

2014 Annual Report and 2015 Annual Plan 2014 Annual Fuel Procurement Report and 2015 Annual Fuel Procurement Plan

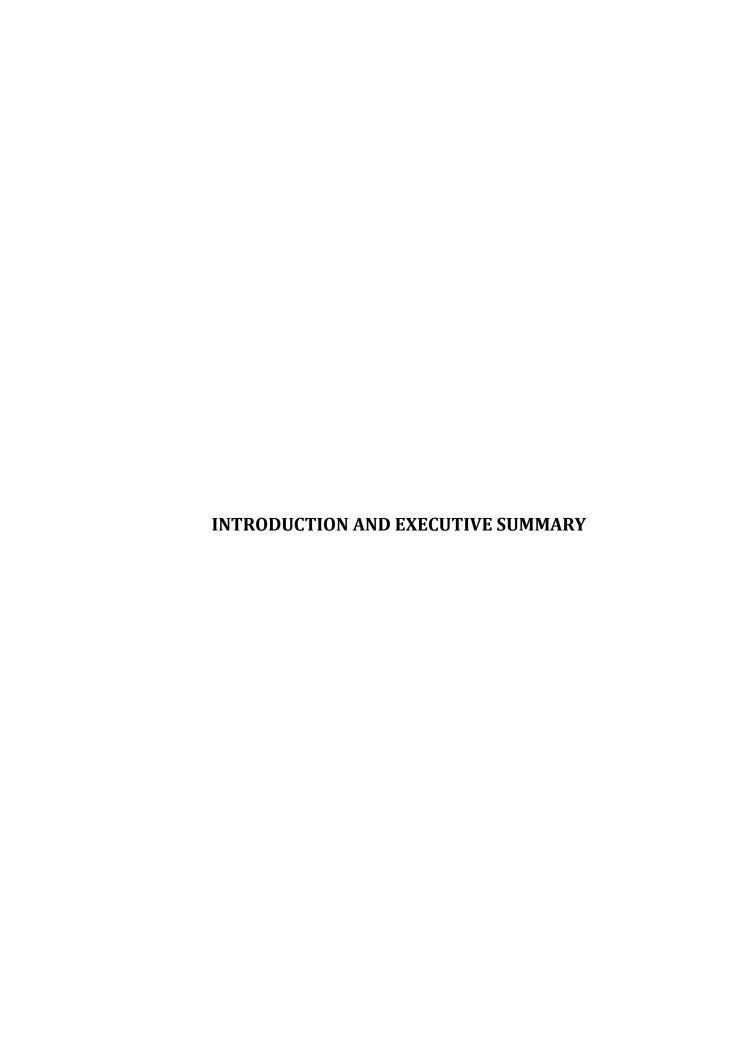
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Supplier Diversity Program (Program) Annual Report and 2015 Annual Plan in compliance with Sections 9 and 10 of General Order 156 (GO 156) of the California Public Utilities Commission (Commission) and subsequent Decisions (D.) amending GO 156.¹

Southwest Gas' 2014 Program Annual Report provides a detailed description of the Company's Program activities during 2014 and the achievements made by Southwest Gas in providing purchasing, contracting, and subcontracting procurement opportunities to women, minority, and service disabled veteran business enterprises (WMDVBE, diverse suppliers). Southwest Gas' 2015 Annual Plan describes the Company's strategies for increasing activities with diverse suppliers. Also included in this Report are Southwest Gas' 2014 Annual Fuel Procurement Report and 2015 Annual Fuel Procurement Plan (Fuel Report).

Southwest Gas, a multi-jurisdictional utility headquartered in Las Vegas, Nevada, provides natural gas service to approximately 1.9 million customers in California, Arizona and Nevada. Southwest Gas serves approximately 189,000 customers in its California service territories located in Placer, El Dorado, Nevada, and San Bernardino Counties.

The Company's California service area represents approximately 10% percent of its overall operations.

Southwest Gas has long recognized the importance of supplier diversity and continues its commitment to promote increased opportunities for diverse suppliers within our service territories focusing on high visibility, accessibility and multiple outreach efforts.

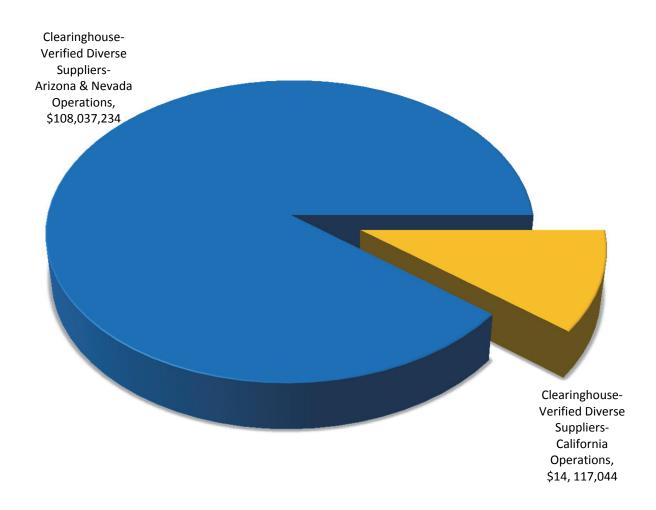
n 2014, Southwest Gas exceeded the minimum goal of 21.5 percent established by GO 156 for procurement with California Supplier Clearinghouse-Verified (Clearinghouse-Verified) diverse suppliers. The Company's total procurement with Clearinghouse-Verified diverse suppliers supporting its California operations during 2014 was \$14,117,044 or 72 percent. In addition, Southwest Gas spent \$108,037,234 with Clearinghouse-Verified diverse suppliers in support of the Company's Arizona and Nevada operations.



<u>1</u> Decision No. 88-04-057, as modified by Decision Nos. 88-09-024, 89-08-041, 90-11-053, 90-12-027, 92-06-030, 92-12-048, 95-12-045, 96-12-081, 98-11-030, 03-11-024, 05-12-023, 06-11-028, and 11-05-019.

Supplier Diversity is not limited to our California service territories, but is a Company-wide objective, promoted and implemented throughout all Southwest Gas divisions and departments. As illustrated in the chart below, the Company's overall spend with Clearinghouse-Verified diverse suppliers totaled \$122,154,278.

