



SUPPLIER DIVERSITY

ADVANCING INCLUSION AS A PATHWAY TO A CLEAN ENERGY FUTURE

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All in-person events followed COVID-19 safety protocols.

SUPPLIER DIVERSITY

ADVANCING INCLUSION AS A PATHWAY TO A CLEAN ENERGY FUTURE

Leading the transition to a net zero economy... Investing in innovation to deliver clean, reliable and affordable energy... Championing diverse business enterprises...

At SoCalGas, we've embarked on a bold journey to a clean energy future – a journey that's transforming how we operate, innovate and collaborate.

Central to our clean energy effort is our commitment to diversity, equity and inclusion. Through partnerships with diverse businesses and community leaders, we can reach our sustainability aspiration of net zero greenhouse gas emissions in our operations and delivery of energy by 2045.

By increasing our commitment to working with diverse business enterprises, SoCalGas is better positioned to advance our mission of building the cleanest, safest, most innovative energy company in America.

Our commitment is an important opportunity to further grow and strengthen our partnerships with diverse businesses. Creating opportunities for new suppliers, while continuing to expand our work with existing suppliers, will allow us to help lead Southern California's transition to a clean energy future.

CEO'S MESSAGE

In 2021, SoCalGas announced ASPIRE 2045, a goal of achieving net zero greenhouse gas emissions in our operations and delivery of energy by 2045, becoming the largest natural gas distribution utility in America to set such an ambitious goal.

In January of 2022, we released our Sustainability Strategy, outlining how our company will live our values of Doing the Right Thing, Championing People, and Shaping the Future. This strategy includes achieving 45% spend with diverse business enterprises by 2025.

And in February of 2022, we announced our proposal for the *Angeles Link*, which aims to be America's largest green hydrogen infrastructure system.

With all these ambitions, I'm proud to say we exceeded our 2021 goals of 42% spend with women, minority, disabled veteran, LGBT and small disadvantaged businesses, and we increased the spend with African American vendors by 49%. These results represent the 29th straight year of exceeding the California Public Utilities Commission's 21.5% goal. Over the last five years, we have spent \$3.9 billion with diverse business enterprises.

Despite 2021's global health and economic crisis, we focused even more with community-based organizations to promote our supplier diversity initiatives: hosting webinars, networking sessions, business boot camps, matchmaking and mentoring events.

Our investments in technical assistance and development programs continue with capacity building, mentoring, outreach and alliances with more than 30 organizations — ranging from ethnic business chambers to minority business advocacy organizations. It is our aim to set the gold standard in supplier diversity excellence.

Looking ahead, our investments in infrastructure and technology to deliver affordable, reliable and clean energy will create more economic opportunities for diverse suppliers. Partnering with diverse suppliers who adapt to changing conditions and bring innovative solutions is invaluable to SoCalGas achieving its net zero goals and advancing California's clean energy and climate goals.

SoCalGas is leading the transition to decarbonized energy. In partnership with diverse firms and community partners, we will help California implement clean energy solutions at scale and become a global leader in clean energy innovation.



Scott Drury
CEO, SoCalGas



"Partnering with diverse suppliers who adapt to changing conditions and bring innovative solutions is invaluable to SoCalGas achieving its net zero goals and advancing California's clean energy and climate goals."

SUPPLIER DIVERSITY 2021 HIGHLIGHTS

\$2.3 BILLION
TOTAL PROCUREMENT

 **\$972.6**
MILLION
spend with diverse firms

total purchases with
diverse suppliers
 **42.42%**

 **29 YRS**
CPUC goal surpassed

 **91%**
of our diverse
suppliers are
based in California

 **577**
diverse suppliers
working with SoCalGas

 **320**
diverse prime suppliers

 **13**
AMONG TOP 25
SoCalGas suppliers
are diverse firms

 **105**
new diverse firms

 **\$61.5**
MILLION
in SCORE program spend

 **1,722**
suppliers received
technical assistance

SOCALGAS PROCUREMENT RESULTS



2021 ANNUAL REPORT

At SoCalGas, we've made it our core mission to improve lives and communities by building the cleanest, safest and most reliable energy company in America. Central to this philosophy is our dedication to supplier diversity.

9.1.1 PROGRAM ACTIVITIES

Internal Activities

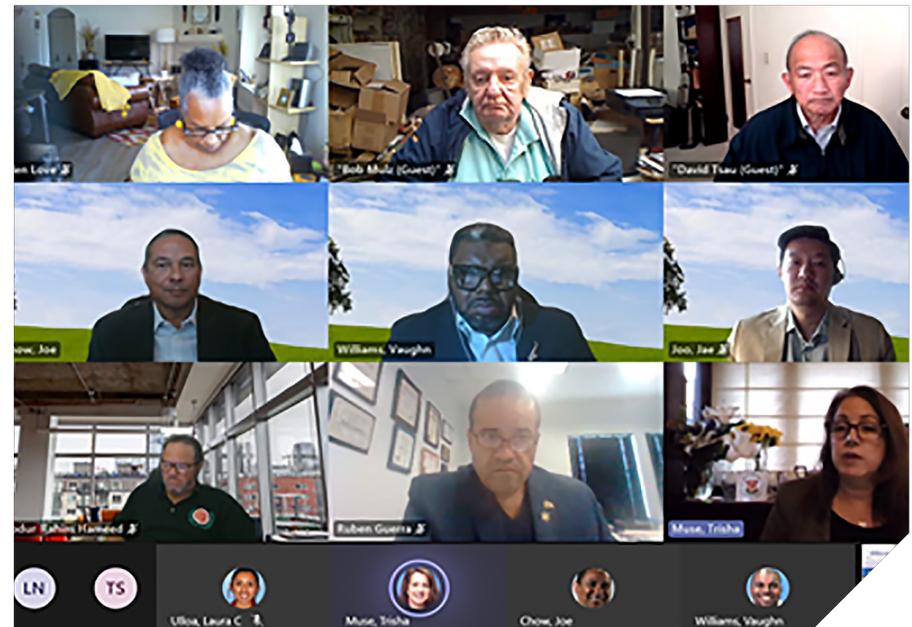
Corporate Commitment

SoCalGas has made supplier diversity a focus along with safety, customer satisfaction and other operational goals. Supplier diversity is an integral part of our overall strategy and a smart and effective way to run our business by promoting innovation through new products, services and solutions.

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

We continued to offer supplier development and technical assistance programs to help diverse firms become more competitive and “contract ready” to work with us. Using in-person as well as virtual formats due to the COVID-19 health crisis, 1,722 diverse businesses participated in our programs in 2021. These included:



SoCalGas hosted a forum with community-based organizations to discuss supplier diversity activities. Participating on a panel were the Supplier Diversity team (second row, from left): Joe Chow, Vaughn Williams and Jae Joo and Director of Community Relations Trisha Muse (bottom row, right).

- **How to Contract with Utilities** – We teamed up with the Greater Los Angeles African American Chamber of Commerce (GLAAACC) for a four-part webinar on how to do business with utilities. The curriculum covered the importance of certification, how to respond to a Request for Proposal (RFP) and business opportunities in the utility space. Each attendee was also given an opportunity to engage one-on-one with corporate decision makers.
- **Elevate Entrepreneur Institute** – Our four-part virtual class offered diverse firms insight on brand development, marketing, financial literacy and investments. The objective was to align goals with vision, purpose, utility-based programming and integrated experience with real world scenarios.
- **Safety Training** – This two-part series prepared suppliers for situations that could impact their daily business operations by addressing responsiveness to business interruption. The program also offered tips on building an emergency preparedness plan.

- **Strategies for Human & Financial Management** – Our six-part virtual series was aimed at advancing mid- and large-sized diverse businesses to the next level. Experts in human resources, marketing and finance offered support and training to help businesses enhance processes and business fundamentals.

Smaller Contractor Opportunity Realization Effort (SCORE)

Our Smaller Contractor Opportunity Realization Effort (SCORE) program continued to train, develop and support diverse firms interested in doing business with us. SCORE identifies procurement opportunities at SoCalGas and matches those opportunities with qualified smaller diverse suppliers with revenues under \$5 million and fewer than 25 employees.

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, mentoring and skills development that enable them to perform well on a contract.

Additionally, training is customized based on identified areas of need and include communications, invoicing, reporting and safety. Project managers are invited to attend these sessions as their feedback and interaction allow suppliers to experience a hands-on approach to culture and project expectations.

In 2021, more than \$61.5 million was spent with SCORE contractors in engineering design, construction, transportation and inspection services. With a goal to expand to every category of work, we

added SCORE opportunities in paving, professional services, training, technical assistance, facilities services and construction management.

Mentoring

Through mentoring, we provide diverse firms with tools, training and access to resources and counsel to drive success and innovation in both product offerings and business execution.

In 2021, we continued to help smaller diverse firms navigate our procurement process. Supplier Diversity joined with other departments and groups on supplier showcases and virtual matchmaking sessions to promote new business opportunities, individual coaching and networking. Additionally, we offered tips on creating comprehensive capability statements and preparing for presentations with key decision makers.

The team also collaborated with community-based organizations (CBOs) and provided informal mentoring to diverse business owners.

Supplier Relationship Management

Our Supplier Relationship Management (SRM) program allows us to better manage our interactions with prime suppliers while optimizing performance through safety, quality, pricing, diverse subcontracting and timely payments for all suppliers.

By creating a streamlined approach and focusing on two-way communication between SoCalGas and our supplier base, SRM has led to more open communication, customized process improvements and increased cost savings with our largest suppliers.

In 2021, several major prime suppliers partnered with diverse companies for focused support and technical assistance that prepares them for larger roles and possible prime contracting opportunities.

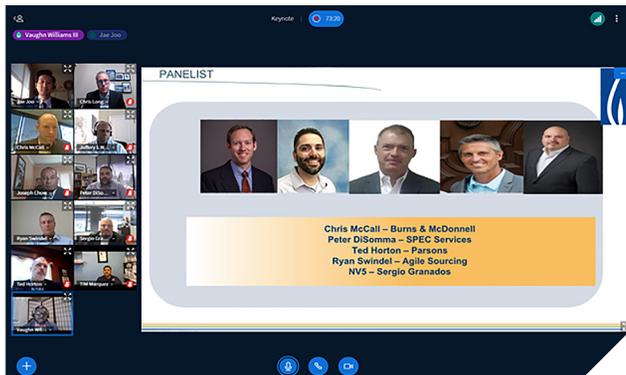
Supplier Diversity Business Showcases

Our business showcases are strategic platforms for our diverse suppliers to present their capabilities to internal managers and prime suppliers for potential direct and subcontracting opportunities.



Illary Archilla of Terravanta and SoCalGas Supplier Diversity Advisor Jae Joo participate in the Latina BizCon Matchmaking session.

Creating pathways for underserved businesses



Several SoCalGas prime contractors served on a Meet the Primes panel. These events often lead to diverse subcontracting jobs with prime suppliers or larger contract opportunities.

These showcases also encourage diverse suppliers to meet and form potential business relationships or alliances with other diverse companies.

In 2021, Supplier Diversity collaborated with Fleet, Facilities, Environmental Services and Customer Programs and hosted two Meet the Prime events aimed at giving diverse suppliers a forum to showcase their capabilities with our prime contractors.

These events often lead to subcontracting or larger contract opportunities. At one event, there were 113 participants presenting capabilities in the areas of design, construction, clean energy, building maintenance, engineering, IT services and more.

In response to racial inequality brought to light across the country during the COVID-19 pandemic, SoCalGas made a commitment to increase African American supplier participation and growth over the next five years.

Key to these efforts will be working with organizations such as the Greater Los Angeles African American Chamber of Commerce (GLAAACC), which advocates for African American-owned business enterprises and provides a variety of programs and services to assist in their growth and development.

“SoCalGas is committed to making a difference,” says Supplier Diversity Manager Joe Chow. “This means offering more support to businesses in underserved areas and communities and finding new ways to collaborate with them.”

In 2021, SoCalGas teamed up with GLAAACC and sponsored a four-part workshop on “How to Contract with California Utilities,” which attracted nearly 30 attendees and covered the importance of CPUC certification, how to respond to proposals and requests for information, suppliers needed by utilities and networking with buyers and decision makers.

