



Remembering
the past

Reimagining
the present



Reshaping
the future

Contents

Chairman and CEO's Message	2
2020 Highlights	3
Procurement Results	4

2020 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

2021 Annual Plan

10.1.1 Goals	23
10.1.2 Planned Activities	24
10.1.3 Recruitment Plans for Suppliers in Underutilized Areas	26
10.1.4 Exclusions	27
10.1.5 Subcontracting Plans	27
10.1.6 Program Compliance	27

2020 Annual Report

FUEL PROCUREMENT FOR NON-GENERATION

9.1.1 Program Activities	29
9.1.2 Summary of Purchases/Contracts	29

9.1.3 Program Expenses	30
9.1.4 Goal Progress	30
9.1.5 Subcontractors	30
9.1.6 Complaints	30
9.1.7 Exclusions	30
9.1.8 Efforts to Recruit Diverse Suppliers in Underutilized Areas	30
9.1.9 Retention of All Documents/Data	30
9.1.10A Participation Results by Fuel Category	30
9.1.10B Market Conditions and Outreach	30

2021 Annual Plan

FUEL PROCUREMENT FOR NON-GENERATION

10.1.1 Goals	31
10.1.2 Planned Activities	31
10.1.3 Recruitment Plans for Suppliers in Underutilized Areas	31
10.1.4 Exclusions	31
10.1.5 Subcontracting Plans	31
10.1.6 Program Compliance	31

Chart Addendums

9.1.2 Summary of Purchases/Contracts	32-38
9.1.10A Annual Energy Product Results by Ethnicity and WMDVLGBTBE Certification	39
9.1.2 Number of WMDVLGBTBE Suppliers and Revenue Reported to the Clearinghouse	40

Our Supplier Diversity Program began taking shape more than 45 years ago, guided by insightful leaders who recognized that buying products and services from diverse suppliers was good for us, our customers and our communities.

As our program evolved, we expanded our activities to include mentoring, technical assistance and development, outreach and collaborations. Today, more than 40 percent of our purchases are with diverse firms.

Our focus has been to maintain our momentum in supplier diversity – not rely on past successes. While the COVID-19 crisis challenged our work in 2020, we remained steadfast in moving forward with our supplier diversity investments and adapted our activities to include new approaches to outreach and engagement.

Looking ahead – with the disruption of lives and economic hardships caused by the pandemic as well as racial inequality brought to light across the country – we are committed to making a difference. That means offering more support to businesses in underserved areas and communities and finding new ways to work with them.

With the past as our foundation, we are committed to creating what is possible today and taking steps to reshape the future.

the past

the present

the future

CEO's Message

Flexibility, adaptability and dedication to results-focused solutions are traits we've long valued in our suppliers. That's why for more than 45 years we've made supplier diversity a key part of our business strategy.

2020 saw these qualities on full display as our diverse suppliers met business challenges head-on during the COVID-19 pandemic while still delivering for SoCalGas®, helping us build the cleanest, safest and most innovative energy company in America.

Supplier Diversity, Procurement and other teams adapted from safer-at-home locations, allowing SoCalGas to maintain our momentum in supplier diversity. Traditionally high-touch, in-person events – business boot camps, mentoring and networking sessions and capacity-building skills workshops – were replaced with virtual ones without missing a beat.

I'm immensely proud that despite the health emergency, SoCalGas achieved 41.3 percent spend with women, minority, disabled veteran, lesbian, gay, bisexual, transgender and small disadvantaged businesses. This represents the 28th straight year we've exceeded the California Public Utilities Commission's (CPUC) 21.5 percent goal.

Achieving this during a "business not usual" year is the product of a decades-long commitment to supplier diversity founded on best practices: strong executive support, integrated organizational

structure and staffing, targeted supplier development/technical assistance programs and community relationships to extend our reach to diverse firms.

These efforts led to SoCalGas receiving the Corporation of the Year Award from Southern California Minority Supplier Development Council, the Eagle Award from the Asian Business Association – Orange County and the Veterans In Business Network's Battle Buddy Award.

In this report, we pay homage to key individuals who played vital roles in making our Supplier Diversity Program what it is today. We also highlight ways we reimagined supplier diversity activities for 2020 and share our plans to address racial equity going forward.

In a challenging economic climate, especially for communities of color, our commitment to supplier diversity remains stronger than ever.


Scott Drury
CEO

"In a challenging economic climate, especially for communities of color, our commitment to supplier diversity remains stronger than ever."



SUPPLIER DIVERSITY 2020 HIGHLIGHTS



\$2.1 BILLION

total procurement



\$884.2 MILLION

spend with diverse firms

total purchases with
diverse suppliers

41.3%



135

new
diverse
firms



\$32.2 MILLION

in SCORE program spend

15

AMONG
TOP 25

SoCalGas
suppliers are
diverse firms



28 YRS

CPUC goal surpassed



312

diverse prime suppliers



555

diverse suppliers
working with SoCalGas

92%

of our diverse
suppliers are
based in
California

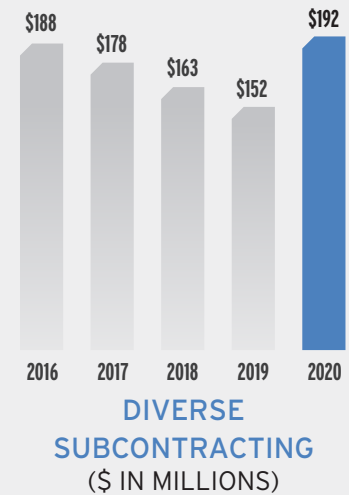
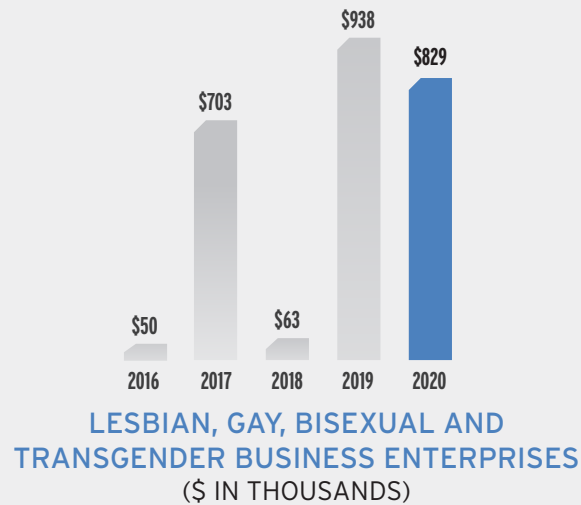
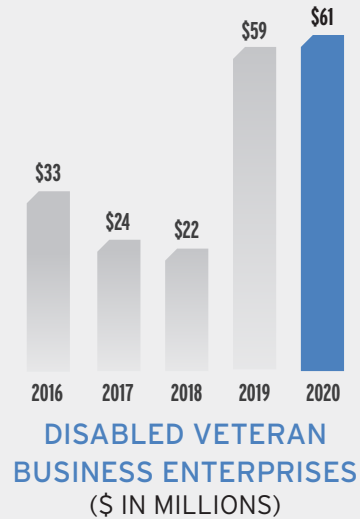
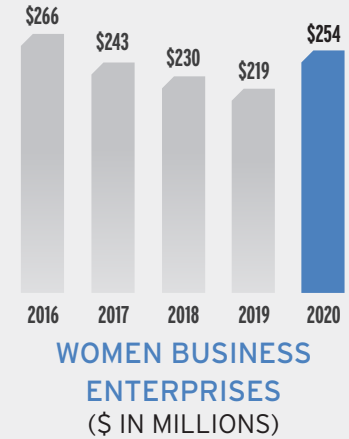
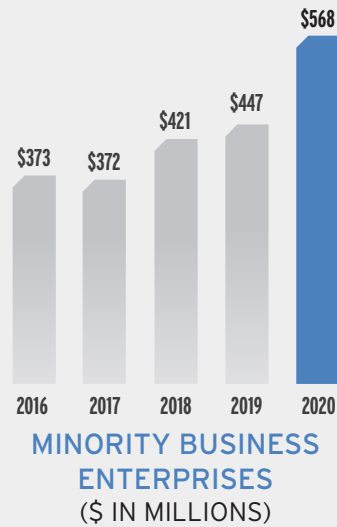
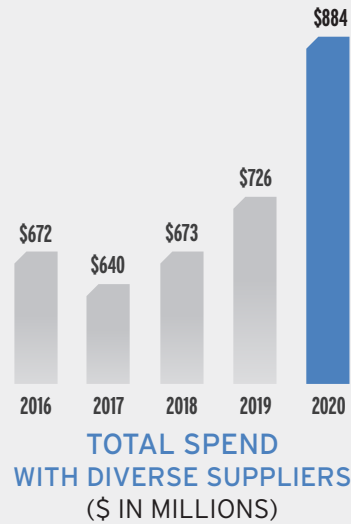


1,271

suppliers received
technical assistance

PROCUREMENT RESULTS

SOCALGAS SPEND 2016-2020



2020 Annual Report

9.1.1 PROGRAM ACTIVITIES

Internal Activities

Corporate Commitment

SoCalGas has long been committed to working with women, minority, disabled veteran and lesbian, gay, bisexual and transgender business enterprises. This commitment has been key to our mission of providing safe and reliable natural gas to customers at reasonable rates while bringing economic benefits as well as job growth to local communities. Beyond a commitment, supplier diversity is a key business strategy and a core company value that is embedded in our culture.

Our entire executive team supports increasing procurement opportunities with diverse suppliers, regularly reviewing our spend progress and leading companywide supplier diversity initiatives by example. Supplier diversity is an annual corporate goal, with executive and management compensation linked to our performance. This increases accountability within SoCalGas and drives us to find innovative ways to achieve our supplier diversity objectives.

Supplier Development/Technical Assistance

Our supplier development and technical assistance programs are aimed at helping diverse firms become prepared and “contract ready” to work with us and others. In 2020, we adapted our in-person program format to a virtual one due to the pandemic and were successful in attracting more than 1,200 diverse firms. Our programs included:

- **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 business innovation and strategic alignment tactics



Supplier Diversity Advisor Jae Joo meets with internal clients during a virtual meeting.

- **Organizational and Operations Strategy Program**, designed to teach integrated performance development models, setting business objectives and expectations and supporting systems processes. The program seeks to enrich and expand the capabilities of smaller diverse business owners and help them assess their workforce and develop proper alignment of resources.

Smaller Contractor Opportunity Realization Effort

Our Smaller Contractor Opportunity Realization Effort (SCORE) program is aimed at smaller diverse suppliers with revenues under \$5 million and fewer than 25 employees. SCORE identifies procurement opportunities at SoCalGas and matches them with qualified diverse suppliers.

These opportunities often lead to participation in a competitive bid with like-sized companies. Upon winning a contract, SCORE contractors receive on-the-job training, feedback from project managers and invitations to business boot camps designed to help them grow and build capacity.

