



SOUTHWEST GAS CORPORATION

March 1, 2021

via Electronic Mail

Ms. Rachel Peterson
Executive Director
rachel.peterson@cpuc.ca.gov
California Public Utilities Commission
505 Van Ness Avenue, 5th Floor
San Francisco, California 94102

Re: Southwest Gas Corporation (U 905 G)
Utility Supplier Diversity Program

Dear Ms. Peterson:

Pursuant to Section 9 of General Order 156, Southwest Gas Corporation submits for filing the following:

- Supplier Diversity Program 2020 Annual Report and 2021 Annual Plan
- Supplier Diversity Program 2020 Annual Fuel Procurement Report and 2021 Annual Fuel Procurement Plan

Should you have any questions, please do not hesitate to contact me at (702) 876-7323.

Respectfully submitted,

A handwritten signature in blue ink that reads "Valerie J. Ontiveroz".

Valerie J. Ontiveroz
Regulatory Manager/California

Attachment

c: Stephanie Green
CPUC Utility Supplier Diversity Program
stephanie.green@cpuc.ca.gov

Telma Lopez, Manager
Southwest Gas Diversity Programs
telma.lopez@swgas.com

Carla Kolebuck, Associate General Counsel
carla.kolebuck@swgas.com



SUPPLIER DIVERSITY™

Growing Opportunities
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2020 REPORT • 2021 PLAN

2020 FUEL PROCUREMENT REPORT - 2021 FUEL PROCUREMENT PLAN

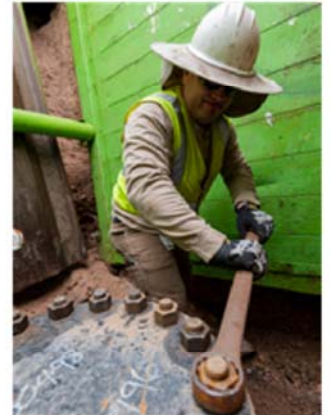


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2020 ANNUAL FUEL PROCUREMENT REPORT AND 2021 ANNUAL PLAN

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A MESSAGE FROM JOHN P. HESTER

President and Chief Executive Officer

Calendar year 2020 was certainly a year like no other. The unique challenges we were presented with by the global pandemic, coupled with nationwide attention on social issues, led us to work in ways we never had before. I'm thankful for the strong relationships we have developed with our diverse suppliers as we continue to navigate these unprecedented events. Many of our supplier partners were involved in securing personal protective equipment (PPE) for our workforce and supporting efforts to provide assistance to our customers impacted by COVID-19. Their expertise and flexibility were invaluable, and much appreciated.

This year will also be unique in many ways for our Company as a portion of our workforce continues to work remotely, team members maintain use of enhanced safety precautions and we all prepare to celebrate our 90-year anniversary! We look back at our humble beginnings as a small propane company based in Barstow, California to present day as an investor-owned utility headquartered in Las Vegas, Nevada and are grateful for the remarkable journey. Along with that growth, I'm very proud to see the development and maturation of our organization in the supplier diversity arena. For more than three decades, our Supplier Diversity program has become a valuable path for many diverse business owners to achieve their goals, and I'm excited about all we will accomplish together in 2021.



I'm pleased to present our 2020 Supplier Diversity Annual Report and 2021 Annual Plan. It highlights our accomplishments, many of which were completed in a virtual environment with our personnel working remotely. We value the relationships we've established with our diverse partners and look forward to continuing mutual success as we provide clean, affordable, reliable natural gas to more than 2 million customers for years to come.

Sincerely,

John P. Hester
President and Chief Executive Officer
Southwest Gas Corporation

2020

EXECUTIVE SUMMARY

Founded in 1931 in Barstow, California, Southwest Gas Corporation (Southwest Gas or Company) provides natural gas service to over two million customers in California, Arizona and Nevada. In California, Southwest Gas serves approximately 200,000 customers, representing 11% of the Company's overall operations. The Company's California service territories are located in Placer, El Dorado, Nevada, and San Bernardino counties.

For the 15th consecutive year, Southwest Gas has surpassed the 21.5% minimum goal established by General Order (GO) 156 for procurement with California Clearinghouse-Verified diverse suppliers. In 2020, Southwest Gas' procurement with Clearinghouse-Verified diverse suppliers in support of California operations totaled **\$54,333,066**, or **67.9%** of the Company's total California procurement. Additionally, Southwest Gas spent an additional **\$160,069,996** with Clearinghouse-Verified diverse suppliers in support of the Company's Arizona and Nevada operations.

The Company's Supplier Diversity Program (Program) results in 2020 reflect Southwest Gas' continued commitment to furthering supplier diversity opportunities for women, minority, lesbian, gay, bisexual and transgender (LGBT), and disabled veteran-owned business enterprises. Strengthening and utilizing diverse businesses contributes to the economic growth of the communities we serve.

The 2020 Program results are summarized in the table below.