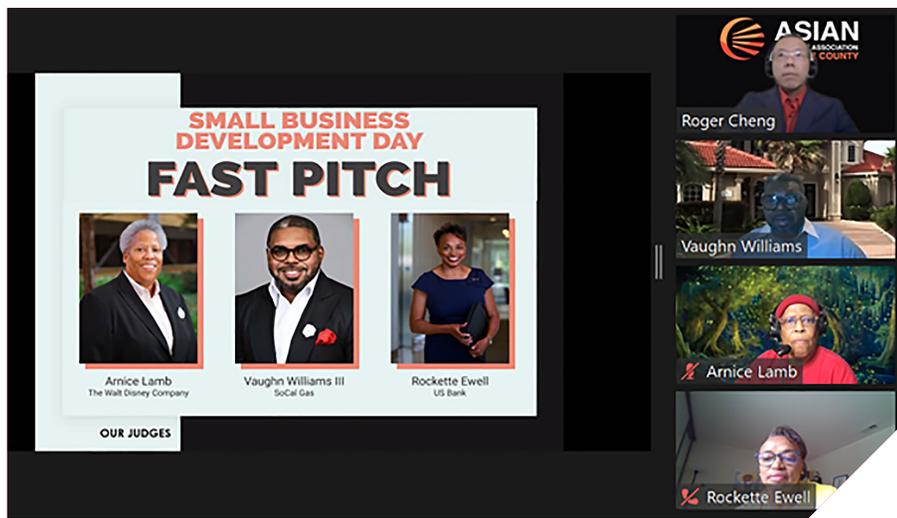


GLAAACC Chairman Gene Hale

In addition to collaborating on other workshops and events, SoCalGas representatives serve on the boards of GLAAACC and its Education Fund & Foundation, which provides scholarships to high school students in underserved communities.

“SoCalGas creates pathways for underserved small businesses that have not traditionally had access to opportunities,” says Gene Hale, GLAAACC’s chairman. “They also help guide us in removing obstacles and challenges small businesses face.”

Regarding SoCalGas’ plans to increase spending with Black-owned businesses, he adds, “It kicks off and inspires others to put more effort in helping African American-owned businesses be successful.”



SoCalGas Supplier Diversity Project Manager Vaughn Williams (center and second from top) serves as a judge at the Asian Business Association – Orange County’s Small Business Development Day “Fast Pitch” competition.

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 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
- **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 contractor
- **Sustain** – Suppliers with spend greater than \$10 million, with a goal to develop true strategic partners with competitive pricing, reduced risk and best industry practices

Contractor Safety Congress

Our annual Contractor Safety Congress was held virtually with more than 200 small and large contractors participating in a half-day workshop. Superintendents and Safety managers from several of SoCalGas’ large gas pipeline construction firms made presentations at our Energy Resource Center and led virtual group discussions on safety-related topics.

For the first time, Supplier Diversity presented a workshop on our company goals, technical assistance, COVID-19 impacts, best practices and program initiatives. The event also featured SoCalGas executives participating on a panel focused on safety.

Supplier Diversity Champions

We have Supplier Diversity Champions throughout SoCalGas who help identify diverse firms for potential contract opportunities. These champions take part in introducing diverse business enterprises to other business units and support companywide activities to promote supplier diversity.

In 2021, Supplier Diversity hosted a successful virtual workshop that brought awareness to our program and recruited additional champions.

There are currently 73 champions who have been key to advancing supplier diversity at SoCalGas.

Supplier Payment Programs

Our programs employ best practices to help ensure our suppliers are paid promptly 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 days to smaller diverse firms with \$5 million or under in annual revenue and no more than 25 employees. There were 37 program enrollees in 2021.

- **Accounts Payable** – Suppliers can contact an Accounts Payable representative directly via email for status of pending invoices.
- **Supplier Relationship Management** – Participants can work through our program to review such issues as payments, performance and contracts.
- **Supplier Diversity Team** – Advisors are directly available to answer questions about pay, performance and more.
- **Late Payment Resolution Team** – A team comprised of representatives from Procurement, Supplier Diversity and Accounts Payable work to resolve 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.



Supplier Diversity Project Manager Vaughn Williams receives the National Association of Minority Contractor's Minority Business Advocate Award.

CORNERSTONE ENGINEERING

SoCalGas contract is a 'gamechanger'

In two short years, Cornerstone Engineering has gone from supporting a SoCalGas engineering project to working with several departments and securing a multiyear, multimillion-dollar contract.

As a result, the Bakersfield, Calif.-based firm – which provides multidisciplinary engineering and design, project management, aerial drone and land surveying services and more – has doubled in size.

Cornerstone President Christine Halley says, "When we first secured the Master Service Agreement, we were in a modest office space... We're now in a much larger facility to allow social distancing and separate workstations during the pandemic. The work with SoCalGas has been a gamechanger."

Adds Cornelio "Steven" Rodriguez, director of business development and commercial operations, "We've been a sought-after firm in the marketplace, but SoCalGas is the major force behind that pace of growth," noting Cornerstone now has 80 employees.

The woman-owned business began work on SoCalGas' compressor modernization project in 2019 and has since worked with the Transmission and Storage, Design/Drafting, Hydrogen Projects, Gas



From left: Kent Halley, Christine Halley, Cornelio "Steven" Rodriguez and Derrill Whitten

Engineering and Major Capital Projects teams.

"SoCalGas has been an important wind under our wings and our ability to employ more people," Halley adds. "It's impressive how purposeful the company is in its outreach to minority businesses. They take it seriously. The feeling we walk away with is SoCalGas is invested in our success."

Cornerstone has taken advantage of SoCalGas' technical assistance programs, including various workshops and Meet the Primes events.

Having SoCalGas as a client has also opened doors. "When others in the marketplace hear we're a trusted supplier of SoCalGas, it heightens our reputation," she says.

- **Bank of America Mastercard** – SoCalGas leverages the usage of its card program to quickly pay for small vendor purchases.
- **Invoice Processing Education** – Representatives from Accounts Payable conduct invoice processing education workshops to current and potential vendors to demonstrate error-free invoices for prompt payment.

Major Projects

Our Major Projects construction team manages planning and execution of high-risk, high-visibility and high-dollar projects, such as the Pipeline Safety Enhancement Plan (PSEP), compressor station modernization, pipeline integrity, Natural Gas Vehicle (NGV) fueling stations and hydrogen-related projects.

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

In 2021, we exceeded our diverse supplier spend goal of 42% in large part to diverse suppliers 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 28.5% of our media budget on ethnic media.

Our customer outreach activities for Hispanic, Chinese, Vietnamese, Korean, Filipino and African American audiences included five digital (mobile and social) networks, one outdoor media network, four print publications, two radio stations and three TV stations; targeted email campaigns; social, digital and outdoor media; radio and TV partnerships and media talent to create awareness and advocacy through station-produced vignettes; live TV integrations; and community affairs interviews.



Diverse suppliers have worked on several major projects for SoCalGas, including NGV fueling stations.

Communications and Awareness

Supplier diversity was top of mind with supplier success stories published on SoCalGas' intranet site, the company's website, and other media outlets. Additionally, our communications taskforce has been a resource to engage new diverse suppliers interested in working with SoCalGas.

Our Diversity, Equity and Inclusion (DEI) Executive Council and Local Diversity Council complemented our efforts to celebrate supplier and cultural diversity and inclusion to increase employee awareness and sensitivity.

Monitoring/Auditing/Reporting

To help us track, analyze and evaluate our diverse spend progress, we employ several tools, including:

- **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

Cultivating contract-ready suppliers

Strategic Sourcing Successes

Several diverse firms were awarded contracts through cross collaboration efforts of SoCalGas' Supplier Diversity, Supply Management, and the business units. A few examples:

Pipes, Valves and Fittings – Seven bidders were included in a competitive bid, two of which were diverse firms. The successful bidder will provide pipe fitting materials for SoCalGas with a contract value of \$15 million and a commitment of 42%, or \$6.3 million, diverse spend.

MSA Fittings and Manifolds – Six bidders were included in a competitive bid and three were diverse firms. Two bidders were awarded a contract of \$12.5 million, which included a \$5.5 million contract award to a diverse firm.

Industrial and Safety Materials – Fourteen bidders were included in a competitive bid, six of which were diverse firms. The award was split between two diverse suppliers, with one awarded to an African American supplier.



SoCalGas representatives joined the American Indian Chamber of Commerce of California and Chamber President Tracy Stanhoff (second from right) at their Native American Heritage Month luncheon.

When the Los Angeles LGBTQ Chamber of Commerce (LAGLCC) was seeking corporate members to join its board two years ago, SoCalGas immediately signed on.

“They were the first corporate partner and the first utility to join our board,” says LAGLCC Executive Director Marquita Thomas. “Having SoCalGas on our board has really helped us elevate our programming.”

The organization advances common business interests, economic growth and equality for its LGBTQ members by providing educational, networking and community building opportunities. It promotes certified LGBT businesses and connects them to opportunities, assists corporate members in diversifying their supply chains and advocates on behalf of its 300-plus members.

“Since the CPUC expanded General Order 156 to include LGBT business enterprises (LGBTBEs) in 2015, we’ve been actively engaging with LGBT organizations to introduce them to our supply chain and Supply Management,” says SoCalGas Supplier Diversity Manager Joe Chow. “LAGLCC has been key to reaching more LGBT business owners.”

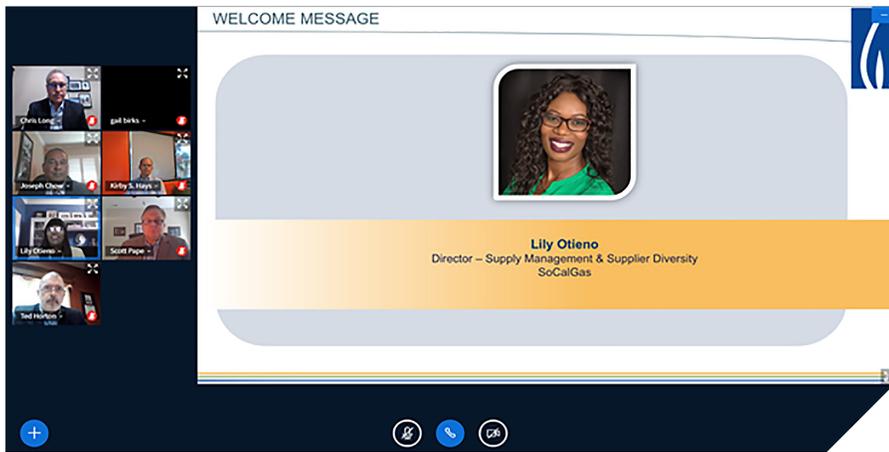


LAGLCC Executive Director Marquita Thomas

In addition to serving on the board, SoCalGas has provided technical assistance, speakers, funding and facilitated virtual workshops, including “How to Do Business with SoCalGas” and “Meet the Primes,” where LGBTBEs were able to meet SoCalGas’ prime suppliers for possible subcontracting opportunities.

As part of the Joint Utilities, SoCalGas also participated in discussions focused on addressing barriers that affect LGBT spend with utilities.

Adds Thomas, “When companies like SoCalGas partner with us, it shows they walk the talk. The access, resources and expertise – it helps guide our programming so we’re eliminating barriers, raising awareness and cultivating contract-ready suppliers.”



SoCalGas Director of Supply Management and Supplier Diversity Lily Otieno offers welcome remarks at a Meet the Primes event.

Compressor Modernization – A contract was awarded for a total value of \$120 million and the selected contractor committed to 24%, or \$28.8 million, with a diverse supplier.

Project Management and Professional Services – Six contracts were awarded to diverse-owned companies for a total amount of \$43.5 million over three years.

Fleet Vehicles - A purchase of 250-plus fleet vehicles was made through an African American firm as part of our fleet upgrade program. In addition, this firm was awarded a contract to provide short-term leases for Distribution Risk Evaluation and Monitoring System (DREAM) and Distribution Riser Inspection Project (DRIP) vehicles.

Supplier Diversity Team

Working with Supply Management and other groups, our Supplier Diversity team leads our supplier diversity initiatives, engaging with internal and external groups to promote diverse firms.

As in previous years, Supplier Diversity was included in all strategic sourcing and major RFPs to help ensure the inclusion of diverse suppliers in SoCalGas contracting opportunities.

