



# Year 2016 Utilities Procurement of Goods, Services and Fuel from Women-, Minority-, Disabled Veteran-, and LGBT-owned Business Enterprises



September 2017



# California Public Utilities Commission

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## EXECUTIVE SUMMARY

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This is the California Public Utilities Commission's (CPUC) 31<sup>st</sup> Annual Report to the Legislature on the progress reported by investor-owned utility companies (utilities) in procuring goods, services, and fuel from women-owned, minority-owned, disabled-veteran-owned, and lesbian, gay, bisexual, and/or transgender (LGBT)-owned business enterprises (WMDVLGBTBE or diverse supplier).<sup>1</sup> Highlights of the report include:

- The utilities procurement spending with diverse suppliers increased from \$8.82 billion in 2015 to \$9.37 billion in 2016. The percentage of total utilities' procurement with diverse suppliers, however, decreased from 32.36 percent to 30.92 percent.
- The utilities overall exceeded the CPUC's General Order (GO) 156 21.5 percent goal in 2016, as well as the minority-owned and women-owned business enterprises goals. Nevertheless, the utilities were short of meeting the disabled veteran-owned business enterprise goal by 0.07 percent.
- The utilities reported increased spending with minority-owned and women-owned business enterprises in 2016; however, procurement with disabled veteran-owned business enterprises declined from \$0.46 billion in 2015 to \$0.43 billion in 2016.
- In the first year the utilities were required to track and report on LGBT-owned business procurement spend, in 2016, the utilities reported \$36.63 million, 0.12 percent of total utilities' procurement.
- Pacific Gas and Electric Company (PG&E), San Diego Gas & Electric (SDG&E), Southern California Edison (SCE), and Southwest Gas continue to spend more than 40 percent of their procurement with diverse suppliers.
- Supported by the acquisition of Verizon California, Frontier Communications (Frontier) increased their diverse spend from \$711,231 in 2015 (5.48%) to \$52.51 million (25.56%) in 2016.
- The small utilities procurement with diverse suppliers declined from \$144.81 million in 2015 to \$143.61 million; however, the percentage of total procurement increased from 18.63 percent to 20.79 percent.
- From the CPUC regulated water utilities, Suburban Water Company achieved the most percentage of total procurement at 37.09 percent. All the water utilities, except San Gabriel Valley Water Company and San Jose Water Company, continue to meet the GO 156 21.5 percent goal.

The CPUC commends and encourages the utilities to sustain and exceed their efforts in supplier diversity to achieve greater levels of diversity in future procurement.

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<sup>1</sup> Public Utilities Code (PU Code), Section 8283 requires the CPUC-regulated electrical, gas, water, wireless telecommunications service provider, and telephone corporation and their regulated subsidiaries and affiliates, with gross annual revenues exceeding \$25 million, to submit an annual report regarding the implementation of their diverse supplier program and annual verifiable plans for increasing procurement from WMDVLGBTBEs. PU Code, Section 910.3 mandates the CPUC to submit a report to the Legislature by September 1 of each year on the progress of WMDVLGBTBE procurement.

## BACKGROUND

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In the mid-1980s, the California Legislature passed Assembly Bill (AB) 3678 (Stats. 1986, ch. 1259) to encourage the award of a fair proportion of total utility contracts and subcontracts to women-business enterprises (WBE), and minority-business enterprises (MBE). This bill created the foundation for the CPUC's Utility Supplier Diversity Program. Subsequently, the CPUC issued General Order (GO) 156 to implement the statutes and set the Utility Supplier Diversity Program framework and guidelines. On June 3, 1992, Decision (D.) 92-06-030 amended GO 156 to add disabled veteran-owned business enterprises (DVBE) into the Program. On June 11, 2015, through D. 15-06-007, GO 156 was amended again to implement AB 1678 (Gordon) that added LGBT-owned business enterprises (LGBTBE).<sup>2</sup> GO 156 directly covers CPUC-regulated electrical, gas, water, wireless telecommunications service provider, and telephone corporations and their regulated subsidiaries and affiliates, with gross annual revenues exceeding \$25 million.

The Utility Supplier Diversity Program promotes and monitors supplier diversity in utilities' procurement and oversees a certification clearinghouse (the Supplier Clearinghouse).<sup>3</sup> The program encourages the utilities to purchase at least 21.5 percent of their procurement from WMDVLGBTBEs (15% from MBEs, 5% from WBEs, and 1.5% from DVBEs). Currently, the program does not have a percentage target goal for LGBTBEs. The CPUC will review and make a determination on LGBTBE program goal by 2021.<sup>4</sup> Nevertheless, the utilities are strongly encouraged to include LGBTBEs in their procurement.

Public Utilities Code (PU Code) Section 8283 (d) requires each participating utility<sup>5</sup> to report annually to the CPUC on its diverse procurement performance and plans for future enhancement. This requirement is further reiterated in GO 156, Section 9. The intent of the supplier diversity reports is to provide the CPUC with information on the utilities progress in meeting their short-, mid-, and long-term supplier diversity goals.

## OVERVIEW OF 2016 SUPPLIER DIVERSITY PROCUREMENT

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In 2016, the participating utilities reported a total of \$9.37 billion procurement with WMDVLGBTBEs and achieved 30.92 percent of total utilities' procurement. Complying with the GO 156 requirement for utilities to report on LGBTBE starting from 2016,<sup>6</sup> all the utilities included their LGBTBE procurement spend.

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<sup>2</sup> *Order Instituting Rulemaking to Update General Order 156 to Comply with Assembly Bill 1678 by Extending Provisions of the Utilities' Supplier Diversity Program to Lesbian, Gay, Bisexual and/or Transgender (LGBT) Business Enterprises*, D. 15-06-007.

<sup>3</sup> GO 156, Section 1.3.22: Clearinghouse is a CPUC-supervised program that verifies women-, minority- and LGBT-owned businesses' status and maintains a database (<http://www.thesupplierclearinghouse.com/>).

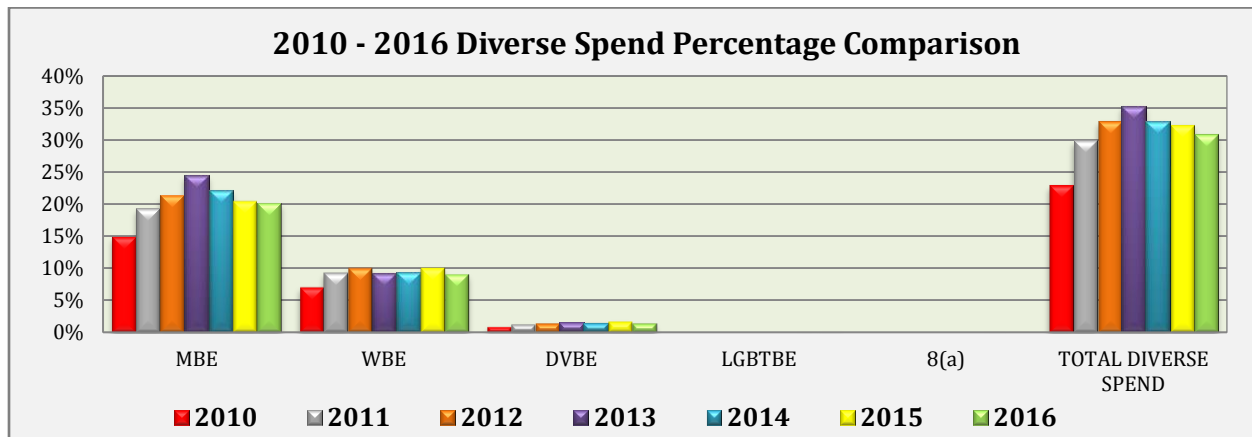
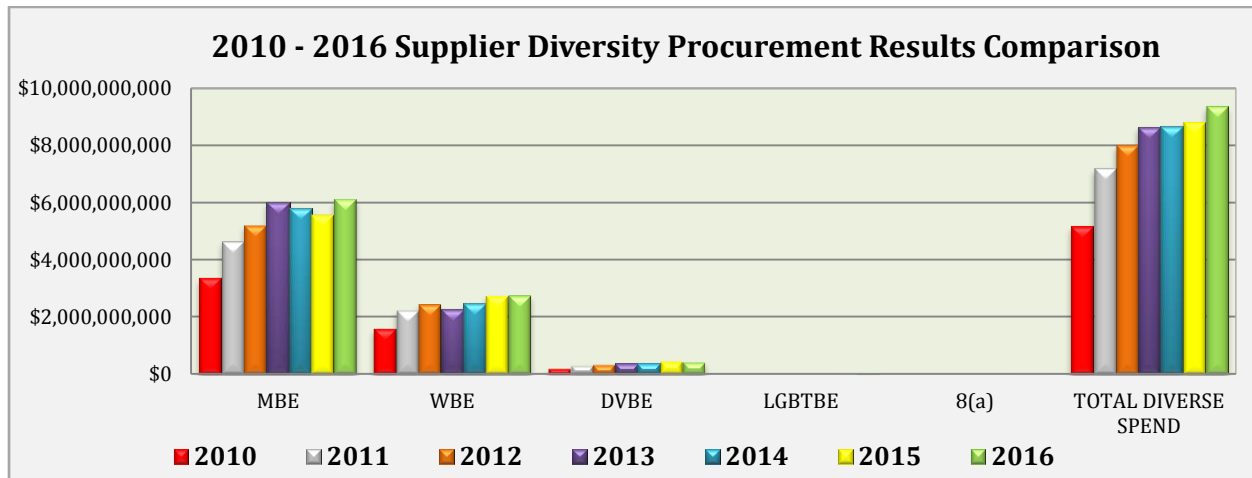
<sup>4</sup> GO 156, Section 8.3.6.

<sup>5</sup> PU Code, Section 8283: Utilities with annual revenue exceeding \$25 million.

<sup>6</sup> PU Code, Section 8283 (d) and D.15-06-007.

Category	Procurement Amount	Percentage Achieved	Goal <sup>7</sup>
MBE	\$6.13 billion	20.23%	15%
WBE	\$2.77 billion	9.13%	5%
DVBE	\$0.43 billion	1.43%	1.5%
LGBTBE	\$0.04 billion	0.12%	No goal <sup>8</sup>
8(a) <sup>9</sup>	\$0.001 billion	0.003%	No goal

Continuing the past trend, the utilities in 2016 increased their overall procurement with diverse suppliers. The total procurement with diverse suppliers increased by 6.34 percent; from \$8.82 billion in 2015, to \$9.37 billion in 2016. Despite this increase, the diverse procurement spend as a percentage of total utilities' procurement declined from 32.36 percent to 30.92.

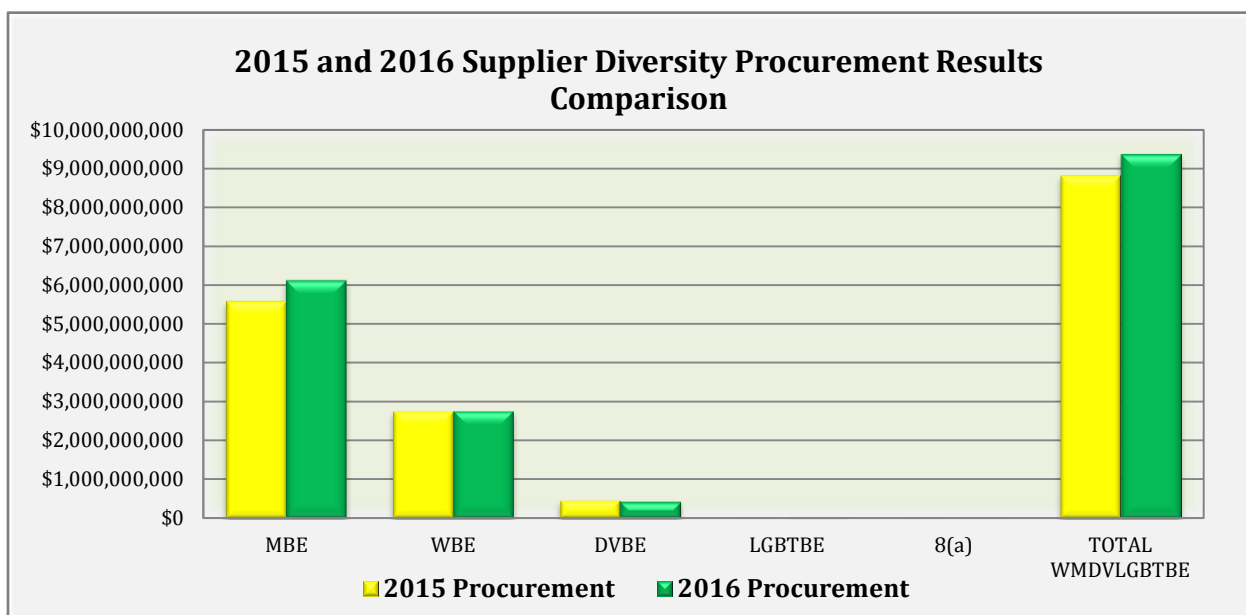


<sup>7</sup> Aspirational goals set by GO 156, Section 8.2.

<sup>8</sup> On June 11, 2015, through D.15-06-007, the CPUC included LGBTBEs into the GO 156 program. For the next five years, the CPUC will not set any numerically based goals and targets for LGBTBE procurement (GO 156, Section 8.3.2).

<sup>9</sup> GO 156, Section 1.3.13: "Other groups or individuals found to be disadvantaged by the United States Small Business Administration (SBA) pursuant to Section 8(a) of Small Business Act as amended (15 U.S.C. 637(a)), or the Secretary of Commerce pursuant to Section 5 of Executive Order 11625." This category may include non-WMDVLGBTBEs.

In 2016, the utilities met the MBE and WBE goals set by the GO 156,<sup>10</sup> but failed to meet the DVBE goal by 0.07 percent. In 2015, the utilities met all three goals. The utilities increased their procurement spend with MBEs and WBEs in 2016 compared to their 2015 results. The MBE spend increased 9.84 percent from \$5.58 billion in 2015 to \$6.13 billion in 2016, and the WBE spend by 0.30 percent from \$2.76 billion to \$2.77 billion. However the percentage of total procurement for both MBE and WBE declined from 20.50 percent to 20.23 percent and from 10.13 percent to 9.13 percent, respectively. DVBE procurement declined in both spend and percentage of total procurement. The DVBE spend went down by 6.26 percent from \$0.46 billion (1.70%) in 2015 to \$0.43 (1.43%) in 2016.



## 2016 UTILITY WMDVLGBTBE PROCUREMENT PROGRAM RESULTS

Attachment A of this report details the participating utilities' 2015 and 2016 WMDVLGBTBE procurement program results data.<sup>11</sup> To review the 2016 WMDVLGBTBE results, utilities are grouped into two categories.

- 1) Large utilities (total procurement of approximately \$150 million or more);
- 2) Small utilities (total procurement of approximately \$150 million or less).

<sup>10</sup> See Attachment A, Table 3.

<sup>11</sup> On February 16, 2017, Charter Fiberlink CA-CCO, LLC, Time Warner Cable Information Services, LLC and Bright House Networks Information Services, LLC, collectively referred to as Charter Communications (Charter) requested for extensions to submit the 2017 GO 156 Annual Plan in September 2017 and the GO 156 2016 Performance Report in March 2018, due to the acquisition of Time Warner and Bright House Networks in 2016. Charter reiterated in the request that it needed time to integrate the accounting systems and identify and verify procurement with diverse suppliers. The CPUC's Executive Director granted Charter's request.

The large utilities procure extensively more compared to the small utilities. The large utilities' procurement activities represented almost 98 percent (\$29.63 billion) of the total procurement dollars reported in 2016 (\$30.32 billion).

In their 2016 GO 156 report, Cox Communications (Cox) and MCI Communications, Inc. d/b/a Verizon Business Services (MCI) continued not to report their California specific diverse procurement spend. These companies systems are not designed to capture California specific procurement spend. Despite several efforts to work with both utilities, CPUC Staff has had little success.

As specified in GO 156, the utilities report procurement spend with diverse suppliers that have a diverse certification status from the Supplier Clearinghouse. In addition, the procurement must be in support of the utilities' California operations.

### **Program Results of the Large Utilities**

Fourteen utilities fall under the large utility category:

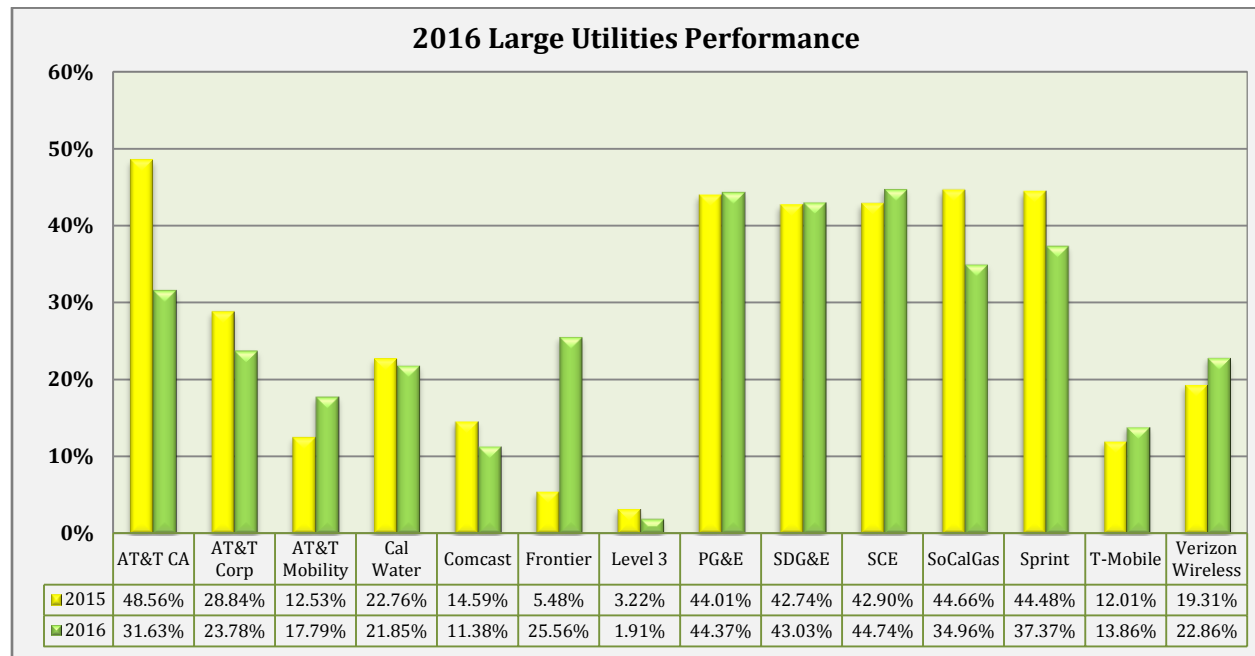
- AT&T California (AT&T CA)
- AT&T Corporation (AT&T Corp)
- AT&T Mobility
- California Water Service (Cal Water)
- Comcast California (Comcast)
- Frontier Communications (Frontier)<sup>12</sup>
- Level 3 Communications (Level 3)
- Pacific Gas and Electric Company (PG&E)
- San Diego Gas & Electric (SDG&E)
- Southern California Edison (Edison)
- Southern California Gas Company (SoCalGas)
- Sprint Corporation (Sprint)
- T-Mobile West, LLC and MetroPCS California, LLC (T-Mobile)
- Verizon Wireless

The large utilities in aggregate achieved 31.15 percent, exceeding the GO 156 goal of 21.5 percent of total utilities' procurement, meeting the 2016 MBE and WBE goals, but not the DVBE goal. SCE, PG&E, and SDG&E lead the large utilities by spending more than 43 percent of their 2016 procurement with diverse suppliers, followed by Sprint at 37.37 percent, SoCalGas, 34.96 percent and AT&T, 31.63 percent. From the large utilities, AT&T Mobility, Comcast Level 3, and T-Mobile did not meet the GO 156 goal of 21.5 percent. In 2016, AT&T Mobility, Frontier, PG&E, SDG&E, SCE, T-Mobile, and Verizon Wireless increased their percentage of total procurement spend with diverse suppliers from 2015.

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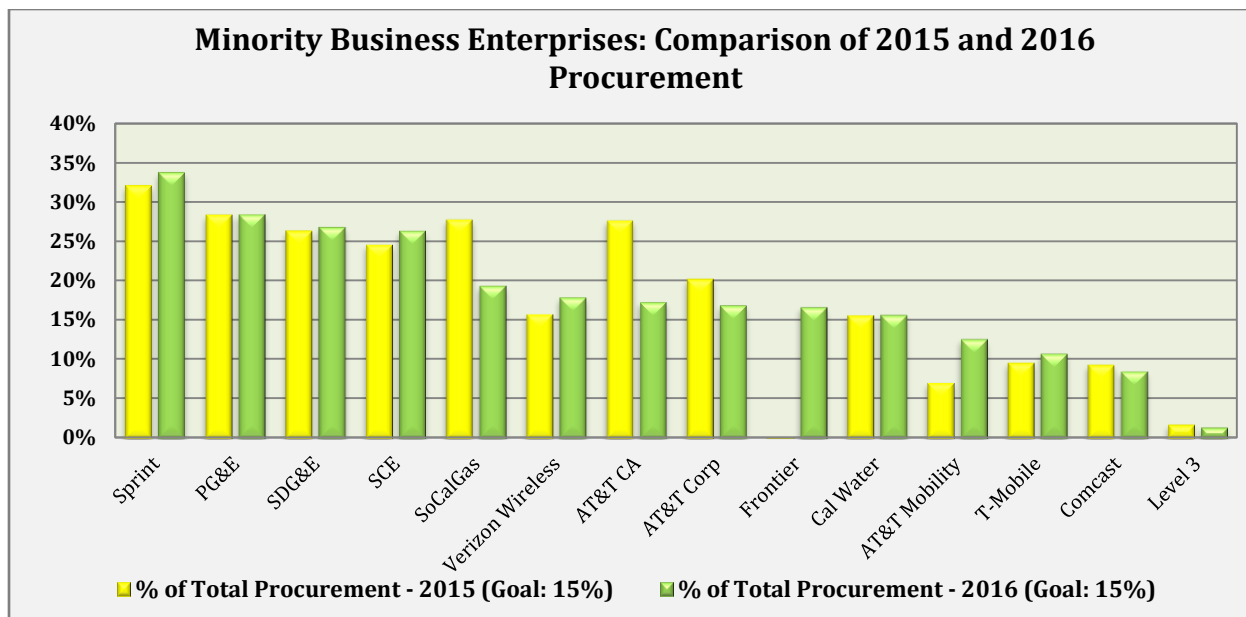
<sup>12</sup> Frontier acquired Verizon California (Verizon's wire line operations) on April 1, 2016.

The large utilities increased overall diverse procurement spend by 6.46 percent from \$8.67 billion in 2015 to \$9.23 billion in 2016. However, the percentage of total procurement decreased from 32.76 percent to 31.15 percent. In 2016, AT&T Mobility, Frontier, PG&E, SDG&E, T-Mobile and Verizon Wireless showed increases in both dollars and percentage of total procurement with diverse suppliers. However, AT&T CA, AT&T Corp, Comcast, Level 3, and Sprint reported decreases in both (see Tables 3, 1A, and 1B in Attachment A).



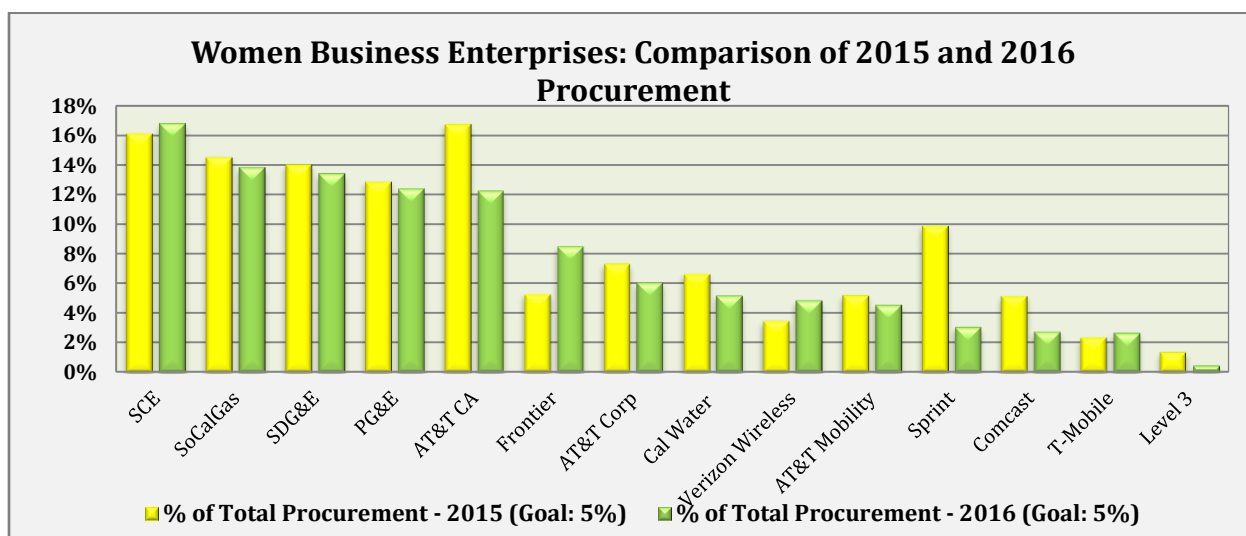
### Large Utilities' Procurement: Minority-owned Business Enterprises (MBEs)

The large utilities' total MBE procurement increased by 9.9 percent from \$5.51 billion in 2015 to \$6.06 billion in 2016. However, the MBE percentage of total procurement decreased from 20.82 percent to 20.44 percent. Out of the 14 large utilities, AT&T Mobility, Comcast, Level 3 and T-Mobile continued their trend of not meeting the 15 percent MBE procurement goal. AT&T Mobility, Cal Water, Frontier, PG&E, SDG&E, Sprint, T-Mobile, and Verizon Wireless reported increases in both dollars and percentage of total procurement with MBEs in 2016. Conversely, AT&T CA, AT&T Corp, Level 3, and SoCalGas experienced decreases in both (see Tables 3, 1A, and 1B in Attachment A).



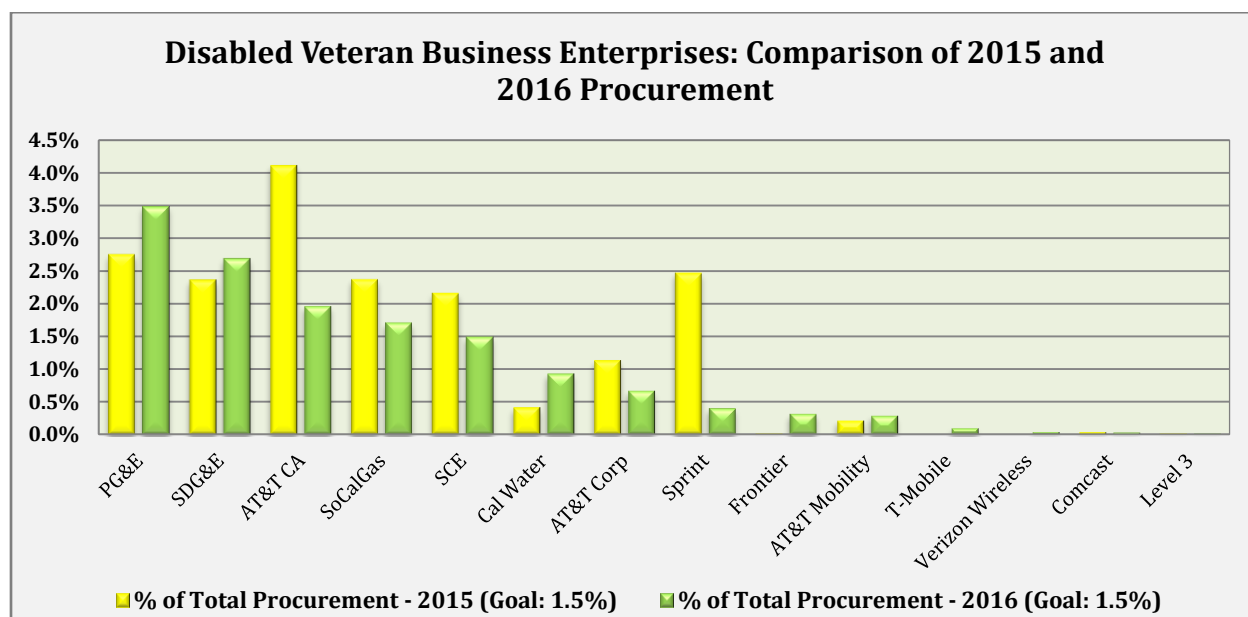
### Large Utilities' Procurement: Women-owned Businesses Enterprises (WBEs)

Overall, the large utilities' WBE procurement spend increased by 0.63 percent from \$2.70 billion in 2015 to \$2.72 billion in 2016. However, the WBE percentage of total procurement decreased from 10.20 percent to 9.17 percent. The large utilities met the 5 percent WBE procurement goal with the exceptions of AT&T Mobility, Comcast, Level 3, Sprint, T-Mobile, and Verizon Wireless. Frontier, T-Mobile and Verizon Wireless reported increases in both dollars and percentage of total procurement with WBEs. In contrast, AT&T CA, AT&T Corp, Cal Water, Comcast, Level 3, and Sprint experienced decreases in both (see Tables 3, 1A, and 1B in Attachment B).