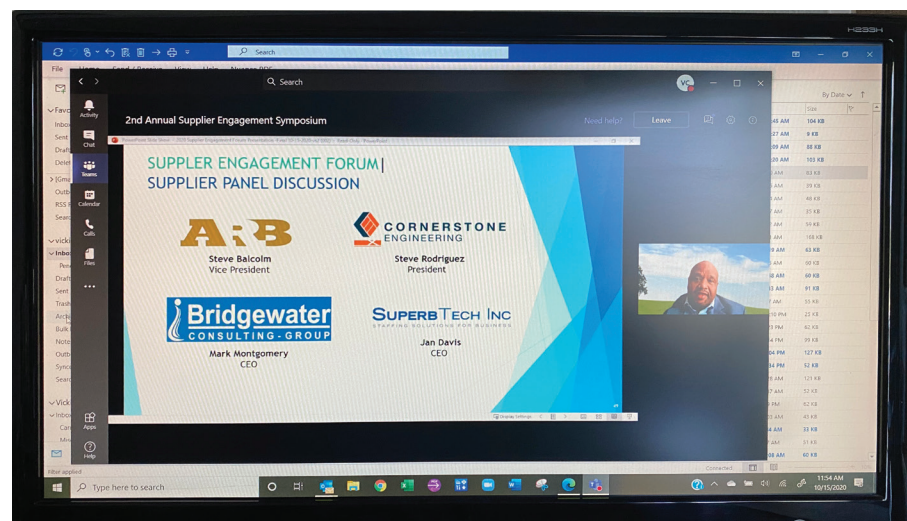
In 2020, SoCalGas spent more than \$32 million with SCORE contractors in engineering design, construction, transportation and inspection services. We also continued to expand SCORE opportunities in the areas of paving, professional services, training and technical assistance, facility services and construction management, with a goal of reaching every area of the company.

Mentoring

Supplier Diversity team members frequently mentor smaller diverse firms, introduce them to key decision makers and buyers at SoCalGas and help them navigate through the utility procurement space. Supplier Diversity provided individual coaching and introductions to internal clients for potential business opportunities and offered advice on creating comprehensive capability statements and preparing for presentations. The team also provided informal mentoring through collaboration with community-based organizations.

Supplier Relationship Management

Our Supplier Relationship Management (SRM) program strives to optimize performance through safety, quality, pricing and diverse subcontracting



Mark Montgomery of Bridgewater Consulting Group participates on a supplier panel discussion at SoCalGas' Supplier Engagement Forum.

while allowing us to better manage our interactions with prime suppliers and ensure prompt payments for all suppliers.

In 2020, our major prime suppliers continued to contract with diverse companies and provide support and technical assistance that helped prepare them for larger roles and possible prime supplier opportunities. SRM has led to more open communication, customized process improvements and increased cost savings with our largest suppliers.

Supplier Diversity Business Showcases

Our business showcases offer diverse suppliers an opportunity to present their capabilities and experiences to our internal managers and prime suppliers for potential direct and subcontracting opportunities.

In 2020, Supplier Diversity teamed up with Major Projects to provide 14 diverse suppliers an opportunity to present their capabilities to four prime suppliers, along with the project management team, for an opportunity serving as a subcontractor on upcoming compressor station projects that the primes were bidding on.

The suppliers showcased their capabilities in the areas of painting, engineering, surveying, environmental cleanup, electrical engineering, project management and over 20 other areas specific to the projects. Additionally, each prime was given an opportunity to evaluate the suppliers and schedule future meetings to discuss other potential opportunities.

Supplier Segmentation Strategy

Our Supplier Segmentation Strategy aligns our technical assistance programs and opportunities with our suppliers' needs by placing diverse suppliers into four categories based on spend with SoCalGas. This provides a more customized approach for technical assistance, mentoring and on-the-job training opportunities.

Key components of our strategy include:

- **Discover** - New suppliers found through outreach efforts that can provide goods and services in traditionally low-utilization categories
- **Develop** - Companies with spend up to \$5 million that can benefit from programs such as SCORE, development of a strategic growth plan, mentoring and training

continued on page 8

Remembering *the past*

SoCalGas has come a long way since we made supplier diversity a priority more than 45 years ago.

Our investments and progress can be attributed to a few trailblazers who believed that by embracing supplier diversity, we are all better.

For California utilities, no one has made a more indelible mark on supplier diversity than the late Gwen Moore. As a state assemblywoman, Moore drafted the 1988 landmark legislation – General Order 156 (GO 156) – that led to guidelines to promote utility recruitment and use of diverse suppliers.

Supplier diversity, at the time, was a new concept among utilities. “Some utilities were doing less than one-tenth of a percent with diverse businesses,” she said in SoCalGas’ 2016 supplier diversity annual report, “so to see what supplier diversity has become makes me feel good.”

As a member of the California Assembly for 16 years, she had over 400 bills signed into law. But GO 156 would remain her legacy, leading to countless collaborations between diverse businesses and utilities.

To honor her contributions, SoCalGas is establishing the Gwen Moore Supplier Diversity Legacy Award, given to an individual who embodies the assemblywoman’s dedication to advancing supplier diversity.



At SoCalGas, a few individuals were instrumental in creating best practices and building the foundation for supplier diversity excellence.

- In the early days of our Supplier Diversity Program, there were no formal technical assistance and mentoring programs – simply good old-fashioned in-person networking. Shawn Farrar was our first supplier diversity manager to recognize the value of outreach and building our network of diverse suppliers.
- Jeff Thorsen launched technical assistance and development initiatives and grew SoCalGas’ presence among community advocacy groups to expand our reach to diverse businesses. He also increased awareness of supplier diversity activities throughout the organization.
- As a Supplier Diversity team member for more than 30 years, Yolanda Padilla had a hand in mentoring numerous suppliers – some of which have done business with SoCalGas for decades – and helped them grow from start-ups to multimillion-dollar businesses.

Through their invaluable contributions, we have been able to create new opportunities for diverse businesses and continue to grow our purchases with them.

Pictured above (from left): Gwen Moore, Shawn Farrar, Jeff Thorsen and Yolanda Padilla.



Supplier Diversity Manager Joe Chow meets with Supplier Diversity Business Analyst Joel Seebold to discuss SoCalGas' year-end diverse spend results.

continued from page 6

- **Grow** - Businesses with spend from \$5 million to \$10 million, with a focus on building capacity and sustaining growth to transition from a SoCalGas subcontractor to a prime supplier
- **Sustain** - Suppliers with spend greater than \$10 million, with a goal to develop true strategic relationships with competitive pricing, reduced risk and best industry practices

Contractor Safety Congress

SoCalGas' annual Contractor Safety Congress – traditionally held at our Energy Resource Center – was postponed due to the pandemic. We anticipate hosting the event sometime in the future as public health conditions allow.

Supplier Diversity Champions

Our supplier diversity champions play a key role in promoting awareness of our supplier diversity goals and objectives. In 2020, these nearly 50

individuals throughout SoCalGas helped identify diverse firms for potential contract opportunities, vetted suppliers, introduced these businesses to others at SoCalGas and supported companywide activities to advance and promote supplier diversity.

As a result of the pandemic, we worked with champions virtually. Our meetings were more project-focused and centered around current opportunities. Many of our champions stepped up to the challenge, which led to contract opportunities. Fleet, Construction and Engineering were a few prominent areas of success.

Supplier Payment Programs

We offer several programs and practices to help ensure our suppliers are promptly paid and payment disputes are resolved in a timely manner.

These include:

- **Supplier Quick Pay Program** - SoCalGas offers electronic payments with modified payment terms of net 15 to smaller diverse firms with \$5 million or under in annual revenue and no more than 25 employees. There were 41 program enrollees in 2020.
- **Accounts Payable** - Suppliers can contact an Accounts Payable representative directly via email to get questions answered on pending invoices.
- **SRM** - Participants can work through our program to resolve such issues as payments, performance and contracts.
- **Supplier Diversity Team** - When notified, advisors can resolve contract issues dealing with pay, performance, complaints and more.
- **Late Payment Resolution Team** - A team comprised of representatives from Procurement, Supplier Diversity and Accounts Payable works to determine and resolve the root cause of late payments.
- **Vendor Management System** - The system provides timely payments to our suppliers and helps with compliance, time tracking, budgeting and detailed descriptions of work performed.
- **Bank of America Mastercard** - This card offers prompt payment for smaller vendor purchases.

- **Invoice Processing Education -**

Representatives from Accounts Payable conduct invoice processing education workshops to current and potential vendors to minimize delayed payments.

Major Projects

Our Major Projects construction team manages procurement, sourcing, contracts management, planning and execution of high risk/high visibility and/or high dollar projects, such as the Pipeline Safety Enhancement Plan (PSEP), compressor station modernization, Mobilehome Park Utility Upgrade Program, pipeline integrity and natural gas vehicle (NGV) stations.

These include testing and replacing natural gas pipelines throughout our transmission system, upgrading equipment at our compressor stations and replacing third-party owned, aging master meter/sub-meter energy distribution systems at mobile home parks and constructing NGV fueling stations.

In 2020, we continued to exceed our diverse supplier spend goal of 40 percent, with diverse firms performing inspection, mapping, surveying, engineering design, material and equipment supplies and construction services.

Ethnic/Community Media

During the year, we communicated natural gas safety, company programs and other key messages to multicultural audiences, spending 31 percent of our overall media budget on ethnic media. This included Hispanic, African American, Chinese, Korean, Filipino and Vietnamese.



WestLAND Group

20-year relationship continues to grow

Co-Founder, President and CEO Mary Josenhans

WestLAND Group's relationship with SoCalGas started nearly 20 years ago when the engineering, geospatial and land planning services firm was hired to provide technical support on a pipeline project.

"Things really took off for us when we began providing services for SoCalGas' Pipeline Integrity Management Program and Pipeline Safety Enhancement Plan and were awarded a master service agreement to provide engineering and surveying services," according to WestLAND Co-founder, President and CEO Mary Josenhans.

The woman-owned firm has also provided support for 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.

To help WestLAND staff and SoCalGas project managers communicate and obtain the status of all ongoing projects, WestLAND created an exclusive online portal for SoCalGas.

"To say that WestLAND has benefited from its relationship with SoCalGas is an understatement," says Josenhans, noting SoCalGas awarded a scholarship to have a WestLAND principal attend the UCLA Management Development for Entrepreneurs. Today, WestLAND, based in Ontario, has 120 employees and offices in Valencia and Bakersfield.

"Our increased revenue has allowed WestLAND to expand its workforce and invest in the latest technology, including laser scanning and UAV (unmanned aerial vehicle) operations, providing additional value to SoCalGas operations and procedures," she adds.

Overall, our ethnic advertising efforts leveraged 36 print publications, seven radio stations, three TV stations, targeted email campaigns, paid social media, digital display and video, streaming audio, connected TV, outdoor advertising, station-produced vignettes, live TV integrations, sports sponsorships and community affairs interviews.

Communications and Awareness

Supplier Diversity joined with internal Marketing Communications to increase awareness of our Supplier Diversity Program, promote companywide supplier diversity and outreach events and keep supplier diversity top-of-mind.

SoCalGas' intranet site and website included articles and supplier success stories. Additionally, our communications taskforce has been a resource to engage new diverse suppliers interested in working with SoCalGas.

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

Monitoring/Auditing/Reporting

We have several monitoring, auditing and reporting tools to help us track, analyze and evaluate our progress and adjust or modify our strategy, as needed. These include:

- **Dashboard** – Displays diverse direct procurement and subcontracting results by department on a monthly or year-to-date basis
- **Subcontracting portal** – Used by prime suppliers to input and track their monthly subcontracting results
- **Subcontracting audit** – Performed by an independent firm to evaluate and verify diverse subcontracting expenditures from our prime suppliers
- **Ad-hoc analysis and reporting** – Provides deeper analysis and understanding of spending trends

Strategic Sourcing Successes

Our Supplier Diversity team is included in all strategic sourcing and major Request for Proposal (RFP) events to enhance our diverse purchasing activities, increase efficiencies and lower operating costs.