Activities included:

- Developing annual diverse supplier procurement business plans for SoCalGas senior management teams and reviewing and monitoring results

- Conducting presentations for business units and tracking department/division goals and performance
- Participating in strategic sourcing initiatives for SoCalGas' major capital projects
- Organizing virtual supplier showcase forums to highlight diverse contractors
- Identifying, developing and evaluating the contract readiness of qualified diverse suppliers
- Working with diverse firms to obtain certifications and arranging meetings with Procurement and internal clients
- Promoting activities and opportunities at virtual conferences, seminars and business networking events
- Conducting virtual meetings with prime contractors and tracking progress for commitments with diverse subcontractors
- Engaging in processes that facilitate prompt payments
- Clarifying contract and performance requirements
- Hosting several Meet the Prime events
- Conducting virtual technical assistance programs
- Participating on panels for diverse business forums



Supplier Diversity Project Manager Vaughn Williams participates in a supplier diversity workshop.

External Activities

Supplier Development/Technical Assistance

In addition to our technical assistance and development programs, we also collaborated with business and community organizations to help diverse firms grow and become more successful. Our activities in 2021 included:

- Joining with GLAAACC and sponsoring a four-session workshop on “How to Contract with California Utilities”
- Collaborating with the Asian Business Association – Los Angeles (ABA-LA) to present the virtual seminar, “Selling Your Business: What You Need to Know,” which attracted 69 participants
- Teaming up with Veterans In Business (VIB) Network’s V2V series, a six-month, in-depth program for 12 established veteran business enterprises
- Working with American Association of Blacks in Energy – in addition to Southern California Edison, Pacific Gas & Electric and San Diego Gas & Electric – to discuss the impact of emerging technology and policies being developed by California’s largest energy companies
- Sponsoring the American Indian Chamber of Commerce of California’s (AICCC) Tribal Business Empowerment Journey, which provides Native American entrepreneurs with advice on starting and maintaining a business
- 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
- 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
- Presenting “Familiarizing Your Business Finances” in association with ABA-LA, where more than 30 attendees learned how to better manage their money and take advantage of tax breaks



Supplier Diversity Advisor Jae Joo discusses supplier diversity goals with an internal client.

- Funding development programs for Women’s Business Enterprise Council-West (WBEC-West) Platinum Supplier Program, ABA-LA Business Advocacy Small Business Workshop, GLAAACC Value Proposition Workshop and VIB Network Mentoring Business Protégé Program
- Funding workshops to help smaller diverse business owners with business plan writing, bookkeeping, capabilities statement development, social media, branding, business tax filing and CPUC certification
- Sponsoring an SCMSDC fireside chat with the Joint Utilities, which offered information on how to do business with utilities and upcoming opportunities
- Collaborating with the National Association of Minority Contractors on their “Perfecting Your Elevator Pitch” workshop and sharing our supplier diversity initiatives at the group’s general membership meeting

External Outreach

During the year, we worked with 32 organizations and attended 49 virtual and in-person events to meet and identify diverse suppliers for potential business opportunities. We also participated in local, regional and national trade fairs and conferences and served on corporate advisory boards and committees.

Community-Based Organizations Forum

We hosted a CBO forum to educate our community partners on SoCalGas' commitment to diversity, equity and inclusion and our plans to collaborate with small and diverse businesses to execute ASPIRE 2045, our sustainability strategy to reduce greenhouse gas emissions in our operations and delivery of energy by 2045.

The event also provided an opportunity to reinforce our commitment to working with these groups to advance supplier diversity and achieve mutually beneficial goals.

Disabled Veteran Business Enterprises

In 2021, we continued to collaborate with VIB Network to provide mentoring assistance, workshops and networking for disabled veteran business enterprises (DVBES). We sponsored the organization's virtual networking conference, where more than 150 DVBES sought training and technical assistance and connected with key decision makers in construction, engineering and information technology.

Lesbian, Gay, Bisexual and Transgender Business Enterprises

Over the years, we have increased our presence at local and national LGBT chambers and outreach to LGBTBEs. During the year, we met with over 165 LGBTBEs.

In addition, we collaborated with the Los Angeles LGBTQ Chamber of Commerce (LAGLCC) to provide five virtual workshops and training on procurement, resource availability, certification and mentoring, which attracted a combined total of 268 LGBTBEs.



Supplier Diversity Analyst Linda Diep monitors diverse spend results.

SoCalGas also co-hosted an LGBT supplier workshop along with the Joint Utilities. Suppliers were invited to attend a three-hour workshop to learn about upcoming contract opportunities and how to participate in the RFP process. In addition, suppliers presented their capabilities and were provided constructive feedback on their presentations.

A Supplier Diversity team member served on LAGLCC's board and developed an Advisory Council specifically designed to assist in strengthening their infrastructure, membership and programming.

Supplier Recognition

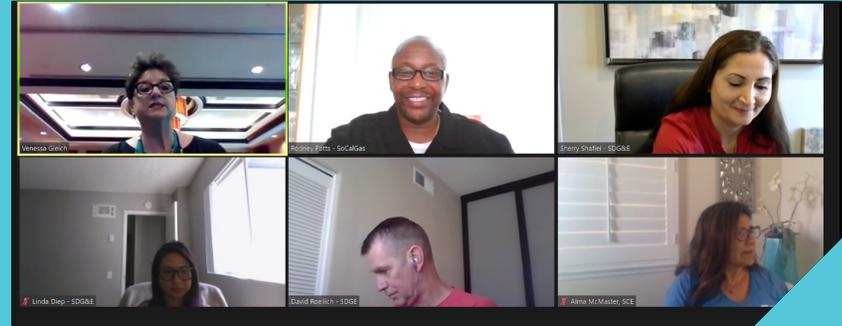
Recognizing our diverse suppliers by shining a spotlight on their outstanding work reflects our confidence and partnership with diverse suppliers. One way we recognize diverse suppliers is through nominations for internal SoCalGas, local organization and national level awards.

Within SoCalGas, we promote diverse suppliers on the company's website, in our Supplier Diversity Annual Report and at many recognition events.

continued on page 17

ORGANIZATIONS SUPPORTED BY SOCALGAS

- American Association of Blacks in Energy
- American Indian Chamber of Commerce of California
- Asian Business Association – Los Angeles*
- Asian Business Association – Orange County*
- Asian/Pacific Islander Chamber of Commerce and Entrepreneurship
- Black Business Association – Los Angeles
- California Asian Chamber of Commerce
- California African American Chamber of Commerce*
- California Hispanic Chamber of Commerce
- Chinese American Construction Professionals
- Desert Business Association
- Elite SDVOB Network – National
- Golden Gate Business Association
- Greater Los Angeles African American Chamber of Commerce*
- Langston Bar Association
- Latin Business Association*
- Los Angeles Latino Chamber of Commerce*
- Los Angeles LGBTQ Chamber of Commerce*
- Long Beach Gay and Lesbian Chamber of Commerce



Supplier Diversity Project Manager Rodney Potts (top row, center) participates on a panel at the American Indian Chamber of Commerce of California EXPO '2021.

- National Association of Women Business Owners – California
- National Association of Women Business Owners – Los Angeles*
- National Gay & Lesbian Chamber of Commerce
- National Association of Minority Contractors – Southern California*
- National Latina Business Women Association – Inland Empire
- National Latina Business Women Association – Los Angeles*
- National Minority Supplier Development Council
- National Utilities Diversity Council*
- Rainbow Chamber of Commerce
- 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

2021 AWARDS

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

Asian Business Association – Los Angeles
Bronze Partners Award

Chinese American Construction Professionals
Appreciation of Support Award

Southern California Minority Supplier
Development Council
Corporation of the Year Award

Veterans In Business Network
Sponsorship Award

National Association of Minority Contractors
Minority Business Advocate Award

American Indian Chamber of Commerce of California
Sponsorship Award



SoCalGas Supplier Diversity Manager Joe Chow, who serves as Southern California Minority Supplier Diversity Council board chair, with the organization's President and CEO Virginia Gomez at their Leadership Excellence Awards Dinner Gala. SoCalGas received SCMSDC's Corporation of the Year Award.

continued from page 14

9.1.2 SUMMARY OF PURCHASES/CONTRACTS

SoCalGas had a total of 577 diverse suppliers, with 320 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 | 2021 Expenses (in thousands) |
|---------------------------------|------------------------------|
| Wages | \$560 |
| Other Employee Expenses | - |
| Program Expenses ¹ | \$397 |
| Reporting Expenses ¹ | - |
| Training Expenses | - |
| Consultants ¹ | - |
| Other | - |
| Total | \$957 |

¹Includes reporting and other employee expenses



Supplier Diversity Project Manager Vaughn Williams with Marquita Thomas and Ed Simon at the National LGBT Chamber of Commerce's Matchmaking Summit.

9.1.4 GOAL PROGRESS

| Category | SoCalGas 2021 Results | CPUC 2021 Goals |
|---|-----------------------|-----------------|
| Minority Business Enterprise (MBE) | 27.9% | 15.0% |
| Women Business Enterprise (WBE) | 12.0% | 5.0% |
| Lesbian, Gay, Bisexual and Transgender Business Enterprise (LGBTBE) | 0.02% | NA |
| Other 8(a) | 0.0% | NA |
| Disabled Veteran Business Enterprise (DVBE) | 2.5% | 1.5% |
| Total WMDVLGBTBE | 42.4% | 21.5% |

Last year, procurement with diverse suppliers reached more than \$972 million, or 42.42%, of our total procurement. Here are a few highlights:

- For the 22nd straight year, we exceeded the CPUC's 15% minority business enterprise (MBE) goal, with spend totaling nearly \$640 million.
- Purchases with women business enterprises (WBEs) were surpassed for the 33rd consecutive year, reaching \$275 million. This category represented over 12% of all procurement and services purchased by SoCalGas.
- Added 105 new diverse businesses with \$10.2 million of spend
- Achieved nearly \$57 million in spend, or 2.5%, with DVBEs.
- Had over \$500,000 in spend, or .02%, with LGBTBEs.

Summary of Prime Contractor Utilization of WMDVLGBTBE Subcontractors

| 2021 SoCalGas | Minority Men | Minority Women | Minority Business Enterprise (MBE) | Women Business Enterprise (WBE) | Lesbian, Gay, Bisexual and Transgender Business Enterprise (LGBTBE) | Disabled Veteran Business Enterprise (DVBE) | Other 8(a) | Total (WMDVLGBTBE) |
|-------------------|----------------------|---------------------|------------------------------------|---------------------------------|---|---|----------------|----------------------|
| Direct \$ | \$447,838,324 | \$61,948,737 | \$509,787,061 | \$208,834,794 | \$43,283 | \$35,329,291 | \$7,313 | \$754,001,742 |
| Subcontracting \$ | \$106,438,753 | \$23,319,318 | \$129,758,071 | \$66,882,209 | \$466,992 | \$21,465,325 | \$0 | \$218,572,597 |
| Total \$ | \$554,277,077 | \$85,268,055 | \$639,545,132 | \$275,717,003 | \$510,275 | \$56,794,616 | \$7,313 | \$972,574,339 |

| | | | | | | | | |
|------------------|---------------|--------------|---------------|---------------|--------------|--------------|--------------|---------------|
| Direct % | 19.53% | 2.70% | 22.24% | 9.11% | 0.00% | 1.54% | 0.00% | 32.89% |
| Subcontracting % | 4.64% | 1.02% | 5.66% | 2.92% | 0.02% | 0.94% | 0.00% | 9.53% |
| Total % | 24.18% | 3.72% | 27.89% | 12.03% | 0.02% | 2.48% | 0.00% | 42.42% |

Percentages may not equal total due to rounding

| | |
|--------------------------|------------------------|
| Total Procurement | \$2,292,720,643 |
|--------------------------|------------------------|

9.1.5 SUBCONTRACTORS

Utilizing diverse subcontractors is a key part of our Supplier Diversity Program. All of our large prime suppliers are strongly encouraged to subcontract a percentage of their work with diverse businesses.

In 2021, our prime suppliers subcontracted more than 9.5% with diverse firms, for a total of more than \$218 million.