	California	Arizona and Nevada	Total
Minority Men	\$ 10,436,415	\$ 14,271,951	\$ 24,708,366
Minority Women	\$ 1,662,877	\$ 20,118,547	\$ 21,781,424
Total Minority Business Enterprise (MBE)	\$ 12,099,292	\$ 34,390,498	\$ 46,489,790
Women Business Enterprise (WBE)	\$ 4,005,882	\$ 50,557,476	\$ 54,563,358
Subtotal Women, Minority Business Enterprise (WMBE)	\$ 16,105,174	\$ 84,947,974	\$ 101,053,148
Disabled Veteran Business Enterprise (DVBE)	\$ 38,209,603	\$ 75,122,022	\$ 113,331,625
LGBT	\$ 18,289	\$ -	\$ 18,289
Total Clearinghouse-Verified WMDVBE Procurement	\$ 54,333,066	\$ 160,069,996	\$ 214,403,063
Agency-Certified Spend (Non Clearinghouse)	\$ 78,061	\$ 1,972,695	\$ 2,050,756
Total Net Procurement	\$ 80,024,554		
% Clearinghouse-Verified Procurement	67.90%		

2020 ANNUAL REPORT

9.1.1

Supplier Diversity Program Activities

Internal Activities

Despite the challenges brought on by the Covid-19 pandemic, Southwest Gas remained focused on increasing opportunities for diverse businesses. In response to the changed environment, Southwest Gas adjusted its business practices and implemented enhanced protections for its customers, employees and business partners. Program staff pivoted quickly and began conducting supplier diversity activities in a virtual environment. In 2020, Program activities included the following:

- Strengthening lines of communications with business units by leveraging technology to facilitate meetings;
- Connecting diverse businesses virtually with internal stakeholders;
- Assisting business units with the identification of diverse suppliers for companywide bid opportunities;
- Conducting virtual presentations and promoting supplier diversity initiatives at various committee and department meetings;
- Meeting regularly with internal stakeholders to evaluate business needs and identify opportunities for diverse suppliers;
- Collaborating internally with business units to share information on supplier developments and issues impacting diverse businesses;
- Increasing awareness of under-utilized spend categories and encouraging stakeholders to support efforts and promote diverse supplier procurement to meet program requirements; and
- Encouraging decision makers to utilize diverse businesses in under-utilized categories.

Virtual Outreach Activities

In 2020, Southwest Gas remained committed to advancing Program initiatives and seeking out more ways to connect with diverse businesses. Program staff partnered with fellow utilities and regional councils/chambers to participate in virtual supplier diversity events. In 2020, Southwest Gas participated and/or sponsored the following outreach activities:

- April 16 - Virtual Supplier Sessions with Utilities Event
- July 20 - American Indian Chamber of Commerce Expo
- August 26 - LBGLCC Meet the Buyer Event
- September 4 - African American Virtual Utility Educational Series
- September 23 - WRMSDC Supplier Diversity Best Practices Forum
- September 30 - WRMSDC Virtual Matchmaking Event
- October 8 - Veterans in Business Virtual Conference
- October 30 - WRMSDC Construction Day 2020: Best Practices to Best Opportunities
- November 5 - AESP Diversity & Equity Series
- November 6 - American Indian Chamber of Commerce Warrior Event
- December 1 - CPUC Virtual Small/Diverse Business Expo



Program Manager Telma Lopez participated in a panel discussion on Supplier Diversity Best Practices for the Association of Energy Service Professionals.



Southwest Gas participating in a WRMSDC virtual matchmaking event.

CPUC/ Joint Utilities Virtual Small/ Diverse Business Expo

December 1, 2020, 9:00 – 10:15 a.m.
Panel Discussion: How to Navigate Contract Opportunities with Energy Utilities

- This session will be recorded and made available in the agenda section of the expo webpage https://whova.com/portal/webapp/capue_202012/.
- Attendees are in listen-only mode (muted) by default.
- Please submit your questions/comments to "All Panelists" using the Q/A function.



Program Manager Telma Lopez serves as a panelist for the CPUC/Joint Utilities Virtual Small/Diverse Business Expo.



MEET THE BUYERS VIRTUAL EVENT

Elevate Your Business Certifications to Grow Your Business



Meet the Buyers Virtual Event
Wednesday, August 26, 2020 | 10:00am - 1:00pm
Free Registration!
Please pre-register online at www.lbgcc.org

If you are a business owner with a diversity certification or are looking to get certified, this event is for you! Please join us for our "Meet the Buyers" program virtually through zoom on Wednesday, Aug 26, 2020.

Our panel of speakers will be covering contract opportunities and how to find them, how to go after opportunities at the prime contractor or subcontractor, how to get access to RFPs, and how the state resource center can keep track of opportunity spending.

**This event is for any business owner who has or is interested in obtaining the following certifications:*

- LGBTQ+ (LGBT Business enterprise)
- WBE (woman owned business enterprise)
- MBE (minority owned business enterprise)
- SBE (small business enterprise)
- LDBE (local small business enterprise)
- DBE* (disabled veteran business enterprise)
- HUB (Hawaii certification)
- SBA certification

Panelist:

- Joycelyn Yee - Supplier Diversity Senior Program Manager, Southern California Edison (SCE)
- Thomas Lopez - Local Government Affairs, Southwest Gas Corporation
- Yvonne Wilkins - South Gas
- Maria Morales - State of California, Department of Insurance, Diversity Task Force and Vice President of SBA Lending, City National Bank
- Adalberto Ruiz - Vice President Banking Center Manager, Comerica Bank
- Sasha Marshall - Procurement, Port of Long Beach
- Matt Hering - Long Beach Transit
- Willam Bayles - City of Long Beach
- Lisa Tolson - Comcast

If you have questions, please contact LBGCC President, Joe Mendez, at 562-225-3198



Meet the Buyers Virtual Event

For the 3rd consecutive year, Southwest Gas partnered with the Long Beach Gay & Lesbian Chamber of Commerce (LBGLCC) for a "Meet the Buyers" event to form connections with small and LGBT businesses. The virtual event featured representatives from various industry sectors sharing Supplier Diversity Program information and details on procurement opportunities.

