



CONTENTS

CEO'S Message	2
---------------	---

2017 Highlights	3
-----------------	---

2017 ANNUAL REPORT

9.1.1 Program Activities	5
--------------------------	---

9.1.2 Summary of Purchases/Contracts	17
--------------------------------------	----

9.1.3 Program Expenses	17
------------------------	----

9.1.4 Goal Progress	17
---------------------	----

9.1.5 Subcontractors	18
----------------------	----

9.1.6 Complaints	19
------------------	----

9.1.7 Exclusions	19
------------------	----

9.1.8 Diverse Suppliers in Underutilized Areas	19
--	----

2018 ANNUAL PLAN

10.1.1 Goals	24
--------------	----

10.1.2 Planned Activities	25
---------------------------	----

10.1.3 Recruitment Plans for Suppliers in Underutilized Areas	28
---	----

10.1.4 Exclusions	28
-------------------	----

10.1.5 Subcontracting Plans	30
-----------------------------	----

10.1.6 Program Compliance	30
---------------------------	----

2017 ANNUAL REPORT

FUEL PROCUREMENT FOR NON-GENERATION 31

9.1.1 Program Activities	32
--------------------------	----

9.1.2 Summary of Purchases/Contracts	32
--------------------------------------	----

9.1.3 Program Expenses	33
------------------------	----

2017 ANNUAL REPORT CONT.

FUEL PROCUREMENT FOR NON-GENERATION

9.1.4 Goal Progress	33
---------------------	----

9.1.5 Subcontractors	33
----------------------	----

9.1.6 Complaints	33
------------------	----

9.1.7 Exclusions	33
------------------	----

9.1.8 Efforts to Recruit Diverse Suppliers in Underutilized Areas	33
---	----

9.1.9 Retention of All Documents/Data	33
---------------------------------------	----

9.1.10A Participation Results by Fuel Category	35
--	----

9.1.10B Market Conditions and Outreach	35
--	----

2018 ANNUAL PLAN

FUEL PROCUREMENT FOR NON-GENERATION

10.1.1 Goals	36
--------------	----

10.1.2 Planned Activities	36
---------------------------	----

10.1.3 Recruitment Plans for Suppliers in Underutilized Areas	36
---	----

10.1.4 Exclusions	36
-------------------	----

10.1.5 Subcontracting Plans	36
-----------------------------	----

10.1.6 Program Compliance	36
---------------------------	----

CHART ADDENDUMS

9.1.2 Summary of Purchases/Contracts	37-43
--------------------------------------	-------

9.1.10A Annual Energy Product Results by Ethnicity and WMDVLGBTBE Certification	44
---	----

9.1.2 Number of WMDVLGBTBE Suppliers and Revenue Reported to the Clearinghouse	45
--	----

GROWING SUPPLIER DIVERSITY'S IMPACT

It's no secret that partnering with diverse firms has made SoCalGas® more competitive and adaptable to changing conditions. Our supplier diversity program not only benefits us, but our customers and communities as well.

Our supplier diversity activities have a profound impact well beyond our operations. In addition to adding value to SoCalGas by providing innovative and creative solutions, our partnerships with diverse suppliers make communities stronger and better.

We know that when smaller and diverse firms thrive, they bring job growth and economic benefits to our local communities. They also hire and mentor other diverse businesses and give back to worthy causes.

Simply put, doing business with diverse suppliers is good for us, our customers and our communities.

That's why we remain committed to investing in far-reaching supplier diversity initiatives, providing technical assistance to diverse firms and extending our reach to them through our community partnerships. We want to grow supplier diversity's impact.

CEO'S MESSAGE



“Diverse firms have provided great value to our company, and it’s gratifying to see them thrive and bring positive change to our local communities. Their success makes me proud of our commitment to supplier diversity.”

Patti Wagner | Chief Executive Officer

As we’ve grown our purchases with more diverse suppliers over the years, we’ve seen how their entrepreneurial spirit and innovative thinking have enhanced our ability to do business and meet our customer needs.

We’ve also seen the ripple effect of our supplier diversity activities on the 638 diverse firms working with us and local communities, including job creation and other economic gains. These indirect benefits continue to inspire us to broaden opportunities for diverse firms and find new creative ways to strengthen our Supplier Diversity Program.

In 2017, we did just that. Over 42 percent of our total purchases were with women, minority, service-disabled veteran and lesbian, gay, bisexual and transgender-owned businesses. This represents the 25th consecutive year we’ve exceeded the California Public Utilities Commission’s (CPUC) 21.5 percent goal.

Our achievements included increasing our diverse spend and the number of suppliers working with

us, meeting our diverse spend targets on capital infrastructure projects, expanding purchases with our Smaller Contractor Opportunity Realization Effort (SCORE) contractors and providing more opportunities to new firms.

During the year, we took a critical look at our program. We solicited feedback to ensure we keep the pipeline flowing with qualified suppliers that can do business with us. This feedback will help improve our existing initiatives and launch new ones to further meet our suppliers’ needs.

For example, we convened a focus group of suppliers to better understand their skills development requirements so we can deliver the technical assistance they want and need. We also conducted a comprehensive survey to gauge supplier sentiment

about our supply chain and procurement practices. In addition, we organized a Supplier Engagement Forum with over 150 firms to obtain candid feedback to help enhance efficiency, transparency and understanding of our procurement process.

Diverse firms have provided great value to our company, and it’s gratifying to see them thrive and bring positive change to our local communities. Their success makes me proud of our commitment to supplier diversity.

A handwritten signature in black ink that reads "Patti Wagner".

Patti Wagner

Chief Executive Officer

SUPPLIER DIVERSITY 2017 HIGHLIGHTS



\$640.3M

SPEND WITH DIVERSE FIRMS



42.08%

TOTAL PURCHASES WITH DIVERSE SUPPLIERS



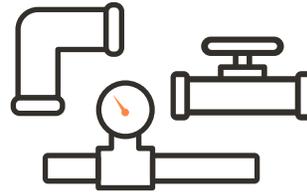
638

DIVERSE SUPPLIERS
WORKING WITH SOCALGAS

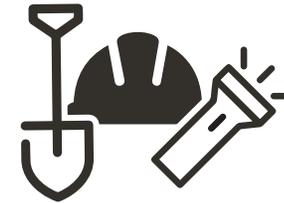
NEW MAJOR CONTRACTS WITH DIVERSE SUPPLIERS



ENGINEERING SERVICES



PIPES, VALVES AND FITTINGS



MAINTENANCE, REPAIR AND
OPERATIONS (MRO) PRODUCTS

12

**AMONG
TOP 25**

SOCALGAS SUPPLIERS
ARE WMDVLGBTBE



\$22.4M

IN SCORE
SPEND



130

NEW DIVERSE
FIRMS



CPUC GOAL
SURPASSED



91%

OF OUR DIVERSE
SUPPLIERS ARE
IN CALIFORNIA



370

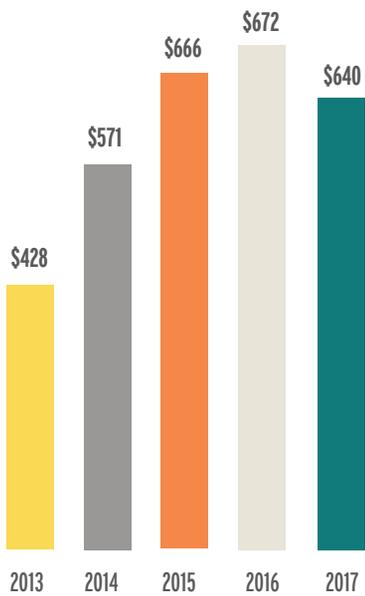
DIVERSE
PRIME SUPPLIERS



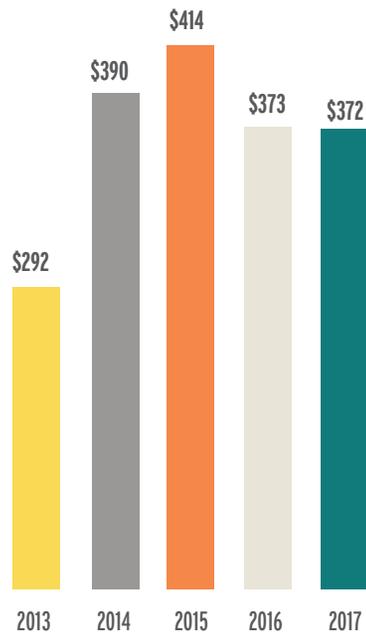
312

RECEIVED
TECHNICAL
ASSISTANCE

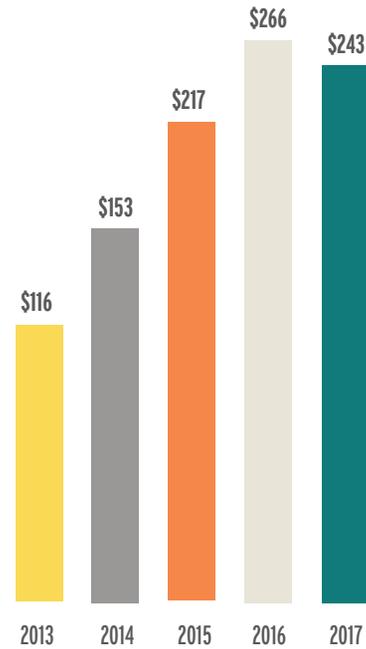
SOCALGAS SPEND 2013-2017



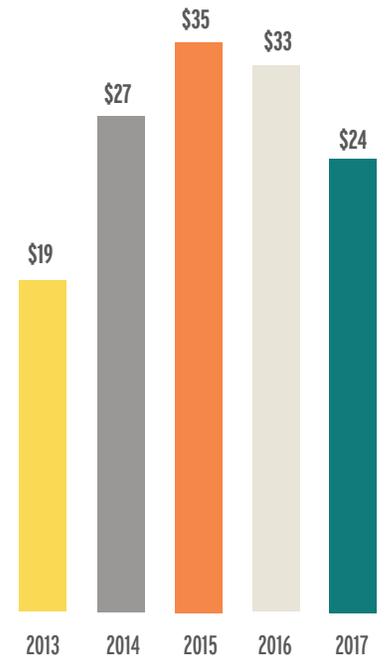
TOTAL SPEND
WITH DIVERSE SUPPLIERS
(\$ IN MILLIONS)



MINORITY BUSINESS ENTERPRISES
(\$ IN MILLIONS)



WOMEN BUSINESS ENTERPRISES
(\$ IN MILLIONS)



DISABLED VETERAN BUSINESS ENTERPRISES
(\$ IN MILLIONS)

9.1.1 PROGRAM ACTIVITIES

SOCALGAS PROCUREMENT RESULTS	YEAR 2017		YEAR 2016	
	Amount	Percentage	Amount	Percentage
Total	\$1,521,701,108		\$1,923,334,705	
Minority Business Enterprises (MBE)	\$372,066,029	24.45%	\$373,224,433	19.41%
Women Business Enterprises (WBE)	\$243,217,101	15.98%	\$266,255,995	13.84%
Disabled Veteran Business Enterprises (DVBE)	\$24,316,112	1.60%	\$32,932,760	1.71%
Lesbian, Gay, Bisexual and Transgender Business Enterprises (LGBTBE)	\$703,014	0.05%	\$50,343	0.00%
Total WMDVLGBTBE	\$640,302,256	42.08%	\$672,463,531	34.96%

INTERNAL ACTIVITIES

CORPORATE COMMITMENT

In 2017, our commitment to supplier diversity included looking at ways to further strengthen our program and eliminate barriers to working with us. Throughout the year, we reviewed our activities and requested input from our suppliers, business units and procurement staff to identify areas where we needed to improve.

These efforts were aimed at enhancing our technical assistance initiatives, supply chain and procurement processes. Moving forward, this information will help us to more effectively work with our community organizations and help diverse suppliers develop the necessary skills to build capacity.

FEEDBACK-BASED PROGRAM ENHANCEMENTS

To strengthen and enhance our Supplier Diversity Program, we took a targeted approach to gain a better understanding of the effectiveness of our activities and the areas where we need to improve.

Focus Group. We held a focus group with 14 participants of our Mastering Business Growth (MBG), a former technical assistance program for diverse firms, to learn about their experiences. The group, representing an array of industries, said the 10-week program's time commitment was challenging and the curriculum was geared to less established companies. Based on these responses, we launched three technical assistance pilot programs - Business Assessment, Elevate Entrepreneur Institute and Business Continuity.

Supplier Engagement Forum. We organized a two-part forum to improve processes and interactions with our suppliers. The first part involved a supplier survey to gauge their experiences with Supply Management and Supplier Diversity. We partnered with a diverse firm to administer a survey and gather feedback on the groups' visibility, credibility and likeability. Survey results, which showed we scored high in all categories with some areas for improvement, were used to shape the second part - the Supplier Engagement Forum. Held at the Energy Resource Center (ERC) in Downey, the forum was attended by SoCalGas senior leaders and more than 160 participants, who shared their experiences about our supplier diversity and procurement activities.