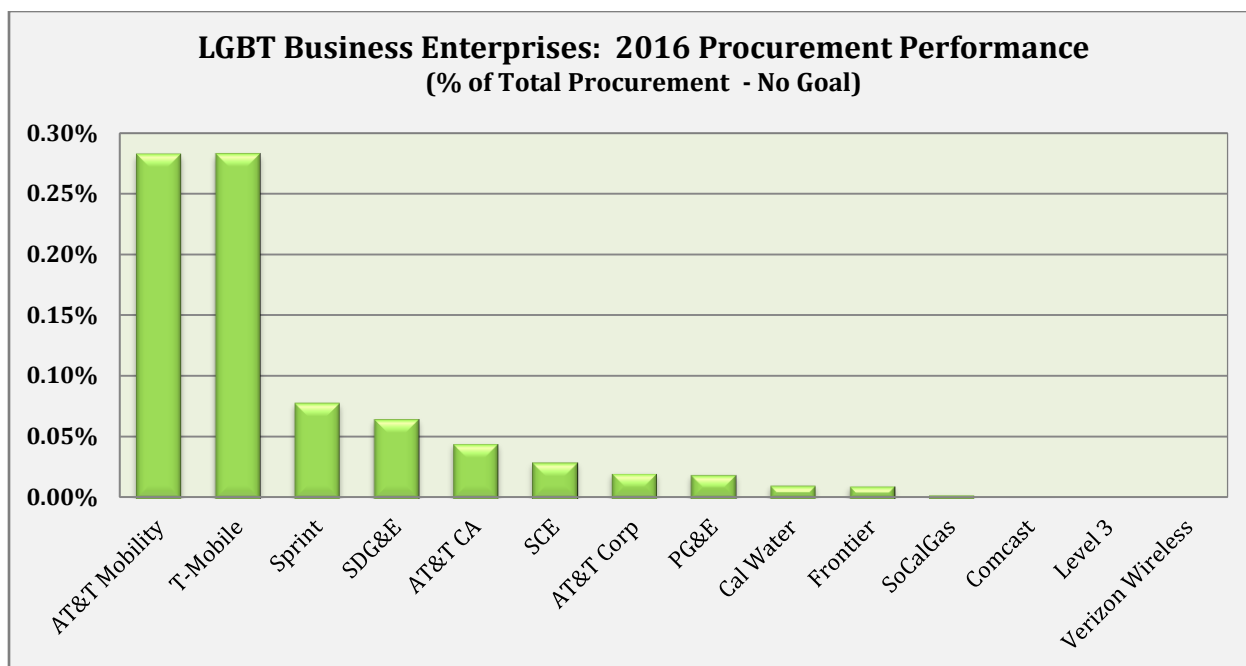
## Large Utilities' Procurement: Disabled Veteran-owned Businesses (DVBES)

Compared to 2015 results, the large utilities' DVBE procurement decreased by 6.93 percent in 2016, from \$459.22 million to \$427.41 million. The DVBE percentage of total procurement also declined from 1.74 percent to 1.44 percent. In 2016, the large utilities collectively did not meet the program 1.5 percent DVBE goal. AT&T Corp, AT&T Mobility, Cal Water, Comcast, Frontier, Level 3, Sprint, T-Mobile, and Verizon Wireless procured short of the DVBE goal. AT&T Mobility, Cal Water, Frontier, PG&E, SDG&E, T-Mobile, and Verizon Wireless reported increases in both dollars and percentage of total procurement from DVBEs. On the other hand, AT&T CA, AT&T Corp, SCE, SoCalGas, and Sprint reported declines in both (see Tables 3, 1A, 1B, 7A, and 7B in Attachment A).



## Large Utilities' Procurement: Lesbian, Gay, Bisexual, and/or Transgender-owned Businesses (LGBTBEs)

Beginning in 2016, the utilities commenced tracking and reporting procurement spend with LGBTBEs. Even though it was not required in 2015, five large utilities reported a total of \$145,519 procurement with LGBTBEs. In 2016, the large utilities in total procured \$29.65 million with LGBTBEs, 0.1 percent of total procurement. AT&T Mobility and T-Mobile procured \$13.09 million and \$10.98 million, respectively, from LGBTBEs at 0.28 percent of their total procurement, achieving the most spend and percentage compared to the other large utilities. Level 3 and Verizon Wireless did not procure from LGBTBEs in 2016 (see Tables 3, 1A, 1B and 8 in Attachment A).



### **Program Results of Small Utilities**

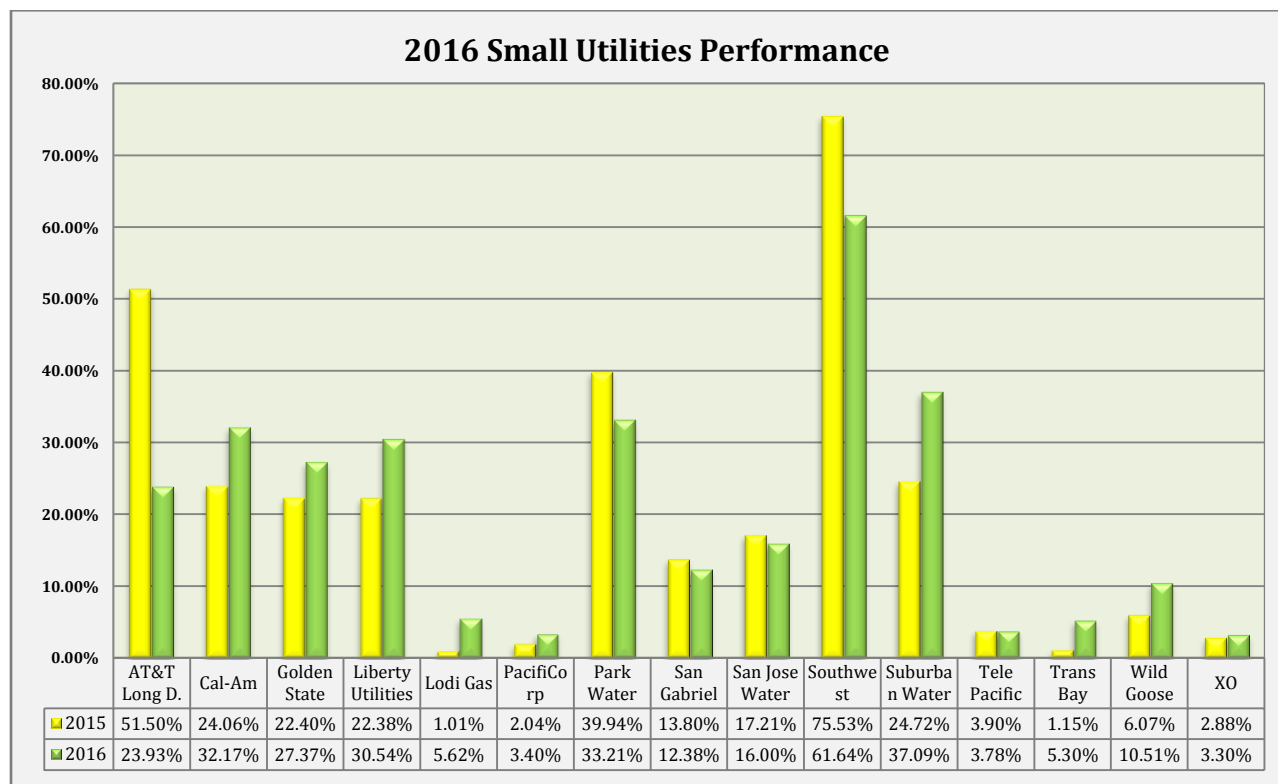
The small utilities (total procurement of approximately \$150 million or less) reporting in the WMDVLGBTBE program are:

- AT&T Long Distance
- California American Water Company (Cal-Am Water)
- Golden State Water Company (Golden State Water)
- Liberty Utilities
- Lodi Gas Storage
- Pacific Power (PacifiCorp)
- Park Water – Liberty Utilities (Park Water)
- San Gabriel Valley Water Company (San Gabriel Valley)
- San Jose Water Company (San Jose Water)
- Southwest Gas
- Suburban Water Systems (Suburban Water)
- TelePacific Communications (TelePacific)
- Trans Bay Cable, LLC (Trans Bay Cable)
- Wild Goose, LLC (Wild Goose)
- XO Communications Services, LLC (XO Communications)

The small utilities account for a little over two percent (\$0.69 billion) of total utilities' procurement (\$30.32 billion). In 2016, the small utilities collectively procured \$143.61 million from diverse suppliers, which is a decline of 0.83 percent from their 2015 result of \$144.81 million. However, the total procurement percentage increased from 18.63 percent to 20.79 percent. The small utilities did not meet the overall 21.5 percent program goal nor

the individual MBE and DVBE goals; however, they did meet the WBE goal (see Tables 3, 2A, and 2B in Attachment A).

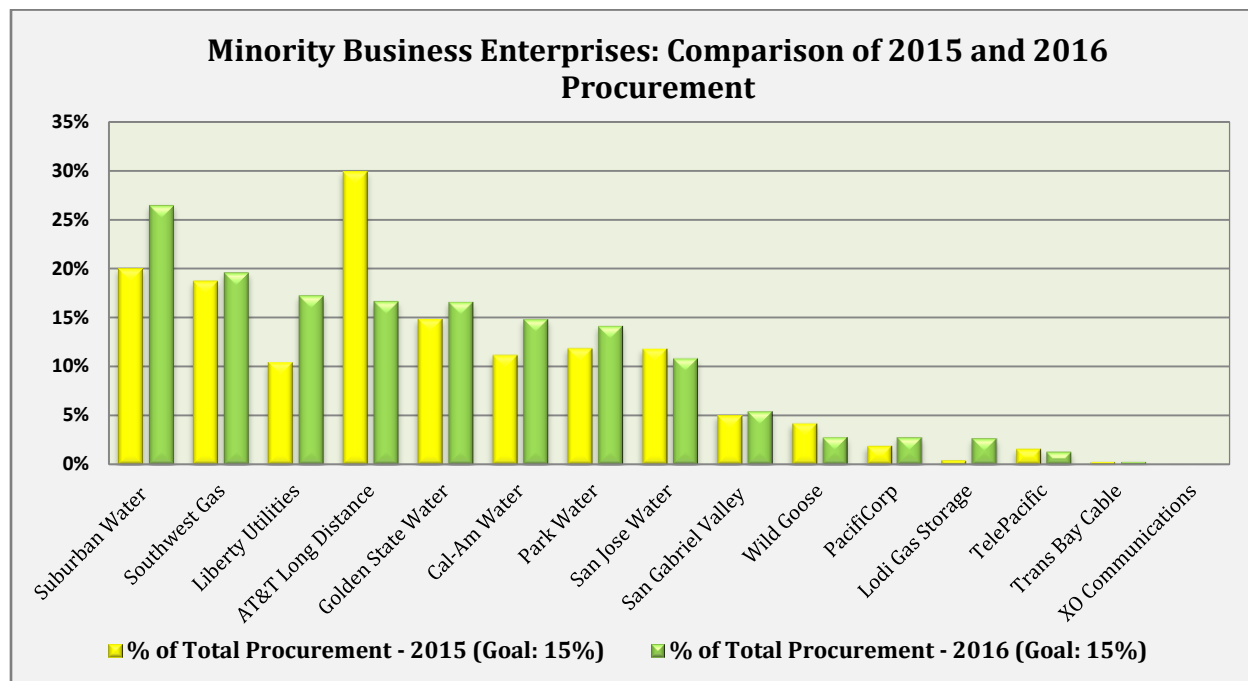
Southwest Gas continued to achieve the highest diverse spend percentage of total procurement, coming in at 61.64 percent, followed by Suburban Water at 37.09 percent and Park Water, Cal-AM Water, and Liberty Utilities at more than 30 percent. Lodi Gas Storage, PacifiCorp, San Gabriel Valley, San Jose Water, TelePacific, Trans Bay Cable, Wild Goose, and XO Communications did not meet the program overall 21.5 percent goal. In 2016, Cal-Am Water, Golden State Water, Liberty Utilities, Lodi Gas Storage, PacifiCorp, Suburban Water, Trans Bay Cable, and Wild Goose reported increases in diverse spend dollars and percentage of total procurement, whereas AT&T Long Distance, Park Water, San Gabriel Valley, Southwest Gas, and TelePacific, experienced declines in both (see Tables 3, 2A, and 2B in Attachment A).



### Small Utilities' Procurement: Minority-owned Businesses (MBEs)

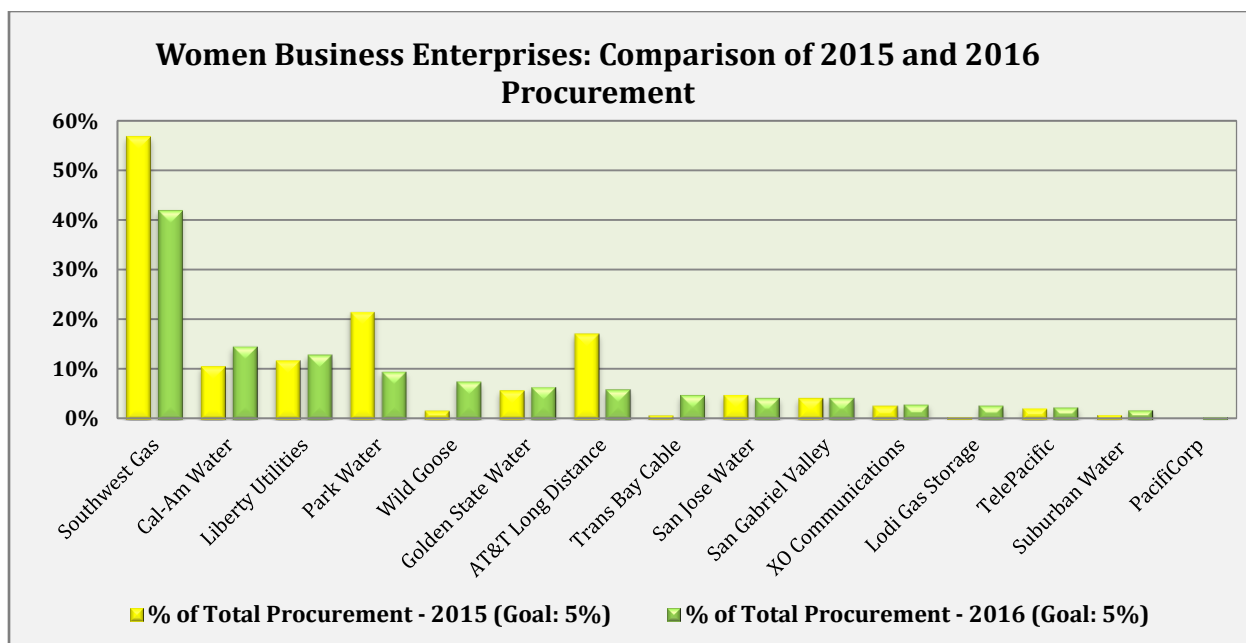
The small utilities' procurement from MBEs increased in 2016 by 4.93 percent from \$73.72 million in 2015 to \$77.35 million, as well as the percentage of total procurement from 9.48 percent to 11.20 percent. From the small utilities, only Suburban Water, Southwest Gas, Liberty Utilities, AT&T Long Distance, and Golden State Water achieved the 15 percent MBE program goal, while Cal-Am Water and Park Water fell shy from the goal by a few points. Cal-Am Water, Golden State Water, Liberty Utilities, Lodi Gas Storage, PacifiCorp, Suburban Water, and XO Communications reported increases in MBE procurement, both in dollars

and percentage of total procurement, while AT&T Long Distance, TelePacific, and Wild Goose showed decreases in both (see Tables 3, 2A, and 2B in Attachment A).



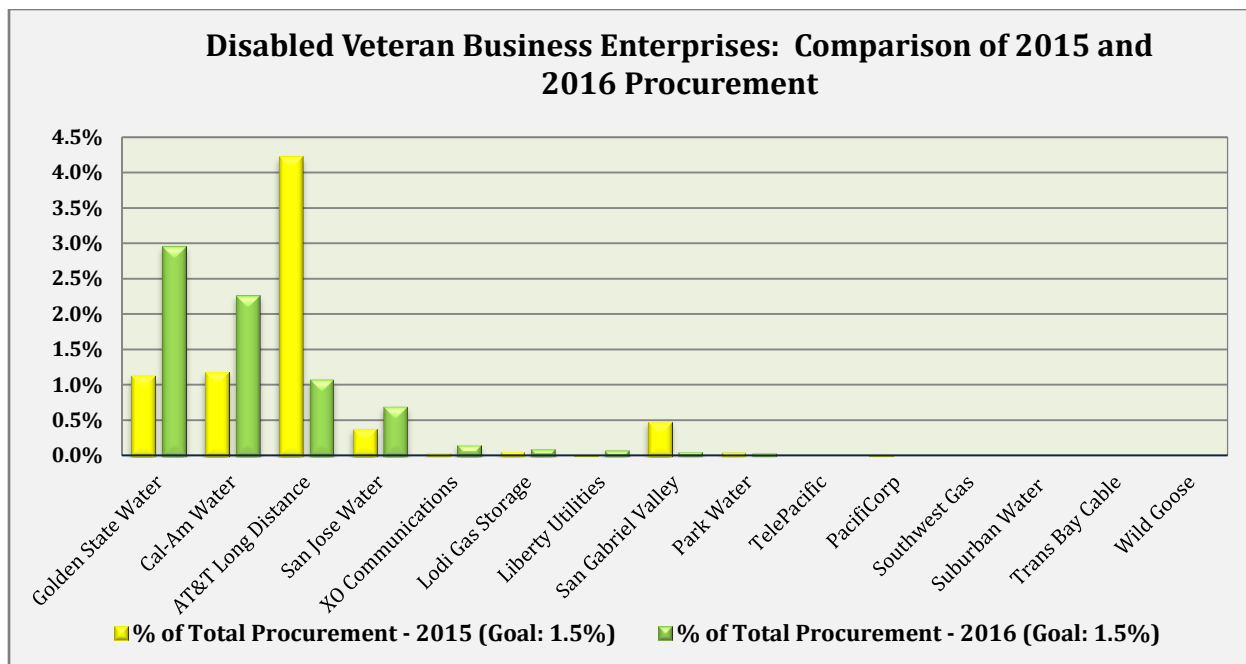
### Small Utilities' Procurement: Woman-owned Businesses (WBEs)

The small utilities' procurement from WBEs decreased by 14.36 percent from \$60.36 million (7.77%) in 2015 to \$51.70 million (7.49%) in 2016. Southwest Gas, Cal-Am Water, Liberty Utilities, Park Water, Wild Goose, Golden State Water, and AT&T Long Distance met the WBE five percent program goal. Trans Bay Cable, San Jose Water and San Gabriel Valley came close to meeting the goal. Cal-Am Water, Golden State Water, Liberty Utilities, Lodi Gas Storage, PacifiCorp, Suburban Water, Trans Bay Cable, and Wild Goose showed increases in both dollars and percentage of total procurement from WBEs, while AT&T Long Distance, Park Water, and Southwest Gas reported decreases in both (see Tables 3, 2A, and 2B in Attachment A).



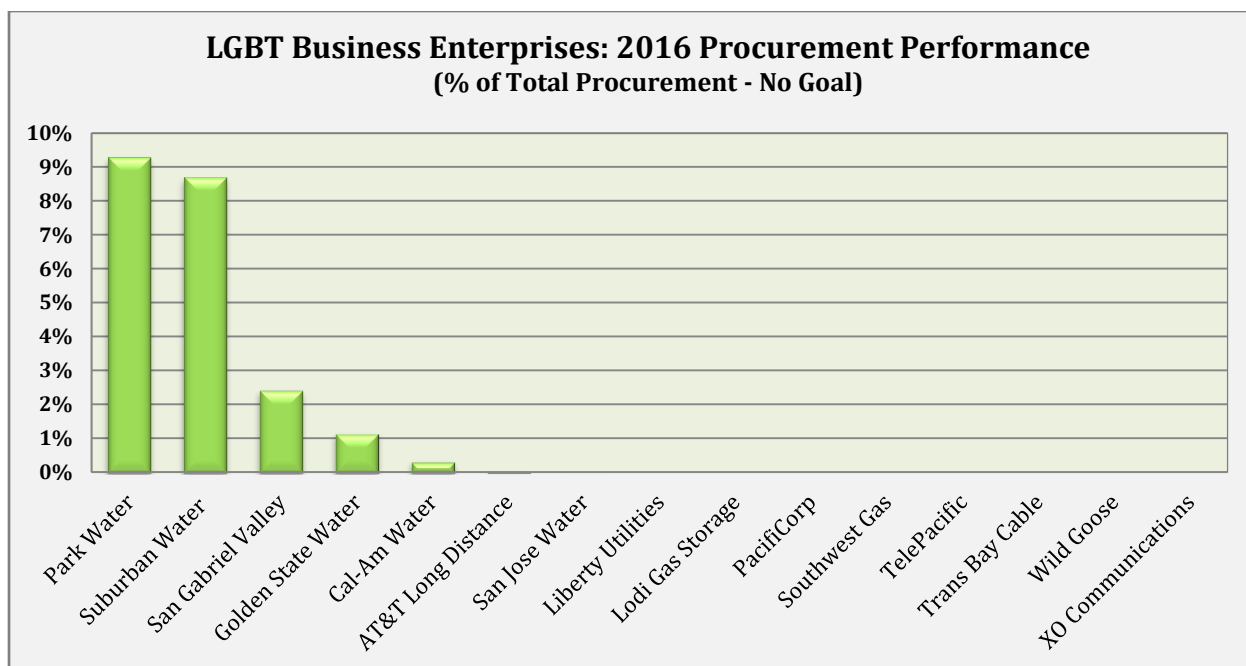
### Small Utilities' Procurement: Disabled Veteran-owned Businesses (DVBs)

The small utilities' DVBE procurement increased by 58.83 percent, from \$4.74 million in 2015 to \$7.53 million in 2016, and the percentage of total procurement increased from 0.61 percent to 1.09 percent. Golden State Water and Cal-Am Water reached the 1.5 percent DVBE program goal. Cal-Am Water, Golden State Water, Liberty Utilities, San Jose Water, and XO Communications reported increases in both dollars and percentage of total procurement, while AT&T Long Distance, PacifiCorp, Park Water, and San Gabriel Valley reported decreases in both. TelePacific increased its DVBE spend in 2016, but the percentage remained the same as its 2015 result. PacifiCorp, Southwest Gas, Suburban Water, Trans Bay Cable, and Wild Goose did not procure from DVBEs in 2016 (see Tables 3, 2A, and 2B in Attachment A).



### Small Utilities' Procurement: Lesbian, Gay, Bisexual, and/or Transgender-owned Businesses (LGBTBEs)

In 2015, six small utilities reported a total of \$5.97 million procurement spend with LGBTBEs, and achieved 0.77 percent of total procurement. In 2016, all the small utilities reported on their LGBTBE procurement, which came to a total of \$6.98 million and 1.01 percent of total procurement. Park Water reached the highest percentage of total procurement at 9.28 percent followed by Suburban Water at 8.69 percent. Park Water was also the company that procured the largest dollar amount, \$2.41 million. Liberty Utilities, Lodi Gas Storage, PacifiCorp, Southwest Gas, TelePacific, Trans Bay Cable, Wild Goose, and XO Communications did not procure from LGBTBEs in 2016 (see Tables 3, 2A, 2B and 8 in Attachment A).



## 2016 MAJOR ACCOMPLISHMENTS

- AT&T collaborated with LGBT, MBE, WBE, and DVBE communities and organizations to host five conferences/workshops, with the majority held at its regional headquarters in San Ramon, California.
- Under the California Water Association (CWA),<sup>13</sup> the GO 156 program participating water utilities joined forces to conduct effective outreach and provide technical assistance and capacity building programs.
  - Mentor-Protégé Pilot Program (MPPP): to prepare and encourage diverse suppliers for potential contract opportunities with utilities.
  - CWA Meet the Primes Showcase and Summits: to create the opportunity to network with prime contractors and share information regarding the water companies' diverse subcontracting programs.
- Cal-Am selected a diverse business for its Mentor-Protégé program.
- Cal Water continues to work with its prime contractor, West Valley Construction (WVC), to boost diverse subcontracting opportunities. WVC has a robust diverse supplier program that supports and is committed to GO 156. The program tracks diverse subcontracting procurement and includes outreach and mentoring initiatives. In 2016, WVC procured \$17.30 million, 20.5 percent of total gross procurement, with diverse suppliers.

<sup>13</sup> CWA is a trade organization representing investor-owned water companies regulated by the CPUC that provides a forum for sharing best management practices; a means of promoting sound water policy; and opportunities for educating the public on the protection and efficient use of water resources. Eight member companies, currently, participate in the GO 156 program. Through CWA, these eight members work collaboratively to identify and share best practices to encourage opportunities and minimize barriers to procurement with WMDVLGBTBEs.

- Cox purchases natural gas from a WBE for its operations nationwide and electric energy supply from an MBE for its affiliate locations. It also utilizes an MBE and a WBE for recycling.
- Frontier acquired Verizon’s wire-line operations in 2016 and launched a new supplier diversity program. Frontier’s new Director of Supplier Diversity provided senior leadership to the program, cultivated processes, and worked with small and diverse businesses.
- Golden State Water implemented a “Meet & Greet” program geared to educating prime contractors and also added three businesses to its Mentor-Protégée program.
- PG&E:
  - Increased its diverse procurement spend in all categories, including the ethnic categories, continuing its eleventh-year of exceeding the GO 156 21.5 percent goal.
  - Held a safety workshop for 60 of its prime contractors and subcontractors to provide participants with the tools to build and revise their safety program and plans.
  - Hired a third-party firm, for six years in a row, to perform its annual subcontractor reporting and payments audit to ensure accurate WMDVLGBTBE reporting from prime contractors.
  - Continued as an investor in the Business Consortium Fund (BCF): a minority business development company created by the National Minority Supplier Development Council (NMSDC) to provide contract financing to certified MBEs through a network of local participating banks
- Park Water partnered with a diverse publication and marketing firm as well as used the services of a diverse printing vendor for various printing and embroidery services.
- SDG&E:
  - Exceeded the GO 156 DVBE 1.5 percent goal for eight years in a row.
  - Achieved the highest level of diverse spend in the history of the company. Some examples of diverse spend:
    - Fire Risk Mitigation Project (FiRM): \$56.9 million or 77.7 percent.
    - San Luis Rey Synchronous Condenser Project: \$31 million or 62.5 percent.
    - Pipeline Safety Enhancement Plan (PSEP) program: \$43 million or 39.7 percent.
  - Enrolled more than 40 businesses in their Supplier Quick Pay Program (SQPP).<sup>14</sup>
  - Expanded its internal diverse supplier Champions and Ambassadors from 70 in 2015 to 120 in 2016.
- San Gabriel Valley finalized its Utility Supplier Diversity Program Strategic Plan and launched its first Capacity Building and Technical Assistant program.
- 18 diverse businesses successfully completed and received a certificate from SCE’s Contract Readiness workshops, which prepared attendees to do business with SCE and other organizations.
- SoCalGas:
  - Surpassed the GO 156 15 percent MBE goal for 17 consecutive years.