Regulatory Participation

In 2020, Southwest Gas participated in the following regulatory activities:

- March 30 - 1st Quarter Joint Utility Meeting
- May 11 - GO156 Annual Report Meeting CPUC/Southwest Gas
- June 30 - 2nd Quarter Joint Utility Meeting
- July 29 - CPUC/JU/LGBT Goal Creation Discussion
- September 10 - JU/LGBT CBO Discussion
- October 19 - 3rd Quarter Joint Utility Meeting
- October 28 - JU and All CBO LGBTBE Goal Public Comment Meeting
- October 29 - CPUC 18th Annual Supplier Diversity En Banc
- December 11 - 4th Quarter Joint Utility Meeting

9.1.2

Results by Ethnicity

Ethnicity		Direct	Sub	Total \$	%
Minority Male	Asian Pacific American	854,653	-	854,653	1.07%
	African American	7,464,195	-	7,464,195	9.33%
	Hispanic American	123,621	1,377,000	1,500,621	1.88%
	Native American	616,946	-	616,946	0.77%
	Other	-	-	-	0.00%
Total Minority Male		9,059,415	1,377,000	10,436,415	13.04%
Minority Female	Asian Pacific American	420,461	-	420,461	0.53%
	African American	-	62,767	62,767	0.08%
	Hispanic American	1,018,242	161,407	1,179,649	1.47%
	Native American	-	-	-	0.00%
	Other	-	-	-	0.00%
Total Minority Female		1,438,703	224,174	1,662,877	2.08%
Total Minority Business Enterprise (MBE)		10,498,118	1,601,174	12,099,292	15.12%
Women Business Enterprise (WBE)		3,611,310	394,572	4,005,882	5.01%
Lesbian, Gay Bisexual, Transgender Business Enterprise (LGBTBE)		-	18,289	18,289	0.02%
Disabled Veteran Business Enterprise (DVBE)		38,209,603	-	38,209,603	47.75%
Other 8(a)*		-	-	-	0.00%
TOTAL WMDVLGBTBE		52,319,031	2,014,035	54,333,066	67.90%
Net Procurement**		80,024,554			

NOTE: * FIRMS CLASSIFIED AS 8(a) OF SMALL BUSINESS ADMINISTRATION INCLUDES NON- WMDVLGBTBE
 ** NET PROCUREMENT INCLUDES PURCHASE ORDER, NON- PURCHASE ORDER, AND CREDIT CARD DOLLARS
 Direct - DIRECT PROCUREMENT
 Sub - SUBCONTRACTOR PROCUREMENT
 % - PERCENTAGE OF NET PROCUREMENT

TABLE 9.1.2 (A)

9.1.2

Products and Services

Procurement by Product and Service Categories – Direct

	Ethnicity	Category	Product		Services		Total	
			\$	%	\$	%	\$	%
Minority Male	Asian Pacific American	Direct	\$ 767,861	23.71%	\$ 86,792	0.11%	\$ 854,653	1.07%
	African American	Direct	\$ -	0.00%	\$ 7,464,195	9.72%	\$ 7,464,195	9.33%
	Hispanic American	Direct	\$ -	0.00%	\$ 123,621	0.16%	\$ 123,621	0.15%
	Native American	Direct	\$ -	0.00%	\$ 616,946	0.80%	\$ 616,946	0.77%
	Other	Direct	\$ -	0.00%	\$ -	0.00%	\$ -	0.00%
Total Minority Male			\$ 767,861	23.71%	\$ 8,291,554	10.80%	\$ 9,059,415	11.32%
Minority Female	Asian Pacific American	Direct	\$ -	0.00%	\$ 420,461	0.55%	\$ 420,461	0.53%
	African American	Direct	\$ -	0.00%	\$ -	0.00%	\$ -	0.00%
	Hispanic American	Direct	\$ -	0.00%	\$ 1,018,242	1.33%	\$ 1,018,242	1.27%
	Native American	Direct	\$ -	0.00%	\$ -	0.00%	\$ -	0.00%
	Other	Direct	\$ -	0.00%	\$ -	0.00%	\$ -	0.00%
Total Minority Female			\$ -	0.00%	\$ 1,438,703	1.87%	\$ 1,438,703	1.80%
Total Minority Business Enterprise (MBE)		Direct	\$ 767,861	23.71%	\$ 9,730,257	12.67%	\$ 10,498,118	13.12%
Women Business Enterprise (WBE)		Direct	\$ 306,956	9.48%	\$ 3,304,354	4.30%	\$ 3,611,310	4.51%
Lesbian, Gay Bisexual, Transgender Business Enterprise (LGBTBE)		Direct	\$ -	0.00%	\$ -	0.00%	\$ -	0.00%
Disabled Veteran Business Enterprise (DVBE)		Direct	\$ -	0.00%	\$ 38,209,603	49.76%	\$ 38,209,603	47.75%
Other 8(a)*		Direct	\$ -	0.00%	\$ -	0.00%	\$ -	0.00%
TOTAL WMDVLGBTBE		Direct	\$ 1,074,817	33.18%	\$ 51,244,214	66.74%	\$ 52,319,031	65.38%
Net Diverse Procurement			\$ 54,333,066					
Total Product Procurement \$			\$ 3,239,006					
Total Service Procurement \$			\$ 76,785,548					
Net Procurement**			\$ 80,024,554					
Total Number of WMDVLGBTBEs that Received Direct Spend								33

TABLE 9.1.2 (B)

NOTE: * FIRMS CLASSIFIED AS 8(a) OF SMALL BUSINESS ADMINISTRATION INCLUDES NON- WMDVLGBTBE
 ** NET PROCUREMENT INCLUDES PURCHASE ORDER, NON- PURCHASE ORDER, AND CREDIT CARD DOLLARS
 Direct - DIRECT PROCUREMENT
 Sub - SUBCONTRACTOR PROCUREMENT
 % - PERCENTAGE OF NET PROCUREMENT