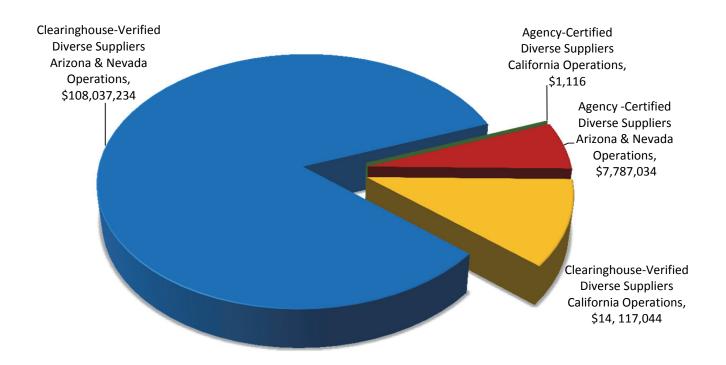
2014
CLEARINGHOUSE-VERIFIED DIVERSE SUPPLIERS
TOTAL PROCUREMENT DOLLARS = \$122,154,278.



outhwest Gas also utilizes diverse suppliers, certified by other agencies (agency-certified)². In addition to the amounts spent with Clearinghouse-Verified suppliers, the Company spent \$1,116 with agency-certified diverse suppliers in support of its California operations and \$7,787,034 in support of its Arizona and Nevada operations. The Company's total procurement with Clearinghouse-Verified and agency-certified diverse suppliers during 2014 amounted to \$129,942,428 as illustrated in the chart below.

To further its objectives, and to support and strengthen its outreach efforts, Southwest Gas will continue to work with its agency-certified diverse suppliers to encourage them to become Clearinghouse-Verified so that Southwest Gas may include these dollars towards the Company's GO 156 procurement goals in future Program years.

2014
CLEARINGHOUSE-VERIFIED AND AGENCY-CERTIFIED DIVERSE SUPPLIERS
TOTAL PROCUREMENT DOLLARS = \$ 129,942,428.



4

<u>2</u> Agency-certified is a list of hundreds of reputable, diverse supplier certification organizations, and local, state, and federal government departments. For example, two major agencies that Southwest Gas recognizes are the National Minority Supplier Development Council and the Women Business Enterprise Council.

INTRODUCTION AND EXECUTIVE SUMMARY

	California	Arizona and Nevada [1]	Total
Minority Men	\$ 5,068,006	\$ 11,736,458	\$ 16,804,464
Minority Women	\$ 559,537	\$ 10,617,024	\$ 11,176,561
Total Minority Business Enterprise (MBE)	\$ 5,627,543	\$ 22,353,482	\$ 27,981,025
Women Business Enterprise (WBE)	\$ 8,464,148	\$ 85,683,752	\$ 94,147,900
Subtotal Women, Minority Business Enterprise (WMBE)	\$ 14,091,691	\$ 108,037,234	\$ 122,128,925
Service Disabled Veteran Business Enterprise (DVBE)	\$ 25,353	-	\$ 25,353
Total Clearinghouse-Verified WMDVBE	\$ 14,117,044	\$ 108,037,234	\$ 122,154,278
Agency-Certified WMDVBE	\$ 1,116	\$ 7,787,034	\$ 7,788,150
Total WMDVBE	\$ 14,118,160	\$ 115,824,268	\$ 129,942,428
Total California Procurement	\$ 19,602,587		
% Clearinghouse-Verified Procurement	72.02%		
% Agency-Certified Procurement	0.00%		
% Total WMDVBE Procurement [2]	72.02%		

^[1] California diverse suppliers that support Southwest Gas' operations in Arizona and Nevada.

^[2] California diverse suppliers' procurement percentage that supports Southwest Gas' operations in California.



9.1.1 SUPPLIER DIVERSITY PROGRAM ACTIVITES

Internal Activities

Southwest Gas continues to promote awareness and participation within the Company through internal "inreach" efforts. This includes meeting regularly with Southwest Gas management and various departments to encourage diverse supplier spend in varying areas of Company operations, with a focus on those areas of traditionally lower utilization. The Supplier Diversity Staff encourages internal business units to support the Program by ensuring that diverse suppliers are included in all company-wide bid opportunities. In addition, Southwest Gas' 2014 internal outreach efforts included:

- O Conducting Program presentations to executive management team, division/department vice presidents and their management teams. The following key points were conveyed:
 - Emphasized the importance of utilizing the on-line sourcing request form, which enables the Supplier Diversity Staff to assist with identifying Clearinghouse-Verified diverse suppliers for bid opportunities.
 - Promoted utilization of the Supplier Clearinghouse's database to source diverse suppliers for bid opportunities.
 - Encouraged the Company's management and procurement personnel to utilize diverse suppliers in historically low and underutilized areas.

New Diverse Suppliers

Southwest Gas is an active member of various chambers and business organizations and regularly participates in and sponsors events. The Company's Supplier Diversity Staff also meets one on one with representatives of these organizations to better understand the services their constituents provide and how those services might address Southwest Gas' business needs. This practice has allowed the Company to reach a greater number of suppliers. In 2014, these efforts led to contractual agreements with eight new diverse suppliers:

	Diverse Status	Spend
Business Process Services	Black Male	\$2,234
Communication Services	Woman-Owned	\$6,960
Electrical Equipment	Black Female	\$4,886
Engineering Services	Asian Female	\$2,400
Janitorial Services	Hispanic Female	\$16,885
Energy Efficiency	Black Male	\$4,593,761
Legal Services	Black Male	\$40,432
Management Consulting Services	Hispanic Female	\$1716

9.1.1 EXTERNAL OUTREACH ACTIVITIES

outhwest Gas is proud to advocate for the diverse business community through matching-making and outreach activities. Throughout our service territories, Southwest Gas continues its proactive efforts to identify diverse suppliers for potential procurement opportunities. In California, the Company sponsored and participated in the following outreach activities through various local and national supplier diversity organizations:

Monthly – High Desert Hispanic Chamber of Commerce – Eye Opener Breakfast Meeting – Attendee

February 2014 – Southern California Minority Business Development Council – Minority Business Opportunity Day – Exhibitor

April 2014 – CUPC/SCE Los Angeles Small Business Expo – Attendee

May 2014 – California Disabled Veteran Alliance – Keeping the Promise – Sponsor/Exhibitor

July 2014 – American Indian of California Chamber of Commerce – 2014 Expo – Sponsor/Exhibitor



Mary Donley (left) and Valerie Bailey (right) representing Southwest Gas Supplier Diversity Program at the California Disabled Veteran Business Alliance Keeping the Promise event.