<sup>14</sup> SQPP pays small businesses within 15 days, rather than the standard 45 days.

- Aliso Canyon Turbine Replacement Project utilized nearly 100 diverse businesses.
  - Has 54 enrollees in its SQPP.
- TBC spent \$1,276 in fuel procurement from diverse suppliers.
- T-Mobile launched its Diverse and Small Supplier Clearinghouse to migrate from the existing flat-file design to a more dynamic third party interface to aid in the identification and tracking of diverse businesses.
- T-Mobile's organization saved \$46 million utilizing diverse businesses.
- Verizon partnered with the Black Business Association to educate small and minority-owned businesses on how to incorporate e-marketing, e-procurement, and customer relations management tools into their daily business operations.
- U.S. TelePacific Corp. modified its purchasing process to require that each party requesting a purchase order search the Supplier Clearinghouse database for a diverse business.
- From the small utilities, Lodi Gas Storage, Trans Bay Cable, and Wild Goose after discussion with CPUC's Staff, implemented new supplier diversity strategies that led to increases in diverse spend dollars and percentages of total procurement.
- The CPUC's Supplier Clearinghouse database continues to serve as a valuable resource for the utilities and the public for certified MBEs, WBEs, DVBES and LGBTBEs.

## 2016 PROGRAM HIGHLIGHTS

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- The CPUC continued to work with the California Utilities Diversity Council (CUDC), community based organizations (CBO), and business organizations to promote the goals of GO 156 and the development of WMDVLGBTBEs in California.
- The CPUC Staff worked with WMDVLGBTBE organizations and communities to increase the number of available qualified diverse suppliers in the Supplier Clearinghouse database, especially, in areas that are underutilized, unavailable and highly technical in nature.
- The CPUC developed new GO 156 reporting templates to ensure consistent reporting from all participating utilities.
- The CPUC finalized the second and commenced on the third GO 156 audit. Audits are required under the CPUC's Decision (D.) 11-05-019,<sup>15</sup> and are essential to ensure the integrity of the Utility Supplier Diversity Program.
- Continuing the practice from previous years, the CPUC met with 27 utilities to review their 2016 Utility Supplier Diversity Program performance and challenges, evaluate their 2017 supplier diversity annual plans, and solidify executive level commitment. CPUC Staff made the following observations:
  - The utilities are committed to the GO 156 Utility Supplier Diversity Program and understand the importance of including diversity in all aspects of their operations to sustain their competitiveness and efficiency in the continuously changing markets.

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<sup>15</sup> GO 156, Section 9.1.10

- The utilities completed integrating LGBTBEs in their Utility Supplier Diversity Program and procurement systems.
- The utilities developed relationships with LGBTBEs organizations and communities as well as attended, sponsored and hosted various events that offered opportunities and education to LGBTBEs. For example, utilities sponsored and participated in the National Gay & Lesbian Chamber of Commerce (NGLCC) 2016 annual conference in Palm Springs, California as panelists, conducted workshops, provided remarks, and/or participated in the strategic meetings forum.
- The utilities maintain public and informative websites specifically created for diverse suppliers.
- The utilities continued to explore and implement various strategies, trainings and tools to sustain and increase the inclusion of diverse suppliers in procurement opportunities. For example, utilities:
  - Are benchmarking and sharing best practices with other corporations.
  - Are pursuing targeted outreach and trainings for efficient outcomes.
- The utilities continue to foster relationships with CBOs and WMDVLGBTBE communities through membership, participation, collaboration, sponsorship, and partnership to promote the GO 156 Utility Supplier Diversity Program and procurement opportunities.
- The utilities strongly support technical assistance and capacity building programs. Some of the smaller utilities implemented these programs in 2016 for the first time, while the large utilities continued to expand their already robust programs. For example:
  - Utilities provided educational and developmental programs on themes such as critical business issues, best practices, procurement processes, and safety to help grow diverse suppliers.
  - AT&T selected 17 businesses to attend the highly accredited programs offered by John F. Kennedy University, Northwestern University and Dartmouth Colleges designed for businesses to develop future growth strategies and embrace innovative business practices.
  - Cal Water continued offering its Water Technology Training Scholarship Program to diverse suppliers to improve their proficiency and competitiveness in preparing water distribution and treatment tests.
  - Cox will be offering a \$10,000 scholarship to a diverse supplier to attend an Executive/MBA-type business development program, in California and in one other state.
- The utilities are working with prime contractors to bolster diverse suppliers' inclusion in subcontracting. Some of the approaches the utilities are employing:
  - Include WMDVLGBTBE subcontracting language in contracts with prime contractors.
  - Regular meetings with prime contractors.
  - Implement internal tools to identify subcontracting opportunities.
  - Involve prime contractors in outreach efforts.
  - Develop strategies to monitor subcontracting efforts and performances.
  - Prime contractor recognition and award programs.

- The utilities made efforts to increase internal awareness of their Utility Supplier Diversity Programs through approaches such as:
  - Issuing supplier diversity newsletters that describe the Program goals, efforts and successes.
  - Conducting employee trainings.
  - Implementing employee recognition and award programs.
  - Participating in planning and pre-bid meetings.
  - Involving procurement staff and key decision makers in outreach efforts.
  - Forming diversity groups with corporate leaders as members to support the Program.
- Some of the utilities are considering conducting an economic impact study to quantify the benefits of their Utility Supplier Diversity Program to the company, local communities and California as a whole.
- The CPUC continued its tradition of hosting two free small business expos a year to connect small and diverse businesses with utilities for business opportunities and education. The CPUC's Small Business Program is tasked with promoting small business economic vitality and organizes these expos in collaboration with the GO 156 program. On March 30, 2016, the CPUC held an expo in Pasadena, California at the Pasadena Convention Center, and on October 3, 2016 in Fresno, California, at the Falls Event Center. Both events had representatives from public agencies, utilities, prime contractors, resource centers, and other entities present to connect with attending small and diverse businesses and to provide resources and information on contracting opportunities, loans, bonds, bid processes, etc. In addition, a representative of the CPUC's Supplier Clearinghouse attended to answer questions about GO 156 certification process. The events had more than 100 participants and over a thousand small and diverse businesses attendance. A highlight of the expos is the matchmaking forum where diverse/small business owners had the opportunity to individually meet with buyers from the utilities, prime contractors and public agencies. There were a total of 56 buyers present with more than 700, 10-minute appointments scheduled.
- The CPUC is steadfast in its oversight to promote the GO 156 Utility Supplier Diversity Program in a way that benefits California economic development. The CPUC also gives active encouragement to the utilities, CBOs, and others to advance the goals of GO 156 through mutual partnerships.

## 2016 PROGRAM CHALLENGES

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- Some utilities' Utility Supplier Diversity Programs continued to be affected by acquisitions, organizational re-structuring, personnel changes, accidents and natural disasters.
- A few utilities struggled to improve their GO 156 performance since the majority of their procurement is conducted at the national level by their corporate office(s).
- Some smaller utilities faced difficulties meeting the GO 156 goals due to the nature of their operations that require sole sourcing from non-diverse businesses.

- Some of the utilities have limited scope of operations in California that leads to fewer procurement opportunities for WMDVLGBTBEs.
- Some utilities have expressed concern about the availability of qualified DVBES and LGBTBEs.
- The utilities continued to report that some WMDVLGBTBE organizations lack databases and are unresponsive to their request for assistance in finding qualified diverse suppliers for procurement opportunities.
- The utilities reporting power and gas transactions are facing challenges with incorporating diverse suppliers in their Utility Supplier Diversity Programs, due to credit requirements, capital constraints and unfavorable market conditions.
- Unless measures are taken to assist diverse suppliers, changing and emerging technologies could present future barriers to diverse suppliers' participation in utilities' contracts.
- Gathering data on the utilization of subcontractors continues to be a difficult task for some utilities.
- Some utilities have highly specialized prime contractors whose services cannot be subcontracted, while others have only a few prime contractors.

## 2016 OTHER PROGRAM ACTIVITIES

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### **CPUC's 2016 Annual En Banc: a Public Hearing on GO 156 Supplier Diversity**

GO 156, Section 11.3 requires the CPUC to hold an annual public hearing to provide utilities, CBOs, and the public the opportunity to share ideas and make recommendations to effectively implement GO 156. The hearing is held to examine the CPUC's own practices, to encourage utility transparency, as well as to discuss and find solutions on issues that may hinder program development.

On September 21, 2016, the CPUC Utility Supplier Diversity staff coordinated and participated at the CPUC's 14<sup>th</sup> Annual Supplier Diversity En Banc, entitled "Supplier Diversity: Success through Leadership and Synergy," at the South San Francisco Conference Center in South San Francisco, California. More than 230 people attended, including diverse suppliers, small businesses, utility executives, CBOs, and others interested in supplier diversity.

The CPUC Commissioners, Michael Picker, Catherine J.K. Sandoval, and Liane M. Randolph, were present along with retired Assembly member, Gwen Moore, and the CPUC's Executive Director, Timothy Sullivan. The CPUC's Utility Supplier Diversity Program Manager presented an overview of the utilities' Utility Supplier Diversity Program performances in 2015, which was followed by five panel discussions with the Commissioners.

The first panel discussion consisted of panelists representing the diverse communities to understand their perspectives and recommendations on GO 156. Frontier and Charter representatives followed to discuss strategies for supplier diversity during mergers and

acquisitions. The last three panel discussions were with the energy, telecommunications and water utilities to discuss their performances in the supplier diversity arena.

In line with the intent of GO 156 hearings, the CPUC's Commissioners heard from and discussed with the panels the issues on supplier diversity sustainability; the future of supplier diversity; supplier diversity program challenges and progress in technical assistance and capacity building. The panels consisted of senior executives from large and small utilities as well as representatives from CBOs who are actively involved in supplier diversity matters. The Commissioners congratulated the utilities on their performance and encouraged them to sustain their progress.

### **Legal and Financial Services**

In assisting the utilities to set their goals, Section 8.13 of the GO 156 states, "[e]ach utility shall make special efforts to increase utilization and encourage entry into the marketplace of WMDVLGBTBEs in product or service categories where there has been low utilization of WMDVLGBTBEs, such as legal and financial services, fuel procurement, and areas that are considered technical in nature."

The CPUC continues to encourage utilities to increase WMDVLGBTBE participation in their procurement of legal and financial services.

#### ***Legal Services***

The total large utilities diverse legal dollars spend decreased by 0.30 percent from \$40.39 million in 2015 to \$40.27 million in 2016. In 2016, AT&T, Cal Water, PG&E, SCE, Sprint, and T-Mobile increased their WMDVLGBTBE legal dollars spend from its 2015 levels. Level 3 and Verizon Wireless reported no diverse legal spend both in 2015 and 2016.

In 2016, 100 percent of Frontier's legal spend was with diverse suppliers. PG&E procured 20.3 percent of its legal services from diverse suppliers and Comcast, 18.09 percent. Cal Water and SCE increased their percentage of total legal corporate spend in 2016 compared to 2015, whereas the legal procurement percentages of AT&T, Comcast, PG&E, SDG&E, and SoCalGas declined. Sprint did not provide the total corporate legal procurement for both 2015 and 2016 and T-Mobile for 2015.

Some examples of utilities efforts in 2016 to include diverse suppliers in legal procurement:

- The utilities sponsored and participated in various events such as trade shows, conferences, and workshops. Their legal department joined in different activities to network directly with diverse suppliers. For example, SoCalGas sponsored and participated in the California Minority Counsel Program's Annual Business Conference.
- The utilities continued to be active with diverse bar associations and other legal organizations. For example, Comcast supported the National Association of

Minority and Women Owned Law Firms (NAMWOLF) throughout the year, and its legal professionals from across the company participated in NAMWOLF's outreach activities.

- The utilities' legal department continued to develop and implement strategies to introduce diverse students to the legal profession to help ensure a steady flow of diverse attorneys in the legal field. Towards this end, the utilities' legal department sponsored and participated in several diversity initiatives in law such as funding law students' scholarships, sponsoring annual events of legal organizations, and providing and supporting internship programs.

Some 2016 successes in legal procurement:

- AT&T procured \$14.7 million from Supplier Clearinghouse certified diverse legal firms, representing 83 percent of AT&T's national legal diversity spend.
- Comcast spent more than \$3 million with diverse law firms at corporate level and remains committed to working with diverse lawyers at majority-owned law firms.
- Cox:
  - Continued to use the legal services of a California-based WBE law firm for representation before the CPUC and advice on California and Nevada regulatory matters.
  - Supports the NAMWOLF commitment to spend at least five percent of all legal fees with minority and women-owned law firms and legal services.
  - Prefers to work with law firms that employ diverse lawyers and paralegals.
- PG&E:
  - Procured \$22 million of legal services with diverse suppliers.
  - Worked with 38 diverse law firms.
  - More than 54 percent of payments to non-diverse law firms were for professional services performed by diverse lawyers and paralegals.
- SDG&E procured almost \$6.9 million with diverse attorneys and \$652,400 with diverse paralegals at majority-owned law firms, representing nearly 51 percent of total spend with those firms.
- TBC spent \$93,435 with a WBE law firm. TBC also spent \$489,292 with diverse attorneys, legal assistants and paralegals at majority-owned law firms.

### ***Financial Services***

Although some utilities show reservation in classifying financial services as an area where diverse suppliers are underutilized, the utilities continued to identify opportunities across a wide variety of financial services, and support various initiatives and activities in the financial sector. For example, PG&E's Finance Department supports diverse firms with officer mentorship, cross-functional team guidance and development opportunities. Two diverse businesses graduated from PG&E's formal mentoring program in 2015 and 2016 and are included on recent senior notes offerings.

Some 2016 successes in financial services procurement:

- AT&T:
  - Increased its use of diverse suppliers in debt underwriting to 13 (15% from California).
  - Paid \$5.1 million to diverse co-managers in debt underwriting fees.
  - Engaged six diverse investment managers for domestic equity mandates and a diverse investment manager for an international equity mandate.
  - Executed a new financial strategy that extended opportunities to both small and diverse businesses.
- Comcast:
  - Entered into a 364-day revolving credit facility with 10 diverse banks.
  - Used eight diverse firms to underwrite approximately \$246 million of financing in the corporate bond market.
  - Contracted diverse firms as money managers.
  - Hired an African American-owned firm to manage a portion of the company's short-term fixed income assets.
- PG&E spent \$1.68 million (3.05 percent of total financial services spend) with diverse financial firms.
  - Over the past five years, PG&E used 18 different diverse financial firms to serve as underwriters. Diverse firms earned \$10.4 million, or nearly 15 percent of total financing fees, since 2010.
  - PG&E placed more than \$7.6 billion of commercial paper with a diverse bank that equates to almost 22 percent of the program executed through a diverse dealer.
  - PG&E partnered with six diverse firms to manage nine equity, fixed income and real estate securities accounts with PG&E's Employee Benefit and Nuclear Decommissioning Trusts.
  - PG&E's insurance brokers developed a new diverse subcontracting relationship to support PG&E's Insurance Department in marketing its insurance renewals or administrative insurance work.
  - PG&E's Market and Credit Risk Management (M&CRM) team developed a new credit policy to accommodate transactions with diverse suppliers in energy commodities (gas and power).
  - PG&E's M&CRM, for the first time, worked with a WBE consulting company to perform critical work on policies and standards in risk management.
  - PG&E achieved its target of approximately 15 percent of total senior notes issuance fees, approximately \$1.1 million, across six diverse investment banks.
- SDG&E spent \$0.6 million (4.95 percent of total financial services spend) with diverse financial firms.
- San Gabriel utilized a diverse accounting firm to provide audit and tax services including tax return preparation and advisory services.
- SCE spent \$2 million (12.43 percent of total financial services spend) with diverse financial firms.
  - SCE has more than \$1.04 billion invested with 16 diverse managers.
  - SCE executed \$461 million (18 percent) of investment fund equity trades through 16 diverse brokers.

- SCE invested \$19 million in money market securities through two African American-owned brokers.
- SCE Appointed five diverse firms to co-manage a \$300 million preference stock financing, with more than \$200,000 of total underwriting fees paid to these firms.
- SCE issued \$3.5 billion of short-term securities through an African American-owned investment bank.
- SCE maintained \$21 million of deposits with four minority owned banks.
- SCE placed over \$16 million (41 percent) in private equity investments with three diverse fund managers.
- SoCalGas spent \$1.66 million (8.01 percent of total financial services spend) with diverse financial firms.
  - SoCalGas selected a Hispanic-owned investment bank as one of the joint book-runners in issuing \$500 million of first mortgage bonds and an African American women-owned investment bank to co-manage the offering.
  - SoCalGas employed a woman-owned insurance brokerage firm to assist us with insurance and bond procurement.
  - SoCalGas used five diverse brokerage firms to execute trading activity for SoCalGas' pension fund.
- SWG contracted with two diverse investment banks for financial services associated with \$60 million in public debt issuance.
- Sprint utilized two MBEs for financial underwriting services, through its prime contractor, totaling \$177,600.
- TBC spent \$2,269 with a WBE. TBC's spent a total of \$249,300 on underrepresented persons in the financial services sector.

The CPUC and utilities continue their efforts to include diverse suppliers in procurement of legal and financial services. The utilities have been meeting with potential diverse legal and financial firms as well as sponsoring and participating in events and forums for such firms. They support diverse legal and financial organizations and law students in order to expand the pool and utilization of WMDVLGBTBEs; as well as to ensure the steady flow of diverse firms into the fields.

## Highly Technical Areas

GO 156 Section 9.1.7 refers to utilities making the effort to utilize WMDVLGBTBEs in areas that are considered highly technical in nature. A few utilities identified some areas and reported their efforts and progresses in 2016.

- AT&T continued to dedicate resources and engage prime contractors in the advertising and marketing field to bolster opportunities for diverse suppliers that led to \$13 million in spend with California-based businesses. Some other AT&T's successes:
  - Doubled the spend with a WBE media activation company;
  - Spent \$250,000 on a newly contracted MBE digital media company;

- Paid an MBE media company over \$2.5 million for Latino radio and television advertising; and
  - Ordered over \$5.5 million in media with a minority digital media company.
- Comcast engaged an LGBT-owned marketing firm for consulting services and worked with diverse suppliers for marketing to the African American, Hispanic American, and Asian American communities.
- Cox utilized diverse suppliers to support efforts related to the environment.
- PG&E continued working with prime contractors, diverse suppliers, and diverse organizations to increase diverse spend in professional services. PG&E also included diverse businesses in all Smart Grid related opportunities.
- In the area of Smart Grid, SDG&E spent 35 percent on diverse suppliers.
- San Gabriel spent \$531,319.85 with a diverse primary water quality testing laboratory. Additionally, it utilized a diverse supplier to provide studies and reports on water resource planning, environmental compliance, and civil engineering issues.
- SCE continued to engage diverse suppliers for potential opportunities with the Smart Grid and Electric Program Investment Charge projects.
- SoCalGas contracted an African American woman-owned business to perform environmental, health and safety audits.
- TBC spent \$54,678 on the services of diverse groups at majority-owned compliance services firms.

## Disabled Veterans

In 2016, the utilities continued to implement internal and external activities to promote DVBE inclusion in utilities' direct and subcontracting procurement opportunities. The utilities engaged with the DVBE community, provided trainings and connected qualified DVBEs to contracting opportunities. Utilities and CPUC worked closely with organizations such as the California Disabled Veteran Business Alliance (DVBA), the Elite Service-Disabled Veteran-Owned Business (SDVOB) Network, and Veterans in Business Network, as well as their local affiliates, to identify, and increase DVBEs competitiveness to participate in utility contracts. The utilities have engaged with DVBE organizations to recruit DVBEs and to provide technical and capacity building opportunities.

However, despite the efforts, the utilities report challenges identifying qualified DVBEs. Out of the 29 utilities in this report, only seven utilities met the 1.5 percent GO 156 DVBE goal and five did not procure from DVBEs in 2016. The CPUC and the utilities will continue to work with the DVBE community and organizations to develop approaches to enhance the DVBE program performance.

Certain examples of DVBE activities in 2016 include:

- The utilities procured \$434.94 million from DVBEs.
- The utilities hosted, supported and participated in DVBE outreach events throughout California such as "Keeping the Promise" Conference hosted by DVBA and the Elite SDVOB Network National Convention hosted by Elite SDVOB. These

events educated DVBE's on direct and subcontracting procurement processes, best practices, safety and certification.

- The utilities hosted events for DVBEs to meet prime contractors.
- Cal Water:
  - Mentored two DVBEs since 2014 and in 2016, one company won the bid for a 1,300-foot long, 16-inch ductile iron suction pipeline installation and the other, secured more than \$300,000 in contracts critical to public health.
  - Awarded a contract for a new 20,000-gallon drinking water bolted steel tank to a DVBE.
- Golden State Water worked with a DVBE major pipeline prime contractor that was instrumental in the company exceeding the GO 156 DVBE goal in 2016.
- SDG&E increased its 2016 DVBE spend due to increased participation in SDG&E's capital projects. SDG&E has exceeded the GO 156 DVBE goal for eight years in a row.
- San Jose Water initiated a program called V.A.L.O.R<sup>16</sup> that promotes small acquisition purchases with DVBEs.

## LGBTs

The CPUC amended GO 156 in 2015 to include LGBTBEs in the Utility Supplier Diversity Program to comply with AB 1678 (Gordon).<sup>17</sup> The expectation in 2015 was for the utilities to focus on the integration of LGBTBEs in their Utility Supplier Diversity Program and make the necessary updates to submit their first LGBTBE spend report in 2016.<sup>18</sup> Since the inclusion of LGBTBEs, the utilities have updated their internal procurement processes and reporting systems; put strategies in place to increase LGBTBE participation in direct and prime subcontracting procurement opportunities; initiated efforts to identify and meet qualified LGBTBEs; established relationships with LGBT CBOs and communities; hosted, sponsored and participated in events focused on LGBT businesses; assisted and encouraged LGBTBEs to become certified; and developed programs to provide technical assistance and capacity-building trainings to increase the pool of eligible LGBTBEs.

Some examples of LGBTBE activities in 2016:

- The utilities spent \$36.63 million with LGBTBEs in 2016.<sup>19</sup>
- The utilities and CPUC increased work with the National Gay Lesbian Chamber of Commerce (NGLCC) and local LGBTBE chambers such as Golden Gate Business Association (GGBA), Rainbow Chamber of Silicon Valley (RCCSV), Rainbow Chamber

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<sup>16</sup> Veteran (V), Accessibility (A), Leadership (L), Outreach (O), Result (R )

<sup>17</sup> *Order Instituting Rulemaking to Update General Order 156 to Comply with Assembly Bill 1678 by Extending Provisions of the Utilities' Supplier Diversity Program to Lesbian, Gay, Bisexual and/or Transgender (LGBT) Business Enterprises*, Decision 15-06-007.

<sup>18</sup> The utilities were not required to report on LGBTBE procurement until 2016 (PU Code, Section 8283 (d) and D.15-06-007).

<sup>19</sup> See Attachment Table 3, 1A, 2A and 8

of Sacramento, and Los Angeles Gay & Lesbian Chamber of Commerce to identify, educate and develop LGBTBEs for future opportunities with the utilities.

- The majority of the utilities and the CPUC participated in the 2016 NGLCC International Business and Leadership Conference in Palm Springs, California.
- Cox contracted an LGBTBE video production company that is in the process of producing eight internal videos. In addition, they executed a \$250,000 statement of work with Cox's Talent Management department.
- Frontier updated its internal systems that allowed them to provide procurement opportunities to two LGBTBEs.
- PG&E trained its prime contractors, and internal staff on the importance of LGBTBE inclusion in all contracting opportunities.
- SoCalGas partnered with the Los Angeles Gay & Lesbian Chamber of Commerce, NGLCC, SDG&E, and the Small Business Association to educate suppliers on certification and how to do business with SoCalGas.

## **Fuel and Power Procurement**

GO 156, Section 9.1.11 allows the utilities to report fuel procurement separately and does not require fuel purchases to be in the procurement base on which achievement of the GO 156 (15 percent – MBE, 5 percent - WBE, and 1.5 percent - DVBE) goals is based.<sup>20</sup> Section 9.1.9 of GO 156 further requires the utilities to report their renewable and nonrenewable energy procurement in a similar manner to their fuel procurement reporting. Five energy utilities (PG&E, SDG&E, SCE, SoCalGas, and Southwest Gas) reported their fuel and/or power purchases separately.

Fuel and power procurement in 2016 presented even more challenges for the utilities to incorporate diverse suppliers in their supply chain. The long lead-time required for certain projects, volatility and complexity of the market, in addition to certain capital and credit obligations, posed obstacles for diverse suppliers' participation. Unfortunately, the challenges will continue due to: 1) market changes resulting from low natural gas prices; 2) declining utility demand for gas; and 3) decreasing utility need for renewables coming online to meet the 50 percent Renewables Portfolio Standard (RPS) goal by 2030. The Financial institutions phasing out of the Fund Transfer Agent Agreement (FTAA)<sup>21</sup> and the formation of Community Choice Aggregation (CCA) may further impact diverse suppliers in the energy procurement arena.

Despite the challenges, the utilities continued to dedicate resources to identify strategies to reduce the barriers for diverse suppliers to participate in fuel and power procurement. In 2016, the utilities sponsored and participated in outreach activities; partnered with various business organizations; and supported, mentored, and trained diverse suppliers to increase WMDVLGBTBEs participation.

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<sup>20</sup> GO 156, Section 8.12

<sup>21</sup> FTAA: financial tool used by diverse businesses to provide the working capital and credit required to procure natural gas from natural gas producers.

2016 utilities' fuel and power procurement performance:

- PG&E's power procurement spend with diverse suppliers decreased by 65.76 percent from \$118.54 million (three percent) in 2015 to \$40.59 million (1.08 %) in 2016.
- PG&E's fuel procurement for non-generation declined by 42.05 percent from \$114.97 million (14.41%) in 2015 to \$66.63 million (11.15%) in 2016.
- SDG&E power procurement decreased by 30.62 percent from \$104.68 million (9.12%) in 2015 to \$72.63 million (6.43%) in 2016.
- SCE's power procurement in 2016 declined by 56.51 percent from \$287.41 million (8.67%) in 2015 to \$125.01 million (3.84%) in 2016.
- SCE's fuel procurement for non-generation increased by 145.01 percent from \$0.62 million (100 percent) in 2015 to \$1.51 million (100 percent) in 2016.
- SoCalGas fuel procurement for non-generation declined from \$207.91 million (19.07%) in 2015 to \$151.17 million (14.65%) of total natural gas purchase in 2016.
- Southwest Gas fuel procurement for non-generation increased by 137.58 percent in 2016 from \$1.86 million (5.45%) in 2015 to \$4.42 million (13.07%) in 2016.

Some notable accomplishments in 2016:

- PG&E increased its subcontracting spend from \$1.73 million in 2015 to \$5.19 million in 2016.
- PG&E began mentoring a diverse supplier to help grow in the power procurement market.
- PG&E's Renewable Market Adjusting Tariff (ReMAT) program executed two contracts with diverse suppliers.
- PG&E added two power procurement master enabling agreements with diverse suppliers.
- PG&E assisted WMDVLGBTBEs in locating a Funds Transfer Agent.
- SDG&E procured \$63.82 million (38.63%) natural gas for electric generation plants from diverse suppliers.
- SDG&E's encouragement for developers to team and partner with diverse suppliers resulted in an \$840,000 diverse spend during pre-commercial development and construction phases.
- SCE had a 100 percent diverse spend in fuels for non-generation, exceeding the GO 156 21.5 percent goal.
- SoCalGas increased its purchases from federally recognized tribes and Native American-owned natural gas suppliers due to an increase in the tribe's natural gas production through acquisitions.
- SoCalGas, with the U.S. Department of Energy and a minority supplier, developed a national financing tool for diverse suppliers that resulted in an over \$2 billion transactions with diverse suppliers.
- Two diverse suppliers successfully won Southwest Gas contract for fuel procurement.