Proactive planning is necessary to increase diverse subcontracting opportunities. Several methods include:

- Request all primes, during the RFP process, to complete a Subcontracting Goal Form and include diverse subcontractors for each bid
- Utilize our Diverse Business Enterprise (DBE) Watchlist to monitor prime suppliers with low DBE subcontracting results, discuss their submitted goals with them and request detailed plans for improvement
- Develop and help diverse subcontractors by providing project opportunities, technical assistance, mentoring and coaching through our supplier diversity and SRM programs
- Provide subcontractors with the visibility and experience needed to compete and win major bids against other large non-diverse contractors
- Hold quarterly strategy meetings with our largest prime suppliers and monitor their subcontracting goals
- Identify subcontracting opportunities through meetings with Supply Management
- Share listings of diverse firms for prime suppliers' consideration for subcontracting activities and attend pre-bid meetings
- Meet with prime suppliers to provide training and access to our subcontracting portal
- Introduce prime suppliers to diverse firms
- Share monthly subcontracting results with Procurement and SoCalGas key stakeholders

- Work with diverse subcontractors to become CPUC Clearinghouse-certified
- Invite 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

We've made progress over the years and increased opportunities with diverse suppliers in traditionally low-utilization categories. In 2021, we continued to pursue diverse firms that could provide assistance in legal and finance to strengthen our diverse spend in these areas.

Legal

In 2021, SoCalGas' spend with diverse law firms totaled \$1.8 million, or 3.04%, of total spend.

SoCalGas' Law Department regularly seeks and engages diverse firms to provide legal services in employment and labor

ELITE AUTO NETWORK

Patience and persistence lead to contract

Todd and Christine Keith know all too well that persistence pays off. After several unsuccessful bids over a 10-year period, their auto brokerage firm, Elite Auto Network, scored two contracts to provide fleet vehicles to SoCalGas.

"Over the years, I've talked to everyone at SoCalGas, from VPs to every fleet manager and person in contracting. I introduced myself to everybody and asked them to give us a chance and they did," says Todd, who started the company in 1987.

The African American-owned firm, which provides auto leasing and purchasing services to individual and commercial clients, won its first SoCalGas contract in 2020. Elite delivered 150 utility trucks, passenger and light-duty vehicles in three months despite a car shortage during the pandemic.

In late 2021, Elite, based in Beverly Hills, Calif., was awarded a second contract for an additional over 250 utility trucks.

When they were unsuccessful in securing a contract, the couple requested post-bid debriefings with procurement managers. When told the company lacked experience in commercial fleet operations,



Elite Auto Network CEO Todd Keith and President Christine Keith

Elite expanded to fleet procurement and secured Metropolitan Transit Authority as a client.

Even without a contract, SoCalGas invited the Keiths to supplier development workshops and networking events and sponsored Christine's attendance at the UCLA Management Development for Entrepreneurs program.

"Of all the companies I've seen, SoCalGas is the most committed to supplier diversity," says Christine.

"The Supplier Diversity department gives us updates and invites us to educational and networking events," adds Todd. "Without them, I don't know if we would've been able to get these contracts. They have a huge impact."

law, general and business litigation, personal injury, commercial, environmental, real estate, regulatory, workers' compensation and recovery claims. In addition, the department employed diverse resources for various support services, 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 costs, we have employed goals to engage diverse firms on nearly all other new litigation matters.

Through our participation in the California Minority Counsel Program Annual Conference, 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.

Several attorneys and Law Department staff were involved with various local, regional and national diverse bar associations and other nonprofit organizations, either as board or advisory members, executive members, speakers and/or volunteers.

Such associations and organizations included: Alliance for Children's Rights, Alliance College-Ready Public Schools*, Asian Americans Advancing Justice (Los Angeles) *, Association of Corporate Counsel*, Bet Tzedek, Breathe LA, California Restaurant Association*, Civil Justice Association of California*, Child Educational Center*, Clare I Matrix*, Conference of California Public Utility Counsel*, Constitutional

Rights Foundation*, Court Appointed Special Advocates for Children of Los Angeles, Counsel for Justice (pro bono arm of the Los Angeles County Bar Association*), Habitat for Humanity of Greater Los Angeles, InnerCity Law Center*, Legal Clinic of the Gay and Lesbian Center of Los Angeles, LA Family Housing, La Canada Unified School District's Diversity, Equity and Inclusion Committee*, Ocean Institute*, Kids in Need of Defense, Saving Wildlife International*, South Asian Bar Association of North America*, USC Board of Governors * and USC Latino Alumni Association*.

In addition, Law Department lawyers, paralegals and staff provided pro bono legal assistance in the areas of adoption, immigration, homelessness, probate, domestic violence victim assistance and affordable housing for veterans and minorities.

LEGAL
(\$ IN MILLIONS)



| Diverse Attorney Work Within Majority Law Firms | | Total (\$) |
|---|---------------------------|---------------------|
| Minority Men | Asian Pacific American | \$1,678,875 |
| | African American | \$398,949 |
| | Hispanic American | \$1,109,502 |
| | Native American | \$89,554 |
| | Multi-Ethnic | \$712,077 |
| | Total Minority Men | \$3,988,957 |
| Minority Women | Asian Pacific American | \$1,076,820 |
| | African American | \$124,656 |
| | Hispanic American | \$1,694,337 |
| | Native American | \$80,474 |
| | Multi-Ethnic | \$0 |
| Total Minority Women | \$2,976,287 | |
| Total Minority | | \$6,965,244 |
| Non-Minority Women | | \$15,247,328 |
| Non-Minority Men | | \$26,672,606 |
| Disabled Veteran | | \$8,063 |
| Lesbian, Gay, Bisexual and Transgender | | \$1,115,299 |
| Other 8(a) | | \$0 |
| Total All Minority/Non-Minority | | \$50,008,540 |

Note: Figures are estimated

* Represents employees from the SoCalGas Law department who are on the board or advisory members

SoCalGas attorneys and Law Department staff were also members of the Sempra Energy Employee Diversity and Inclusion Council, SoCalGas Sustainability Counsel and Veterans Advancing Leading and Optimizing Results (VALOR) program.

| Diverse Paralegal Work Within Majority Law Firms | | Total (\$) |
|--|------------------------|--------------------|
| Minority Men | Asian Pacific American | \$1,068 |
| | African American | \$0 |
| | Hispanic American | \$2,190 |
| | Native American | \$305,462 |
| | Multi-Ethnic | \$5,914 |
| Total Minority Men | | \$314,634 |
| Minority Women | Asian Pacific American | \$27,664 |
| | African American | \$15,147 |
| | Hispanic American | \$355,159 |
| | Native American | \$0 |
| | Multi-Ethnic | \$0 |
| Total Minority Women | | \$397,970 |
| Total Minority | | \$712,604 |
| Non-Minority Women | | \$491,943 |
| Non-Minority Men | | \$622,005 |
| Disabled Veteran | | \$0 |
| Lesbian, Gay, Bisexual and Transgender | | \$58,506 |
| Other 8(a) | | \$0 |
| Total All Minority/Non-Minority | | \$1,885,058 |

Note: Figures are estimated

Financial

During the year, we continued to identify opportunities for diverse firms across a wide variety of key financial services. Our financial diverse spend results totaled \$1.8 million, or 8.10%, with overall spending increasing compared to 2020.

Our activities involved seeking diverse vendors and suppliers in such areas as pension and trust investments, investment banking, insurance and bonding services, cash management and audit services.

SoCalGas will be working with small and diverse firms as we execute ASPIRE 2045, our sustainability strategy to reduce greenhouse gas emissions in our operations and delivery of energy by 2045.



Pension and Trust Investments

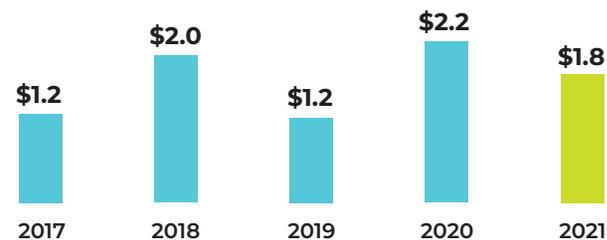
To execute trading activity for our pension fund, our investment managers established working relationships with five approved brokerage firms. Our pension staff also identified diverse investment managers for potential investment opportunities.

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 monitored our networks and resources to identify diverse business firms and met with at least one new firm last year.

FINANCE

(\$ IN MILLIONS)



ADVANCING INCLUSION AS A PATHWAY TO A CLEAN ENERGY FUTURE

“Our mission is to build the cleanest, safest and most innovative energy company in America. We will lead the energy transition by providing clean fuels and innovative technologies essential to carbon neutrality for California. Through collaboration and partnership, California can develop clean energy solutions at scale and serve as a global beacon for energy innovation.”

– Scott Drury, SoCalGas CEO



GOALS TO ACHIEVING NET ZERO EMISSIONS

- | | | | |
|----------------------------|--|--|--|
| <p>BY 2025 ></p> | <ul style="list-style-type: none"> • Achieve net zero energy for 100% of SoCalGas’ newly constructed buildings and major renovations of buildings over 10,000 square feet | <ul style="list-style-type: none"> • Replace 50% of SoCalGas’ over-the-road fleet with electric, hybrid, natural gas and/or fuel cell electric vehicles | <ul style="list-style-type: none"> • Establish statewide hydrogen blending standards • Complete five hydrogen pilot projects |
| <p>BY 2030 ></p> | <ul style="list-style-type: none"> • Eliminate 100% of vented gas during planned transmission pipeline work | <ul style="list-style-type: none"> • Achieve net zero energy for 50% of all SoCalGas existing buildings | <ul style="list-style-type: none"> • Deliver 20% renewable natural gas |
| <p>BY 2035 ></p> | <ul style="list-style-type: none"> • Operate a 100% zero emissions over-the-road fleet | <ul style="list-style-type: none"> • Achieve net zero energy for 100% of SoCalGas buildings | |

2022 ANNUAL PLAN

10.1.1 GOALS

SoCalGas' supplier diversity corporate goal is to meet the requirements of General Order 156. Our goal is to meet or exceed 43% total spend with diverse firms with focus on strengthening our relationships, targeted our outreach and expanding our diverse supplier base. Additionally, SoCalGas has goals to increase the number of new diverse businesses and the spend with the lowest three ethnic categories. In 2022, SoCalGas' internal LGBTBE goal will be .5%.

PRODUCTS

| | Short-Term (2022) | | | | | Mid-Term (2024) | | | | | Long-Term (2026) | | | | |
|----------|------------------------------------|---------------------------------|---|--|-------------|------------------------------------|---------------------------------|---|--|-------------|------------------------------------|---------------------------------|---|--|-------------|
| | 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 (2022) | | | | | Mid-Term (2024) | | | | | Long-Term (2026) | | | | |
|----------|------------------------------------|---------------------------------|---|--|-------------|------------------------------------|---------------------------------|---|--|-------------|------------------------------------|---------------------------------|---|--|-------------|
| | 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 (2022) | | | | | Mid-Term (2024) | | | | | Long-Term (2026) | | | | |
|-------|-------------------|-------|-------|-------|--------|-----------------|-------|-----|-------|-----|------------------|-------|-----|-------|-----|
| 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 are working with diverse suppliers on several capital infrastructure projects and initiatives to improve safety, customer service and enhance operational efficiencies. In 2022, we have several opportunities to engage with diverse suppliers, including:

Compressor Modernization Project

We will continue efforts to include diverse suppliers in our Compressor Modernization project to support operational reliability. We are committed to the goal of achieving a 43% 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

Line 85 North consists of non-contiguous sections of 26-inch diameter transmission pipeline originally installed in 1931. The proposed project consists of replacing approximately 10 miles of existing 26-inch diameter transmission pipeline with a new 24-inch diameter pipeline that includes installation of main line valves, pig launcher and receiver and associated appurtenant facilities. The project's proposed alignment extends from northwest of Elk Hills Road near the community of Valley Acres to southeast of the California Aqueduct near Lake Station Road in Kern County.

Line 85 Lake Station to Grape Vine Project

The Line 85 Lake Station to Grapevine project (sections 3 & 4 combined into one project) will consist of abandoning approximately 25 miles of existing L-85 from Lake Station to Grapevine Road and installing approximately 21 miles of 24-inch diameter pipeline from Lake Station to Wheeler Ridge. The new pipeline will be re-routed from the existing pipeline alignment to avoid farmland properties by installing it along public roadways and private roads, thus enhancing the safety of the pipeline. Project activities will consist of hydrostatic testing, horizontal directional drilling (HDD), slick bores, open-cut trenching, one-span removal



From left (back row), Joe Chow and Vaughn Williams (front row), Angela Gibson, Sandra Hrna, Trisha Muse, Lily Otieno and Elizabeth Martinez at the Asian Business Association - Los Angeles' dinner gala.

and installation of two main line valves, five pressure limiting stations, three regulator stations and several workspaces. After the final tie-in, an uprating will be performed on the Elk Hills to Lake Station section (section 1).