9.1.2

Products and Services

Procurement by Product and Service Categories – Subcontracting

Ethnicity		Product	Services	Total				
		\$	%	\$	%	\$	%	
Minority Male	Asian Pacific American	Sub	\$ -	0.00%	\$ -	0.00%	\$ -	0.00%
	African American	Sub	\$ -	0.00%	\$ -	0.00%	\$ -	0.00%
	Hispanic American	Sub	\$ -	0.00%	\$ 1,377,000	1.79%	\$ 1,377,000	1.72%
	Native American	Sub	\$ -	0.00%	\$ -	0.00%	\$ -	0.00%
	Other	Sub	\$ -	0.00%	\$ -	0.00%	\$ -	0.00%
Total Minority Male		Sub	\$ -	0.00%	\$ 1,377,000	1.79%	\$ 1,377,000	1.72%
Minority Female	Asian Pacific American	Sub	\$ -	0.00%	\$ -	0.00%	\$ -	0.00%
	African American	Sub	\$ -	0.00%	\$ 62,767	0.08%	\$ 62,767	0.08%
	Hispanic American	Sub	\$ -	0.00%	\$ 161,407	0.21%	\$ 161,407	0.20%
	Native American	Sub	\$ -	0.00%	\$ -	0.00%	\$ -	0.00%
	Other	Sub	\$ -	0.00%	\$ -	0.00%	\$ -	0.00%
Total Minority Female		Sub	\$ -	0.00%	\$ 224,174	0.29%	\$ 224,174	0.28%
Total Minority Business Enterprise (MBE)		Sub	\$ -	0.00%	\$ 1,601,174	2.09%	\$ 1,601,174	2.00%
Women Business Enterprise (WBE)		Sub	\$ -	0.00%	\$ 394,572	0.51%	\$ 394,572	0.49%
Lesbian, Gay Bisexual, Transgender Business Enterprise (LGBTBE)		Sub	\$ -	0.00%	\$ 18,289	0.02%	\$ 18,289	0.02%
Disabled Veteran Business Enterprise (DVBE)		Sub	\$ -	0.00%	\$ -	0.00%	\$ -	0.00%
Other 8(a)*		Sub	\$ -	0.00%	\$ -	0.00%	\$ -	0.00%
TOTAL WMDVLGBTBE		Sub	\$ -	0.00%	\$ 2,014,035	2.62%	\$ 2,014,035	2.52%
Net Diverse Procurement		\$ 54,333,066						
Total Product Procurement \$		\$ 3,239,006						
Total Service Procurement \$		\$ 76,785,548						
Net Procurement**		\$ 80,024,554						

TABLE 9.1.2 (B)

Total Number of WMDVLGBTBEs that Received Subcontract Spend **8**

NOTE: * FIRMS CLASSIFIED AS 8(a) OF SMALL BUSINESS ADMINISTRATION INCLUDES NON-WMDVLGBTBE
 ** NET PROCUREMENT INCLUDES PURCHASE ORDER, NON- PURCHASE ORDER, AND CREDIT CARD DOLLARS
 Direct - DIRECT PROCUREMENT
 Sub - SUBCONTRACTOR PROCUREMENT
 % - PERCENTAGE OF NET PROCUREMENT

9.1.2

Products and Services – Standard Industrial Classification Code Reporting

Standard Industrial Classification Code Reporting

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

The following is a list of SIC codes and detailed descriptions of the products and/or services that Southwest Gas obtained from Clearinghouse-Verified diverse suppliers throughout 2020. These SIC codes are also utilized in the table on the following page, which provides a breakdown of the dollars spent in each category.

SIC Code	Code Description	Product or Service Provided
16	Underground Utility Contractor	Underground Utility Contractor
17	Special Trade Contractor	Special Trade Contractor
23	Apparel & Other Finished Products	Protection Clothing
26	Chemicals and Allied Products	Industrial Products
27	Printing, Publishing & Allied Industries	Business Services
30	Rubber and Miscellaneous Plastic Products	Industrial Products
34	Fabricated Metal Products	Valves and Pipe Fittings, NEC
36	Electric & Other Electric Equipment	Industrial Products
38	Instruments and Related Products	Industrial Instruments
47	Transportation Services	Logistics Service
50	Wholesale Trade Durable Goods	Industrial supplies, including meter paint and coating, electrical apparatus and equipment wiring suppliers and construction materials
51	Wholesale Trade Durable Goods	Wholesale goods, chemical and construction products
52	Building Materials	Building materials
73	Business Services, NEC	Business Services; Computer Integrated Systems Design & Computer Related Services, Guard Services
87	Engineering & Management Services	Pipeline Engineering Services
89	Services, NEC	Interior Plant Design