## **WMDVLGBTBE Verification**

The PU Code, Section 8284(a) (1) requires the CPUC to adopt criteria for verifying and determining the eligibility of women-, minority-, and LGBT-owned business enterprises (WMLGBTBE) for participation in utilities' Utility Supplier Diversity Programs. The CPUC has established a Supplier Clearinghouse operator that verifies the eligibility of these businesses and maintains a database of WMDVLGBTBEs. DGS verifies and certifies the status of DVBEs (PU Code, Section 8284 (a) (2)).

The Supplier Clearinghouse certifies the status of WMLGBTBEs for three years. At the end of the three years, the Supplier Clearinghouse re-verifies the businesses WMLGBTBE status.

As of July 31st, 2017, the Clearinghouse database has a total of 8,270 verified diverse vendors. 2,736 are WBEs; 2,514, MBEs; 1,232, minority women-owned or woman and minority male-owned businesses; 1,823, DVBEs; 110, LGBTBEs; and 46, SBA 8a certified businesses. The operating costs of the Clearinghouse are paid directly by the participating utilities.

The Supplier Clearinghouse conducts and participates in training sessions to provide education on the certification process; benefits of becoming certified; frequently asked questions, as well as online application, and how to ensure the submission of a complete application. The Clearinghouse website includes a calendar of upcoming outreach events to be conducted by the utilities to increase participation of WMDVLGBTBEs in their procurement activities.

## **CONCLUSIONS**

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In 2016, the participating utilities reached a new high of more than \$9 billion in diverse procurement spend continuing a seven-year increase trend. The overall diverse spend in 2016 improved from \$8.82 billion in 2015 to \$9.37 billion. However, the percentage of total utilities' procurement reduced from 32.36 percent to 30.92 percent.

The utilities began reporting their LGBTBE procurement progress in 2016. In aggregate, they procured a total of \$36.63 million from LGBTBEs, 0.12 percent of total utilities' procurement.

Continuing the trend from past years, the utilities, collectively, exceeded the 21.5 percent overall WMDVLGBTBE program goal, achieving 30.92 percent in 2016. They also met the MBE and WBE goals, but failed to meet the DVBE goal by 0.07 percent. Compared to 2015 results, in 2016, the utilities increased their MBE and WBE procurement spend, but experienced decline in the DVBE category.

The CPUC is dedicated to look for ways to evaluate the overall effectiveness and success of the utilities' supplier diversity programs. The CPUC will continue to focus on:

- Advocating for the inclusion of WMDVLGBTBEs in utilities procurement activities;
- Partnering and collaborating with CBOs, diversity leaders, diverse communities, and business organizations to educate and promote the inclusion of diverse suppliers in utilities procurement opportunities;
- Encouraging the utilities to take active roles with CBOs and diverse business organizations, for example, by becoming members of committees, to help attract and develop diverse suppliers;
- Recommending that the utilities continuously assess and improve their internal communications, processes, and technologies to remove any barriers that may affect the inclusion of diverse suppliers;
- Increasing the number of qualified certified WMDVLGBTBEs in the Supplier Clearinghouse database;
- Assisting the utilities in developing strategies and best practices to strengthen the utilities' supplier diversity subcontracting programs;
- Working with small utilities to further enhance and sustain their Utility Supplier Diversity Program performance;
- Collaborating with the utilities to brainstorm solutions for the challenges and barriers that affect GO 156 performance;
- Forming groups capable of assisting CPUC and the utilities in identifying and addressing issues and challenges of procurement with each diverse category (MBE, WBE, DVBE, and LGBTBE);
- Improving and implementing best practices to advance supplier diversity performance;
- Educating WMDVLGBTBEs on the values of developing safety programs as part of their service quality;
- Quantifying the benefits of the GO 156 Utility Supplier Diversity Program to the utilities, ratepayers and California economy;
- Continuing the dialogue of how to address the possible impact of emerging technologies and changing market conditions on diverse suppliers inclusion in utilities procurement activities; and
- Learning from the upcoming GO 156 En Banc taking place on October 5, 2017.

The CPUC's Utility Supplier Diversity Program is one of the most notable programs for economic development and job creation in diverse communities across California. The CPUC's program has served as a template for other public and private organizations as well as states to implement across the nation. The CPUC's GO 156 has transformed the way the utilities contract with WMDVLGBTBEs. Through the Utility Supplier Diversity Program, diverse businesses have been given the opportunity to actively engage in California's economy and contribute to the State's future growth.

## **ATTACHMENT A – DATA TABLES**

TABLE 1A	2016 WMDVLGBTBE Procurement Results for Large Utilities
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**Table 1a**  
**2016 WMDVLGBTBE Procurement Results for Large Utilities**  
(in Dollars and as a Percentage of Total Corporate Procurement)

	2016 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>AT&amp;T CA</b>							
<b>Direct</b>		\$275,470,258	\$215,694,152	\$29,116,467	\$12,250	\$338,574	\$520,631,700
		12.26%	9.60%	1.30%	0.001%	0.02%	23.16%
<b>Subcontracting</b>		\$114,124,315	\$60,042,867	\$15,063,742	\$998,947	\$0	\$190,229,870
		5.08%	2.67%	0.67%	0.04%	0.00%	8.46%
<b>Combined</b>	\$2,247,570,045	\$389,594,573	\$275,737,018	\$44,180,209	\$1,011,197	\$338,574	\$710,861,571
	100.00%	17.33%	12.27%	1.97%	0.04%	0.02%	31.63%

	2016 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>AT&amp;T Corp</b>							
<b>Direct</b>		\$88,824,952	\$29,618,305	\$2,258,655	\$2,452	\$431,171	\$121,135,535
		14.61%	4.87%	0.37%	0.00%	0.07%	19.93%
<b>Subcontracting</b>		\$14,041,953	\$7,387,725	\$1,853,456	\$122,911	\$0	\$23,406,045
		2.31%	1.22%	0.30%	0.02%	0.00%	3.85%
<b>Combined</b>	\$607,915,062	\$102,866,905	\$37,006,030	\$4,112,111	\$125,363	\$431,171	\$144,541,580
	100.00%	16.92%	6.09%	0.68%	0.02%	0.07%	23.78%

	2016 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>AT&amp;T Mobility</b>							
<b>Direct</b>		\$499,243,784	\$166,574,659	\$2,494,688	\$12,346,012	\$171,866	\$680,831,009
		10.80%	3.60%	0.05%	0.27%	0.00%	14.72%
<b>Subcontracting</b>		\$84,907,331	\$44,671,283	\$11,207,271	\$743,206	\$0	\$141,529,092
		1.84%	0.97%	0.24%	0.02%	0.00%	3.06%
<b>Combined</b>	\$4,623,757,214	\$584,151,116	\$211,245,942	\$13,701,959	\$13,089,218	\$171,866	\$822,360,101
	100.00%	12.63%	4.57%	0.30%	0.28%	0.00%	17.79%

	2016 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>Cal Water</b>							
<b>Direct</b>		\$27,110,973	\$7,860,332	\$2,029,611	\$23,393	\$0	\$37,024,309
		12.22%	3.54%	0.92%	0.01%	0.00%	16.69%
<b>Subcontracting</b>		\$7,693,807	\$3,702,131	\$44,295	\$0	\$0	\$11,440,233
		3.47%	1.67%	0.02%	0.00%	0.00%	5.16%
<b>Combined</b>	\$221,807,529	\$34,804,780	\$11,562,464	\$2,073,906	\$23,393	\$0	\$48,464,542
	100.00%	15.69%	5.21%	0.94%	0.01%	0.00%	21.85%

	2016 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>Comcast</b>							
<b>Direct</b>		\$27,164,073	\$9,451,626	\$137,751	\$0	\$0	\$36,753,450
		6.31%	2.20%	0.03%	0.00%	0.00%	8.54%
<b>Subcontracting</b>		\$9,694,040	\$2,551,932	\$9,527	\$1,165	\$0	\$12,256,664
		2.25%	0.59%	0.002%	0.0003%	0.00%	2.85%
<b>Combined</b>	\$430,540,814	\$36,858,113	\$12,003,558	\$147,278	\$1,165	\$0	\$49,010,114
	100.00%	8.56%	2.79%	0.03%	0.0003%	0.00%	11.38%

**Table 1a**  
**2016 WMDVLGBTBE Procurement Results for Large Utilities**  
(in Dollars and as a Percentage of Total Corporate Procurement)

	2016 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>Frontier</b>							
<b>Direct</b>		\$25,741,378	\$16,275,574	\$112,090	\$28,574	\$0	\$42,157,616
		75.08%	92.82%	16.93%	0.01%	0.00%	20.52%
<b>Subcontracting</b>		\$8,543,152	\$1,259,514	\$549,883	\$0	\$0	\$10,352,549
		4.16%	0.61%	0.27%	0.00%	0.00%	5.04%
<b>Combined</b>	\$205,425,614	\$34,284,530	\$17,535,088	\$661,973	\$28,574	\$0	\$52,510,165
	100.00%	16.69%	8.54%	0.32%	0.01%	0.00%	25.56%

	2016 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>Level 3</b>							
<b>Direct</b>		\$2,340,380	\$749,750	\$9,790	\$0	\$26,273	\$3,126,193
		1.30%	0.42%	0.01%	0.00%	0.01%	1.73%
<b>Subcontracting</b>		\$172,659	\$128,049	\$25,973	\$0	\$0	\$326,680
		0.10%	0.07%	0.01%	0.00%	0.00%	0.18%
<b>Combined</b>	\$180,372,375	\$2,513,038	\$877,799	\$35,763	\$0	\$26,273	\$3,452,873
	100.00%	1.39%	0.49%	0.02%	0.00%	0.01%	1.91%

	2016 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>PG&amp;E</b>							
<b>Direct</b>		\$1,444,519,530	\$589,677,024	\$137,210,981	\$760,828	\$0	\$2,172,168,363
		22.48%	9.18%	2.14%	0.01%	0.00%	33.80%
<b>Subcontracting</b>		\$383,853,878	\$208,055,011	\$86,669,772	\$482,660	\$0	\$679,061,320
		5.97%	3.24%	1.35%	0.01%	0.00%	10.57%
<b>Combined</b>	\$6,426,644,131	\$1,828,373,408	\$797,732,035	\$223,880,753	\$1,243,488	\$0	\$2,851,229,684
	100.00%	28.45%	12.41%	3.48%	0.02%	0.00%	44.37%

	2016 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>SDG&amp;E</b>							
<b>Direct</b>		\$275,062,113	\$128,254,626	\$15,926,559	\$835,259	\$0	\$420,078,557
		19.10%	8.90%	1.11%	0.06%	0.00%	29.17%
<b>Subcontracting</b>		\$111,618,970	\$65,184,267	\$22,816,777	\$102,249	\$0	\$199,722,263
		7.75%	4.53%	1.58%	0.01%	0.00%	13.87%
<b>Combined</b>	\$1,440,288,240	\$386,681,083	\$193,438,893	\$38,743,336	\$937,508	\$0	\$619,800,820
	100.00%	26.85%	13.43%	2.69%	0.07%	0.00%	43.03%

	2016 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>SCE</b>							
<b>Direct</b>		\$819,147,093	\$504,555,368	\$39,053,541	\$1,110,906	\$0	\$1,363,866,908
		21.75%	13.40%	1.04%	0.03%	0.00%	36.21%
<b>Subcontracting</b>		\$175,038,523	\$128,680,416	\$17,439,624	\$0	\$0	\$321,158,563
		4.65%	3.42%	0.46%	0.00%	0.00%	8.53%
<b>Combined</b>	\$3,766,644,844	\$994,185,616	\$633,235,784	\$56,493,165	\$1,110,906	\$0	\$1,685,025,470
	100.00%	26.39%	16.81%	1.50%	0.03%	0.00%	44.74%

**Table 1a**  
**2016 WMDVLGBTBE Procurement Results for Large Utilities**  
(in Dollars and as a Percentage of Total Corporate Procurement)

	2016 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>SoCalGas</b>							
<b>Direct</b>		\$270,898,969	\$203,492,709	\$10,046,964	\$50,343	\$0	\$484,488,985
		14.08%	10.58%	0.52%	0.003%	0.00%	25.19%
<b>Subcontracting</b>		\$102,325,464	\$62,763,286	\$22,885,796	\$0	\$0	\$187,974,546
		5.32%	3.26%	1.19%	0.00%	0.00%	9.77%
<b>Combined</b>	\$1,923,334,705	\$373,224,433	\$266,255,995	\$32,932,760	\$50,343	\$0	\$672,463,531
	100.00%	19.41%	13.84%	1.71%	0.003%	0.00%	34.96%
	2016 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>Sprint</b>							
<b>Direct</b>		\$408,937,722	\$29,846,092	\$1,410,746	\$1,045,075	\$0	\$441,239,634
		30.76%	2.25%	0.11%	0.08%	0.00%	33.19%
<b>Subcontracting</b>		\$40,298,771	\$11,207,940	\$4,029,252	\$212	\$0	\$55,536,175
		3.03%	0.84%	0.30%	0.00002%	0.00%	4.18%
<b>Combined</b>	\$1,329,437,294	\$449,236,492	\$41,054,033	\$5,439,997	\$1,045,287	\$0	\$496,775,809
	100.00%	33.79%	3.09%	0.41%	0.08%	0.00%	37.37%
	2016 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>T-Mobile</b>							
<b>Direct</b>		\$378,270,106	\$73,057,231	\$92,424	\$10,965,873	\$0	\$462,385,635
		9.75%	1.88%	0.002%	0.28%	0.00%	11.92%
<b>Subcontracting</b>		\$39,953,960	\$31,231,335	\$3,890,152	\$16,444	\$0	\$75,091,891
		1.03%	0.81%	0.10%	0.0004%	0.00%	1.94%
<b>Combined</b>	\$3,877,768,984	\$418,224,066	\$104,288,566	\$3,982,576	\$10,982,317	\$0	\$537,477,526
	100.00%	10.79%	2.69%	0.10%	0.28%	0.00%	13.86%
	2016 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>Verizon Wireless</b>							
<b>Direct</b>		\$398,922,928	\$101,867,123	\$953,390	\$0	\$0	\$501,743,441
		17.01%	4.34%	0.04%	0.00%	0.00%	21.40%
<b>Subcontracting</b>		\$21,493,554	\$12,709,403	\$65,983	\$0	\$0	\$34,268,940
		0.92%	0.54%	0.003%	0.00%	0.00%	1.46%
<b>Combined</b>	\$2,344,685,749	\$420,416,481	\$114,576,526	\$1,019,373	\$0	\$0	\$536,012,381
	100.00%	17.93%	4.89%	0.04%	0.00%	0.00%	22.86%
<b>Total</b>	<b>\$29,626,192,600</b>	<b>\$6,055,414,633</b>	<b>\$2,716,549,731</b>	<b>\$427,405,159</b>	<b>\$29,648,759</b>	<b>\$967,883</b>	<b>\$9,229,986,166</b>
	<b>100.00%</b>	<b>20.44%</b>	<b>9.17%</b>	<b>1.44%</b>	<b>0.10%</b>	<b>0.003%</b>	<b>31.15%</b>

**Note:** \*Firms Classified as 8(a) by the United States Small Business Administration - Includes Non-WMDVLGBTBEs

**Table 1b**  
**2015 WMDVLGBTBE Procurement Results for Large Utilities**  
(in Dollars and as a Percentage of Total Corporate Procurement)

	2015 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>AT&amp;T CA</b>							
<b>Direct</b>		\$294,725,285	\$179,879,007	\$38,753,810	\$0	\$446,800	\$513,804,902
		14.23%	8.69%	1.87%	0.00%	0.02%	24.81%
<b>Subcontracting</b>		\$277,624,762	\$167,623,042	\$46,582,310	\$68,944	\$0	\$491,899,058
		13.41%	8.09%	2.25%	0.003%	0.00%	23.75%
<b>Combined</b>	\$2,071,021,235	\$572,350,047	\$347,502,049	\$85,336,120	\$68,944	\$446,800	\$1,005,703,960
	100.00%	27.64%	16.78%	4.12%	0.003%	0.02%	48.56%

	2015 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>AT&amp;T Corp</b>							
<b>Direct</b>		\$97,816,632	\$27,801,465	\$1,875,729	\$0	\$788,313	\$128,282,140
		15.13%	4.30%	0.29%	0.00%	0.12%	19.84%
<b>Subcontracting</b>		\$32,832,236	\$19,823,301	\$5,508,880	\$8,153	\$0	\$58,172,571
		5.08%	3.07%	0.85%	0.001%	0.00%	9.00%
<b>Combined</b>	\$646,582,758	\$130,648,869	\$47,624,767	\$7,384,609	\$8,153	\$788,313	\$186,454,710
	100.00%	20.21%	7.37%	1.14%	0.001%	0.12%	28.84%

	2015 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>AT&amp;T Mobility</b>							
<b>Direct</b>		\$186,653,550	\$141,595,843	\$2,228,940	\$0	\$294,053	\$330,772,387
		6.17%	4.68%	0.07%	0.00%	0.01%	10.94%
<b>Subcontracting</b>		\$27,211,668	\$16,429,740	\$4,565,812	\$6,758	\$0	\$48,213,978
		0.90%	0.54%	0.15%	0.0002%	0.00%	1.59%
<b>Combined</b>	\$3,023,787,836	\$213,865,219	\$158,025,583	\$6,794,752	\$6,758	\$294,053	\$378,986,364
	100.00%	7.07%	5.23%	0.22%	0.0002%	0.01%	12.53%

	2015 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>Cal Water</b>							
<b>Direct</b>		\$26,157,229	\$8,538,133	\$391,541	\$61,663		\$35,148,566
		14.56%	4.75%	0.22%	0.03%		19.57%
<b>Subcontracting</b>		\$1,905,118	\$3,464,743	\$368,321	\$0		\$5,738,182
		1.06%	1.93%	0.21%	0.00%		3.19%
<b>Combined</b>	\$179,628,665	\$28,062,347	\$12,002,877	\$759,861	\$61,663		\$40,886,748
	100.00%	15.62%	6.68%	0.42%	0.03%		22.76%

	2015 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>Comcast</b>							
<b>Direct</b>		\$30,803,753	\$20,265,742	\$145,931			\$51,215,426
		7.86%	5.17%	0.04%			13.07%
<b>Subcontracting</b>		\$5,880,722	\$65,576	\$0			\$5,946,298
		1.50%	0.02%	0.00%			1.52%
<b>Combined</b>	\$391,787,463	\$36,684,475	\$20,331,318	\$145,931			\$57,161,724
	100.00%	9.36%	5.19%	0.04%			14.59%

**Table 1b**  
**2015 WMDVLGBTBE Procurement Results for Large Utilities**  
(in Dollars and as a Percentage of Total Corporate Procurement)

	2015 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>Level 3</b>							
<b>Direct</b>		\$3,446,111	\$889,196	\$0		\$34,485	\$4,369,792
		1.58%	0.41%	0.00%		0.02%	2.01%
<b>Subcontracting</b>		\$428,638	\$2,163,131	\$48,167		\$0	\$2,639,936
		0.20%	0.99%	0.02%		0.00%	1.21%
<b>Combined</b>	\$217,939,292	\$3,874,749	\$3,052,327	\$48,167		\$34,485	\$7,009,728
	100.00%	1.78%	1.40%	0.02%		0.02%	3.22%

	2015 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>PG&amp;E</b>							
<b>Direct</b>		\$1,216,945,364	\$538,767,854	\$94,365,581			\$1,850,078,799
		21.70%	9.61%	1.68%			32.98%
<b>Subcontracting</b>		\$373,794,914	\$184,357,245	\$60,230,189			\$618,382,348
		6.66%	3.29%	1.07%			11.02%
<b>Combined</b>	\$5,609,162,224	\$1,590,740,278	\$723,125,099	\$154,595,770			\$2,468,461,147
	100.00%	28.36%	12.89%	2.76%			44.01%

	2015 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>SDG&amp;E</b>							
<b>Direct</b>		\$240,316,847	\$93,498,642	\$9,834,392			\$343,649,881
		20.65%	8.03%	0.84%			29.52%
<b>Subcontracting</b>		\$66,194,028	\$69,875,511	\$17,744,297			\$153,813,836
		5.69%	6.00%	1.52%			13.21%
<b>Combined</b>	\$1,163,989,962	\$306,510,875	\$163,374,153	\$27,578,689			\$497,463,717
	100.00%	26.33%	14.04%	2.37%			42.74%

	2015 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>SCE</b>							
<b>Direct</b>		\$821,477,503	\$529,689,052	\$53,832,170			\$1,404,998,726
		19.27%	12.42%	1.26%			32.95%
<b>Subcontracting</b>		\$226,988,631	\$158,757,053	\$38,642,133			\$424,387,817
		5.32%	3.72%	0.91%			9.95%
<b>Combined</b>	\$4,263,898,519	\$1,048,466,135	\$688,446,105	\$92,474,303			\$1,829,386,543
	100.00%	24.59%	16.15%	2.17%			42.90%

	2015 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>SoCalGas</b>							
<b>Direct</b>		\$313,927,488	\$150,403,171	\$7,204,311			\$471,534,970
		21.06%	10.09%	0.48%			31.63%
<b>Subcontracting</b>		\$99,951,514	\$66,181,295	\$28,237,434			\$194,370,243
		6.70%	4.44%	1.89%			13.04%
<b>Combined</b>	1,490,919,874	\$413,879,002	\$216,584,466	\$35,441,745			\$665,905,213
	100.00%	27.76%	14.53%	2.38%			44.66%

**Table 1b**  
**2015 WMDVLGBTBE Procurement Results for Large Utilities**  
(in Dollars and as a Percentage of Total Corporate Procurement)

	2015 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>Sprint</b>							
<b>Direct</b>		\$363,452,040	\$39,629,897	\$2,058,697			\$405,140,634
		27.62%	3.01%	0.16%			30.79%
<b>Subcontracting</b>		\$58,661,866	\$90,845,154	\$30,551,603			\$180,058,623
		4.46%	6.90%	2.32%			13.68%
<b>Combined</b>	\$1,315,785,323	\$422,113,906	\$130,475,051	\$32,610,300			\$585,199,258
	100.00%	32.08%	9.92%	2.48%			44.48%
	2015 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>T-Mobile</b>							
<b>Direct</b>		\$348,785,977	\$66,364,922	\$56,561			\$415,207,460
		9.10%	1.73%	0.001%			10.83%
<b>Subcontracting</b>		\$19,676,387	\$25,175,704	\$62,508			\$44,914,600
		0.51%	0.66%	0.002%			1.17%
<b>Combined</b>	\$3,832,158,815	\$368,462,365	\$91,540,626	\$119,069			\$460,122,060
	100.00%	9.62%	2.39%	0.003%			12.01%
	2015 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>Verizon CA</b>							
<b>Direct</b>		\$29,505,262	\$22,468,863	\$655,990			\$52,630,115
		18.28%	13.92%	0.41%			32.61%
<b>Subcontracting</b>		\$13,611,160	\$1,175,505	\$15,260,146			\$30,046,811
		8.43%	0.73%	9.46%			18.62%
<b>Combined</b>	\$161,379,875	\$43,116,422	\$23,644,368	\$15,916,136			\$82,676,926
	100.00%	26.72%	14.65%	9.86%			51.23%
	2015 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>Verizon Wireless</b>							
<b>Direct</b>		\$328,246,794	\$67,178,813	\$17,100			\$395,442,707
		15.66%	3.20%	0.001%			18.86%
<b>Subcontracting</b>		\$2,742,198	\$6,691,276	\$0			\$9,433,474
		0.13%	0.32%	0.00%			0.45%
<b>Combined</b>	\$2,096,493,922	\$330,988,992	\$73,870,089	\$17,100			\$404,876,181
	100.00%	15.79%	3.52%	0.001%			19.31%
<b>Total</b>	<b>\$26,464,535,763</b>	<b>\$5,509,763,680</b>	<b>\$2,699,598,876</b>	<b>\$459,222,552</b>	<b>\$145,519</b>	<b>\$1,563,651</b>	<b>\$8,670,294,279</b>
	100.00%	20.82%	10.20%	1.74%	0.0005%	0.006%	32.76%

**Note:** \*Firms Classified as 8(a) by the United States Small Business Administration - Includes Non-WMDVLGBTBEs

**Table 2a**  
**2016 WMDVLGBTBE Procurement Results for Small Utilities**  
(in Dollars and as a Percentage of Total Corporate Procurement)

	2016 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>AT&amp;T Long Distance</b>							
<b>Direct</b>		\$4,029,234	\$1,320,314	\$198,549	\$253	\$5,519	\$5,553,869
		13.52%	4.43%	0.67%	0.001%	0.02%	18.64%
<b>Subcontracting</b>		\$944,941	\$497,151	\$124,727	\$8,271	\$0	\$1,575,090
		3.17%	1.67%	0.42%	0.03%	0.00%	5.29%
<b>Combined</b>	\$29,791,207	\$4,974,175	\$1,817,465	\$323,276	\$8,524	\$5,519	\$7,128,959
	100.00%	16.70%	6.10%	1.09%	0.03%	0.02%	23.93%

	2016 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>Cal-Am Water</b>							
<b>Direct</b>		\$10,712,787	\$10,187,429	\$1,017,717	\$257,351	\$0	\$22,175,284
		13.67%	13.00%	1.30%	0.33%	0.00%	28.30%
<b>Subcontracting</b>		\$945,124	\$1,330,131	\$757,865	\$0	\$0	\$3,033,120
		1.21%	1.70%	0.97%	0.00%	0.00%	3.87%
<b>Combined</b>	\$78,357,481	\$11,657,911	\$11,517,560	\$1,775,582	\$257,351	\$0	\$25,208,404
	100.00%	14.88%	14.70%	2.27%	0.33%	0.00%	32.17%

	2016 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>Golden State Water</b>							
<b>Direct</b>		\$24,074,819	\$9,620,470	\$4,290,988	\$1,693,413	\$0	\$39,679,690
		16.52%	6.60%	2.94%	1.16%	0.00%	27.22%
<b>Subcontracting</b>		\$181,387	\$8,458	\$23,242	\$0	\$0	\$213,087
		0.12%	0.01%	0.02%	0.00%	0.00%	0.15%
<b>Combined</b>	\$145,748,577	\$24,256,206	\$9,628,928	\$4,314,230	\$1,693,413	\$0	\$39,892,777
	100.00%	16.64%	6.61%	2.96%	1.16%	0.00%	27.37%

	2016 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>Liberty Utilities</b>							
<b>Direct</b>		\$4,587,301	\$3,452,153	\$23,290	\$0	\$32,812	\$8,095,556
		17.30%	13.02%	0.09%	0.00%	0.12%	30.54%
<b>Subcontracting</b>		\$0	\$0	\$0	\$0	\$0	\$0
		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
<b>Combined</b>	\$26,508,824	\$4,587,301	\$3,452,153	\$23,290	\$0	\$32,812	\$8,095,556
	100.00%	17.30%	13.02%	0.09%	0.00%	0.12%	30.54%

	2016 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>Lodi Gas Storage</b>							
<b>Direct</b>		\$148,594	\$156,586	\$5,808	\$0	\$0	\$310,988
		2.69%	2.83%	0.10%	0.00%	0.00%	5.62%
<b>Subcontracting</b>		\$0	\$0	\$0	\$0	\$0	\$0
		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
<b>Combined</b>	\$5,532,998	\$148,594	\$156,586	\$5,808	\$0	\$0	\$310,988
	100.00%	2.69%	2.83%	0.10%	0.00%	0.00%	5.62%

**Table 2a**  
**2016 WMDVLGBTBE Procurement Results for Small Utilities**  
(in Dollars and as a Percentage of Total Corporate Procurement)