SUPPLIER DEVELOPMENT/TECHNICAL ASSISTANCE

Our technical assistance and development programs are designed to help diverse suppliers grow and become more successful. Last year, more than 312 diverse firms participated in these programs. Our activities included:

Pilot Programs

Based on comments from MBG participants, we launched three technical assistance and development pilot programs for existing diverse suppliers and other interested businesses.

- **Business Assessment**, a webinar-based program that assesses the condition of businesses, identifies areas for improvement, creates a plan to enhance performance and provides follow-up at specified intervals to monitor progress
- **Elevate Entrepreneur Institute**, a three-part class that features topics such as strategic thinking, tactics and to align goals and stay adaptable
- **Business Continuity**, aimed at helping business owners resume operations after a major crisis, including natural disasters and a cyber breach

The programs attracted more than 50 firms and were well-received, with many participants stating they developed business plans that enhanced their operations and/or improved their bottom line.

SCORE

Our Smaller Contractor Opportunity Realization Effort (SCORE) program, aimed at businesses with revenues under \$5 million and fewer than 25 employees, continued to provide avenues to support diverse suppliers in entering into contracts with SoCalGas. In 2017, more than \$22.4 million was spent with SCORE contractors in engineering design, construction, transportation and inspection services. This included a three-year multimillion dollar contract to four smaller contractors for the Gas Infrastructure Protection Program (GIPP).

Through SCORE, we look for internal projects to directly source with smaller firms. These opportunities can lead to participation in a competitive bid. Upon winning a contract, SCORE contractors receive on-the-job training and feedback from project managers and are invited to attend business boot camps designed to help them grow and build capacity. Two boot camps attracted more than 30 suppliers and focused on winning Requests for Proposals (RFP) and perfecting a social marketing presence.

Supplier Relationship Management

Our Supplier Relationship Management (SRM) program strives to optimize performance in our suppliers through safety, quality, pricing and diverse subcontracting. This program has effectively developed open communication, customized process improvements and cost savings with our largest suppliers. Our major prime suppliers continue to contract with diverse companies and provide support and technical assistance that help prepare them for larger roles and possible prime supplier opportunities.

NETWORKING AND MATCHMAKING FORUMS

During the year, we collaborated with several organizations to promote networking and matchmaking activities. Our involvement included:

- **LGBT workshop.** We partnered with City National Bank to meet LGBT firms and others in facilities, fleet, environmental and engineering services. The workshop attracted over 80 diverse suppliers. In addition to SoCalGas, other participants included Los Angeles World Airports and Metropolitan Water District of Southern California.

- **IT Networking Forum.** We joined our sister company, San Diego Gas & Electric (SDG&E®), to host a Computer Information Systems (CIS)/ Information Technology (IT) Diverse Business Enterprise forum. This forum was for existing IT suppliers or those desiring to work with both utilities, and offered information on potential opportunities within CIS/IT. Suppliers were also able to meet and interact with key decision makers and prime suppliers.
- **National Diversity Coalition (NDC) workshop.** We joined forces with KPMG and the NDC to share information on SoCalGas and SDG&E's key initiatives and contract opportunities. In addition, the event offered tips and best practices on how to work with large professional service consulting firms and encouraged diverse firms to seek subcontracting opportunities with large prime contractors as well as direct contracts.

CONT. ON PAGE 9



Suppliers participate in a SoCalGas® technical assistance workshop in Downey.

CM SOLUTIONS

“ There’s a lot of competition in our business, so it makes a difference when SoCalGas advocates for small companies like mine. It’s what got me here. ”

Robyn Coates | CEO & Founder



OPENING DOORS TO NEW OPPORTUNITIES

ROBYN COATES HAS AN EYE FOR EFFICIENCY AND PLANNING, AND THAT’S WHAT ATTRACTED SOCALGAS TO HER COMPANY, CM SOLUTIONS, A HIGHLY SOUGHT-AFTER CONSTRUCTION PROJECT CONTROLS FIRM.

The Monrovia-based company, which specializes in project controls, cost engineering, scheduling, estimating and claims resolution, began its relationship with SoCalGas in 2014 following a referral from a Pipeline Safety Enhancement Plan (PSEP) project manager, who previously worked with Coates at another firm.

Since then, CM Solutions has supported PSEP equipment replacement projects at the Aliso Canyon and Blythe facilities, the mobile home utility conversion program and several other pipeline projects. Those engagements tripled the

size of her staff to its current 25, increased revenue by 400 percent, and launched the woman-owned firm into new project areas.

“Our relationship with SoCalGas has opened doors,” says Coates, CEO/founder and a California-licensed engineer, noting her work with the utility helped to secure a prime contract with a new client to manage a seven-year \$14 billion capital improvement program. “We otherwise wouldn’t have had the experience or credibility to go after that work.” That project, in turn, has led to new partnership and business development opportunities with several large prime contractors.

With a SoCalGas scholarship to the UCLA Management Development for Entrepreneurs program, Coates is looking to open more doors.

“It’s a fantastic program that’s giving us specific tools and analytical processes to improve our business and identify new ways to strategically grow our firm.”

She adds, “There’s a lot of competition in our business, so it makes a difference when SoCalGas advocates for small companies like mine. It’s what got me here.”

RIVAL WELL SERVICES



“ While many companies in our industry have been forced to make significant personnel cuts, we’ve been able to minimize the impact of these pressures through our steady work with SoCalGas. ”

Bob Grayson | Founder & President

STEADY WORK OFFERS CUSHION AGAINST VOLATILE INDUSTRY

ONGOING WORK AT SOCALGAS’ UNDERGROUND STORAGE FIELDS FOR THE PAST SEVEN YEARS HAVE “ALLOWED US TO GROW AND PUT MORE PEOPLE TO WORK,” ACCORDING TO RIVAL WELL SERVICES FOUNDER AND PRESIDENT BOB GRAYSON.

The Bakersfield-based oil and gas company specializing in well servicing, maintenance and plugging and abandonment operations has hired 20 employees - including rig operators and well site managers - due to its contracts with SoCalGas.

“When we first started working with SoCalGas, we only had one rig dedicated to the company. Now, we have six that we use to maintain and test wells at the Playa del Rey, Honor Rancho and Aliso Canyon facilities,” says Grayson, noting his firm has worked at all SoCalGas underground storage fields.

The Native American-owned company and its 50 employees - of whom more than two-thirds are minorities -- operate a fleet of 15 well service rigs and six well servicing pumps and cementing units.

“While many companies in our industry have been forced to make significant personnel cuts, we’ve been able to minimize the impact of these pressures through our steady work with SoCalGas,” he says. “As a result, we’ve been able to stay focused and provide high service levels to our customers.”

Rival Well Services has taken advantage of the utility’s technical assistance programs and resources and participated in the 2015 SoCalGas Safety Congress, where best practices were shared with contractors to extend our safety culture.

“Having SoCalGas as a customer makes us proud to have the opportunity to demonstrate that a company of our size and employee base can deliver top-notch services to a high-caliber company”, Grayson adds. “It provides us with clear evidence of what we can deliver and gives us a significant amount of credibility when bidding on other jobs.”

- **Legal workshop.** Supplier Diversity collaborated with the Law Department and three of our outside counsel law firms to host a legal workshop on pro bono opportunities for Community Based Organizations (CBOs). Representatives from Zuber, Gibson Dunn and Latham & Watkins shared information about their pro bono programs and related community work.

MEET THE PRIMES

In 2017, more than 125 diverse suppliers participated in a business matchmaking event to meet prime contractors in energy efficiency, gas construction, gas engineering and environmental services. The event also featured presentations from the California Public Utilities Commission (CPUC) and Supplier Clearinghouse and panel discussions with prime suppliers and SoCalGas project managers.

The event highlights diverse firms and gives them an opportunity to share their capabilities and experience with SoCalGas business unit managers and prime suppliers in their respective fields with the goal of creating business partnerships.

SUPPLIER SEGMENTATION STRATEGY

We launched a Supplier Segmentation Strategy to better align our technical assistance programs and opportunities with our suppliers' needs. The strategy places diverse suppliers into four categories. The categories are based on revenues and provides a more customized approach to technical assistance, mentoring and on-the-job training opportunities.

Key components of our strategy include identifying new suppliers that support SoCalGas' business needs and targeting assistance to companies in each of the segments below:

- **Discover** - These are new suppliers we find through outreach efforts who can provide goods and services in underutilized areas of the Company.
- **Develop** - These are companies ranging in revenues up to \$5 million that will benefit from programs such as SCORE, development of a strategic growth plan, and will receive mentoring and on-the-job training. Specific technical assistance programs have been developed to address the needs of this segment.



SoCalGas' third annual Contractor Safety Congress attracted more than 250 attendees.

- **Grow** - This segment consists of companies in the revenue range of greater than \$5 million and up to \$10 million. We are focused on building capacity and sustaining growth with suppliers in this segment. These companies are prepared to transition from a subcontractor to a prime supplier at SoCalGas.
- **Sustain** - These are our largest suppliers with revenue greater than \$10 million. We are striving to develop true strategic partners that will ensure price competitiveness, help us minimize risk and share best industry practices in this segment.

CONTRACTOR SAFETY CONGRESS

SoCalGas' third annual Contractor Safety Congress at the ERC attracted about 250 small and large contractors, diverse business enterprises and representatives from SDG&E, Los Angeles Department of Water and Power, Sacramento Municipal Utility District and Pacific Gas & Electric.

SoCalGas Chief Human Resources and Administrative Officer Hal Snyder and Vice President of Gas Engineering and System Integrity David Buczkowski were on-hand to welcome attendees and reiterated our message that safety is paramount to everything we do. We had a productive and candid discussion on safety best practices, injury and accident prevention programs, challenges and opportunities to enhance safety.

SUPPLIER DIVERSITY CHAMPIONS PROGRAM

Supplier diversity champions, who advocate on behalf of diverse suppliers throughout SoCalGas, played a key role in our Supplier Diversity Program success in 2017. They identified diverse firms for potential contract opportunities, introduced these businesses to others at SoCalGas and supported companywide activities to increase awareness and diverse spend.

More than 35 of these internal champions were recognized for their supplier diversity contributions at our year-end celebration. As noted by SoCalGas Vice President of Supply Management and Logistics Denita Willoughby,



More than 35 internal champions were recognized at the Supplier Diversity Champions celebration luncheon for their contributions to SoCalGas' Supplier Diversity Program.

“These advocates have become an extension of SoCalGas' Supplier Diversity Program and have participated in matchmaking and outreach events and continued to promote diverse suppliers in the procurement process.”

SUPPLIER PAYMENT PROGRAMS

To ensure prompt payments to suppliers, we launched our Vendor Management System (VMS). The system not only provides timely payments to our contracted suppliers, but also offers assistance with compliance and time tracking, budgeting and detailed descriptions of work performed.

Payment and Contract Issue Resolution

During the year, we shared information on how suppliers can resolve payment and other contract issues through:

- **Accounts Payable** - Suppliers can contact an Accounts Payable representative directly via email
- **SRM** - Participants can work through the program to resolve such issues as payments, performance and contracts
- **Supplier Diversity** - When notified, advisors can resolve contract issues dealing with pay, performance, complaints and more

PIPELINE SAFETY ENHANCEMENT PLAN

Diverse suppliers continued to play an important role in our Pipeline Safety Enhancement Plan, a testing and replacement program for natural gas pipelines throughout our transmission system. We exceeded our 35 percent diverse spend goal utilizing more than 200 diverse suppliers. SoCalGas and SDG&E combined, retrofitted 35 base valves and remediated about 25 miles of pipe.

Diverse firms performed inspection, mapping, surveying, engineering design and construction services, and we worked with Value Added Resellers to confirm we had the materials to complete our work.

By the time PSEP Phase 1A is complete, approximately 205 miles of transmission pipelines will be tested or replaced, and more than 330 valves will be retrofitted for automatic or remote control.



Joe Chow, manager of Supplier Diversity, welcomes attendees at the Supplier Engagement Forum, an event aimed at improving processes and interactions with SoCalGas suppliers.



SoCalGas Chief Human Resources and Administrative Officer Hal Snyder (right) moderates a discussion at the Supplier Engagement Forum with panelists (from left) Denita Willoughby, vice president of Supply Management; Gina Orozco-Mejia, vice president of Gas Distribution; and David Buczkowski, vice president of Gas Engineering and System Integrity.

ETHNIC/COMMUNITY MEDIA

We communicated key messages about our programs, natural gas safety and more with our multicultural customers, with 28 percent of our paid media budget focused on multicultural audiences.

