12%	\$45,963,200 7.11%	\$39,767,612 6.16%	\$6,464,909 1.00%	\$1,921 0.0003%	\$170,515,174 26.39%
Total Combined	\$38,166,821,312 100.00%	\$8,511,102,122 22.30%	\$3,484,961,631 9.13%	\$612,030,387 1.60%	\$63,594,437 0.17%	\$315,013 0.001%	\$12,672,003,590 33.20%

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

Table 4a - 1
2020 Summary of Large Utilities Ethnic Procurement Results
(in Dollars and as a Percentage of Total MBE Procurement)

	AT&T CA	AT&T Corp	AT&T Mobility	Cal Water	CenturyLink	Charter	Comcast	Frontier	PG&E	SDG&E	SCE	SoCalGas	T-Mobile
Black													
Direct	\$57,966,249	\$37,900,635	\$255,720,940	\$256,396	\$264,111	\$3,530,471	\$2,061,761	\$1,501,021	\$406,338,608	\$48,693,862	\$136,842,843	\$55,230,050	\$120,585,978
	19.28%	33.91%	39.52%	0.63%	0.86%	6.24%	8.23%	4.48%	17.87%	10.69%	12.31%	9.73%	11.42%
Subcontracting	\$18,102,933	\$5,185,848	\$33,284,395	\$0	\$0	\$0	\$1,041,969	\$1,565,176	\$13,314,134	\$13,048,699	\$2,983,948	\$17,596,380	\$793,213
	6.02%	4.64%	5.14%	0.00%	0.00%	0.00%	4.16%	4.68%	0.59%	2.87%	0.27%	3.10%	0.08%
Combined	\$76,069,182	\$43,086,483	\$289,005,335	\$256,396	\$264,111	\$3,530,471	\$3,103,730	\$3,066,197	\$419,652,742	\$61,742,561	\$139,826,791	\$72,826,430	\$121,379,191
	25.31%	38.55%	44.67%	0.63%	0.86%	6.24%	12.39%	9.16%	18.45%	13.56%	12.57%	12.83%	11.49%
Hispanic													
Direct	\$127,310,514	\$32,769,274	\$240,141,453	\$20,347,650	\$5,980,721	\$24,154,836	\$7,092,378	\$20,578,805	\$845,462,581	\$173,367,339	\$398,381,966	\$277,286,814	\$74,416,457
	42.35%	29.32%	37.12%	49.79%	19.56%	42.69%	28.32%	61.48%	37.18%	38.07%	35.82%	48.84%	7.05%
Subcontracting	\$26,035,599	\$7,458,276	\$47,869,544	\$11,528,215	\$0	\$121,231	\$7,745,370	\$4,537,141	\$206,067,278	\$68,402,966	\$187,146,792	\$81,739,751	\$3,020,969
	8.66%	6.67%	7.40%	28.21%	0.00%	0.21%	30.93%	13.56%	9.06%	15.02%	16.83%	14.40%	0.29%
Combined	\$153,346,113	\$40,227,550	\$288,010,997	\$31,875,865	\$5,980,721	\$24,276,067	\$14,837,748	\$25,115,946	\$1,051,529,859	\$241,770,305	\$585,528,758	\$359,026,565	\$77,437,426
	51.01%	35.99%	44.51%	78.01%	19.56%	42.90%	59.25%	75.04%	46.24%	53.09%	52.65%	63.24%	7.33%
Asian-Pacific													
Direct	\$46,083,140	\$21,578,058	\$26,023,540	\$6,815,984	\$24,329,065	\$28,778,002	\$2,405,640	\$4,661,359	\$571,633,553	\$38,797,411	\$198,365,361	\$74,102,713	\$797,942,050
	15.33%	19.30%	4.02%	16.68%	79.57%	50.86%	9.61%	13.93%	25.14%	8.52%	17.84%	13.05%	75.55%
Subcontracting	\$20,909,771	\$5,989,908	\$38,445,101	\$679,682	\$0	\$0	\$1,919,019	\$618,597	\$39,022,224	\$33,752,866	\$79,636,203	\$6,502,375	\$24,768,816
	6.96%	5.36%	5.94%	1.66%	0.00%	0.00%	7.66%	1.85%	1.72%	7.41%	7.16%	1.15%	2.35%
Combined	\$66,992,911	\$27,567,966	\$64,468,641	\$7,495,666	\$24,329,065	\$28,778,002	\$4,324,659	\$5,279,956	\$610,655,777	\$72,550,277	\$278,001,564	\$80,605,088	\$822,710,866
	22.29%	24.66%	9.96%	18.34%	79.57%	50.86%	17.27%	15.78%	26.85%	15.93%	25.00%	14.20%	77.90%
Native American													
Direct	\$1,532,371	\$140,803	\$652,648	\$1,042,099	\$0	\$0	\$2,430,366	\$8,073	\$152,050,238	\$67,013,812	\$99,269,613	\$44,377,258	\$25,719,745
	0.51%	0.13%	0.10%	2.55%	0.00%	0.00%	9.70%	0.02%	6.69%	14.71%	8.93%	7.82%	2.44%
Subcontracting	\$1,479,572	\$423,845	\$2,720,369	\$193,728	\$0	\$0	\$347,193	\$0	\$40,075,859	\$12,340,694	\$9,424,280	\$10,870,159	\$178,326
	0.49%	0.38%	0.42%	0.47%	0.00%	0.00%	1.39%	0.00%	1.76%	2.71%	0.85%	1.91%	0.02%
Combined	\$3,011,943	\$564,648	\$3,373,017	\$1,235,826	\$0	\$0	\$2,777,559	\$8,073	\$192,126,097	\$79,354,506	\$108,693,893	\$55,247,417	\$25,898,071
	1.00%	0.51%	0.52%	3.02%	0.00%	0.00%	11.09%	0.02%	8.45%	17.42%	9.77%	9.73%	2.45%
Other													
Direct	\$0	\$0	\$0										\$8,639,040
	0.00%	0.00%	0.00%										0.82%
Subcontracting	\$1,171,056	\$335,466	\$2,153,126										\$97,168
	0.39%	0.30%	0.33%										0.01%
Combined	\$1,171,056	\$335,466	\$2,153,126										\$8,736,208
	0.39%	0.30%	0.33%										0.83%
2020 Total MBE Procurement													
	\$300,591,205	\$111,782,113	\$647,011,116	\$40,863,753	\$30,573,897	\$56,584,540	\$25,043,696	\$33,470,172	\$2,273,964,475	\$455,417,649	\$1,112,051,006	\$567,705,500	\$1,056,161,762
	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%

Table 4b - 1
2019 Summary of Large Utilities Ethnic Procurement Results
(in Dollars and as a Percentage of Total MBE Procurement)

	AT&T CA	AT&T Corp	AT&T Mobility	Cal Water	CenturyLink	Charter	Comcast	Frontier	Golden State	PG&E	SDG&E	SCE	SoCalGas	Sprint	T-Mobile	Verizon
Black																
Direct	\$59,478,449	\$36,683,980	\$102,270,106	\$142,572	\$959,136	\$2,989,965	\$2,506,539	\$374,224	\$78,460	\$319,701,188	\$45,772,618	\$104,576,453	\$45,448,496	\$207,661,979	\$3,303,676	\$105,547,813
	14.72%	32.52%	18.62%	0.40%	1.50%	4.68%	10.28%	1.13%	0.26%	15.31%	12.40%	8.54%	10.17%	28.36%	0.57%	6.31%
Subcontracting	\$13,821,607	\$3,090,743	\$23,488,913	\$0	\$0	\$19,150	\$954,971	\$95,875	\$0	\$24,235,566	\$9,544,477	\$3,051,606	\$14,588,977	\$0	\$25,867,804	\$6,257,894
	3.42%	2.74%	41.54%	0.00%	0.00%	0.03%	3.92%	0.29%	0.00%	1.16%	2.59%	0.25%	3.27%	0.00%	4.45%	0.37%
Combined	\$73,300,056	\$39,774,723	\$125,759,019	\$142,572	\$959,136	\$3,009,115	\$3,461,510	\$470,099	\$78,460	\$343,936,754	\$55,317,095	\$107,628,059	\$60,037,473	\$207,661,979	\$29,171,480	\$111,805,707
	18.14%	35.26%	22.90%	0.40%	1.50%	4.71%	14.20%	1.42%	0.26%	16.47%	14.99%	8.79%	13.44%	28.36%	5.02%	6.68%
Hispanic																
Direct	\$217,521,552	\$40,229,489	\$316,459,772	\$14,713,742	\$6,405,178	\$28,845,171	\$4,585,726	\$25,387,819	\$25,188,346	\$705,258,209	\$148,760,640	\$545,784,728	\$217,268,069	\$51,382,539	\$8,474,790	\$864,724,618
	53.84%	35.66%	57.63%	40.96%	10.03%	45.16%	18.81%	76.66%	83.73%	33.78%	40.31%	44.55%	48.64%	7.02%	1.46%	51.66%
Subcontracting	\$25,208,100	\$5,636,954	\$42,839,512	\$6,268,098	\$0	\$78,942	\$8,571,999	\$3,489,286	\$17,226	\$286,326,933	\$58,368,761	\$183,663,837	\$62,813,633	\$0	\$9,392,064	\$15,078,459
	6.24%	5.00%	7.80%	17.45%	0.00%	0.12%	35.17%	10.54%	0.06%	13.72%	15.82%	14.99%	14.06%	0.00%	1.62%	0.90%
Combined	\$242,729,652	\$45,866,443	\$359,299,284	\$20,981,840	\$6,405,178	\$28,924,113	\$13,157,725	\$28,877,105	\$25,205,572	\$991,585,142	\$207,129,401	\$729,448,565	\$280,081,702	\$51,382,539	\$17,866,854	\$879,803,077
	60.08%	40.66%	65.43%	58.41%	10.03%	45.28%	53.98%	87.20%	83.79%	47.50%	56.12%	59.54%	62.70%	7.02%	3.08%	52.56%
Asian-Pacific																
Direct	\$64,844,872	\$22,302,259	\$27,869,545	\$11,411,801	\$56,498,513	\$31,930,174	\$3,417,720	\$2,841,627	\$1,568,823	\$565,146,886	\$37,702,465	\$183,750,953	\$61,665,450	\$459,849,936	\$512,462,562	\$606,358,925
	16.05%	19.77%	5.07%	31.77%	88.47%	49.99%	14.02%	8.58%	5.21%	27.07%	10.22%	15.00%	13.80%	62.79%	88.24%	36.22%
Subcontracting	\$16,876,476	\$3,773,863	\$28,680,464	\$1,412,973	\$0	\$13,254	\$2,681,146	\$925,686	\$0	\$41,351,106	\$16,755,366	\$73,170,899	\$6,266,918	\$0	\$14,613,491	\$57,092,758
	4.18%	3.35%	5.22%	3.93%	0.00%	0.02%	11.00%	2.80%	0.00%	1.98%	4.54%	5.97%	1.40%	0.00%	2.52%	3.41%
Combined	\$81,721,348	\$26,076,122	\$56,550,009	\$12,824,774	\$56,498,513	\$31,943,428	\$6,098,866	\$3,767,313	\$1,568,823	\$606,497,992	\$54,457,831	\$256,921,852	\$67,932,368	\$459,849,936	\$527,076,053	\$663,451,683
	20.23%	23.12%	10.30%	35.70%	88.47%	50.01%	25.02%	11.38%	5.21%	29.05%	14.76%	20.97%	15.21%	62.79%	90.75%	39.63%
Native American																
Direct	\$1,885,087	\$96,551	\$64,080	\$1,922,780	\$0	\$0	\$1,629,703	\$1,817	\$3,230,537	\$112,761,725	\$44,698,771	\$122,178,299	\$34,289,459	\$13,442,400	\$5,584,037	\$15,367,975
	0.47%	0.09%	0.01%	5.35%	0.00%	0.00%	6.69%	0.01%	10.74%	5.40%	12.11%	9.97%	7.68%	1.84%	0.96%	0.92%
Subcontracting	\$1,849,391	\$413,555	\$3,142,919	\$52,455	\$0	\$400	\$25,530	\$0	\$0	\$32,867,841	\$7,457,276	\$8,872,039	\$4,370,810	\$0	\$1,086,299	\$3,520,797
	0.46%	0.37%	0.57%	0.15%	0.00%	0.0006%	0.10%	0.00%	0.00%	1.57%	2.02%	0.72%	0.98%	0.00%	0.19%	0.21%
Combined	\$3,734,478	\$510,106	\$3,206,999	\$1,975,235	\$0	\$400	\$1,655,233	\$1,817	\$3,230,537	\$145,629,566	\$52,156,047	\$131,050,338	\$38,660,269	\$13,442,400	\$6,670,336	\$18,888,772
	0.92%	0.45%	0.58%	5.50%	0.00%	0.0006%	6.79%	0.01%	10.74%	6.98%	14.13%	10.70%	8.65%	1.84%	1.15%	1.13%
Other																
Direct	\$0	\$0	\$0													
	0.00%	0.00%	0.00%													
Subcontracting	\$2,558,189	\$572,054	\$4,347,474													
	0.63%	0.51%	0.79%													
Combined	\$2,558,189	\$572,054	\$4,347,474													
	0.63%	0.51%	0.79%													
2019 Total MBE																
Procurement	\$404,043,723	\$112,799,448	\$549,162,785	\$35,924,421	\$63,862,827	\$63,877,056	\$24,373,334	\$33,116,334	\$30,083,392	\$2,087,649,454	\$369,060,374	\$1,225,048,814	\$446,711,812	\$732,336,854	\$580,784,723	\$1,673,949,239
	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%

Table 4a - 2
2020 Summary of Small Utilities Ethnic Procurement Results
(in Dollars and as a Percentage of Total MBE Procurement)

	AT&T Long Distance	Cal-Am Water	Golden State	Horizon West	Liberty CalPeco	PacifiCorp	Park & Apple Water	San Gabriel Valley	San Jose Water	Southwest Gas	Suburban Water	TelePacific	Trans Bay Cable	Wild Goose Storage
Black														
Direct	\$1,754,468	\$3,561,058	\$107,213	\$0	\$147,625	\$147	\$70,268	\$753,928	\$30,477	\$7,464,195	\$248,460	\$0	\$0	\$0
	20.25%	16.15%	0.41%	0.00%	1.26%	0.0003%	2.45%	7.07%	0.17%	61.69%	2.72%	0.00%	0.00%	0.00%
Subcontracting	\$452,868	\$0	\$6,750	\$0	\$0	\$0	\$0	\$419,076	\$0	\$62,767	\$0	\$0	\$0	\$0
	5.23%	0.00%	0.03%	0.00%	0.00%	0.00%	0.00%	3.93%	0.00%	0.52%	0.00%	0.00%	0.00%	0.00%
Combined	\$2,207,336	\$3,561,058	\$113,963	\$0	\$147,625	\$147	\$70,268	\$1,173,004	\$30,477	\$7,526,962	\$248,460	\$0	\$0	\$0
	25.48%	16.15%	0.43%	0.00%	1.26%	0.0003%	2.45%	10.99%	0.17%	62.21%	2.72%	0.00%	0.00%	0.00%
Hispanic														
Direct	\$3,758,569	\$9,340,171	\$20,517,681	\$3,684,495	\$10,128,680	\$43,289,749	\$1,909,459	\$4,913,856	\$16,858,710	\$1,141,863	\$8,451,823	\$545,386	\$95,288	\$131,193
	43.38%	42.36%	77.63%	100.00%	86.37%	99.63%	66.51%	46.06%	91.89%	9.44%	92.66%	72.14%	42.12%	59.59%
Subcontracting	\$651,314	\$321,142	\$133,549	\$0	\$0	\$161,938	\$465,938	\$0	\$368,375	\$1,538,407	\$0	\$0	\$0	\$0
	7.52%	1.46%	0.51%	0.00%	0.00%	0.37%	16.23%	0.00%	2.01%	12.71%	0.00%	0.00%	0.00%	0.00%
Combined	\$4,409,883	\$9,661,313	\$20,651,230	\$3,684,495	\$10,128,680	\$43,451,687	\$2,375,397	\$4,913,856	\$17,227,085	\$2,680,270	\$8,451,823	\$545,386	\$95,288	\$131,193
	50.90%	43.82%	78.13%	100.00%	86.37%	99.9997%	82.74%	46.06%	93.90%	22.15%	92.66%	72.14%	42.12%	59.59%
Asian-Pacific														
Direct	\$1,448,235	\$532,007	\$2,406,484	\$0	\$1,307,746	\$0	\$425,310	\$2,465,972	\$312,014	\$1,275,114	\$420,729	\$210,582	\$129,816	\$88,977
	16.72%	2.41%	9.10%	0.00%	11.15%	0.00%	14.81%	23.11%	1.70%	10.54%	4.61%	27.86%	57.38%	40.41%
Subcontracting	\$523,085	\$0	\$0	\$0	\$142,430	\$0	\$0	\$0	\$80,066	\$0	\$0	\$0	\$0	\$0
	6.04%	0.00%	0.00%	0.00%	1.21%	0.00%	0.00%	0.00%	0.44%	0.00%	0.00%	0.00%	0.00%	0.00%
Combined	\$1,971,320	\$532,007	\$2,406,484	\$0	\$1,450,176	\$0	\$425,310	\$2,465,972	\$392,080	\$1,275,114	\$420,729	\$210,582	\$129,816	\$88,977
	22.75%	2.41%	9.10%	0.00%	12.37%	0.00%	14.81%	23.11%	2.14%	10.54%	4.61%	27.86%	57.38%	40.41%
Native American														
Direct	\$8,532	\$8,293,636	\$3,259,966	\$0	\$0	\$0	\$0	\$2,116,155	\$665,206	\$616,946	\$0	\$0	\$1,120	\$0
	0.10%	37.62%	12.33%	0.00%	0.00%	0.00%	0.00%	19.83%	3.63%	5.10%	0.00%	0.00%	0.50%	0.00%
Subcontracting	\$37,013	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$31,637	\$0	\$0	\$0	\$0	\$0
	0.43%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.17%	0.00%	0.00%	0.00%	0.00%	0.00%
Combined	\$45,545	\$8,293,636	\$3,259,966	\$0	\$0	\$0	\$0	\$2,116,155	\$696,843	\$616,946	\$0	\$0	\$1,120	\$0
	0.53%	37.62%	12.33%	0.00%	0.00%	0.00%	0.00%	19.83%	3.80%	5.10%	0.00%	0.00%	0.50%	0.00%
Other														
Direct	\$0													
	0.00%													
Subcontracting	\$29,295													
	0.34%													
Combined	\$29,295													
	0.34%													
2020 Total MBE Procurement														
	\$8,663,379	\$22,048,014	\$26,431,643	\$3,684,495	\$11,726,481	\$43,451,834	\$2,870,975	\$10,668,987	\$18,346,485	\$12,099,292	\$9,121,012	\$755,968	\$226,224	\$220,170
	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%