9.1.2

Annual Results by Product and Service Categories Prime Contractor by SIC Codes

SIC Category	Asian Pacific American		African American		Hispanic American		Native American		Minority Business Enterprise (MBE)	Women Minority Business Enterprise (WMBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	Other 8(a)**	Total WMDVLGBTBE	Total Dollars
	Male	Female	Male	Female	Male	Female	Male	Female							
16 - Underground Utility Contractor	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 390,000	\$ -	\$ -	\$ -	\$ -	\$ 38,598,703
	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.49%	% 0.00%	% 47.75%	% 0.00%	% 48.23%	
17 - Special Trade Contractor	\$ -	\$ -	\$ -	\$ -	\$ 1,377,000	\$ -	\$ -	\$ -	\$ 1,377,000	\$ 1,005,544	\$ -	\$ -	\$ -	\$ 2,382,544	
	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 1.72%	% 0.00%	% 0.00%	% 0.00%	% 1.72%	% 1.26%	% 0.00%	% 0.00%	% 0.00%	% 2.98%	
23 - Apparel & Other Finished Products	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 5,207	\$ -	\$ -	\$ -	\$ 5,207	
	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.01%	% 0.00%	% 0.00%	% 0.00%	% 0.01%	
26 - Apparel & Other Finished Products	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 543	\$ -	\$ -	\$ -	\$ 543	
	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	
27 - Printing, Publishing & Allied Industries	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 847	\$ -	\$ -	\$ -	\$ 847	
	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	
30 - Rubber and Miscellaneous Plastic Products	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 4,064	\$ -	\$ -	\$ -	\$ 4,064	
	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.01%	% 0.00%	% 0.00%	% 0.00%	% 0.01%	
34 - Fabricated Metal Products	\$ -	\$ -	\$ -	\$ -	\$ 61,786	\$ -	\$ -	\$ -	\$ 61,786	\$ 143,570	\$ -	\$ -	\$ -	\$ 205,355	
	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.08%	% 0.00%	% 0.00%	% 0.00%	% 0.08%	% 0.18%	% 0.00%	% 0.00%	% 0.00%	% 0.26%	
36 - Power, Distribution & Specialty Products	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 99,621	\$ -	\$ -	\$ -	\$ 99,621	
	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.12%	% 0.00%	% 0.00%	% 0.00%	% 0.12%	
38 - Instruments and Related Products	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 25,392	\$ -	\$ -	\$ -	\$ 25,392	
	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.03%	% 0.00%	% 0.00%	% 0.00%	% 0.03%	
47 - Transportation Services	\$ -	\$ 215,942	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 215,942	\$ -	\$ 18,289	\$ -	\$ -	\$ 234,232	
	% 0.00%	% 0.27%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.27%	% 0.00%	% 0.02%	% 0.00%	% 0.00%	% 0.29%	
50 - Wholesale Trade Durable Goods	\$ 767,861	\$ 204,519	\$ -	\$ -	\$ -	\$ 1,018,242	\$ -	\$ -	\$ 1,990,621	\$ 99,734	\$ -	\$ -	\$ -	\$ 2,090,356	
	% 0.96%	% 0.26%	% 0.00%	% 0.00%	% 0.00%	% 1.27%	% 0.00%	% 0.00%	% 2.49%	% 0.12%	% 0.00%	% 0.00%	% 0.00%	% 2.61%	
51 - Wholesale Trade Durable Goods	\$ 2,199	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2,199	\$ 146,629	\$ -	\$ -	\$ -	\$ 148,828	
	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.18%	% 0.00%	% 0.00%	% 0.00%	% 0.19%	
52 - Building Materials	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 29,112	\$ -	\$ -	\$ -	\$ 29,112	
	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.04%	% 0.00%	% 0.00%	% 0.00%	% 0.04%	
73 - Business Services	\$ 34,092	\$ -	\$ 1,600	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 35,692	\$ 1,921,471	\$ -	\$ -	\$ -	\$ 1,957,162	
	% 0.04%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.04%	% 2.40%	% 0.00%	% 0.00%	% 0.00%	% 2.45%	
87 - Engineering & Management Services	\$ 50,501	\$ -	\$ 7,462,595	\$ 62,767	\$ 123,621	\$ -	\$ 616,946	\$ -	\$ 8,316,431	\$ 206,107	\$ -	\$ 900	\$ -	\$ 8,523,438	
	% 0.06%	% 0.00%	% 9.33%	% 0.08%	% 0.15%	% 0.00%	% 0.77%	% 0.00%	% 10.39%	% 0.26%	% 0.00%	% 0.00%	% 0.00%	% 10.65%	
89 - Services, NEC	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 27,662	\$ -	\$ -	\$ -	\$ 27,662	
	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.03%	% 0.00%	% 0.00%	% 0.00%	% 0.03%	
TOTAL	\$ 854,653	\$ 420,461	\$ 7,464,195	\$ 62,767	\$ 1,562,407	\$ 1,018,242	\$ 616,946	\$ -	\$ 11,999,671	\$ 4,105,503	\$ 18,289	\$ 38,209,603	\$ -	\$ 54,333,066	
	% 1.07%	% 0.53%	% 9.33%	% 0.08%	% 1.95%	% 1.27%	% 0.77%	% 0.00%	% 14.99%	% 5.13%	% 0.02%	% 47.75%	% 0.00%	% 67.90%	

Total Product Procurement	\$ 3,239,006
Total Service Procurement \$	\$ 76,785,548
Net Procurement***	\$ 80,024,554

NOTE: *FIRMS WITH MULTIMINORITY OWNERSHIP STATUS
 **FIRMS CLASSIFIED AS 8(a) OF SMALL BUSINESS ADMINISTRATION INCLUDES NON-WMDVLGBTBE
 ***NET PROCUREMENT INCLUDES PURCHASE ORDER, NON-PURCHASE ORDER, AND CREDIT CARD DOLLARS
 TOTAL DOLLARS - TOTAL PROCUREMENT DOLLAR AMOUNT IN THE SPECIFIC SIC CATEGORY
 % - PERCENTAGE OF TOTAL DOLLARS

TABLE 9.1.2 (D)

9.1.2

Annual Results by Suppliers' Gross Revenue Size

Data on Number of Suppliers

#WMDVLGBTBES	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 \$1 million	3	3	1	0	0	7	12	21	1	1	0	35
Under \$5 million	1	7	0	1	0	9	2	2	0	0	0	4
Under \$10 million	0	5	0	0	0	5	1	0	0	0	0	1
Above \$10 million	11	8	0	1	0	20	0	0	0	1	0	1
Total	15	23	1	2	0	41	15	23	1	2	0	41