Our activities included advertisements in 14 different ethnic print publications for Hispanic, Chinese, Vietnamese, Korean, Filipino and African American audiences; targeted outdoor advertising; leveraged partnerships and media talent to create awareness and advocacy through station-produced vignettes; community affairs interviews; and attending outreach events in the Hispanic market.

COMMUNICATIONS AND AWARENESS PLAN

In 2017, we promoted our supplier diversity activities with SoCalGas employees to keep supplier diversity at the forefront of our company. We shared procurement practices, provided updates on our supplier diversity efforts and highlighted supplier successes on our company intranet as well as other media outlets.

We also held a supplier diversity event attended by prime suppliers, subcontractors and internal champions. SoCalGas' President and Chief Operating Officer Bret Lane expressed the importance of further expanding opportunities with diverse suppliers.

In addition, we updated and improved our Supplier Diversity webpage to help simplify the process of doing business with us and accessing our technical assistance programs and outreach events.

Our Employee Diversity Council -- made up of seven Local Diversity Councils -- also complemented our efforts to celebrate supplier and cultural diversity and inclusion to increase employee awareness and sensitivity.

MONITORING/AUDITING TOOLS

Monitoring our diverse spend results is a key component of our Supplier Diversity Program. We employed several tools to help us evaluate our progress on a timely basis and make adjustments in our approach and strategy if needed. These include:

- **Dashboard**, which displays diverse direct procurement and subcontracting results on a monthly or year-to-date basis

- **Subcontracting portal**, a tool used by prime suppliers to input and track their monthly subcontracting results
- **Subcontracting audit**, which is performed by an independent firm to evaluate diverse subcontracting spend
- **Ad-hoc analysis and reporting**, to provide deeper analysis and understanding of spending trends

STRATEGIC SOURCING SUCCESSES

We are always looking for ways to improve our purchasing activities to increase efficiencies and lower operating costs. To this end, a Supplier Diversity team member is included in all strategic sourcing and major request for proposal (RFP) events. We also hold networking events that allow diverse suppliers to meet prime suppliers.

Here are a few examples of our strategic sourcing activities with diverse firms:

Pipes, Valves and Fittings

We began a strategic sourcing initiative for our pipe, valve and fitting purchases, which resulted in cost savings totaling over \$1 million. The key objectives were to decrease the total cost of ownership, identify potential process improvements and vet new suppliers and distributors while maintaining diverse spend goals.

There were 17 firms bidding on these contracts, seven of which were diverse suppliers. Five contracts were awarded that included two diverse suppliers and an estimated 45 percent subcontracting from non-diverse suppliers, totaling more than \$20 million in diverse spend over three years.

Engineering

Several multi-year contracts were awarded to diverse firms in engineering design, as-built surveying and other support services, data analysis and field and specialized engineering (geotech, storage/well, gyro surveys and processing engineering) as a result of an RFP. Of these, many diverse firms were awarded Master Services Agreements totaling 60% in diverse spend.

Maintenance, Repair and Operations

We completed a strategic sourcing initiative for industrial and safety materials, gas instrumentation and meter and gas appliance parts totaling approximately \$14.7 million. Of this amount, five diverse businesses were awarded contracts for about \$13.9 million.

SUPPLIER DIVERSITY TEAM

Our supplier diversity initiatives were led by SoCalGas' Supplier Diversity team. Working closely with Procurement and other departments and divisions, they:

- Developed annual diverse supplier procurement business plans for SoCalGas senior management teams and reviewed and monitored results



SoCalGas CEO Patti Wagner (second from right) with Supplier Diversity team members Rodney Potts, Michelle Chieks, Yolanda Padilla, Joe Chow and Vaughn Williams.

- Participated in strategic sourcing initiatives for SoCalGas' major capital projects
- Conducted presentations for business units and monitored department/division goals and performance
- Organized supplier showcase forums to highlight potential diverse contractors
- Identified and developed qualified diverse suppliers and evaluated their contract readiness
- Worked with diverse firms to obtain certifications and arranged meetings with procurement and internal clients
- Resolved issues with contract and performance requirements
- Promoted activities and opportunities at conferences, seminars and events
- Met with prime contractors and verified and monitored subcontracting plans
- Provided timely responses to inquiries via our vendor portal

EXTERNAL ACTIVITIES

SUPPLIER DEVELOPMENT/TECHNICAL ASSISTANCE

We continued to collaborate with ethnic and minority business advocacy organizations and support our mutual goals to help diverse firms grow and become more successful. We also invested in universities, business and community programs to increase diverse firms' business acumen and were involved in the following:

- Partnered with the Asian Business Association - Los Angeles (ABA-LA) to offer workshops on finance, business development, and other topics.
- Sponsored one of our diverse suppliers to participate in Southern California Minority Supplier Development Council's (SCMSDC) CEO Academy, a nine-month executive leadership program designed to help minority business enterprises expand beyond core capabilities and prepare them to scale up their operations.



Participating in the Supplier Engagement Forum are (from left) SoCalGas suppliers Kevin Narcomey, Osceola Consulting; Scott Summers, ARB; Tamara Rashid, Agile 1; Charles Rikel, SE Pipeline; and Kim Henry, Spec Services.



SoCalGas collaborated with several organizations to promote networking activities with diverse firms. A partnership with City National Bank resulted in a workshop to meet diverse firms.

- Sponsored the National Latina Business Women Association's Emerging Latinas Leadership Program, a four-week class that covers such topics as leadership, negotiations and social media.
- Awarded 10 scholarships to UCLA Management Development for Entrepreneurs, which helps business owners enhance their management skills, develop a business improvement plan and gain access to the greater UCLA Anderson School of Management alumni network.
- Funded development programs for Women's Business Enterprise Council-West (WBEC-West), ABA-LA and Recycling Black Dollars (RBD). Our WBEC-West, RBD and ABA-LA funding supported workshops to assist smaller diverse business owners with business plan writing, bookkeeping, capabilities statement, social media, branding and business tax filing.

DISABLED VETERAN BUSINESS ENTERPRISES

We again collaborated with the Disabled Veteran Business Alliance on its "Turning Contacts into Contracts." It was the sixth straight year we participated in the day-long conference focused on increasing awareness and purchases with service-disabled veteran business enterprises (DVBEs).

The event took place at our Energy Resource Center and attracted nearly 100 DVBEs, prime suppliers, SoCalGas Supply Management and Supplier Diversity representatives and other utilities. We were successful in facilitating meetings with qualified diverse firms and prime suppliers in construction, marketing and engineering services. Many of the engineering suppliers were seeking subcontracting opportunities with our newly awarded prime contractors.

LESBIAN, GAY, BISEXUAL AND TRANSGENDER BUSINESS ENTERPRISES

We participated in several events to meet and identify lesbian, gay, bisexual and transgender business enterprises (LGBTBEs). As a corporate sponsor of the National Gay & Lesbian Chamber of Commerce's (NGLCC) International Business and Leadership Conference, we took part in matchmaking sessions and business expo, meeting with more than 40 suppliers.

We also continued our partnership, as well as board membership, with the Los Angeles Gay & Lesbian Chamber of Commerce to raise awareness of SoCalGas contract opportunities and share information on CPUC certification.

SUPPLIER RECOGNITION

We nominated five minority-owned firms for Southern California Minority Supplier Development Council's (SCMSDC) Supplier of the Year Awards for their outstanding work with us. We also highlighted our diverse suppliers on our SoCalGas.com website and through supplier diversity forums and events.

EXTERNAL OUTREACH

During the year, we collaborated with 29 organizations and attended approximately 50 events to meet and identify diverse suppliers for potential business opportunities. We also participated in local, regional and national trade fairs and conferences and served on corporate advisory boards and committees.



SoCalGas Supplier Diversity team members attended Veterans In Business' inaugural conference. From left: Michelle Chieks, Yolanda Padilla, Joe Chow, VIB Executive Director Rebecca Aguilera-Gardiner, VIB President Cole Woodman, Vaughn Williams, Jaymee Lomax and Rodney Potts.

ORGANIZATIONS SUPPORTED BY SOCALGAS

- American Indian Chamber of Commerce of California
- Asian Business Association – Los Angeles*
- Asian Business Association – Orange County*
- Asian/Pacific Islander Chamber of Commerce and Entrepreneurship
- Black Business Association – Los Angeles
- California Black Chamber of Commerce
- California Hispanic Chamber of Commerce
- California Utilities Diversity Council
- Chinese American Construction Professionals
- Desert Business Association
- Disabled Veteran Business Alliance
- Elite Disabled Veteran-Owned Business Network – National
- Golden Gate Business Association
- Greater Los Angeles African American Chamber of Commerce*
- Langston Bar Association
- Latin Business Association*
- Los Angeles Gay & Lesbian Chamber of Commerce*
- Los Angeles Latino Chamber of Commerce*



SoCalGas hosted Southern California Minority Supplier Development Council's "Breakfast with Champions" at the Energy Resource Center in Downey. At the event, Supplier Diversity team members shared tips on how to do business with SoCalGas.

- National Association of Women Business Owners – Los Angeles*
- National Gay & Lesbian Chamber of Commerce
- National Association of Minority Contractors – Southern California*
- National Latina Business Women Association – Los Angeles*
- National Latina Business Women Association - Inland Empire
- National Minority Supplier Development Council
- National Utilities Diversity Council*
- Recycling Black Dollars
- Southern California Minority Supplier Development Council*
- Women's Business Enterprise Council – West*
- Veterans In Business

**Board position held by SoCalGas representative*

2017 AWARDS

For our work in supplier diversity, we received the following awards and honors:

- American Indian Chamber of Commerce of California – Eagle Sponsorship Recognition
- Asian Business Association – Orange County – Corporate Advocacy Award
- California Black Chamber of Commerce -- Corporate Sponsorship Recognition
- Elite SDVOB Network -- SDVOB Supporter Award
- National Asian American Coalition - Advocacy Award
- Veterans in Business Network - The Plank Award
- Women's Business Enterprises Council - Western Region – Community Impact Recognition



Supplier Diversity Project Manager Vaughn Williams (left) accepts Veterans In Business' Plank Award from VIB President Cole Woodman.



SoCalGas' Michelle Chieks presents a scholarship to the UCLA Anderson School of Business Management for Entrepreneurs Program to David Mowry of Blair, Church and Flynn, which received Southern California Minority Supplier Development Council's Supplier of the Year Award.



Joe Chow, manager of Supplier Diversity, shares SoCalGas' commitment to supplier diversity at the Greater Los Angeles African American Chamber of Commerce's Economic Impact Awards dinner.

9.1.2

SUMMARY OF PURCHASES/CONTRACTS

SoCalGas had a total of 638 diverse suppliers with 370 serving as prime suppliers (see Chart Addendums A1-A5 starting on page 37.)

9.1.3 PROGRAM EXPENSES

Supplier diversity expenses included CPUC Supplier Clearinghouse program costs, technical assistance, capacity building events, office support services and other expenses.

Expense Category	2017 Expenses (in thousands)
Wages	\$454
Other Employee Expenses	-
Program Expenses ¹	\$329
Reporting Expenses ²	-
Training Expenses	-
Consultants ³	-
Other	-
Total	\$783

¹Includes reporting and other employee expenses

²Included in Program Expenses

³Includes IT costs

9.1.4 GOAL PROGRESS

Category	SoCalGas 2017 Results	CPUC 2017 Goals
Minority Business Enterprise (MBE)	24.45%	15.0%
Women Business Enterprise (WBE)	15.98%	5.0%
Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	0.05%	TBD
Other 8(a)	0.00%	TBD
Disabled Veteran Business Enterprises (DVBE)	1.60%	1.5%
Total WMDVLGBTBE	42.08%	21.5%

In 2017, over 42 percent of our total procurement spend, or approximately \$640.3 million, was achieved through our diverse supplier relationships. Highlights included:

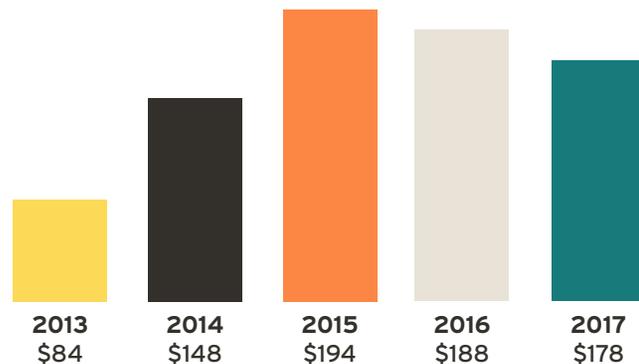
- For the 18th straight year, we exceeded the CPUC's 15 percent minority business enterprise (MBE) goal, with spend totaling nearly \$372.1 million.
- Our purchases with women business enterprises (WBEs) were surpassed for the 29th consecutive year, reaching \$243.2 million. This category represented nearly 16 percent of all procurement and services purchased by SoCalGas.
- We had 130 new diverse contractors, totaling more than \$29.2 million in new spend.
- For the eighth year in a row, we exceeded the CPUC's SDVBE spend goal of 1.5 percent, achieving \$24.3 million, or 1.6 percent.