Table 4b - 2
2019 Summary of Small Utilities Ethnic Procurement Results
(in Dollars and as a Percentage of Total MBE Procurement)

	AT&T Long Distance	Cal-Am Water	Horizon West	Liberty CalPeco	PacifiCorp	Park & Apple Water	San Gabriel Valley	San Jose Water	Southwest Gas	Suburban Water	TelePacific	Trans Bay Cable	Wild Goose Storage
Black													
Direct	\$718,155	\$3,001,627	\$0	\$179,992	\$0	\$0	\$925,503	\$231,824	\$5,892,520	\$180,780	\$0	\$0	\$0
	15.26%	15.95%	0.00%	4.07%	0.00%	0.00%	8.62%	3.47%	60.56%	2.17%	0.00%	0.00%	0.00%
Subcontracting	\$153,648	\$75,235	\$0	\$0	\$409	\$26,762	\$135,020	\$184	\$4,165	\$0	\$0	\$0	\$0
	3.26%	0.40%	0.00%	0.00%	0.01%	0.91%	1.26%	0.003%	0.04%	0.00%	0.00%	0.00%	0.00%
Combined	\$871,803	\$3,076,862	\$0	\$179,992	\$409	\$26,762	\$1,060,523	\$232,008	\$5,896,685	\$180,780	\$0	\$0	\$0
	18.52%	16.35%	0.00%	4.07%	0.01%	0.91%	9.88%	3.48%	60.60%	2.17%	0.00%	0.00%	0.00%
Hispanic													
Direct	\$2,545,289	\$5,538,129	\$4,554,943	\$3,733,135	\$6,361,671	\$1,884,690	\$4,311,461	\$3,064,972	\$1,625,422	\$6,718,466	\$2,771	\$0	\$170,578
	54.08%	29.43%	100.00%	84.42%	98.18%	64.16%	40.16%	45.93%	16.71%	80.70%	0.40%	0.00%	73.17%
Subcontracting	\$280,226	\$210,945	\$0	\$0	\$117,745	\$250,823	\$87,287	\$476,579	\$585,532	\$5,086	\$0	\$0	\$0
	5.95%	1.12%	0.00%	0.00%	1.82%	8.54%	0.81%	7.14%	6.02%	0.06%	0.00%	0.00%	0.00%
Combined	\$2,825,515	\$5,749,074	\$4,554,943	\$3,733,135	\$6,479,416	\$2,135,513	\$4,398,748	\$3,541,551	\$2,210,954	\$6,723,552	\$2,771	\$0	\$170,578
	60.03%	30.55%	100.00%	84.42%	99.99%	72.70%	40.97%	53.07%	22.72%	80.76%	0.40%	0.00%	73.17%
Asian-Pacific													
Direct	\$768,983	\$547,036	\$0	\$509,081	\$0	\$775,218	\$4,112,073	\$1,912,214	\$1,450,336	\$820,555	\$687,070	\$0	\$62,549
	16.34%	2.91%	0.00%	11.51%	0.00%	26.39%	38.30%	28.66%	14.91%	9.86%	99.60%	0.00%	26.83%
Subcontracting	\$187,607	\$19,525	\$0	\$0	\$0	\$0	\$0	\$296,296	\$0	\$600,000	\$0	\$9,728	\$0
	3.99%	0.10%	0.00%	0.00%	0.00%	0.00%	0.00%	4.44%	0.00%	7.21%	0.00%	100.00%	0.00%
Combined	\$956,590	\$566,561	\$0	\$509,081	\$0	\$775,218	\$4,112,073	\$2,208,510	\$1,450,336	\$1,420,555	\$687,070	\$9,728	\$62,549
	20.32%	3.01%	0.00%	11.51%	0.00%	26.39%	38.30%	33.10%	14.91%	17.06%	99.60%	100.00%	26.83%
Native American													
Direct	\$3,663	\$9,427,822	\$0	\$0	\$0	\$0	\$1,164,094	\$671,486	\$172,125	\$0	\$0	\$0	\$0
	0.08%	50.09%	0.00%	0.00%	0.00%	0.00%	10.84%	10.06%	1.77%	0.00%	0.00%	0.00%	0.00%
Subcontracting	\$20,558	\$0	\$0	\$0	\$0	\$0	\$0	\$19,501	\$0	\$0	\$0	\$0	\$0
	0.44%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.29%	0.00%	0.00%	0.00%	0.00%	0.00%
Combined	\$24,221	\$9,427,822	\$0	\$0	\$0	\$0	\$1,164,094	\$690,987	\$172,125	\$0	\$0	\$0	\$0
	0.51%	50.09%	0.00%	0.00%	0.00%	0.00%	10.84%	10.35%	1.77%	0.00%	0.00%	0.00%	0.00%
Other													
Direct	\$0												
	0.00%												
Subcontracting	\$28,438												
	0.60%												
Combined	\$28,438												
	0.60%												
2019 Total MBE Procurement													
	\$4,706,567	\$18,820,319	\$4,554,943	\$4,422,208	\$6,479,825	\$2,937,493	\$10,735,438	\$6,673,056	\$9,730,100	\$8,324,887	\$689,841	\$9,728	\$233,127
	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%

Table 5a - 1
2020 Summary of Large Utilities Ethnic Procurement Results
(in Dollars and as a Percentage of Total Corporate Procurement)

	AT&T CA	AT&T Corp	AT&T Mobility	Cal Water	CenturyLink	Charter	Comcast	Frontier	PG&E	SDG&E	SCE	SoCalGas	T-Mobile
Black													
Direct	\$57,966,249	\$37,900,635	\$255,720,940	\$256,396	\$264,111	\$3,530,471	\$2,061,761	\$1,501,021	\$406,338,608	\$48,693,862	\$136,842,843	\$55,230,050	\$120,585,978
	2.99%	4.73%	5.27%	0.09%	0.07%	0.53%	0.34%	0.83%	4.07%	2.32%	2.14%	2.58%	1.56%
Subcontracting	\$18,102,933	\$5,185,848	\$33,284,395	\$0	\$0	\$0	\$1,041,969	\$1,565,176	\$13,314,134	\$13,048,699	\$2,983,948	\$17,596,380	\$793,213
	0.94%	0.65%	0.69%	0.00%	0.00%	0.00%	0.17%	0.86%	0.13%	0.62%	0.05%	0.82%	0.01%
Combined	\$76,069,182	\$43,086,483	\$289,005,335	\$256,396	\$264,111	\$3,530,471	\$3,103,730	\$3,066,197	\$419,652,742	\$61,742,561	\$139,826,791	\$72,826,430	\$121,379,191
	3.93%	5.38%	5.95%	0.09%	0.07%	0.53%	0.51%	1.69%	4.21%	2.94%	2.19%	3.40%	1.57%
Hispanic													
Direct	\$127,310,514	\$32,769,274	\$240,141,453	\$20,347,650	\$5,980,721	\$24,154,836	\$7,092,378	\$20,578,805	\$845,462,581	\$173,367,339	\$398,381,966	\$277,286,814	\$74,416,457
	6.58%	4.09%	4.95%	7.16%	1.61%	3.59%	1.17%	11.31%	8.48%	8.26%	6.24%	12.96%	0.96%
Subcontracting	\$26,035,599	\$7,458,276	\$47,869,544	\$11,528,215	\$0	\$121,231	\$7,745,370	\$4,537,141	\$206,067,278	\$68,402,966	\$187,146,792	\$81,739,751	\$3,020,969
	1.35%	0.93%	0.99%	4.06%	0.00%	0.02%	1.28%	2.49%	2.07%	3.26%	2.93%	3.82%	0.04%
Combined	\$153,346,113	\$40,227,550	\$288,010,997	\$31,875,865	\$5,980,721	\$24,276,067	\$14,837,748	\$25,115,946	\$1,051,529,859	\$241,770,305	\$585,528,758	\$359,026,565	\$77,437,426
	7.92%	5.02%	5.93%	11.22%	1.61%	3.61%	2.44%	13.81%	10.54%	11.52%	9.17%	16.78%	1.00%
Asian-Pacific													
Direct	\$46,083,140	\$21,578,058	\$26,023,540	\$6,815,984	\$24,329,065	\$28,778,002	\$2,405,640	\$4,661,359	\$571,633,553	\$38,797,411	\$198,365,361	\$74,102,713	\$797,942,050
	2.38%	2.69%	0.54%	2.40%	6.54%	4.28%	0.40%	2.56%	5.73%	1.85%	3.11%	3.46%	10.32%
Subcontracting	\$20,909,771	\$5,989,908	\$38,445,101	\$679,682	\$0	\$0	\$1,919,019	\$618,597	\$39,022,224	\$33,752,866	\$79,636,203	\$6,502,375	\$24,768,816
	1.08%	0.75%	0.79%	0.24%	0.00%	0.00%	0.32%	0.34%	0.39%	1.61%	1.25%	0.30%	0.32%
Combined	\$66,992,911	\$27,567,966	\$64,468,641	\$7,495,666	\$24,329,065	\$28,778,002	\$4,324,659	\$5,279,956	\$610,655,777	\$72,550,277	\$278,001,564	\$80,605,088	\$822,710,866
	3.46%	3.44%	1.33%	2.64%	6.54%	4.28%	0.71%	2.90%	6.12%	3.46%	4.35%	3.77%	10.64%
Native American													
Direct	\$1,532,371	\$140,803	\$652,648	\$1,042,099	\$0	\$0	\$2,430,366	\$8,073	\$152,050,238	\$67,013,812	\$99,269,613	\$44,377,258	\$25,719,745
	0.08%	0.02%	0.01%	0.37%	0.00%	0.00%	0.40%	0.004%	1.52%	3.19%	1.55%	2.07%	0.33%
Subcontracting	\$1,479,572	\$423,845	\$2,720,369	\$193,728	\$0	\$0	\$347,193	\$0	\$40,075,859	\$12,340,694	\$9,424,280	\$10,870,159	\$178,326
	0.08%	0.05%	0.06%	0.07%	0.00%	0.00%	0.06%	0.00%	0.40%	0.59%	0.15%	0.51%	0.00%
Combined	\$3,011,943	\$564,648	\$3,373,017	\$1,235,826	\$0	\$0	\$2,777,559	\$8,073	\$192,126,097	\$79,354,506	\$108,693,893	\$55,247,417	\$25,898,071
	0.16%	0.07%	0.07%	0.43%	0.00%	0.00%	0.46%	0.004%	1.93%	3.78%	1.70%	2.58%	0.33%
Other													
Direct	\$0	\$0	\$0										\$8,639,040
	0.00%	0.00%	0.00%										0.11%
Subcontracting	\$1,171,056	\$335,466	\$2,153,126										\$97,168
	0.06%	0.04%	0.04%										0.00%
Combined	\$1,171,056	\$335,466	\$2,153,126										\$8,736,208
	0.06%	0.04%	0.04%										0.11%
2020 Total Corporate Procurement													
	\$1,935,530,620	\$800,952,598	\$4,854,774,541	\$284,213,288	\$372,020,708	\$672,136,855	\$607,128,831	\$181,920,464	\$9,974,059,425	\$2,098,149,510	\$6,386,837,449	\$2,139,674,225	\$7,731,037,451
	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
2020 Total MBE Procurement													
	\$300,591,205	\$111,782,113	\$647,011,116	\$40,863,753	\$30,573,897	\$56,584,540	\$25,043,696	\$33,470,172	\$2,273,964,475	\$455,417,649	\$1,112,051,006	\$567,705,500	\$1,056,161,762
	15.53%	13.96%	13.33%	14.38%	8.22%	8.42%	4.12%	18.40%	22.80%	21.71%	17.41%	26.53%	13.66%

Table 5b - 1
2019 Summary of Large Utilities Ethnic Procurement Results
(in Dollars and as a Percentage of Total Corporate Procurement)