Facilities Capital Programs Project Manager Andy Linde (left) conducts an on-site job walk with Dorothy Bi of Crown Electrical.

Here are a few examples of our strategic sourcing activities with diverse firms in 2020:

Cathodic Protection

A diverse supplier was the successful bidder on a \$3 million contract to provide cathodic protection materials.

Industrial Electrical

Four bidders participated in an RFP to provide industrial electrical services at our gas compressor stations. One diverse supplier was the successful bidder for a nearly \$4 million contract.

Information Technology

Contracts were awarded to diverse firms to supply software licenses and maintenance, infrastructure, hardware maintenance, data analytics, professional and related services. One diverse firm received a contract to provide IT services, resulting in \$39 million in spend.

SoCalGas continues to use diverse value-added resellers to assist in providing the foregoing products and services from technology original equipment manufacturers and publishers.

Environmental Services

In 2020, Environmental Services launched a major sourcing initiative in support of air, cultural/archaeological, land planning and water quality resources. Of the six prime suppliers receiving master service agreements, two were diverse firms and the other four committed to 40 percent or higher spend on diverse subcontracting.

Towards the end of 2020, the group also collaborated with Major Projects to launch another major initiative in support of environmental permitting for five Regional Clean Air Incentive Market sunset and modernization projects at existing SoCalGas Compressor Stations.

The group also committed to increasing spend with two current diverse firms providing on-call desert tortoise monitoring services for pipeline integrity projects, with a combined total agreement value of \$30 million for an additional three-year term.

Facilities

Contracts valued at nearly \$5 million were awarded to a diverse construction contractor providing asphalt and paving services. Over \$4 million in contracts were awarded to a diverse firm for general construction services, including remodeling of restrooms and facilities improvements.

Fleet Vehicles

A diverse firm was the successful bidder for a \$4 million contract to provide fleet vehicle lease programs.



Johnson-Peltier

'We're everywhere for SoCalGas'

From left: Craig Bingham, Kevin Peltier and Jeremy Peltier

From El Centro to Visalia, Johnson-Peltier crews can be seen performing a wide array of electrical services for SoCalGas.

"We're everywhere for SoCalGas - new construction, maintenance or upgrades in existing facilities and everything in between," says Johnson-Peltier Vice President Craig Bingham.

A third-generation Native American firm specializing in industrial electrical contracting, Johnson-Peltier has been doing business with SoCalGas for 30 years, but work significantly increased six years ago when it was awarded a contract to work on the Pipeline Safety Enhancement Plan (PSEP).

Since then, the Santa Fe Springs-based company received a new five-year master service agreement that covers all the utility's

facilities and small and large storage and transmission projects, including a new compressor at the Blythe Compressor Station.

"In 2014, we had 70 employees; now, we have about 100 employees. The increase is almost entirely due to SoCalGas - more than half of our employees are working on the company's projects," Bingham adds.

In addition to increased business, SoCalGas' Supplier Diversity team sponsored the firm in the UCLA Management Development for Entrepreneurs program and provided introductions to other internal departments. "We've gotten to know a lot of people there and have relationships all the way up the ladder."

He adds, "Everything they do is to help us succeed. We tell them every chance we get how grateful we are."

Supplier Diversity Team

Working with Supply Management and other groups, the Supplier Diversity team leads our supplier diversity initiatives, engaging with internal and external groups to promote diverse firms. Supplier Diversity is included in all strategic sourcing and major RFPs to help ensure the inclusion of diverse suppliers in SoCalGas contracting opportunities.

Here's a summary of activities in 2020:

- Developed annual diverse supplier procurement business plans for SoCalGas senior management team and reviewed and monitored results
- Conducted presentations for business units and tracked department goals and performance
- Participated in strategic sourcing initiatives for SoCalGas' major capital projects
- Organized virtual supplier showcase forums to highlight 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
- Promoted activities and opportunities at virtual conferences, seminars and business networking events
- Conducted virtual meetings with prime contractors and verified and monitored subcontracting plans
- Engaged in processes that facilitate prompt payments
- Resolved issues with contract and performance requirements

External Activities

Supplier Development/Technical Assistance

We continued to collaborate with business and community organizations to help diverse firms grow and become more successful. Our activities included:



Supplier Diversity Project Manager Vaughn Williams finalizes details for a SoCalGas technical assistance workshop.

- Collaborating with Asian Business Association – Los Angeles (ABA-LA) to offer workshops on business development
- Sponsoring one of our diverse suppliers 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
- Sponsoring 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
- Collaborating with Asian Business Association - Orange County to offer workshops on contract readiness
- Awarding 10 scholarships to UCLA's Management Development for Entrepreneurs program, 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

Reimagining *the present*

In 2020, the COVID-19 crisis disrupted lives, caused statewide economic collapse and prompted organizations to do business in a whole new way.

At SoCalGas, we had to quickly pivot our relationship-building, in-person supplier diversity activities to safer virtual engagements.

Meetings and networking events were replaced with video conferences. We networked and collaborated over web platforms. We showcased diverse suppliers and shared tips on how to do business with us through video webinars.

We continued to engage with diverse firms, offer technical assistance and collaborate with more than 25 advocacy organizations.

Our virtual diverse supplier showcases, networking meetings, Meet the Primes and Supplier Engagement Forum events were well-attended, along with our development programs and SoCalGas-sponsored events with community partners.

We will continue to re-imagine how we can safely engage and work with diverse suppliers to maintain our momentum in supplier diversity.



From left: Mark Montgomery, Bridgewater Consulting Group; Steven Rodriguez, Cornerstone Engineering; and Jan Davis, SuperbTech, participate on a panel at SoCalGas' Supplier Engagement Forum. Above, Supplier Diversity Project Manager Vaughn Williams serves as a panelist on "How to do business with utilities" at the Asian Business Association - Orange County's BIZCON event.



SoCalGas participates in a supplier showcase at the American Indian Chamber of Commerce of California's EXPO 2020.

continued from page 12

- Funding development programs for Women's Business Enterprise Council-West (WBEC-West) Platinum Supplier Program, ABA-LA Business Advocacy Small Business Workshop, Greater Los Angeles African American Chamber of Commerce (GLAAACC) and Veterans In Business (VIB) Network Mentoring Business Protégé Program. GLAAACC technical assistance workshops included "Reinvesting in You," "Art of Reinventing Your Business" and "Women in the C-Suite."
- Our funding supported workshops to assist smaller diverse business owners with business plan writing, bookkeeping, capabilities statement development, social media, branding, business tax filing and California Public Utilities Commission (CPUC) certification.
- Collaborating with Vermont Slauson Economic Development Corporation to host a five-part workshop on growing a small business. This workshop offered tools on how to get certified, finance a business and create a long-term strategic plan.

External Outreach

During the year, we worked with about two dozen organizations and attended more than 70 virtual events to meet and identify diverse suppliers for potential business opportunities. We also participated in virtual trade fairs and conferences and served on corporate advisory boards and committees.

Disabled Veteran Business Enterprises

We continued to identify viable ways to help disabled veteran business enterprises (DVBs) gain access to contract opportunities and enter SoCalGas' procurement process. We collaborated with VIB Network to provide mentoring assistance, workshops and networking for DVBs. We also sponsored VIB's virtual networking conference, where more than 300 DVBs sought training and technical assistance and connected with key decision makers in construction, engineering and information technology.

Lesbian, Gay, Bisexual and Transgender Business Enterprises

We remained actively engaged with LGBT organizations to introduce them to our supply chain and Supply Management. In 2020, we worked with the Los Angeles Gay and Lesbian Chamber of Commerce to provide two virtual workshops on procurement, resource availability, certification and mentoring, bringing together a combined total of 120 lesbian, gay, bisexual and transgender business enterprises (LGBTBEs).

We also co-hosted an LGBT supplier workshop along with Frontier Communications, California American Water Company and the Los Angeles Gay & Lesbian Chamber of Commerce (LAGLCC). Topics included upcoming contract opportunities and how to prepare and participate in the RFP process. Collectively, we met with over 100 LGBT firms in 2020.

Supplier Recognition

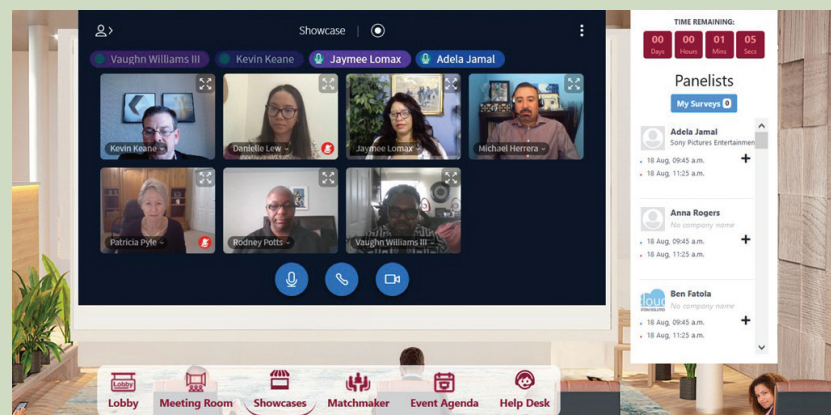
We shine a spotlight on our highly capable and talented diverse suppliers by nominating them for internal, local and national awards. In 2020, we nominated three minority-owned firms for SCMSDC's Supplier of the Year Awards for their outstanding work with us and one of them – a staffing and technology services firm – received the Class IV award and went on to win an award from the National Minority Supplier Development Council.

Additionally, we continued to promote diverse suppliers on our website, in our Supplier Diversity Annual Report and at various forums and events.

continued on page 17

Organizations supported by SoCalGas

- American Indian Chamber of Commerce of California*
- Asian Business Association – Los Angeles*
- Asian Business Association – Orange County*
- Black Business Association – Los Angeles
- California African American Chamber of Commerce
- California Asian Chamber of Commerce
- California Hispanic Chamber of Commerce
- Chinese American Construction Professionals
- Desert Business Association
- Elite SDVOB Network*
- 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*
- National Association of Women Business Owners – California
- National Association of Women Business Owners – Los Angeles*
- National Gay & Lesbian Chamber of Commerce



SoCalGas Supplier Diversity team members Rodney Potts and Vaughn Williams (bottom row, center and right) join other supplier diversity professionals at Women's Business Enterprise Council-West's matchmaking session.

