



Year 2014 Utility Procurement of Goods, Services and Fuel from Women-, Minority-, and Disabled Veteran-owned Business Enterprises



September 2015



California Public Utilities Commission

EXECUTIVE SUMMARY	1
BACKGROUND	2
OVERVIEW OF 2014 SUPPLIER DIVERSITY PROCUREMENT	2
2014 UTILITY PROCUREMENT PROGRAM RESULTS	3
Large Utilities	4
Minority Business Enterprise Procurement	5
Woman Business Enterprise Procurement	5
Disabled Veteran Business Enterprise Procurement	6
Small Utilities	7
Minority Business Enterprise Procurement	7
Woman Business Enterprise Procurement	8
Disabled Veteran Business Enterprise Procurement	9
Electric Procurement	9
2014 MAJOR ACCOMPLISHMENTS	10
PROGRAM HIGHLIGHTS	11
Report Review Sessions and Best Practices	11
Small Utilities	12
Demographic Analysis	12
Class A Water Companies Supplier Diversity Trends	13
Program Value: California Water Company Case Study	14
The Supplier Clearinghouse Database and WMDVBE Utilization	14
CPUC's 2014 Annual En Banc: a Public Hearing on GO 156	15
Assembly Bill 1678: LGBTBE Inclusion into GO 156	15
Legal and Financial Services	16
Disabled Veterans	18
Fuel Procurement	18
WMDVBE Verification	19
CONCLUSIONS	20
ATTACHMENT A – DATA TABLES	21
ATTACHMENT B – BEST PRACTICES	38

EXECUTIVE SUMMARY

This is the California Public Utilities CPUC's (CPUC) 29th Annual Report to the Legislature on the progress reported by utilities in procuring goods, services, and fuel from women-, minority-, and disabled veteran-owned business enterprises (WMDVBEs).¹ Highlights of the report include:

- Utility spending on WMDVBE procurement increased from \$8.65 billion in 2013 to \$8.67 billion in 2014. The percentage of total utility procurement from WMDVBE firms decreased from 35.22 percent in 2013 to 32.86 percent in 2014.
- Pacific Gas and Electric Company (PG&E), San Diego Gas and Electric (SDG&E), Southern California Edison (Edison), and Southern California Gas Company (SoCalGas) continue to exceed the program's 21.5 percent goal. In 2014, these companies attained at least 40 percent procurement from WMDVBE firms.
- In 2014, AT&T California (AT&T), Sprint, Verizon California (Verizon) procured more than \$1.1 billion (50%); Sprint more than \$684 million (50.03%); and Verizon more than \$484 million (49.11%) from WMDVBE suppliers.
- The CPUC continues to focus on the 21 small utilities to fully integrate and participate in the CPUC's General Order (GO) 156 supplier diversify program. The small utilities are strengthening their GO 156 programs in a positive direction. The overall spend for the small utilities increased from \$170 million (17.72%) in 2013 to \$202 million (21.07%) in 2014, registering a 19 percent increase.
- From the seven CPUC-regulated water utilities, Park Water Company procured the most at 39.07 percent. All the water utilities except San Gabriel Water met or exceeded the 21.5 percent WMDVBE program goal in 2014.

The CPUC applauds the gains shown by all the utilities and encourages continued efforts to achieve greater levels of diversity in future procurements.

¹ PU Code Section 8283 requires CPUC-regulated gas, electric, telephone, and water utilities, and their regulated subsidiaries and affiliates, with gross annual revenues exceeding \$25 million, to submit annual verifiable plans for increasing procurement from WMDVBEs. The CPUC is responsible for verifying the status of WMDVBE applicants, reporting results of the program, and making recommendations to achieve maximum results in implementing legislative policy. PU Code Section 8283, in addition, mandates that the CPUC submit its report on September 1 of each year. General Order (GO) 156 requires each utility to establish goals for utility purchases of services, goods, and fuel as a percentage of total procurement from WMDVBEs.

BACKGROUND

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 WMDVBEs. The bill created the foundation for the CPUC's utility Supplier Diversity Program. Consequently, the CPUC issued GO 156 to implement statutes and set the Supplier Diversity Program framework and guidelines. The CPUC amended GO 156 on June 11, 2015, to include gay, lesbian, bisexual and transgender (LGBT) owned business enterprises in the program as stated in AB 1678 (Gordon). CPUC-regulated electric gas, telephone, and water corporations with gross annual revenues exceeding \$25 million and their CPUC-regulated subsidiaries and affiliates are directly covered by these Code sections.

The Supplier Diversity Program promotes and monitors supplier diversity in utilities' procurement and oversees a certification clearinghouse.² The program encourages the utilities to purchase at least 21.5 percent of their procurement from WMDVBEs (15% from minority, 5% from women, and 1.5% from disabled veteran-owned businesses). It also encourages the utilities to incorporate LGBT-owned businesses in their procurement.

Public Utilities Code Section 8283 (d) requires each participating utility³ to report annually to the CPUC on its diverse procurement performance and plans for future enhancement.

OVERVIEW OF 2014 SUPPLIER DIVERSITY PROCUREMENT

The total utility WMDVBE procurement for 2014 increased from \$8.65 billion in 2013 to \$8.67 billion. The results below show the \$8.67 billion category spend for 2014.