	AT&T CA	AT&T Corp	AT&T Mobility	Cal Water	CenturyLink	Charter	Comcast	Frontier	Golden State	PG&E	SDG&E	SCE	SoCalGas	Sprint	T-Mobile	Verizon
Black																
Direct	\$59,478,449	\$36,683,980	\$102,270,106	\$142,572	\$959,136	\$2,989,965	\$2,506,539	\$374,224	\$78,460	\$319,701,188	\$45,772,618	\$104,576,453	\$45,448,496	\$207,661,979	\$3,303,676	\$105,547,813
	2.62%	5.67%	2.21%	0.06%	0.26%	0.49%	0.47%	0.19%	0.05%	3.86%	2.94%	1.90%	2.62%	8.37%	0.09%	2.25%
Subcontracting	\$13,821,607	\$3,090,743	\$23,488,913	\$0	\$0	\$19,150	\$954,971	\$95,875	\$0	\$24,235,566	\$9,544,477	\$3,051,606	\$14,588,977	\$0	\$25,867,804	\$6,257,894
	0.61%	0.48%	0.51%	0.00%	0.00%	0.003%	0.05%	0.00%	0.00%	0.29%	0.61%	0.06%	0.84%	0.00%	0.72%	0.13%
Combined	\$73,300,056	\$39,774,723	\$125,759,019	\$142,572	\$959,136	\$3,009,115	\$3,461,510	\$470,099	\$78,460	\$343,936,754	\$55,317,095	\$107,628,059	\$60,037,473	\$207,661,979	\$29,171,480	\$111,805,707
	3.23%	6.14%	2.71%	0.06%	0.26%	0.50%	0.64%	0.24%	0.05%	4.15%	3.56%	1.95%	3.46%	8.37%	0.82%	2.38%
Hispanic																
Direct	\$217,521,552	\$40,229,489	\$316,459,772	\$14,713,742	\$6,405,178	\$28,845,171	\$4,585,726	\$25,387,819	\$25,188,346	\$705,258,209	\$148,760,640	\$545,784,728	\$217,268,069	\$51,382,539	\$8,474,790	\$864,724,618
	9.57%	6.21%	6.82%	5.68%	1.72%	4.76%	0.85%	12.95%	16.06%	8.51%	9.56%	9.90%	12.50%	2.07%	0.24%	18.41%
Subcontracting	\$25,208,100	\$5,636,954	\$42,839,512	\$6,268,098	\$0	\$78,942	\$8,571,999	\$3,489,286	\$17,226	\$286,326,933	\$58,368,761	\$183,663,837	\$62,813,633	\$0	\$9,392,064	\$15,078,459
	1.11%	0.87%	0.92%	2.42%	0.00%	0.01%	1.59%	1.78%	0.01%	3.46%	3.75%	3.33%	3.61%	0.00%	0.26%	0.32%
Combined	\$242,729,652	\$45,866,443	\$359,299,284	\$20,981,840	\$6,405,178	\$28,924,113	\$13,157,725	\$28,877,105	\$25,205,572	\$991,585,142	\$207,129,401	\$729,448,565	\$280,081,702	\$51,382,539	\$17,866,854	\$879,803,077
	10.68%	7.09%	7.75%	8.09%	1.72%	4.77%	2.45%	14.72%	16.07%	11.97%	13.31%	13.24%	16.12%	2.07%	0.50%	18.73%
Asian-Pacific																
Direct	\$64,844,872	\$22,302,259	\$27,869,545	\$11,411,801	\$56,498,513	\$31,930,174	\$3,417,720	\$2,841,627	\$1,568,823	\$565,146,886	\$37,702,465	\$183,750,953	\$61,665,450	\$459,849,936	\$512,462,562	\$606,358,925
	2.85%	3.45%	0.60%	4.40%	15.19%	5.26%	0.64%	1.45%	1.00%	6.82%	2.42%	3.33%	3.55%	18.53%	14.35%	12.91%
Subcontracting	\$16,876,476	\$3,773,863	\$28,680,464	\$1,412,973	\$0	\$13,254	\$2,681,146	\$925,686	\$0	\$41,351,106	\$16,755,366	\$73,170,899	\$6,266,918	\$0	\$14,613,491	\$57,092,758
	0.74%	0.58%	0.62%	0.55%	0.00%	0.002%	0.50%	0.47%	0.00%	0.50%	1.08%	1.33%	0.36%	0.00%	0.41%	1.22%
Combined	\$81,721,348	\$26,076,122	\$56,550,009	\$12,824,774	\$56,498,513	\$31,943,428	\$6,098,866	\$3,767,313	\$1,568,823	\$606,497,992	\$54,457,831	\$256,921,852	\$67,932,368	\$459,849,936	\$527,076,053	\$663,451,683
	3.60%	4.03%	1.22%	4.95%	15.19%	5.27%	1.13%	1.92%	1.00%	7.32%	3.50%	4.66%	3.91%	18.53%	14.76%	14.13%
Native American																
Direct	\$1,885,087	\$96,551	\$64,080	\$1,922,780	\$0	\$0	\$1,629,703	\$1,817	\$3,230,537	\$112,761,725	\$44,698,771	\$122,178,299	\$34,289,459	\$13,442,400	\$5,584,037	\$15,367,975
	0.08%	0.01%	0.001%	0.74%	0.00%	0.00%	0.30%	0.001%	2.06%	1.36%	2.87%	2.22%	1.97%	0.54%	0.16%	0.33%
Subcontracting	\$1,849,391	\$413,555	\$3,142,919	\$52,455	\$0	\$400	\$25,530	\$0	\$0	\$32,867,841	\$7,457,276	\$8,872,039	\$4,370,810	\$0	\$1,086,299	\$3,520,797
	0.08%	0.06%	0.07%	0.02%	0.00%	0.00007%	0.005%	0.00%	0.00%	0.40%	0.48%	0.16%	0.25%	0.00%	0.03%	0.07%
Combined	\$3,734,478	\$510,106	\$3,206,999	\$1,975,235	\$0	\$400	\$1,655,233	\$1,817	\$3,230,537	\$145,629,566	\$52,156,047	\$131,050,338	\$38,660,269	\$13,442,400	\$6,670,336	\$18,888,772
	0.16%	0.08%	0.07%	0.76%	0.00%	0.00007%	0.31%	0.001%	2.06%	1.76%	3.35%	2.38%	2.22%	0.54%	0.19%	0.40%
Other																
Direct	\$0	\$0	\$0													
	0.00%	0.00%	0.00%													
Subcontracting	\$2,558,189	\$572,054	\$4,347,474													
	0.11%	0.09%	0.09%													
Combined	\$2,558,189	\$572,054	\$4,347,474													
	0.11%	0.09%	0.09%													
2019 Total Corporate Procurement																
	\$2,271,958,576	\$647,363,963	\$4,636,822,565	\$259,204,187	\$372,020,708	\$606,520,017	\$537,777,627	\$196,109,399	\$156,824,084	\$8,282,982,534	\$1,555,882,744	\$5,510,295,790	\$1,737,675,687	\$2,482,219,060	\$3,570,979,444	\$4,696,131,881
	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
2019 Total MBE Procurement																
	\$404,043,723	\$112,799,448	\$549,162,785	\$35,924,421	\$63,862,827	\$63,877,056	\$24,373,334	\$33,116,334	\$30,083,392	\$2,087,649,454	\$369,060,374	\$1,225,048,814	\$446,711,812	\$732,336,854	\$580,784,723	\$1,673,949,239
	17.78%	17.42%	11.84%	13.86%	17.17%	10.53%	4.53%	16.89%	19.18%	25.20%	23.72%	22.23%	25.71%	29.50%	16.26%	35.65%

Table 5a - 2
2020 Summary of Small Utilities Ethnic Procurement Results
(in Dollars and as a Percentage of Total Corporate Procurement)

	AT&T Long Distance	Cal-Am Water	Golden State	Horizon West	Liberty CalPeco	PacifiCorp	Park & Apple Water	San Gabriel Valley	San Jose Water	Southwest Gas	Suburban Water	TelePacific	Trans Bay Cable	Wild Goose Storage
Black														
Direct	\$1,754,468	\$3,561,058	\$107,213	\$0	\$147,625	\$147	\$70,268	\$753,928	\$30,477	\$7,464,195	\$248,460	\$0	\$0	\$0
	3.78%	3.35%	0.07%	0.00%	0.35%	0.0002%	0.20%	1.07%	0.03%	9.33%	0.91%	0.00%	0.00%	0.00%
Subcontracting	\$452,868	\$0	\$6,750	\$0	\$0	\$0	\$0	\$419,076	\$0	\$62,767	\$0	\$0	\$0	\$0
	0.98%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.59%	0.00%	0.08%	0.00%	0.00%	0.00%	0.00%
Combined	\$2,207,336	\$3,561,058	\$113,963	\$0	\$147,625	\$147	\$70,268	\$1,173,004	\$30,477	\$7,526,962	\$248,460	\$0	\$0	\$0
	4.76%	3.35%	0.08%	0.00%	0.35%	0.0002%	0.20%	1.66%	0.03%	9.41%	0.91%	0.00%	0.00%	0.00%
Hispanic														
Direct	\$3,758,569	\$9,340,171	\$20,517,681	\$3,684,495	\$10,128,680	\$43,289,749	\$1,909,459	\$4,913,856	\$16,858,710	\$1,141,863	\$8,451,823	\$545,386	\$95,288	\$131,193
	8.10%	8.79%	13.83%	28.83%	24.21%	56.30%	5.34%	6.97%	17.62%	1.43%	31.06%	0.70%	0.15%	3.58%
Subcontracting	\$651,314	\$321,142	\$133,549	\$0	\$0	\$161,938	\$465,938	\$0	\$368,375	\$1,538,407	\$0	\$0	\$0	\$0
	1.40%	0.30%	0.09%	0.00%	0.00%	0.21%	1.30%	0.00%	0.39%	1.92%	0.00%	0.00%	0.00%	0.00%
Combined	\$4,409,883	\$9,661,313	\$20,651,230	\$3,684,495	\$10,128,680	\$43,451,687	\$2,375,397	\$4,913,856	\$17,227,085	\$2,680,270	\$8,451,823	\$545,386	\$95,288	\$131,193
	9.50%	9.09%	13.92%	28.83%	24.21%	56.51%	6.64%	6.97%	18.01%	3.35%	31.06%	0.70%	0.15%	3.58%
Asian-Pacific														
Direct	\$1,448,235	\$532,007	\$2,406,484	\$0	\$1,307,746	\$0	\$425,310	\$2,465,972	\$312,014	\$1,275,114	\$420,729	\$210,582	\$129,816	\$88,977
	3.12%	0.50%	1.62%	0.00%	3.13%	0.00%	1.19%	3.50%	0.33%	1.59%	1.55%	0.27%	0.20%	2.43%
Subcontracting	\$523,085	\$0	\$0	\$0	\$142,430	\$0	\$0	\$0	\$80,066	\$0	\$0	\$0	\$0	\$0
	1.13%	0.00%	0.00%	0.00%	0.34%	0.00%	0.00%	0.00%	0.08%	0.00%	0.00%	0.00%	0.00%	0.00%
Combined	\$1,971,320	\$532,007	\$2,406,484	\$0	\$1,450,176	\$0	\$425,310	\$2,465,972	\$392,080	\$1,275,114	\$420,729	\$210,582	\$129,816	\$88,977
	4.25%	0.50%	1.62%	0.00%	3.47%	0.00%	1.19%	3.50%	0.41%	1.59%	1.55%	0.27%	0.20%	2.43%
Native American														
Direct	\$8,532	\$8,293,636	\$3,259,966	\$0	\$0	\$0	\$0	\$2,116,155	\$665,206	\$616,946	\$0	\$0	\$1,120	\$0
	0.02%	7.80%	2.20%	0.00%	0.00%	0.00%	0.00%	3.00%	0.70%	0.77%	0.00%	0.00%	0.002%	0.00%
Subcontracting	\$37,013	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$31,637	\$0	\$0	\$0	\$0	\$0
	0.08%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.03%	0.00%	0.00%	0.00%	0.00%	0.00%
Combined	\$45,545	\$8,293,636	\$3,259,966	\$0	\$0	\$0	\$0	\$2,116,155	\$696,843	\$616,946	\$0	\$0	\$1,120	\$0
	0.10%	7.80%	2.20%	0.00%	0.00%	0.00%	0.00%	3.00%	0.73%	0.77%	0.00%	0.00%	0.002%	0.00%
Other														
Direct	\$0													
	0.00%													
Subcontracting	\$29,295													
	0.06%													
Combined	\$29,295													
	0.06%													
2020 Total Corporate Procurement														
	\$46,404,409	\$106,314,863	\$148,321,740	\$12,778,045	\$41,829,285	\$76,897,601	\$35,783,773	\$70,521,239	\$95,671,562	\$80,024,554	\$27,214,187	\$78,363,216	\$64,840,514	\$3,667,739
	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
2020 Total MBE Procurement														
	\$8,663,379	\$22,048,014	\$26,431,643	\$3,684,495	\$11,726,481	\$43,451,834	\$2,870,975	\$10,668,987	\$18,346,485	\$12,099,292	\$9,121,012	\$755,968	\$226,224	\$220,170
	18.67%	20.74%	17.82%	28.83%	28.03%	56.51%	8.02%	15.13%	19.18%	15.12%	33.52%	0.96%	0.35%	6.00%

Table 5b - 2
2019 Summary of Small Utilities Ethnic Procurement Results
(in Dollars and as a Percentage of Total Corporate Procurement)

	AT&T Long Distance	Cal-Am Water	Horizon West	Liberty CalPeco	PacifiCorp	Park & Apple Water	San Gabriel Valley	San Jose Water	Southwest Gas	Suburban Water	TelePacific	Trans Bay Cable	Wild Goose Storage
Black													
Direct	\$718,155	\$3,001,627	\$0	\$179,992	\$0	\$0	\$925,503	\$231,824	\$5,892,520	\$180,780	\$0	\$0	\$0
	3.27%	3.18%	0.00%	0.71%	0.00%	0.00%	1.16%	0.16%	9.32%	0.65%	0.00%	0.00%	0.00%
Subcontracting	\$153,648	\$75,235	\$0	\$0	\$409	\$26,762	\$135,020	\$184	\$4,165	\$0	\$0	\$0	\$0
	0.70%	0.08%	0.00%	0.00%	0.001%	0.08%	0.17%	0.0001%	0.01%	0.00%	0.00%	0.00%	0.00%
Combined	\$871,803	\$3,076,862	\$0	\$179,992	\$409	\$26,762	\$1,060,523	\$232,008	\$5,896,685	\$180,780	\$0	\$0	\$0
	3.97%	3.25%	0.00%	0.71%	0.001%	0.08%	1.33%	0.16%	9.32%	0.65%	0.00%	0.00%	0.00%
Hispanic													
Direct	\$2,545,289	\$5,538,129	\$4,554,943	\$3,733,135	\$6,361,671	\$1,884,690	\$4,311,461	\$3,064,972	\$1,625,422	\$6,718,466	\$2,771	\$0	\$170,578
	11.58%	5.86%	22.79%	14.71%	14.95%	5.45%	5.43%	2.17%	2.57%	24.19%	0.00%	0.00%	4.59%
Subcontracting	\$280,226	\$210,945	\$0	\$0	\$117,745	\$250,823	\$87,287	\$476,579	\$585,532	\$5,086	\$0	\$0	\$0
	1.27%	0.22%	0.00%	0.00%	0.28%	0.73%	0.11%	0.34%	0.93%	0.02%	0.00%	0.00%	0.00%
Combined	\$2,825,515	\$5,749,074	\$4,554,943	\$3,733,135	\$6,479,416	\$2,135,513	\$4,398,748	\$3,541,551	\$2,210,954	\$6,723,552	\$2,771	\$0	\$170,578
	12.85%	6.08%	22.79%	14.71%	15.23%	6.18%	5.54%	2.51%	3.50%	24.20%	0.00%	0.00%	4.59%
Asian-Pacific													
Direct	\$768,983	\$547,036	\$0	\$509,081	\$0	\$775,218	\$4,112,073	\$1,912,214	\$1,450,336	\$820,555	\$687,070	\$0	\$62,549
	3.50%	0.58%	0.00%	2.01%	0.00%	2.24%	5.18%	1.35%	2.29%	2.95%	0.98%	0.00%	1.68%
Subcontracting	\$187,607	\$19,525	\$0	\$0	\$0	\$0	\$0	\$296,296	\$0	\$600,000	\$0	\$9,728	\$0
	0.85%	0.02%	0.00%	0.00%	0.00%	0.00%	0.00%	0.21%	0.00%	2.16%	0.00%	0.04%	0.00%
Combined	\$956,590	\$566,561	\$0	\$509,081	\$0	\$775,218	\$4,112,073	\$2,208,510	\$1,450,336	\$1,420,555	\$687,070	\$9,728	\$62,549
	4.35%	0.60%	0.00%	2.01%	0.00%	2.24%	5.18%	1.56%	2.29%	5.11%	0.98%	0.04%	1.68%
Native American													
Direct	\$3,663	\$9,427,822	\$0	\$0	\$0	\$0	\$1,164,094	\$671,486	\$172,125	\$0	\$0	\$0	\$0
	0.02%	9.97%	0.00%	0.00%	0.00%	0.00%	1.47%	0.48%	0.27%	0.00%	0.00%	0.00%	0.00%
Subcontracting	\$20,558	\$0	\$0	\$0	\$0	\$0	\$0	\$19,501	\$0	\$0	\$0	\$0	\$0
	0.09%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.01%	0.00%	0.00%	0.00%	0.00%	0.00%
Combined	\$24,221	\$9,427,822	\$0	\$0	\$0	\$0	\$1,164,094	\$690,987	\$172,125	\$0	\$0	\$0	\$0
	0.11%	9.97%	0.00%	0.00%	0.00%	0.00%	1.47%	0.49%	0.27%	0.00%	0.00%	0.00%	0.00%
Other													
Direct	\$0												
	0.00%												
Subcontracting	\$28,438												
	0.13%												
Combined	\$28,438												
	0.13%												
2019 Total Corporate Procurement													
	\$21,983,135	\$94,533,546	\$19,989,906	\$25,373,185	\$42,556,172	\$34,580,097	\$79,457,681	\$141,287,605	\$63,256,350	\$27,778,861	\$69,782,523	\$21,755,676	\$3,718,309
	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
2019 Total MBE Procurement													
	\$4,706,567	\$18,820,319	\$4,554,943	\$4,422,208	\$6,479,825	\$2,937,493	\$10,735,438	\$6,673,056	\$9,730,100	\$8,324,887	\$689,841	\$9,728	\$233,127
	21.41%	19.91%	22.79%	17.43%	15.23%	8.49%	13.51%	4.72%	15.38%	29.97%	0.99%	0.04%	6.27%

Table 6a - 1
2020 Summary of Large Utilities Procurement from
Women-owned Businesses
(in Dollars and as a Percentage of Total Corporate Procurement)

	MWBE Procurement	WBE Procurement	Combined Women Procurement	2020 Total Corporate Procurement
AT&T CA				
Direct	\$33,773,278	\$126,481,964	\$160,255,242	
	1.74%	6.53%	8.28%	
Subcontracting	\$1,314,833	\$42,934,619	\$44,249,452	
	0.07%	2.22%	2.29%	
Combined	\$35,088,111	\$169,416,583	\$204,504,694	\$1,935,530,620
	1.81%	8.75%	10.57%	100.00%