- National Association of Minority Contractors – Southern California*
- National Latina Business Women Association – Inland Empire
- National Latina Business Women Association – Los Angeles*
- 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 Network

**Board position held by SoCalGas representative*

2020 awards

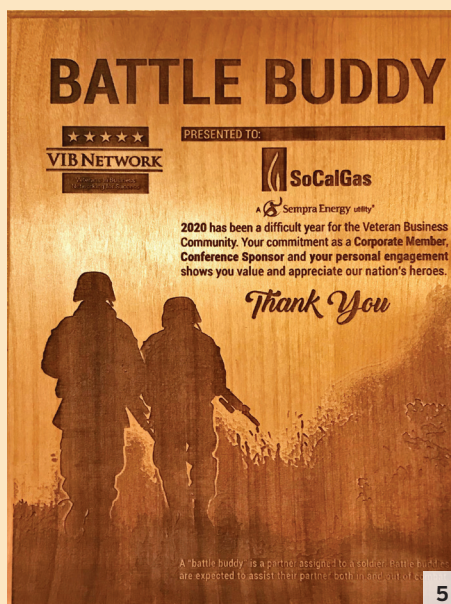
SoCalGas was recognized for our best practices and leadership in supplier diversity. Awards included:

Asian Business Association -
Orange County
Eagle Award

Chinese American
Construction Professionals
Gold Sponsor Award

Southern California Minority Supplier
Development Council
Corporate Advocate of the Year Award
Corporation of the Year Award

Veterans In Business Network
Battle Buddy Award



1. Supplier Diversity Manager Joe Chow hosts Southern California Minority Supplier Development Council's (SCMSDC) Leadership Excellence Awards dinner, where SoCalGas receives Corporation of the Year and Corporate Advocate of the Year awards. 2. Supplier Diversity Project Manager Vaughn Williams receives Asian Business Association-Orange County's Executive Eagle Award. 3. Supplier Diversity Project Manager Rodney Potts accepts a Gold Sponsor Award from Chinese American Construction Professionals. 4. Anita Ron and Joe Felicicchia announce SoCalGas' Corporation of the Year Award at SCMSDC's Leadership Excellence Awards dinner. 5. SoCalGas receives Veterans In Business Network's Battle Buddy Award for its commitment to the organization and the veteran business community.

continued from page 14

9.1.2 SUMMARY OF PURCHASES/CONTRACTS

SoCalGas had a total of 555 diverse suppliers, with 312 serving as prime suppliers (see Chart Addendums A1-A5 starting on page 32).

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	2020 Expenses (in thousands)
Wages	\$518
Other Employee Expenses	-
Program Expenses ¹	\$349
Reporting Expenses ²	-
Training Expenses	-
Consultants ³	-
Other	-
Total	\$867

¹Includes reporting and other employee expenses

²Included in Program Expenses

³Includes IT costs

9.1.4 GOAL PROGRESS

Category	SoCalGas 2020 Results	CPUC 2020 Goals
Minority Business Enterprise (MBE)	26.5%	15.0%
Women Business Enterprise (WBE)	11.9%	5.0%
Lesbian, Gay, Bisexual and Transgender Business Enterprise (LGBTBE)	0.04%	TBD
Other 8(a)	0.0%	TBD
Disabled Veteran Business Enterprise (DVBE)	2.9%	1.5%
Total WMDVLGBTBE	41.3%	21.5%

In 2020, procurement with diverse suppliers reached more than \$884 million, or 41.3 percent, of our total procurement. Here are a few highlights:

- For the 21st straight year, we exceeded the CPUC's 15 percent minority business enterprise (MBE) goal, with spend totaling nearly \$568 million.
- Our purchases with women business enterprises (WBEs) were surpassed for the 32nd consecutive year, reaching \$243 million. This category represented nearly 12 percent of all procurement and services purchased by SoCalGas.
- We had 135 new diverse contractors, representing more than \$33 million in new spend.
- We achieved \$61 million in spend, or 2.9 percent, with DVBEs.
- We also had nearly \$830,000 in spend, or .04 percent, with LGBTBEs.

Summary of Prime Contractor Utilization of WMDVLGBTBE Subcontractors

2020 SoCalGas	Minority Men	Minority Women	Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Women, Minority Business Enterprise (WMBE)	Disabled Veteran Business Enterprise (DVBE)	Lesbian, Gay, Bisexual and Transgender Business Enterprise (LGBTBE)	Other 8(a)	Total (WMDVLGBTBE)
Direct \$	\$386,073,976	\$64,922,859	\$450,996,835	\$197,609,262	\$648,606,097	\$43,882,163	\$-	-	\$692,488,261
Subcontracting \$	\$96,047,603	\$20,661,063	\$116,708,666	\$57,071,441	\$173,780,107	\$17,083,262	\$829,473	-	\$191,692,841
Total \$	\$482,121,579	\$85,583,922	\$567,705,501	\$254,680,703	\$822,386,204	\$60,965,425	\$829,473	\$-	\$884,181,102
Direct %	18.04%	3.03%	21.08%	9.24%	30.31%	2.05%	0.00%	0.00%	32.36%
Subcontracting %	4.49%	0.97%	5.45%	2.67%	8.12%	0.80%	0.04%	0.00%	8.96%
Total %	22.53%	4.00%	26.53%	11.90%	38.44%	2.85%	0.04%	0.00%	41.32%

Percentages may not equal total due to rounding

Total Procurement	\$2,139,674,225
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9.1.5 SUBCONTRACTORS

In 2020, we actively worked with prime suppliers to increase their use of diverse subcontractors.

We're pleased to report that our prime suppliers subcontracted nearly 9 percent with diverse businesses, for a total of nearly \$192 million.

To increase diverse subcontracting opportunities, we continued our practice of:

- Requesting all primes, during the RFP process, to complete a Subcontracting Goal Form and include diverse subcontractors for each bid
- Utilizing our DBE Watchlist to monitor prime suppliers with low diverse subcontracting results, discuss their submitted goals with them and request detailed plans for improvement
- Developing and helping diverse subcontractors by providing project

opportunities, technical assistance, mentoring and coaching through our supplier diversity and SRM programs

- Providing subcontractors with the visibility and experience needed to help them compete on major bids
- Holding quarterly strategy meetings with our largest prime suppliers and monitoring their subcontracting goals
- Identifying subcontracting opportunities through meetings with Supply Management
- Sharing listings of diverse firms for prime suppliers' consideration for subcontracting activities and attending pre-bid meetings
- Meeting with prime suppliers to provide training and access to our subcontracting portal
- Introducing prime suppliers to diverse firms

- Sharing monthly subcontracting results with Supply Management and SoCalGas key stakeholders
- Working with diverse subcontractors to become CPUC Clearinghouse-certified
- Inviting diverse contractors to participate in virtual business showcases so they can share their capabilities with prime suppliers and SoCalGas project managers

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

Increasing opportunities with diverse suppliers in traditionally low-utilization categories remains a high priority. In 2020, we continued to pursue diverse firms that could help in legal and finance. Our attorneys and accounting staff participated in trade shows, industry conferences, workshops and other venues to strengthen our diverse spend in these areas.



World Wide Technology Giving back to diverse firms

David Steward, chairman and founder of World Wide Technology

World Wide Technology (WWT) has come a long way since its founding in 1990. Today, the technology solutions provider has \$12 billion in annual revenues, 6,000 employees and more than 20 facilities worldwide.

As WWT became more successful, the Black-owned, St. Louis, Mo.-based company made it a practice of reaching out to and mentoring other diverse businesses. It launched a supplier diversity program in 2011 and last year, WWT reported more than \$300 million spend with 300 small and diverse businesses.

“As we strive to be the best in supplier diversity, we look to customers like SoCalGas,” says Dicran Arnold, WWT’s area vice president of Global Enterprise Sales and Diversity

Business Development. “They’ve been doing this a long time and push us to be a better company.”

Before WWT was awarded a SoCalGas contract in 2018 to perform data center and networking services, Arnold would see the Supplier Diversity team at networking events.

“The team worked tirelessly to help WWT get in the door,” says Arnold, adding “it took several years for us to get there. We had to be patient and wait for the right opportunity.”

SoCalGas is WWT’s third-largest client in Southern California with about 100 employees dedicated to the utility. Arnold adds, “SoCalGas has opened doors that may not have been open in the past... and it’s helping us grow our Southern California business.”

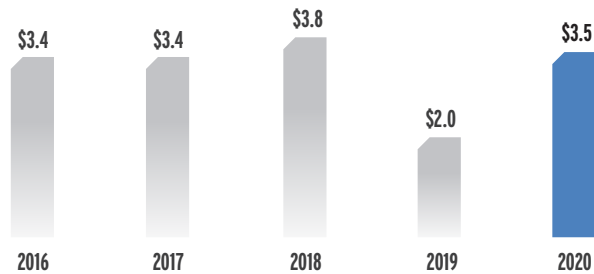
Legal

SoCalGas' Law Department regularly seeks and engages diverse firms to provide legal services in employment and labor law; general and business litigation; commercial, environmental and real estate law; and personal injury, workers' compensation and recovery claims. In addition, the department utilized diverse firms for various resources, such as court reporting.

Although we continued to incur significant outside counsel costs related to the 2015 Aliso Canyon facility natural gas leak, which dilutes overall spending with diverse firms as a percentage of overall legal cost, we have employed goals to engage diverse firms on nearly all other new matters.

SoCalGas advanced our commitment to diversity in 2020 through participation in Sempra Energy's Community of Counsel, a program for preferred law firms that handle 85 percent of outside counsel work for Sempra Energy and its subsidiaries, including SoCalGas. The program awards each firm a financial incentive for improving the percentages of

LEGAL
(2016 TO 2020 (\$ IN MILLIONS))



fees earned by timekeepers who come from traditionally underrepresented backgrounds (including those identified by the CPUC), and includes three firms that are diverse enterprises, according to the CPUC.

In 2020, approximately 45 percent of the representation provided was from women and people of color. Further, through our participation in the California Minority Counsel Program's annual conference, among others, SoCalGas' in-house attorneys interviewed existing and emerging diverse law firms for potential opportunities and networked with diversity leaders from leading companies, law firms and agencies.

Diverse Attorney Work Within Majority Law Firms		Total (\$)
Minority Men	Asian Pacific American	\$2,339,464
	African American	\$1,328,039
	Hispanic American	\$343,790
	Native American	\$3,925
	Multi-Ethnic	\$1,887,208
	Total Minority Men	\$5,902,426
Minority Women	Asian Pacific American	\$3,647,558
	African American	\$740,165
	Hispanic American	\$1,213,692
	Native American	\$867
	Multi-Ethnic	\$609,274
Total Minority Women		\$6,211,556
Total Minority		\$12,113,982
Non-Minority Women		\$21,963,891
Non-Minority Men		\$36,027,022
Disabled Veteran		\$15,918
Lesbian, Gay, Bisexual and Transgender		\$0
Other 8(a)		\$0
Grand Total, All Minority/Non-Minority		\$70,120,813

Note: Figures are estimated

Diverse Paralegal Work Within Majority Law Firms		Total (\$)
Minority Men	Asian Pacific American	\$15,805
	African American	\$47,510
	Hispanic American	\$46,183
	Native American	\$542,713
	Multi-Ethnic	\$7,311
Total Minority Men		\$659,523
Minority Women	Asian Pacific American	\$36,634
	African American	\$23,761
	Hispanic American	\$533,470
	Native American	\$0
	Multi-Ethnic	\$0
Total Minority Women		\$593,865
Total Minority		\$1,253,387
Non-Minority Women		\$598,853
Non-Minority Men		\$1,117,143
Disabled Veteran		\$0
Lesbian, Gay, Bisexual and Transgender		\$0
Other 8(a)		\$0
Grand Total, All Minority/Non-Minority		\$2,969,383

Note: Figures are estimate

Financial

Our financial diverse spend results for 2020 totaled \$2.2 million, or 8.1 percent, with overall spending increasing compared to 2019. During the year, 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.

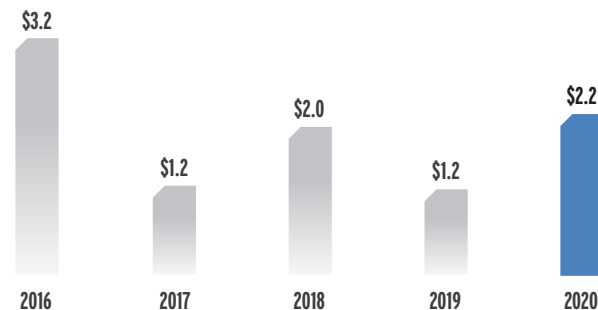
Pension and Trust Investments

Our investment managers utilize established relationships with diverse firms in seeking the best execution of trades to support our broader corporate objective of supplier diversity. In addition, we currently engage diverse suppliers as investment managers for our assets and include diverse firms in our search pools for new investment mandates. Finally, we consider how our managers support diversity and inclusion within their organizations.