October 2014 – National Association of Minority Contractors – Southern California Chapter – Table Sponsor

October 2014-How to do Business with Southwest Gas and our Primes Workshop-Conductor (*Discussed further below*)

October 2014 – High Desert Hispanic Chamber of Commerce – Annual Awards Dinner–Sponsor

In addition to participating in various business organization outreach activities, the Company's Supplier Diversity Staff has an open line of communication with all existing and potential diverse suppliers and arranges introductions, including "face to face" meetings, between diverse suppliers and key procurement decision makers.

9.1.1 EXTERNAL OUTREACH ACTIVITIES -WORKSHOPS

outhwest Gas hosted a procurement workshop in Victorville, California to provide information and advise local and diverse businesses about procurement opportunities with utility companies in the High Desert and Inland Empire areas.

In an effort to promote business development, the attendees were provided with capacity building, procurement contacts and supplier certification information.

The procurement workshop also introduced diverse businesses to one of Southwest Gas' prime contractors who provided details on procurement opportunities. As a result of the workshop, diverse suppliers were able to meet with the contractor to discuss and pursue subcontracting opportunities.





Regulatory Participation

October 2014 – California Public Utilities Commission (CPUC) – En Banc Hearing – "General Order 156 – Making a Difference through Supplier Diversity"

March, June, September, December 2014 - Attended Joint Utilities Quarterly Meetings

9.1.1 SUPPLIER DIVERSITY PROGRAM ACTIVITIES

Media Outreach

outhwest Gas promoted its Supplier Diversity Program through the following media to increase the awareness of the Program and the assistance it provides to diverse suppliers seeking to do business with Southwest Gas:

- American Indian Chamber of Commerce of California Expo Program Directory
- Asian Enterprise Magazine 21st Annual National Asian Entrepreneur of the Year and Fortune 500's Best Companies program booklet
- California Disabled Veteran Business Alliance Keeping the Promise program booklet
- High Desert Hispanic Chamber of Commerce Cinco de Mayo program booklet
- National Association of Minority Contractors Southern California Chapter's Annual Awards Dinner program booklet
- Southern California Minority Business Development Council (SCMBDC) – Business Opportunity Day Program Directory and Leadership Awards Dinner Program Book
- U.S Veterans Magazine "Opportunities for Transition" article



U.S. Veteran Magazine Opportunities for Transition article featured Southwest Gas relationships with diverse suppliers and the Supplier Diversity Program.

Website

Southwest Gas periodically updates its external Supplier Diversity website. The website offers an informative resource to diverse suppliers seeking to do business with Southwest Gas. It includes Program personnel contact information, supplier forms for those seeking to do business with the Company, as well as other resources and helpful information.

Southwest Gas is committed to maintaining and building new business relationships with diverse suppliers and encourages them to explore the possibility of doing business with the Company by visiting the Southwest Gas website at www.swgas.com.

TABLE 9.1.2 (A)

PRIME CONTRACTING AND SUBCONTRACTING

	Ethnicity	Prime \$	Sı	ıb\$	Total \$	%
Minority	Asian-Pacific	\$ 429,714	\$	-	\$ 429,714	2.19%
Men	Black	\$ 4,636,427		-	4,636,427	23.65%
	Hispanic	-		-	-	0.00%
	Native-American	\$ 1,865		-	1,865	0.01%
	Other	-		-	-	0.00%
	Total Minority Men	\$ 5,068,006	\$	-	\$ 5,068,006	25.85%
Minority	Asian-Pacific	\$ 126,597		-	\$ 126,597	0.65%
Women	Black	\$ 5,726		-	5,726	0.03%
	Hispanic	\$ 427,214		-	427,214	2.18%
	Native-American	\$ -		-	-	0.00%
	Other	\$ -		-	-	0.00%
Т	otal Minority Women	\$ 559,537	\$	-	\$ 559,537	2.85%
Total Mino	rity Business Enterprise (MBE)	\$ 5,627,543	\$	-	\$ 5,627,543	28.71%
Women Bu	siness Enterprise (WBE)	\$ 8,464,148	\$	-	\$ 8,464,148	43.18%
	omen, Minority Business e (WMBE)	\$ 14,091,691	\$	-	\$ 14,091,691	71.89%
Enterpris	e (DVBE)	\$ 25,353	\$	-	\$ 25,353	0.13%
	TOTAL WMDVBE	\$ 14,117,044	\$	-	\$ 14,117,044	72.02%

Gross Procurement	\$19,602,587
Exclusions [1]	-
Net Procurement	\$19,602,587

9.1.2 ANNUAL RESULTS BY PRODUCT AND SERVICES CATEGORIES

TABLE 9.1.2 (B)