2017 SoCalGas	Minority Men	Minority Women	Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Women, Minority Business Enterprise (WMBE)	Disabled Veteran Business Enterprises (DVBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Other 8(a)	Total (WMDVLGBTBE)
Direct \$	\$215,851,177	\$49,981,741	\$265,832,918	\$189,752,759	\$455,585,677	\$6,230,069	\$703,014	-	\$462,518,760
Subcontracting \$	\$82,104,786	\$24,128,325	\$106,233,111	\$53,464,342	\$159,697,453	\$18,086,043	-	-	\$177,783,496
Total \$	\$297,955,963	\$74,110,066	\$372,066,029	\$243,217,101	\$615,283,130	\$24,316,112	\$703,014	\$-	\$640,302,256

Direct %	14.18%	3.28%	17.47%	12.47%	29.94%	0.41%	0.05%	0.00%	30.39%
Subcontracting %	5.40%	1.59%	6.98%	3.51%	10.49%	1.19%	0.00%	0.00%	11.68%
Total %	19.58%	4.87%	24.45%	15.98%	40.43%	1.60%	0.05%	0.00%	42.08%

Percentages may not equal total due to rounding

Total Procurement	\$1,521,701,108
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WMDVLGBTBE Subcontracting
2013 to 2017 (\$) in millions

9.1.5 SUBCONTRACTORS

We continued to work with prime suppliers to increase procurement opportunities with diverse subcontractors (including diverse firms for subcontracting work is part of our criteria for awarding contracts in the RFP process).

A large percentage of our prime suppliers, subcontract more than 11.6 percent with diverse businesses, for a total of more than \$178 million. To keep diverse subcontracting front and center, we:

- Developed and assisted diverse subcontractors by providing project opportunities, technical assistance, mentoring and coaching through our SRM program
- Provided subcontractors with the visibility and experience needed to compete and win major bids against other large majority contractors
- Held quarterly strategy meetings with our largest prime suppliers and monitored their subcontracting goals
- Identified subcontracting opportunities through meetings with Supply Management

- Shared listings of diverse firms for prime suppliers' consideration for subcontracting activities and attended pre-bid meetings
- Met with prime suppliers to provide training and access to our subcontracting portal
- Hosted an annual "Meet the Primes" event connecting subcontractors with Gas Construction and Gas Engineering
- Helped prime suppliers develop relationships with diverse firms by providing introductions and inviting them to our Meet the Primes networking events
- Shared monthly subcontracting results with Procurement and SoCalGas key stakeholders
- Worked with non-verified diverse subcontractors to become CPUC Clearinghouse-certified



Anne Muchiri, SoCalGas Planning and Project Support, Environmental Services, meets with a diverse supplier.

9.1.6 COMPLAINTS

There were no formal complaints or lawsuits filed against SoCalGas regarding our Supplier Diversity Program.

9.1.7 EXCLUSIONS

General Order 156 ended exclusions, resulting in specific categories no longer being deducted from the base procurement.

9.1.8 DIVERSE SUPPLIERS IN UNDERUTILIZED AREAS

We have made it a priority to increase opportunities with diverse suppliers in traditionally low-utilization categories, including legal and finance. Our efforts are paying off, thanks to our involvement in trade shows, industry conferences, workshops and other venues to strengthen our diverse spend in these areas.

CONT. ON PAGE 21



Vice President of Gas Engineering and Systems Integrity, David Buczkowski chats with SoCalGas supplier Kevin Narcomey of Osceola Consulting.

VOBECKY ENTERPRISES



“ They also gave us an opportunity to showcase our firm with SoCalGas managers and prime suppliers at Supplier Diversity Business Showcases. These are people I wouldn’t otherwise have access to. ”

Bianca Vobecky | Founder

A TRIFECTA OF CONTRACTS, TECHNICAL ASSISTANCE AND EXPOSURE

WHEN SOCALGAS NEEDED HELP TRANSPORTING 53-FOOT-LONG STEEL PIPE FROM ITS WAREHOUSE IN VALENCIA TO DIFFERENT JOB SITES, THEY TURNED TO VOBECKY ENTERPRISES. AFTER THE WORK WAS COMPLETED, SOCALGAS OFFERED THE LOGISTICS MANAGEMENT, GENERAL CONTRACTING AND CONSTRUCTION SERVICES PROVIDER ANOTHER CONTRACT.

Since 2013, Vobecky Enterprises has been awarded several contracts to transport truckloads of pipe, gaskets and other construction materials to SoCalGas facilities. The Glendora-headquartered, Haitian American and woman-owned company also won a contract to install steel bollards to protect natural gas meters from vehicles.

After SoCalGas introduced the firm to a supplier for PSEP, Vobecky Enterprises received a subcontracting contract in 2014 to bring pipe from Texas and other states to California and deliver the material to local facilities in the utility’s service area.

“The Supplier Diversity team opened the door by introducing us to people at the company,” says Vobecky Enterprises Founder Bianca Vobecky, whose firm was nominated twice by SoCalGas for Southern California Minority Supplier Development Council’s Supplier of the Year Award.

“They also gave us an opportunity to showcase our firm with SoCalGas managers and prime suppliers at Supplier Diversity Business Showcases. These are people I wouldn’t otherwise have access to.”

In addition to contracts and exposure, Vobecky was offered a seat in the utility’s 10-week Mastering Business Growth program aimed at increasing diverse firms’ business acumen.

Vobecky shares SoCalGas’ commitment to supplier diversity and has a diverse subcontracting goal of 25 percent, noting, “Many of our truck drivers are diverse, and we try and bring in diverse suppliers on our construction projects.”

She says SoCalGas has opened doors with other clients, and Vobecky Enterprises is now doing business with several utilities.

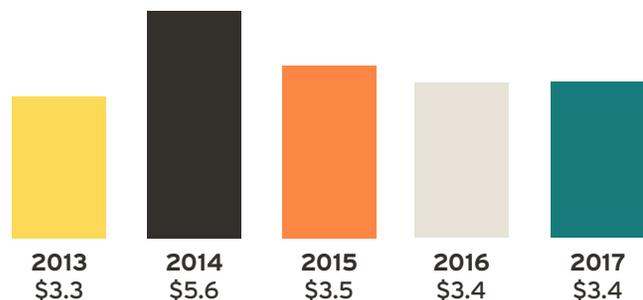
LEGAL

We experienced an overall decline in diverse legal spend due to the fluctuation of cases and types of legal matters we handled related to the 2015 Aliso Canyon natural gas leak.

The Law Department contracted with diverse firms to provide legal services in employment and labor law, general and business litigation, personal injury, commercial, environmental, real estate, workers' compensation and recovery claims. In addition, the Law Department employed diverse resources for various support services.

During the year, our general counsel and other in-house attorneys met with emerging diverse law firms for potential opportunities. The department introduced another diverse law firm into the legal portfolio and sponsored the California Minority Counsel Program's Annual Business Conference, where representatives participated in workshops and met with diverse law firms. Supplier Diversity also collaborated with the Law Department and three of our outside counsels to host a legal workshop on pro bono opportunities for community based-organizations.

In addition, our attorneys served as speakers at national conferences, including the National Association of Minority & Women-Owned Law Firms' (NAMWOLF) annual meeting in New York City and had discussions with the lawyers' section of the National Gay and Lesbian Chamber of Commerce. Also, the department continued its support of the Trevor Project, a suicide-prevention hotline for LGBTQ youth, and one of our attorneys judged a



LEGAL
2013 to 2017 (\$) in millions

national moot court competition organized by UCLA's Williams Institute, a group associated with gay and lesbian law students.

Several attorneys held board memberships or executive positions with diverse bar associations, including Asian Americans Advancing Justice, California Minority Counsel Project, Woman Lawyers of Los Angeles, LGBTQ Bar Association, South Asian Bar Association, Foundation for Women Warriors, Philippine American Bar Association, Filipino-American Lawyers of Orange County, Thurgood Marshall Bar Association, Mexican American Legal Defense Fund and the California Bar Foundation, a group focused on increasing diversity in the legal profession.

The following charts illustrate the use of diverse lawyers and paralegals at majority firms retained by SoCalGas' law department.

Diverse Attorney Work Within Majority Law Firms		Total (\$)
Minority Men	Asian Pacific American	\$2,128
	African American	\$0
	Hispanic American	\$0
	Native American	\$0
	Multi-Ethnic	\$5,405
	Total Minority Men	\$7,533
Minority Women	Asian Pacific American	\$750,558
	African American	\$186,255
	Hispanic American	\$748,137
	Native American	\$0
	Multi-Ethnic	\$233,681
	Total Minority Women	\$1,918,631
Total Minority		\$1,926,164
Non-Minority Women		\$0
Non-Minority Men		\$22,468,257
Disabled Veteran		\$0
Lesbian, Gay, Bisexual and Transgender Business Enterprise		\$0
Other 8(a)		\$0
Grand Total, All Minority/Non-Minority		\$24,394,421

Note: Figures are estimated

Diverse Paralegal Work Within Majority Law Firms		Total (\$)
Minority Men	Asian Pacific American	\$6,120
	African American	\$0
	Hispanic American	\$121,945
	Native American	\$0
	Multi-Ethnic	\$386
	Total Minority Men	\$128,451
Minority Women	Asian Pacific American	\$0
	African American	\$0
	Hispanic American	\$279,099
	Native American	\$0
	Multi-Ethnic	\$19,315
	Total Minority Women	\$298,414
Total Minority		\$426,865
Non-Minority Women		\$387,559
Non-Minority Men		\$112,590
Disabled Veteran		\$0
Lesbian, Gay, Bisexual, and Transgender Business Enterprise		\$0
Other 8(a)		\$0
Grand Total, All Minority/Non-Minority		\$927,013

Note: Figures are estimate

FINANCIAL

We continued to identify opportunities for diverse firms across a wide variety of key financial services. Our activities involved seeking diverse suppliers in such areas as pension and trust investments, investment banking, insurance and bonding services, cash management and audit services.

Insurance and Bonding Services

We again utilized the services of a woman-owned insurance brokerage firm to assist us with insurance and bond procurement. We are in the process of certifying this supplier.

Pension and Trust Investments

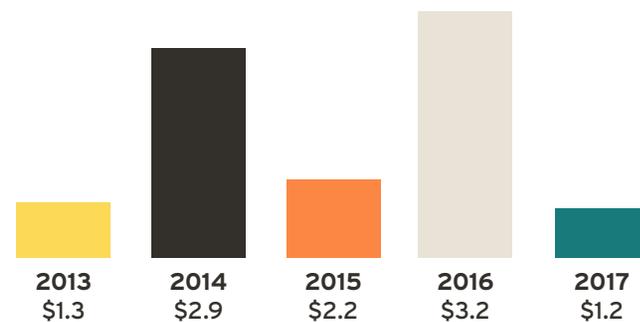
To execute trading activity for our pension fund, our investment managers have established working relationships with five approved brokerage firms. Our pension staff also identified diverse investment managers for potential investment opportunities.

Audit Services

We worked with an African American woman-owned supplier that assisted in performing SoCalGas and SDG&E's environmental, health and safety audits.

Outreach

SoCalGas executives, finance directors and managers frequently met with diverse financial firms to discuss business opportunities. We also participated in meetings, outreach events and other forums to identify diverse firms for potential relationships in the financial area.



FINANCE
2013 to 2017 (\$) in millions

FOURTH WALL EVENTS

“ It’s very clear that SoCalGas has a solid commitment to diverse vendors because the human and financial capital they allocate to the Supplier Diversity team is significant. ”

Carvie Gillikin | Vice President



‘AN EQUAL OPPORTUNITY’ TO WIN A CONTRACT

PLANNING A CONFERENCE FOR 500 ATTENDEES IS NOT ONE OF SOCALGAS’ CORE COMPETENCIES, SO WHEN THE UTILITY BEGAN MAKING PLANS TO ORGANIZE AND HOST THE 2017 EMERGING TECHNOLOGIES SUMMIT FOR THE ENERGY EFFICIENCY INDUSTRY AND OTHER STAKEHOLDERS, IT HIRED FOURTH WALL EVENTS.

The corporate meeting and event design, production and management company was awarded its first SoCalGas contract after meeting a Supplier Diversity manager at a National Gay & Lesbian Chamber of Commerce event.

“We were asked to bid on the event and immediately put together a team after we won the contract,” says Carvie Gillikin, who co-founded the LGBTBE-certified company with Jeff Guberman in 2004. Working with its San Diego office, Fourth Wall Events was involved in all aspects of planning and managing the two-day event in Ontario.

This included marketing the program; planning food and beverages; making arrangements for audio, video and lighting; designing the stage; managing RSVPs; and creating the registration website for attendees and sponsors.