Outreach

We continued to focus activities on expanding our diverse supplier base in the financial area. 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 financial firms. Among the many suppliers we met with, several were included in bid opportunities.

FINANCE (2016 TO 2020 (\$ IN MILLIONS))



A photograph of two people wearing yellow hard hats and light blue shirts, standing in a field of tall grass and looking towards the horizon. The image is partially obscured by a blue gradient overlay.

Reshaping *the future*

We have long believed that diversity and inclusion are key to our mission of delivering affordable, reliable, clean and increasingly renewable gas service to our customers.

Employees and suppliers who reflect the communities we serve help make us better, stronger and more successful.

Our commitment to diversity and inclusion drives our employee hiring and recruitment process, our philanthropic activities and how we procure goods and services. With growing attention and awareness on systemic racism in our country, we have strengthened that commitment.

In 2021, we will continue to hire and recruit people of color and increase their representation at the senior level through internal leadership and development programs. Diversity and inclusion will again be promoted through our Local Diversity and Inclusion Councils (LDICs) and monthly webinar series

covering such topics as Asian Pacific Islander heritage and LGBTQ pride. With the successful launch of our virtual Community Conversations, racial equity will continue to be discussed with employees and company leaders.

Our philanthropic activities will also support organizations that have been impacted by the overall economic climate. We remain committed to helping some of the hardest hit communities – many of which are diverse – through our support of educational and low-income programs.

And, in supplier diversity, we will roll out our African American Supplier Engagement and Development Strategy to increase our investments and spend with Black-owned businesses.

Diversity and inclusion are key to our mission to reshape the future and build the cleanest, safest and most innovative energy company in America.

2021 annual plan

10.1.1 GOALS

SoCalGas' supplier diversity corporate goal is to meet the requirements of General Order 156. Our focus has been to continue to exceed our 42 percent total spend with diverse firms, while concentrating on strengthening our relationships, targeting our outreach and expanding our diverse supplier base. In 2020, we established an internal LGBTBE goal of .05 percent.

PRODUCTS

Short-Term (2021)						Mid-Term (2023)					Long-Term (2025)				
	Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual and Transgender Business Enterprise (LGBTBE)	Disabled Veterans Business Enterprise (DVBE)	WMDV LGBTBE	Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual and Transgender Business Enterprise (LGBTBE)	Disabled Veterans Business Enterprise (DVBE)	WMDV LGBTBE	Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual and 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 (2021)						Mid-Term (2023)					Long-Term (2025)				
	Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual and Transgender Business Enterprise (LGBTBE)	Disabled Veterans Business Enterprise (DVBE)	WMDV LGBTBE	Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual and Transgender Business Enterprise (LGBTBE)	Disabled Veterans Business Enterprise (DVBE)	WMDV LGBTBE	Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual and 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 (2021)						Mid-Term (2023)					Long-Term (2025)				
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

10.1.2 PLANNED ACTIVITIES

Major Projects

We plan to engage with diverse suppliers on several capital infrastructure projects and initiatives to improve safety, customer service and enhance operational efficiencies. These include:

Compressor Modernization Project

We will continue efforts to include diverse suppliers in our Compressor Modernization project to support operational reliability. We are committed to achieving a 42 percent diverse subcontracting goal and expect diverse suppliers to be involved in such areas as demolition, inspection, painting/insulation, fire protection, electrical, pipe installation and commissioning services.

Line 85 Elk Hills to Lake Station project

We will replace approximately 10 miles of an existing 26-inch diameter transmission pipeline with a new 24-inch diameter pipeline in Kern County. Activities include the installation of mainline valves, Pipeline Instrument Gauge launcher and receiver, and associated appurtenant facilities. Line 85 North consists of non-contiguous sections of the pipeline originally installed in 1931. The project extends from northwest of Elk Hills Road near the community of Valley Acres to southeast of the California Aqueduct near Lake Station Road.

L-2000 River Crossing

Line 2000 crosses the Colorado River east of the City of Blythe and is supported by a bridge spanning across the river. To enhance the security, safety and reliability of our transmission system, we will replace the pipeline suspension bridge using a horizontal directional drill beneath the Colorado River. Pipeline changes, including a class location change and an assessment of the structural integrity of the bridge, are the main drivers of this project.

PPCLA Hydrogen Plant

The Paramount Petroleum Corporation (PPCLA), soon to be AltAir, intends to build a new hydrogen plant at their refinery in Paramount, Calif. PPCLA will be adding a new steam methane reformer with a requested delivery pressure of 170 pounds per square in gauge (PSIG). The project's scope

will provide transmission level service to PPCLA by installing three to four miles of new pipeline extension from an existing gas transmission pipeline to a new, special design customer Meter Set Assembly (MSA).

Terra Bella Pressure Betterment Project

As a result of growing industrial demands on our system in the San Joaquin Valley, SoCalGas will need to increase the amount of pressure in our pipeline infrastructure. We will achieve this through our Terra Bella Pressure Betterment project.

The project, with an estimated cost of \$20 million, will be completed in two phases. The first phase involves the installation of seven miles of 12-inch diameter high-pressure pipeline and a regulator station. The second phase includes the installation of an additional three miles of 16-inch diameter high-pressure pipeline.

We have set a 40 percent diverse spend goal for diverse firms to assist in grounds maintenance, private security and patrol, pipe and fittings supply, dump truck and equipment rental, trenching, excavating, backhoe, bobcat and traffic control services.

Pipeline Safety Enhancement Plan

PSEP, the largest natural gas pipeline testing and replacement plan in SoCalGas' history, has been underway for the past several years with some phases nearing completion.

Among them, PSEP's Phase 1A, which addresses higher priority pipelines, has remediated 216 out of 221 miles of pipeline (98 percent complete). For valve projects, 213 out of 306 base valves have been retrofitted (70 percent complete).

Phase 1B – which covers pipeline segments that are difficult to inspect due to extreme bends or changes in diameter and installed prior to 1946 – is underway; 80 out of 251 miles have been remediated (32 percent complete). Phase 2A, which addresses pipelines located in less populated areas, is also in progress; 51 out of 683 miles have been remediated (eight percent complete).

Throughout the project, we have been committed to achieving our 42 percent diverse subcontracting goal while providing suppliers with mentoring and technical assistance. We will continue to participate in

outreach events and engage with diverse companies in construction, engineering and design, inspection and other support services. We will also continue to pursue additional opportunities with diverse suppliers providing pipeline ancillary services.

Mobilehome Park Utility Upgrade

Our Mobilehome Park Utility Upgrade project team is finalizing the evaluation of the Southern California Edison/SoCalGas Mobilehome Park RFP. The award and contract executions will be issued by March 2021.

Internal Activities

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

- Evaluating the effectiveness of our technical assistance programs
- Gauging the impact of our Supplier Diversity Program on the communities we serve
- Expanding and strengthening relationships with our internal organizations
- Meeting quarterly with our prime suppliers to monitor their diverse spend activities
- Engaging in capacity building activities with other organizations
- Promoting and increasing supplier diversity participation in our strategic planning efforts
- Providing opportunities for SCORE and new smaller contractors and continuing our mentoring efforts with diverse firms



Campos EPC

Mutual success offers more opportunities

Founder Marco Campos

Campos EPC was already an emerging company when it was awarded its first contract to work on SoCalGas' Pipeline Safety Enhancement Plan (PSEP) in 2013.

Based in Denver, the firm, which provides engineering design, consulting services, integrity management and turnkey solutions for clients in the energy infrastructure industry, quickly proved to be an invaluable working relationship.

Campos EPC has worked on project controls, pipeline integrity, project coordination and management, pipeline design and engineering at SoCalGas facilities.

"Our relationship with SoCalGas has been noticeable and material. The work supplemented what we had already been doing and we demonstrated scalability to deliver

on large projects," says Marco Campos, who founded the company in 2005.

Due to increased work with SoCalGas, the Hispanic American-owned firm opened offices in Southern California and has about 70 employees dedicated to the utility. Despite the pandemic, the company hired over 130 people in 2020. "This speaks to who we are. Our clients have confidence in us and the way we execute our work," he adds.

Campos EPC shares SoCalGas' commitment to supplier diversity. Over the last five years, the company has averaged more than 40 percent diverse subcontracting spend.

"Our mutual success provides more opportunities as time goes on," says Campos. "SoCalGas is an important client to us. They're certainly part of every conversation in terms of where we want to go and what we want to do."

- Working with Market Development and other internal groups to identify potential diverse firms that provide clean energy services to reduce CO₂ emissions
- Promoting supplier diversity through online communication, internal dialogue sessions and our Supplier Diversity Champions program
- Engaging with Supplier Diversity Champions at their quarterly meetings

External Activities

SoCalGas will continue to work with community organizations, peer utilities and others to keep supplier diversity at the forefront.

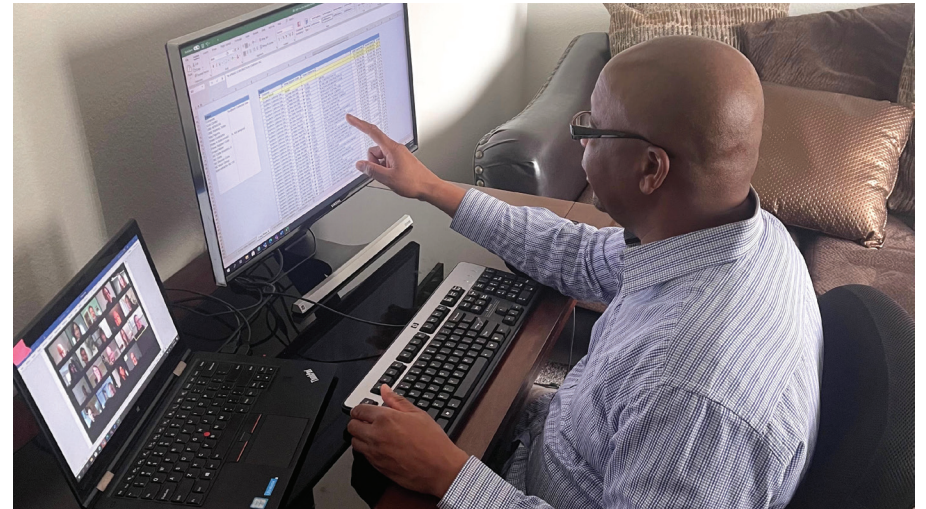
Our plans include:

- Identifying SCORE opportunities for small diverse suppliers
- Recruiting certified LGBTBEs into our supply chain through virtual 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
- Anticipating new developments in the natural gas industry and finding opportunities for diverse suppliers in the areas of renewable natural gas

Following social justice protests, SoCalGas' Supplier Diversity developed a strategy to increase African American supplier participation and growth at SoCalGas over the next five years.

The plan includes the following action items:

- Identify, develop and grow current and potential new suppliers that have the capacity and skill set to do business with SoCalGas



Supplier Diversity Project Manager Rodney Potts reviews diverse spend results.