Revenue and Payment Data

#WMDVLGBTBE \$M	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 \$1 million	\$ 2	\$ 6	\$ 1	\$ -	\$ -	\$ 9	\$ 2,241,455	\$ 1,284,541	\$ 18,289	\$ 900	\$ -	\$ 3,545,186
Under \$5 million	\$ 5	\$ 12	\$ -	\$ 3	\$ -	\$ 20	\$ 2,395,242	\$ 2,721,340	\$ -	\$ -	\$ -	\$ 5,116,582
Under \$10 million	\$ -	\$ 48	\$ -	\$ -	\$ -	\$ 48	\$ 7,462,595	\$ -	\$ -	\$ -	\$ -	\$ 7,462,595
Above \$10 million	\$ 2,072	\$ 636	\$ -	\$ 1,774	\$ -	\$ 4,482	\$ -	\$ -	\$ -	\$ 38,208,703	\$ -	\$ 38,208,703
Total	\$ 2,079	\$ 702	\$ 1	\$ 1,777	\$ -	\$ 4,559	\$ 12,099,292	\$ 4,005,882	\$ 18,289	\$ 38,209,603	\$ -	\$ 54,333,066

NOTE: * FIRMS CLASSIFIED AS 8(a) OF SMALL BUSINESS ADMINISTRATION INCLUDES NON- WMDVLGBTBE
CHS: SUPPLIER CLEARINGHOUSE

TABLE 9.1.2 (E)

9.1.2

WMDVLGBTBEs with California Majority Workforce

Based on available information, approximately 60 percent of Southwest Gas' Clearinghouse-Verified diverse suppliers have a majority of their workforce in California.

9.1.3

Annual Program Expenses

Expense Category	2020
Wages	\$ 98,945
Other Employee Expenses	\$ 252
Program Expenses	\$ 39,917
Reporting Expenses	\$ -
Training	\$ -
Consultants	\$ -
Other (Includes participation and/or sponsorship and outreach activities, i.e. trade fairs, awards events, etc.)	\$ -
Total	\$ 139,114

9.1.4

Annual Results and Goals

In 2020, procurement with Clearinghouse-Verified diverse suppliers reached more than \$54 million dollars. This represents 67.9 percent of the Company's total procurement in California. While this exceeds the CPUC's goal of 21.5 percent, Southwest Gas will continue to work towards achieving the goals for each individual category.

Category	2020 Results	Goals
Minority Men	13.04%	7.50%
Minority Women	2.08%	7.50%
Minority Business Enterprise (MBE)	15.12%	15.00%
Women Business Enterprise (WBE)	5.01%	5.00%
Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	0.02%	0.25%
Disabled Veteran Enterprise (DVBE)	47.75%	1.50%
Total WMDVLGBTBE	67.90%	21.75%

9.1.5

Prime and Subcontracting Utilization of Diverse Suppliers

Southwest Gas encourages its prime contractors to provide opportunities to diverse subcontractors throughout their supply chains. In 2020, Southwest Gas' diverse subcontracting procurement by prime contractors was \$2,014,035. This is a 38% increase in diverse subcontracting spend over the previous year. In 2021, Southwest Gas will continue to promote use of diverse subcontractors by our prime suppliers.

	Minority Male	Minority Female	Minority Business Enterprise(MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	Other 8(a)*	Total WMDVLTBE
Direct \$	\$ 9,059,415	\$ 1,438,703	\$ 10,498,118	\$ 3,611,310	\$ -	\$ 38,209,603	\$ -	\$ 52,319,031
Subcontracting \$	\$ 1,377,000	\$ 224,174	\$ 1,601,174	\$ 394,572	\$ 18,289	\$ -	\$ -	\$ 2,014,035
Total \$	\$ 10,436,415	\$ 1,662,877	\$ 12,099,292	\$ 4,005,882	\$ 18,289	\$ 38,209,603	\$ -	\$ 54,333,066
Direct %	11.32%	1.80%	13.12%	4.51%	0.00%	47.75%	0.00%	65.38%
Subcontracting %	1.72%	0.28%	2.00%	0.49%	0.02%	0.00%	0.00%	2.52%
Total %	13.04%	2.08%	15.12%	5.01%	0.02%	47.75%	0.00%	67.90%

Net Procurement \$ 80,024,554**

NOTE: * FIRMS CLASSIFIED AS 8(a) OF SMALL BUSINESS ADMINISTRATION INCLUDES NON-WMDVLTBE
 ** NET PROCUREMENT INCLUDES PURCHASE ORDER, NON-PURCHASE ORDER, AND CREDIT CARD DOLLARS
 Direct - DIRECT PROCUREMENT
 Sub - SUBCONTRACTOR PROCUREMENT
 % - PERCENTAGE OF NET PROCUREMENT

9.1.6

Diverse Supplier Complaints

Southwest Gas did not receive any formal supplier diversity-related complaints during 2020.

9.1.7

Recruitment Efforts in Low-Utilization Areas

Financial Services

Investment Banking

Southwest Gas continues to cultivate and strengthen relationships with diverse investment banks. Since 2012, Southwest Gas has had six public debt issuances. In all six issuances, including one in 2020, Southwest Gas appointed diverse investment banks as co-managers as reflected in the table below.

Issue Date	Maturity Date	Gross Principal Offered	Allocated to WMDVBEs	
			Principal	Percent
3/23/2012	4/1/2022	\$ 250,000,000	\$ 44,000,000	17.6%
10/4/2013	10/1/2043	\$ 250,000,000	\$ 44,000,000	17.6%
9/29/2016	9/29/2046	\$ 300,000,000	\$ 60,000,000	20.0%
3/15/2018	4/1/2028	\$ 300,000,000	\$ 60,000,000	20.0%
5/31/2019	6/1/2049	\$ 300,000,000	\$ 60,000,000	20.0%
6/4/2020	6/15/2030	\$ 450,000,000	\$ 110,000,000	24.4%
		<u>\$ 1,850,000,000</u>	<u>\$ 378,000,000</u>	<u>20.4%</u>

Asset Management

In 2020, Southwest Gas continued its more than 18-year relationship with a diverse asset manager for the Company's 401k plan.