	MWBE Procurement	WBE Procurement	Combined Women Procurement	2020 Total Corporate Procurement
AT&T Corp				
Direct	\$10,964,207	\$41,479,280	\$52,443,487	
	1.37%	5.18%	6.55%	
Subcontracting	\$376,653	\$12,299,246	\$12,675,899	
	0.05%	1.54%	1.58%	
Combined	\$11,340,860	\$53,778,526	\$65,119,386	\$800,952,598
	1.42%	6.71%	8.13%	100.00%

	MWBE Procurement	WBE Procurement	Combined Women Procurement	2020 Total Corporate Procurement
AT&T Mobility				
Direct	\$10,169,176	\$222,546,319	\$232,715,495	
	0.21%	4.58%	4.79%	
Subcontracting	\$2,417,475	\$78,940,404	\$81,357,879	
	0.05%	1.63%	1.68%	
Combined	\$12,586,651	\$301,486,723	\$314,073,374	\$4,854,774,541
	0.26%	6.21%	6.47%	100.00%

	MWBE Procurement	WBE Procurement	Combined Women Procurement	2020 Total Corporate Procurement
Cal Water				
Direct	\$1,674,909	\$5,357,205	\$7,032,114	
	0.59%	1.88%	2.47%	
Subcontracting	\$182,734	\$4,711,325	\$4,894,059	
	0.06%	1.66%	1.72%	
Combined	\$1,857,643	\$10,068,530	\$11,926,173	\$284,213,288
	0.65%	3.54%	4.20%	100.00%

	MWBE Procurement	WBE Procurement	Combined Women Procurement	2020 Total Corporate Procurement
CenturyLink				
Direct	\$374,346	\$2,069,538	\$2,443,884	
	0.10%	0.56%	0.66%	
Subcontracting	\$0	\$0	\$0	
	0.00%	0.00%	0.00%	
Combined	\$374,346	\$2,069,538	\$2,443,884	\$372,020,708
	0.10%	0.56%	0.66%	100.00%

Table 6a - 1
2020 Summary of Large Utilities Procurement from
Women-owned Businesses
(in Dollars and as a Percentage of Total Corporate Procurement)

		MWBE Procurement	WBE Procurement	Combined Women Procurement	2020 Total Corporate Procurement
Charter	Direct	\$10,363,982	\$23,000,162	\$33,364,144	
		1.54%	3.42%	4.96%	
	Subcontracting	\$0	\$0	\$0	
		0.00%	0.00%	0.000%	
	Combined	\$10,363,982	\$23,000,162	\$33,364,144	\$672,136,855
		1.54%	3.42%	4.96%	100.00%

		MWBE Procurement	WBE Procurement	Combined Women Procurement	2020 Total Corporate Procurement
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Comcast	Direct	\$3,730,048	\$38,051,831	\$41,781,879	
		0.61%	6.27%	6.88%	
	Subcontracting	\$4,297,424	\$4,686,334	\$8,983,758	
		0.71%	0.77%	1.48%	
	Combined	\$8,027,472	\$42,738,165	\$50,765,637	\$607,128,831
		1.32%	7.04%	8.36%	100.00%

		MWBE Procurement	WBE Procurement	Combined Women Procurement	2020 Total Corporate Procurement
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Frontier	Direct	\$6,432,582	\$25,842,496	\$32,275,078	
		3.54%	14.21%	17.74%	
	Subcontracting	\$5,080,605	\$13,242,447	\$18,323,052	
		2.79%	7.28%	10.07%	
	Combined	\$11,513,187	\$39,084,943	\$50,598,130	\$181,920,464
		6.33%	21.48%	27.81%	100.00%

		MWBE Procurement	WBE Procurement	Combined Women Procurement	2020 Total Corporate Procurement
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PG&E	Direct	\$525,228,555	\$993,768,327	\$1,518,996,882	
		5.27%	9.96%	15.23%	
	Subcontracting	\$56,529,061	\$278,880,091	\$335,409,152	
		0.57%	2.80%	3.36%	
	Combined	\$581,757,616	\$1,272,648,418	\$1,854,406,034	\$9,974,059,425
		5.83%	12.76%	18.59%	100.00%

		MWBE Procurement	WBE Procurement	Combined Women Procurement	2020 Total Corporate Procurement
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SDG&E	Direct	\$19,970,030	\$183,704,507	\$203,674,537	
		0.95%	8.76%	9.71%	
	Subcontracting	\$21,081,549	\$102,191,608	\$123,273,157	
		1.00%	4.87%	5.88%	
	Combined	\$41,051,579	\$285,896,115	\$326,947,694	\$2,098,149,510
		1.96%	13.63%	15.58%	100.00%

Table 6a - 1
2020 Summary of Large Utilities Procurement from
Women-owned Businesses
(in Dollars and as a Percentage of Total Corporate Procurement)

		MWBE Procurement	WBE Procurement	Combined Women Procurement	2020 Total Corporate Procurement
SCE					
	Direct	\$103,156,374 1.62%	\$908,215,632 14.22%	\$1,011,372,006 15.84%	
	Subcontracting	\$76,447,044 1.20%	\$286,992,892 4.49%	\$363,439,936 5.69%	
	Combined	\$179,603,418 2.81%	\$1,195,208,524 18.71%	\$1,374,811,942 21.53%	\$6,386,837,449 100.00%

		MWBE Procurement	WBE Procurement	Combined Women Procurement	2020 Total Corporate Procurement
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SoCalGas					
	Direct	\$64,922,859 3.03%	\$197,609,262 9.24%	\$262,532,121 12.27%	
	Subcontracting	\$20,661,062 0.97%	\$57,071,441 2.67%	\$77,732,503 3.63%	
	Combined	\$85,583,921 4.00%	\$254,680,703 11.90%	\$340,264,624 15.90%	\$2,139,674,225 100.00%

		MWBE Procurement	WBE Procurement	Combined Women Procurement	2020 Total Corporate Procurement
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T-Mobile					
	Direct	\$85,734,130 1.11%	\$366,332,512 4.74%	\$452,066,642 5.85%	
	Subcontracting	\$10,208,568 0.13%	\$25,747,453 0.33%	\$35,956,021 0.47%	
	Combined	\$95,942,698 1.24%	\$392,079,965 5.07%	\$488,022,663 6.31%	\$7,731,037,451 100.00%

Total		\$1,075,091,484 2.83%	\$4,042,156,895 10.63%	\$5,117,248,379 13.45%	\$38,038,435,965 100.00%
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***MWBE** - Minority Women-owned Business Enterprise (Does not include Caucasian Women-owned Business Enterprises).

***WBE** - Women-owned Business Enterprise (may include MWBEs).

Table 6b - 1
2019 Summary of Large Utilities Procurement from
Women-owned Businesses
(in Dollars and as a Percentage of Total Corporate Procurement)

	MWBE Procurement	WBE Procurement	Combined Women Procurement	2019 Total Corporate Procurement
AT&T CA				
Direct	\$65,383,411	\$156,316,038	\$221,699,449	
	2.88%	6.88%	9.76%	
Subcontracting	\$1,208,802	\$56,083,318	\$57,292,120	
	0.05%	2.47%	2.52%	
Combined	\$66,592,213	\$212,399,356	\$278,991,569	\$2,271,958,576
	2.93%	9.35%	12.28%	100.00%

	MWBE Procurement	WBE Procurement	Combined Women Procurement	2019 Total Corporate Procurement
AT&T Corp				
Direct	\$12,852,616	\$36,483,300	\$49,335,916	
	1.99%	5.64%	7.62%	
Subcontracting	\$270,309	\$12,541,169	\$12,811,478	
	0.04%	1.94%	1.98%	
Combined	\$13,122,925	\$49,024,469	\$62,147,394	\$647,363,963
	2.03%	7.57%	9.60%	100.00%

	MWBE Procurement	WBE Procurement	Combined Women Procurement	2019 Total Corporate Procurement
AT&T Mobility				
Direct	\$14,117,722	\$244,525,091	\$258,642,813	
	0.30%	5.27%	5.58%	
Subcontracting	\$2,054,281	\$95,309,917	\$97,364,198	
	0.04%	2.06%	2.10%	
Combined	\$16,172,003	\$339,835,008	\$356,007,011	\$4,636,822,565
	0.35%	7.33%	7.68%	100.00%

	MWBE Procurement	WBE Procurement	Combined Women Procurement	2019 Total Corporate Procurement
Cal Water				
Direct	\$1,794,191	\$5,752,632	\$7,546,823	
	0.69%	2.22%	2.91%	
Subcontracting	\$182,618	\$4,489,755	\$4,672,373	
	0.07%	1.73%	1.80%	
Combined	\$1,976,809	\$10,242,387	\$12,219,196	\$259,204,187
	0.76%	3.95%	4.71%	100.00%

	MWBE Procurement	WBE Procurement	Combined Women Procurement	2019 Total Corporate Procurement
CenturyLink				
Direct	\$1,272,831	\$3,112,495	\$4,385,326	
	0.34%	0.84%	1.18%	
Subcontracting	\$0	\$0	\$0	
	0.00%	0.00%	0.00%	
Combined	\$1,272,831	\$3,112,495	\$4,385,326	\$372,020,708
	0.34%	0.84%	1.18%	100.00%

	MWBE Procurement	WBE Procurement	Combined Women Procurement	2019 Total Corporate Procurement
Charter				
Direct	\$2,761,945	\$19,655,946	\$22,417,891	
	0.46%	3.24%	3.70%	
Subcontracting	\$76,820	\$463,815	\$540,635	
	0.01%	0.08%	0.089%	
Combined	\$2,838,765	\$20,119,761	\$22,958,526	\$606,520,017
	0.47%	3.32%	3.79%	100.00%

Table 6b - 1
2019 Summary of Large Utilities Procurement from
Women-owned Businesses
(in Dollars and as a Percentage of Total Corporate Procurement)

	MWBE Procurement	WBE Procurement	Combined Women Procurement	2019 Total Corporate Procurement
Comcast				
Direct	\$2,475,233 0.46%	\$30,591,798 5.69%	\$33,067,031 6.15%	
Subcontracting	\$5,105,263 0.95%	\$9,129,925 1.70%	\$14,235,188 2.65%	
Combined	\$7,580,496 1.41%	\$39,721,723 7.39%	\$47,302,219 8.80%	\$537,777,627 100.00%

	MWBE Procurement	WBE Procurement	Combined Women Procurement	2019 Total Corporate Procurement
Frontier				
Direct	\$9,557,560 4.87%	\$26,518,527 13.52%	\$36,076,087 18.40%	
Subcontracting	\$4,331,601 2.21%	\$2,868,919 1.46%	\$7,200,520 3.67%	
Combined	\$13,889,161 7.08%	\$29,387,446 14.99%	\$43,276,607 22.07%	\$196,109,399 100.00%

	MWBE Procurement	WBE Procurement	Combined Women Procurement	2019 Total Corporate Procurement
Golden State Water				
Direct	\$1,320,916 0.84%	\$11,996,145 7.65%	\$13,317,061 8.49%	
Subcontracting	\$17,226 0.01%	\$78,350 0.05%	\$95,576 0.06%	
Combined	\$1,338,142 0.85%	\$12,074,495 7.70%	\$13,412,637 8.55%	\$156,824,084 100.00%

	MWBE Procurement	WBE Procurement	Combined Women Procurement	2019 Total Corporate Procurement
PG&E				
Direct	\$686,012,682 8.28%	\$742,822,666 8.97%	\$1,428,835,348 17.25%	
Subcontracting	\$60,926,257 0.74%	\$261,355,039 3.16%	\$322,281,296 3.89%	
Combined	\$746,938,939 9.02%	\$1,004,177,705 12.12%	\$1,751,116,644 21.14%	\$8,282,982,534 100.00%

	MWBE Procurement	WBE Procurement	Combined Women Procurement	2019 Total Corporate Procurement
SDG&E				
Direct	\$20,473,528 1.32%	\$119,065,728 7.65%	\$139,539,256 8.97%	
Subcontracting	\$18,906,103 1.22%	\$67,667,044 4.35%	\$86,573,147 5.56%	
Combined	\$39,379,631 2.53%	\$186,732,772 12.00%	\$226,112,403 14.53%	\$1,555,882,744 100.00%

Table 6b - 1
2019 Summary of Large Utilities Procurement from
Women-owned Businesses
(in Dollars and as a Percentage of Total Corporate Procurement)

		MWBE Procurement	WBE Procurement	Combined Women Procurement	2019 Total Corporate Procurement
SCE	Direct	\$214,701,205	\$650,996,226	\$865,697,431	
		3.90%	11.81%	15.71%	
	Subcontracting	\$79,493,912	\$232,487,865	\$311,981,777	
		1.44%	4.22%	5.66%	
	Combined	\$294,195,117	\$883,484,091	\$1,177,679,208	\$5,510,295,790
		5.34%	16.03%	21.37%	100.00%

		MWBE Procurement	WBE Procurement	Combined Women Procurement	2019 Total Corporate Procurement
SoCalGas	Direct	\$61,568,600	\$176,449,485	\$238,018,085	
		3.54%	10.15%	13.70%	
	Subcontracting	\$17,782,956	\$42,841,106	\$60,624,062	
		1.02%	2.47%	3.49%	
	Combined	\$79,351,556	\$219,290,591	\$298,642,147	\$1,737,675,687
		4.57%	12.62%	17.19%	100.00%

		MWBE Procurement	WBE Procurement	Combined Women Procurement	2019 Total Corporate Procurement
Sprint	Direct	\$19,292,066	\$49,886,874	\$69,178,940	
		0.78%	2.01%	2.79%	
	Subcontracting	\$0	\$0	\$0	
		0.00%	0.00%	0.00%	
	Combined	\$19,292,066	\$49,886,874	\$69,178,940	\$2,482,219,060
		0.78%	2.01%	2.79%	100.00%

		MWBE Procurement	WBE Procurement	Combined Women Procurement	2019 Total Corporate Procurement
T-Mobile	Direct	\$25,508,051	\$167,267,590	\$192,775,641	
		0.71%	4.68%	5.40%	
	Subcontracting	\$970,090	\$46,721,926	\$47,692,016	
		0.03%	1.31%	1.34%	
	Combined	\$26,478,141	\$213,989,516	\$240,467,657	\$3,570,979,444
		0.74%	5.99%	6.73%	100.00%

		MWBE Procurement	WBE Procurement	Combined Women Procurement	2019 Total Corporate Procurement
Verizon	Direct	\$1,022,576,405	\$147,018,120	\$1,169,594,525	
		21.77%	3.13%	24.91%	
	Subcontracting	\$23,946,079	\$18,501,622	\$42,447,701	
		0.51%	0.39%	0.90%	
	Combined	\$1,046,522,484	\$165,519,742	\$1,212,042,226	\$4,696,131,881
		22.28%	3.52%	25.81%	100.00%

Total		\$2,376,941,279	\$3,438,998,431	\$5,815,939,710	\$37,520,768,266
		6.34%	9.17%	15.50%	100.00%

*MWBE - Minority Women-owned Business Enterprise (Does not include Caucasian Women-owned Business Enterprises).
*WBE - Women-owned Business Enterprise (may include MWBEs).