PRIME CONTRACTING

	Ethnicity		Products		Services				Total			
	•		\$	%		\$	%		\$	%		
Minority	Asian-Pacific	Direct	\$ 429,714	11.90%	\$	-	0.00%	\$	429,714	2.19%		
Men	Black	Direct	\$ -	0.00%	\$	4,636,427	28.99%	\$	4,636,427	23.65%		
	Hispanic	Direct	\$ -	0.00%	\$	-	0.00%	\$	-	0.00%		
	Native-American	Direct	\$ -	0.00%	\$	1,865	0.01%	\$	1,865	0.01%		
	Other	Direct	\$ -	0.00%	\$	-	0.00%	\$	-	0.00%		
	Total Minority Men	Direct	\$ 429,714	11.90%	\$	4,638,292	29.00%	\$	5,068,006	25.85%		
Minority	Asian-Pacific	Direct	\$ 124,197	3.44%	\$	2,400	0.02%	\$	126,597	0.65%		
Women	Black	Direct	\$ 4,886	0.14%	\$	840	0.01%	\$	5,726	0.03%		
	Hispanic	Direct	\$ 408,612	11.32%	\$	18,601	0.12%	\$	427,213	2.18%		
	Native-American	Direct	\$ -	0.00%	\$	-	0.00%	\$	-	0.00%		
	Other	Direct	\$ -	0.00%	\$	-	0.00%	\$	-	0.00%		
	Total Minority Women	Direct	\$ 537,696	14.89%	\$	21,841	0.14%	\$	559,537	2.85%		
Total Mir	nority Business	Direct	\$ 967,410	26.79%	\$	4,660,133	29.14%	\$	5,627,543	28.71%		
Women E	Business Enterprise	Direct	\$ 235,034	6.51%	\$	8,229,114	51.46%	\$	8,464,148	43.18%		
Total Wo	men, Minority	Direct	\$ 1,202,444	6.13%	\$	12,889,247	65.75%	\$	14,091,691	71.89%		
Service D	Disabled Veteran	Direct	\$ -	0.00%	\$	25,353	0.16%	\$	25,353	0.13%		
1	TOTAL WMDVBE	Direct	\$ 1,202,444	6.13%	\$	12,914,600	65.88%	\$	14,117,044	72.02%		
Gross Pr	ocurement		\$ 19,602,587									
Exclusio	ns [1]		-									
	Net Procurement		\$ 19,602,587									
Total Pro	oduct Procurement		\$ 3,610,413									
Total Ser	vice Procurement		\$ 15,992,174									
	Net Procurement		\$									

Percentage for "Products" expenditures are WMDVBE compared to "Total Product Procurement" expenditures = 6.01%. Percentage for "Services" expenditures are WMDVBE compared to "Total Service Procurement" expenditures = 66.08%. Percentage for "Total" expenditures are WMDVBE compared to "Net Procurement" expenditures = 72.09%.

9.1.2 ANNUAL RESULTS BY PRODUCT AND SERVICES CATEGORIES

In 2014, Southwest Gas did not have any subcontracting spend to report.

TABLE 9.1.2 (C)

SUBCONTRACTING

	Ethnicity			Product	s		Serv	vices	Total		
				\$	%		\$	%		\$	%
Minority	Asian-Pacific	Sub	\$	-	0.00%	\$	-	0.00%	\$	-	0.00%
Men	Black	Sub		-	0.00%		-	0.00%		-	0.00%
	Hispanic	Sub		-	0.00%		-	0.00%		-	0.00%
	Native-American	Sub		-	0.00%		-	0.00%		-	0.00%
	Other	Sub		-	0.00%		-	0.00%		-	0.00%
	Total Minority Men	Sub	\$	-	0.00%	\$	-	0.00%	\$	-	0.00%
Minority	Asian-Pacific	Sub	\$	-	0.00%	\$	-	0.00%	\$	-	0.00%
Women	Black	Sub		-	0.00%		-	0.00%		-	0.00%
	Hispanic	Sub		-	0.00%		-	0.00%		-	0.00%
	Native-American	Sub		-	0.00%		-	0.00%		-	0.00%
	Other	Sub		-	0.00%		-	0.00%		-	0.00%
Total Minority Women		Sub	\$	-	0.00%	\$	-	0.00%	\$	-	0.00%
Total Min	ority Business	Sub	\$	-	0.00%	\$	-	0.00%	\$	-	0.00%
			_								
Women B	usiness Enterprise (WBE)	Sub	\$	-	0.00%	\$	-	0.00%	\$	-	0.00%
Total Wo	men, Minority	Sub	\$	-	0.00%	\$	-	0.00%	\$	-	0.00%
Service Di	sabled Veteran	Sub	\$	_	0.00%	\$	_	0.00%	\$	_	0.00%
TOTAL W	MDVBE	Sub	\$	-	0.00%	\$	-	0.00%	\$	-	0.00%
						Pro	ducts		Ser	vices	
Gross Pro	curement		\$	19,602,587		\$	-		\$	-	
Exclusion	s [1]			-			-			-	
Net Procu		¢	19,602,587		\$			\$			

^[1] Included in calculation of total procurement per Commission directive in D.03-11-024.

9.1.2 STANDARD INDUSTRIAL CLASSIFICATION CODE REPORTING

Pursuant to D.05-12-023, Southwest Gas reports diverse supplier procurement results by Standard Industrial Classification (SIC) Code.

The following is a list of SIC codes and detailed descriptions of the products and/or services that Southwest Gas obtained from Clearinghouse-Verified diverse suppliers throughout 2014. These SIC codes are also utilized in the table on the following page, which provides a breakdown of the dollars spent in each category.

SIC CODE	CODE DESCRIPTION	PRODUCT OR SERVICE PROVIDED TO SOUTHWEST GAS
13	Pipe Testing	Non-destructive pipe testing
16	Underground Utility Contractor	Underground utility contractor
17	Commercial Roofing	Roofing repair
20	Catering Service	Food delivery
30	Rubber and Miscellaneous	Meter parts
32	Concrete Products	Meter Vaults
33	Primary Metal Industries	Natural gas products, including gas meter connectors
34	Fabricated Metal Products	Natural gas supplies, including gaskets, washers, meter, swivels, and nuts
38	Mass Flow Meters	Natural gas pressure flow meters
48	Communications	Communication Services
50	Wholesale Trade – Durable Goods	Industrial supplies, including meter paint and coating. Electrical apparatus and equipment wiring suppliers and construction materials
73	Business Services	Building cleaning and maintenance services, interior design services and training
81	Legal	Legal Services
87	Engineering & Management Services	Pipeline engineering services and fire protection clothing

9.1.2 ANNUAL RESULTS BY PRODUCT AND SERVICE CATEGORIES PRIME CONTRACTOR BY SIC CODES

TABLE 9.1.2 (D)