	2016 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>PacifiCorp</b>							
<b>Direct</b>		\$155,623	\$61,819	\$0	\$0	\$0	\$217,442
		1.48%	0.59%	0.00%	0.00%	0.00%	2.07%
<b>Subcontracting</b>		\$139,517	\$0	\$0	\$0	\$0	\$139,517
		1.33%	0.00%	0.00%	0.00%	0.00%	1.33%
<b>Combined</b>	\$10,513,719	\$295,140	\$61,819	\$0	\$0	\$0	\$356,959
	100.00%	2.81%	0.59%	0.00%	0.00%	0.00%	3.40%

	2016 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>Park Water</b>							
<b>Direct</b>		\$3,692,240	\$2,520,135	\$12,167	\$2,413,605	\$0	\$8,638,147
		14.19%	9.69%	0.05%	9.28%	0.00%	33.21%
<b>Subcontracting</b>		\$0	\$0	\$0	\$0	\$0	\$0
		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
<b>Combined</b>	\$26,010,962	\$3,692,240	\$2,520,135	\$12,167	\$2,413,605	\$0	\$8,638,147
	100.00%	14.19%	9.69%	0.05%	9.28%	0.00%	33.21%

	2016 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>San Gabriel Valley</b>							
<b>Direct</b>		\$2,167,268	\$1,729,725	\$27,558	\$982,760	\$0	\$4,907,311
		5.37%	4.29%	0.07%	2.44%	0.00%	12.16%
<b>Subcontracting</b>		\$34,058	\$50,202	\$0	\$0	\$3,994	\$88,253
		0.08%	0.12%	0.00%	0.00%	0.01%	0.22%
<b>Combined</b>	\$40,339,630	\$2,201,326	\$1,779,927	\$27,558	\$982,760	\$3,994	\$4,995,564
	100.00%	5.46%	4.41%	0.07%	2.44%	0.01%	12.38%

	2016 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>San Jose Water</b>							
<b>Direct</b>		\$12,796,576	\$257,245	\$0	\$6,976	\$0	\$13,060,797
		9.31%	0.19%	0.00%	0.01%	0.00%	9.50%
<b>Subcontracting</b>		\$2,150,730	\$5,820,414	\$971,391	\$5,513	\$0	\$8,948,048
		1.56%	4.23%	0.71%	0.004%	0.00%	6.51%
<b>Combined</b>	\$137,515,977	\$14,947,306	\$6,077,659	\$971,391	\$12,489	\$0	\$22,008,845
	100.00%	10.87%	4.42%	0.71%	0.01%	0.00%	16.00%

	2016 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>Southwest Gas</b>							
<b>Direct</b>		\$4,202,791	\$9,659,201	\$0	\$0	\$0	\$13,861,992
		18.28%	42.02%	0.00%	0.00%	0.00%	60.30%
<b>Subcontracting</b>		\$306,558	\$0	\$0	\$0	\$0	\$306,558
		1.33%	0.00%	0.00%	0.00%	0.00%	1.33%
<b>Combined</b>	\$22,987,297	\$4,509,349	\$9,659,201	\$0	\$0	\$0	\$14,168,550
	100.00%	19.62%	42.02%	0.00%	0.00%	0.00%	61.64%

**Table 2a**  
**2016 WMDVLGBTBE Procurement Results for Small Utilities**  
(in Dollars and as a Percentage of Total Corporate Procurement)

	2016 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>Suburban Water</b>							
<b>Direct</b>		\$4,931,265	\$350,672	\$0	\$1,615,973	\$0	\$6,897,910
		26.51%	1.89%	0.00%	8.69%	0.00%	37.09%
<b>Subcontracting</b>		\$0	\$0	\$0	\$0	\$0	\$0
		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
<b>Combined</b>	\$18,598,714	\$4,931,265	\$350,672	\$0	\$1,615,973	\$0	\$6,897,910
	100.00%	26.51%	1.89%	0.00%	8.69%	0.00%	37.09%
	2016 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>TelePacific</b>							
<b>Direct</b>		\$978,278	\$1,775,247	\$1,485	\$0	\$0	\$2,755,010
		1.34%	2.43%	0.002%	0.00%	0.00%	3.78%
<b>Subcontracting</b>		\$0	\$0	\$0	\$0	\$0	\$0
		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
<b>Combined</b>	\$72,938,171	\$978,278	\$1,775,247	\$1,485	\$0	\$0	\$2,755,010
	100.00%	1.34%	2.43%	0.002%	0.00%	0.00%	3.78%
	2016 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>Trans Bay Cable</b>							
<b>Direct</b>		\$80,804	\$1,208,477	\$0	\$0	\$0	\$1,289,281
		0.32%	0.00%	0.00%	0.00%	0.00%	5.14%
<b>Subcontracting</b>		\$0	\$40,929	\$0	\$0	\$0	\$40,929
		0.00%	0.00%	0.00%	0.00%	0.00%	0.16%
<b>Combined</b>	\$25,104,500	\$80,804	\$1,249,406	\$0	\$0	\$0	\$1,330,210
	100.00%	0.32%	4.98%	0.00%	0.00%	0.00%	5.30%
	2016 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>Wild Goose Storage</b>							
<b>Direct</b>		\$59,493	\$161,159	\$0	\$0	\$0	\$220,652
		2.83%	7.67%	0.00%	0.00%	0.00%	10.51%
<b>Subcontracting</b>		\$0	\$0	\$0	\$0	\$0	\$0
		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
<b>Combined</b>	\$2,100,434	\$59,493	\$161,159	\$0	\$0	\$0	\$220,652
	100.00%	2.83%	7.67%	0.00%	0.00%	0.00%	10.51%
	2016 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>XO Communications</b>							
<b>Direct</b>		\$32,073	\$1,490,296	\$80,020	\$0	\$0	\$1,602,389
		0.07%	3.07%	0.16%	0.00%	0.00%	3.30%
<b>Subcontracting</b>		\$0	\$0	\$0	\$0	\$0	\$0
		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
<b>Combined</b>	\$48,557,081	\$32,073	\$1,490,296	\$80,020	\$0	\$0	\$1,602,389
	100.00%	0.07%	3.07%	0.16%	0.00%	0.00%	3.30%
<b>Total</b>	<b>\$690,605,572</b>	<b>\$77,351,461</b>	<b>\$51,698,213</b>	<b>\$7,534,807</b>	<b>\$6,984,115</b>	<b>\$42,325</b>	<b>\$143,610,920</b>
	<b>100.00%</b>	<b>11.20%</b>	<b>7.49%</b>	<b>1.09%</b>	<b>1.01%</b>	<b>0.006%</b>	<b>20.79%</b>

**Note:** \*Firms Classified as 8(a) by the United States Small Business Administration - Includes Non-WMDVLGBTBEs

**Table 2b**  
**2015 WMDVLGBTBE Procurement Results for Small Utilities**  
(in Dollars and as a Percentage of Total Corporate Procurement)

	2015 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>AT&amp;T Long Distance</b>							
<b>Direct</b>		\$3,222,970	\$1,630,834	\$235,289	\$0	\$10,876	\$5,099,969
		8.55%	4.33%	0.62%	0.00%	0.03%	13.53%
<b>Subcontracting</b>		\$8,079,777	\$4,878,372	\$1,355,696	\$2,006	\$0	\$14,315,852
		21.43%	12.94%	3.60%	0.005%	0.00%	37.97%
<b>Combined</b>	\$37,702,065	\$11,302,748	\$6,509,206	\$1,590,985	\$2,006	\$10,876	\$19,415,821
	100.00%	29.98%	17.26%	4.22%	0.005%	0.03%	51.50%

	2015 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>AT&amp;T TCA</b>							
<b>Direct</b>		\$1,185,260	\$467,565	\$20,220			\$1,673,045
		26.69%	10.53%	0.46%			37.67%
<b>Subcontracting</b>		\$0	\$0	\$0			\$0
		0.00%	0.00%	0.00%			0.00%
<b>Combined</b>	\$4,441,515	\$1,185,260	\$467,565	\$20,220			\$1,673,045
	100.00%	26.69%	10.53%	0.46%			37.67%

	2015 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>Cal-Am Water</b>							
<b>Direct</b>		\$8,975,816	\$8,144,356	\$422,609	\$871,346		\$18,414,127
		9.57%	8.68%	0.45%	0.93%		19.63%
<b>Subcontracting</b>		\$1,535,612	\$1,916,092	\$697,396	\$0		\$4,149,100
		1.64%	2.04%	0.74%	0.00%		4.42%
<b>Combined</b>	\$93,785,103	\$10,511,428	\$10,060,448	\$1,120,005	\$871,346		\$22,563,227
	100.00%	11.21%	10.73%	1.19%	0.93%		24.06%

	2015 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>Frontier</b>							
<b>Direct</b>		\$17,503	\$583,935	\$2,436			\$603,874
		0.13%	4.50%	0.02%			4.65%
<b>Subcontracting</b>		\$0	\$107,357	\$0			\$107,357
		0.00%	0.83%	0.00%			0.83%
<b>Combined</b>	\$12,990,005	\$17,503	\$691,292	\$2,436			\$711,231
	100.00%	0.13%	5.32%	0.02%			5.48%

	2015 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>Golden State</b>							
<b>Direct</b>		\$16,679,625	\$6,640,259	\$1,161,592	\$545,845		\$25,027,320
		14.76%	5.87%	1.03%	0.48%		22.14%
<b>Subcontracting</b>		\$162,656	\$5,270	\$128,450	\$0		\$296,376
		0.14%	0.00%	0.11%	0.00%		0.26%
<b>Combined</b>	\$113,043,465	\$16,842,281	\$6,645,529	\$1,290,042	\$545,845		\$25,323,697
	100.00%	14.90%	5.88%	1.14%	0.48%		22.40%

	2015 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>Liberty Utilities</b>							
<b>Direct</b>		\$2,276,023	\$2,580,176	\$4,117			\$4,860,315
		10.48%	11.88%	0.02%			22.38%
<b>Subcontracting</b>		\$0	\$0	\$0			\$0
		0.00%	0.00%	0.00%			0.00%
<b>Combined</b>	\$21,717,901	\$2,276,022	\$2,580,176	\$4,117			\$4,860,315
	100.00%	10.48%	11.88%	0.02%			22.38%

**Table 2b**  
**2015 WMDVLGBTBE Procurement Results for Small Utilities**  
(in Dollars and as a Percentage of Total Corporate Procurement)

	2015 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>Lodi Gas &amp; Storage</b>							
<b>Direct</b>		\$39,227	\$46,993	\$6,589			\$92,809
		0.43%	0.51%	0.07%			1.01%
<b>Subcontracting</b>		\$0	\$0	\$0			\$0
		0.00%	0.00%	0.00%			0.00%
<b>Combined</b>	\$9,175,175	\$39,227	\$46,993	\$6,589			\$92,809
	100.00%	0.43%	0.51%	0.07%			1.01%

	2015 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>PacifiCorp</b>							
<b>Direct</b>		\$58,983	\$10,153	\$2,735			\$71,871
		0.52%	0.09%	0.02%			0.64%
<b>Subcontracting</b>		\$158,003	\$0	\$0			\$158,003
		1.40%	0.00%	0.00%			1.40%
<b>Combined</b>	\$11,286,098	\$216,986	\$10,153	\$2,735			\$229,874
	100.00%	1.92%	0.09%	0.02%			2.04%

	2015 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>Park Water</b>							
<b>Direct</b>		\$3,737,384	\$6,778,970	\$18,414	\$2,002,144		\$12,536,912
		11.91%	21.60%	0.06%	6.38%		39.94%
<b>Subcontracting</b>		\$0	\$0	\$0	\$0		\$0
		0.00%	0.00%	0.00%	0.00%		0.00%
<b>Combined</b>	\$31,386,958	\$3,737,384	\$6,778,970	\$18,414	\$2,002,144		\$12,536,912
	100.00%	11.91%	21.60%	0.06%	6.38%		39.94%

	2015 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>San Gabriel</b>							
<b>Direct</b>		\$2,292,388	\$1,883,221	\$223,723	\$1,779,229		\$6,178,561
		5.06%	4.16%	0.49%	3.93%		13.64%
<b>Subcontracting</b>		\$510	\$74,793	\$0	\$0		\$75,303
		0.001%	0.17%	0.00%	0.00%		0.17%
<b>Combined</b>	\$45,305,101	\$2,292,898	\$1,958,014	\$223,723	\$1,779,229		\$6,253,864
	100.00%	5.06%	4.32%	0.49%	3.93%		13.80%

	2015 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>San Jose Water</b>							
<b>Direct</b>		\$11,411,338	\$1,598,009	\$0			\$13,009,347
		10.33%	1.45%	0.00%			11.78%
<b>Subcontracting</b>		\$1,695,485	\$3,869,984	\$432,115			\$5,997,584
		1.54%	3.50%	0.39%			5.43%
<b>Combined</b>	\$110,416,872	\$13,106,823	\$5,467,993	\$432,115			\$19,006,931
	100.00%	11.87%	4.95%	0.39%			17.21%

	2015 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>Southwest Gas</b>							
<b>Direct</b>		\$4,307,719	\$15,080,733	\$0			\$19,388,452
		16.22%	56.77%	0.00%			72.99%
<b>Subcontracting</b>		\$674,849	\$0	\$0			\$674,849
		2.54%	0.00%	0.00%			2.54%
<b>Combined</b>	\$26,563,753	\$4,982,568	\$15,080,733	\$0			\$20,063,301
	100.00%	18.76%	56.77%	0.00%			75.53%

**Table 2b**  
**2015 WMDVLGBTBE Procurement Results for Small Utilities**  
(in Dollars and as a Percentage of Total Corporate Procurement)

	2015 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>Suburban</b>							
<b>Direct</b>		\$4,128,498 20.04%	\$192,924 0.94%	\$0 0.00%	\$771,974 3.75%		\$5,093,396 24.72%
<b>Subcontracting</b>		\$0 0.00%	\$0 0.00%	\$0 0.00%	\$0 0.00%		\$0 0.00%
<b>Combined</b>	\$20,605,567 100.00%	\$4,128,498 20.04%	\$192,924 0.94%	\$0 0.00%	\$771,974 3.75%		\$5,093,396 24.72%
	2015 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>TelePacific</b>							
<b>Direct</b>		\$1,268,215 1.61%	\$1,806,993 2.29%	\$1,280 0.002%			\$3,076,488 3.90%
<b>Subcontracting</b>		\$0 0.00%	\$0 0.00%	\$0 0.00%			\$0 0.00%
<b>Combined</b>	\$78,925,460 100.00%	\$1,268,215 1.61%	\$1,806,993 2.29%	\$1,280 0.002%			\$3,076,488 3.90%
	2015 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>Time Warner</b>							
<b>Direct</b>		\$1,612,299 2.46%	\$85,193 0.13%	\$0 0.00%			\$1,697,493 2.59%
<b>Subcontracting</b>		\$0 0.00%	\$0 0.00%	\$0 0.00%			\$0 0.00%
<b>Combined</b>	\$65,515,497 100.00%	\$1,612,299 2.46%	\$85,193 0.13%	\$0 0.00%			\$1,697,493 2.59%
	2015 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>Trans Bay Cable</b>							
<b>Direct</b>		\$101,364 0.31%	\$69,893 0.21%	\$0 0.00%			\$171,257 0.52%
<b>Subcontracting</b>		\$0 0.00%	\$209,025 0.63%	\$0 0.00%			\$209,025 0.63%
<b>Combined</b>	\$33,029,998 100.00%	\$101,364 0.31%	\$278,918 0.84%	\$0 0.00%			\$380,282 1.15%
	2015 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>Wild Goose</b>							
<b>Direct</b>		\$86,735 4.24%	\$37,363 1.83%	\$0 0.00%			\$124,098 6.07%
<b>Subcontracting</b>		\$0 0.00%	\$0 0.00%	\$0 0.00%			\$0 0.00%
<b>Combined</b>	\$2,044,978 100.00%	\$86,735 4.24%	\$37,363 1.83%	\$0 0.00%			\$124,098 6.07%
	2015 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>XO Communications</b>							
<b>Direct</b>		\$9,944 0.02%	\$1,665,016 2.81%	\$31,244 0.05%			\$1,706,204 2.88%
<b>Subcontracting</b>		\$0 0.00%	\$0 0.00%	\$0 0.00%			\$0 0.00%
<b>Combined</b>	\$59,303,600 100.00%	\$9,944 0.02%	\$1,665,016 2.81%	\$31,244 0.05%			\$1,706,204 2.88%
<b>Total</b>	<b>\$777,239,110 100.00%</b>	<b>\$73,718,183 9.48%</b>	<b>\$60,363,480 7.77%</b>	<b>\$4,743,905 0.61%</b>	<b>\$5,972,544 0.77%</b>	<b>\$10,876 0.001%</b>	<b>\$144,808,988 18.63%</b>

**Note:** \*Firms Classified as 8(a) by the United States Small Business Administration - Includes Non-WMDVLGBTBEs

**Table 3**  
**2016 and 2015 Comparative Summary of Large, Small and Combined Utilities' WMDVLGBTBE Procurement Results**  
(in Dollars and as a Percentage of Total Corporate Procurement)

	Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>2016</b>							
<b>Total Large Utilities</b>	\$29,626,192,600 100.00%	\$6,055,414,633 20.44%	\$2,716,549,731 9.17%	\$427,405,159 1.44%	\$29,648,759 0.10%	\$967,883 0.003%	\$9,229,986,166 31.15%
<b>Total Small Utilities</b>	\$690,605,572 100.00%	\$77,351,461 11.20%	\$51,698,213 7.49%	\$7,534,807 1.09%	\$6,984,115 1.01%	\$42,325 0.006%	\$143,610,920 20.79%
<b>Total Combined</b>	\$30,316,798,172 100.00%	\$6,132,766,094 20.23%	\$2,768,247,944 9.13%	\$434,939,966 1.43%	\$36,632,874 0.12%	\$1,010,208 0.003%	\$9,373,597,087 30.92%
<b>2015</b>							
<b>Total Large Utilities</b>	\$26,464,535,763 100.00%	\$5,509,763,680 20.82%	\$2,699,598,876 10.20%	\$459,222,552 1.74%	\$145,519 0.0005%	\$1,563,651 0.006%	\$8,670,294,279 32.76%
<b>Total Small Utilities</b>	\$777,239,110 100.00%	\$73,718,183 9.48%	\$60,363,480 7.77%	\$4,743,905 0.61%	\$5,972,544 0.77%	\$10,876 0.001%	\$144,808,988 18.63%
<b>Total Combined</b>	\$27,241,774,873 100.00%	\$5,583,481,863 20.50%	\$2,759,962,356 10.13%	\$463,966,457 1.70%	\$6,118,063 0.02%	\$1,574,527 0.01%	\$8,815,103,266 32.36%

**Note:** \*Firms Classified as 8(a) by the United States Small Business Administration - Includes Non-WMDVLGBTBEs

**Table 4a**  
**2016 Summary of Large Utilities Ethnic Procurement Results**  
(in Dollars and as a Percentage of Total MBE Procurement)

		AT&T CA	AT&T Corp	AT&T Mobility	Cal Water	Comcast	Frontier	Level 3	PG&E	SDG&E	SCE	SoCalGas	Sprint	T-Mobile/ MetroPCS	Verizon Wireless
<b>Black</b>															
	<b>Direct</b>	\$30,251,162	\$32,343,980	\$94,068,700	\$194,395	\$2,499,367	\$32,983	\$0	\$408,104,656	\$31,470,388	\$68,867,061	\$24,502,861	\$204,430,933	\$1,629,514	\$1,764,859
		7.76%	31.44%	16.10%	0.56%	6.78%	0.10%	0.00%	22.32%	8.14%	6.93%	6.57%	45.51%	0.39%	0.42%
	<b>Subcontracting</b>	\$25,294,844	\$3,112,299	\$18,819,107	\$0	\$0	\$537,958	\$3,927	\$57,322,160	\$16,981,524	\$24,000,715	\$11,455,467	\$21,041,400	\$3,423,905	\$670,333
		6.49%	3.03%	3.22%	0.00%	0.00%	1.57%	0.16%	3.14%	4.39%	2.41%	3.07%	4.68%	0.82%	0.16%
	<b>Combined</b>	\$55,546,006	\$35,456,279	\$112,887,806	\$194,395	\$2,499,367	\$570,941	\$3,927	\$465,426,816	\$48,451,912	\$92,867,776	\$35,958,328	\$225,472,334	\$5,053,419	\$2,435,191
		14.26%	34.47%	19.33%	0.56%	6.78%	1.67%	0.16%	25.46%	12.53%	9.34%	9.63%	50.19%	1.21%	0.58%
<b>Hispanic</b>															
	<b>Direct</b>	\$158,777,547	\$24,764,351	\$345,576,397	\$20,404,048	\$6,837,783	\$20,423,745	\$2,333,668	\$556,392,690	\$131,843,572	\$484,393,714	\$180,257,590	\$13,679,704	\$3,845,319	\$2,391,448
		40.75%	24.07%	59.16%	58.62%	18.55%	59.57%	92.86%	30.43%	34.10%	48.72%	48.30%	3.05%	0.92%	0.57%
	<b>Subcontracting</b>	\$33,758,838	\$4,153,716	\$25,116,233	\$6,931,521	\$2,206,952	\$3,251,401	\$40,090	\$193,781,905	\$73,279,388	\$89,995,735	\$76,625,601	\$8,401,031	\$1,065,185	\$5,993,985
		8.67%	4.04%	4.30%	19.92%	5.99%	9.48%	1.60%	10.60%	18.95%	9.05%	20.53%	1.87%	0.25%	1.43%
	<b>Combined</b>	\$192,536,385	\$28,918,067	\$370,692,630	\$27,335,570	\$9,044,735	\$23,675,146	\$2,373,758	\$750,174,595	\$205,122,960	\$574,389,449	\$256,883,191	\$22,080,735	\$4,910,504	\$8,385,433
		49.42%	28.11%	63.46%	78.54%	24.54%	69.05%	94.46%	41.03%	53.05%	57.77%	68.83%	4.92%	1.17%	1.99%
<b>Asian-Pacific</b>															
	<b>Direct</b>	\$83,981,516	\$31,425,908	\$59,532,482	\$5,387,022	\$17,826,923	\$5,283,303	\$6,711	\$364,481,851	\$57,757,076	\$210,428,058	\$44,927,540	\$185,879,128	\$361,166,352	\$394,715,708
		21.56%	30.55%	10.19%	15.48%	48.37%	15.41%	0.27%	19.93%	14.94%	21.17%	12.04%	41.38%	86.36%	93.89%
	<b>Subcontracting</b>	\$19,147,706	\$2,355,950	\$14,245,699	\$532,076	\$7,487,088	\$3,073,234	\$128,041	\$93,643,743	\$20,258,374	\$57,960,014	\$10,181,580	\$10,667,398	\$20,023,616	\$14,829,236
		4.91%	2.29%	2.44%	1.53%	20.31%	8.96%	5.10%	5.12%	5.24%	5.83%	2.73%	2.37%	4.79%	3.53%
	<b>Combined</b>	\$103,129,222	\$33,781,858	\$73,778,181	\$5,919,098	\$25,314,011	\$8,356,537	\$134,752	\$458,125,594	\$78,015,450	\$268,388,072	\$55,109,120	\$196,546,526	\$381,189,968	\$409,544,944
		26.47%	32.84%	12.63%	17.01%	68.68%	24.37%	5.36%	25.06%	20.18%	27.00%	14.77%	43.75%	91.14%	97.41%
<b>Native American</b>															
	<b>Direct</b>	\$2,321,007	\$289,588	\$65,111	\$1,125,508	\$0	\$1,347	\$0	\$115,540,333	\$53,991,077	\$55,458,260	\$21,196,146	\$4,947,957	\$0	\$50,913
		0.60%	0.28%	0.01%	3.23%	0.00%	0.004%	0.00%	6.32%	13.96%	5.58%	5.68%	1.10%	0.00%	0.01%
	<b>Subcontracting</b>	\$3,719,521	\$457,653	\$2,767,286	\$230,210	\$0	\$1,680,559	\$601	\$39,106,069	\$902,047	\$3,082,059	\$4,062,816	\$188,941	\$818,876	\$0
		0.95%	0.44%	0.47%	0.66%	0.00%	4.90%	0.02%	2.14%	0.23%	0.31%	1.09%	0.04%	0.20%	0.00%
	<b>Combined</b>	\$6,040,528	\$747,241	\$2,832,397	\$1,355,717	\$0	\$1,681,906	\$601	\$154,646,403	\$54,893,124	\$58,540,319	\$25,258,962	\$5,136,898	\$818,876	\$50,913
		1.55%	0.73%	0.48%	3.90%	0.00%	4.91%	0.01%	8.46%	14.20%	5.89%	6.77%	1.14%	0.20%	0.01%
<b>Other</b>															
	<b>Direct</b>	\$139,026	\$1,126	\$1,094	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$14,832	\$0	\$11,628,921	\$0
		0.036%	0.001%	0.0002%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.004%	0.00%	2.78%	0.00%
	<b>Subcontracting</b>	\$32,203,407	\$3,962,335	\$23,959,008	\$0	\$0	\$0	\$0	\$0	\$197,637	\$0	\$0	\$0	\$14,622,378	\$0
		8.27%	3.85%	4.10%	0.00%	0.00%	0.00%	0.00%	0.00%	0.05%	0.00%	0.00%	0.00%	3.50%	0.00%
	<b>Combined</b>	\$32,342,433	\$3,963,461	\$23,960,102	\$0	\$0	\$0	\$0	\$0	\$197,637	\$0	\$14,832	\$0	\$26,251,299	\$0
		8.30%	3.85%	4.10%	0.00%	0.00%	0.00%	0.00%	0.00%	0.05%	0.00%	0.004%	0.00%	6.28%	0.00%
<b>Total MBE Procurement</b>		<b>\$389,594,573</b>	<b>\$102,866,905</b>	<b>\$584,151,116</b>	<b>\$34,804,780</b>	<b>\$36,858,113</b>	<b>\$34,284,530</b>	<b>\$2,513,038</b>	<b>\$1,828,373,408</b>	<b>\$386,681,083</b>	<b>\$994,185,616</b>	<b>\$373,224,433</b>	<b>\$449,236,492</b>	<b>\$418,224,066</b>	<b>\$420,416,481</b>
		<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>

Table 4b	
2015 Summary of Large Utilities Ethnic Procurement	
(in Dollars and as a Percentage of Total MBE Procurement)	