Table 6a - 2
2020 Summary of Small Utilities Procurement from
Women-owned Businesses
(in Dollars and as a Percentage of Total Corporate Procurement)

	MWBE Procurement	WBE Procurement	Combined Women Procurement	2020 Total Corporate Procurement
AT&T Long Distance				
Direct	\$747,162 1.61%	\$2,148,727 4.63%	\$2,895,889 6.24%	
Subcontracting	\$32,893 0.07%	\$1,074,065 2.31%	\$1,106,958 2.39%	
Combined	\$780,055 1.68%	\$3,222,792 6.95%	\$4,002,847 8.63%	\$46,404,409 100.00%

	MWBE Procurement	WBE Procurement	Combined Women Procurement	2020 Total Corporate Procurement
Cal-Am Water				
Direct	\$2,797,892 2.63%	\$14,964,885 14.08%	\$17,762,777 16.71%	
Subcontracting	\$45,572 0.04%	\$1,148,239 1.08%	\$1,193,811 1.12%	
Combined	\$2,843,464 2.67%	\$16,113,124 15.16%	\$18,956,588 17.83%	\$106,314,863 100.00%

	MWBE Procurement	WBE Procurement	Combined Women Procurement	2020 Total Corporate Procurement
Golden State Water				
Direct	\$2,225,648 1.50%	\$13,061,677 8.81%	\$15,287,325 10.31%	
Subcontracting	\$94,837 0.06%	\$474,056 0.32%	\$568,893 0.38%	
Combined	\$2,320,485 1.56%	\$13,535,733 9.13%	\$15,856,218 10.69%	\$148,321,740 100.00%

	MWBE Procurement	WBE Procurement	Combined Women Procurement	2020 Total Corporate Procurement
Horizon West				
Direct	\$0 0.00%	\$89,890 0.70%	\$89,890 0.70%	
Subcontracting	\$0 0.00%	\$0 0.00%	\$0 0.00%	
Combined	\$0 0.00%	\$89,890 0.70%	\$89,890 0.70%	\$12,778,045 100.00%

	MWBE Procurement	WBE Procurement	Combined Women Procurement	2020 Total Corporate Procurement
Liberty CalPeco				
Direct	\$142,430 0.34%	\$1,544,412 3.69%	\$1,686,842 4.03%	
Subcontracting	\$0 0.00%	\$0 0.00%	\$0 0.00%	
Combined	\$142,430 0.34%	\$1,544,412 3.69%	\$1,686,842 4.03%	\$41,829,285 100.00%

Table 6a - 2
2020 Summary of Small Utilities Procurement from
Women-owned Businesses
(in Dollars and as a Percentage of Total Corporate Procurement)

	MWBE Procurement	WBE Procurement	Combined Women Procurement	2020 Total Corporate Procurement
PacifiCorp				
Direct	\$103 0.0001%	\$49,913 0.06%	\$50,016 0.07%	
Subcontracting	\$161,938 0.21%	\$0 0.00%	\$161,938 0.21%	
Combined	\$162,041 0.21%	\$49,913 0.06%	\$211,954 0.28%	\$76,897,601 100.00%

	MWBE Procurement	WBE Procurement	Combined Women Procurement	2020 Total Corporate Procurement
Park & Apple Water				
Direct	\$169,597 0.47%	\$5,853,494 16.36%	\$6,023,091 16.83%	
Subcontracting	\$465,938 1.30%	\$1,484 0.004%	\$467,422 1.31%	
Combined	\$635,535 1.78%	\$5,854,978 16.36%	\$6,490,513 18.14%	\$35,783,773 100.00%

	MWBE Procurement	WBE Procurement	Combined Women Procurement	2020 Total Corporate Procurement
San Gabriel Valley				
Direct	\$1,948,096 2.76%	\$11,330,504 16.07%	\$13,278,600 18.83%	
Subcontracting	\$0 0.00%	\$216,118 0.31%	\$216,118 0.31%	
Combined	\$1,948,096 2.76%	\$11,546,622 16.37%	\$13,494,718 19.14%	\$70,521,239 100.00%

	MWBE Procurement	WBE Procurement	Combined Women Procurement	2020 Total Corporate Procurement
San Jose Water				
Direct	\$0 0.00%	\$4,107,808 4.29%	\$4,107,808 4.29%	
Subcontracting	\$0 0.00%	\$1,592,789 1.66%	\$1,592,789 1.66%	
Combined	\$0 0.00%	\$5,700,597 5.96%	\$5,700,597 5.96%	\$95,671,562 100.00%

	MWBE Procurement	WBE Procurement	Combined Women Procurement	2020 Total Corporate Procurement
Southwest Gas				
Direct	\$1,438,703 1.80%	\$3,611,310 4.51%	\$5,050,013 6.31%	
Subcontracting	\$224,174 0.28%	\$394,572 0.49%	\$618,746 0.77%	
Combined	\$1,662,877 2.08%	\$4,005,882 5.01%	\$5,668,759 7.08%	\$80,024,554 100.00%

Table 6a - 2
2020 Summary of Small Utilities Procurement from
Women-owned Businesses
(in Dollars and as a Percentage of Total Corporate Procurement)

	MWBE Procurement	WBE Procurement	Combined Women Procurement	2020 Total Corporate Procurement
Suburban Water				
Direct	\$2,259,853 8.30%	\$1,984,715 7.29%	\$4,244,568 15.60%	
Subcontracting	\$0 0.00%	\$117,232 0.43%	\$117,232 0.43%	
Combined	\$2,259,853 8.30%	\$2,101,947 7.72%	\$4,361,800 16.03%	\$27,214,187 100.00%
TelePacific				
Direct	\$0 0.00%	\$636,440 0.81%	\$636,440 0.81%	
Subcontracting	\$0 0.00%	\$0 0.00%	\$0 0.00%	
Combined	\$0 0.00%	\$636,440 0.81%	\$636,440 0.81%	\$78,363,216 100.00%
Trans Bay Cable				
Direct	\$3,577 0.01%	\$57,733 0.09%	\$61,310 0.09%	
Subcontracting	\$0 0.00%	\$0 0.00%	\$0 0.00%	
Combined	\$3,577 0.01%	\$57,733 0.09%	\$61,310 0.09%	\$64,840,514 100.00%
Wild Goose Storage				
Direct	\$0 0.00%	\$64,411 1.76%	\$64,411 1.76%	
Subcontracting	\$0 0.00%	\$0 0.00%	\$0 0.00%	
Combined	\$0 0.00%	\$64,411 1.76%	\$64,411 1.76%	\$3,667,739 100.00%
Total	\$12,758,413 1.44%	\$64,524,474 7.26%	\$77,282,887 8.70%	\$888,632,727 100.00%

*MWBE - Minority Women-owned Business Enterprise (Does not include Caucasian Women-owned Business Enterprises).

*WBE - Women-owned Business Enterprise (may include MWBEs).

Table 6b - 2
2019 Summary of Small Utilities Procurement from
Women-owned Businesses
(in Dollars and as a Percentage of Total Corporate Procurement)

	MWBE Procurement	WBE Procurement	Combined Women Procurement	2019 Total Corporate Procurement
AT&T Long Distance				
Direct	\$623,195 2.83%	\$1,040,325 4.73%	\$1,663,520 7.57%	
Subcontracting	\$13,437 0.06%	\$623,451 2.84%	\$636,888 2.90%	
Combined	\$636,632 2.90%	\$1,663,776 7.57%	\$2,300,408 10.46%	\$21,983,135 100.00%

	MWBE Procurement	WBE Procurement	Combined Women Procurement	2019 Total Corporate Procurement
Cal-Am Water				
Direct	\$2,095,887 2.22%	\$10,167,918 10.76%	\$12,263,805 12.97%	
Subcontracting	\$37,681 0.04%	\$797,254 0.84%	\$834,935 0.88%	
Combined	\$2,133,568 2.26%	\$10,965,172 11.60%	\$13,098,740 13.86%	\$94,533,546 100.00%

	MWBE Procurement	WBE Procurement	Combined Women Procurement	2019 Total Corporate Procurement
Horizon West				
Direct	\$0 0.00%	\$0 0.00%	\$0 0.00%	
Subcontracting	\$0 0.00%	\$0 0.00%	\$0 0.00%	
Combined	\$0 0.00%	\$0 0.00%	\$0 0.00%	\$19,989,906 100.00%

	MWBE Procurement	WBE Procurement	Combined Women Procurement	2019 Total Corporate Procurement
Liberty CalPeco				
Direct	\$6,153 0.02%	\$1,005,675 3.96%	\$1,011,828 3.99%	
Subcontracting	\$0 0.00%	\$0 0.00%	\$0 0.00%	
Combined	\$6,153 0.02%	\$1,005,675 3.96%	\$1,011,828 3.99%	\$25,373,185 100.00%

	MWBE Procurement	WBE Procurement	Combined Women Procurement	2019 Total Corporate Procurement
PacifiCorp				
Direct	\$103,906 0.24%	\$265,506 0.62%	\$369,412 0.87%	
Subcontracting	\$117,745 0.28%	\$0 0.00%	\$117,745 0.28%	
Combined	\$221,651 0.52%	\$265,506 0.62%	\$487,157 1.14%	\$42,556,172 100.00%

Table 6b - 2				
2019 Summary of Small Utilities Procurement from				
Women-owned Businesses				
(in Dollars and as a Percentage of Total Corporate Procurement)				

	MWBE Procurement	WBE Procurement	Combined Women Procurement	2019 Total Corporate Procurement
Park & Apple Water				
Direct	\$144,253	\$5,465,098	\$5,609,351	
	0.42%	15.80%	16.22%	
Subcontracting	\$182,816	\$231,519	\$414,335	
	0.53%	0.67%	1.20%	
Combined	\$327,069	\$5,696,617	\$6,023,686	\$34,580,097
	0.95%	16.47%	17.42%	100.00%

	MWBE Procurement	WBE Procurement	Combined Women Procurement	2019 Total Corporate Procurement
San Gabriel Valley				
Direct	\$2,093,526	\$13,292,645	\$15,386,171	
	2.63%	16.73%	19.36%	
Subcontracting	\$0	\$15,241	\$15,241	
	0.00%	0.02%	0.02%	
Combined	\$2,093,526	\$13,307,886	\$15,401,412	\$79,457,681
	2.63%	16.75%	19.38%	100.00%

	MWBE Procurement	WBE Procurement	Combined Women Procurement	2019 Total Corporate Procurement
San Jose Water				
Direct	\$2,876,840	\$3,682,989	\$6,559,829	
	2.04%	2.61%	4.64%	
Subcontracting	\$479,192	\$3,466,053	\$3,945,245	
	0.34%	2.45%	2.79%	
Combined	\$3,356,032	\$7,149,042	\$10,505,074	\$141,287,605
	2.38%	5.06%	7.44%	100.00%

	MWBE Procurement	WBE Procurement	Combined Women Procurement	2019 Total Corporate Procurement
Southwest Gas				
Direct	\$1,802,150	\$3,799,188	\$5,601,338	
	2.85%	6.01%	8.85%	
Subcontracting	\$4,165	\$658,698	\$662,863	
	0.01%	1.04%	1.05%	
Combined	\$1,806,315	\$4,457,886	\$6,264,201	\$63,256,350
	2.86%	7.05%	9.90%	100.00%

	MWBE Procurement	WBE Procurement	Combined Women Procurement	2019 Total Corporate Procurement
Suburban Water				
Direct	\$1,469,946	\$698,538	\$2,168,484	
	5.29%	2.51%	7.81%	
Subcontracting	\$0	\$74,446	\$74,446	
	0.00%	0.27%	0.27%	
Combined	\$1,469,946	\$772,984	\$2,242,930	\$27,778,861
	5.29%	2.78%	8.07%	100.00%

Table 6b - 2
2019 Summary of Small Utilities Procurement from
Women-owned Businesses
(in Dollars and as a Percentage of Total Corporate Procurement)

	MWBE Procurement	WBE Procurement	Combined Women Procurement	2019 Total Corporate Procurement
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TelePacific

Direct	\$2,771	\$321,181	\$323,952	
	0.004%	0.46%	0.46%	
Subcontracting	\$0	\$0	\$0	
	0.00%	0.00%	0.00%	
Combined	\$2,771	\$321,181	\$323,952	\$69,782,523
	0.004%	0.46%	0.46%	100.00%

	MWBE Procurement	WBE Procurement	Combined Women Procurement	2019 Total Corporate Procurement
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Trans Bay Cable

Direct	\$0	\$123,685	\$123,685	
	0.00%	0.57%	0.57%	
Subcontracting	\$9,728	\$167,530	\$177,258	
	0.00%	0.77%	0.81%	
Combined	\$9,728	\$291,215	\$300,943	\$21,755,676
	0.04%	1.34%	1.38%	100.00%

	MWBE Procurement	WBE Procurement	Combined Women Procurement	2019 Total Corporate Procurement
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Wild Goose Storage

Direct	\$0	\$66,260	\$66,260	
	0.00%	1.78%	1.78%	
Subcontracting	\$0	\$0	\$0	
	0.00%	0.00%	0.00%	
Combined	\$0	\$66,260	\$66,260	\$3,718,309
	0.00%	1.78%	1.78%	100.00%

Total	\$12,063,391	\$45,963,200	\$58,026,591	\$646,053,046
	1.87%	7.11%	8.98%	100.00%

*MWBE - Minority Women-owned Business Enterprise (Does not include Caucasian Women-owned Business Enterprises).

*WBE - Women-owned Business Enterprise (may include MWBEs).

Table 7a
2020 DVBE Procurement for Large and Small Utilities
(in Dollars and as Percentage of Total Corporate Procurement)

	DVBE Procurement		2020 Total Procurement
Large Utilities			
AT&T CA	\$12,668,559	0.65%	\$1,935,530,620
AT&T Corp	\$1,297,738	0.16%	\$800,952,598
AT&T Mobility	\$3,272,066	0.07%	\$4,854,774,541
Cal Water	\$973,586	0.34%	\$284,213,288
CenturyLink	\$1,539,656	0.41%	\$372,020,708
Charter	\$0	0.00%	\$672,136,855
Comcast	\$24,621	0.004%	\$607,128,831
Frontier	\$3,358,294	1.85%	\$181,920,464
PG&E	\$326,647,165	3.27%	\$9,974,059,425
SDG&E	\$120,521,846	5.74%	\$2,098,149,510
SCE	\$94,538,478	1.48%	\$6,386,837,449
SoCalGas	\$60,965,425	2.85%	\$2,139,674,225
T-Mobile	\$5,152,012	0.07%	\$7,731,037,451
Verizon	\$5,295,092	0.18%	\$2,900,824,779
Total	\$636,254,539	1.55%	\$40,939,260,744
Small Utilities			
AT&T Long Distance	\$58,334	0.13%	\$46,404,409
Cal-Am Water	\$2,711,988	2.55%	\$106,314,863
Golden State Water	\$817,376	0.55%	\$148,321,740
Horizon West	\$0	0.00%	\$12,778,045
Liberty CalPeco	\$2,030,496	4.85%	\$41,829,285
PacifiCorp	\$0	0.00%	\$76,897,601
Park & Apple Water	\$110,260	0.31%	\$35,783,773
San Gabriel Valley	\$4,233,323	6.00%	\$70,521,239
San Jose Water	\$4,770,874	4.99%	\$95,671,562
Southwest Gas	\$38,209,603	47.75%	\$80,024,554
Suburban Water	\$92,754	0.34%	\$27,214,187
TelePacific	\$0	0.00%	\$78,363,216
Trans Bay Cable	\$0	0.00%	\$64,840,514
Wild Goose Storage	\$0	0.00%	\$3,667,739
Total	\$53,035,008	5.97%	\$888,632,727
Grand Total	\$689,289,547	1.65%	\$41,827,893,471

Table 7b
2019 DVBE Procurement for Large and Small Utilities
(in Dollars and as Percentage of Total Corporate Procurement)

	DVBE Procurement		2019 Total Procurement
Large Utilities			
AT&T CA	\$15,853,955	0.70%	\$2,271,958,576
AT&T Corp	\$1,516,818	0.23%	\$647,363,963
AT&T Mobility	\$8,164,721	0.18%	\$4,636,822,565
Cal Water	\$1,279,260	0.49%	\$259,204,187
CenturyLink	\$263,913	0.07%	\$372,020,708
Charter	\$79,539	0.01%	\$606,520,017
Comcast	\$756,081	0.14%	\$537,777,627
Frontier	\$3,220,114	1.64%	\$196,109,399
Golden State Water	\$3,091,207	1.97%	\$156,824,084
PG&E	\$299,409,236	3.61%	\$8,282,982,534
SDG&E	\$73,018,248	4.69%	\$1,555,882,744
SCE	\$100,876,167	1.83%	\$5,510,295,790
SoCalGas	\$58,921,067	3.39%	\$1,737,675,687
Sprint	\$24,659	0.001%	\$2,482,219,060
T-Mobile	\$2,162,745	0.06%	\$3,570,979,444
Verizon	\$3,625,045	0.08%	\$4,696,131,881
Total	\$572,262,775	1.53%	\$37,520,768,266
Small Utilities			
AT&T Long Distance	\$52,973	0.24%	\$21,983,135
Cal-Am Water	\$2,520,908	2.67%	\$94,533,546
Horizon West	\$0	0.00%	\$19,989,906
Liberty CalPeco	\$1,107,308	4.36%	\$25,373,185
PacifiCorp	\$0	0.00%	\$42,556,172
Park & Apple Water	\$9,432	0.03%	\$34,580,097
San Gabriel Valley	\$161,767	0.20%	\$79,457,681
San Jose Water	\$4,387,120	3.11%	\$141,287,605
Southwest Gas	\$30,229,790	47.79%	\$63,256,350
Suburban Water	\$1,298,314	4.67%	\$27,778,861
TelePacific	\$0	0.00%	\$69,782,523
Trans Bay Cable	\$0	0.00%	\$21,755,676
Wild Goose Storage	\$0	0.00%	\$3,718,309
Total	\$39,767,612	6.16%	\$646,053,046
Grand Total	\$612,030,387	1.60%	\$38,166,821,312

Table 8a
2020 LGBTBE Procurement for Large and Small Utilities
(in Dollars and as Percentage of Total Corporate Procurement)