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, the pipeline suspension bridge will be replaced using HDD beneath the Colorado River. Pipeline attribute changes, including a class location change and an assessment of the structural integrity of the bridge, are the main drivers of this project.

Pipeline-L1014-20.04-S11-Lakewood Blvd.

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 inch gauge (PSIG). The scope of this project will be to 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 43% 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.

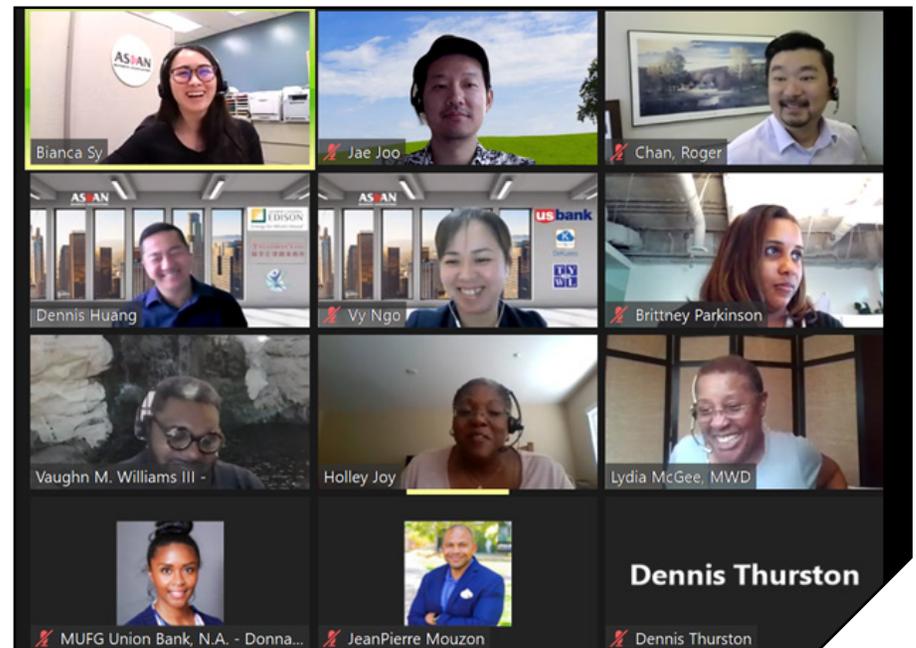
Pipeline Safety Enhancement Plan

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 212 out of 216 miles of pipeline (98% complete). For valve projects, 218 out of 289 base valves have been retrofitted (75% 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; 63 out of 194 miles have been remediated (33% complete). Phase 2A, which addresses pipelines located in less populated areas, is also in progress; 121 out of 664 miles have been remediated (18% complete).

Throughout the project, we have remained committed to achieving our 43% 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.



Supplier Diversity Advisor Jae Joo (top row, center) and Supplier Diversity Project Manager Vaughn Williams (third row, left) participate in a matchmaking session sponsored by the National Association of Women Business Owners – Los Angeles.

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:

- Engaging with Supplier Diversity Champions at their quarterly meetings
- 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
- 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

- Promoting supplier diversity through online communication, internal dialogue sessions and our Supplier Diversity Champions program
- Meeting quarterly with our prime suppliers to monitor their diverse spend activities
- Engaging in capacity building activities with other organizations
- Working with Market Development and other internal groups to identify potential diverse firms that provide clean energy services to reduce CO₂ emissions

External Activities

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

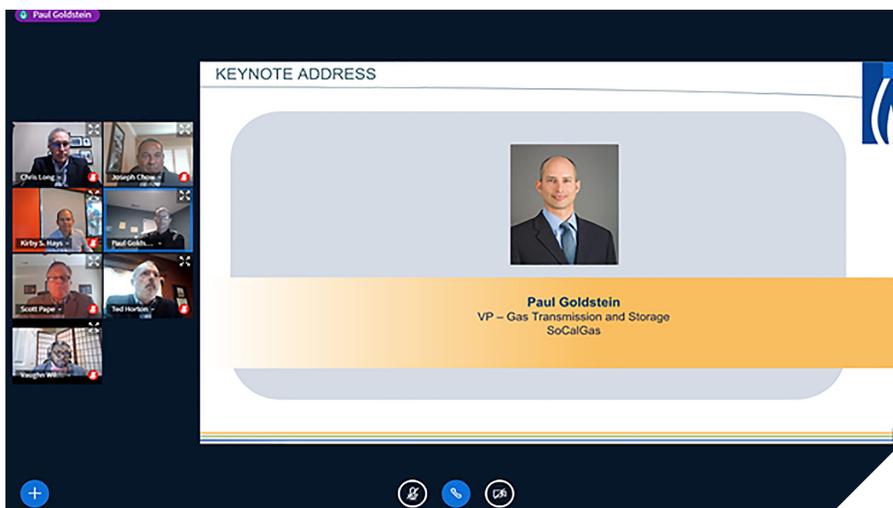
- Identifying SCORE opportunities for small diverse suppliers

- Recruiting certified LGBTBEs into our supply chain through virtual networking events and individual virtual 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

10.1.3 RECRUITMENT PLANS FOR SUPPLIERS IN UNDERUTILIZED AREAS

In 2022, we plan to increase procurement opportunities in underutilized areas by:

- 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
- Inviting company procurement agents and key decision makers to attend networking events and workshops with potential diverse contractors and subcontractors
- Participating in planning and pre-bid meetings to promote diverse supplier participation
- Attending industry-related conferences to meet potential suppliers in underutilized areas
- Contacting diverse suppliers who are not certified and encouraging them to seek certification



SoCalGas Vice President of Transmission and Storage Paul Goldstein gave the keynote address at a Meet the Primes event. The event is aimed at giving diverse suppliers a forum to showcase their capabilities with prime contractors.

- Launching the Business Accelerator Development program to develop minority-owned companies in the pipeline construction services industry

Legal

Our efforts will continue to identify and expand new opportunities for diverse legal firms. We plan to participate in outreach activities and remain involved with bar associations and legal organizations that promote diversity to identify and expand new opportunities for diverse law firms.

Finance

Increasing opportunities for diverse suppliers in the finance area will remain a top priority at SoCalGas. 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 2022 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
- Ensuring RFPs and final contracts contain diverse vendor subcontracting plans
- Monitoring subcontracting efforts and performance
- Participating in planning and pre-bid meetings to promote diverse supplier participation
- Providing monthly subcontracting results to Procurement staff and division leaders
- Introducing potential 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

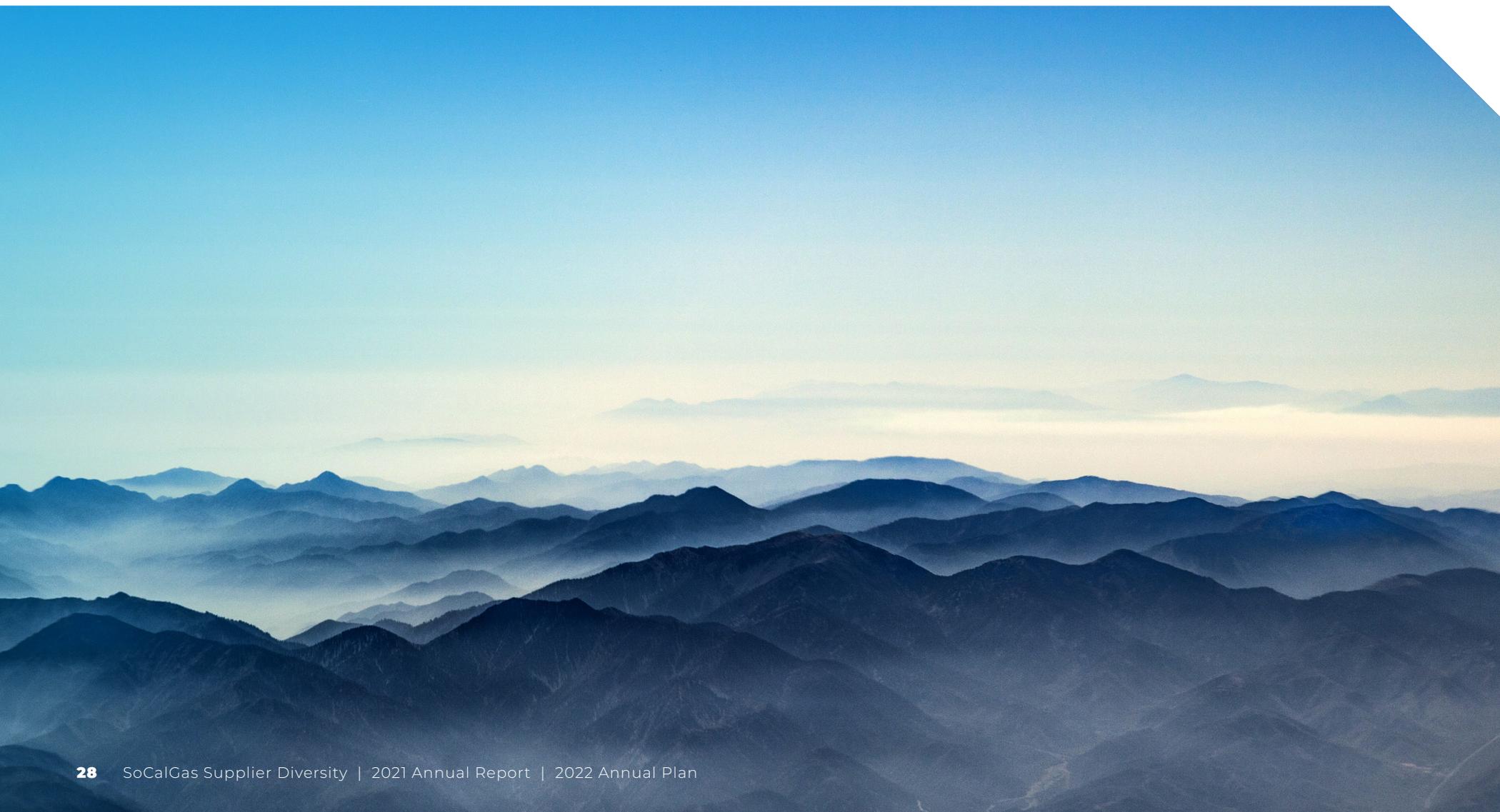
10.1.6 PROGRAM COMPLIANCE

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

2021 ANNUAL REPORT

2022 ANNUAL PLAN

FUEL PROCUREMENT FOR NON-GENERATION



2021 ANNUAL REPORT

FUEL PROCUREMENT FOR NON-GENERATION

\$320.1M = 17.4%

natural gas procurement
with diverse firms

of total natural gas
purchases

9.1.1 PROGRAM ACTIVITIES

Internal Activities

Gas Acquisition continued to identify and engage qualified diverse firms in purchasing transactions and have been actively involved with our Supplier Diversity Champions program. They have also kept Supplier Diversity and others apprised of any changing trends in natural 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 diverse business enterprises 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 women, minority and disabled veteran business enterprises rose due to an increase in participation. We will continue efforts to maintain this increased level of participation.



SoCalGas Supplier Diversity team at the Greater Los Angeles African American Chamber of Commerce's Economic Awards Dinner, which acknowledged those who work towards the advancement of African American businesses. From left, Vaughn Williams, Joe Chow and Jae Joo.

Fuels for Non-Generation Purchases

| | Dollars | Volume (Billion BTUs) |
|--|------------------------|--------------------------|
| Canadian Source Natural Gas | \$55,220,143 | 18,475,988 |
| Domestic On-Shore Natural Gas Purchases from Non-Diverse Suppliers | \$1,464,395,959 | 352,446,572 |
| Domestic On-Shore Natural Gas Purchases from Diverse Suppliers | \$320,137,289 | 77,359,444 |
| Natural Gas Purchases/Payments - Other Utilities | \$0 | 0 |
| Total Natural Gas Purchased | \$1,839,753,391 | 448,282,004 |

9.1.3 PROGRAM EXPENSES

Program expenses are included in Section 9.1.3 Program Expenses on page 17 in the 2021 Product and Services Procurement Results.