		AT&T CA	AT&T Corp	AT&T Mobility	Cal Water	Comcast	Level 3	PG&E	SDG&E	SCE	SoCalGas	Sprint	T-Mobile	Verizon CA	Verizon Wireless
Black															
Direct	\$29,170,448	\$30,794,433	\$63,367,359	\$182,338	\$2,328,920	\$0	\$375,672,856	\$25,504,121	\$86,058,645	\$22,204,870	\$165,736,776	\$1,662,640	\$1,159,999	\$3,240,351	
	5.10%	23.57%	29.63%	0.65%	6.35%	0.00%	23.62%	8.32%	8.21%	5.37%	39.26%	0.45%	2.69%	0.98%	
Subcontracting	\$78,565,210	\$9,291,216	\$7,700,648	\$2,234	\$0	\$3,366	\$64,844,268	\$14,580,517	\$24,514,965	\$25,997,361	N/A	\$0	\$2,872,540	\$0	
	13.73%	7.11%	3.60%	0.01%	0.00%	0.09%	4.08%	4.76%	2.34%	6.28%	N/A	0.00%	6.66%	0.00%	
Combined	\$107,735,658	\$40,085,649	\$71,068,007	\$184,571	\$2,328,920	\$3,366	\$440,517,124	\$40,084,638	\$110,573,610	\$48,202,231	N/A	\$1,662,640	\$4,032,540	\$3,240,351	
	18.82%	30.68%	33.23%	0.66%	6.35%	0.09%	27.69%	13.08%	10.55%	11.65%	N/A	0.45%	9.35%	0.98%	
Hispanic															
Direct	\$161,987,828	\$21,067,178	\$70,936,573	\$20,315,914	\$8,096,446	\$2,288,582	\$439,537,393	\$115,917,618	\$479,791,810	\$226,099,593	\$113,886,997	\$4,304,351	\$22,289,763	\$6,372,257	
	28.30%	16.13%	33.17%	72.40%	22.07%	59.06%	27.63%	37.82%	45.76%	54.63%	26.98%	1.17%	51.70%	1.93%	
Subcontracting	\$140,371,272	\$16,600,474	\$13,758,630	\$1,636,262	\$3,855,450	\$47,519	\$162,874,644	\$34,884,085	\$135,780,799	\$55,969,200	N/A	\$32,034	\$1,505,121	\$2,401,836	
	24.53%	12.71%	6.43%	5.83%	10.51%	1.23%	10.24%	11.38%	12.95%	13.52%	N/A	0.009%	3.49%	0.73%	
Combined	\$302,359,100	\$37,667,652	\$84,695,203	\$21,952,176	\$11,951,896	\$2,336,101	\$602,412,037	\$150,801,703	\$615,572,609	\$282,068,793	N/A	\$4,336,385	\$23,794,884	\$8,774,093	
	52.83%	28.83%	39.60%	78.23%	32.58%	60.29%	37.87%	49.20%	58.71%	68.15%	N/A	1.18%	55.19%	2.65%	
Asian-Pacific															
Direct	\$100,625,045	\$45,374,105	\$44,715,812	\$5,390,090	\$20,378,387	\$17,036	\$305,514,656	\$45,096,698	\$182,006,461	\$53,210,533	\$78,198,569	\$342,815,756	\$6,055,501	\$316,943,608	
	17.58%	34.73%	20.91%	19.21%	55.55%	0.44%	19.21%	14.71%	17.36%	12.86%	18.53%	93.04%	14.04%	95.76%	
Subcontracting	\$41,958,020	\$4,962,006	\$4,112,557	\$196,937	\$2,025,272	\$377,753	\$89,505,073	\$13,808,650	\$62,783,320	\$12,686,464	N/A	\$19,644,354	\$5,252,203	\$340,362	
	7.33%	3.80%	1.92%	0.70%	5.52%	9.75%	5.63%	4.51%	5.99%	3.07%	N/A	5.33%	12.18%	0.10%	
Combined	\$142,583,065	\$50,336,111	\$48,828,369	\$5,587,027	\$22,403,659	\$394,789	\$395,019,729	\$58,905,348	\$244,789,781	\$65,896,997	N/A	\$362,460,109	\$11,307,703	\$317,283,970	
	24.91%	38.53%	22.83%	19.91%	61.07%	10.19%	24.83%	19.22%	23.35%	15.92%	N/A	98.37%	26.23%	95.86%	
Native American															
Direct	\$2,091,379	\$580,916	\$73,942	\$268,887	\$0	\$0	\$96,220,458	\$53,798,412	\$73,069,254	\$12,412,492	\$5,629,698	\$0	\$0	\$1,690,579	
	0.37%	0.44%	0.03%	0.96%	0.00%	0.00%	6.05%	17.55%	6.97%	3.00%	1.33%	0.00%	0.00%	0.51%	
Subcontracting	\$10,028,703	\$1,186,006	\$982,973	\$69,686	\$0	\$5	\$56,570,931	\$2,920,776	\$3,152,672	\$5,298,489	N/A	\$0	\$3,981,295	\$0	
	1.75%	0.91%	0.46%	0.25%	0.00%	0.0001%	3.56%	0.95%	0.30%	1.28%	N/A	0.00%	9.23%	0.00%	
Combined	\$12,120,082	\$1,766,922	\$1,056,915	\$338,573	\$0	\$5	\$152,791,389	\$56,719,188	\$76,221,926	\$17,710,981	N/A	\$0	\$3,981,295	\$1,690,579	
	2.12%	1.35%	0.49%	1.21%	0.00%	0.0001%	9.61%	18.50%	7.27%	4.28%	N/A	0.00%	9.23%	0.51%	
Other															
Direct	\$850,585	\$0	\$7,559,864	\$0	\$0	\$1,140,493	\$0	\$0	\$551,334	\$0	\$0	\$3,231	\$0	\$0	
	0.15%	0.00%	3.53%	0.00%	0.00%	29.43%	0.00%	0.00%	0.05%	0.00%	0.00%	0.0009%	0.00%	0.00%	
Subcontracting	\$6,701,558	\$792,534	\$656,860	\$0	\$0	\$0	\$0	\$0	\$756,875	\$0	\$0	\$0	\$0	\$0	
	1.17%	0.61%	0.31%	0.00%	0.00%	0.00%	0.00%	0.00%	0.07%	0.00%	0.00%	0.00%	0.00%	0.00%	
Combined	\$7,552,143	\$792,534	\$8,216,724	\$0	\$0	\$1,140,493	\$0	\$0	\$1,308,209	\$0	\$0	\$3,231	\$0	\$0	
	1.32%	0.61%	3.84%	0.00%	0.00%	29.43%	0.00%	0.00%	0.12%	0.00%	0.00%	0.0009%	0.00%	0.00%	
Total MBE															
Procurement	\$572,350,047	\$130,648,869	\$213,865,219	\$28,062,347	\$36,684,475	\$3,874,749	\$1,590,740,278	\$306,510,875	\$1,048,466,135	\$413,879,002	\$422,113,906	\$368,462,365	\$43,116,422	\$330,988,992	
	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	

**Table 5a**  
**2016 Summary of Large Utilities Ethnic Procurement Results**  
(in Dollars and as a Percentage of Total Corporate Procurement)

	AT&T CA	AT&T Corp	AT&T Mobility	Cal Water	Comcast	Frontier	Level 3	PG&E	SDG&E	SCE	SoCalGas	Sprint	T-Mobile/ MetroPCS	Verizon Wireless
<b>Black</b>														
<b>Direct</b>	\$30,251,162	\$32,343,980	\$94,068,700	\$194,395	\$2,499,367	\$32,983	\$0	\$408,104,656	\$31,470,388	\$68,867,061	\$24,502,861	\$204,430,933	\$1,629,514	\$1,764,859
	1.35%	5.32%	2.03%	0.09%	0.58%	0.02%	0.00%	6.35%	2.19%	1.83%	1.27%	15.38%	0.04%	0.08%
<b>Subcontracting</b>	\$25,294,844	\$3,112,299	\$18,819,107	\$0	\$0	\$537,958	\$3,927	\$57,322,160	\$16,981,524	\$24,000,715	\$11,455,467	\$21,041,400	\$3,423,905	\$670,333
	1.13%	0.51%	0.41%	0.00%	0.00%	0.26%	0.002%	0.89%	1.18%	0.64%	0.60%	1.58%	0.09%	0.03%
<b>Combined</b>	\$55,546,006	\$35,456,279	\$112,887,806	\$194,395	\$2,499,367	\$570,941	\$3,927	\$465,426,816	\$48,451,912	\$92,867,776	\$35,958,328	\$225,472,334	\$5,053,419	\$2,435,191
	2.47%	5.83%	2.44%	0.09%	0.58%	0.28%	0.002%	7.24%	3.36%	2.47%	1.87%	16.96%	0.13%	0.10%
<b>Hispanic</b>														
<b>Direct</b>	\$158,777,547	\$24,764,351	\$345,576,397	\$20,404,048	\$6,837,783	\$20,423,745	\$2,333,668	\$556,392,690	\$131,843,572	\$484,393,714	\$180,257,590	\$13,679,704	\$3,845,319	\$2,391,448
	7.06%	4.07%	7.47%	9.20%	1.59%	9.94%	1.29%	8.66%	9.15%	12.86%	9.37%	1.03%	0.10%	0.10%
<b>Subcontracting</b>	\$33,758,838	\$4,153,716	\$25,116,233	\$6,931,521	\$2,206,952	\$3,251,401	\$40,090	\$193,781,905	\$73,279,388	\$89,995,735	\$76,625,601	\$8,401,031	\$1,065,185	\$5,993,985
	1.50%	0.68%	0.54%	3.13%	0.51%	1.58%	0.02%	3.02%	5.09%	2.39%	3.98%	0.63%	0.03%	0.26%
<b>Combined</b>	\$192,536,385	\$28,918,067	\$370,692,630	\$27,335,570	\$9,044,735	\$23,675,146	\$2,373,758	\$750,174,595	\$205,122,960	\$574,389,449	\$256,883,191	\$22,080,735	\$4,910,504	\$8,385,433
	8.57%	4.76%	8.02%	12.32%	2.10%	11.52%	1.32%	11.67%	14.24%	15.25%	13.36%	1.66%	0.13%	0.36%
<b>Asian-Pacific</b>														
<b>Direct</b>	\$83,981,516	\$31,425,908	\$59,532,482	\$5,387,022	\$17,826,923	\$5,283,303	\$6,711	\$364,481,851	\$57,757,076	\$210,428,058	\$44,927,540	\$185,879,128	\$361,166,352	\$394,715,708
	3.74%	5.17%	1.29%	2.43%	4.14%	2.57%	0.004%	5.67%	4.01%	5.59%	2.34%	13.98%	9.31%	16.83%
<b>Subcontracting</b>	\$19,147,706	\$2,355,950	\$14,245,699	\$532,076	\$7,487,088	\$3,073,234	\$128,041	\$93,643,743	\$20,258,374	\$57,960,014	\$10,181,580	\$10,667,398	\$20,023,616	\$14,829,236
	0.85%	0.39%	0.31%	0.24%	1.74%	1.50%	0.07%	1.46%	1.41%	1.54%	0.53%	0.80%	0.52%	0.63%
<b>Combined</b>	\$103,129,222	\$33,781,858	\$73,778,181	\$5,919,098	\$25,314,011	\$8,356,537	\$134,752	\$458,125,594	\$78,015,450	\$268,388,072	\$55,109,120	\$196,546,526	\$381,189,968	\$409,544,944
	4.59%	5.56%	1.60%	2.67%	5.88%	4.07%	0.07%	7.13%	5.42%	7.13%	2.87%	14.78%	9.83%	17.47%
<b>Native American</b>														
<b>Direct</b>	\$2,321,007	\$289,588	\$65,111	\$1,125,508	\$0	\$1,347	\$0	\$115,540,333	\$53,991,077	\$55,458,260	\$21,196,146	\$4,947,957	\$0	\$50,913
	0.10%	0.05%	0.001%	0.51%	0.00%	0.001%	0.00%	1.80%	3.75%	1.47%	1.10%	0.37%	0.00%	0.002%
<b>Subcontracting</b>	\$3,719,521	\$457,653	\$2,767,286	\$230,210	\$0	\$1,680,559	\$601	\$39,106,069	\$902,047	\$3,082,059	\$4,062,816	\$188,941	\$818,876	\$0
	0.17%	0.08%	0.06%	0.10%	0.00%	0.82%	0.0003%	0.61%	0.06%	0.08%	0.21%	0.01%	0.02%	0.00%
<b>Combined</b>	\$6,040,528	\$747,241	\$2,832,397	\$1,355,717	\$0	\$1,681,906	\$601	\$154,646,403	\$54,893,124	\$58,540,319	\$25,258,962	\$5,136,898	\$818,876	\$50,913
	0.27%	0.12%	0.06%	0.61%	0.00%	0.82%	0.0003%	2.41%	3.81%	1.55%	1.31%	0.39%	0.02%	0.002%
<b>Other</b>														
<b>Direct</b>	\$139,026	\$1,126	\$1,094	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$14,832	\$0	\$11,628,921	\$0
	0.01%	0.00%	0.00002%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.001%	0.00%	0.30%	0.00%
<b>Subcontracting</b>	\$32,203,407	\$3,962,335	\$23,959,008	\$0	\$0	\$0	\$0	\$0	\$197,637	\$0	\$0	\$0	\$14,622,378	\$0
	1.43%	0.65%	0.52%	0.00%	0.00%	0.00%	0.00%	0.00%	0.01%	0.00%	0.00%	0.00%	0.38%	0.00%
<b>Combined</b>	\$32,342,433	\$3,963,461	\$23,960,102	\$0	\$0	\$0	\$0	\$0	\$197,637	\$0	\$14,832	\$0	\$26,251,299	\$0
	1.44%	0.65%	0.52%	0.00%	0.00%	0.00%	0.00%	0.00%	0.01%	0.00%	0.001%	0.00%	0.68%	0.00%
<b>Total Corporate Procurement</b>														
	\$2,247,570,045	\$607,915,062	\$4,623,757,214	\$221,807,529	\$430,540,814	\$205,425,614	\$180,372,375	\$6,426,644,131	\$1,440,288,240	\$3,766,644,844	\$1,923,334,705	\$1,329,437,294	\$3,877,768,984	\$2,344,685,749
	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
<b>Total MBE Procurement</b>														
	\$389,594,573	\$102,866,905	\$584,151,116	\$34,804,780	\$36,858,113	\$34,284,530	\$2,513,038	\$1,828,373,408	\$386,681,083	\$994,185,616	\$373,224,433	\$449,236,492	\$418,224,066	\$420,416,481
	17.33%	16.92%	12.63%	15.69%	8.56%	16.69%	1.39%	28.45%	26.85%	26.39%	19.41%	33.79%	10.79%	17.93%

**Table 5b**  
**2015 Summary of Large Utilities Ethnic Procurement**  
(in Dollars and as a Percentage of Total Corporate Procurement)

	AT&T CA	AT&T Corp	AT&T Mobility	Cal Water	Comcast	Level 3	PG&E	SDG&E	SCE	SoCalGas	Sprint	T-Mobile	Verizon CA	Verizon Wireless
<b>Black</b>														
Direct	\$29,170,448	\$30,794,433	\$63,367,359	\$182,338	\$2,328,920	\$0	\$375,672,856	\$25,504,121	\$86,058,645	\$22,204,870	\$165,736,776	\$1,662,640	\$1,159,999	\$3,240,351
	1.41%	4.76%	2.10%	0.10%	0.59%	0.00%	6.70%	2.19%	2.02%	1.49%	12.60%	0.04%	0.72%	0.15%
Subcontracting	\$78,565,210	\$9,291,216	\$7,700,648	\$2,234	\$0	\$3,366	\$64,844,268	\$14,580,517	\$24,514,965	\$25,997,361	N/A	\$0	\$2,872,540	\$0
	3.79%	1.44%	0.25%	0.00%	0.00%	0.002%	1.16%	1.25%	0.57%	1.74%	N/A	0.00%	1.78%	0.00%
Combined	\$107,735,658	\$40,085,649	\$71,068,007	\$184,571	\$2,328,920	\$3,366	\$440,517,124	\$40,084,638	\$110,573,610	\$48,202,231	N/A	\$1,662,640	\$4,032,540	\$3,240,351
	5.20%	6.20%	2.35%	0.10%	0.59%	0.002%	7.85%	3.44%	2.59%	3.23%	N/A	0.04%	2.50%	0.15%
<b>Hispanic</b>														
Direct	\$161,987,828	\$21,067,178	\$70,936,573	\$20,315,914	\$8,096,446	\$2,288,582	\$439,537,393	\$115,917,618	\$479,791,810	\$226,099,593	\$113,886,997	\$4,304,351	\$22,289,763	\$6,372,257
	7.82%	3.26%	2.35%	11.31%	2.07%	1.05%	7.84%	9.96%	11.25%	15.17%	8.66%	0.11%	13.81%	0.30%
Subcontracting	\$140,371,272	\$16,600,474	\$13,758,630	\$1,636,262	\$3,855,450	\$47,519	\$162,874,644	\$34,884,085	\$135,780,799	\$55,969,200	N/A	\$32,034	\$1,505,121	\$2,401,836
	6.78%	2.57%	0.46%	0.91%	0.98%	0.02%	2.90%	3.00%	3.18%	3.75%	N/A	0.001%	0.93%	0.11%
Combined	\$302,359,100	\$37,667,652	\$84,695,203	\$21,952,176	\$11,951,896	\$2,336,101	\$602,412,037	\$150,801,703	\$615,572,609	\$282,068,793	N/A	\$4,336,385	\$23,794,884	\$8,774,093
	14.60%	5.83%	2.80%	12.22%	3.05%	1.07%	10.74%	12.96%	14.44%	18.92%	N/A	0.11%	14.74%	0.42%
<b>Asian-Pacific</b>														
Direct	\$100,625,045	\$45,374,105	\$44,715,812	\$5,390,090	\$20,378,387	\$17,036	\$305,514,656	\$45,096,698	\$182,006,461	\$53,210,533	\$78,198,569	\$342,815,756	\$6,055,501	\$316,943,608
	4.86%	7.02%	1.48%	3.00%	5.20%	0.01%	5.45%	3.87%	4.27%	3.57%	5.94%	8.95%	3.75%	15.12%
Subcontracting	\$41,958,020	\$4,962,006	\$4,112,557	\$196,937	\$2,025,272	\$377,753	\$89,505,073	\$13,808,650	\$62,783,320	\$12,686,464	N/A	\$19,644,354	\$5,252,203	\$340,362
	2.03%	0.77%	0.14%	0.11%	0.52%	0.17%	1.60%	1.19%	1.47%	0.85%	N/A	0.51%	3.25%	0.02%
Combined	\$142,583,065	\$50,336,111	\$48,828,369	\$5,587,027	\$22,403,659	\$394,789	\$395,019,729	\$58,905,348	\$244,789,781	\$65,896,997	N/A	\$362,460,109	\$11,307,703	\$317,283,970
	6.88%	7.78%	1.61%	3.11%	5.72%	0.18%	7.04%	5.06%	5.74%	4.42%	N/A	9.46%	7.01%	15.13%
<b>Native American</b>														
Direct	\$2,091,379	\$580,916	\$73,942	\$268,887	\$0	\$0	\$96,220,458	\$53,798,412	\$73,069,254	\$12,412,492	\$5,629,698	\$0	\$0	\$1,690,579
	0.10%	0.09%	0.002%	0.150%	0.00%	0.00%	1.72%	4.62%	1.71%	0.83%	0.43%	0.00%	0.00%	0.08%
Subcontracting	\$10,028,703	\$1,186,006	\$982,973	\$69,686	\$0	\$5	\$56,570,931	\$2,920,776	\$3,152,672	\$5,298,489	N/A	\$0	\$3,981,295	\$0
	0.48%	0.18%	0.03%	0.04%	0.00%	0.000002%	1.01%	0.25%	0.07%	0.36%	N/A	0.00%	2.47%	0.00%
Combined	\$12,120,082	\$1,766,922	\$1,056,915	\$338,573	\$0	\$5	\$152,791,389	\$56,719,188	\$76,221,926	\$17,710,981	N/A	\$0	\$3,981,295	\$1,690,579
	0.59%	0.27%	0.03%	0.19%	0.00%	0.000002%	2.72%	4.87%	1.79%	1.19%	N/A	0.00%	2.47%	0.08%
<b>Other</b>														
Direct	\$850,585	\$0	\$7,559,864	\$0	\$0	\$1,140,493	\$0	\$0	\$551,334	\$0	\$0	\$3,231	\$0	\$0
	0.04%	0.00%	0.25%	0.00%	0.00%	0.52%	0.00%	0.00%	0.01%	0.00%	0.00%	0.0001%	0.00%	0.00%
Subcontracting	\$6,701,558	\$792,534	\$656,860	\$0	\$0	\$0	\$0	\$0	\$756,875	\$0	\$0	\$0	\$0	\$0
	0.32%	0.12%	0.02%	0.00%	0.00%	0.00%	0.00%	0.00%	0.02%	0.00%	0.00%	0.00%	0.00%	0.00%
Combined	\$7,552,143	\$792,534	\$8,216,724	\$0	\$0	\$1,140,493	\$0	\$0	\$1,308,209	\$0	\$0	\$3,231	\$0	\$0
	0.36%	0.12%	0.27%	0.00%	0.00%	0.52%	0.00%	0.00%	0.03%	0.00%	0.00%	0.0001%	0.00%	0.00%
<b>Total Corporate</b>														
Procurement	\$2,071,021,235	\$646,582,758	\$3,023,787,836	\$179,628,665	\$391,787,463	\$217,939,292	\$5,609,162,224	\$1,163,989,962	\$4,263,898,519	\$1,490,919,874	\$1,315,785,323	\$3,832,158,815	\$161,379,875	\$2,096,493,922
	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
<b>Total MBE</b>														
Procurement	\$572,350,047	\$130,648,869	\$213,865,219	\$28,062,347	\$36,684,475	\$3,874,749	\$1,590,740,278	\$306,510,875	\$1,048,466,135	\$413,879,002	\$422,113,906	\$368,462,365	\$43,116,422	\$330,988,992
	27.64%	20.21%	7.07%	15.62%	9.36%	1.78%	28.36%	26.33%	24.59%	27.76%	32.08%	9.62%	26.72%	15.79%

**Table 6a**  
**2016 Summary of Large Utilities Procurement from**  
**Minority and non-Minority (Caucasian) Women**  
(in Dollars and as a Percentage of Total Corporate Procurement)

	Minority Women	Caucasian Women	Combined Women	Total Corporate Procurement
<b>AT&amp;T CA</b>				
<b>Direct</b>	\$86,458,194	\$215,694,152	\$302,152,345	
	3.85%	9.60%	13.44%	
<b>Subcontracting</b>	\$9,577,194	\$60,042,867	\$69,620,061	
	0.43%	2.67%	3.10%	
<b>Combined</b>	\$96,035,388	\$275,737,018	\$371,772,406	\$2,247,570,045
	4.27%	12.27%	16.54%	100.00%

	Minority Women	Caucasian Women	Combined Women	Total Corporate Procurement
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<b>AT&amp;T Corp</b>				
<b>Direct</b>	\$14,674,781	\$29,618,305	\$44,293,086	
	2.41%	4.87%	7.29%	
<b>Subcontracting</b>	\$1,178,386	\$7,387,725	\$8,566,111	
	0.19%	1.22%	1.41%	
<b>Combined</b>	\$15,853,167	\$37,006,030	\$52,859,198	\$607,915,062
	2.61%	6.09%	8.70%	100.00%

	Minority Women	Caucasian Women	Combined Women	Total Corporate Procurement
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<b>AT&amp;T Mobility</b>				
<b>Direct</b>	\$19,571,574	\$166,574,659	\$186,146,233	
	0.42%	3.60%	4.03%	
<b>Subcontracting</b>	\$7,125,335	\$44,671,283	\$51,796,618	
	0.15%	0.97%	1.12%	
<b>Combined</b>	\$26,696,909	\$211,245,942	\$237,942,852	\$4,623,757,214
	0.58%	4.57%	5.15%	100.00%

	Minority Women	Caucasian Women	Combined Women	Total Corporate Procurement
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<b>Cal Water</b>				
<b>Direct</b>	\$4,682,437	\$7,860,332	\$12,542,769	
	2.11%	3.54%	5.65%	
<b>Subcontracting</b>	\$225,676	\$3,702,131	\$3,927,808	
	0.10%	1.67%	1.77%	
<b>Combined</b>	\$4,908,113	\$11,562,464	\$16,470,577	\$221,807,529
	2.21%	5.21%	7.43%	100.00%

	Minority Women	Caucasian Women	Combined Women	Total Corporate Procurement
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<b>Comcast</b>				
<b>Direct</b>	\$2,218,599	\$9,451,626	\$11,670,225	
	0.52%	2.20%	2.71%	
<b>Subcontracting</b>	\$1,967,442	\$2,551,932	\$4,519,374	
	0.46%	0.59%	1.05%	
<b>Combined</b>	\$4,186,041	\$12,003,558	\$16,189,599	\$430,540,814
	0.97%	2.79%	3.76%	100.00%

**Table 6a**  
**2016 Summary of Large Utilities Procurement from**  
**Minority and non-Minority (Caucasian) Women**  
(in Dollars and as a Percentage of Total Corporate Procurement)

	Minority Women	Caucasian Women	Combined Women	Total Corporate Procurement
<b>Frontier</b>				
<b>Direct</b>	\$1,394,017	\$16,275,574	\$17,669,591	
	0.68%	7.92%	8.60%	
<b>Subcontracting</b>	\$5,187,381	\$1,259,514	\$6,446,895	
	2.53%	0.61%	3.14%	
<b>Combined</b>	\$6,581,398	\$17,535,088	\$24,116,486	\$205,425,614
	3.20%	8.54%	11.74%	100.00%

Minority Women	Caucasian Women	Combined Women	Total Corporate Procurement
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<b>Level 3</b>				
<b>Direct</b>	\$197,902	\$749,750	\$947,652	
	0.11%	0.42%	0.53%	
<b>Subcontracting</b>	\$8,815	\$128,049	\$136,864	
	0.005%	0.07%	0.08%	
<b>Combined</b>	\$206,717	\$877,799	\$1,084,516	\$180,372,375
	0.11%	0.49%	0.60%	100.00%

Minority Women	Caucasian Women	Combined Women	Total Corporate Procurement
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<b>PG&amp;E</b>				
<b>Direct</b>	\$439,359,282	\$589,677,024	\$1,029,036,306	
	6.84%	9.18%	16.01%	
<b>Subcontracting</b>	\$92,109,779	\$208,055,011	\$300,164,790	
	1.43%	3.24%	4.67%	
<b>Combined</b>	\$531,469,061	\$797,732,035	\$1,329,201,096	\$6,426,644,131
	8.27%	12.41%	20.68%	100.00%

Minority Women	Caucasian Women	Combined Women	Total Corporate Procurement
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<b>SDG&amp;E</b>				
<b>Direct</b>	\$31,898,046	\$128,254,626	\$160,152,672	
	2.21%	8.90%	11.12%	
<b>Subcontracting</b>	\$62,281,658	\$65,184,267	\$127,465,925	
	4.32%	4.53%	8.85%	
<b>Combined</b>	\$94,179,704	\$193,438,893	\$287,618,597	\$1,440,288,240
	6.54%	13.43%	19.97%	100.00%

Minority Women	Caucasian Women	Combined Women	Total Corporate Procurement
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<b>SCE</b>				
<b>Direct</b>	\$72,231,042	\$504,555,368	\$576,786,410	
	1.92%	13.40%	15.31%	
<b>Subcontracting</b>	\$58,793,782	\$128,680,416	\$187,474,198	
	1.56%	3.42%	4.98%	
<b>Combined</b>	\$131,024,824	\$633,235,784	\$764,260,608	\$3,766,644,844
	3.48%	16.81%	20.29%	100.00%

**Table 6a**  
**2016 Summary of Large Utilities Procurement from**  
**Minority and non-Minority (Caucasian) Women**  
(in Dollars and as a Percentage of Total Corporate Procurement)

	Minority Women	Caucasian Women	Combined Women	Total Corporate Procurement
<b>SoCalGas</b>				
Direct	\$78,036,943	\$203,492,709	\$281,529,652	
	4.06%	10.58%	14.64%	
Subcontracting	\$24,051,963	\$62,763,286	\$86,815,249	
	1.25%	3.26%	4.51%	
Combined	\$102,088,906	\$266,255,995	\$368,344,901	\$1,923,334,705
	5.31%	13.84%	19.15%	100.00%

	Minority Women	Caucasian Women	Combined Women	Total Corporate Procurement
<b>Sprint</b>				
Direct	\$37,709,113	\$29,846,092	\$67,555,205	
	2.84%	2.25%	5.08%	
Subcontracting	\$3,239,806	\$11,207,940	\$14,447,747	
	0.24%	0.84%	1.09%	
Combined	\$40,948,919	\$41,054,033	\$82,002,952	\$1,329,437,294
	3.08%	3.09%	6.17%	100.00%

	Minority Women	Caucasian Women	Combined Women	Total Corporate Procurement
<b>T-Mobile/MetroPCS</b>				
Direct	\$26,225,875	\$73,057,231	\$99,283,106	
	0.68%	1.88%	2.56%	
Subcontracting	\$0	\$31,231,335	\$31,231,335	
	0.00%	0.81%	0.81%	
Combined	\$26,225,875	\$104,288,566	\$130,514,441	\$3,877,768,984
	0.68%	2.69%	3.37%	100.00%