	LGBTBE Procurement		2020 Total Procurement
Large Utilities			
AT&T CA	\$50,004	0.003%	\$1,935,530,620
AT&T Corp	\$14,318	0.002%	\$800,952,598
AT&T Mobility	\$91,060	0.002%	\$4,854,774,541
Cal Water	\$60,055	0.02%	\$284,213,288
CenturyLink	\$0	0.00%	\$372,020,708
Charter	\$4,008	0.001%	\$672,136,855
Comcast	\$0	0.00%	\$607,128,831
Frontier	\$0	0.00%	\$181,920,464
PG&E	\$6,155,177	0.06%	\$9,974,059,425
SDG&E	\$10,448,762	0.50%	\$2,098,149,510
SCE	\$3,681,351	0.06%	\$6,386,837,449
SoCalGas	\$829,474	0.04%	\$2,139,674,225
T-Mobile	\$16,054,439	0.21%	\$7,731,037,451
Verizon	\$801,241	0.03%	\$2,900,824,779
Total	\$38,189,889	0.09%	\$40,939,260,744
Small Utilities			
AT&T Long Distance	\$1,257	0.003%	\$46,404,409
Cal-Am Water	\$1,612,623	1.52%	\$106,314,863
Golden State Water	\$324,919	0.22%	\$148,321,740
Horizon West	\$0	0.00%	\$12,778,045
Liberty CalPeco	\$0	0.00%	\$41,829,285
PacifiCorp	\$140	0.0002%	\$76,897,601
Park & Apple Water	\$227,086	0.63%	\$35,783,773
San Gabriel Valley	\$734,529	1.04%	\$70,521,239
San Jose Water	\$0	0.00%	\$95,671,562
Southwest Gas	\$18,289	0.02%	\$80,024,554
Suburban Water	\$2,738,316	10.06%	\$27,214,187
TelePacific	\$32,119	0.04%	\$78,363,216
Trans Bay Cable	\$0	0.00%	\$64,840,514
Wild Goose Storage	\$0	0.00%	\$3,667,739
Total	\$5,689,278	0.64%	\$888,632,727
Grand Total	\$43,879,167	0.10%	\$41,827,893,471

Table 8b
2019 LGBTBE Procurement for Large and Small Utilities
(in Dollars and as Percentage of Total Corporate Procurement)

	LGBTBE Procurement		2019 Total Procurement
Large Utilities			
AT&T CA	\$197,223	0.01%	\$2,271,958,576
AT&T Corp	\$44,102	0.01%	\$647,363,963
AT&T Mobility	\$335,167	0.01%	\$4,636,822,565
Cal Water	\$164,393	0.06%	\$259,204,187
CenturyLink	\$0	0.00%	\$372,020,708
Charter	\$0	0.00%	\$606,520,017
Comcast	\$1,650	0.0003%	\$537,777,627
Frontier	\$0	0.00%	\$196,109,399
Golden State Water	\$860,554	0.55%	\$156,824,084
PG&E	\$17,619,689	0.21%	\$8,282,982,534
SDG&E	\$6,919,924	0.44%	\$1,555,882,744
SCE	\$876,261	0.02%	\$5,510,295,790
SoCalGas	\$937,934	0.05%	\$1,737,675,687
Sprint	\$4,651,680	0.19%	\$2,482,219,060
T-Mobile	\$20,202,030	0.57%	\$3,570,979,444
Verizon	\$4,318,921	0.09%	\$4,696,131,881
Total	\$57,129,528	0.15%	\$37,520,768,266
Small Utilities			
AT&T Long Distance	\$2,192	0.01%	\$21,983,135
Cal-Am Water	\$485,772	0.51%	\$94,533,546
Horizon West	\$0	0.00%	\$19,989,906
Liberty CalPeco	\$0	0.00%	\$25,373,185
PacifiCorp	\$0	0.00%	\$42,556,172
Park & Apple Water	\$774,360	2.24%	\$34,580,097
San Gabriel Valley	\$1,731,416	2.18%	\$79,457,681
San Jose Water	\$5,130	0.004%	\$141,287,605
Southwest Gas	\$0	0.00%	\$63,256,350
Suburban Water	\$3,439,839	12.38%	\$27,778,861
TelePacific	\$26,200	0.04%	\$69,782,523
Trans Bay Cable	\$0	0.00%	\$21,755,676
Wild Goose Storage	\$0	0.00%	\$3,718,309
Total	\$6,464,909	1.00%	\$646,053,046
Grand Total	\$63,594,437	0.17%	\$38,166,821,312

Table 9a - 1

2020 PG&E Annual Fuel Procurement Results by Ethnicity and WMDVLGBTBE Certification

(All dollar figures in \$MM)

Product ¹		Unit	Results by Ethnicity & Gender												Results by WMDVLGBTBE Certification					Total WMDVLGBTBE Procurement Spend	Total Procurement Spend		
			Asian Pacific American			African American			Hispanic American			Native American			Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	Other 8(a) ²				
			Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Total	Total	Total	Total	Total				
NATURAL GAS	SHORT TERM	\$																				\$136.28	
		%																					
	LONG TERM	\$	\$0.00	\$1.63	\$1.63										\$1.63						\$1.63	\$410.83	
		%	0.00%	0.40%	0.40%										0.40%						0.40%		
	Total Natural Gas	\$	\$0.00	\$1.63	\$1.63										\$1.63						\$1.63	\$547.11	
		%	0.00%	0.30%	0.30%										0.30%						0.30%		
LPG	SHORT TERM	\$																					
		%																					
	LONG TERM	\$																					
		%																					
	Total LPG	\$																					
		%																					
Overall Total \$			\$0.0	\$1.63	\$1.63									\$1.63							\$1.63	\$547.11	
Overall Total %			0.00%	0.30%	0.30%									0.30%							Overall WMDVLGBTBE: 0.30%		

Note:
 Short Term Gas - The term of the deal is no longer than one calendar month
 Long Term Gas - The term of the deal is greater than one calendar month but less than one calendar year
¹Excludes purchases from the CAISO, other IOUs, utilities, federal entities, state entities, municipalities and cooperatives
²Includes Non-WMDVLGBT firms classified as 8(a) of Small Business Administration
 % - Percentages calculated by the Row Category Total Procurement Spend

Table 9a - 2

2020 SCE Annual Fuel Procurement Results by Ethnicity and WMDVLGBTBE Certification
(All dollar figures in \$MM)

Product ¹	Unit	Results by Ethnicity & Gender												Results by WMDVLGBTBE Certification					Total WMDVLGBTBE Procurement Spend	Total Procurement Spend		
		Asian Pacific American			African American			Hispanic American			Native American			Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	Other 8(a) ²				
		Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Total	Total	Total	Total	Total				
NATURAL GAS	SHORT TERM	\$																				
		%																				
	LONG TERM	\$																				
		%																				
	Total Natural Gas	\$																				
		%																				
LPG	SHORT TERM	\$																				
		%																				
	LONG TERM	\$																				
		%																				
	Total LPG	\$							\$1.11	\$0.00	\$1.11				\$1.11						\$1.11	\$1.11
		%							100.00%	0.00%	100.00%				100.00%						100.00%	
Overall Total \$								\$1.11	\$0.00	\$1.11				\$1.11						\$1.11	\$1.11	
Overall Total %								100.00%	0.00%	100.00%				100.00%						Overall WMDVLGBTBE: 100.00%		

Note:
¹Excludes purchases from the CAISO, other IOUs, utilities, federal entities, state entities, municipalities and cooperatives
²Includes Non-WMDVLGBT firms classified as 8(a) of Small Business Administration
 % - Percentages calculated by the Row Category Total Procurement Spend

Table 9a - 3

2020 SoCalGas Annual Fuel Procurement Results by Ethnicity and WMDVLGBTBE Certification

(All dollar figures in \$MM)

Product ¹		Unit	Results by Ethnicity & Gender												Results by WMDVLGBTBE Certification					Total WMDVLGBTBE Procurement Spend	Total Procurement Spend	
			Asian Pacific American			African American			Hispanic American			Native American			Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	Other 8(a) ²			
			Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Total	Total	Total	Total	Total			
NATURAL GAS	SHORT TERM	\$	\$0.00	\$2.67	\$2.67	\$15.15	\$0.00	\$15.15	\$0.00	\$3.26	\$3.26	\$11.48	\$2.58	\$14.07	\$35.14	\$2.07		\$0.96		\$38.17	\$405.46	
		%	0.00%	0.66%	0.66%	3.74%	0.00%	3.74%	0.00%	0.80%	0.80%	2.83%	0.64%	3.47%	8.67%	0.51%		0.24%		9.41%		
	LONG TERM	\$	\$0.00	\$10.30	\$10.30	\$25.07	\$0.00	\$25.07							\$35.37	\$15.49		\$15.51		\$66.36	\$525.02	
		%	0.00%	1.96%	1.96%	4.77%	0.00%	4.77%							6.74%	2.95%		2.95%		12.64%		
	Total Natural Gas	\$	\$0.00	\$12.97	\$12.97	\$40.22	\$0.00	\$40.22	\$0.00	\$3.26	\$3.26	\$11.48	\$2.58	\$14.07	\$70.51	\$17.56		\$16.46		\$104.54	\$930.47	
		%	0.00%	1.39%	1.39%	4.32%	0.00%	4.32%	0.00%	0.35%	0.35%	1.23%	0.28%	1.51%	7.58%	1.89%		1.77%		11.23%		
LPG	SHORT TERM	\$																				
		%																				
	LONG TERM	\$																				
		%																				
	Total LPG	\$																				
		%																				
Overall Total \$			\$0.00	\$12.97	\$12.97	\$40.22	\$0.00	\$40.22	\$0.00	\$3.26	\$3.26	\$11.48	\$2.58	\$14.07	\$70.51	\$17.56		\$16.46		\$104.54	\$930.47	
Overall Total %			0.00%	1.39%	1.39%	4.32%	0.00%	4.32%	0.00%	0.35%	0.35%	1.23%	0.28%	1.51%	7.58%	1.89%		1.77%		Overall WMDVLGBTBE: 11.23%		

Note:
 Short Term Gas: The term of the deal is no longer than one calendar month
 Long Term Gas: The term of the deal is greater than one calendar month but less than one calendar year
¹Excludes purchases from the CAISO, other IOUs, utilities, federal entities, state entities, municipalities and cooperatives
²Includes Non-WMDVLGBT firms classified as 8(a) of Small Business Administration
 % - Percentages calculated by the Row Category Total Procurement Spend

Table 9a - 4

2020 Southwest Gas Annual Fuel Procurement Results by Ethnicity and WMDVLGBTBE Certification
(All dollar figures in \$MM)

Product ¹	Unit	Results by Ethnicity & Gender												Results by WMDVLGBTBE Certification					Total WMDVLGBTBE Procurement Spend	Total Procurement Spend	
		Asian Pacific American			African American			Hispanic American			Native American			Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	Other 8(a) ²			
		Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Total	Total	Total	Total	Total			
NATURAL GAS	SHORT TERM	\$																		\$0.00	\$16.44
		%																		0.00%	
	LONG TERM	\$																		\$0.00	\$21.57
		%																		0.00%	
	Total Natural Gas	\$																		\$0.00	\$38.02
		%																		0.00%	
LPG	SHORT TERM	\$																			
		%																			
	LONG TERM	\$																			
		%																			
	Total LPG	\$																			
		%																			
Overall Total \$																			\$0.00	\$38.02	
Overall Total %																			Overall WMDVLGBTBE: 0.00%		

Note:
Short Term Gas - for terms 91 days or less - The term of the deal is no longer than one calendar month
Long Term Gas - The term of the deal is greater than one calendar month but less than 1 calendar year
¹Excludes purchases from the CAISO, other IOUs, utilities, federal entities, state entities, municipalities and cooperatives
²Includes Non-WMDVLGBT firms classified as 8(a) of Small Business Administration
% - Percentages calculated by the Row Category Total Procurement Spend

Table 9b - 1

2019 PG&E Annual Fuel Procurement Results by Ethnicity and WMDVLGBTBE Certification

(All dollar figures in \$MM)

Product ¹		Unit	Results by Ethnicity & Gender												Results by WMDVLGBTBE Certification					Total WMDVLGBTBE Procurement Spend	Total Procurement Spend
			Asian Pacific American			African American			Hispanic American			Native American			Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	Other 8(a) ²		
			Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Total	Total	Total	Total	Total		
NATURAL GAS	SHORT TERM	\$																		\$0.00	\$188.85
		%																		0.00%	
	LONG TERM	\$																		\$0.00	\$417.03
		%																		0.00%	
	Total Natural Gas	\$																		\$0.00	\$605.88
		%																		0.00%	
LPG	SHORT TERM	\$																			
		%																			
	LONG TERM	\$																			
		%																			
	Total LPG	\$																			
		%																			
Overall Total \$																		\$0.00	\$605.88		
Overall Total %																		Overall WMDVLGBTBE: 0.00%			

Note:

Short Term Gas - for terms 91 days or less - The term of the deal is no longer than one calendar month

Long Term Gas - The term of the deal is greater than one calendar month but less than 1 calendar year

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

²Includes Non-WMDVLGBT firms classified as 8(a) of Small Business Administration

% - Percentages calculated by the Row Category Total Procurement Spend

Table 9b - 2

2019 SCE Annual Fuel Procurement Results by Ethnicity and WMDVLGBTBE Certification

(All dollar figures in \$MM)

Product ¹		Unit	Results by Ethnicity & Gender												Results by WMDVLGBTBE Certification					Total WMDVLGBTBE Procurement Spend	Total Procurement Spend		
			Asian Pacific American			African American			Hispanic American			Native American			Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	Other 8(a) ²				
			Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Total	Total	Total	Total	Total				
NATURAL GAS	SHORT TERM	\$																					
		%																					
	LONG TERM	\$																					
		%																					
	Total Natural Gas	\$																					
		%																					
LPG	SHORT TERM	\$																					
		%																					
	LONG TERM	\$																					
		%																					
	Total LPG	\$							\$1.11	\$0.00	\$1.11				\$1.11				\$0.15		\$1.26	\$1.26	
		%							87.99%	0.00%	87.99%				87.99%				12.01%		100.00%		
Overall Total \$								\$1.11	\$0.00	\$1.11				\$1.11				\$0.15		\$1.26	\$1.26		
Overall Total %								87.99%	0.00%	87.99%				87.99%				12.01%		Overall WMDVLGBTBE: 100.00%			

Note:
 Short Term Gas - for terms 91 days or less - The term of the deal is no longer than one calendar month
 Long Term Gas - The term of the deal is greater than one calendar month but less than 1 calendar year
¹Excludes purchases from the CAISO, other IOUs, utilities, federal entities, state entities, municipalities and cooperatives
²Includes Non-WMDVLGBT firms classified as 8(a) of Small Business Administration
 % - Percentages calculated by the Row Category Total Procurement Spend

Table 9b - 3

2019 SoCalGas Annual Fuel Procurement Results by Ethnicity and WMDVLGBTBE Certification

(All dollar figures in \$MM)

Product ¹		Unit	Results by Ethnicity & Gender												Results by WMDVLGBTBE Certification					Total WMDVLGBTBE Procurement Spend	Total Procurement Spend	
			Asian Pacific American			African American			Hispanic American			Native American			Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	Other 8(a) ²			
			Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Total	Total	Total	Total	Total			
NATURAL GAS	SHORT TERM	\$	\$0.00	\$4.68	\$4.68	\$19.13	\$0.00	\$19.13				\$14.26	\$0.00	\$14.26	\$38.07	\$3.52		\$3.52		\$45.10	\$571.82	
		%	0.00%	0.82%	0.82%	3.35%	0.00%	3.35%				2.49%	0.00%	2.49%	6.66%	0.61%		0.61%		7.89%		
	LONG TERM	\$				\$3.14	\$0.00	\$3.14							\$3.14	\$12.26		\$12.26		\$27.67	\$584.72	
		%				0.54%	0.00%	0.54%							0.54%	2.10%		2.10%		4.73%		
	Total Natural Gas	\$	\$0.00	\$4.68	\$4.68	\$22.27	\$0.00	\$22.27				\$14.26	\$0.00	\$14.26	\$41.21	\$15.78		\$15.78		\$72.77	\$1,156.54	
		%	0.00%	0.40%	0.40%	1.93%	0.00%	1.93%				1.23%	0.00%	1.23%	3.56%	1.36%		1.36%		6.29%		
LPG	SHORT TERM	\$																				
		%																				
	LONG TERM	\$																				
		%																				
	Total LPG	\$																				
		%																				
Overall Total \$			\$0.00	\$4.68	\$4.68	\$22.27	\$0.00	\$22.27				\$14.26	\$0.00	\$14.26	\$41.21	\$15.78		\$15.78		\$72.77	\$1,156.54	
Overall Total %			0.00%	0.40%	0.40%	1.93%	0.00%	1.93%				1.23%	0.00%	1.23%	3.56%	1.36%		1.36%		Overall WMDVLGBTBE: 6.29%		