- Utilize existing programs, outreach methods and tools to increase African American contracting opportunities and participation in our technical assistance programs
- Collaborate directly with Supply Management and business units to create pilot programs that increase RFP participation and contracts through competitive bids between African American companies
- Set goals and track the results on an annual basis of African American firms who are participating in technical assistance, RFPs and winning contracts

10.1.3 RECRUITMENT PLANS FOR SUPPLIERS IN UNDERUTILIZED AREAS

In 2021, we plan to increase procurement opportunities in low-utilization areas by:

- Inviting company procurement agents and key decision makers to attend virtual networking events and workshops with potential diverse contractors and subcontractors
- Targeting high-potential diverse firms for opportunities

- Fostering strategic relationships with diverse firms positioned to secure contracts in areas such as legal and financial services
- 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 certified and encouraging them to seek certification

Legal

We will participate in the California Minority Counsel Program as well as other legal organizations that promote diversity to identify and expand new opportunities for diverse law firms. Additionally, SoCalGas' Law Department will actively work to increase the number of diverse law firms doing business with us. Please refer to the legal section on page 20.

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 2021 include investing in minority area-focused community finance 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.

10.1.5 SUBCONTRACTING PLANS

We plan to enhance diverse subcontracting opportunities by:

- Continuing to use a subcontracting “watch list” to assist prime

suppliers with their subcontracting goals. This list will bring awareness to Supply Management and prime contractors that are not meeting their subcontracting goals.

- Conducting virtual meetings with top prime suppliers to increase their subcontracting performance
- Creating targeted virtual showcases that introduce prime firms to diverse suppliers for future business opportunities
- Utilizing an internal reporting tool to identify subcontracting opportunities and challenges
- Making sure 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 Supply Management staff and division leaders
- Introducing potential diverse 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 that are not 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.

2020 Annual Report 2021 Annual Plan

FUEL PROCUREMENT FOR NON-GENERATION



2020 Annual Report

FUEL PROCUREMENT FOR NON-GENERATION

\$104.5M = 11.2%
natural gas procurement with diverse firms of total natural gas purchases

9.1.1 PROGRAM ACTIVITIES

Internal Activities

Gas Acquisition managers continued to seek and engage qualified diverse firms in purchasing transactions and have been actively involved with our Supplier Diversity Champions program. They collaborate with Supplier Diversity and keep them informed on any new trends in gas procurement.

In addition, Gas Acquisition collaborated with Supplier Diversity to coordinate and develop relationships with energy marketers and diverse suppliers.

External Activities

We participated 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).

9.1.2 SUMMARY OF PURCHASES/CONTRACTS

Purchases with federally recognized tribes (sovereign nations) and Native American-owned natural gas suppliers rose due to an increase in their natural gas production.



Supplier Diversity Business Analyst Joel Seebold validates SoCalGas' diverse spend results.

Fuels for Non-Generation Purchases

	Dollars	Volume (Billion BTUs)
Canadian Source Natural Gas	\$27,662,435	\$15,483,612
Domestic On-Shore Natural Gas Purchases from Non-Diverse Suppliers	\$798,271,408	\$373,758,408
Domestic On-Shore Natural Gas Purchases from Diverse Suppliers	\$104,537,356	\$51,364,709
Natural Gas Purchases/Payments - Other Utilities	\$-	\$-
Total Natural Gas Purchased	\$930,471,199	\$440,606,729

9.1.3 PROGRAM EXPENSES

Program expenses are included in Section 9.1.3 Program Expenses on page 17 in the 2020 Product and Services Procurement Results.

9.1.4 GOAL PROGRESS

SoCalGas purchased 11.2 percent of our natural gas supplies from diverse firms, totaling \$104.5 million. Below is a breakdown of our natural gas purchases:

Natural Gas Suppliers by Ethnicity		
Federally recognized tribes (sovereign nations) and Native American-owned	\$14,065,692	1.5%
African American-owned	\$40,216,936	4.3%
Hispanic American-owned	\$3,257,357	0.4%
Asian Pacific American-owned	\$12,971,459	1.4%
Women-owned	\$17,563,482	1.9%
Disabled Veteran Business Enterprise-owned	\$16,462,430	1.8%
Lesbian, Gay, Bisexual and Transgender-owned	\$-	0.0%

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 2020 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

Our outreach efforts remain challenging, but we are slowly bringing on new diverse suppliers, as well as getting former diverse suppliers back into the West Coast market. Credit concerns remain, but the participation of MUFG Union Bank has brought some stability back into the market. We will continue to sponsor supplier development activities as we strive to increase the number of diverse suppliers in the market.

9.1.9 RETENTION OF ALL DOCUMENTS/DATA

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

9.1.10A PARTICIPATION RESULTS BY FUEL CATEGORY

Please refer to Chart Addendum A6 on page 39 for participation results by fuel category.

9.1.10B MARKET CONDITIONS AND OUTREACH

We will continue to reach out and develop diverse suppliers utilizing our supplier relationships. New opportunities are emerging at a slow pace, but renewed interest in becoming diverse natural gas suppliers has emerged.

As new natural gas suppliers enter the West Coast market, the prospects for diverse firms to collaborate with larger natural gas businesses increase as well. We are confident in the future growth of diverse natural gas suppliers going forward.

2021 Annual 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 will continue to work diligently to increase our diverse natural gas supplier base in 2021. This includes providing mentoring and other assistance to high-potential emerging suppliers and having Gas Acquisition staff, managers and senior management collaborate with buyers and diverse firms to monitor goals and progress.

External Activities

To increase participation with diverse natural gas suppliers, we will:

- Continue to sponsor supplier development activities to increase the number of diverse firms in the market
- Work with key organizations to identify and develop diverse suppliers
- Participate in energy industry fairs to promote diverse supplier opportunities
- Reach out to emerging diverse natural gas firms through industry and business associations
- Offer mentoring, business development and educational opportunities
- Encourage major energy companies' participation in trading with diverse businesses
- Serve in a leadership role on the National Utilities Diversity Council



Supplier Diversity Project Manager Vaughn Williams (second from left) participates on a "Working Through the Virus" panel hosted by the Asian Business Association - Los Angeles.

10.1.3 RECRUITMENT PLANS FOR SUPPLIERS IN UNDERUTILIZED AREAS

SoCalGas plans to participate in trade fairs to recruit and engage diverse suppliers in all markets and encourage them to take part 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 by General Order 156.

Chart Addendums SUMMARY OF PURCHASES/CONTRACTS

A1 9.1.2 SoCalGas WMDVLGBTBE Annual Results by Ethnicity - 2020

		Direct	Sub	Total \$	%
Minority Male	African American	\$45,875,367	\$16,947,445	\$62,822,812	2.94%
	Asian Pacific American	\$54,020,687	\$5,388,177	\$59,408,864	2.78%
	Hispanic American	\$243,794,562	\$62,951,684	\$306,746,245	14.34%
	Native American	\$42,383,360	\$10,760,297	\$53,143,657	2.48%
	Total Minority Male	\$386,073,976	\$96,047,603	\$482,121,579	22.53%
Minority Female	African American	\$9,354,683	\$648,935	\$10,003,618	0.47%
	Asian Pacific American	\$20,082,026	\$1,114,198	\$21,196,224	0.99%
	Hispanic American	\$33,492,252	\$18,788,067	\$52,280,319	2.44%
	Native American	\$1,993,898	\$109,862	\$2,103,760	0.10%
	Total Minority Female	\$64,922,859	\$20,661,063	\$85,583,922	4.00%
Total Minority Business Enterprise (MBE)		\$450,996,835	\$116,708,666	\$567,705,501	26.53%
Women Business Enterprise (WBE)		\$197,609,262	\$57,071,441	\$254,680,703	11.90%
Lesbian, Gay, Bisexual and Transgender Business Enterprise (LGBTBE)		\$0	\$829,474	\$829,474	0.04%
Disabled Veteran Business Enterprise (DVBE)		\$43,882,163	\$17,083,262	\$60,965,425	2.85%
Other 8(a)*		-	-	-	0.00%
TOTAL WMDVLGBTBE		\$692,488,260	\$191,692,843	\$884,181,103	41.32%
Net Procurement**		\$2,139,674,225			

NOTE:

Firms classified as 8(a) by Small Business Administration includes non-WMDVLGBTBE
 ** Net procurement include 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 – 2020

			Product		Services		Total	
			\$	%	\$	%	\$	%
Minority Male	African American	Direct	75,975	0.02%	45,799,392	2.52%	45,875,367	2.14%
	Asian Pacific American	Direct	9,058,359	2.81%	44,931,441	2.47%	54,020,687	2.52%
	Hispanic American	Direct	34,687,659	10.76%	209,106,903	11.51%	243,794,562	11.39%
	Native American	Direct	793,762	0.25%	41,589,599	2.29%	42,383,360	1.98%
	Total Minority Male	Direct	\$44,615,754	13.84%	\$341,427,335	18.79%	\$386,073,976	18.04%
Minority Female	African American	Direct	20,585	0.01%	9,334,097	2.29%	9,354,683	0.44%
	Asian Pacific American	Direct	528,640	0.16%	19,553,387	1.08%	20,082,026	0.94%
	Hispanic American	Direct	17,245,306	5.35%	16,246,946	0.89%	33,492,252	1.57%
	Native American	Direct	1,937,669	0.60%	56,230	0.00%	1,993,898	0.09%
	Total Minority Female	Direct	\$19,732,199	6.12%	\$45,190,660	2.49%	\$64,922,859	3.03%
Total Minority Business Enterprise (MBE)		Direct	\$64,347,953	19.95%	\$386,617,995	21.28%	\$450,996,835	21.08%
Women Business Enterprise (WBE)		Direct	\$57,904,296	17.96%	\$139,704,967	7.69%	\$197,609,262	9.24%
Lesbian, Gay, Bisexual and Transgender Business Enterprise (LGBTBE)		Direct	\$-	0.00%	\$-	0.00%	\$-	0.00%
Disabled Veteran Business Enterprise (DVBE)		Direct	-	0.00%	\$43,882,163	2.41%	\$43,882,163	2.05%
Other 8(a)*		Direct	\$-	0.00%	\$-	0.00%	\$-	0.00%
TOTAL WMDVLGBTBE		Direct	\$122,252,249	37.91%	\$570,205,125	31.38%	\$692,488,261	32.36%
Total Product Procurement \$			\$322,473,754		NOTE: Firms classified as 8(a) by Small Business Administration includes non-WMDVLGBTBE ** Net procurement include purchase order, non-purchase order and credit card dollars Direct - direct procurement Sub - subcontractor procurement % - percentage of net procurement			
Total Service Procurement \$			\$1,817,200,471					
Net Procurement**			\$2,139,674,225					
Total Number of WMDVLGBTBEs that Received Direct Spend			312					

A3 9.1.2 SoCalGas WMDVLGBTBE Procurement by Product and Service Categories - Subcontracting - 2020