																	Women,	Disabled	
															Minority	Women	Minority	Veterans	
													Total	Total	Business	Business	Business	Business	
SIC	SIC Category	*	Asian-P	acific	Blac	k	His	panic	Native-A	merican		Other	Minority	Minority	Enterprise	Enterprise	Enterprise	Enterprise	Total
Code	Code Description		Men	Women	Men	Women	Men	Women	Men	Women	Men	Women	Men	Women	(MBEs)	(WBEs)	(WMBEs)	(DVBEs)	WMDVBE
13	Pipe Testing	\$ \$	-	\$	- \$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 540,681	\$ -	\$ -	\$ -	\$ 540,681	\$ 540,681	\$ -	\$ 540,68
		%	0.00%	0.00	% 0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	2.76%	0.00%	0.00%	0.00%	2.76%	2.76%	0.00%	2.76
16	Underground Utility	\$ \$	-	\$	- \$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 7,713,969	\$ -	\$ -	\$ -	\$ 7,713,969	\$ 7,713,969	\$ -	\$ 7,713,96
	Contractor	%	0.00%	0.00	% 0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	39.35%	0.00%	0.00%	0.00%	39.35%	39.35%	0.00%	39.35
17	Commercial Roofing	\$ \$	-	\$	- \$ -	\$ -	\$ -	\$ -	\$ 1,865	\$ -	\$ -	\$ -	\$ 1,865	\$ -	\$ 1,865	\$ -	\$ 1,865	\$ -	\$ 1,86
		%	0.00%	0.00	% 0.00%	0.00%	0.00%	0.00%	0.01%	0.00%	0.00%	0.00%	0.01%	0.00%	0.01%	0.00%	0.01%	0.00%	0.01
20	Catering Service	\$ \$	-	\$	- \$ -	\$ 840	\$ -	\$ -	\$ -		\$ -	\$ -	\$ -	\$ 840	\$ 840	\$ -	\$ 840	\$ -	\$ 84
		%	0.00%	0.00	% 0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00
30	Rubber and	\$ \$	-	\$	- \$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 3,087	\$ -	\$ -	\$ -	\$ 3,087	\$ 3,087	\$ -	\$ 3,08
	Miscellaneous	%	0.00%	0.00	% 0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.02%	0.00%	0.00%	0.00%	0.02%	0.02%	0.00%	0.02
32	Concrete Products	\$ \$	-	\$	- \$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 5,845	\$ -	\$ -	\$ -	\$ 5,845	\$ 5,845	\$ -	\$ 5,84
		%	0.00%	0.00	% 0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.03%	0.00%	0.00%	0.00%	0.03%	0.03%	0.00%	0.03
33	Primary Metal	\$ \$	-	\$	- \$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 18,502	\$ -	\$ -	\$ -	\$ 18,502	\$ 18,502	\$ -	\$ 18,50
	Industries	%	0.00%	0.00	% 0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.09%	0.00%	0.00%	0.00%	0.09%	0.09%	0.00%	0.09
38	Mass Flow Meters	\$ \$	-	\$	- \$ -	\$ -	\$ -	\$ -		\$ -	\$ -	\$ 110,590	\$ -	\$ -	\$ -	\$ 110,590	\$ 110,590	\$ -	\$ 110,59
		%	0.00%	0.00	% 0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.56%	0.00%	0.00%	0.00%	0.56%	0.56%	0.00%	0.56
48	Communications	\$ \$	-	\$	- \$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 6,960	\$ -	\$ -	\$ -	\$ 6,960	\$ 6,960	\$ -	\$ 6,96
	Services	%	0.00%	0.00	% 0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.04%	0.04%	0.00%	0.04
50	Wholesale Trade-	\$ \$	429,714	\$ 124,197	7 \$ -	\$ 4,886		\$ 400,900	\$ -	\$ -	\$ -	\$ 59,857	\$ 429,714	\$ 529,983	\$ 959,698	\$ 59,857	\$ 1,019,555	\$ -	\$ 1,019,55
	Durable Goods	%	2.19%	0.639	% 0.00%	0.02%	0.00%	2.05%	0.00%	0.00%	0.00%	0.31%	2.19%	2.70%	4.90%	0.31%	5.20%	0.00%	5.20
73	Business Services	\$ \$	-	\$	- \$ -	\$ -	\$ -	\$ 24,597	\$ -	\$ -	\$ -	\$ 4,657	\$ -	\$ 24,597	\$ 24,597	\$ 4,657	\$ 29,254	\$ 25,353	\$ 54,60
		%	0.00%	0.00	% 0.00%	0.00%	0.00%	0.13%	0.00%	0.00%	0.00%	0.02%	0.00%	0.13%	0.13%	0.02%	0.15%	0.13%	0.28
81	Legal Services	\$ \$	-	\$ -	\$ 40,432	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 40,432	\$ -	\$ 40,432	\$ -	\$ 40,432	\$ -	\$ 40,43
		%	0.00%	0.00	% 0.21%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.21%	0.00%	0.21%	0.00%	0.21%	0.00%	0.21
87	Engineering &	\$ \$	-	\$ 2,400	\$ 4,595,995	\$ -	\$ -	\$ 1,716	\$ -	\$ -	\$ -	\$ -	\$ 4,595,995	\$ 4,116	\$ 4,600,111	\$ -	\$ 4,600,111	\$ -	\$ 4,600,11
	Management Services	s %	0.00%	0.01	% 23.45%	0.00%	0.00%	0.01%	0.00%	0.00%	0.00%	0.00%	23.45%	0.02%	23.47%	0.00%	23.47%	0.00%	23.47
													,						
	Total	\$ \$	429,714	\$ 126,597	7 \$ 4,636,427	\$ 5,726	\$ -	\$ 427,214	\$ 1,865	\$ -	\$ -	\$ 9,004,828	\$ 5,068,006	\$ 559,537	\$ 5,627,543	\$ 8,464,147	\$ 14,091,691		
	10101	%	2.19%	0.65	% 23.65%	0.03%	0.00%	2.18%	0.01%	0.00%	0.00%	45.94%	25.85%	2.85%	28.71%	43.18%	71.89%	0.13%	72.02

Gross Product Procurement	\$ 19,602,587
Exclusions [1]	-
Net Product Procurement	\$ 19,602,587

^[1] Included in calculation of total procurement per Commission directive in D.03-11-024.

Percentages are WMDVBE expenditures compared to total expenditures for each SIC category.