Note:
 Short Term Gas - for terms 91 days or less - The term of the deal is no longer than one calendar month
 Long Term Gas - The term of the deal is greater than one calendar month but less than 1 calendar year
¹Excludes purchases from the CAISO, other IOUs, utilities, federal entities, state entities, municipalities and cooperatives
²Includes Non-WMDVLGBT firms classified as 8(a) of Small Business Administration
 % - Percentages calculated by the Row Category Total Procurement Spend

Table 9b - 4

2019 Southwest Gas Annual Fuel Procurement Results by Ethnicity and WMDVLGBTBE Certification

(All dollar figures in \$MM)

Product ¹		Unit	Results by Ethnicity & Gender												Results by WMDVLGBTBE Certification					Total WMDVLGBTBE Procurement Spend	Total Procurement Spend
			Asian Pacific American			African American			Hispanic American			Native American			Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	Other 8(a) ²		
			Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Total	Total	Total	Total	Total		
NATURAL GAS	SHORT TERM	\$																		\$0.00	\$55.87
		%																		0.00%	
	LONG TERM	\$																			
		%																			
	Total Natural Gas	\$																		\$0.00	\$55.87
		%																		0.00%	
LPG	SHORT TERM	\$																			
		%																			
	LONG TERM	\$																			
		%																			
	Total LPG	\$																			
		%																			
Overall Total \$																			\$0.00	\$55.87	
Overall Total %																			Overall WMDVLGBTBE: 0.00%		

Note:

Short Term Gas - for terms 91 days or less - The term of the deal is no longer than one calendar month

Long Term Gas - The term of the deal is greater than one calendar month but less than 1 calendar year

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

²Includes Non-WMDVLGBT firms classified as 8(a) of Small Business Administration

% - Percentages calculated by the Row Category Total Procurement Spend

Table 10a - 1

2020 Liberty CalPeco Annual Power Procurement Results by Ethnicity and WMDVLGBTBE Certification

(All dollar figures in \$MM)

Product ¹		Unit	Results by Ethnicity & Gender												Results by WMDVLGBTBE Certification						Total WMDVLGBTBE Procurement Spend ⁵	Total Procurement Spend					
			Asian Pacific American			African American			Hispanic American			Native American			Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	Other 8(a) ⁴	Subcontracting Total							
			Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Total	Total	Total	Total	Total	Total							
Power Purchased	Renewable Power Products Direct	\$																									
		%																									
		\$ ²																									
		% ²																									
	Non-Renewable Power Products Direct	Physical	\$																							\$0.00	\$22.90
			%																							0.00%	
			\$ ²																								
			% ²																								
Fuels for Generation	Diesel Direct	\$																									
		%																									
	Nuclear Direct	\$																									
		%																									
	Natural Gas Direct	Physical	\$																								
			%																								
Post 2011	SubTotal of Columns ²		\$																						\$0.00	\$22.90	
	SubTotal % of Total Procurement Spend		%																						Overall WMDVLGBTBE: 0.00%		
ALL	SubTotal of Columns ³		\$																						\$0.00	\$22.90	
	SubTotal % of Total Procurement Spend		%																						Overall WMDVLGBTBE: 0.00%		

Notes:

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

³Includes all power procurement commitments

⁴Firms classified as 8(a) by the Small Business Administration includes non-WMDVLGBTBE

⁵Total WMDVLGBTBE spend does not include pre-COD subcontracting values

% - Percentages calculated by the Row Category Total Procurement Spend

Table 10a - 2

2020 PG&E Annual Power Procurement Results by Ethnicity and WMDVLGBTBE Certification

(All dollar figures in \$MM)

Product ¹		Unit	Results by Ethnicity & Gender												Results by WMDVLGBTBE Certification						Total WMDVLGBTBE Procurement Spend ⁵	Total Procurement Spend
			Asian Pacific American			African American			Hispanic American			Native American			Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	Other 8(a) ⁴	Subcontracting Total		
			Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Total	Total	Total	Total	Total	Total		
Power Purchased	Renewable Power Products Direct	\$																		\$1.14	\$1.14	\$2,250.96
		%																		0.05%	0.05%	
		\$ ²																		\$0.92	\$0.92	\$628.67
		% ²																		0.15%	0.15%	
	Non-Renewable Power Products Direct	Physical	\$																	\$0.03	\$0.03	\$861.82
			%																	0.004%	0.004%	
			\$ ²																	\$0.03	\$0.03	\$127.24
			% ²																	0.03%	0.03%	
Fuels for Generation	Diesel Direct	\$							\$0.00	\$0.49	\$0.49				\$0.49					\$0.49	\$0.49	
		%								0.00%	100.00%	100.00%				100.00%				100.00%		
	Nuclear Direct	\$																			\$111.22	
		%																				
	Natural Gas Direct	Physical	\$																		\$228.46	
			%																			
Post 2011	SubTotal of Columns ²		\$						\$0.00	\$0.49	\$0.49				\$0.49				\$0.95	\$1.44	\$1,096.09	
	SubTotal % of Total Procurement Spend		%							0.00%	0.04%	0.04%				0.04%			0.09%	Overall WMDVLGBTBE: 0.13%		
ALL	SubTotal of Columns ³		\$						\$0.00	\$0.49	\$0.49				\$0.49				\$1.17	\$1.66	\$3,452.95	
	SubTotal % of Total Procurement Spend		%							0.00%	0.01%	0.01%				0.01%			0.03%	Overall WMDVLGBTBE: 0.05%		

Notes:

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

³Includes all power procurement commitments

⁴Firms classified as 8(a) by the Small Business Administration includes non-WMDVLGBTBE

⁵Total WMDVLGBTBE spend does not include pre-commercial online date subcontracting values

% - Percentages calculated by the Row Category Total Procurement Spend

Table 10a - 4

2020 SCE Annual Power Procurement Results by Ethnicity and WMDVLGBTBE Certification

(All dollar figures in \$MM)

Product ¹		Unit	Results by Ethnicity & Gender												Results by WMDVLGBTBE Certification						Total WMDVLGBTBE Procurement Spend ⁵	Total Procurement Spend	
			Asian Pacific American			African American			Hispanic American			Native American			Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	Other 8(a) ⁴	Subcontracting Total			
			Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Total	Total	Total	Total	Total	Total			
Power Purchased	Renewable Power Products Direct	\$																		\$1.26	\$1.26	\$2,451.16	
		%																			0.05%	0.05%	
		\$ ²																			\$1.26	\$1.26	\$916.07
		% ²																			0.14%	0.14%	
	Non-Renewable Power Products Direct	Physical	\$													\$16.83					\$0.04	\$16.87	\$1,269.99
			%													1.33%					0.003%	1.33%	
			\$ ²													\$8.37					\$0.04	\$8.41	\$1,253.31
			% ²													0.67%					0.003%	0.67%	
Fuels for Generation	Diesel Direct	\$							\$4.98	\$0.00	\$4.98				\$4.98						\$4.98	\$4.98	
		%							100.00%	0.00%	100.00%				100.00%						100.00%		
	Nuclear Direct	\$																					
		%																					
	Natural Gas Direct	Physical	\$	\$0.00	\$0.44	\$0.44									\$0.44	\$0.09					\$0.53	\$194.70	
			%	0.00%	0.23%	0.23%									0.23%	0.05%					0.27%		
Post 2011	SubTotal of Columns ²		\$	\$0.00	\$0.44	\$0.44				\$4.98	\$0.00	\$4.98				\$5.42	\$8.46				\$1.30	\$15.18	\$2,369.06
	SubTotal % of Total Procurement Spend		%	0.00%	0.02%	0.02%				0.21%	0.00%	0.21%				0.23%	0.36%				0.05%	Overall WMDVLGBTBE: 0.64%	
ALL	SubTotal of Columns ³		\$	\$0.00	\$0.44	\$0.44				\$4.98	\$0.00	\$4.98				\$5.42	\$16.92				\$1.30	\$23.64	\$3,920.83
	SubTotal % of Total Procurement Spend		%	0.00%	0.01%	0.01%				0.13%	0.00%	0.13%				0.14%	0.43%				0.03%	Overall WMDVLGBTBE: 0.60 %	

Notes:

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

³Includes all power procurement commitments

⁴Firms classified as 8(a) by the Small Business Administration includes non-WMDVLGBTBE

⁵Total WMDVLGBTBE spend does not include pre-COD subcontracting values

% - Percentages calculated by the Row Category Total Procurement Spend

Table 10b - 2

2019 PG&E Annual Power Procurement Results by Ethnicity and WMDVLGBTBE Certification
(All dollar figures in \$MM)

Product ¹		Unit	Results by Ethnicity & Gender												Results by WMDVLGBTBE Certification					Total Procurement Spend		
			Asian Pacific American			African American			Hispanic American			Native American			Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	Other 8(a) ⁴		Subcontracting Total	Total WMDVLGBTBE Procurement Spend ⁵
			Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Total	Total	Total	Total	Total		Total	
Power Purchased	Renewable Power Products Direct	\$																		\$2.59	\$2.59	\$2,233.79
		%																		0.12%	0.12%	
		\$ ²																		\$2.37	\$2.37	\$614.25
		% ²																		0.39%	0.39%	
	Non-Renewable Power Products Direct	Physical	\$																	\$0.61	\$0.61	\$948.48
			%																	0.06%	0.06%	
			\$ ²																	\$0.54	\$0.54	\$146.56
			% ²																	0.37%	0.37%	
Fuels for Generation	Diesel Direct	\$							\$0.00	\$0.48	\$0.48				\$0.48					\$0.48	\$0.48	\$0.48
		%							0.00%	100.00%	100.00%				100.00%					100.00%	100.00%	
	Nuclear Direct	\$																				
		%																				
	Natural Gas Direct	Physical	\$																	\$0.00	\$296.88	
			%																	0.00%		
Post 2011	SubTotal of Columns ²		\$							\$0.00	\$0.48	\$0.48				\$0.48				\$2.91	\$3.39	\$1,058.20
	SubTotal % of Total Procurement Spend		%							0.00%	0.05%	0.05%				0.05%				0.28%	Overall WMDVLGBTBE: 0.32%	
ALL	SubTotal of Columns ³		\$							\$0.00	\$0.48	\$0.48				\$0.48				\$3.20	\$3.68	\$3,479.60
	SubTotal % of Total Procurement Spend		%							0.00%	0.01%	0.01%				0.01%				0.09%	Overall WMDVLGBTBE: 0.11%	

Notes:

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

³Includes all power procurement commitments

⁴Firms classified as 8(a) by the Small Business Administration includes non-WMDVLGBTBE

⁵Total WMDVLGBTBE spend does not include pre-COD subcontracting values

% - Percentages calculated by the Row Category Total Procurement Spend

Table 10b - 4

2019 SCE Annual Power Procurement Results by Ethnicity and WMDVLGBTBE Certification

(All dollar figures in \$MM)

Product ¹		Unit	Results by Ethnicity & Gender												Results by WMDVLGBTBE Certification						Total Procurement Spend			
			Asian Pacific American			African American			Hispanic American			Native American			Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	Other 8(a) ⁴	Subcontracting Total		Total WMDVLGBTBE Procurement Spend ⁵		
			Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Total	Total	Total	Total	Total	Total		Total		
Power Purchased	Renewable Power Products Direct	\$																		\$0.59	\$0.59	\$2,284.76		
		%																			0.03%	0.03%		
		\$ ²																			\$0.59	\$0.59	\$783.86	
		% ²																			0.07%	0.07%		
	Non-Renewable Power Products Direct	Physical	\$														\$8.20					\$0.04	\$8.24	\$1,196.90
			%														0.68%					0.003%	0.69%	
			\$ ²																			\$0.04	\$0.04	\$802.36
			% ²																			0.005%	0.005%	
Fuels for Generation	Diesel Direct	\$							\$6.54	\$0.00	\$6.54				\$6.54							\$6.54	\$6.54	
		%							100.00%	0.00%	100.00%				100.00%							100.00%		
	Nuclear Direct	\$																						
		%																						
	Natural Gas Direct	Physical	\$	\$0.00	\$0.06	\$0.06									\$0.06	\$0.01						\$0.07	\$207.30	
			%	0.00%	0.03%	0.03%									0.03%	0.01%						0.04%		
Post 2011	SubTotal of Columns ²		\$	\$0.00	\$0.06	\$0.06				\$6.54	\$0.00	\$6.54				\$6.60	\$0.01				\$0.63	\$7.24	\$1,800.06	
	SubTotal % of Total Procurement Spend		%	0.00%	0.003%	0.003%				0.36%	0.00%	0.36%				0.37%	0.001%				0.03%	Overall WMDVLGBTBE: 0.40%		
ALL	SubTotal of Columns ³		\$	\$0.00	\$0.06	\$0.06				\$6.54	\$0.00	\$6.54				\$6.60	\$8.21				\$0.63	\$15.44	\$3,695.50	
	SubTotal % of Total Procurement Spend		%	0.00%	0.002%	0.002%				0.18%	0.00%	0.18%				0.18%	0.22%				0.02%	Overall WMDVLGBTBE: 0.42 %		

Notes:

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

³Includes all power procurement commitments

⁴Firms classified as 8(a) by the Small Business Administration includes non-WMDVLGBTBE

⁵Total WMDVLGBTBE spend does not include pre-COD subcontracting values

% - Percentages calculated by the Row Category Total Procurement Spend

Table 11

2020 and 2019 Comparative Summary of Large, Small and Combined Utilities Subcontracting WMDVLGBTBE Procurement Results
 (in Dollars and as a Percentage of Total Corporate Procurement)

	Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
2020							
Total Large Utilities	\$38,038,435,965 100.00%	\$1,092,645,230 2.87%	\$907,697,860 2.39%	\$167,918,408 0.44%	\$7,810,974 0.02%	\$158,421 0.00%	\$2,176,230,893 5.72%
Total Small Utilities	\$888,632,727 100.00%	\$5,283,220 0.59%	\$5,018,555 0.56%	\$6,517,051 0.73%	\$19,526 0.002%	\$0 0.00%	\$16,838,352 1.89%
Total Combined	\$38,927,068,692 100.00%	\$1,097,928,450 2.82%	\$912,716,415 2.34%	\$174,435,459 0.45%	\$7,830,500 0.02%	\$158,421 0.0004%	\$2,193,069,245 5.63%
2019							
Total Large Utilities	\$37,520,768,266 100.00%	\$1,167,522,816 3.11%	\$850,539,770 2.27%	\$157,301,027 0.42%	\$17,675,910 0.05%	\$0 0.00%	\$2,193,039,523 5.84%
Total Small Utilities	\$646,053,046 100.00%	\$3,564,128 0.55%	\$6,034,192 0.93%	\$6,490,827 1.00%	\$5,391 0.001%	\$0 0.00%	\$16,094,538 2.49%
Total Combined	\$38,166,821,312 100.00%	\$1,171,086,944 3.07%	\$856,573,962 2.24%	\$163,791,854 0.43%	\$17,681,301 0.05%	\$0 0.00%	\$2,209,134,061 5.79%

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

Table 12a
2020 WMDVLGBTBE Procurement Results for Cox Communications, Verizon Wireless, & MCI
Communications/ XO Communications
(in Dollars and as a Percentage of Total Corporate Procurement)

	2020 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
Cox							
Direct		\$479,208,141 15.95%	\$160,446,324 5.34%	\$10,007,562 0.33%	\$781,959 0.03%	\$0 0.00%	\$650,443,986 21.65%
Subcontracting		\$52,374,245 1.74%	\$21,676,785 0.72%	\$0 0.00%	\$237,759 0.01%	\$226,841 0.01%	\$74,515,630 2.48%
Combined	\$3,003,975,439 100.00%	\$531,582,386 17.70%	\$182,123,109 6.06%	\$10,007,562 0.33%	\$1,019,718 0.03%	\$226,841 0.01%	\$724,959,616 24.13%
	2020 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
MCI/ XO							
Direct		\$412,473,224 24.68%	\$391,798,856 23.45%	\$594,952 0.04%	\$571,176 0.03%		\$805,438,208 48.20%
Subcontracting		\$0 0.00%	\$0 0.00%	\$0 0.00%	\$0 0.00%		\$0 0.00%
Combined	\$1,670,970,484 100.00%	\$412,473,224 24.68%	\$391,798,856 23.45%	\$594,952 0.04%	\$571,176 0.03%		\$805,438,208 48.20%
	2020 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
Verizon							
Direct		\$444,046,475 15.31%	\$57,661,735 1.99%	\$3,639,761 0.13%	\$801,241 0.03%		\$506,149,212 17.45%
Subcontracting		\$212,533,138 7.33%	\$23,507,863 0.81%	\$1,655,331 0.06%	\$0 0.00%		\$237,696,332 8.19%
Combined	\$2,900,824,779 100.00%	\$656,579,613 22.63%	\$81,169,598 2.80%	\$5,295,092 0.18%	\$801,241 0.03%		\$743,845,544 25.64%
Total	\$7,575,770,702 100.00%	\$1,600,635,223 21.13%	\$655,091,563 8.65%	\$15,897,606 0.21%	\$2,392,135 0.03%	\$226,841 0.003%	\$2,274,243,368 30.02%