			Product		Services		Total	
			\$	%	\$	%	\$	%
Minority Male	African American	Sub	1,702,343	0.53%	15,245,102	0.84%	16,947,445	0.79%
	Asian Pacific American	Sub	380,218	0.12%	5,007,959	0.28%	5,388,177	0.25%
	Hispanic American	Sub	6,118,233	1.90%	56,833,450	3.13%	62,951,684	2.94%
	Native American	Sub	25,378	0.01%	10,734,919	0.59%	10,760,297	0.50%
	Total Minority Male	Sub	\$8,226,172	2.55%	\$87,821,431	4.83%	\$96,047,603	4.49%
Minority Female	African American	Sub	-	0.00%	648,935	0.04%	648,935	0.03%
	Asian Pacific American	Sub	15,715	0.00%	1,098,483	0.06%	1,114,198	0.05%
	Hispanic American	Sub	3,232,457	1.00%	15,555,610	0.86%	18,788,067	0.88%
	Native American	Sub	-	0.00%	109,862	0.01%	109,862	0.01%
	Total Minority Female	Sub	\$3,248,173	1.01%	\$17,412,890	0.96%	\$20,661,063	0.97%
Total Minority Business Enterprise (MBE)		Sub	\$11,474,345	3.56%	\$105,234,321	5.79%	\$116,708,666	5.45%
Women Business Enterprise (WBE)		Sub	\$13,097,689	4.06%	\$43,973,752	2.42%	\$57,071,441	2.67%
Lesbian, Gay, Bisexual and Transgender Business Enterprise (LGBTBE)		Sub	\$-	0.00%	\$829,474	0.04%	\$829,474	0.04%
Disabled Veteran Business Enterprise (DVBE)		Sub	\$204,206	0.06%	\$16,879,055	0.93%	\$17,083,262	0.80%
Other 8(a)*		Sub	\$-	0.00%	\$-	0.00%	\$-	0.00%
TOTAL WMDVLGBTBE		Sub	\$24,776,240	7.68%	\$166,916,602	9.19%	\$191,692,843	8.96%
Total Product Procurement \$			\$322,473,754	NOTE: Firms classified as 8(a) by Small Business Administration includes non-WMDVLGBTBE ** Net procurement include purchase order, non-purchase order and credit card dollars Direct - direct procurement Sub - subcontractor procurement % - percentage of net procurement				
Total Service Procurement \$			\$1,817,200,471					
Net Procurement**			\$2,139,674,225					

A4 9.1.2 WMDVLGBTBE Procurement by Standard Industrial Categories - Products - 2020

	African American		Asian Pacific American		Hispanic American		Native American		Minority Business Enterprise (MBE)	Women Minority Business Enterprise (WMBE)	Lesbian, Gay, Bisexual and Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	Other 8(a)**	Total WMDVLGBTBE	Total \$
SIC Category	Male	Female	Male	Female	Male	Female	Male	Female							
23 - Apparel & Oth Finished Prods Made From Fabric	-	-	-	-	-	-	-	-	-	2,892	-	-	-	2,892	681,569
	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.42%	0.00%	0.00%	0.00%	0.42%	
24 - Lumber & Wood Prods, Exc Furniture	-	-	-	-	-	-	-	-	-	-	-	58,934	-	58,934	58,934
	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	100.00%	0.00%	100.00%	
26 - Paper & Allied Prods	-	-	-	-	1,095,951	-	-	-	1,095,951	-	-	2,683	-	1,098,634	1,167,270
	0.00%	0.00%	0.00%	0.00%	93.89%	0.00%	0.00%	0.00%	93.89%	0.00%	0.00%	0.23%	0.00%	94.12%	
28 - Chemicals & Allied Prods	-	-	-	-	-	1,405	-	-	1,405	-	-	-	-	1,405	6,814,918
	0.00%	0.00%	0.00%	0.00%	0.00%	0.02%	0.00%	0.00%	0.02%	0.00%	0.00%	0.00%	0.00%	0.02%	
29 - Petroleum Refining & Related Industries	-	-	-	-	-	398,330	-	-	398,330	91,132	-	-	-	489,461	2,178,401
	0.00%	0.00%	0.00%	0.00%	0.00%	18.29%	0.00%	0.00%	18.29%	4.18%	0.00%	0.00%	0.00%	22.47%	
30 - Rubber & Misc Plastics Prods	-	-	283	-	-	-	-	-	283	5,738	-	-	-	6,021	2,132,037
	0.00%	0.00%	0.01%	0.00%	0.00%	0.00%	0.00%	0.00%	0.01%	0.27%	0.00%	0.00%	0.00%	0.28%	
32 - Stone, Clay, Glass & Concrete Prods	-	-	-	-	-	-	-	-	-	-	-	-	-	-	4,461,112
	0.00%	0.00%	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	-	-	8,990,552	-	88,121	-	-	-	9,078,673	-	-	-	-	9,078,673	30,892,275
	0.00%	0.00%	29.10%	0.00%	0.29%	0.00%	0.00%	0.00%	29.39%	0.00%	0.00%	0.00%	0.00%	29.39%	
34 - Fabricated Metal Prods, Exc Machinery	-	-	1,954	-	4,803,133	-	1,688	-	4,804,821	419,016	-	-	-	5,223,837	17,115,667
	0.00%	0.00%	0.01%	0.00%	28.06%	0.00%	0.01%	0.00%	28.07%	2.45%	0.00%	0.00%	0.00%	30.52%	
35 - Industrial & Commercial Machinery & Computer Equip	4,025	-	-	-	85,607	195	10,667	-	100,494	1,387,019	-	-	-	1,487,513	20,972,168
	0.02%	0.00%	0.00%	0.00%	0.41%	0.00%	0.05%	0.00%	0.48%	6.61%	0.00%	0.00%	0.00%	7.09%	
36 - Electronic & Oth Elec Equip & Components	-	-	-	-	-	29,876	-	-	29,87	3,080	-	-	-	32,956	22,042,787
	0.00%	0.00%	0.00%	0.00%	0.00%	0.14%	0.00%	0.00%	0.14%	0.01%	0.00%	0.00%	0.00%	0.15%	
37 - Transportation Equip	-	-	-	-	28,690,413	-	-	-	28,690,413	756,949	-	-	-	29,447,362	30,190,628
	0.00%	0.00%	0.00%	0.00%	95.03%	0.00%	0.00%	0.00%	95.03	2.51%	0.00%	0.00%	0.00%	97.54%	
38 - Measuring, Analyzing & Controlling Instruments	-	-	-	-	98,348	-	-	-	98,348	6,791,266	-	-	-	6,889,615	17,514,844
	0.00%	0.00%	0.00%	0.00%	0.56%	0.00%	0.00%	0.00%	0.56%	38.77%	0.00%	0.00%	0.00%	39.34%	

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 and 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	-	-	21,037	-	-	-	-	-	21,037	-	-	-	-	21,037	2,591,454
	0.00%	0.00%	0.81%	0.00%	0.00%	0.00%	0.00%	0.00%	0.81%	0.00%	0.00%	0.00%	0.00%	0.81%	
50 - Wholesale Trade; Durable Goods	1,422,313	6,807	426,705	466,779	3,109,062	19,905,356	806,476	1,937,669	28,081,166	19,093,576	-	104,398	-	47,279,140	97,948,431
	1.45%	0.01	0.44%	0.48%	3.17%	20.32%	0.82%	1.98%	28.67%	19.49%	0.00%	0.11%	0.00%	48.27%	
51 - Wholesale Trade; Nondurable Goods	351,980	13,778	-	77,576	2,137,200	1,584	-	-	2,582,117	41,933,548	-	38,192	-	44,553,857	60,414,442
	0.58%	0.02%	0.00%	0.13%	3.54%	0.00%	0.00%	0.00%	4.27%	69.41%	0.00%	0.06%	0.00%	73.75%	
52 - Bldg Matls, Hardware, Garden Supply	-	-	-	-	3,610	-	-	-	3,610	-	-	-	-	3,610	680,912
	0.00%	0.00%	0.00%	0.00%	0.53%	0.00%	0.00%	0.00%	0.53%	0.00%	0.00%	0.00%	0.00%	0.53%	
55 - Automotive Dlrs & Gasoline Service Stations	-	-	-	-	377,640	-	309	-	377,949	311,360	-	-	-	689,309	3,140,033
	0.00%	0.00%	0.00%	0.00%	12.03%	0.00%	0.01%	0.00%	12.04%	9.92%	0.00%	0.00%	0.00%	21.95%	
57 - Home Furniture, Furnishings & Equip Stores	-	-	-	-	-	-	-	-	-	85,677	-	-	-	85,677	113,053
	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	75.78%	0.00%	0.00%	0.00%	75.78%	
58 - Eating & Drinking Places	-	-	-	-	-	-	-	-	-	80,174	-	-	-	80,174	295,638
	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	27.12%	0.00%	0.00%	0.00%	27.12%	
59 - Misc Retail	-	-	-	-	316,806	141,018	-	-	457,823	40,557	-	-	-	498,380	1,067,178
	0.00%	0.00%	0.00%	0.00%	29.69%	13.21%	0.00%	0.00%	42.90%	3.80%	0.00%	0.00%	0.00%	46.70%	
Total Product Procurement	1,778,317	20,585	9,438,577	544,355	40,805,892	20,477,763	819,140	1,937,669	75,822,298	71,001,985	-	204,206	-	147,028,489	322,473,754
	0.55%	0.01%	2.93%	0.17%	12.65%	6.35%	0.25%	0.60%	23.51%	22.02%	0.00%	0.06%	0.00%	45.59%	

Total Product Procurement \$	\$1,817,200,471
Total Service Procurement \$	\$322,473,754
Net Procurement**	\$2,139,674,225

NOTE:

Firms classified as 8(a) by Small Business Administration includes non-WMDVLGBTBE
 ** Net procurement include 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

	African American		Asian Pacific American		Hispanic American		Native American		Minority Business Enterprise (MBE)	Women Minority Business Enterprise (WMBE)	Lesbian, Gay, Bisexual and Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	Other 8(a)**	Total WMDVLGBTBE	Total \$
SIC Category	Male	Female	Male	Female	Male	Female	Male	Female							
07 - Agricultural Svcs	24,807	-	-	-	372,493	-	-	-	397,300	273,124	-	-	-	670,424	1,733,558
	1.43%	0.00%	0.00%	0.00%	21.49%	0.00%	0.00%	0.00%	22.92%	15.76%	0.00%	0%	0.00%	38.67%	
13 - Oil & Gas Extraction	-	-	-	12,026,858	\$14,507	-	10,168,491	-	22,209,856	476,429	-	-	-	22,686,284	106,174,255
	0.00%	0.00%	0.00%	11.33%	0.01%	0.00%	9.58%	0.00%	20.92%	0.45%	0.00%	0%	0.00%	21.37%	
15 - Bldg Const-General Contractors	-	-	474,012	-	32,618,606	2,900	12,227,481	-	45,322,999	14,598,899	-	13,031,202	-	72,953,100	83,147,094
	0.00%	0.00%	0.57%	0.00%	39.23%	0.00%	14.71%	0.00%	54.51%	17.56%	0.00%	15.67%	0.00%	87.74%	
16 - Heavy Const Oth Than Bldg Construction	462,459	-	-	-	105,118,318	12,071,943	2,307,000	109,862	120,069,582	7,556,492	-	40,396,651	-	168,022,725	465,395,706
	0.10%	0.00%	0.00%	0.00%	22.59%	2.59%	0.50%	0.02%	25.80%	1.62%	0.00%	8.68%	0.00%	36.10%	
17 - Const-Special Trade Contractors	9,547,555	-	8,038,131	520,360	32,566,078	4,195,458	12,871,952	-	67,739,533	48,823,412	-	2,962,492	-	119,525,438	268,745,839
	3.55%	0.00%	2.99%	0.19%	12.12%	1.56%	4.79%	0.00%	25.21%	18.17%	0.00%	1.10%	0.00%	44.48%	
27 - Printing, Publishing & Allied Industries	-	-	6,492	-	14,743	8,744	-	-	29,979	941,316	-	-	-	971,295	2,805,897
	0.00%	0.00%	0.23%	0.00%	0.53%	0.31%	0.00%	0.00%	1.07%	33.55%	0.00%	0%	0.00%	34.62%	
42 - Motor Freight Transportation & Warehousing	773,171	176,480	-	-	11,808,719	8,275,440	-	-	21,033,810	7,634,499	829,474	353,444	-	29,851,227	41,579,150
	1.86%	0.42%	0.00%	0.00%	28.40%	19.90%	0.00%	0.00%	50.59%	18.36%	0.00%	0.85%	0.00%	71.79%	
45 - Transportation By Air	55,199	-	-	-	-	-	-	-	55,199	-	-	-	-	55,199	73,766
	74.83%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	74.83%	0.00%	0.00%	0%	0.00%	74.83%	
47 - Transportation Svcs	3,402,493	-	-	-	-	55,821	186,551	-	3,644,864	6,060	-	-	-	3,650,924	7,306,626
	46.57%	0.00%	0.00%	0.00%	0.00%	0.76%	2.55%	0.00%	49.88%	0.08%	0.00%	0%	0.00%	49.97%	
48 - Communications	-	-	-	-	-	-	-	-	-	4,312,902	-	-	-	4,312,902	7,712,948
	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	55.92%	0.00%	0%	0.00%	55.92%	
49 - Electric, Gas & Sanitary Svcs	1,066,171	-	-	-	20,041,780	1,062,200	-	-	22,170,151	2,219	-	-	-	22,172,370	27,466,806
	3.88%	0.00%	0.00%	0.00%	72.97%	3.87%	0.00%	0.00%	80.72%	0.01%	0.00%	0%	0.00%	80.72%	
60 - Depository Institutions	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1,580,210
	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0%	0.00%	0.00%	
61 - Nondepository Credit Institutions	-	-	-	-	-	-	-	-	-	-	-	-	-	-	515,193
	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0%	0.00%	0.00%	
62 - Security & Commodity Brokers, Dirs, Exchanges	189,875	-	-	-	-	-	-	-	189,875	147,875	-	380,250	-	718,000	12,410,650
	1.53%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	1.53%	1.19%	0.00%	3.06%	0.00%	5.79%	
63 - Insurance Carriers	-	-	-	-	-	-	-	-	-	478,083	-	-	-	478,083	478,083
	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	100.00%	0.00%	0%	0.00%	100.00%	