9.1.4 GOAL PROGRESS

SoCalGas purchased 17.4% of our natural gas supplies from diverse firms, totaling \$320.1 million. Below is a breakdown of our natural gas purchases:

| Natural Gas Suppliers by Ethnicity | | |
|---|---------------|------|
| Federally recognized tribes (sovereign nations) and Native American-owned | \$30,498,383 | 1.7% |
| African American-owned | \$100,366,330 | 5.5% |
| Hispanic American-owned | \$16,486,231 | 0.9% |
| Asian Pacific American-owned | \$53,419,733 | 2.9% |
| Women-owned | \$57,320,019 | 3.1% |
| Disabled Veteran Business Enterprise-owned | \$62,046,594 | 3.4% |
| Lesbian, Gay, Bisexual and Transgender-owned | \$0 | 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 2021 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 have increased the participation of diverse natural gas suppliers, but support by larger market participants remains challenging. 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 MUFJ 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 continued 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.

2022 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%, which also supports the CPUC goal.

10.1.2 PLANNED ACTIVITIES

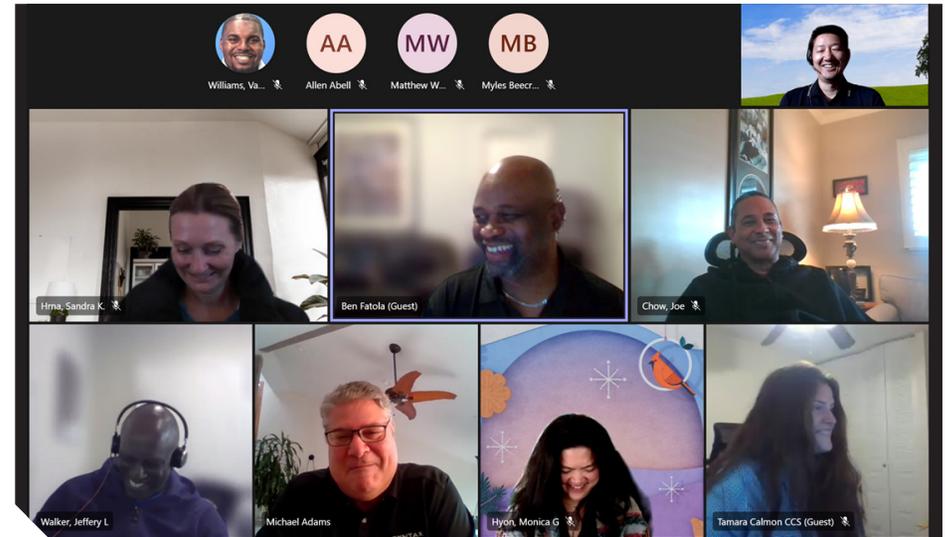
Internal Activities

We will continue to work diligently to increase our diverse natural gas supplier base in 2022. 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 of diverse natural gas suppliers, we will:

- Provide diverse firms support to access financing and credit institutions
- 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



SVP and Chief Administrative and Diversity Officer Jeffrey Walker (lower left), VP of Supply Chain and Operations Support Sandra Hrna (top left), Director of Systems & Technology, Energy Infrastructure Monica Hyon (bottom row, third from left) and Supplier Diversity representatives participate in a supplier diversity business showcase.

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

AI 9.1.2 SoCalGas WMDVLGBTBE Annual Results by Ethnicity – 2021

| | | Direct | Sub | Total \$ | % |
|--|------------------------------|------------------------|----------------------|----------------------|---------------|
| Minority Male | African American | \$69,380,461 | \$21,798,892 | \$91,179,353 | 3.98% |
| | Asian Pacific American | \$83,048,444 | \$6,283,510 | \$89,331,954 | 3.90% |
| | Hispanic American | \$241,968,316 | \$65,682,485 | \$307,650,801 | 13.42% |
| | Native American | \$53,441,103 | \$12,673,866 | \$66,114,969 | 2.88% |
| | Total Minority Male | \$447,838,324 | \$106,438,753 | \$554,277,077 | 24.18% |
| Minority Female | African American | \$13,810,192 | \$3,545,795 | \$17,355,987 | 0.76% |
| | Asian Pacific American | \$21,035,777 | \$1,023,232 | \$22,059,009 | 0.96% |
| | Hispanic American | \$24,963,910 | \$18,618,091 | \$43,582,001 | 1.90% |
| | Native American | \$2,138,858 | \$132,200 | \$2,271,058 | 0.10% |
| | Total Minority Female | \$61,948,737 | \$23,319,318 | \$85,268,055 | 3.72% |
| Total Minority Business Enterprise (MBE) | | \$509,787,061 | \$129,758,071 | \$639,545,132 | 27.89% |
| Women Business Enterprise (WBE) | | \$208,834,794 | \$66,882,209 | \$275,717,003 | 12.03% |
| Lesbian, Gay, Bisexual and Transgender Business Enterprise (LGBTBE) | | \$43,283 | \$466,992 | \$510,275 | 0.02% |
| Disabled Veteran Business Enterprise (DVBE) | | \$35,329,291 | \$21,465,325 | \$56,794,616 | 2.48% |
| Other 8(a)* | | \$7,313 | \$0 | \$7,313 | 0.00% |
| TOTAL WMDVLGBTBE | | \$754,001,742 | \$218,572,597 | \$972,574,339 | 42.42% |
| Net Procurement** | | \$2,292,720,643 | | | |

NOTE:

Firms classified as 8(a) by Small Business Administration include 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 – 2021

| | | | Product | | Services | | Total | |
|--|------------------------------|---------------|------------------------|---------------|----------------------|---------------|----------------------|---------------|
| | | | \$ | % | \$ | % | \$ | % |
| Minority Male | African American | Direct | \$8,269 | 0.00% | \$69,372,192 | 3.50% | \$69,380,461 | 3.03% |
| | Asian Pacific American | Direct | \$23,547,672 | 7.58% | \$59,500,773 | 3.00% | \$83,048,445 | 3.62% |
| | Hispanic American | Direct | \$15,133,519 | 4.87% | \$226,834,796 | 11.44% | \$241,968,315 | 10.55% |
| | Native American | Direct | \$86,331 | 0.03% | \$53,354,772 | 2.69% | \$53,441,103 | 2.33% |
| | Total Minority Male | Direct | \$38,775,791 | 12.48% | \$409,062,533 | 20.64% | \$447,838,324 | 19.53% |
| Minority Female | African American | Direct | \$98,263 | 0.03% | \$13,711,929 | 0.69% | \$13,810,192 | 0.60% |
| | Asian Pacific American | Direct | \$247,290 | 0.08% | \$20,788,486 | 1.05% | \$21,035,776 | 0.92% |
| | Hispanic American | Direct | \$3,798,782 | 1.22% | \$21,165,128 | 1.07% | \$24,963,910 | 1.09% |
| | Native American | Direct | \$2,061,415 | 0.66% | \$77,444 | 0.00% | \$2,138,859 | 0.09% |
| | Total Minority Female | Direct | \$6,205,750 | 2.00% | \$55,742,987 | 2.81% | \$61,948,737 | 2.70% |
| Total Minority Business Enterprise (MBE) | | Direct | 44,981,542 | 14.48% | \$464,805,519 | 23.45% | \$509,787,061 | 22.24% |
| Women Business Enterprise (WBE) | | Direct | 58,919,411 | 18.97% | \$149,915,383 | 7.56% | \$208,834,794 | 9.11% |
| Lesbian, Gay, Bisexual and Transgender Business Enterprise (LGBTBE) | | Direct | \$0 | 0.00% | \$43,283 | 0.00% | \$43,283 | 0.00% |
| Disabled Veteran Business Enterprise (DVBE) | | Direct | \$0 | 0.00% | \$35,329,291 | 1.78% | \$35,329,291 | 1.54% |
| Other 8(a)* | | Direct | \$0 | 0.00% | \$7,313 | 0.00% | \$7,313 | 0.00% |
| TOTAL WMDVLGBTBE | | Direct | \$103,900,953 | 33.54% | \$650,100,789 | 32.80% | \$754,001,742 | 32.89% |
| Total Product Procurement \$ | | | \$310,621,405 | | | | | |
| Total Service Procurement \$ | | | \$1,982,099,238 | | | | | |
| Net Procurement** | | | \$2,292,720,643 | | | | | |
| Total Number of WMDVLGBTBEs that Received Direct Spend | | | 320 | | | | | |

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

A3 9.1.2 SoCalGas WMDVLGBTBE Procurement by Product and Service Categories – Subcontracting – 2021

| | | | Product | | Services | | Total | |
|--|------------------------------|------------|------------------------|--------------|----------------------|--------------|----------------------|--------------|
| | | | \$ | % | \$ | % | \$ | % |
| Minority Male | African American | Sub | \$431,188 | 0.14% | \$21,367,704 | 1.08% | \$21,798,892 | 0.95% |
| | Asian Pacific American | Sub | \$9,845 | 0.00% | \$6,273,665 | 0.32% | \$6,283,510 | 0.27% |
| | Hispanic American | Sub | \$6,904,914 | 2.23% | \$58,777,571 | 2.97% | \$65,682,485 | 2.86% |
| | Native American | Sub | \$22,401 | 0.01% | \$12,651,465 | 0.64% | \$12,673,866 | 0.55% |
| | Total Minority Male | Sub | \$7,368,348 | 2.38% | \$99,070,405 | 5.00% | \$106,438,753 | 4.64% |
| Minority Female | African American | Sub | – | 0.00% | \$3,545,795 | 0.18% | \$3,545,795 | 0.15% |
| | Asian Pacific American | Sub | \$11,412 | 0.00% | \$1,011,820 | 0.05% | \$1,023,232 | 0.04% |
| | Hispanic American | Sub | \$1,557,013 | 0.50% | \$17,061,078 | 0.86% | \$18,618,091 | 0.81% |
| | Native American | Sub | – | 0.00% | \$132,200 | 0.01% | \$132,200 | 0.01% |
| | Total Minority Female | Sub | \$1,568,425 | 0.51% | \$21,750,893 | 1.10% | \$23,319,318 | 1.02% |
| Total Minority Business Enterprise (MBE) | | Sub | \$8,936,773 | 2.88% | \$120,821,298 | 6.10% | \$129,758,071 | 5.66% |
| Women Business Enterprise (WBE) | | Sub | \$17,264,342 | 5.57% | \$49,617,867 | 2.50% | \$66,882,209 | 2.92% |
| Lesbian, Gay, Bisexual and Transgender Business Enterprise (LGBTBE) | | Sub | \$5,584 | 0.00% | \$461,408 | 0.02% | \$466,992 | 0.02% |
| Disabled Veteran Business Enterprise (DVBE) | | Sub | \$221,951 | 0.07% | \$21,243,374 | 1.07% | \$21,465,325 | 0.94% |
| Other 8(a)* | | Sub | \$– | 0.00% | \$– | 0.00% | \$– | 0.00% |
| TOTAL WMDVLGBTBE | | Sub | \$26,428,650 | 8.51% | \$192,143,947 | 9.69% | \$218,572,597 | 9.53% |
| Total Product Procurement \$ | | | \$310,621,405 | | | | | |
| Total Service Procurement \$ | | | \$1,982,099,238 | | | | | |
| Net Procurement** | | | \$2,292,720,643 | | | | | |