9.1.2 ANNUAL RESULTS BY SUPPLIERS' GROSS REVENUE SIZE

TABLE 9.1.2 (E)

	Suppliers Reported to California Clearinghouse										
# WMDVBEs \$M	DVBE	MBE	WBE	Grand Total							
< \$1 million	1	5	1	7							
\$1 million < \$5 million	0	1	5	6							
\$5 million < \$10 million	0	3	0	3							
> \$10 million	0	4	8	12							
Total	1	13	14	28							

	2014 Actual Suppliers Used													
DVBE	MBE	WBE	Grand Total											
1	12	13	26											
0	1	0	1											
0	0	1	1											
0	0	0	0											
1	13	14	28											

	Su	Suppliers' Gross Revenue Reported to California Clearninghouse														
WMDVBEs \$M	DVBE [1]	MBE	WBE	Grand Total												
<\$1 million	\$ -	\$ 931,353	\$ 200,000	\$ 1,131,353												
\$1 million < \$5 million	-	1,244,430	16,392,738	17,637,168												
\$5 million < \$10 million	-	25,900,000	-	25,900,000												
>\$10 million	-	5,832,330,157	1,331,936,830	7,164,266,987												
Total	\$ -	\$ 5,860,405,940	\$ 1,348,529,568	\$ 7,208,935,508												

	2014 Actual [Doll	ars Spent				
DVBE	MBE		WBE	Grand Total			
\$ 25,353	\$ 991,116	\$	750,179	\$	1,766,648		
-	4,636,427		-		4,636,427		
-	-		7,713,969		7,713,969		
-	-		-		-		
\$ 25,353	\$ 5,627,543	\$	8,464,148	\$	14,117,044		

^[1] Disabled Veterans Business Enterprise Gross Revenue not available through California Clearinghouse.

9.1.3 ANNUAL PROGRAM EXPENSES

TABLE 9.1.3

Expense Category	2014
Wages	\$ 10,398
Other Employee Expenses	\$ 4,295
Program Expenses	\$ 4,623
Reporting Expenses	-
Training	-
Consultants	-
Other (Includes participation and/or sponsorship or outreach activities, i.e., trade fairs, award events, etc.)	\$ 29,150
Total	\$ 48,466

9.1.4 ANNUAL RESULTS AND GOALS

TABLE 9.1.4

Category	Results	Goals
Minority Men	25.86%	7.50%
Minority Women	2.85%	7.50%
Total Minority Business Enterprise (MBE)	28.71%	15.00%
Women Business Enterprise (WBE)	43.18%	5.00%
Subtotal Women, Minority Business Enterprise (WMBE)	71.86%	20.00%
Service Disabled Veteran Business Enterprise (DVBE)	0.13%	1.50%
Total WMDVBE	72.02%	21.50%

SECTION 9.1.5 SUPPLIER DIVERSITY 2014 CALIFORNIA PROCUREMENT RESULTS PRIME AND SUBCONTRACTING UTILIZATION OF DIVERSE SUPPLIERS

TABLE 9.1.5

		Minority Men		Minority Women		Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)			Women Minority Business Enterprise (WMBE)		Service Disabled Veterans Business Enterprise (DVBE)		TOTAL WMDVBE
Prime \$	\$	5,068,006	\$	559,537	\$	5,627,543	\$	8,464,148	\$	14,091,691	\$	25,353	\$	14,117,044
Subcontracting \$		-		-		-		-		-		-		-
Total \$	\$	5,068,006	\$	559,537	\$	5,627,543	\$	8,464,148	\$	14,091,691	\$	25,353	\$	14,117,044
Prime %		25.85%		2.85%		28.71%		43.18%		71.89%		0.13%		72.02%
Subcontracting %	0.00% 0.00%		0.00%	0.00%			0.00%		0.00%		0.00%		0.00%	
Total %		25.85%		2.85%		28.71%		43.18%		71.89%		0.13%		72.02%

Gross Procurement	\$19,602,587
Exclusion [1]	-
Net Procurement	\$ 19,602,587

^[1] Included in calculation of total procurement per Commission directive in D.03-11-024.

9.1.6 DIVERSE SUPPLIER COMPLAINTS	
Southwest Gas did not receive any formal supplier diversity-related complaints during 2014.	

9.1.7 EXCLUDED CATEGORIES

Pursuant to D.03-11-024, Southwest Gas does not include exclusions in its procurement reporting.

9.1.8 RECRUITMENT EFFORTS IN LOW –UTILIZATION AREAS

Financial Services

Southwest Gas has and continues to build relationships with WMDVBE investment banks. This effort has resulted in WMDVBE investment banks participating as co-managers in the Company's last two public debt offerings in 2012 and 2013. During 2014, Southwest Gas had no public debt offerings.

In addition, Southwest Gas continues to utilize and seek additional diverse suppliers for lease financing opportunities and investment management for employee benefit plans. Southwest Gas has employed a diverse supplier as an asset manager of its 401k plan since 2002.

Legal Services

Southwest Gas is committed to diversity within the legal profession, providing work opportunities for women and minority attorneys in both diverse and non-diverse law firms. In 2014, the Company engaged the legal and consulting services of a new Clearinghouse-verified minority-owned law firm representing over \$40,000 in spend. In addition, a number of women and minority attorneys that are members/partners of majority-owned law firms serve as lead attorneys on various matters representing Southwest Gas. The Company remains dedicated and proactive in its efforts to meet its legal needs utilizing women and minority-owned law firms.

9.1.9 DOCUMENT RETENTION

Document Retention

Pursuant to GO 156, Southwest Gas retains all data in preparing its annual report for a minimum of three years.