Leasing Services

Southwest Gas has an outstanding lease agreement with a service-disabled veteran owned business for capital equipment and continues to seek new diverse businesses for lease financing opportunities.

Legal Services

Southwest Gas is committed to diversity and inclusion in all aspects of its business, including the procurement of legal services. Southwest Gas believes that a robust supplier diversity program contributes to the Company's growth, competitiveness and ability to provide enhanced services to our customers. During 2020, Southwest Gas engaged a minority-owned Clearinghouse-Verified firm that provided legal and regulatory consulting services with procurement of approximately \$90,265. In

addition, the Company engaged a woman-owned California firm to provide legal counsel and expertise concerning environmental matters. Southwest Gas continues to provide additional opportunities for women, LGBT and minority attorneys in non-diverse law firms. Several of the women and minority attorneys who are members/partners of majority-owned law firms, serve as lead counsel representing Southwest Gas in a wide range of legal matters. Further, the Southwest Gas Legal Affairs Department, through pro bono work, partners with organizations that advocate on behalf of underserved minority communities and other vulnerable groups. Southwest Gas remains committed to the advancement of diversity and inclusion throughout the organization and the communities it serves, and to meeting its legal needs by partnering with and promoting women, LGBT and minority-owned attorneys and law firms.

9.1.8

Document Retention

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

9.1.9

Renewable and Non-Renewable Energy

Southwest Gas' fuel procurement is reflected in the Company's 2020 Annual Fuel Procurement Report. The Company did not have any renewable energy procurement in 2020.

2021 Annual Plan

10.1.1

Goals

Southwest Gas is firm in its commitment to meet or exceed the goals of GO 156 and to strengthen relationships with partners who share the same vision. The Company’s short, mid- and long-term product and service category goals are aligned with those of GO 156, as reflected in the table below. For 2021, Southwest Gas’ diverse procurement goal will include a 0.50 percent goal for procurement with LGBTBEs.

Southwest Gas											
Overall WMDVLGBTBE											
Procurement Goal											
44.0%											
Products											
Short-Term 2021				Mid-Term 2023				Long-Term 2025			
MBE	WBE	LGBTBE	DVBE	MBE	WBE	LGBTBE	DVBE	MBE	WBE	LGBTBE	DVBE
15.00%	5.00%	0.50%	1.50%	15.00%	5.00%	0.75%	1.50%	15.00%	5.00%	1.00%	1.50%
Services											
Short-Term 2021				Mid-Term 2023				Long-Term 2025			
MBE	WBE	LGBTBE	DVBE	MBE	WBE	LGBTBE	DVBE	MBE	WBE	LGBTBE	DVBE
15.00%	5.00%	0.50%	1.50%	15.00%	5.00%	0.75%	1.50%	15.00%	5.00%	1.00%	1.50%

10.1.2

Description of Planned Program Activities

Internal Outreach Activities

In 2021, Southwest Gas will continue to deliver positive outcomes through renewed partnerships with internal stakeholders and engaging new supplier diversity partners to support Program initiatives. Program staff’s efforts will focus on the following activities:

- Continue to leverage the Company’s Diversity & Inclusion efforts to support Supplier Diversity Program and activities;
- Reenergize relationships with business units through increased communication and engagement;
- Refine Program strategies and processes to reflect the current working environment and supplier diversity best practices;
- Enhance Program awareness with added emphasis on spend goals in under-utilized categories;
- Collaborate with Supply Chain personnel to identify and track Tier 2 spend;
- Encourage Supply Chain personnel to participate in virtual supplier diversity activities;
- Continue to connect internal stakeholders with LGBTBEs and work towards integrating goals into Program strategies; and
- Address promptly issues identified as impacting diverse businesses.

External Outreach Activities

- Southwest Gas intends to further enhance engagement with our external partners and expand our support of organizations that promote the development of diverse businesses.
- Southwest Gas will continue to seek out qualified diverse business in lower-utilization areas with the support of regional organizations and diverse chambers of commerce.
- Southwest Gas set a minimum goal of 0.5 percent procurement with LGBTBEs in 2021 and will continue to work to achieve this goal and incorporate the requirement set forth in Assembly Bill No. 1678 (2014).
- Southwest Gas will continue its virtual outreach efforts to promote the Supplier Diversity Program and support events that provide opportunities to connect with diverse suppliers.

10.1.2

Planned Program Activities Internal and External

California Outreach Organizations	
American Indian Chamber of Commerce of California	Pacific Southwest Minority Supplier Development Council
California Black Chamber of Commerce	Southern California Black Chamber of Commerce
California Hispanic Chamber of Commerce	Southern California Minority Supplier Development Council
Disabled Veteran Business Alliance	Veterans In Business Network
Los Angeles Gay & Lesbian Chamber of Commerce	Women’s Business Enterprise Council — West
Long Beach Gay & Lesbian Chamber of Commerce	Western Regional Minority Supplier Development Council
National Utilities Diversity Council	

10.1.3

Plans for Recruiting Diverse Suppliers in Low-Utilization Areas

Program staff actively monitors Program activity and seeks out opportunities for diverse suppliers with low-utilization. In 2021, Program staff will enhance our efforts to work jointly with internal stakeholders to increase diverse spend in areas of lower utilization. Specifically, Program staff will focus on the following activities:

- Growing relationships with peers in our industry to develop diverse supplier procurement in low and under-utilized areas;
- Bolstering partnerships with chambers of commerce and business organizations that develop and promote suppliers in under-utilized spend categories; and
- Increasing use of diverse supplier databases to search for potential African-American Female, LGBT, Native American, and disabled veteran business enterprises.