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

A4 9.1.2 WMDVLGBTBE Procurement by Standard Industrial Categories - Products – 2021

| 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 | | | | | | | |
| 23 - Apparel & Oth Finished Prods Made From Fabric | - | - | - | - | - | - | - | - | - | - | - | - | - | - | \$221,841 |
| | 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% | |
| 24 - Lumber & Wood Prods, Exc Furniture | - | - | - | - | - | - | - | - | - | - | - | \$845 | - | \$845 | \$845 |
| | 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 | - | - | - | - | \$561,182 | - | - | - | \$561,182 | - | - | 702.9 | - | \$561,885 | \$631,491 |
| | 0.00% | 0.00% | 0.00% | 0.00% | 88.87% | 0.00% | 0.00% | 0.00% | 88.87% | 0.00% | 0.00% | 0.11% | 0.00% | 88.98% | |
| 28 - Chemicals & Allied Prods | - | - | - | - | - | - | - | - | - | - | - | - | - | - | \$7,148,767 |
| | 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% | |
| 29 - Petroleum Refining & Related Industries | - | - | - | - | - | \$756,085 | - | - | \$756,085 | \$157,998 | - | - | - | \$914,083 | \$2,483,155 |
| | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 30.45% | 0.00% | 0.00% | 30.45% | 6.36% | 0.00% | 0.00% | 0.00% | 36.81% | |
| 30 - Rubber & Misc Plastics Prods | - | - | \$33 | - | - | - | - | - | \$33 | - | - | - | - | \$33 | \$3,367,825 |
| | 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% | |
| 32 - Stone, Clay, Glass & Concrete Prods | - | - | - | - | \$16,277 | - | - | - | \$16,277 | - | - | - | - | \$16,277 | \$1,178,401 |
| | 0.00% | 0.00% | 0.00% | 0.00% | 1.38% | 0.00% | 0.00% | 0.00% | 1.38% | 0.00% | 0.00% | 0.00% | 0.00% | 1.38% | |
| 33 - Primary Metal Industries | - | - | \$22,568,142 | - | - | - | - | - | \$22,568,142 | - | - | - | - | \$22,568,142 | \$47,507,124 |
| | 0.00% | 0.00% | 47.50% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 47.50% | 0.00% | 0.00% | 0.00% | 0.00% | 47.50% | |
| 34 - Fabricated Metal Prods, Exc Machinery | - | - | - | - | \$5,084,860 | - | - | - | \$5,084,860 | \$1,162,232 | - | - | - | \$6,247,092 | \$19,529,503 |
| | 0.00% | 0.00% | 0.00% | 0.00% | 26.04% | 0.00% | 0.00% | 0.00% | 26.04% | 5.95% | 0.00% | 0.00% | 0.00% | 31.99% | |
| 35 - Industrial & Commercial Machinery & Computer Equip | \$8,269 | - | - | - | \$694,299 | 882.73 | \$86,331 | - | \$789,782 | \$1,825,600 | - | - | - | \$2,615,382 | \$16,131,116 |
| | 0.05% | 0.00% | 0.00% | 0.00% | 4.30% | 0.01% | 0.54% | 0.00% | 4.90% | 11.32% | 0.00% | 0.00% | 0.00% | 16.22% | |
| 36 - Electronic & Oth Elec Equip & Components | - | - | - | - | \$145,045 | \$14,773 | - | - | \$159,819 | \$18,127 | - | - | - | \$177,946 | \$11,153,555 |
| | 0.00% | 0.00% | 0.00% | 0.00% | 1.30% | 0.13% | 0.00% | 0.00% | 1.43% | 0.16% | 0.00% | 0.00% | 0.00% | 1.59% | |
| 37 - Transportation Equip | - | - | - | - | \$9,621,746 | - | - | - | \$9,621,746 | \$878,316 | - | - | - | \$10,500,062 | \$13,659,087 |
| | 0.00% | 0.00% | 0.00% | 0.00% | 70.44% | 0.00% | 0.00% | 0.00% | 70.44% | 6.43% | 0.00% | 0.00% | 0.00% | 76.87% | |
| 38 - Measuring, Analyzing & Controlling Instruments | - | - | - | - | \$23,121 | \$47,948 | - | - | \$71,069 | \$5,543,127 | - | - | - | \$5,614,196 | \$14,670,792 |
| | 0.00% | 0.00% | 0.00% | 0.00% | 0.16% | 0.33% | 0.00% | 0.00% | 0.48% | 37.78% | 0.00% | 0.00% | 0.00% | 38.26% | |

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 | - | - | \$85,614 | - | - | \$11,813 | - | - | \$97,427 | - | - | - | - | \$97,427 | \$1,720,525 |
| | 0.00% | 0.00% | 4.98% | 0.00% | 0.00% | 0.69% | 0.00% | 0.00% | 5.66% | 0.00% | 0.00% | 0.00% | 0.00% | 5.66% | |
| 50 - Wholesale Trade; Durable Goods | \$6,945 | \$1,394 | \$903,727 | \$227,705 | \$1,920,928 | \$4,267,171 | \$22,401 | \$2,061,415 | \$9,411,687 | \$16,700,851 | - | \$100,363 | - | \$26,212,901 | \$92,349,602 |
| | 0.01% | 0.00% | 0.98% | 0.25% | 2.08% | 4.62% | 0.02% | 2.23% | 10.19% | 18.08% | 0.00% | 0.11% | 0.00% | 28.38% | |
| 51 - Wholesale Trade; Nondurable Goods | \$424,243 | \$96,124 | - | \$30,998 | \$3,481,703 | \$2,436 | - | - | \$4,035,504 | \$43,723,524 | - | \$120,040 | - | \$47,879,068 | \$64,841,318 |
| | 0.65% | 0.15% | 0.00% | 0.05% | 5.37% | 0.00% | 0.00% | 0.00% | 6.22% | 67.43% | 0.00% | 0.19% | 0.00% | 73.84% | |
| 52 - Bldg Matls, Hardware, Garden Supply | - | - | - | - | \$4,729 | - | - | - | \$4,729 | - | - | - | - | \$4,729 | \$971,077 |
| | 0.00% | 0.00% | 0.00% | 0.00% | 0.49% | 0.00% | 0.00% | 0.00% | 0.49% | 0.00% | 0.00% | 0.00% | 0.00% | 0.49% | |
| 55 - Automotive Dlrs & Gasoline Service Stations | - | - | - | - | - | - | - | - | - | \$963,923 | - | - | - | \$963,923 | \$4,534,148 |
| | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 26.13% | 0.00% | 0.00% | 0.00% | 26.13% | |
| 57 - Home Furniture, Furnishings & Equip Stores | - | - | - | - | - | - | - | - | - | \$54,053 | - | - | - | \$54,053 | \$665,923 |
| | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 8.12% | 0.00% | 0.00% | 0.00% | 8.12% | |
| 58 - Eating & Drinking Places | - | \$744 | - | - | - | - | - | - | \$744 | \$67 | - | - | - | \$811 | \$87,760 |
| | 0.00% | 0.85% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.85% | 0.08% | 0.00% | 0.00% | 0.00% | 0.93% | |
| 59 - Misc Retail | - | - | - | - | \$484,543 | \$254,686 | - | - | \$739,228 | \$5,155,935 | \$5,584 | - | - | \$5,900,747 | \$7,767,550 |
| | 0.00% | 0.00% | 0.00% | 0.00% | 6.24% | 3.28% | 0.00% | 0.00% | 9.52% | 66.38% | 0.07% | 0.00% | 0.00% | 75.97% | |
| Total Products Procurement | \$439,457 | \$98,263 | \$23,557,516 | \$258,703 | \$22,038,434 | \$5,355,795 | \$108,732 | \$2,061,415 | \$53,918,315 | \$76,183,753 | \$5,584 | \$221,951 | - | \$130,329,603 | \$310,621,405 |
| | 0.14% | 0.03% | 7.58% | 0.08% | 7.09% | 1.72% | 0.04% | 0.66% | 17.36% | 24.53% | 0.00% | 0.07% | 0.00% | 41.96% | |

| | |
|-------------------------------------|------------------------|
| Total Product Procurement \$ | \$310,621,405 |
| Total Service Procurement \$ | \$1,982,099,238 |
| Net Procurement** | \$2,292,720,643 |

NOTE:
 Firms classified as 8(a) by Small Business Administration include 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

| 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 | | | | | | | |
| 07 - Agricultural Svcs | \$25,204 | - | - | - | \$730,818 | - | - | - | \$756,022 | \$255,252 | - | \$ 776 | | \$1,012,050 | \$2,820,525 |
| | 0.89% | 0.00% | 0.00% | 0.00% | 25.91% | 0.00% | 0.00% | 0.00% | 26.80% | 9.05% | 0.00% | 0.03% | 0.00% | 35.88% | |
| 13 - Oil & Gas Extraction | - | - | - | \$11,823,183 | \$8,587 | \$264,846 | \$10,398,497 | - | \$22,495,113 | \$380,728 | - | - | | \$22,875,841 | \$145,951,662 |
| | 0.00% | 0.00% | 0.00% | 8.10% | 0.01% | 0.18% | 7.12% | 0.00% | 15.41% | 0.26% | 0.00% | 0.00% | 0.00% | 15.67% | |
| 15 - Bldg Const-General Contractors & Operati | \$827,775 | - | \$2,575,148 | - | \$21,832,107 | \$9,319 | \$19,397,228 | \$52,500 | \$44,694,077 | \$17,095,618 | - | \$17,123,654 | \$7,313 | \$78,920,662 | \$87,825,121 |
| | 0.94% | 0.00% | 2.93% | 0.00% | 24.86% | 0.01% | 22.09% | 0.06% | 50.89% | 19.47% | 0.00% | 19.50% | 0.01% | 89.87% | |
| 16 - Heavy Const Oth Than Bldg Const-Contract | - | - | - | - | \$125,961,063 | \$14,833,302 | - | \$79,700 | \$140,874,066 | \$10,310,057 | - | \$34,431,613 | | \$185,615,736 | \$470,377,776 |
| | 0.00% | 0.00% | 0.00% | 0.00% | 26.78% | 3.15% | 0.00% | 0.02% | 29.95% | 2.19% | 0.00% | 7.32% | 0.00% | 39.46% | |
| 17 - Const-Special Trade Contractors | \$9,118,899 | - | \$8,795,063 | \$606,750 | \$37,839,141 | \$1,477,268 | \$19,473,939 | - | \$77,311,061 | \$54,435,084 | - | \$1,052,911 | | \$132,799,056 | \$289,302,753 |
| | 3.15% | 0.00% | 3.04% | 0.21% | 13.08% | 0.51% | 6.73% | 0.00% | 26.72% | 18.82% | 0.00% | 0.36% | 0.00% | 45.90% | |
| 27 - Printing Publishing & Allied Industries | - | - | - | - | \$19,420 | \$5,064 | - | - | \$24,484 | \$810,751 | - | - | | \$835,235 | \$3,228,765 |
| | 0.00% | 0.00% | 0.00% | 0.00% | 0.01% | 0.00% | 0.00% | 0.00% | 0.01% | 0.28% | 0.00% | 0.00% | 0.00% | 0.29% | |
| 42 - Motor Freight Transportation & Warehouse | \$325,562 | \$57,475 | - | \$7,055 | \$12,338,247 | \$11,519,999 | - | - | \$24,248,338 | \$9,592,442 | \$460,822 | - | | \$34,301,602 | \$38,185,066 |
| | 0.85% | 0.15% | 0.00% | 0.02% | 32.31% | 30.17% | 0.00% | 0.00% | 63.50% | 25.12% | 1.21% | 0.00% | 0.00% | 89.83% | |
| 45 - Transportation By Air | - | - | - | - | - | - | - | - | - | - | - | - | - | - | \$41,915 |
| | 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% | |
| 47 - Transportation Svcs | \$2,950,324 | - | - | - | - | \$52,712 | \$58,132 | - | \$3,061,168 | - | - | - | - | \$3,061,168 | \$4,806,679 |
| | 61.38% | 0.00% | 0.00% | 0.00% | 0.00% | 1.10% | 1.21% | 0.00% | 63.69% | 0.00% | 0.00% | 0.00% | 0.00% | 63.69% | |
| 48 - Communications | - | - | - | - | - | - | - | - | - | \$11,988,088 | - | - | | \$11,988,088 | \$13,482,493 |
| | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 88.92% | 0.00% | 0.00% | 0.00% | 88.92% | |
| 49 - Electric Gas & Sanitary Svcs | \$1,642,404 | - | - | - | \$23,207,627 | \$986,885 | - | - | \$25,836,916 | \$353.88 | - | - | | \$25,837,270 | \$32,979,725 |
| | 4.98% | 0.00% | 0.00% | 0.00% | 70.37% | 2.99% | 0.00% | 0.00% | 78.34% | 0.00% | 0.00% | 0.00% | 0.00% | 78.34% | |
| 60 - Depository Institutions | - | - | - | - | - | - | - | - | - | - | - | - | - | - | \$1,206,088 |
| | 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% | |
| 62 - Security & Commodity Brokers Dirs Exch | \$3,631 | - | - | - | \$1,499 | - | - | - | \$5,131 | - | - | - | - | \$5,131 | \$8,199,810 |
| | 0.04% | 0.00% | 0.00% | 0.00% | 0.02% | 0.00% | 0.00% | 0.00% | 0.06% | 0.00% | 0.00% | 0.00% | 0.00% | 0.06% | |
| 63 - Insurance Carriers | - | - | - | - | - | - | - | - | - | \$584,231 | - | - | | \$584,231 | \$584,231 |
| | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 100.00% | 0.00% | 0.00% | 0.00% | 100.00% | |
| 64 - Insurance Agents Brokers & Service | - | \$15,337 | - | - | - | \$19,108 | - | - | \$34,445 | - | - | - | - | \$34,445 | \$1,270,265 |
| | 0.00% | 1.21% | 0.00% | 0.00% | 0.00% | 1.50% | 0.00% | 0.00% | 2.71% | 0.00% | 0.00% | 0.00% | 0.00% | 2.71% | |