			Short-Te	erm (2015)			
PRODUCTS/SERVICES	Minority Men	Minority Women	Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Women Minority Business Enterprise (WMBE)	Disabled Veteran Business Enterprise (DVBE)	Total WMDVBE
Construction	1.50%	1.50%	3.00%	4.00%	7.00%	0.00%	11.00%
Equipment	1.50%	1.50%	3.00%	0.00%	0.00%	0.00%	1.00%
Supplies	1.50%	1.50%	3.00%	0.30%	4.00%	0.50%	4.50%
Technology	1.50%	1.50%	3.00%	0.20%	0.30%	0.00%	0.30%
Services	1.50%	1.50%	3.00%	0.50%	3.70%	1.00%	4.70%
TOTAL	7.50%	7.50%	15.00%	5.00%	20.00%	1.50%	21.50%

			Mid-Te	rm (2017)			
PRODUCTS/SERVICES	Minority Men	Minority Women	Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Women Minority Business Enterprise (WMBE)	Disabled Veteran Business Enterprise (DVBE)	Total WMDVBE
Construction	1.50%	1.50%	3.00%	4.00%	7.00%	0.00%	11.00%
Equipment	1.50%	1.50%	3.00%	0.00%	0.00%	0.00%	1.00%
Supplies	1.50%	1.50%	3.00%	0.30%	4.00%	0.50%	4.50%
Technology	1.50%	1.50%	3.00%	0.20%	0.30%	0.00%	0.30%
Services	1.50%	1.50%	3.00%	0.50%	3.70%	1.00%	4.70%
TOTAL	7.50%	7.50%	15.00%	5.00%	20.00%	1.50%	21.50%

			Lo	ong -Term (2019)			
PRODUCTS/SERVICES	Minority Men	Minority Women	Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Women Minority Business Enterprise (WMBE)	Disabled Veteran Business Enterprise (DVBE)	Total WMDVBE
Construction	1.50%	1.50%	3.00%	4.00%	7.00%	0.00%	11.00%
Equipment	1.50%	1.50%	3.00%	0.00%	0.00%	0.00%	1.00%
Supplies	1.50%	1.50%	3.00%	0.30%	4.00%	0.50%	4.50%
Technology	1.50%	1.50%	3.00%	0.20%	0.30%	0.00%	0.30%
Services	1.50%	1.50%	3.00%	0.50%	3.70%	1.00%	4.70%
TOTAL	7.50%	7.50%	15.00%	5.00%	20.00%	1.50%	21.50%

10.1.2 DESCRIPTION OF PLANNED PROGRAM ACTIVITIES-INTERNAL AND EXTERNAL

This section of the Company's Annual Plan outlines the internal and external Program activities planned by Southwest Gas for 2015 and the Company's outreach efforts to identify diverse suppliers for procurement opportunities.

Internal Outreach Activities

- ❖ Target internal departments with significant purchasing power to increase diverse spend.
- Develop and implement efficient measuring tools to monitor the effectiveness of outreach efforts and implement changes where needed.
- Meet with internal business units to identify short and long term goals in areas of purchasing and contracting that may offer business opportunities for diverse suppliers.
- Utilize the Clearinghouse database, the State of California's Department of General Services Procurement Division, Office of Small Business and DVBE Certification, and other diverse supplier resources and directories to assist in identifying certified diverse suppliers.
- ❖ Work closely with the Company's Gas Purchases & Transportation Department to identify Clearinghouse-Verified and qualified diverse suppliers of natural gas to Southwest Gas.

10.1.2 DESCRIPTION OF PLANNED PROGRAM ACTIVITIES-INTERNAL AND EXTERNAL

External Outreach Activities

- Strive to meet and exceed the procurement goals set forth in GO 156. The ethnicity and gender goals for each major product and service category are set forth in Table 10.1.1(a). These goals reflect the Company's continued commitment to increasing procurement with diverse suppliers.
- Continue to collaborate with local and national supplier-diversity business organizations to promote its Program. Southwest Gas will maintain its efforts to identify and network with diverse suppliers who have the capability and capacity to provide products and services, particularly in the low-utilization areas of diverse suppliers.
- Explore and employ any additional emerging print, broadcast and social media to reach current and potential diverse suppliers to increase awareness of the Company's Program and procurement opportunities.
- Conduct "How to do Business with Southwest Gas" workshops with diverse suppliers annually to provide information and instruction regarding the Company's procurement process and bid requirements.
- Advertise in both national and local diverse supplier trade-association newspapers, magazines and other media engaged in promoting supplier diversity.

10.1.2 DESCRIPTION OF PLANNED PROGRAM ACTIVITIES-INTERNAL AND EXTERNAL

California Outreach Organizations

Supplier Diversity Staff, along with the Southern California Division management, will actively participate in the following organizations' outreach activities during 2015:

- American Indian Chamber of Commerce of California (www.aicccal.org)
- ❖ Apple Valley Chamber of Commerce (www.avchamber.org)
- ❖ Barstow Chamber of Commerce (www.barstowchamber.com)
- ❖ Big Bear Chamber of Commerce (www.bigbearchamber.com)
- California Black Chamber of Commerce (www.calbcc.org)
- California Disabled Veteran Business Alliance (www.cadvbe.org)
- Hesperia Chamber of Commerce (www.hesperiachamber.org)
- High Desert Hispanic Chamber of Commerce (www.hdhcc.org)
- ❖ National Association of Minority Contractors (www.namcsc.net)
- Southern California Minority Supplier Development Council (www.scmsdc.org)
- Victorville Chamber of Commerce (www.vvchamber.com)
- ❖ Women's Business Enterprise Council West (www.wbec-west.com)

Lesbian, Gay, Bisexual and/or Transgender Business Enterprises (LGBTBEs)

Southwest Gas will begin integrating Assembly Bill 1678 requirements into its Supplier Diversity Program by identifying the LGBTBEs and their products and services in relation to the Company's business needs.

10.1.3 PLANS FOR RECRUITING DIVERSE SUPPLIER IN LOW-UTILIZATIONS AREAS

Southwest Gas' relatively limited service territories in California present certain challenges. In order to grow our pool of diverse suppliers, Program staff must find new and 'outside the box' ways to reach diverse suppliers in these areas. In so doing, the Company will incorporate the following methods in 2015:

- Conduct workshop webinars in order to reach diverse suppliers who are unable to travel to Southwest Gas locations.
- Supplier Diversity staff will conduct "face to face" meetings between diverse suppliers and key procurement decision makers.

The Company's Program Staff will continue to monitor procurement categories for low or under-utilized areas and focus outreach activities to identify possible procurement opportunities, as follows:

- Meet with management personnel that have historically lower diverse supplier utilization to discuss ways to increase the use of Clearinghouse-Verified diverse suppliers in their procurement processes.
- ❖ Attend industry specific business conferences and outreach activities that attract diverse suppliers relative to the Company's low and under-utilized areas.
- ❖ Attend Joint Utility meetings to discuss best practices and collaborate to identify Clearinghouse-Verified diverse suppliers for business opportunities in the Company's low-utilization areas.