“From the beginning, SoCalGas gave us an equal opportunity -- a fair shake -- to try and win the business. They didn’t look at us like we’re a small company. They held us up as an equal and gave us a real shot. This is our first contract with a utility -- and we are hopeful it will open doors with other utilities, both inside and outside of California,” Gillikin says.

“It’s very clear that SoCalGas has a solid commitment to diverse vendors because the human and financial capital they allocate to the Supplier Diversity team is significant,” he adds. “They are always at conferences for the LGBT business community as well as other minorities. Their commitment to supplier diversity sets the bar for others to follow.”

2018 ANNUAL PLAN

10.1.1 GOALS

SoCalGas' supplier diversity corporate goal is to meet the requirements of the CPUC's General Order 156. Our focus has been to maintain our 38 percent spend target with diverse firms, while concentrating on strengthening our relationships, targeting our outreach and expanding our diverse supplier base. In addition, SoCalGas will strive to exceed the following short-, mid-, and long-term goals:

PRODUCTS

	Short-Term (2018)			Mid-Term (2020)				Long-Term (2022)							
	Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veterans Business Enterprise (DVBE)	WMDV LGBTBE	Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veterans Business Enterprise (DVBE)	WMDV LGBTBE	Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veterans Business Enterprise (DVBE)	WMDV LGBTBE
Products	15.00%	5.00%	0.00%	1.50%	21.50%	15.00%	5.00%	TBD	1.50%	TBD	15.00%	5.00%	TBD	1.50%	TBD
Subtotal	15.00%	5.00%	0.00%	1.50%	21.50%	15.00%	5.00%	TBD	1.50%	TBD	15.00%	5.00%	TBD	1.50%	TBD

SERVICES

	Short-Term (2018)			Mid-Term (2020)				Long-Term (2022)							
	Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veterans Business Enterprise (DVBE)	WMDV LGBTBE	Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veterans Business Enterprise (DVBE)	WMDV LGBTBE	Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veterans Business Enterprise (DVBE)	WMDV LGBTBE
Services	15.00%	5.00%	0.00%	1.50%	21.50%	15.00%	5.00%	TBD	1.50%	TBD	15.00%	5.00%	TBD	1.50%	TBD
Subtotal	15.00%	5.00%	0.00%	1.50%	21.50%	15.00%	5.00%	TBD	1.50%	TBD	15.00%	5.00%	TBD	1.50%	TBD

	Short-Term (2018)			Mid-Term (2020)				Long-Term (2022)							
TOTAL	15.00%	5.00%	0.00%	1.50%	21.50%	15.00%	5.00%	TBD	1.50%	TBD	15.00%	5.00%	TBD	1.50%	TBD

Note: the 38 percent goal listed above is not the ceiling, as we always strive to do better.

10.1.2 PLANNED ACTIVITIES

We have several opportunities to engage with diverse suppliers on capital infrastructure and other projects. These include:

Pipeline Safety Enhancement Plan

We plan to work with business and community groups to identify potential opportunities for qualified diverse suppliers. We will also engage with diverse companies in construction, engineering and design, inspection and other support services. We also plan to seek additional opportunities with diverse suppliers in pipeline construction and pipeline auxiliary services. We will continue to participate in outreach events and actively promote and monitor our website portal for businesses interested in working with us on PSEP.

We remain committed to achieving 35 percent diverse spend over the life of this project while providing suppliers with mentoring and technical assistance.

Aliso Canyon Turbine Replacement Project

In 2017, diverse suppliers provided environmental services, construction materials, paving and equipment rental services totaling over \$5 million for our turbine replacement project at Aliso Canyon. The project involved replacing three natural gas turbine-driven compressors with new electric motor-driven models with major construction completed in December 2016.

In 2018, the project is in the gas injection startup and performance testing phase for the newly installed turbines and is expected to close after performance testing has been completed by the end of the first quarter.

Mobilehome Park Utility Upgrade

SoCalGas spent more than \$35 million on the MobileHome Park Utility Upgrade program, which involves the conversion of natural gas master-metered service at mobile home parks and manufactured housing communities to direct service. Of this amount, 36 percent was spent with diverse suppliers.

The three-year program was scheduled to end on Dec. 31, 2017. However, SoCalGas initiated an RFP for an extension. More than five diverse prime suppliers participated in the RFP with the contract awarded in February 2018. We expect opportunities for diverse suppliers in electrical, paving, concrete cutting, plumbing, trenching, trucking, traffic control and material supplies.



Pipeline Safety Enhancement Plan



Mobilehome Park Utility Upgrade

BRILLIO



“ Culturally, we and SoCalGas align easily, especially when it comes to diversity and social programs, which are a big deal for us. SoCalGas inspires us to be a great company, not just a good business. ”

Raj Mamodia | CEO

“CULTURAL ALIGNMENT” - THE DIFFERENCE BETWEEN GOOD AND GREAT FOR BRILLIO, A SANTA CLARA-BASED GLOBAL TECHNOLOGY CONSULTING, DIGITAL BUSINESS SOLUTIONS AND BIG DATA COMPANY, IT'S THE HUMAN CONNECTION NOT ARTIFICIAL INTELLIGENCE, AUGMENTED REALITY OR ANALYTICS THAT DRIVE A SUCCESSFUL BUSINESS.

Intimately understanding SoCalGas' issues and needs and creating tailored solutions that address them -- a process Brillio's CEO Raj Mamodia calls "cultural alignment" -- has been fundamental to its relationship with the utility. That relationship began in 2013 when a member of Brillio's sales team introduced the company to Sempra Energy's IT director.

"We had humble beginnings with SoCalGas," explains Mamodia, noting Brillio's first project was a SharePoint migration. The Asian American firm's performance led to a multiyear, multimillion-dollar legacy database project in 2014.

Since then, the company has been involved in an expanding range of SoCalGas initiatives involving IT quality assurance, mobile applications, paperless services and portal launches and fingerprint authentication. Likewise, Brillio's team dedicated to SoCalGas projects has grown, increasing from four members to more than 50.

Brillio's strong track record with the utility deepened its expertise in serving energy companies and helped it win business from other utilities in California and Arizona. "Our relationship with SoCalGas significantly increased our credibility within the industry," says Mamodia, who takes a

holistic approach to technology by focusing on customer success and being fully aligned with the cultural aspects of a client's business.

"Culturally, we and SoCalGas align easily, especially when it comes to diversity and social programs, which are a big deal for us. SoCalGas inspires us to be a great company, not just a good business," he adds.

CONT. FROM PAGE 25

INTERNAL ACTIVITIES

In 2018, SoCalGas Supply Management and Supplier Diversity will transition to a Category Management structure. The benefits of Category Management will help us deliver best value over the contract lifecycle and help develop future strategic procurement plans.

We will continue to collaborate with employees throughout the company to build on our foundation of supplier diversity excellence. Key areas of focus include:

- Incorporating LGBT-owned firms into our corporate diversity and inclusion strategy, expanding and strengthening relationships with our internal organizations and promoting and increasing supplier diversity participation in our strategic planning efforts



Executives, employees and suppliers celebrated SoCalGas' supplier diversity accomplishments at the Supplier Diversity Rally.

- Expanding purchases with current SCORE contractors, providing opportunities for new smaller contractors and continuing our mentoring efforts with diverse firms
- Enhancing a companywide communication awareness initiative to promote supplier diversity through online communication, internal dialogue sessions and increase awareness of our Supplier Diversity Champions program
- Holding quarterly feedback sessions with our prime suppliers
- Continuing to focus technical assistance programs on our current diverse suppliers
- Promoting the growth of suppliers to other agencies and industries

EXTERNAL ACTIVITIES

We will expand our reach to diverse firms through partnerships with business and community organizations as well as peer utilities. Our activities in 2018 will include:

- Identifying SCORE opportunities for small diverse suppliers
- Informing suppliers of the inclusion of LGBTBEs in General Order 156 and SoCalGas' efforts to recruit certified LGBTBEs into our supply chain through networking events and individual meetings
- Exploring other potential relationships in which high-capacity diverse firms can be recruited and developed in new and emerging areas
- Strategically targeting and developing diverse suppliers in areas of low utilization, such as legal and financial services
- Maintaining a strong presence at local and national LGBT chambers
- Reaching out to certified and non-certified LGBTBEs and introducing them to our supply chain and Supply Management

10.1.3 RECRUITMENT PLANS FOR SUPPLIERS IN LOW UTILIZATION AREAS

We will continue to focus our efforts on increasing procurement opportunities in low utilization areas by:

- Targeting high-potential diverse firms for opportunities
- Pursuing low utilization areas to increase diverse spend
- Fostering strategic relationships with diverse firms positioned to secure contracts in areas such as legal and financial services
- Inviting company procurement agents and key decision makers to attend networking events and workshops with potential diverse contractors and subcontractors
- Participating in planning and pre-bid meetings to promote diverse supplier participation
- Attending industry-related conferences to meet potential suppliers in underutilized areas
- Contacting diverse suppliers who are not currently certified and encouraging them to seek certification

LEGAL

The Law Department will attend conferences and workshops to communicate our desire to work with emerging diverse law firms. We plan to continue our activities to meet diverse law firms and identify potential contract opportunities as well as remain involved with bar associations and legal organizations that promote diversity. Please refer to the legal section under 9.1.8.

FINANCE

We will continue to identify qualified diverse financial firms through our outreach activities, including participating in CPUC/Utility Chief Financial Officer forums and holding internal meetings with high-capacity diverse firms.

Our plans for 2018 include investing in minority area-focused community finance development institutions, identifying and utilizing high-potential diverse firms to manage pension and specialty funds, engaging qualified diverse auditing firms for employee benefit and other specialty audits and searching for specific subcontracting opportunities with majority-owned banking and financing institutions.

10.1.4 EXCLUSIONS

General Order 156 ended exclusions, resulting in specific categories no longer being deducted from the base procurement.



Jennifer Trotter, Public Involvement and Business Diversity manager at Burns and McDonnell, was among the participants at SoCalGas' Supplier Engagement Forum.

GIS SURVEYORS

“ Without their commitment to supplier diversity, many diverse companies like ours might not have an opportunity to work with SoCalGas. Our expertise offers them increased safety and system reliability while their commitment allows us to give back to the community ”

Paul Loska | Founder



A DOOR PRIZE AND A CONTRACT

GIS SURVEYORS WAS WORKING AS A SUBCONTRACTOR ON SOCALGAS' PSEP WHEN COMPANY FOUNDER PAUL LOSKA WON A DOOR PRIZE TO PITCH GIS' CAPABILITIES TO THE UTILITY'S SUPPLIER DIVERSITY GROUP.

Expecting to meet with one or two staff members, he was surprised to see the entire team had gathered to learn about GIS' land surveying, geographic information systems and technical solutions services. "They all showed their commitment to help me grow within SoCalGas," Loska says. A few months later, GIS was awarded its first direct contract.

The service-disabled veteran business enterprise headquartered in Poway has seen its work with SoCalGas expand beyond PSEP, including subcontracting work on the Distribution Integrity Maintenance Program (DIMP) and a direct contract with Transmission Technical Services.

This led to 20 new employee hires -- many of whom are veterans -- bringing the total number of employees to nearly 40. GIS also opened an office in Yorba Linda and added a technical services division.

In addition, he participated in the Elevate Entrepreneur Institute, a three-day program co-sponsored by SoCalGas that exposes diverse businesses to industry experts who lead workshops on innovation, process improvements and more.

The former artillery surveyor in the U.S. Marine Corps says he's grateful for SoCalGas' support. "Without their commitment to supplier diversity, many diverse companies like ours might not have

an opportunity to work with SoCalGas. Our expertise offers them increased safety and system reliability while their commitment allows us to give back to the community," Loska says, adding GIS supports the Warrior Built Foundation and he founded PTSD Foundation of America's Southern California chapter. Both groups provide vocational and recreational opportunities for veterans.

"There are no words to express how grateful we are to SoCalGas, and we look forward to partnering with them for many years to come," he adds.

10.1.5 SUBCONTRACTING PLANS

Our diverse subcontracting plans include:

- Conducting meetings with top prime suppliers to increase their subcontracting performance
- Creating targeted showcases that introduce prime firms to diverse suppliers for future business opportunities
- Utilizing an internal reporting tool to identify subcontracting opportunities and challenges
- Ensuring that RFPs and final contracts contain diverse vendor subcontracting plans
- Monitoring subcontracting efforts and performance
- Participating in planning and pre-bid meetings to promote diverse supplier participation
- Providing monthly subcontracting results to Procurement staff and division leaders
- Introducing potential subcontractors to larger prime suppliers for strategic sourcing initiatives
- Developing, implementing and monitoring diverse business sourcing plans for major capital projects
- Collaborating with Procurement to create a contractor's checklist and manage diverse vendor subcontracting plans
- Inviting prime contractors to attend networking workshops with potential diverse subcontractors as well as company procurement agents and key decision makers
- Contacting diverse subcontractors who are not currently certified and encouraging them to seek certification

10.1.6 PROGRAM COMPLIANCE

SoCalGas will continue efforts to meet or exceed all requirements established by General Order 156.