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

| Products | African American | | Asian Pacific American | | Hispanic American | | Native American | | Minority Business Enterprise (MBE) | Women Minority Business Enterprise (WMBE) | Lesbian, Gay, Bisexual and Transgender Business Enterprise (LGBTBE) | Disabled Veteran Business Enterprise (DVBE) | Other 8(a)** | Total WMDVLGBTBE | Total \$ |
|--|------------------|--------------|------------------------|--------------|-------------------|--------------|-----------------|-----------|------------------------------------|---|---|---|--------------|------------------|-----------------|
| | Male | Female | Male | Female | Male | Female | Male | Female | | | | | | | |
| 65 - Real Estate | \$1,953,428 | - | - | - | \$2,269 | - | - | - | \$1,955,697 | \$1,043,256 | - | - | - | \$2,998,953 | \$6,017,665 |
| | 32.46% | 0.00% | 0.00% | 0.00% | 0.04% | 0.00% | 0.00% | 0.00% | 32.50% | 17.34% | 0.00% | 0.00% | 0.00% | 49.84% | |
| 73 - Business Svcs | \$45,198,067 | \$8,729,916 | \$5,585,791 | \$4,435,534 | \$19,856,315 | \$3,932,992 | \$15,878,374 | \$77,444 | \$103,694,431 | \$40,631,682 | \$1,088 | \$2,202,847 | - | \$146,530,048 | \$368,554,154 |
| | 12.26% | 2.37% | 1.52% | 1.20% | 5.39% | 1.07% | 4.31% | 0.02% | 28.14% | 11.02% | 0.00% | 0.60% | 0.00% | 39.76% | |
| 75 - Automotive Repair Svcs & Parking | \$22,377,019 | - | - | - | \$56,921 | \$389,558 | - | - | \$22,823,497 | \$121,448 | - | - | - | \$22,944,945 | \$36,554,725 |
| | 61.22% | 0.00% | 0.00% | 0.00% | 0.16% | 1.07% | 0.00% | 0.00% | 62.44% | 0.33% | 0.00% | 0.00% | 0.00% | 62.77% | |
| 76 - Misc Repair Svcs | - | - | - | - | - | - | - | - | - | \$359,813 | - | - | - | \$359,813 | \$2,822,784 |
| | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 12.75% | 0.00% | 0.00% | 0.00% | 12.75% | |
| 80 - Health Svcs | - | - | - | \$1,981,215 | - | - | - | - | \$1,981,215 | \$4,735 | - | - | - | \$1,985,950 | \$5,061,439 |
| | 0.00% | 0.00% | 0.00% | 39.14% | 0.00% | 0.00% | 0.00% | 0.00% | 39.14% | 0.09% | 0.00% | 0.00% | 0.00% | 39.23% | |
| 81 - Legal Svcs | \$418,817 | - | \$585,044 | \$71,071 | \$101,057 | - | - | - | \$1,175,990 | \$619,939 | - | - | - | \$1,795,929 | \$58,988,997 |
| | 0.71% | 0.00% | 0.99% | 0.12% | 0.17% | 0.00% | 0.00% | 0.00% | 1.99% | 1.05% | 0.00% | 0.00% | 0.00% | 3.04% | |
| 82 - Educational Svcs | - | - | - | - | - | - | - | - | - | - | - | - | - | - | \$30,000 |
| | 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% | |
| 83 - Social Svcs | - | - | - | - | - | - | - | - | - | \$2 | - | - | - | \$2 | \$4,002 |
| | 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% | |
| 87 - Engrg Accounting Research Mgmt & Rela | \$5,881,333 | \$7,639,200 | \$48,174,696 | \$2,875,498 | \$43,657,294 | \$145,123 | \$800,066 | - | \$109,173,212 | \$42,413,008 | \$42,780 | \$1,435,570 | - | \$153,064,570 | \$365,339,288 |
| | 1.61% | 2.09% | 13.19% | 0.79% | 11.95% | 0.04% | 0.22% | 0.00% | 29.88% | 11.61% | 0.01% | 0.39% | 0.00% | 41.89% | |
| 89 - Svcs Not Elsewhere Classified | \$17,432 | \$815,796 | \$58,696 | - | - | \$4,590,030 | - | - | \$5,481,954 | \$8,886,761 | - | \$325,295 | - | \$14,694,010 | \$38,456,309 |
| | 0.05% | 2.12% | 0.15% | 0.00% | 0.00% | 11.94% | 0.00% | 0.00% | 14.26% | 23.11% | 0.00% | 0.85% | 0.00% | 38.22% | |
| 92 - Justice Public Order & Safety | - | - | - | - | - | - | - | - | - | - | - | - | - | - | \$7,000 |
| | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | |
| Total Services Procurement | \$90,739,896 | \$17,257,724 | \$65,774,438 | \$21,800,306 | \$285,612,367 | \$38,226,206 | \$66,006,237 | \$209,644 | \$585,626,817 | \$199,533,250 | \$504,691 | \$56,572,665 | \$7,313 | \$842,244,736 | \$1,982,099,238 |
| | 4.58% | 0.87% | 3.32% | 1.10% | 14.41% | 1.93% | 3.33% | 0.01% | 29.55% | 10.07% | 0.03% | 2.85% | 0.00% | 42.50% | |

NOTE:
 Firms classified as 8(a) by Small Business Administration include 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 Product Procurement \$ | \$310,621,405 |
| Total Service Procurement \$ | \$1,982,099,238 |
| Net Procurement** | \$2,292,720,643 |

A6 9.1.10A Annual Energy Product Results by Ethnicity and WMDVLGBTBE Certification – 2021

| Product ¹ | | Results by Ethnicity and Gender | | | | | | | | | | | | | | | Results by WMDVBE Certification | | | | Total WMDVLGBTBE Procurement Spend | Total Procurement Spend | |
|----------------------|-------------------|---------------------------------|--------|--------------|------------------|--------------|-------------|-------------------|-------------|--------------|-----------------|--------------|--------------|-----------------------------|--------|-------|------------------------------------|---------------------------------|---|---|------------------------------------|----------------------------|-----------------|
| | | Asian Pacific American | | | African American | | | Hispanic American | | | Native American | | | Other Minority ² | | | Minority Business Enterprise (MBE) | Women Business Enterprise (WBE) | Disabled Veteran Business Enterprise (DVBE) | Lesbian, Gay, Bisexual and Transgender Business Enterprise (LGBTBE) | | | |
| | | Male | Female | Total | Male | Female | Total | Male | Female | Total | Male | Female | Total | Male | Female | Total | | | | | | | |
| NATURAL GAS | Short-term | \$ | - | \$26,756,204 | \$26,756,204 | \$64,433,882 | \$2,875,191 | \$67,309,074 | \$2,937,034 | \$13,549,196 | \$16,486,231 | \$19,017,510 | \$11,480,873 | \$30,498,383 | - | - | - | \$141,049,891 | \$28,285,673 | \$33,012,276 | - | \$202,347,840 | \$1,050,074,721 |
| | | % | 0.0% | 2.5% | 2.5% | 6.1% | 0.3% | 6.4% | 0.3% | 1.3% | 1.6% | 1.8% | 1.1% | 2.9% | 0.0% | 0.0% | 0.0% | 13.4% | 2.7% | 3.1% | 0.0% | 19.2% | |
| | Long-term | \$ | - | \$26,663,529 | \$26,663,529 | \$26,380,316 | \$6,676,939 | \$33,057,256 | - | - | - | - | - | - | - | - | - | \$59,720,785 | \$29,034,346 | \$29,034,317 | - | \$117,789,448 | \$789,678,671 |
| | | % | 0.0% | 3.4% | 3.4% | 3.3% | 0.8% | 4.2% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 7.6% | 3.7% | 3.7% | 0.0% | 15% | |
| | Total Natural Gas | \$ | - | \$53,419,733 | \$53,419,733 | \$90,814,199 | \$9,552,131 | \$100,366,330 | \$2,937,034 | \$13,549,196 | \$16,486,231 | \$19,017,510 | \$11,480,873 | \$30,498,383 | - | - | - | \$200,770,676 | \$57,320,019 | \$62,046,594 | - | \$320,137,289 | \$1,839,753,391 |
| | | % | 0.0% | 2.9% | 2.9% | 4.9% | 0.5% | 5.5% | 0.2% | 0.7% | 0.9% | 1.0% | 0.6% | 1.7% | 0.0% | 0.0% | 0.0% | 10.9% | 3.1% | 3.4% | 0.0% | 17.4% | |
| 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% |
| | 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% |
| | Total Natural Gas | \$ | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| | | % | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% |
| Overall Total | | \$ | - | \$53,419,733 | \$53,419,733 | \$90,814,199 | \$9,552,131 | \$100,366,330 | \$2,937,034 | \$13,549,196 | \$16,486,231 | \$19,017,510 | \$11,480,873 | \$30,498,383 | - | - | - | \$200,770,676 | \$57,320,019 | \$62,046,594 | - | \$320,137,289 | \$1,839,753,391 |
| Overall Total % | | % | 0.0% | 2.9% | 2.9% | 4.9% | 0.5% | 5.5% | 0.2% | 0.7% | 0.9% | 1.0% | 0.6% | 1.7% | 0.0% | 0.0% | 0.0% | 10.9% | 3.1% | 3.4% | 0.0% | Overall WMDVLGBTBE%: 17.4% | |

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 – 2021

| Data on Number of Suppliers | | | | | | | | | | | | |
|-----------------------------|-------------------------|------------|----------|-----------|-------------|------------|--------------------------|------------|----------|-----------|-------------|------------|
| # WMDVLGBTBEs | Revenue Reported to CHS | | | | | | Utility-Specific Summary | | | | | |
| | MBE | WBE | LGBTBE | DVBE | Other 8(a)* | Total | MBE | WBE | LGBTBE | DVBE | Other 8(a)* | Total |
| Under \$1M or Unknown | 148 | 59 | 4 | 36 | 1 | 248 | 259 | 145 | 5 | 32 | 1 | 442 |
| Under \$5 million | 75 | 47 | 0 | 0 | 0 | 122 | 50 | 29 | 0 | 3 | 0 | 82 |
| Under \$10 million | 29 | 35 | 1 | 1 | 0 | 66 | 11 | 12 | 0 | 0 | 0 | 23 |
| Above \$10 million | 89 | 52 | 0 | 0 | 0 | 141 | 21 | 7 | 0 | 2 | 0 | 30 |
| TOTAL | 341 | 193 | 5 | 37 | 1 | 577 | 341 | 193 | 5 | 37 | 1 | 577 |

| Revenue and Payment Data | | | | | | | | | | | | |
|--------------------------|-------------------------|----------------|------------|------------|-------------|-----------------|--------------------------|--------------|------------|-------------|-------------|--------------|
| \$ WMDVLGBTBEs | Revenue Reported to CHS | | | | | | Utility-Specific Summary | | | | | |
| | MBE | WBE | LGBTBE | DVBE | Other 8(a)* | Total | MBE | WBE | LGBTBE | DVBE | Other 8(a)* | Total |
| Under \$1M or Unknown | 25.8 | 16.0 | 0.0 | 0 | 0 | 41.8 | 41.7 | 21.2 | 0.5 | 3.2 | 0 | 66.6 |
| Under \$5 million | 200.3 | 109.8 | 0 | 0 | 0 | 310.1 | 102.0 | 83.4 | 0 | 5.4 | 0 | 190.8 |
| Under \$10 million | 217.1 | 245.6 | 0 | 5.6 | 0.5 | 468.8 | 83.8 | 79.3 | 0 | 0 | 0 | 163.1 |
| Above \$10 million | 28,023.0 | 8,277.5 | 0 | 0 | 0 | 36,300.5 | 412.1 | 91.8 | 0 | 48.2 | 0 | 552.1 |
| TOTAL | 28,466.2 | 8,648.9 | 0.0 | 5.6 | 0.5 | 37,121.2 | 639.6 | 275.7 | 0.5 | 56.8 | 0 | 972.6 |

NOTE:
 *Firms classified as 8(a) by Small Business Administration include non-WMDVLGBTBE
 CHS: Supplier Clearinghouse



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