■10.1.4 PLANS FOR RECRUITING DIVERSE SUPPLIERS IN EXCLUDED CATEGORIES

Pursuant to D.03-11-024, Southwest Gas does not include exclusions in its procurement reporting.

10.1.5 SUPPLIER DIVERSITY SUBCONTRACTING PROGRAM

The Company's Supplier Diversity Subcontracting Program is designed to provide diverse suppliers with maximum subcontracting opportunities on Southwest Gas projects. The Program will continue to encourage its prime contractors to consider using diverse subcontractors by undertaking the following internal and external activities:

- Southwest Gas will continue to meet with its prime contractors and procurement personnel to discuss the Company's commitment to utilize diverse subcontractors and will continue to encourage its prime contractors to identify and use diverse subcontractors for Southwest Gas projects.
- Program Staff will provide any necessary assistance to prime contractors in developing plans for reporting diverse subcontracting activities to Southwest Gas. Program Staff will also assist prime contractors with sourcing for Clearinghouse-Verified diverse suppliers (including access to and usage of the Clearinghouse database).
- Southwest Gas will continue to encourage prime contractors to contact Program Staff and diverse supplier trade organizations for assistance in identifying diverse subcontracting opportunities on Southwest Gas projects.
- Program Staff will continue to assist subcontractors in becoming verified through the California Supplier Clearinghouse or, for service-disabled veterans, certified by the State of California's Department of General Services, and the Office of Small Business Certification and Resources.

10.1.6 GENERAL ORDER 156 COMPLIANCE

Southwest Gas will continue to adhere to Program guidelines as established in GO 156 to achieve overall Program success and further increase procurement with diverse suppliers. Southwest Gas will also solicit the assistance of various diverse supplier trade organizations to identify diverse suppliers in low and under-utilized areas.

2014 ANNUAL FUEL PROCUREMENT REPORT AND 2015 ANNUAL PLAN

2014 ANNUAL FUEL PROCUREMENT REPORT AND 2015 ANNUAL PLAN

In 2014, Southwest Gas did not make any natural gas purchases from Clearinghouse-Verified diverse suppliers to support its operations in California (see Fuel Purchases Chart).

Current Market Conditions

The Company's Gas Supply Department secures natural gas supplies for the provision of gas service to all the Company's sales customers in California, Arizona and Nevada. The Company meets these requirements through a combination of firm contract purchases, monthly spot market purchases, and daily spot market purchases. Such requirements are determined for each of the different market areas, as necessary, and gas is purchased in the most economic fashion from a wide variety of sources and an ever-changing number of potential suppliers. Southwest Gas acquires the necessary gas supplies on a competitive price basis, taking into consideration the reliability and assured performance of potential gas suppliers, as well as the reliability of the actual sources of supply. Diverse suppliers' therefore often compete directly with the Company's other natural gas suppliers. Southwest Gas has a longstanding commitment of doing business with diverse suppliers and will do so whenever possible.

Southwest Gas actively solicits both firm and spot market gas offers from diverse suppliers. They are encouraged to participate when Southwest Gas is seeking offers for natural gas supplies, whether daily, monthly, or long term. Historically, Southwest Gas has received positive responses to its solicitation programs from numerous diverse suppliers, many of whom have been successful in the competitive process. However, during 2014 none of the diverse suppliers provided a successful offer in response to the Company's gas supply solicitations.

DESCRIPTION OF PLANNED PROGRAM ACTIVITES

Internal Outreach

It is the Company's policy to entertain proposals from prospective new diverse suppliers and provide them with the information and opportunity to participate in all bidding programs. The Company's Gas Supply Department fields calls directly from such prospective suppliers, takes referrals from existing industry contacts, and pursues contacts forwarded by Program staff.

External Outreach

Gas Supply employees are members of various energy industry organizations, subscribe to numerous industry publications, and regularly attend and participate in industry conferences and workshops. All of these endeavors support and promote the establishment and maintenance of relationships with diverse natural gas suppliers. In addition, Gas Supply meets with diverse supplier representatives throughout the year to discuss natural gas supply requirements, existing supply arrangements, and settlements for gas purchased.

Plans for Recruiting Diverse Suppliers in Low-Utilization Areas

Southwest Gas will continue to work with Clearinghouse-Verified diverse natural gas suppliers that offer low-priced, cost-competitive fuel for its California operations.

Support for Excluded Categories

Pursuant to D.03-11-024, Southwest Gas does not include exclusions in its procurement reporting.

SUPPLIER DIVERSITY PROGRAM FUEL PROCUREMENT ANNUAL PLAN FOR 2015

The Company's Gas Supply Department will continue to identify and develop new diverse supplier relationships and encourage participation by diverse suppliers in the Southwest Gas' various natural gas supply bid opportunities. Southwest Gas will remain dedicated to welcoming and encouraging the participation of all diverse suppliers who express interest in supplying fuel to the Company, and will consider any competitive offers.

9.1.12 2014 ANNUAL ENERGY PRODUCT RESULTS BY ETHNICITY & WMDVBE CERTIFICATION

					Asian-Paci	fic	Afr	ican-Am	erican		Latino		Na	ative Amo	erican		Other		Minority	Women	Disabled		
		Product ¹	Unit	Male	Female	Subtotal			Subtotal	Male	Female	Subtotal		Female	Subtotal	Male		Subtotal	Business Enterprise (MBE)	Business Enterprise (WBE)	Veteran Business Enterprise	TOTAL WMDVBE	TOTAL PROCUREMENT
		_	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$15,678,254
18	SI	SHORT	%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	100.00%
	GAS		\$	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$29,075,511
	NATURAL	LONG	%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	100.00%
	z	as	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$44,753,766
		TOTAL Natural Ga	%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	100.00%
		<u></u>	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		SHORT	%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
			\$	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	LPG	LONG	%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
	_	의 끈	\$		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
			%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
		TOTAL		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		5 7		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
	Grand Total	TOTAL	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$44,753,766
	Granu Toldi	TOTAL	%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	100%

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