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

Table 12b
2019 WMDVLGBTBE Procurement Results for Cox Communications, Verizon Wireless, & MCI
Communications/ XO Communications

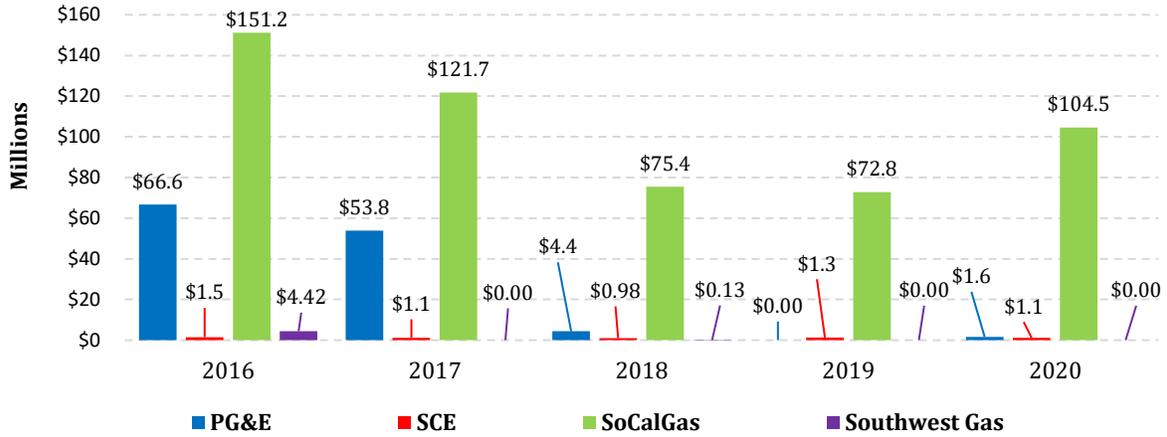
(in Dollars and as a Percentage of Total Corporate Procurement)

	2019 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
Cox							
Direct		\$508,100,058	\$158,044,727	\$1,178,912	\$722,932	\$0	\$668,046,629
		16.86%	5.24%	0.04%	0.02%	0.00%	22.16%
Subcontracting		\$85,573,329	\$14,986,125	\$214,244	\$412,440	\$23,243,700	\$124,429,838
		2.84%	0.50%	0.01%	0.01%	0.77%	4.13%
Combined	\$3,014,077,598	\$593,673,387	\$173,030,852	\$1,393,156	\$1,135,372	\$23,243,700	\$792,476,467
	100.00%	19.70%	5.74%	0.05%	0.04%	0.77%	26.29%
MCI/XO							
Direct		\$500,966,574	\$367,769,230	\$1,352,160	\$296,776	\$0	\$870,384,740
		38.12%	27.99%	0.10%	0.02%	0.00%	66.24%
Subcontracting		\$0	\$0	\$0	\$0	\$0	\$0
		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Combined	\$1,314,037,960	\$500,966,574	\$367,769,230	\$1,352,160	\$296,776	\$0	\$870,384,740
	100.00%	38.12%	27.99%	0.10%	0.02%	0.00%	66.24%
Verizon							
Direct		\$1,591,999,331	\$147,018,120	\$1,423,602	\$4,318,921		\$1,744,759,974
		33.90%	3.13%	0.03%	0.09%		37.15%
Subcontracting		\$81,949,908	\$18,501,622	\$2,201,443	\$0		\$102,652,973
		1.75%	0.39%	0.05%	0.00%		2.19%
Combined	\$4,696,131,881	\$1,673,949,239	\$165,519,742	\$3,625,045	\$4,318,921		\$1,847,412,947
	100.00%	35.65%	3.52%	0.08%	0.09%		39.34%
Total	\$9,024,247,439	\$2,768,589,200	\$706,319,824	\$6,370,361	\$5,751,069	\$23,243,700	\$3,510,274,154
	100.00%	30.68%	7.83%	0.07%	0.06%	0.258%	38.90%

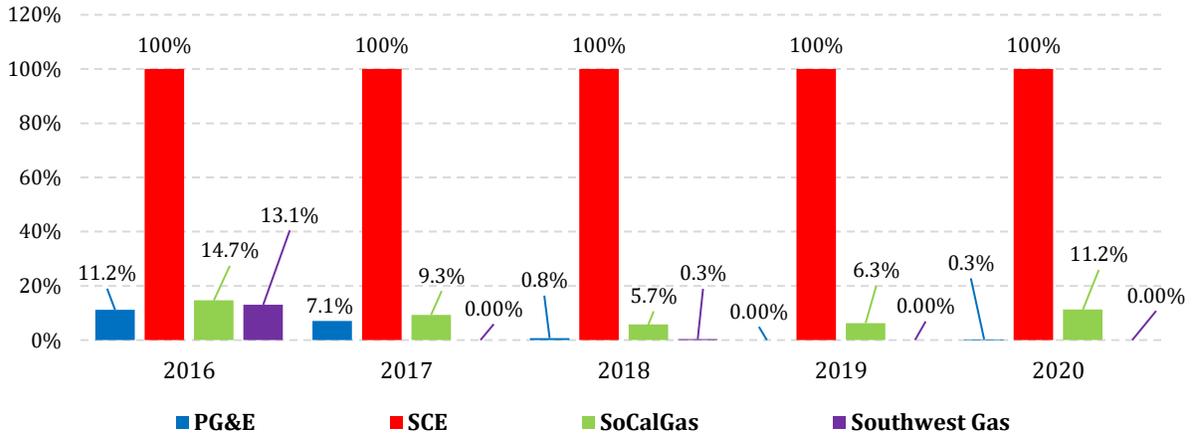
Note: *Firms Classified as 8(a) by the United States Small Business Administration - Includes Non-WMDVLGBTBEs

Attachment B: Utility 2016 - 2020 Fuel and Power WMDVLGBTBE Procurement Data Graphs

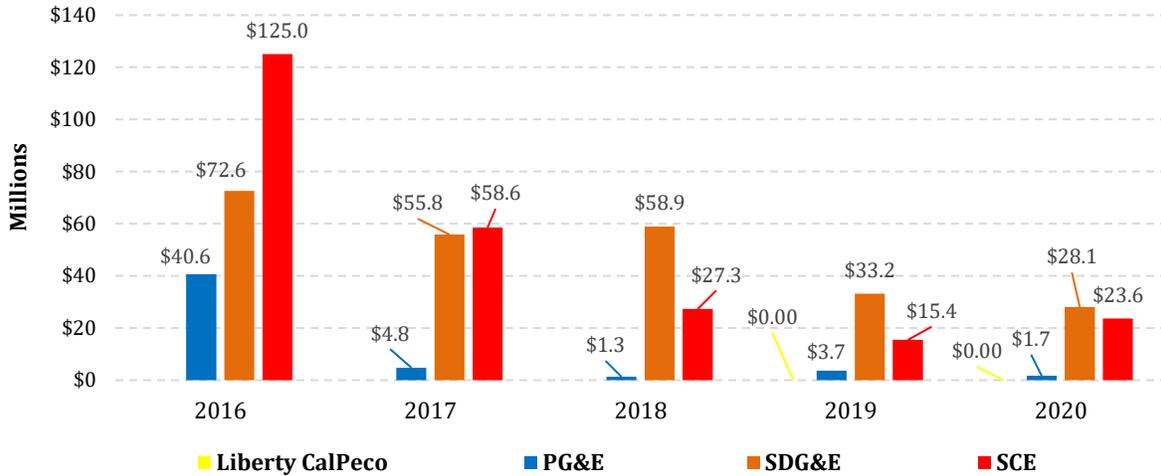
2016 - 2020 Diverse Fuel Procurement



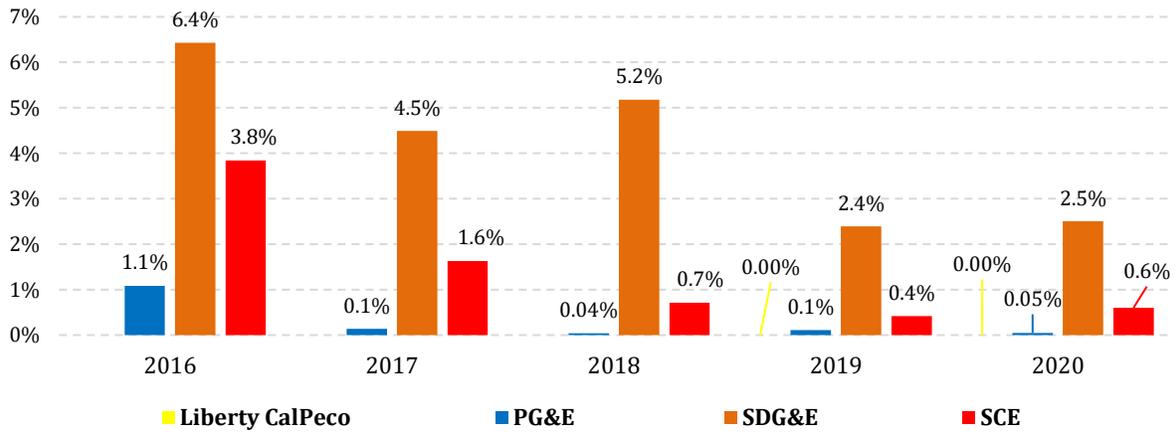
2016 - 2020 Diverse Fuel Procurement Percentage



2016 - 2020 Diverse Power Procurement



2016 - 2020 Diverse Power Procurement Percentage



**Attachment C: Community Choice Aggregator 2020
WMDVLGBTBE Procurement Data Table**

Table 1
2020 Community Choice Aggregators WMDVLGBTBE Procurement Results
(in Dollars and as a Percentage of Total Corporate Procurement)

	2020 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
CalChoice							
Direct		\$0	\$0	\$0	\$0		\$0
		0.00%	0.00%	0.00%	0.00%		0.00%
Subcontracting		\$0	\$0	\$0	\$0		\$0
		0.00%	0.00%	0.00%	0.00%		0.00%
Combined	\$4,249,762	\$0	\$0	\$0	\$0		\$0
	100.00%	0.00%	0.00%	0.00%	0.00%		0.00%

	2020 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
Central Coast Community							
Direct		\$0	\$12,042	\$0	\$0		\$12,042
		0.00%	0.00%	0.00%	0.00%		0.01%
Subcontracting		\$0	\$0	\$0	\$0		\$0
		0.00%	0.00%	0.00%	0.00%		0.00%
Combined	\$192,772,053	\$0	\$12,042	\$0	\$0		\$12,042
	100.00%	0.00%	0.01%	0.00%	0.00%		0.01%

	2020 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
Clean Power Alliance							
Direct		\$52,138	\$0	\$0	\$55,375		\$107,513
		0.01%	0.00%	0.00%	0.01%		0.01%
Subcontracting		\$0	\$0	\$0	\$0		\$0
		0.00%	0.00%	0.00%	0.00%		0.00%
Combined	\$754,244,885	\$52,138	\$0	\$0	\$55,375		\$107,513
	100.00%	0.01%	0.00%	0.00%	0.01%		0.01%

	2020 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
CleanPowerSF							
Direct		\$187,033	\$310	\$406	\$0		\$187,748
		0.08%	0.0001%	0.0002%	0.00%		0.08%
Subcontracting		\$0	\$0	\$0	\$0		\$0
		0.00%	0.00%	0.00%	0.00%		0.00%
Combined	\$224,161,453	\$187,033	\$310	\$406	\$0		\$187,748
	100.00%	0.08%	0.0001%	0.0002%	0.00%		0.08%

	2020 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
Desert Community							
Direct		\$0	\$0	\$0	\$97,816		\$97,816
		0.00%	0.00%	0.00%	0.39%		0.39%
Subcontracting		\$0	\$0	\$0	\$0		\$0
		0.00%	0.00%	0.00%	0.00%		0.00%
Combined	\$25,153,272	\$0	\$0	\$0	\$97,816		\$97,816
	100.00%	0.00%	0.00%	0.00%	0.39%		0.39%

Table 1
2020 Community Choice Aggregators WMDVLGBTBE Procurement Results
(in Dollars and as a Percentage of Total Corporate Procurement)

	2020 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
East Bay Community							
Direct		\$193,041	\$110,722	\$0	\$0		\$303,763
		0.05%	0.03%	0.00%	0.00%		0.08%
Subcontracting		\$0	\$0	\$0	\$0		\$0
		0.00%	0.00%	0.00%	0.00%		0.00%
Combined	\$400,820,685	\$193,041	\$110,722	\$0	\$0		\$303,763
	100.00%	0.05%	0.03%	0.00%	0.00%		0.08%

	2020 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
MCE							
Direct		\$27,162	\$296,680	\$0	\$0		\$323,842
		0.01%	0.07%	0.00%	0.00%		0.08%
Subcontracting		\$0	\$0	\$0	\$0		\$0
		0.00%	0.00%	0.00%	0.00%		0.00%
Combined	\$414,628,312	\$27,162	\$296,680	\$0	\$0		\$323,842
	100.00%	0.01%	0.07%	0.00%	0.00%		0.08%

	2020 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
Peninsula Clean Energy							
Direct		\$206,712	\$53,756	\$0	\$0		\$260,468
		0.08%	0.02%	0.00%	0.00%		0.10%
Subcontracting		\$0	\$0	\$0	\$0		\$0
		0.00%	0.00%	0.00%	0.00%		0.00%
Combined	\$260,421,515	\$206,712	\$53,756	\$0	\$0		\$260,468
	100.00%	0.08%	0.02%	0.00%	0.00%		0.10%

	2020 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
Pioneer Community							
Direct		\$0	\$0	\$0	\$0		\$0
		0.00%	0.00%	0.00%	0.00%		0.00%
Subcontracting		\$0	\$0	\$0	\$0		\$0
		0.00%	0.00%	0.00%	0.00%		0.00%
Combined	Not provided	\$0	\$0	\$0	\$0		\$0
	100.00%	0.00%	0.00%	0.00%	0.00%		0.00%

	2020 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
Redwood Coast Energy							
Direct		\$0	\$0	\$4,829	\$0		\$4,829
		0.00%	0.00%	0.01%	0.00%		0.01%
Subcontracting		\$0	\$0	\$0	\$0		\$0
		0.00%	0.00%	0.00%	0.00%		0.00%
Combined	\$43,927,595	\$0	\$0	\$4,829	\$0		\$4,829
	100.00%	0.00%	0.00%	0.01%	0.00%		0.01%

Table 1
2020 Community Choice Aggregators WMDVLGBTBE Procurement Results
(in Dollars and as a Percentage of Total Corporate Procurement)

	2020 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
San José Clean Energy							
Direct		\$0	\$222,345	\$0	\$0		\$222,345
		0.00%	0.09%	0.00%	0.00%		0.09%
Subcontracting		\$0	\$0	\$0	\$0		\$0
		0.00%	0.00%	0.00%	0.00%		0.00%
Combined	\$258,831,713	\$0	\$222,345	\$0	\$0		\$222,345
	100.00%	0.00%	0.09%	0.00%	0.00%		0.09%

	2020 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
Silicon Valley Clean Energy							
Direct		\$66,512	\$77,255	\$0	\$0		\$143,767
		0.03%	0.03%	0.00%	0.00%		0.05%
Subcontracting		\$0	\$0	\$0	\$0		\$0
		0.00%	0.00%	0.00%	0.00%		0.00%
Combined	\$265,594,000	\$66,512	\$77,255	\$0	\$0		\$143,767
	100.00%	0.03%	0.03%	0.00%	0.00%		0.05%

	2020 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
Sonoma Clean Power							
Direct		\$39,409	\$206,765	\$0	\$0		\$246,174
		0.02%	0.11%	0.00%	0.00%		0.13%
Subcontracting		\$0	\$0	\$0	\$0		\$0
		0.00%	0.00%	0.00%	0.00%		0.00%
Combined	\$195,559,256	\$39,409	\$206,765	\$0	\$0		\$246,174
	100.00%	0.02%	0.11%	0.00%	0.00%		0.13%

	2020 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
Valley Clean Energy							
Direct		\$0	\$0	\$0	\$0		\$0
		0.00%	0.00%	0.00%	0.00%		0.00%
Subcontracting		\$0	\$0	\$0	\$0		\$0
		0.00%	0.00%	0.00%	0.00%		0.00%
Combined	\$54,347,916	\$0	\$0	\$0	\$0		\$0
	100.00%	0.00%	0.00%	0.00%	0.00%		0.00%

Total	\$3,094,712,416	\$772,007	\$979,874	\$5,235	\$153,191	\$0	\$1,910,308
		0.02%	0.03%	0.0002%	0.005%	0.00%	0.06%

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