SoCalGas held a focus group to provide feedback on three technical assistance programs. Pictured above are focus group facilitators Araceli Rayas (left) and Apryl Shaw.



Supplier Diversity Project Manager Vaughn Williams shares information about SoCalGas' Supplier Diversity Program at the Veterans in Business conference.



2017 ANNUAL REPORT | 2018 ANNUAL PLAN
FUEL PROCUREMENT FOR NON-GENERATION



\$122M = 9.3%

NATURAL GAS
PROCUREMENT WITH
DIVERSE FIRMS

OF TOTAL NATURAL
GAS PURCHASES

9.1.1 PROGRAM ACTIVITIES

INTERNAL ACTIVITIES

Our Gas Acquisition executives and managers participated in monthly meetings to discuss supplier diversity activities and efforts to identify and engage qualified diverse firms in purchasing transactions.

The group also collaborated with Supplier Diversity to coordinate and develop relationships with energy buyers and diverse suppliers.

EXTERNAL ACTIVITIES

We took part in activities to increase supplier diversity in the energy market as part of our ongoing efforts to develop and promote a national utility supplier diversity program supported by the National Association of Regulatory Utility Commissioners (NARUC).

In addition, we continued to look for viable options to enable diverse suppliers to obtain the credit limits required by large natural gas producers. (In 2016, SoCalGas was notified by one of its longstanding financial institutions that it was phasing out the Funds Transfer Agent Agreement (FTAA). This essential financial tool is used by diverse businesses to provide the working capital and credit required to procure natural gas from large natural gas producers.)

9.1.2

SUMMARY OF PURCHASES/CONTRACTS

SoCalGas experienced an increase in purchases with federally recognized tribes (sovereign nations) and Native American-owned natural gas suppliers due to an increase in the tribe's natural gas production through acquisitions.

Fuels for Non-Generation Purchases • January 2017 - December 2017

	Dollars	Volume (Billion BTUs)
Canadian Source Natural Gas	\$38,260,038	18,835,385
Domestic On-Shore Natural Gas Purchases from Non-Diverse Suppliers	\$1,146,063,999	383,426,981
Domestic On-Shore Natural Gas Purchases from Diverse Suppliers	\$121,733,466	42,324,500
Natural Gas Purchases/Payments - Other Utilities	\$0	0
Total Natural Gas Purchased	\$1,306,057,503	444,586,866

9.1.3 PROGRAM EXPENSES

Program expenses are included in Section 9.1.3 Program Expenses in the 2017 Product and Services Procurement Results.

9.1.4 GOAL PROGRESS

SoCalGas purchased 9.3 percent from diverse natural gas suppliers, totaling \$122 million. Below is a breakdown of our natural gas purchases:

Federally recognized tribes (sovereign nations) and Native American-owned	\$42,524,459	3.3%
African American-owned	\$15,550,235	1.2%
Hispanic American-owned	\$6,709,696	0.5%
Asian Pacific American-owned	\$38,682,028	3.0%
Women-owned	\$6,709,696	0.5%
Disabled Veteran-owned	\$11,557,352	0.9%

9.1.5 SUBCONTRACTORS

There were no subcontractor opportunities available.

9.1.6 COMPLAINTS

There were no formal diverse supplier complaints or lawsuits filed in 2017 against SoCalGas.

9.1.7 EXCLUSIONS

General Order 156 ended exclusions, resulting in specific categories no longer being deducted from the base procurement.

9.1.8 EFFORTS TO RECRUIT DIVERSE SUPPLIERS IN UNDERUTILIZED AREAS

Increasing the participation of diverse natural gas suppliers remains challenging. This is due to credit conditions affecting diverse firms in the wholesale energy and natural gas markets, major suppliers continue to be sporadic in their supply to the West Coast markets and tightened credit and supply for diverse firms.

During the year, we continued outreach and supplier development activities in the natural gas market and encouraged diverse suppliers to develop relationships with domestic onshore and Canadian producers.

9.1.9 RETENTION OF ALL DOCUMENTS/DATA

SoCalGas will continue to comply with all required document retention regulations.

CORDOBA CORPORATION



“ Continuous success requires continuous innovation. By participating in this program, I learned key concepts and strategies focused on every aspect of growing a business and apply it at Cordoba. ”

Lucy Labruzzo | Sr. VP of Energy Infrastructure

COMMON GOALS AND CULTURE = A WINNING PARTNERSHIP

AFTER LEARNING ABOUT SOCALGAS' PIPELINE SAFETY ENHANCEMENT PROGRAM IN 2014 FROM A SUPPLIER DIVERSITY MANAGER, CORDOBA CORPORATION WAS SOON AWARDED A CONTRACT TO PERFORM HYDROTESTING ON A 24-INCH NATURAL GAS PIPELINE IN THE CITY OF INDUSTRY.

The contract involved extensive substructure research, utility coordination, special designs and significant interface with permitting agencies. Cordoba's strong relationships with these agencies were key to overcoming the project's complexities, and the full-service engineering, program and construction management firm delivered results within a tight schedule.

That led to additional work with the utility and 50 new hires - including field planners, engineers and designers - of which half are women and minorities. Cordoba also opened an office in Chatsworth and expanded its staff in Santa Ana and San Diego.

The Hispanic American, Los Angeles-based firm, which employs about 250 people statewide, has provided SoCalGas with such services as project management and engineering and design for PSEP, Distribution Integrity Maintenance Program (DIMP), Distribution Risk Evaluation and Monitoring System Program (DREAMS) and more.

In addition, SoCalGas sponsored Cordoba Senior Vice President of Energy Infrastructure Lucy Labruzzo in the UCLA Management Development for Entrepreneurs program. She says, "Continuous success requires continuous innovation. By participating in this program, I learned key concepts and strategies focused on every aspect of growing a business and apply it at Cordoba."

Cordoba Founder, President and CEO George Pla sees similarities between the utility and his company. "We share common goals of being the very best at what we do, but also a common culture of making a difference where we live and work."

Like SoCalGas, "we have a different dimension to our services," he says, noting Cordoba is involved in projects that bring local benefits to communities, including job creation and infrastructure improvements that enhance the quality of life. "It's at the heart of who we are and what we do."

9.1.10A PARTICIPATION RESULTS BY FUEL CATEGORY

Please refer to Chart Addendum A6 on page 44 for participation results by fuel category.

9.1.10B MARKET CONDITIONS AND OUTREACH

We reached out to emerging diverse natural gas suppliers at industry conferences, worked with organizations to identify and develop diverse suppliers and participated in energy industry fairs to promote diverse supplier opportunities. However, diverse firms continued to face challenges in the natural gas market. These included weak volatility and low natural gas prices due to additional sources of shale natural gas; increased risk exposure and stringent credit policies; and warm weather conditions in the region which resulted in a decrease in the purchase and consumption of natural gas.

The decline in bank participation in the FTAA program was also challenging. Banks are the third-party agent that facilitate the transfer of funds to the appropriate recipients, and banks are leaving the FTAA program due to changes in federal regulations. This presents hardships for diverse suppliers since their credit needs may far exceed their credit resources to execute transactions involving large volumes of product. The FTAA was designed to overcome this major obstacle for diverse businesses interested in participating in the natural gas marketplace.

We continued to encourage major energy producers and marketers to work with diverse suppliers utilizing a FTAA to assist with credit issues. An additional challenge will be finding more wholesale oil and natural gas producers to do business with diverse natural gas suppliers, but we remain hopeful that regulatory bodies, such as NARUC, will help sustain diverse supplier prospects.



Pictured above is Paul Goldstein, Vice President of Gas Acquisition.



2018 PLAN FUEL PROCUREMENT FOR NON-GENERATION

10.1.1 GOALS

SoCalGas will continue to work toward meeting short-, mid- and long-term goals of 21.5 percent, which also supports the CPUC goal.

10.1.2 PLANNED ACTIVITIES INTERNAL ACTIVITIES

We plan to provide mentoring and other assistance to high-potential emerging suppliers to increase our diverse natural gas supplier base. Gas Acquisition staff, managers and senior management will also continue to partner with buyers and diverse firms to monitor goals and progress.

EXTERNAL ACTIVITIES

Our plans to increase participation of diverse natural gas suppliers include:

- Providing diverse firms support to access financing and credit institutions, working with key organizations to identify and develop diverse suppliers and participating in energy industry fairs to promote diverse supplier opportunities
- Reaching out to emerging diverse natural gas suppliers through industry and business associations
- Offering mentoring, business development and educational opportunities
- Encouraging major energy companies' participation in trading with diverse businesses
- Serving in a leadership role on the National Utilities Diversity Council

10.1.3 RECRUITMENT PLANS FOR LOW WMDVLGBTBE UTILIZATION

SoCalGas plans to participate in trade fairs to recruit and engage diverse suppliers in all markets and encourage them to participate in natural gas procurement programs. We will continue to consider competitive offers from natural gas companies originating in all markets, including Canadian and offshore markets.

10.1.4 EXCLUSIONS

General Order 156 ended exclusions, resulting in specific categories no longer being deducted from the base procurement.

10.1.5 SUBCONTRACTING PLANS

There are no subcontractor opportunities currently available.

10.1.6 PROGRAM COMPLIANCE

SoCalGas will continue outreach activities to diverse firms and strive to either meet or exceed all requirements established in General Order 156.



A1 9.1.2 SoCalGas WMDVLGBTBE Annual Results by Ethnicity - 2017

		Direct	Sub	Total \$	%
Minority Male	Asian Pacific American	\$33,206,405	\$9,565,421	\$42,771,826	2.81%
	African American	\$6,590,510	\$9,242,955	\$15,833,465	1.04%
	Hispanic American	\$154,462,929	\$56,671,742	\$211,134,671	13.87%
	Native American	\$21,591,332	\$6,624,668	\$28,216,000	1.85%
	Other	-	-	-	-
	Total Minority Male	\$215,851,177	\$82,104,786	\$297,955,963	19.58%
Minority Female	Asian Pacific American	\$12,579,052	\$1,150,744	\$13,729,796	0.90%
	African American	\$10,431,576	\$2,164,418	\$12,595,994	0.83%
	Hispanic American	\$22,543,165	\$20,656,877	\$43,200,042	2.84%
	Native American	\$4,427,948	\$156,286	\$4,584,234	0.30%
	Other	-	-	-	-
	Total Minority Female	\$49,981,741	\$24,128,325	\$74,110,066	4.87%
Total Minority Business Enterprise (MBE)		\$265,832,918	\$106,233,111	\$372,066,029	24.45%
Women Business Enterprise (WBE)		\$189,752,759	\$53,464,342	\$243,217,101	15.98%
Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)		\$703,014	-	\$703,014	0.05%
Disabled Veteran Business Enterprise (DVBE)		\$6,230,069	\$18,086,043	\$24,316,112	1.60%
Other 8(a)*		-	-	-	0.00%
TOTAL WMDVLGBTBE		\$462,518,760	\$177,783,496	\$640,302,256	42.08%
Net Procurement**		\$1,521,701,108			

NOTE:

Firms classified as 8(a) of Small Business Administration includes non-WMDVLGBTBE
 ** Net procurement includes purchase order non-purchase order and credit card dollars
 Direct - direct procurement
 Sub - subcontractor procurement
 % - percentage of net procurement

A2 9.1.2 SoCalGas WMDVLGBTBE Procurement by Product and Service Categories - Direct - 2017