10.1.4

Plans for Recruiting Diverse Suppliers Where Unavailable

Southwest Gas continues to make progress in identifying diverse businesses in our limited California service territories. In 2021, the Company intends to continue these efforts by extending outreach activities to areas adjacent to the Company's service territories in both Northern and Southern California.

10.1.5

Plans for Encouraging Prime Contractors to Engage Diverse Subcontractors

In 2021, identifying and increasing diverse subcontract spend will continue to be an area of focus for Southwest Gas. Program staff will work closely with internal business units and encourage prime contractors to expand opportunities for diverse subcontractors. Program activities will include the following:

- Strengthening partnerships with key stakeholders to increase diverse subcontracting spend;
- Boosting efforts to improve the collection of data and tracking of diverse subcontract spend;
- Working closely with Supply Chain personnel and other internal stakeholders to encourage prime suppliers to commit to doing business with diverse subcontractors; and
- Virtually engaging diverse subcontractors and connecting them with prime suppliers.

10.1.6

General Order 156 Compliance

Southwest Gas will continue to adhere to the guidelines as established in GO 156 and aims to further its success in overall Program performance. The Company remains committed to promoting the growth and development of diverse suppliers and expanding opportunities for diverse supplier procurement in the future. Southwest Gas will continue to collaborate and partner with organizations that share the same goal.

2020 Annual Fuel Procurement Report and 2021 Plan

2020 Annual Fuel Procurement Report and 2019 Plan

In 2020, Southwest Gas did not make any natural gas purchases from Clearinghouse-Verified diverse suppliers to support its operations in California (*see Fuel Purchases Chart*). However, Southwest Gas purchased \$5,811,163.53 of natural gas supplies from one Clearinghouse-Verified diverse supplier to support its Nevada operations. Although no Clearinghouse-Verified diverse suppliers were successful participants in the Company's natural gas solicitations for California, the purchase from a diverse supplier for the Company's Nevada operations shows that Southwest Gas remains committed and steadfast to include diverse businesses in its gas supply solicitations.

Current Market Conditions

The Company's Gas Supply Department secures natural gas supplies to serve Southwest Gas' sales customers in California, Nevada and Arizona. Southwest Gas meets these requirements through a combination of firm contract purchases, monthly spot market purchases, and daily spot market purchases. The Company purchases gas supplies in the most economic manner from a wide variety of sources and ever-changing number of potential suppliers. Southwest Gas acquires the necessary gas supplies on a competitive price basis, also taking into consideration the reliability and assured performance of potential gas suppliers, as well as the reliability of the actual sources of supply. Diverse suppliers have an opportunity to compete directly with the Company's other natural gas suppliers. Southwest Gas has a longstanding commitment to doing business with diverse suppliers and will provide opportunities when possible and economic.

Southwest Gas actively solicits both firm and spot market gas supply offers from diverse suppliers. Whether daily, monthly or long term, the Company encourages diverse suppliers to participate when it seeks offers for natural gas supplies. Generally, Southwest Gas receives responses to its solicitation programs from various diverse suppliers, some of whom become successful in the competitive process.

Outreach Efforts

Southwest Gas reviews proposals from prospective diverse gas suppliers and provides those potential suppliers with information and the opportunity to participate in all bidding programs. Additionally, the Company's Gas Supply Department fields calls directly from prospective suppliers, accepts referrals from industry contacts, and pursues contacts provided by Supplier Diversity Program staff.

Recruiting Diverse Suppliers in Low-Utilization Areas

In 2021, Southwest Gas will continue its efforts to increase procurement in areas of low-utilization.

Supplier Diversity Program Fuel Procurement Annual Plan for 2021

In 2021, the Company's Gas Supply department will endeavor to find and develop new diverse suppliers and encourage existing diverse suppliers to participate in Southwest Gas' various natural gas supply solicitation opportunities. Gas Supply employees will also meet with prospective diverse suppliers to discuss natural gas supply requirements, existing supply arrangements, and settlements for gas purchased. Southwest Gas will continue to engage and welcome Clearinghouse-Verified diverse natural gas suppliers that offer cost-competitive natural gas supplies to the Company.

9.1.11

Annual Energy Product Results by Ethnicity & WMDVLGBTBE Suppliers

Annual Energy Product Results by Ethnicity and WMDVLGBTBE Certification
(All dollar figures in \$MM)

Product ¹	Unit	Results by Ethnicity & Gender												Results by WMDVLGBTBE Certification					Total WMDVLGBTBE	Total Procurement Spend						
		Asian Pacific American			African American			Hispanic American			Native American			Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	Other 8(a) ³								
		Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Total	Total	Total	Total	Total								
NATURAL GAS	SHORT TERM	\$	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 16,444,806		
		%	0.000%	0.000%	0.000%	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%	0.000%	100%		
	LONG TERM	\$	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 21,572,877	
		%	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%	0.0%	0.0%	100%	
	Total Natural Gas	\$	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 38,017,682	
		%	0.000%	0.000%	0.000%	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%	0.000%	100%	
LPG	SHORT TERM	\$	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
		%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0%	
	LONG TERM	\$	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
		%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0%
	Total LPG	\$	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
		%	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%	0.0%	0.0%	0.0%	0%
Overall Total \$		\$	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 38,017,682	
Overall Total %		%	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%	0.0%	0.0%	Overall WMDVLGBTBE%: 0.000%	

Note:

Short Term Gas - For terms 91 days or less

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

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

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

⁴Firms with multi-minority ownership status

³Includes Non-WMDVLGBT firms classified as 8(a) of Small Business Administration

% - percentages calculated by the Row Category Total Procurement Spend