	Minority Women	Caucasian Women	Combined Women	Total Corporate Procurement
<b>Verizon Wireless</b>				
Direct	\$8,178,534	\$101,867,123	\$110,045,657	
	0.35%	4.34%	4.69%	
Subcontracting	\$8,918,190	\$12,709,403	\$21,627,593	
	0.38%	0.54%	0.92%	
Combined	\$17,096,724	\$114,576,526	\$131,673,250	\$2,344,685,749
	0.73%	4.89%	5.62%	100.00%

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<b>Total</b>	<b>\$1,097,501,747</b>	<b>\$2,716,549,731</b>	<b>\$3,814,051,478</b>	<b>\$29,626,192,600</b>
	<b>3.70%</b>	<b>9.17%</b>	<b>12.87%</b>	<b>100.00%</b>

**Table 6b**  
**2015 Summary of Large Utilities Procurement from**  
**Minority and non-Minority (Caucasian) Women**  
(in Dollars and as a Percentage of Total Corporate Procurement)

	Minority Women	Caucasian Women	Combined Women	Total Corporate Procurement
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**AT&T CA**

<b>Direct</b>	\$103,157,707 4.98%	\$179,879,007 8.69%	\$283,036,714 13.67%	
<b>Subcontracting</b>	\$21,373,858 1.03%	\$167,623,042 8.09%	\$188,996,899 9.13%	
<b>Combined</b>	\$124,531,565 6.01%	\$347,502,049 16.78%	\$472,033,613 22.79%	\$2,071,021,235 100.00%

	Minority Women	Caucasian Women	Combined Women	Total Corporate Procurement
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**AT&T Corp**

<b>Direct</b>	\$19,804,877 3.06%	\$27,801,465 4.30%	\$47,606,343 7.36%	
<b>Subcontracting</b>	\$2,527,698 0.39%	\$19,823,301 3.07%	\$22,350,999 3.46%	
<b>Combined</b>	\$22,332,575 3.45%	\$47,624,767 7.37%	\$69,957,342 10.82%	\$646,582,758 100.00%

	Minority Women	Caucasian Women	Combined Women	Total Corporate Procurement
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**AT&T Mobility**

<b>Direct</b>	\$21,086,099 0.70%	\$141,595,843 4.68%	\$162,681,941 5.38%	
<b>Subcontracting</b>	\$2,094,980 0.07%	\$16,429,740 0.54%	\$18,524,720 0.61%	
<b>Combined</b>	\$23,181,079 0.77%	\$158,025,583 5.23%	\$181,206,661 5.99%	\$3,023,787,836 100.00%

	Minority Women	Caucasian Women	Combined Women	Total Corporate Procurement
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**Cal Water**

<b>Direct</b>	\$2,683,465 1.49%	\$8,538,133 4.75%	\$11,221,598 6.25%	
<b>Subcontracting</b>	\$614,519 0.34%	\$3,464,743 1.93%	\$4,079,262 2.27%	
<b>Combined</b>	\$3,297,984 1.84%	\$12,002,877 6.68%	\$15,300,860 8.52%	\$179,628,665 100.00%

	Minority Women	Caucasian Women	Combined Women	Total Corporate Procurement
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**Comcast**

<b>Direct</b>	\$2,032,328 0.52%	\$20,265,742 5.17%	\$22,298,070 5.69%	
<b>Subcontracting</b>	\$2,110,585 0.54%	\$65,576 0.02%	\$2,176,161 0.56%	
<b>Combined</b>	\$4,142,913 1.06%	\$20,331,318 5.19%	\$24,474,231 6.25%	\$391,787,463 100.00%

**Table 6b**  
**2015 Summary of Large Utilities Procurement from**  
**Minority and non-Minority (Caucasian) Women**  
(in Dollars and as a Percentage of Total Corporate Procurement)

	Minority Women	Caucasian Women	Combined Women	Total Corporate Procurement
<b>Level 3</b>				
<b>Direct</b>	\$75,433 0.03%	\$889,196 0.41%	\$964,629 0.44%	
<b>Subcontracting</b>	\$132 0.0001%	\$2,163,131 0.99%	\$2,163,263 0.99%	
<b>Combined</b>	\$75,565 0.03%	\$3,052,327 1.40%	\$3,127,892 1.44%	\$217,939,292 100.00%

Minority Women	Caucasian Women	Combined Women	Total Corporate Procurement
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<b>PG&amp;E</b>				
<b>Direct</b>	\$369,134,405 6.58%	\$538,767,854 9.61%	\$907,902,260 16.19%	
<b>Subcontracting</b>	\$87,682,236 1.56%	\$184,357,245 3.29%	\$272,039,480 4.85%	
<b>Combined</b>	\$456,816,641 8.14%	\$723,125,099 12.89%	\$1,179,941,740 21.04%	\$5,609,162,224 100.00%

Minority Women	Caucasian Women	Combined Women	Total Corporate Procurement
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<b>SDG&amp;E</b>				
<b>Direct</b>	\$28,674,353 2.46%	\$93,498,642 8.03%	\$122,172,995 10.50%	
<b>Subcontracting</b>	\$25,138,858 2.16%	\$69,875,511 6.00%	\$95,014,369 8.16%	
<b>Combined</b>	\$53,813,211 4.62%	\$163,374,153 14.04%	\$217,187,364 18.66%	\$1,163,989,962 100.00%

Minority Women	Caucasian Women	Combined Women	Total Corporate Procurement
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<b>SCE</b>				
<b>Direct</b>	\$100,240,211 2.35%	\$529,689,052 12.42%	\$629,929,262 14.77%	
<b>Subcontracting</b>	\$78,717,658 1.85%	\$158,757,053 3.72%	\$237,474,711 5.57%	
<b>Combined</b>	\$178,957,869 4.20%	\$688,446,105 16.15%	\$867,403,974 20.34%	\$4,263,898,519 100.00%

Minority Women	Caucasian Women	Combined Women	Total Corporate Procurement
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<b>SoCalGas</b>				
<b>Direct</b>	\$153,401,280 10.29%	\$150,403,171 10.09%	\$303,804,451 20.38%	
<b>Subcontracting</b>	\$15,854,161 1.06%	\$66,181,295 4.44%	\$82,035,456 5.50%	
<b>Combined</b>	\$169,255,441 11.35%	\$216,584,466 14.53%	\$385,839,907 25.88%	\$1,490,919,874 100.00%

**Table 6b**  
**2015 Summary of Large Utilities Procurement from**  
**Minority and non-Minority (Caucasian) Women**  
(in Dollars and as a Percentage of Total Corporate Procurement)

	Minority Women	Caucasian Women	Combined Women	Total Corporate Procurement
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**Sprint**

<b>Direct</b>	\$49,741,148 3.78%	\$39,629,897 3.01%	\$89,371,046 6.79%	
<b>Subcontracting</b>	\$16,592,802 1.26%	\$90,845,154 6.90%	\$107,437,956 8.17%	
<b>Combined</b>	\$66,333,951 5.04%	\$130,475,051 9.92%	\$196,809,002 14.96%	\$1,315,785,323 100.00%

	Minority Women	Caucasian Women	Combined Women	Total Corporate Procurement
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**T-Mobile**

<b>Direct</b>	\$8,457,245 0.22%	\$66,364,922 1.73%	\$74,822,166 1.95%	
<b>Subcontracting</b>	\$32,034 0.001%	\$25,175,704 0.66%	\$25,207,738 0.66%	
<b>Combined</b>	\$8,489,278 0.22%	\$91,540,626 2.39%	\$100,029,904 2.61%	\$3,832,158,815 100.00%

	Minority Women	Caucasian Women	Combined Women	Total Corporate Procurement
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**Verizon CA**

<b>Direct</b>	\$2,140,784 1.33%	\$22,468,863 13.92%	\$24,609,647 15.25%	
<b>Subcontracting</b>	\$5,444,107 3.37%	\$1,175,505 0.73%	\$6,619,612 4.10%	
<b>Combined</b>	\$7,584,891 4.70%	\$23,644,368 14.65%	\$31,229,259 19.35%	\$161,379,875 100.00%

	Minority Women	Caucasian Women	Combined Women	Total Corporate Procurement
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**Verizon Wireless**

<b>Direct</b>	\$9,073,528 0.43%	\$67,178,813 3.20%	\$76,252,341 3.64%	
<b>Subcontracting</b>	\$0 0.00%	\$6,691,276 0.32%	\$6,691,276 0.32%	
<b>Combined</b>	\$9,073,528 0.43%	\$73,870,089 3.52%	\$82,943,617 3.96%	\$2,096,493,922 100.00%

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<b>Total</b>	<b>\$1,127,886,490 4.26%</b>	<b>\$2,699,598,876 10.20%</b>	<b>\$3,827,485,367 14.46%</b>	<b>\$26,464,535,763 100.00%</b>
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<p align="center"><b>Table 7a</b></p> <p align="center"><b>2016 DVBE Procurement for Large and Small Utilities</b></p> <p align="center">(in Dollars and as Percentage of Total Corporate Procurement)</p>
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	2016 DVBE Procurement		2016 Total Procurement
<b>Large Utilities</b>			
AT&T CA	\$44,180,209	1.97%	\$2,247,570,045
AT&T Corp	\$4,112,111	0.68%	\$607,915,062
AT&T Mobility	\$13,701,959	0.30%	\$4,623,757,214
Cal Water	\$2,073,906	0.94%	\$221,807,529
Comcast	\$147,278	0.03%	\$430,540,814
Frontier	\$661,973	0.32%	\$205,425,614
Level 3	\$35,763	0.02%	\$180,372,375
PG&E	\$223,880,753	3.48%	\$6,426,644,131
SDG&E	\$38,743,336	2.69%	\$1,440,288,240
SCE	\$56,493,165	1.50%	\$3,766,644,844
SoCalGas	\$32,932,760	1.71%	\$1,923,334,705
Sprint	\$5,439,997	0.41%	\$1,329,437,294
T-Mobile/MetroPCS	\$3,982,576	0.10%	\$3,877,768,984
Verizon Wireless	\$1,019,373	0.04%	\$2,344,685,749
<hr/>			
Total	\$427,405,159	1.44%	\$29,626,192,600
<b>Small Utilities</b>			
AT&T Long Distance	\$323,276	1.09%	\$29,791,207
Cal-Am Water	\$1,775,582	2.27%	\$78,357,481
Golden State Water	\$4,314,230	2.96%	\$145,748,577
Liberty Utilities	\$23,290	0.09%	\$26,508,824
Lodi Gas Storage	\$5,808	0.10%	\$5,532,998
PacifiCorp	\$0	0.00%	\$10,513,719
Park Water - Liberty			
Utilities	\$12,167	0.05%	\$26,010,962
San Gabriel Valley	\$27,558	0.07%	\$40,339,630
San Jose Water	\$971,391	0.71%	\$137,515,977
Southwest Gas	\$0	0.00%	\$22,987,297
Suburban Water	\$0	0.00%	\$18,598,714
TelePacific	\$1,485	0.002%	\$72,938,171
Trans Bay Cable	\$0	0.00%	\$25,104,500
Wild Goose Storage	\$0	0.00%	\$2,100,434
XO Communications	\$80,020	0.16%	\$48,557,081
<hr/>			
Total	\$7,534,807	1.09%	\$690,605,572
<hr/>			
<b>Grand Total</b>	<b>\$434,939,966</b>	<b>1.43%</b>	<b>\$30,316,798,172</b>

**Table 7b**  
**2015 DVBE Procurement for Large and Small Utilities**  
(in Dollars and as Percentage of Total Corporate Procurement)

	2015 DVBE Procurement		2015 Total Procurement
<b>Large Utilities</b>			
AT&T CA	\$85,336,120	4.12%	\$2,071,021,235
AT&T Corp	\$7,384,609	1.14%	\$646,582,758
AT&T Mobility	\$6,794,752	0.22%	\$3,023,787,836
Cal Water	\$759,861	0.42%	\$179,628,665
Comcast	\$145,931	0.04%	\$391,787,463
Level 3	\$48,167	0.02%	\$217,939,292
PG&E	\$154,595,770	2.76%	\$5,609,162,224
SDG&E	\$27,578,689	2.37%	\$1,163,989,962
SCE	\$92,474,303	2.17%	\$4,263,898,519
SoCalGas	\$35,441,745	2.38%	\$1,490,919,874
Sprint	\$32,610,300	2.48%	\$1,315,785,323
T-Mobile	\$119,069	0.003%	\$3,832,158,815
Verizon CA	\$15,916,136	9.86%	\$161,379,875
Verizon Wireless	\$17,100	0.001%	\$2,096,493,922
<b>Total</b>	<b>\$459,222,552</b>	<b>1.74%</b>	<b>\$26,464,535,763</b>
<b>Small Utilities</b>			
AT&T Long			
Distance	\$1,590,985	4.22%	\$37,702,065
AT&T TCA	\$20,220	0.46%	\$4,441,515
Cal-Am	\$1,120,005	1.19%	\$93,785,103
Frontier	\$2,436	0.02%	\$12,990,005
Golden State	\$1,290,042	1.14%	\$113,043,465
Liberty Utilities	\$4,117	0.02%	\$21,717,901
Lodi Gas & Storage	\$6,589	0.07%	\$9,175,175
PacifiCorp	\$2,735	0.02%	\$11,286,098
Park Water	\$18,414	0.06%	\$31,386,958
San Gabriel	\$223,723	0.49%	\$45,305,101
San Jose Water	\$432,115	0.39%	\$110,416,872
Southwest Gas	\$0	0.00%	\$26,563,753
Suburban	\$0	0.00%	\$20,605,567
TelePacific	\$1,280	0.002%	\$78,925,460
Time Warner	\$0	0.000%	\$65,515,497
Trans Bay Cable	\$0	0.00%	\$33,029,998
Wild Goose	\$0	0.00%	\$2,044,978
XO			
Communications	\$31,244	0.05%	\$59,303,600
<b>Total</b>	<b>\$4,743,905</b>	<b>0.61%</b>	<b>\$777,239,110</b>
<b>Grand Total</b>	<b>\$463,966,457</b>	<b>1.70%</b>	<b>\$27,241,774,873</b>

**Table 8**  
**2016 LGBTBE Procurement for Large and Small Utilities**  
(in Dollars and as Percentage of Total Corporate Procurement)

	2016 LGBTBE Procurement		2016 Total Procurement
<b>Large Utilities</b>			
AT&T CA	\$1,011,197	0.04%	\$2,247,570,045
AT&T Corp	\$125,363	0.02%	\$607,915,062
AT&T Mobility	\$13,089,218	0.28%	\$4,623,757,214
Cal Water	\$23,393	0.01%	\$221,807,529
Comcast	\$1,165	0.00%	\$430,540,814
Frontier	\$28,574	0.01%	\$205,425,614
Level 3	\$0.00	0.00%	\$180,372,375
PG&E	\$1,243,488	0.02%	\$6,426,644,131
SDG&E	\$937,508	0.07%	\$1,440,288,240
SCE	\$1,110,906	0.03%	\$3,766,644,844
SoCalGas	\$50,343	0.003%	\$1,923,334,705
Sprint	\$1,045,287	0.08%	\$1,329,437,294
T-Mobile/MetroPCS	\$10,982,317	0.28%	\$3,877,768,984
Verizon Wireless	\$0.00	0.00%	\$2,344,685,749
<b>Total</b>	<b>\$29,648,759</b>	<b>0.10%</b>	<b>\$29,626,192,600</b>
<b>Small Utilities</b>			
AT&T Long Distance	\$8,524	0.03%	\$29,791,207
Cal-Am Water	\$257,351	0.33%	\$78,357,481
Golden State Water	\$1,693,413	1.16%	\$145,748,577
Liberty Utilities	\$0.00	0.00%	\$26,508,824
Lodi Gas Storage	\$0.00	0.00%	\$5,532,998
PacifiCorp	\$0.00	0.00%	\$10,513,719
Park Water - Liberty Utilities	\$2,413,605	9.28%	\$26,010,962
San Gabriel Valley	\$982,760	2.44%	\$40,339,630
San Jose Water	\$12,489	0.01%	\$137,515,977
Southwest Gas	\$0.00	0.00%	\$22,987,297
Suburban Water	\$1,615,973	8.69%	\$18,598,714
TelePacific	\$0.00	0.00%	\$72,938,171
Trans Bay Cable	\$0.00	0.00%	\$25,104,500
Wild Goose Storage	\$0.00	0.00%	\$2,100,434
XO Communications	\$0.00	0.00%	\$48,557,081
<b>Total</b>	<b>\$6,984,115</b>	<b>1.01%</b>	<b>\$690,605,572</b>
<b>Grand Total</b>	<b>\$36,632,874</b>	<b>0.12%</b>	<b>\$30,316,798,172</b>

**Table 9a-1**  
**2016 PG&E Annual Energy Product Results by Ethnicity and WMDVLGBTBE Certification**  
 (All dollar figures in \$MM)

Product <sup>1</sup>		Unit	Results by Ethnicity & Gender												Results by WMDVLGBTBE Certification					Total WMDVLGBTBE Procurement Spend	Total Procurement Spend
			Asian Pacific American			African American			Hispanic American			Native American			Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	Other 8(a) <sup>2</sup>		
			Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Total	Total	Total	Total	Total		
NATURAL GAS	SHORT TERM	\$		\$21.36	\$21.36				\$4.49		\$4.49				\$25.85	\$8.18		\$13.55		\$47.58	\$243.75
		%		8.76%	8.76%				1.84%		1.84%				10.61%	3.36%		5.56%		19.52%	
	LONG TERM	\$		\$9.66	\$9.66	\$2.49		\$2.49	\$0.76		\$0.76				\$12.91	\$5.37		\$0.76		\$19.05	\$354.03
		%		2.73%	2.73%	0.70%		0.70%	0.22%		0.22%				3.65%	1.52%		0.22%		5.38%	
	Total Natural Gas	\$		\$31.02	\$31.02	\$2.49		\$2.49	\$5.26		\$5.26				\$38.77	\$13.55		\$14.31		\$66.63	\$597.78
		%		5.19%	5.19%	0.42%		0.42%	0.88%		0.88%				6.49%	2.27%		2.39%		11.15%	
LPG	SHORT TERM	\$																			
		%																			
	LONG TERM	\$																			
		%																			
	Total LPG	\$																			
		%																			
	Overall Total \$			\$31.02	\$31.02	\$2.49		\$2.49	\$5.26		\$5.26				\$38.77	\$13.55		\$14.31		\$66.63	\$597.78
	Overall Total %			5.19%	5.19%	0.42%		0.42%	0.88%		0.88%				6.49%	2.27%		2.39%		Overall WMDVLGBTBE%:	11.15%

**Note:**

Short Term Gas: For terms 91 days or less - the term of the deal is no longer than one calendar month

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

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

<sup>2</sup>Includes Non-WMDVLGBTBEs classified as 8(a) of Small Business Administration

% - percentages calculated by the Row Category Total Procurement Spend

**Table 9a-2**  
**2016 SCE Annual Energy Product Results by Ethnicity and WMDVLGBTBE Certification**  
 (All dollar figures in \$MM)

Product <sup>1</sup>	Unit	Results by Ethnicity & Gender												Results by WMDVLGBTBE Certification					Total WMDVLGBTBE Procurement Spend	Total Procurement Spend
		Asian Pacific American			African American			Hispanic American			Native American			Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	Other 8(a) <sup>2</sup>		
		Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Total	Total	Total	Total	Total		
LPG	\$							\$0.84		\$0.84				\$0.84			\$0.67		\$1.51	\$1.51
	%							55.92%		55.92%				55.92%			44.08%		100.00%	
Overall Total \$								\$0.84		\$0.84				\$0.84			\$0.67		\$1.51	\$1.51
Overall Total %								55.92%		55.92%				55.92%			44.08%		Overall WMDVLGBTBE%:	100.00%

**Notes:**

LPG - Liquefied Petroleum Gas

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

<sup>2</sup>Includes Non-WMDVLGBTBEs classified as 8(a) of Small Business Administration

% - percentages calculated by the Row Category Total Procurement Spend

**Table 9a-3**  
**2016 SoCalGas Annual Energy Product Results by Ethnicity and WMDVLGBTBE Certification**  
 (All dollar figures in \$MM)

			Results by Ethnicity & Gender												Results by WMDVLGBTBE Certification					Total WMDVLGBTBE Procurement Spend	Total Procurement Spend
Product <sup>1</sup>	Unit		Asian Pacific American			African American			Hispanic American			Native American			Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	Other 8(a) <sup>2</sup>		
			Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Total	Total	Total	Total	Total		
NATURAL GAS	SHORT TERM	\$		\$10.85	\$10.85	\$2.55	\$11.20	\$13.76	\$4.50		\$4.50	\$21.84		\$21.84	\$50.94	\$1.20		\$1.20		\$53.34	\$416.70
		%		2.60%	2.60%	0.61%	2.69%	3.30%	1.08%		1.08%	5.24%		5.24%	12.22%	0.29%		0.29%		12.80%	
	LONG TERM	\$		\$3.95	\$3.95	\$20.40	\$3.41	\$23.81	\$20.76		\$20.76	\$7.96		\$7.96	\$56.48	\$20.76		\$20.59		\$97.83	\$614.91
		%		0.64%	0.64%	3.32%	0.55%	3.87%	3.38%		3.38%	1.29%		1.29%	9.18%	3.38%		3.35%		15.91%	
	Total Natural Gas	\$		\$14.80	\$14.80	\$22.95	\$14.62	\$37.57	\$25.26		\$25.26	\$29.79		\$29.79	\$107.42	\$21.96		\$21.79		\$151.17	\$1,031.62
		%		1.43%	1.43%	2.22%	1.42%	3.64%	2.45%		2.45%	2.89%		2.89%	10.41%	2.13%		2.11%		14.65%	
LPG	SHORT TERM	\$																			
		%																			
	LONG TERM	\$																			
		%																			
	Total LPG	\$																			
		%																			
	Overall Total \$			\$14.80	\$14.80	\$22.95	\$14.62	\$37.57	\$25.26		\$25.26	\$29.79		\$29.79	\$107.42	\$21.96		\$21.79		\$151.17	\$1,031.62
	Overall Total %			1.43%	1.43%	2.22%	1.42%	3.64%	2.45%		2.45%	2.89%		2.89%	10.41%	2.13%		2.11%		Overall WMDVLGBTBE%:	14.65%

**Note:**

Short Term Gas: For terms 91 days or less - the term of the deal is no longer than one calendar month

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

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

<sup>2</sup>Includes Non-WMDVLGBTBEs classified as 8(a) of Small Business Administration

% - percentages calculated by the Row Category Total Procurement Spend

**Table 9a-4**  
**2016 Southwest Gas Annual Energy Product Results by Ethnicity and WMDVLGBTBE Certification**  
 (All dollar figures in \$MM)

			Results by Ethnicity & Gender												Results by WMDVLGBTBE Certification						
Product <sup>1</sup>		Unit	Asian Pacific American			African American			Hispanic American			Native American			Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	Other 8(a) <sup>2</sup>	Total WMDVLGBTBE Procurement Spend	Total Procurement Spend
			Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Total	Total	Total	Total	Total		
NATURAL GAS	SHORT TERM	\$	\$ 2.50	\$ 1.92	\$ 4.42										\$ 4.42					\$ 4.42	\$ 18.01
		%	13.87%	10.65%	24.53%										24.53%					24.53%	
	LONG TERM	\$																			\$ 15.77
		%																			
	Total Natural Gas	\$	\$ 2.50	\$ 1.92	\$ 4.42										\$ 4.42					\$ 4.42	\$ 33.78
		%	7.39%	5.68%	13.07%										13.07%					13.07%	
LPG	SHORT TERM	\$																			
		%																			
	LONG TERM	\$																			
		%																			
	Total LPG	\$																			
		%																			
Overall Total \$			\$2.50	\$1.92	\$4.42									\$4.42					\$4.42	\$33.78	
Overall Total %			7.39%	5.68%	13.07%									13.07%					Overall WMDVLGBTBE%: 13.07%		

**Note:**

Short Term Gas: For terms 91 days or less - the term of the deal is no longer than one calendar month

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

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

<sup>2</sup>Includes Non-WMDVLGBTBEs classified as 8(a) of Small Business Administration

% - percentages calculated by the Row Category Total Procurement Spend

**Table 9b-1**  
**2015 ANNUAL FUEL PRODUCT RESULTS BY ETHNICITY & WMDVLGBTBE CERTIFICATION - PG&E**  
 (All dollar figures in \$MM)

			Results by Ethnicity & Gender															Results by WMDVLGBTBE Certification						
Product <sup>1</sup>		Unit	Asian Pacific American			African American			Hispanic American			Native American			Other <sup>2</sup>			Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	Other 8(a) <sup>3</sup>	Total WMDVLGBTBE Procurement Spend	Total Procurement Spend
			Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Total	Total	Total	Total	Total		
NATURAL GAS	Short Term	\$	\$0.00	\$20.28	\$20.28	\$2.04	\$0.00	\$2.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$22.32	\$11.40		\$10.28		\$44.00	\$286.44
		%	0.00%	7.08%	7.08%	0.71%	0.00%	0.71%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	7.79%	3.98%		3.59%		15.36%	
	Long Term	\$	\$0.00	\$18.04	\$18.04	\$4.51	\$0.00	\$4.51	\$0.00	\$0.00	\$0.00	\$5.84	\$0.00	\$5.84	\$0.00	\$0.00	\$0.00	\$28.38	\$36.39		\$6.20		\$70.97	\$511.51
		%	0.00%	3.53%	3.53%	0.88%	0.00%	0.88%	0.00%	0.00%	0.00%	1.14%	0.00%	1.14%	0.00%	0.00%	0.00%	5.55%	7.11%		1.21%		13.87%	
	Total Natural Gas	\$	\$0.00	\$38.32	\$38.32	\$6.55	\$0.00	\$6.55	\$0.00	\$0.00	\$0.00	\$5.84	\$0.00	\$5.84	\$0.00	\$0.00	\$0.00	\$50.70	\$47.79		\$16.48		\$114.97	\$797.95
		%	0.00%	4.80%	4.80%	0.82%	0.00%	0.82%	0.00%	0.00%	0.00%	0.73%	0.00%	0.73%	0.00%	0.00%	0.00%	6.35%	5.99%		2.06%		14.41%	
LPG	Short Term	\$	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00		\$0.00	\$0.00
		%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%		0.00%		0.00%	
	Long Term	\$	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00		\$0.00	\$0.00
		%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%		0.00%		0.00%	
	Total LPG	\$	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00		\$0.00	\$0.00
		%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%		0.00%		0.00%	
Overall Total \$			\$0.00	\$38.32	\$38.32	\$6.55	\$0.00	\$6.55	\$0.00	\$0.00	\$0.00	\$5.84	\$0.00	\$5.84	\$0.00	\$0.00	\$0.00	\$50.70	\$47.79		\$16.48		\$114.97	\$797.95
Overall Total %			0.00%	4.80%	4.80%	0.82%	0.00%	0.82%	0.00%	0.00%	0.00%	0.73%	0.00%	0.73%	0.00%	0.00%	0.00%	6.35%	5.99%		2.06%		Overall WMDVLGBTBE%: 14.41%	

**Note:**

Short Term Gas - for terms 91 days or less. The term of the deal is no longer than one calendar month.

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

<sup>1</sup>Excludes purchases from the CAISO, other IOUs, utilities, Federal entities, State entities, Municipalities and cooperatives.

<sup>2</sup>Firms with mult minority ownership status.

<sup>3</sup>Firms Classified as 8(a) by the United States Small Business Administration - Includes Non-WMDVLGBTBEs.