			Product		Services		Total	
			\$	%	\$	%	\$	%
Minority Male	Asian Pacific American	Direct	\$7,186,435	2.64%	\$26,019,970	2.08%	\$33,206,405	2.18%
	African American	Direct	\$2,061,454	0.76%	\$4,529,057	0.36%	\$6,590,510	0.43%
	Hispanic American	Direct	\$19,794,628	7.26%	\$134,668,301	10.78%	\$154,462,929	10.15%
	Native American	Direct	\$7,652,425	2.81%	\$13,938,907	1.12%	\$21,591,332	1.42%
	Other	Direct	-	-	-	-	-	-
	Total Minority Male	Direct	\$36,694,942	13.46%	\$179,156,235	14.34%	\$215,851,177	14.18%
Minority Female	Asian Pacific American	Direct	\$3,910,811	1.43%	\$8,668,241	0.69%	\$12,579,052	0.83%
	African American	Direct	\$507	0.00%	\$10,431,069	0.84%	\$10,431,576	0.69%
	Hispanic American	Direct	\$13,697,859	5.02%	\$8,845,307	0.71%	\$22,543,165	1.48%
	Native American	Direct	\$4,309,004	1.58%	\$118,944	0.01%	\$4,427,948	0.29%
	Other	Direct	-	-	-	-	-	-
	Total Minority Female	Direct	\$21,918,180	8.04%	\$28,063,561	2.25%	\$49,981,741	3.28%
Total Minority Business Enterprise (MBE)		Direct	\$58,613,122	21.50%	\$207,219,796	16.59%	\$265,832,918	17.47%
Women Business Enterprise (WBE)		Direct	\$54,693,913	20.06%	\$135,058,845	10.81%	\$189,752,759	12.47%
Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)		Direct	-	0.00%	\$703,014	0.06%	\$703,014	0.05%
Disabled Veteran Business Enterprise (DVBE)		Direct	\$647,043	0.24%	\$5,583,027	0.45%	\$6,230,069	0.41%
Other 8(a)*		Direct	-	0.00%	-	0.00%	-	0.00%
TOTAL WMDVLGBTBE		Direct	\$113,954,078	41.80%	\$348,564,682	27.91%	\$462,518,760	30.40%
Total Product Procurement \$			\$272,634,260					
Total Service Procurement \$			\$1,249,066,848					
Net Procurement**			\$1,521,701,108					
Total Number of WMDVLGBTBEs that Received Direct Spend			370					

NOTE:
 Firms classified as 8(a) of Small Business Administration includes non-WMDVLGBTBE
 ** Net procurement includes purchase order, non-purchase order and credit card dollars
 Direct - direct procurement
 Sub - subcontractor procurement
 % - percentage of net procurement

A3 9.1.2 SoCalGas WMDVLGBTBE Procurement by Product and Service Categories - Subcontracting - 2017

			Product		Services		Total	
			\$	%	\$	%	\$	%
Minority Male	Asian Pacific American	Sub	\$1,611,648	0.59%	\$7,953,773	0.64%	\$9,565,421	0.63%
	African American	Sub	\$1,211,843	0.44%	\$8,031,112	0.64%	\$9,242,955	0.61%
	Hispanic American	Sub	\$4,298,072	1.58%	\$52,373,670	4.19%	\$56,671,742	3.72%
	Native American	Sub	\$34,783	0.01%	\$6,589,885	0.53%	\$6,624,668	0.44%
	Other	Sub	-	-	-	-	-	-
	Total Minority Male	Sub	\$7,156,346	2.62%	\$74,948,440	6.00%	\$82,104,786	5.40%
Minority Female	Asian Pacific American	Sub	\$176,983	0.06%	\$973,761	0.08%	\$1,150,744	0.08%
	African American	Sub	-	0.00%	\$2,164,418	0.17%	\$2,164,418	0.14%
	Hispanic American	Sub	\$775,760	0.28%	\$19,881,117	1.59%	\$20,656,877	1.36%
	Native American	Sub	\$156,286	0.06%	-	0.00%	\$156,286	0.01%
	Other	Sub	-	-	-	-	-	-
	Total Minority Female	Sub	\$1,109,029	0.41%	\$23,019,296	1.84%	\$24,128,325	1.59%
Total Minority Business Enterprise (MBE)	Sub	\$8,265,375	3.03%	\$97,967,736	7.84%	\$106,233,111	6.98%	
Women Business Enterprise (WBE)	Sub	\$7,303,686	2.68%	\$46,160,656	3.70%	\$53,464,342	3.51%	
Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Sub	-	0.00%	-	0.00%	-	0.00%	
Disabled Veteran Business Enterprise (DVBE)	Sub	\$1,012,631	0.37%	\$17,073,412	1.37%	\$18,086,043	1.19%	
Other 8(a)*	Sub	-	0.00%	-	0.00%	-	0.00%	
TOTAL WMDVLGBTBE	Sub	\$16,581,692	6.08%	\$161,201,804	12.91%	\$177,783,496	11.68%	
Total Product Procurement \$			\$272,634,260					
Total Service Procurement \$			\$1,249,066,848					
Net Procurement**			\$1,521,701,108					

NOTE:
 Firms classified as 8(a) of Small Business Administration includes non-WMDVLGBTBE
 ** Net procurement includes purchase order, non-purchase order and credit card dollars
 Direct - direct procurement
 Sub - subcontractor procurement
 % - percentage of net procurement

A4 9.1.2 WMDVLGBTBE Procurement by Standard Industrial Categories - Products - 2017

SIC Category	African American		Asian Pacific American		Hispanic American		Native American		Minority Business Enterprise (MBE)	Women Minority Business Enterprise (WMBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	Other 8(a)**	Total WMDVLGBTBE	Total
	Male	Female	Male	Female	Male	Female	Male	Female							
23 - Apparel & Oth Finished Prods Made From Fabric	-	-	358,452	6,136	-	-	-	-	364,588	107,264	-	-	-	471,852	\$828,618
	0.00%	0.00%	43.26%	0.74%	0.00%	0.00%	0.00%	0.00%	44.00%	12.94%	0.00%	0.00%	0.00%	56.94%	
24 - Lumber & Wood Prods, Exc Furniture	-	-	-	-	-	-	-	-	-	-	-	-	-	-	\$1,080,495
	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
25 - Furniture & Fixtures	-	-	-	-	-	-	-	-	-	-	-	-	-	-	\$31,667
	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
26 - Paper & Allied Prods	-	-	-	-	-	-	-	-	-	53,707	-	4,892	-	58,599	\$152,749
	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	35.16%	0.00%	3.20%	0.00%	38.36%	
28 - Chemicals & Allied Prods	-	-	-	-	53,796	42,008	-	-	95,804	1,189	-	-	-	96,993	\$3,713,383
	0.00%	0.00%	0.00%	0.00%	1.45%	1.13%	0.00%	0.00%	2.58%	0.03%	0.00%	0.00%	0.00%	2.61%	
29 - Petroleum Refining & Related Industries	-	-	-	-	-	1,187,891	-	-	1,187,891	718,405	-	4,193	-	1,910,489	\$3,221,877
	0.00%	0.00%	0.00%	0.00%	0.00%	36.87%	0.00%	0.00%	36.87%	22.30%	0.00%	0.13%	0.00%	59.30%	
30 - Rubber & Misc Plastics Prods	-	-	19,235	-	-	-	-	-	19,235	19,060	-	95	-	38,390	\$4,668,763
	0.00%	0.00%	0.41%	0.00%	0.00%	0.00%	0.00%	0.00%	0.41%	0.41%	0.00%	0.00%	0.00%	0.82%	
32 - Stone, Clay, Glass & Concrete Prods	-	-	-	-	-	-	-	-	-	-	-	-	-	-	\$283,921
	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
33 - Primary Metal Industries	-	-	6,906,438	-	289,390	-	-	-	7,195,828	-	-	-	-	7,195,828	\$15,698,817
	0.00%	0.00%	43.99%	0.00%	1.84%	0.00%	0.00%	0.00%	45.84%	0.00%	0.00%	0.00%	0.00%	45.84%	
34 - Fabricated Metal Prods, Exc Machinery	-	-	-	-	1,898,530	-	1,144	-	1,899,674	578,998	-	-	-	2,478,673	\$13,248,506
	0.00%	0.00%	0.00%	0.00%	14.33%	0.00%	0.01%	0.00%	14.34%	4.37%	0.00%	0.00%	0.00%	18.71%	
35 - Industrial & Commercial Machinery & Computer Equip	1,143,309	-	-	-	315	-	-	-	1,143,624	410,478	-	-	-	1,554,102	\$ 23,378,585
	4.89%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	4.89%	1.76%	0.00%	0.00%	0.00%	6.65%	
36 - Electronic & Oth Elec Equip & Components	-	-	-	-	194,441	-	2,500	-	196,941	9,678	-	-	-	206,618	\$4,731,136
	0.00%	0.00%	0.00%	0.00%	4.11%	0.00%	0.05%	0.00%	4.16%	0.20%	0.00%	0.00%	0.00%	4.37%	
37 - Transportation Equip	-	-	-	-	13,295,872	-	-	-	13,295,872	4,113	-	-	-	13,299,985	\$13,686,255
	0.00%	0.00%	0.00%	0.00%	97.15%	0.00%	0.00%	0.00%	97.15%	0.03%	0.00%	0.00%	0.00%	97.18%	
38 - Measuring, Analyzing & Controlling Instruments	-	-	-	10,297	73,448	-	-	-	83,745	4,691,926	-	-	-	4,775,671	\$18,884,207
	0.00%	0.00%	0.00%	0.05%	0.39%	0.00%	0.00%	0.00%	0.44%	24.85%	0.00%	0.00%	0.00%	25.29%	

A4 9.1.2 WMDVLGBTBE Procurement by Standard Industrial Categories - Products (CONTINUED)

SIC Category	African American		Asian Pacific American		Hispanic American		Native American		Minority Business Enterprise (MBE)	Women Minority Business Enterprise (WMBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	Other 8(a)**	Total WMDVLGBTBE	Total
	Male	Female	Male	Female	Male	Female	Male	Female							
39 - Misc Manufacturing Industries	-	-	145,467	-	-	-	-	-	145,467	29,664	-	-	-	175,131	1,161,995
	0.00%	0.00%	12.52%	0.00%	0.00%	0.00%	0.00%	0.00%	12.52%	2.55%	0.00%	0.00%	0.00%	15.07%	
50 - Wholesale Trade; Durable Goods	1,214,203	-	1,368,492	4,004,913	1,119,650	12,469,547	7,683,564	4,443,718	32,304,087	18,424,583	-	958,140	-	51,686,810	101,197,939
	1.20%	0.00%	1.35%	3.96%	1.11%	12.32%	7.59%	4.39%	31.92%	18.21%	0.00%	0.95%	0.00%	51.07%	
51 - Wholesale Trade; Nondurable Goods	911,552	507	-	66,447	2,786,569	51,546	-	-	3,816,621	32,870,629	-	679,837	-	37,367,087	51,053,483
	1.79%	0.00%	0.00%	0.13%	5.46%	0.10%	0.00%	0.00%	7.48%	64.38%	0.00%	1.33%	0.00%	73.19%	
52 - Bldg Mats, Hardware, Garden Supply	-	-	-	-	9,132	7,377	-	-	16,509	3,743	-	-	-	20,252	1,685,869
	0.00%	0.00%	0.00%	0.00%	0.54%	0.44%	0.00%	0.00%	0.98%	0.22%	0.00%	0.00%	0.00%	1.20%	
55 - Automotive Dirs & Gasoline Service Stations	-	-	-	-	4,057,896	-	-	-	4,057,896	3,166,128	-	-	-	7,224,024	9,975,878
	0.00%	0.00%	0.00%	0.00%	40.68%	0.00%	0.00%	0.00%	40.68%	31.74%	0.00%	0.00%	0.00%	72.41%	
57 - Home Furniture, Furnishings & Equip Stores	-	-	-	-	-	-	-	21,572	21,572	456,760	-	-	-	478,332	790,093
	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	2.73%	2.73%	57.81%	0.00%	0.00%	0.00%	60.54%	
58 - Eating & Drinking Places	672	-	-	-	-	-	-	-	672	451,275	-	-	-	451,947	1,639,660
	0.04%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.04%	27.52%	0.00%	0.00%	0.00%	27.56%	
59 - Misc Retail	3,561	-	-	-	313,661	715,249	-	-	1,032,471	-	-	12,517	-	1,044,988	1,520,364
	0.23%	0.00%	0.00%	0.00%	20.63%	47.04%	0.00%	0.00%	67.91%	0.00%	0.00%	0.82%	0.00%	68.73%	
Total Product Procurement	3,273,297	507	8,798,083	4,087,794	24,092,700	14,473,619	7,687,208	4,465,290	66,878,497	61,997,599	-	1,659,674	-	130,535,770	272,634,260
	1.20%	0.00%	3.23%	1.50%	8.84%	5.31%	2.82%	1.64%	24.53%	22.74%	0.00%	0.61%	0.00%	47.88%	

Total Product Procurement \$	\$272,634,260
Total Service Procurement \$	\$1,249,066,848
Net Procurement**	\$1,521,701,108

NOTE:
 Firms classified as 8(a) of Small Business Administration includes non-WMDVLGBTBE
 ** Net procurement includes purchase order, non-purchase order and credit card dollars
 Direct - direct procurement
 Sub - subcontractor procurement
 % - percentage of net procurement