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

	African American		Asian Pacific American		Hispanic American		Native American		Minority Business Enterprise (MBE)	Women Minority Business Enterprise (WMBE)	Lesbian, Gay, Bisexual and Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	Other 8(a)**	Total WMDVLGBTBE	Total \$
Products	Male	Female	Male	Female	Male	Female	Male	Female							
64 - Insurance Agents, Brokers & Svcs	-	15,711	-	-	-	-	-	-	15,711	-	-	-	-	15,711	613,461
	0.00%	2.56%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	2.56%	0.00%	0.00%	0%	0.00%	2.56%	
65 - Real Estate	870,697	-	-	-	-	-	-	-	870,697	885,184	-	-	-	1,755,881	4,143,865
	21.01%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	21.01%	21.36%	0.00%	0%	0.00%	42.37%	
73 - Business Svcs	40,644,783	6,549,506	6,293,008	3,450,108	15,446,593	4,675,803	13,514,650	56,230	90,630,680	45,721,927	-	2,305,609	-	138,658,215	329,372,644
	12.34%	1.99%	1.91%	1.05%	4.69%	1.42%	4.10%	0.02%	27.52%	13.88%	0.00%	0.70%	0.00%	42.10%	
75 - Automotive Repair, Svcs & Parking	766,032	-	-	-	44,172	54,825	-	-	865,029	64,389	-	-	-	929,418	15,491,963
	4.94%	0.00%	0.00%	0.00%	0.29%	0.35%	0.00%	0.00%	5.58%	0.42%	0.00%	0%	0.00%	6.00%	
76 - Misc Repair Svcs	-	-	-	-	-	-	-	-	-	660,950	-	-	-	660,950	3,192,596
	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	20.70%	0.00%	0%	0.00%	20.70%	
80 - Health Svcs	-	-	-	2,634,814	-	-	-	-	2,634,814	2,178	-	-	-	2,636,992	5,574,710
	0.00%	0.00%	0.00%	47.26%	0.00%	0.00%	0.00%	0.00%	47.26%	0.04%	0.00%	0%	0.00%	47.30%	
81 - Legal Svcs	440,133	-	1,598,611	293,422	4,675	-	-	-	2,336,841	1,233,192	-	-	-	3,570,033	79,495,592
	0.55%	0.00%	2.01%	0.37%	0.01%	0.00%	0.00%	0.00%	2.90%	1.55%	0.00%	0%	0.00%	4.45%	
87 - Engrg, Accounting, Research, Mgmt & Rela	2,801,121	3,241,336	33,507,979	1,726,307	47,866,588	905,880	1,048,393	-	91,097,604	41,424,918	-	1,135,747	-	133,658,269	318,055,694
	0.88%	1.02%	10.54%	0.54%	15.05%	0.28%	0.33%	0.00%	28.64%	13.02%	0.00%	0.36%	0.00%	42.02%	
89 - Svcs, Not Elsewhere Classified	-	-	52,055	-	23,081	493,543	-	-	568,679	8,434,673	-	195,823	-	9,199,175	34,134,164
	0.00%	0.00%	0.15%	0.00%	0.07%	1.45%	0.00%	0.00%	1.67%	24.71%	0.00%	0.57%	0.00%	26.95%	
Total Service Procurement	61,044,496	9,983,033	49,970,288	20,651,869	265,940,353	31,802,557	52,324,518	166,092	491,883,203	183,678,721	829,474	60,761,218	-	737,152,615	1,817,200,471
	3.36%	0.55%	2.75%	1.14%	14.63%	1.75%	2.88%	0.01%	27.07%	10.11%	0.05%	3.34%	0.00%	40.57%	

Total Product Procurement \$

322,473,754

Total Service Procurement \$

1,817,200,471

Net Procurement**

2,139,674,225

NOTE:

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

A6 9.1.10A Annual Energy Product Results by Ethnicity and WMDVLGBTBE Certification – 2020

			Results by Ethnicity and Gender															Results by WMDVBE Certification					
Product ¹		Unit	Asian Pacific American			African American			Hispanic American			Native American			Other Minority ²			Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Disabled Veteran Business Enterprise (DVBE)	Lesbian, Gay, Bisexual and Transgender Business Enterprise (LGBTBE)	Total WMDVLGBTBE Procurement Spend	Total Procurement Spend
			Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total						
NATURAL GAS	Short-term	\$	S-	\$2,671,696	\$2,671,696	\$15,148,080	S-	\$15,148,080	S-	\$3,257,357	\$3,257,357	\$11,483,930	\$2,581,762	\$14,065,692	S-	S-	S-	\$35,142,825	\$2,073,397	\$956,938	S-	\$38,173,160	\$405,455,801
		%	0.0%	0.7%	0.7%	3.7%	0.0%	3.7%	0.0%	0.8%	0.8%	2.8%	0.6%	3.5%	0.0%	0.0%	0.0%	8.7%	0.5%	0.2%	0.0%	9.4%	S-
	Long-term	\$	S-	\$10,299,763	\$10,299,763	\$25,068,857	S-	\$25,068,857	S-	S-	S-	S-	S-	S-	S-	S-	S-	\$35,368,620	\$15,490,084	\$15,505,492	S-	\$66,364,196	\$525,015,398
		%	0.0%	2.0%	2.0%	4.8%	0.0%	4.8%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	6.7%	3.0%	3.0%	0.0%	12.6%	S-
	Total Natural Gas	\$	S-	\$12,971,459	\$12,971,459	\$40,216,936	S-	\$40,216,936	S-	\$3,257,357	\$3,257,357	\$11,483,930	\$2,581,762	\$14,065,692	S-	S-	S-	\$70,511,444	\$17,563,482	\$16,462,430	S-	\$104,537,356	\$930,471,198
		%	0.0%	1.4%	1.4%	4.3%	0.0%	4.3%	0.0%	0.4%	0.4%	1.2%	0.3%	1.5%	0.0%	0.0%	0.0%	7.6%	1.9%	1.8%	0.0%	11.2%	S-
LPG	Short-term	\$	S-	S-	S-	S-	S-	S-	S-	S-	S-	S-	S-	S-	S-	S-	S-	S-	S-	S-	S-	S-	S-
		%	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%	0.0%	0.0%	S-
	Long-term	\$	S-	S-	S-	S-	S-	S-	S-	S-	S-	S-	S-	S-	S-	S-	S-	S-	S-	S-	S-	S-	S-
		%	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%	0.0%	0.0%	S-
	Total Natural Gas	\$	S-	S-	S-	S-	S-	S-	S-	S-	S-	S-	S-	S-	S-	S-	S-	S-	S-	S-	S-	S-	S-
		%	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%	0.0%	0.0%	S-
Overall Total \$		\$	S-	\$12,971,459	\$12,971,459	\$40,216,936	S-	\$40,216,936	S-	\$3,257,357	\$3,257,357	\$11,483,930	\$2,581,762	\$14,065,692	S-	S-	S-	\$70,511,444	\$17,563,482	\$16,462,430	S-	\$104,537,356	\$930,471,198
Overall Total %		%	0.0%	1.4%	1.4%	4.3%	0.0%	4.3%	0.0%	0.4%	0.4%	1.2%	0.3%	1.5%	0.0%	0.0%	0.0%	7.6%	1.9%	1.8%	0.0%	Overall WMDVLGBTBE%:	11.2%

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

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

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

A7 9.1.2 Number of WMDVLGBTBE Suppliers and Revenue Reported to the Clearinghouse - 2020

# WMDVLGBTBEs	Data on Number of Suppliers											
	Revenue Reported to CHS						Utility-Specific 2020 Summary					
	MBE	WBE	LGBTBE	DVBE	Other 8(a)*	Grand Total	MBE	WBE	LGBTBE	DVBE	Other 8(a)*	Grand Total
Under \$1M or Unknown	114	63	1	36	0	214	241	156	1	33	0	430
Under \$5 million	77	50	0	0	0	127	49	26	0	3	0	78
Under \$10 million	32	33	0	1	0	66	8	9	0	0	0	17
Above \$10 million	95	52	0	1	0	148	20	7	0	2	0	29
TOTAL	318	198	1	38	0	555	318	198	1	38	0	555

\$ WMDVLGBTBEs	Revenue and Payment Data											
	Revenue Reported to CHS						Utility-Specific 2020 Summary					
	MBE	WBE	LGBTBE	DVBE	Other 8(a)*	Grand Total	MBE	WBE	LGBTBE	DVBE	Other 8(a)*	Grand Total
Under \$1M or Unknown	21.0	19.6	0	0	0	40.5	45.6	24.4	0.8	5.3	0	75.4
Under \$5 million	199.3	126.0	0	0	0	325.3	98.8	74.3	0	4.6	0	177.7
Under \$10 million	229.9	226.7	0	5.6	0	462.2	53.6	58.5	0	0	0	112.1
Above \$10 million	35,950.0	8,668.6	0	16.0	0	44,634.7	369.6	97.4	0	51.0	0	518.1
TOTAL	36,400.3	9,040.9	0	21.6	0	45,462.7	567.7	254.7	0.8	61.0	0	884.2

NOTE:

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

CHS: Supplier Clearinghouse



SoCalGas® Supplier Diversity Program
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