**Table 9b-2**  
**2015 ANNUAL FUEL PRODUCT RESULTS BY ETHNICITY & WMDVLGBTBE CERTIFICATION - SCE**

Product <sup>1</sup>		Unit	Results by Ethnicity & Gender															Results by WMDVLGBTBE Certification					Total WMDVLGBTBE Procurement Spend	Total Procurement Spend
			Asian Pacific American			African American American			Hispanic American			Native American			Other <sup>2</sup>			Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	Other 8(a) <sup>3</sup>		
			Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Total	Total	Total	Total	Total		
NATURAL GAS	Short Term	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
	Long Term	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
	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
		%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
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
		%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
	Long Term	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$615,770	\$0	\$615,770	\$0	\$0	\$0	\$0	\$0	\$0	\$615,770	\$0	\$0	\$0	\$0	\$615,770	\$615,770
		%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	100.00%	0.00%	100.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	100.00%	0.00%	0.00%	0.00%	0.00%	100.00%	
	Total LPG	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$615,770	\$0	\$615,770	\$0	\$0	\$0	\$0	\$0	\$0	\$615,770	\$0	\$0	\$0	\$0	\$615,770	\$615,770
		%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	100.00%	0.00%	100.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	100.00%	0.00%	0.00%	0.00%	0.00%	100.00%	
	Overall Total \$		\$0	\$0	\$0	\$0	\$0	\$0	\$615,770	\$0	\$615,770	\$0	\$0	\$0	\$0	\$0	\$0	\$615,770	\$0	\$0	\$0	\$0	\$615,770	\$615,770
	Overall Total %		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	100.00%	0.00%	100.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	100.00%	0.00%	0.00%	0.00%	0.00%	Overall WMDVLGBTBE%: 100.00%	

**Note:**

Short Term Gas - for terms 91 days or less. The term of the deal is no longer than one calendar month

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

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

<sup>2</sup>Firms with mult minority ownership status

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

**Table 9b-3  
2015 ANNUAL FUEL PRODUCT RESULTS BY ETHNICITY & WMDVLGBTBE CERTIFICATION - SoCalGas**

Product <sup>1</sup>		Unit	Results by Ethnicity & Gender															Results by WMDVLGBTBE Certification					Total WMDVLGBTBE Procurement Spend	Total Procurement Spend
			Asian Pacific American			African American American			Hispanic American			Native American			Other <sup>2</sup>			Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	Other 8(a) <sup>3</sup>		
			Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Total	Total	Total	Total	Total		
NATURAL GAS	Short Term	\$	\$0	\$17,502,027	\$17,502,027	\$11,751,385	\$12,055,530	\$23,806,915	\$10,447,869	\$0	\$10,447,869	\$22,892,472	\$0	\$22,892,472	\$0	\$0	\$0	\$74,649,283	\$14,883,337	\$0	\$4,344,749	\$0	\$93,877,369	\$513,207,377
		%	0.00%	3.41%	3.41%	2.29%	2.35%	4.64%	2.04%	0.00%	2.04%	4.46%	0.00%	4.46%	0.00%	0.00%	0.00%	14.55%	2.90%	0.00%	0.85%	0.00%	18.29%	
	Long Term	\$	\$0	\$12,973,123	\$12,973,123	\$57,131,351	\$5,947,663	\$63,079,014	\$3,242,047	\$0	\$3,242,047	\$8,954,007	\$0	\$8,954,007	\$0	\$0	\$0	\$88,248,191	\$3,242,047	\$0	\$22,547,021	\$0	\$114,037,259	\$580,490,417
		%	0.00%	2.23%	2.23%	9.84%	1.02%	10.87%	0.56%	0.00%	0.56%	1.54%	0.00%	1.54%	0.00%	0.00%	0.00%	15.20%	0.56%	0.00%	3.88%	0.00%	19.64%	
	Total Natural Gas	\$	\$0	\$30,475,150	\$30,475,150	\$68,882,736	\$18,003,193	\$86,885,929	\$13,689,916	\$0	\$13,689,916	\$31,846,479	\$0	\$31,846,479	\$0	\$0	\$0	\$162,897,474	\$18,125,384	\$0	\$26,891,770	\$0	\$207,914,628	\$1,093,697,794
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
		%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
	Long Term	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
	Total LPG	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
	Overall Total \$		\$0	\$30,475,150	\$30,475,150	\$68,882,736	\$18,003,193	\$86,885,929	\$13,689,916	\$0	\$13,689,916	\$31,846,479	\$0	\$31,846,479	\$0	\$0	\$0	\$162,897,474	\$18,125,384	\$0	\$26,891,770	\$0	\$207,914,628	\$1,093,697,794
	Overall Total %		0.00%	2.79%	2.79%	6.30%	1.65%	7.94%	1.25%	0.00%	1.25%	2.91%	0.00%	2.91%	0.00%	0.00%	0.00%	14.89%	1.66%	0.00%	2.46%	0.00%	Overall WMDVLGBTBE%: 19.01%	

**Note:**  
 Short Term Gas - for terms 91 days or less. The term of the deal is no longer than one calendar month  
 Long Term Gas -The term of the deal is greater than one calendar month but less than 1 calendar year  
<sup>1</sup>Excludes purchases from the CAISO, other IOUs, utilities, Federal entities, State entities, Municipalities and cooperatives  
<sup>2</sup>Firms with mult minority ownership status  
<sup>3</sup>Firms Classified as 8(a) by the United States Small Business Administration - Includes Non-WMDVLGBTBEs

**Table 9b-4**  
**2015 ANNUAL FUEL PRODUCT RESULTS BY ETHNICITY & WMDVLGBTBE CERTIFICATION - Southwest Gas**

Product <sup>1</sup>		Unit	Results by Ethnicity & Gender															Results by WMDVLGBTBE Certification					Total WMDVLGBTBE Procurement Spend	Total Procurement Spend
			Asian Pacific American			African American			Hispanic American			Native American			Other <sup>2</sup>			Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	Other 8(a) <sup>3</sup>		
			Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Total	Total	Total	Total	Total		
NATURAL GAS	Short Term	\$	\$0	\$1,858,809	\$1,858,809	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$1,858,809	\$0	\$0	\$0	\$0	\$1,858,809	\$11,725,466
		%	0.00%	15.85%	15.85%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	15.85%	0.00%	0.00%	0.00%	0.00%	15.85%	
	Long Term	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$22,352,442
		%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
	Total Natural Gas	\$	\$0	\$1,858,809	\$1,858,809	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$1,858,809	\$0	\$0	\$0	\$0	\$1,858,809	\$34,077,908
		%	0.00%	5.45%	5.45%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	5.45%	0.00%	0.00%	0.00%	0.00%	5.45%	
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
		%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
	Long Term	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
	Total LPG	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%		0.00%			0.00%	
	Overall Total \$		\$0	\$1,858,809	\$1,858,809	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$1,858,809	\$0	\$0	\$0	\$0	\$1,858,809	\$34,077,908
	Overall Total %		0.00%	5.45%	5.45%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	5.45%	0.00%	0.00%	0.00%	0.00%	Overall WMDVLGBTBE%: 5.45%	

**Note:**  
Short Term Gas - for terms 91 days or less. The term of the deal is no longer than one calendar month  
Long Term Gas -The term of the deal is greater than one calendar month but less than 1 calendar year  
<sup>1</sup>Excludes purchases from the CAISO, other IOUs, utilities, Federal entities, State entities, Municipalities and cooperatives  
<sup>2</sup>Firms with mult minority ownership status  
<sup>3</sup>Firms Classified as 8(a) by the United States Small Business Administration - Includes Non-WMDVLGBTBEs

**Table 10a-1**  
**2016 PG&E Annual Power Product Results by Ethnicity and WMDVLGBTBE Certification**  
 (All dollar figures in \$MM)

			Results by Ethnicity & Gender												Results by WMDVLGBTBE Certification									
	Product <sup>1</sup>		Unit	Asian Pacific American			African American			Hispanic American			Native American			Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	Other 8(a) <sup>4</sup>	Subcontracting	Total WMDVLGBTBE Procurement Spend <sup>5</sup>	Total Procurement Spend	
				Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Total	Total	Total	Total	Total	Total			
Power Purchased	Renewable Power Products Direct		\$							\$2.66		\$2.66				\$2.66					\$5.19	\$7.85	\$2,365.51	
			%							0.11%		0.11%				0.11%					0.22%	0.33%		
			\$ <sup>2</sup>							\$2.66		\$2.66				\$2.66					\$0.01	\$2.67	\$399.31	
			% <sup>2</sup>							0.67%		0.67%				0.67%					0.003%	0.67%		
	Non-Renewable Power Products Direct		Physical	\$																			\$1,108.84	
				%																				
				\$ <sup>2</sup>																				\$247.40
				% <sup>2</sup>																				
Fuels for Generation	Diesel Direct		\$							\$0.48	\$0.48				\$0.48							\$0.48	\$0.48	
			%								100.00%	100.00%				100.00%							100.00%	
	Natural Gas Direct		Physical	\$		\$6.81	\$6.81	\$6.76		\$6.76	\$4.65	\$4.65			\$18.22	\$5.62		\$8.42			\$32.26	\$184.66		
				%		3.69%	3.69%	3.66%		3.66%	2.52%		2.52%			9.87%	3.04%		4.56%			17.47%		
Post 2011	SubTotal of Columns <sup>2</sup>		\$		\$6.81	\$6.81	\$6.76		\$6.76	\$7.31	\$0.48	\$7.79			\$21.37	\$5.62		\$8.42		\$0.01	\$35.41	\$831.85		
	SubTotal % of Total Procurement Spend		%		0.73%	0.73%	0.73%		0.73%	0.78%	0.05%	0.84%			2.29%	0.60%		0.90%		0.001%	Overall WMDVLGBTBE %: 4.26%			
ALL	SubTotal of Columns <sup>3</sup>		\$		\$6.81	\$6.81	\$6.76		\$6.76	\$7.31	\$0.48	\$7.79			\$21.37	\$5.62		\$8.42		\$5.19	\$40.59	\$3,759.69		
	SubTotal % of Total Procurement Spend		%		0.18%	0.18%	0.18%		0.18%	0.19%	0.01%	0.21%			0.57%	0.15%		0.22%		0.14%	Overall WMDVLGBTBE %: 1.08%			

**Notes:**

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

<sup>2</sup>Includes only long term power procurement commitments after June 6, 2011 or as a result of RFOs after June 6, 2011

<sup>3</sup>Includes all power procurement commitments

<sup>4</sup>Firms classified as 8(a) by the Small Business Administration includes non-WMDVLGBTBE

<sup>5</sup>Total WMDVLGBTBE spend does not include pre-COD subcontracting values

% - percentages calculated by the Row Category Total Procurement Spend

**Table 10a-2**  
**2016 SDG&E Annual Power Product Results by Ethnicity and WMDVLGBTBE Certification**  
 (All dollar figures in \$MM)

			Results by Ethnicity & Gender												Results by WMDVLGBTBE Certification								
Product <sup>1</sup>			Unit	Asian-Pacific			African-American			Latino			Native American			Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	Other 8(a) <sup>4</sup>	Subcontracting	Total WMDVLGBTBE Procurement Spend <sup>5</sup>	Total Procurement Spend
				Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Total	Total	Total	Total	Total	Total		
Power Purchased	Renewable Power Products Direct		\$																				\$667.07
			%																				
			\$ <sup>2</sup>										\$3.60		\$3.60	\$3.60					\$0.06	\$3.67	\$64.41
			% <sup>2</sup>										5.60%		5.60%	5.60%					0.09%	5.69%	
	Non-Renewable Power Products Direct	Physical	\$		\$0.37	\$0.37									\$0.37						\$8.45	\$8.81	\$298.08
			%		0.12%	0.12%										0.12%					2.83%	2.96%	
			\$ <sup>2</sup>																		\$0.02	\$0.02	\$84.21
			% <sup>2</sup>																		0.03%	0.03%	
Fuels for Generation	Diesel Direct		\$																				
			%																				
	Nuclear Direct		\$																				
			%																				
	Natural Gas Direct	Physical	\$		\$19.17	\$19.17				\$11.74		\$11.74				\$30.92	\$21.80		\$11.11			\$63.82	\$165.18
			%		11.61%	11.61%				7.11%		7.11%				18.72%	13.19%		6.72%			38.63%	
Post 2011	SubTotal of Columns <sup>2</sup>		\$		\$19.17	\$19.17				\$11.74		\$11.74	\$3.60		\$3.60	\$34.52	\$21.80		\$11.11		\$0.09	\$67.51	\$313.81
	SubTotal % of Total Procurement Spend		%		6.11%	6.11%				3.74%		3.74%	1.15%		1.15%	11.00%	6.95%		3.54%		0.03%	Overall WMDVLGBTBE %:	21.51%
ALL	SubTotal of Columns <sup>3</sup>		\$		\$19.54	\$19.54				\$11.74		\$11.74				\$31.28	\$21.80		\$11.11		\$8.45	\$72.63	\$1,130.34
	SubTotal % of Total Procurement Spend		%		1.73%	1.73%				1.04%		1.04%				2.77%	1.93%		0.98%		0.75%	Overall WMDVLGBTBE %:	6.43%

**Notes:**

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

<sup>2</sup>Includes only long term power procurement commitments after June 6, 2011 or as a result of RFOs after June 6, 2011

<sup>3</sup>Total WMDVLGBTBE spend does not include pre-COD subcontracting values

<sup>4</sup>Includes all power procurement commitments

<sup>5</sup>Includes Non-WMDVLGBTBE firms classified as 8(a) by the Small Business Administration

**Table 10a-3**  
**2016 SCE Annual Power Product Results by Ethnicity and WMDVLGBTBE Certification**  
 (All dollar figures in \$MM)

			Results by Ethnicity & Gender												Results by WMDVLGBTBE Certification									
Product <sup>1</sup>			Unit	Asian Pacific American			African American			Hispanic American			Native American			Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	Other 8(a) <sup>4</sup>	Subcontracting	Total WMDVLGBTBE Procurement Spend <sup>5</sup>	Total Procurement Spend	
				Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Total	Total	Total	Total	Total	Total			
Power Purchased	Renewable Power Products Direct		\$													\$2.56					\$3.08	\$5.64	\$1,743.05	
			%													0.15%					0.18%	0.32%		
			\$ <sup>2</sup>													\$2.56					\$3.08	\$5.64	\$123.15	
			% <sup>2</sup>													2.08%					2.50%	4.58%		
	Non-Renewable Power Products Direct	Physical	\$		\$15.77	\$15.77				\$0.08	\$4.10	\$4.18				\$19.95	\$7.96				\$0.44	\$28.35	\$1,276.91	
			%		1.24%	1.24%				0.01%	0.32%	0.33%				1.56%	0.62%				0.03%	2.22%		
			\$ <sup>2</sup>		\$15.77	\$15.77				\$0.08	\$4.10	\$4.18				\$19.95					\$0.44	\$20.39	\$742.96	
			% <sup>2</sup>		2.12%	2.12%				0.01%	0.55%	0.56%				2.69%					0.06%	2.74%		
Fuels for Generation	Diesel Direct		\$						\$3.72		\$3.72				\$3.72							\$3.72	\$3.72	
			%							100.00%		100.00%				100.00%							100.00%	
	Natural Gas Direct	Physical	\$		\$31.49	\$31.49	\$22.56		\$22.56						\$54.05	\$8.60		\$24.65				\$87.30	\$235.45	
			%		13.37%	13.37%	9.58%		9.58%							22.96%	3.65%		10.47%				37.08%	
Post 2011	SubTotal of Columns <sup>2</sup>		\$		\$47.26	\$47.26	\$22.56		\$22.56	\$3.80	\$4.10	\$7.90				\$77.72	\$11.16		\$24.65		\$3.52	\$117.05	\$1,105.28	
	SubTotal % of Total Procurement Spend		%		4.28%	4.28%	2.04%		2.04%	0.34%	0.37%	0.71%				7.03%	1.01%		2.23%		0.32%	Overall WMDVLGBTBE %: 10.59%		
ALL	SubTotal of Columns <sup>3</sup>		\$		\$47.26	\$47.26	\$22.56		\$22.56	\$3.80	\$4.10	\$7.90				\$77.72	\$19.12		\$24.65		\$3.52	\$125.01	\$3,259.13	
	SubTotal % of Total Procurement Spend		%		1.45%	1.45%	0.69%		0.69%	0.12%	0.13%	0.24%				2.38%	0.59%		0.76%		0.11%	Overall WMDVLGBTBE %: 3.84%		

**Notes:**

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

<sup>2</sup>Includes only long term power procurement commitments after June 6, 2011 or as a result of RFOs after June 6, 2011

<sup>3</sup>Total WMDVLGBTBE spend does not include pre-COD subcontracting values

<sup>4</sup>Includes all power procurement commitments

<sup>5</sup> Firms classified as 8(a) by the Small Business Administration includes non-WMDVLGBTBE

**Table 10b-1**  
**2015 ANNUAL POWER PRODUCT RESULTS BY ETHNICITY & WMDVLGBTBE CERTIFICATION - PG&E**  
 (All dollar figures in \$MM)

			Results by Ethnicity & Gender															Results by WMDVLGBTBE Certification								
Product <sup>1</sup>		Unit	Asian Pacific American			African American			Hispanic American			Native American			Other <sup>5</sup>			Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	Subcontracting	Total WMDVLGBTBE Procurement Spend <sup>3</sup>	Total Procurement Spend		
			Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Total	Total	Total	Total	Total				
Power Purchased	Renewable Power Products Direct		\$	\$0	\$0	\$0	\$0	\$0	\$0	\$3	\$0	\$3	\$0	\$0	\$0	\$0	\$0	\$0	\$3	\$0		\$0	\$2	\$5	\$2,273	
			%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.13%	0.00%	0.13%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.13%	0.00%		0.00%	0.08%	0.21%		
			\$ <sup>2</sup>	\$0	\$0	\$0	\$0	\$0	\$0	\$3	\$0	\$3	\$0	\$0	\$0	\$0	\$0	\$0	\$3	\$0		\$0	\$0	\$3	\$289	
			% <sup>2</sup>	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	1.04%	0.00%	1.04%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	1.04%	0.00%		0.00%	0.00%	1.04%		
	Non-Renewable Power Products Direct		Physical	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		\$0	\$0	\$0	\$1,191	
				%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%		0.00%	0.00%	0.00%	
				\$ <sup>2</sup>	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		\$0	\$0	\$0	\$200
				% <sup>2</sup>	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%		0.00%	0.00%	0.00%	
Fuels for Generation	Diesel Direct		\$	\$0	\$0	\$0	\$0	\$0	\$0	\$0.490	\$0.490	\$0	\$0	\$0	\$0	\$0	\$0	\$0.490	\$0		\$0	\$0	\$0.490	\$0.497		
			%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	98.47%	98.47%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	98.47%	0.00%		0.00%	0.00%	98.47%		
	Natural Gas Direct		Physical	\$	\$0	\$37	\$37	\$22	\$0	\$22	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$58	\$32		\$23	\$0	\$113	\$300		
				%	0.00%	12.18%	12.18%	7.30%	0.00%	7.30%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	19.48%	10.63%		7.64%	0.00%	37.75%		
Post 2011	Subtotal of Columns <sup>2</sup>		\$	\$0	\$37	\$37	\$22	\$0	\$22	\$3	\$0.490	\$3.5	\$0	\$0	\$0	\$0	\$0	\$0	\$62	\$32		\$23	\$0	\$117	\$918	
	Subtotal % of Total Procurement Spend		%	0.00%	3.98%	3.98%	2.39%	0.00%	2.39%	0.33%	0.05%	0.38%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	6.75%	3.47%		2.50%	0.00%	Overall WMDVLGBTBE %: 12.72%		
ALL	Subtotal of Columns <sup>4</sup>		\$	\$0	\$37	\$37	\$22	\$0	\$22	\$3	\$0.490	\$3.5	\$0	\$0	\$0	\$0	\$0	\$62	\$32		\$23	\$2	\$118.54	\$3,892		
	Subtotal % of Total Procurement Spend		%	0.00%	0.94%	0.94%	0.56%	0.00%	0.56%	0.08%	0.01%	0.09%	0.00%	0.00%	0.00%	0.00%	0.00%	1.59%	0.82%		0.59%	0.04%	Overall WMDVLGBTBE %: 3.05%			

**Notes:**

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

<sup>2</sup>Includes only long term power procurement commitments after June 6, 2011 or as a result of RFOs after June 6, 2011

<sup>3</sup>Total WMDVLGBTBE spend does not include pre-COD subcontracting values

<sup>4</sup>Includes all power procurement commitments

<sup>5</sup>Firms with mult minority ownership status

<sup>6</sup>Firms Classified as 8(a) by the United States Small Business Administration - Includes Non-WMDVLGBTBEs

**Table 10b-2**  
**2015 ANNUAL POWER PRODUCT RESULTS BY ETHNICITY & WMDVLGBTBE CERTIFICATION - SDG&E**  
 (All dollar figures in \$MM)

		Results by Ethnicity & Gender															Results by WMDVLGBTBE Certification							
Product <sup>1</sup>	Unit	Asian Pacific American			African American			Hispanic American			Native American			Other <sup>5</sup>			Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	Subcontracting	Total WMDVLGBTBE Procurement Spend <sup>3</sup>	Total Procurement Spend	
		Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Total	Total	Total	Total	Total			
Renewable Power Products Direct	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		\$0	\$0.02	\$0.02	\$601	
	%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%		0.00%	0.004%	0.004%		
	\$ <sup>2</sup>	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		\$0	\$0	\$0	\$43	
	% <sup>2</sup>	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%		0.00%	0.00%	0.00%		
Non-Renewable Power Products Direct	Physical	\$	\$0	\$0.3	\$0.3	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0.3	\$0.04		\$0	\$0.01	\$0.4	\$317	
		%	0.00%	0.10%	0.10%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.10%	0.01%		0.00%	0.003%	0.11%		
		\$ <sup>2</sup>	\$0	\$0.3	\$0.3	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0.3	\$0.04		\$0	\$0	\$0.4	\$132	
		% <sup>2</sup>	0.00%	0.23%	0.23%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.23%	0.03%		0.00%	0.00%	0.27%		
Diesel Direct		\$	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		\$0	\$0	\$0	\$0	
		%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%		0.00%	0.00%	0.00%		
Natural Gas Direct	Physical	\$	\$0	\$28	\$28	\$13	\$0	\$13	\$2	\$0	\$2	\$0	\$2	\$2	\$0	\$0	\$0	\$46	\$37		\$22	\$0	\$104	\$230
		%	0.00%	12.28%	12.28%	5.86%	0.00%	5.86%	1.07%	0.00%	1.07%	0.00%	0.81%	0.81%	0.00%	0.00%	0.00%	20.02%	15.98%		9.39%	0.00%	45.39%	
Subtotal of Columns <sup>2</sup>		\$	\$0	\$29	\$29	\$13	\$0	\$13	\$2	\$0	\$2	\$0	\$2	\$2	\$0	\$0	\$0	\$46	\$37		\$22	\$0	\$105	\$405
Subtotal % of Total Procurement Spend		%	0.00%	7.05%	7.05%	3.33%	0.00%	3.33%	0.60%	0.00%	0.60%	0.00%	0.46%	0.46%	0.00%	0.00%	0.00%	11.44%	9.08%		5.33%	0.00%	Overall WMDVLGBTBE %: 25.85%	
Subtotal of Columns <sup>4</sup>		\$	\$0	\$29	\$29	\$13	\$0	\$13	\$2	\$0	\$2	\$0	\$2	\$2	\$0	\$0	\$0	\$46	\$37		\$22	\$0.03	\$105	\$1,148
Subtotal % of Total Procurement Spend		%	0.00%	2.49%	2.49%	1.17%	0.00%	1.17%	0.21%	0.00%	0.21%	0.00%	0.16%	0.16%	0.00%	0.00%	0.00%	4.04%	3.20%		1.88%	0.003%	Overall WMDVLGBTBE %: 9.12%	

**Notes:**

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

<sup>2</sup>Includes only long term power procurement commitments after June 6, 2011 or as a result of RFOs after June 6, 2011

<sup>3</sup>Total WMDVLGBTBE spend does not include pre-COD subcontracting values

<sup>4</sup>Includes all power procurement commitments

<sup>5</sup>Firms with mult minority ownership status

<sup>6</sup>Firms Classified as 8(a) by the United States Small Business Administration - Includes Non-WMDVLGBTBEs

**Table 10b-3**  
**2015 ANNUAL POWER PRODUCT RESULTS BY ETHNICITY & WMDVLGBTBE CERTIFICATION - SCE**  
 (All dollar figures in \$MM)

		Results by Ethnicity & Gender															Results by WMDVLGBTBE Certification					Total WMDVLGBTBE Procurement Spend <sup>3</sup>	Total Procurement Spend
Product <sup>1</sup>	Unit	Asian Pacific American			African American			Hispanic American			Native American			Other <sup>5</sup>			Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	Subcontracting		
		Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Total	Total	Total	Total	Total		
Power Purchased	Renewable Power Products Direct	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$1		\$0	\$2	\$3	\$1,510
		%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.1%		0.0%	0.1%	0.2%	
		\$ <sup>2</sup>	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$1		\$0	\$2	\$3	\$74
		% <sup>2</sup>	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	1.4%		0.0%	2.7%	4.1%	
	Non-Renewable Power Products Direct	Physical	\$	\$0	\$28	\$28	\$0	\$0	\$0	\$2	\$0	\$2	\$0	\$0	\$0	\$0	\$30	\$12		\$0	\$0.04	\$42	\$1,391
			%	0.0%	2.0%	2.0%	0.0%	0.0%	0.0%	0.1%	0.0%	0.1%	0.0%	0.0%	0.0%	0.0%	2.2%	0.9%		0.0%	0.0%	3.0%	
			\$ <sup>2</sup>	\$0	\$28	\$28	\$0	\$0	\$0	\$2	\$0	\$2	\$0	\$0	\$0	\$0	\$30	\$4		\$0	\$0	\$34	\$830
			% <sup>2</sup>	0.0%	3.4%	3.4%	0.0%	0.0%	0.0%	0.2%	0.0%	0.2%	0.0%	0.0%	0.0%	0.0%	3.6%	0.5%		0.0%	0.0%	4.1%	
Fuels for Generation	Diesel Direct	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$5	\$0	\$5	\$0	\$0	\$0	\$0	\$0	\$5	\$0		\$0	\$0	\$5	\$5
		%	0.0%	0.0%	0.0%	0.0%	0%	0%	100%	0%	100%	0%	0%	0%	0%	0%	100%	0%		0%	0%	100%	
	Nuclear Direct	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		\$0	\$0	\$0	\$0
		%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%		0.0%	0.0%	0.0%	
	Natural Gas Direct	Physical	\$	\$0	\$62	\$62	\$7	\$0	\$7	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$69	\$44		\$124	\$0	\$237	\$409
			%	0.0%	15.2%	15.2%	1.7%	0.0%	1.7%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	16.9%	10.7%		30.3%	0.0%	57.9%	
Post 2011	Subtotal of Columns <sup>2</sup>	\$	\$0	\$90	\$90	\$7	\$0	\$7	\$7	\$0	\$7	\$0	\$0	\$0	\$0	\$0	\$104	\$49		\$124	\$2	\$279	\$1,318
	Subtotal % of Total Procurement Spend	%	0.0%	6.8%	6.8%	0.5%	0.0%	0.5%	0.5%	0.0%	0.5%	0.0%	0.0%	0.0%	0.0%	0.0%	7.9%	3.7%		9.4%	0.2%	Overall WMDVLGBTBE %: 21.2%	
All	Subtotal of Columns <sup>4</sup>	\$	\$0	\$90	\$90	\$7	\$0	\$7	\$7	\$0	\$7	\$0	\$0	\$0	\$0	\$0	\$104	\$57		\$124	\$2	\$287	\$3,315
	Subtotal % of Total Procurement Spend	%	0.0%	2.7%	2.7%	0.2%	0.0%	0.2%	0.2%	0.0%	0.2%	0.0%	0.0%	0.0%	0.0%	0.0%	3.1%	1.7%		3.7%	0.1%	Overall WMDVLGBTBE %: 8.7%	

**Notes:**

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

<sup>2</sup>Includes only long term power procurement commitments after June 6, 2011 or as a result of RFOs after June 6, 2011

<sup>3</sup>Total WMDVLGBTBE spend does not include pre-COD subcontracting values

<sup>4</sup>Includes all power procurement commitments

<sup>5</sup>Firms with multi minority ownership status

<sup>6</sup>Firms Classified as 8(a) by the United States Small Business Administration - Includes Non-WMDVLGBTBEs