A5 9.1.2 WMDVLGBTBE Procurement by Standard Industrial Categories - Services

SIC Category	African American		Asian Pacific American		Hispanic American		Native American		Minority Business Enterprise (MBE)	Women Minority Business Enterprise (WMBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	Other 8(a)**	Total WMDVLGBTBE	Total
	Male	Female	Male	Female	Male	Female	Male	Female							
07 - Agricultural Svcs	-	-	-	-	298,543	-	-	-	298,543	232,521	-	3,741	-	534,805	2,592,504
	0.00%	0.00%	0.00%	0.00%	11.52%	0.00%	0.00%	0.00%	11.52%	8.97%	0.00%	0.14%	0.00%	20.63%	
13 - Oil & Gas Extraction	-	-	-	4,472,175	-	-	8,845,971	-	13,318,146	546,194	-	-	-	13,864,340	108,223,392
	0.00%	0.00%	0.00%	4.13%	0.00%	0.00%	8.17%	0.00%	12.31%	0.50%	0.00%	0.00%	0.00%	12.81%	
15 - Bldg Const-General Contractors	627,871	-	-	-	17,308,124	4,385	23,765	-	17,964,144	15,897,449	-	15,622,995	-	49,484,588	54,062,945
	1.16%	0.00%	0.00%	0.00%	32.01%	0.01%	0.04%	0.00%	33.23%	29.41%	0.00%	28.90%	0.00%	91.53%	
16 - Heavy Const Oth Than Bldg Construction	376,033	-	-	-	77,921,650	55,590	390,976	-	78,744,249	33,153,779	-	-	-	111,898,028	286,978,480
	0.13%	0.00%	0.00%	0.00%	27.15%	0.02%	0.14%	0.00%	27.44%	11.55%	0.00%	0.00%	0.00%	38.99%	
17 - Const-Special Trade Contractors	6,343,973	529	9,490,930	61,015	23,753,179	9,994,357	5,078,291	-	54,722,274	34,912,683	-	3,328,529	-	92,963,487	209,871,235
	3.02%	0.00%	4.52%	0.03%	11.32%	4.76%	2.42%	0.00%	26.07%	16.64%	0.00%	1.59%	0.00%	44.30%	
27 - Printing, Publishing & Allied Industries	-	-	222,600	-	47,525	5,453	-	-	275,578	1,014,138	-	30,979	-	1,320,695	3,335,776
	0.00%	0.00%	6.67%	0.00%	1.42%	0.16%	0.00%	0.00%	8.26%	30.40%	0.00%	0.93%	0.00%	39.59%	
42 - Motor Freight Transportation & Warehousing	1,535,863	332,531	1,632	3,117	11,550,934	8,598,749	-	-	22,022,826	10,489,422	-	35,698	-	32,547,946	33,827,805
	4.54%	0.98%	0.00%	0.01%	34.15%	25.42%	0.00%	0.00%	65.10%	31.01%	0.00%	0.11%	0.00%	96.22%	
45 - Transportation By Air	-	-	-	-	-	-	-	-	-	-	-	49,455	-	49,455	83,374
	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	59.32%	0.00%	59.32%	
47 - Transportation Svcs	862,459	-	-	-	2,803	-	119,717	-	984,979	-	-	-	-	984,979	2,469,147
	34.93%	0.00%	0.00%	0.00%	0.11%	0.00%	4.85%	0.00%	39.89%	0.00%	0.00%	0.00%	0.00%	39.89%	
48 - Communications	-	-	-	-	-	-	-	-	-	108,951	-	-	-	108,951	5,895,957
	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	1.85%	0.00%	0.00%	0.00%	1.85%	
49 - Electric, Gas & Sanitary Svcs	55,995	-	-	-	5,566,957	1,381	-	-	5,624,333	345,100	-	1,014,411	-	6,983,844	18,530,172
	0.30%	0.00%	0.00%	0.00%	30.04%	0.01%	0.00%	0.00%	30.35%	1.86%	0.00%	5.47%	0.00%	37.69%	
60 - Depository Institutions	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1,463,973
	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%		
62 - Security & Commodity Brokers, Dirs, Exchanges	-	-	-	-	126,711	-	-	-	126,711	-	-	-	-	126,711	10,665,370
	0.00%	0.00%	0.00%	0.00%	1.19%	0.00%	0.00%	0.00%	1.19%	0.00%	0.00%	0.00%	0.00%	1.19%	
64 - Insurance Agents, Brokers & Svcs	-	12,997	-	-	-	-	-	-	12,997	-	-	-	-	12,997	1,227,037
	0.00%	1.06%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	1.06%	0.00%	0.00%	0.00%	0.00%	1.06%	

A5 9.1.2 WMDVLGBTBE Procurement by Standard Industrial Categories - Services (CONTINUED)

Products	African American		Asian Pacific American		Hispanic American		Native American		Minority Business Enterprise (MBE)	Women Minority Business Enterprise (WMBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	Other 8(a)**	Total WMDVLGBTBE	Total
	Male	Female	Male	Female	Male	Female	Male	Female							
65 - Real Estate	597,342	-	-	-	-	-	-	-	597,342	774,732	-	-	-	1,372,074	2,437,381
	24.51%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	24.51%	31.79%	0.00%	0.00%	0.00%	56.29%	
73 - Business Svcs	1,619,999	9,370,441	4,768,266	2,554,564	18,627,562	3,277,603	123,299	88,441	40,430,175	43,453,680	655,362	763,934	-	85,303,150	211,527,528
	0.77%	4.43%	2.25%	1.21%	8.81%	1.55%	0.06%	0.04%	19.11%	20.54%	0.31%	0.36%	0.00%	40.33%	
75 - Automotive Repair, Svcs & Parking	-	-	-	-	80,346	37,583	-	-	117,928	27,136	-	-	-	145,064	1,627,352
	0.00%	0.00%	0.00%	0.00%	4.94%	2.31%	0.00%	0.00%	7.25%	1.67%	0.00%	0.00%	0.00%	8.91%	
76 - Misc Repair Svcs	-	-	-	-	-	-	-	-	-	447,937	-	-	-	447,937	4,680,167
	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	9.57%	0.00%	0.00%	0.00%	9.57%	
78 - Motion Pictures	-	121,405	-	-	-	-	-	-	121,405	-	-	-	-	121,405	121,978
	0.00%	99.53%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	99.53%	0.00%	0.00%	0.00%	0.00%	99.53%	
80 - Health Svcs	-	-	-	975,423	-	100	-	-	975,523	-	-	-	-	975,523	1,526,701
	0.00%	0.00%	0.00%	63.89%	0.00%	0.01%	0.00%	0.00%	63.90%	0.00%	0.00%	0.00%	0.00%	63.90%	
81 - Legal Svcs	72,037	722,506	720,002	601,471	360,710	-	-	-	2,476,726	970,308	-	-	-	3,447,034	32,162,088
	0.22%	2.25%	2.24%	1.87%	1.12%	0.00%	0.00%	0.00%	7.70%	3.02%	0.00%	0.00%	0.00%	10.72%	
82 - Educational Svcs	-	-	-	-	-	876,375	-	-	876,375	-	-	-	-	876,375	933,794
	0.00%	0.00%	0.00%	0.00%	0.00%	93.85%	0.00%	0.00%	93.85%	0.00%	0.00%	0.00%	0.00%	93.85%	
87 - Engrg, Accounting, Research, Mgmt	411,130	2,035,078	18,492,218	974,238	31,276,557	1,376,271	5,946,311	30,504	60,542,308	33,857,012	47,652	725,716	-	95,172,688	229,414,910
	0.18%	0.89%	8.06%	0.42%	13.63%	0.60%	2.59%	0.01%	26.39%	14.76%	0.02%	0.32%	0.00%	41.48%	
89 - Svcs, Not Elsewhere Classified	57,467	-	278,095	-	120,370	4,498,577	462	-	4,954,971	4,988,460	-	1,080,980	-	11,024,411	25,407,781
	0.23%	0.00%	1.09%	0.00%	0.47%	17.71%	0.00%	0.00%	19.50%	19.63%	0.00%	4.25%	0.00%	43.39%	
Total Service Procurement	12,560,169	12,595,487	33,973,743	9,642,002	187,041,971	28,726,424	20,528,792	118,944	305,187,532	181,219,501	703,014	22,656,439	-	509,766,486	1,249,066,848
	1.01%	1.01%	2.72%	0.77%	14.97%	2.30%	1.64%	0.01%	24.43%	14.51%	0.06%	1.81%	0.00%	40.81%	

Total Product Procurement \$ \$272,634,260

Total Service Procurement \$ \$1,249,066,848

Net Procurement** \$1,521,701,108

NOTE:

Firms classified as 8(a) of Small Business Administration includes non-WMDVLGBTBE
 ** Net procurement includes purchase order, non-purchase order and credit card dollars
 Direct - direct procurement
 Sub - subcontractor procurement

A6 9.1.10A Annual Energy Product Results by Ethnicity and WMDVLGBTBE Certification - 2017

Product ¹		Results by Ethnicity and Gender												Results by WMDVBE 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)			
		Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total							
NATURAL GAS	Short Term	\$	\$-	\$20,069,693	\$20,069,693	\$12,553,163	\$-	\$12,553,163	\$-	\$-	\$-	\$34,550,229	\$-	\$34,550,229	\$67,173,085	\$-	\$-	\$4,890,305	\$72,063,391	\$525,555,357
		%	0.0%	3.8%	3.8%	2.4%	0.0%	2.4%	0.0%	0.0%	0.0%	6.6%	0.0%	6.6%	12.8%	0.0%	0.0%	0.9%	13.7%	
	Long Term	\$	\$-	\$18,612,335	\$18,612,335	\$2,997,072	\$-	\$2,997,072	\$6,709,696	\$-	\$6,709,696	\$7,974,229	\$-	\$7,974,229	\$36,293,333	\$6,709,696	\$-	\$6,667,047	\$49,670,075	\$780,502,146
		%	0.0%	2.4%	2.4%	0.4%	0.0%	0.4%	0.9%	0.0%	0.9%	1.0%	0.0%	1.0%	4.6%	0.9%	0.0%	0.9%	6.4%	
	Total Natural Gas	\$	\$-	\$38,682,028	\$38,682,028	\$15,550,235	\$-	\$15,550,235	\$6,709,696	\$-	\$6,709,696	\$42,524,459	\$-	\$42,524,459	\$103,466,418	\$6,709,696	\$-	\$11,557,352	\$121,733,466	\$1,306,057,503
		%	0.0%	3.0%	3.0%	1.2%	0.0%	1.2%	0.5%	0.0%	0.5%	3.3%	0.0%	3.3%	7.9%	0.5%	0.0%	0.9%	9.3%	
LPG	Short Term	\$	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-
		%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
	Long Term	\$	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-
		%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
	Total Natural Gas	\$	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-
		%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Overall Total \$		\$-	\$38,682,028	\$38,682,028	\$15,550,235	\$-	\$15,550,235	\$6,709,696	\$-	\$6,709,696	\$42,524,459	\$-	\$42,524,459	\$103,466,418	\$6,709,696	\$-	\$11,557,352	\$121,733,466	\$1,306,057,503	
Overall Total %		0.0%	3.0%	3.0%	1.2%	0.0%	1.2%	0.5%	0.0%	0.5%	3.3%	0.0%	3.3%	7.9%	0.5%	0.0%	0.9%	Overall WMDVLGBTBE%:	9.3%	

NOTE:

Short Term: The term of the deal is no longer than one calendar month

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

A7 9.1.2 Number of WMDVLGBTBE Suppliers and Revenue Reported to the Clearinghouse - 2017

# WMDVLGBTBEs	Data On Number of Suppliers											
	Revenue Reported to CHS						Utility-Specific 2017 Summary					
	MBE	WBE	LGBTBE	SDVBE	Other 8(a)*	Grand Total	MBE	WBE	LGBTBE	SDVBE	Other 8(a)*	Grand Total
Under \$1 million	130	79	1	41	0	251	281	208	4	38	0	531
Under \$5 million	85	72	1	0	0	158	40	26	0	4	0	70
Under \$10 million	40	39	1	1	0	81	12	11	0	0	0	23
Above \$10 million	87	59	1	1	0	148	9	4	0	1	0	14
TOTAL	342	249	4	43	0	638	342	249	4	43	0	638

# WMDVLGBTBEs	Revenue and Payment Data											
	Revenue Reported to CHS						Utility-Specific 2017 Summary					
	MBE	WBE	LGBTBE	SDVBE	Other 8(a)*	Grand Total	MBE	WBE	LGBTBE	SDVBE	Other 8(a)*	Grand Total
Under \$1 million	34.6	24.4	0	0	0	58.9	53.2	27.3	0.7	5.2	0	86.4
Under \$5 million	222.0	177.0	0	0	0	398.9	97.2	65.3	0	6	0	168.6
Under \$10 million	285.2	275.3	5.0	5.6	0	571.0	85.4	85.8	0	0	0	171.2
Above \$10 million	41,450.4	15,148.9	17.0	33.3	0	56,649.7	136.3	64.8	0	13.0	0	214.1
TOTAL	41,992	15,626	22	39	0	57,679	372.1	243.2	0.7	24.3	0.0	640.3

NOTE:

*Firms classified as 8(a) of Small Business Administration includes non-WMDVLGBTBE

Chs: supplier clearinghouse



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