Category	Procurement Amount	Percentage Achieved	Goal
MBE	\$5.82 billion	22.07%	15%
WBE	\$2.47 billion	9.36%	5%
DVBE	\$0.38 billion	1.43%	1.5%

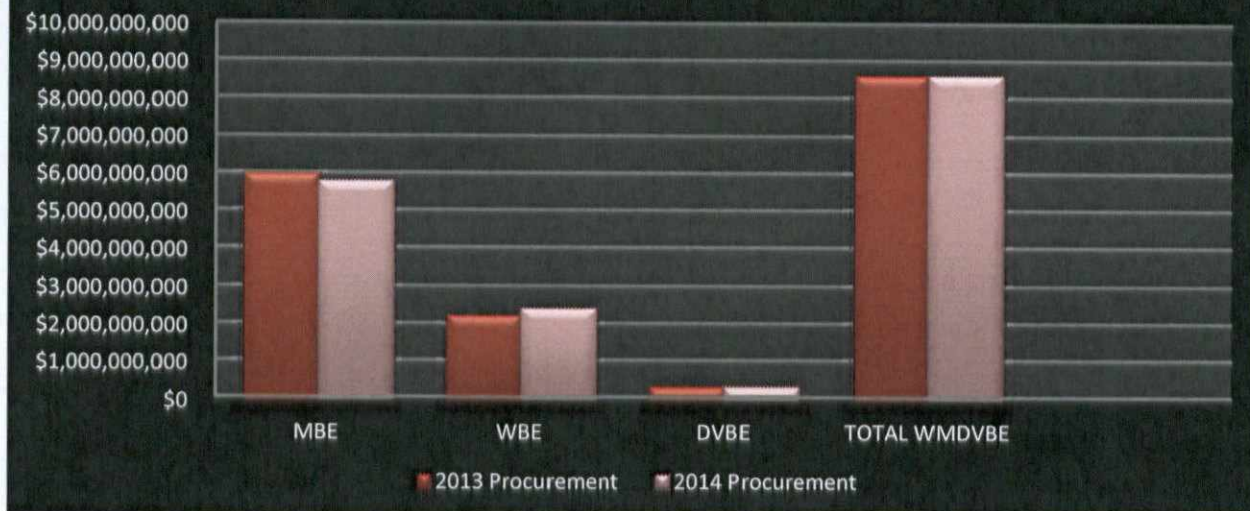
For 2014, the utilities met the women-owned business' (WBE) 5 percent and minority-owned business' (MBE) 15 percent program goals and almost met the disabled veteran-owned business' (DVBE) 1.5 percent goal.

In comparison to 2013 results, the large utilities experienced slight decreases in MBE and DVBE categories in 2014. Conversely, the small utilities successfully attained increased dollar and percentage amounts in all three categories. The overall results show the utilities met the WBE and MBE goals while falling slightly short of meeting the DVBE goal.

² 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.

³ PU Code Section 8283: Utilities with annual revenue exceeding \$25 million.

Comparison of 2013 and 2014 WMDVBE Procurement



2014 UTILITY WMDVBE PROCUREMENT PROGRAM RESULTS

This report summarizes utility procurement information into two categories:

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

Attachment A to this report details the utilities' 2014 and 2013 WMDVBE procurement program results. The large utilities represent a disproportionately large share of total utility procurement (98%). Of all the utilities required to report, the following exceptions are noted:

- Cox Communications of California uses a broader definition of minorities than is allowed under GO 156 and reports spend on a nationwide basis. Cox has agreed to report its California procurement consistent with the requirements of GO 156.
- Tw Telecom indicates some of its suppliers are self-certified.

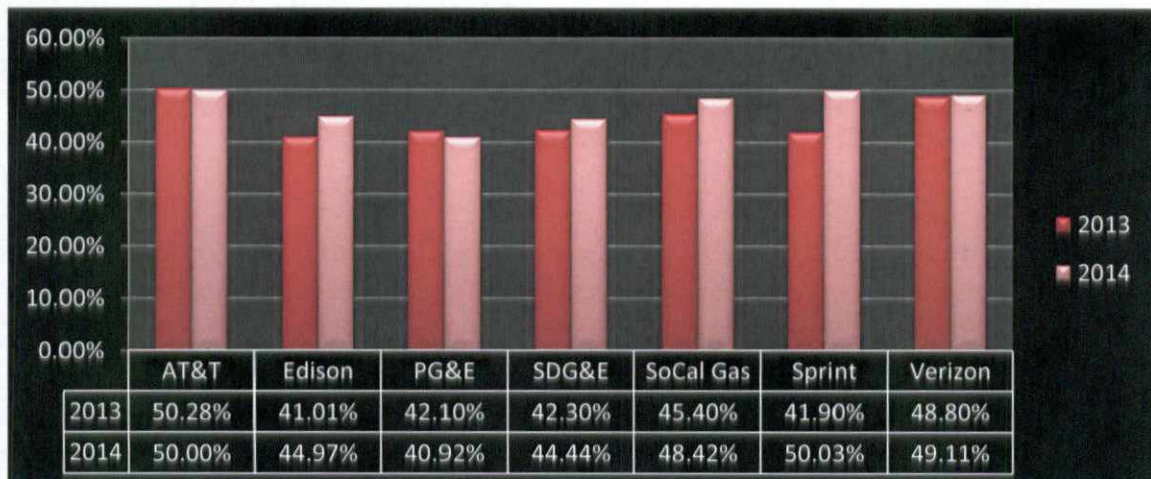
Utilities must report their results using only CPUC Clearinghouse-certified/approved vendors and must report results of their procurement activities that are in support of their California operations.

Program Results of the Large Utilities

Twelve large utilities reported activity in their WMDVBE programs:

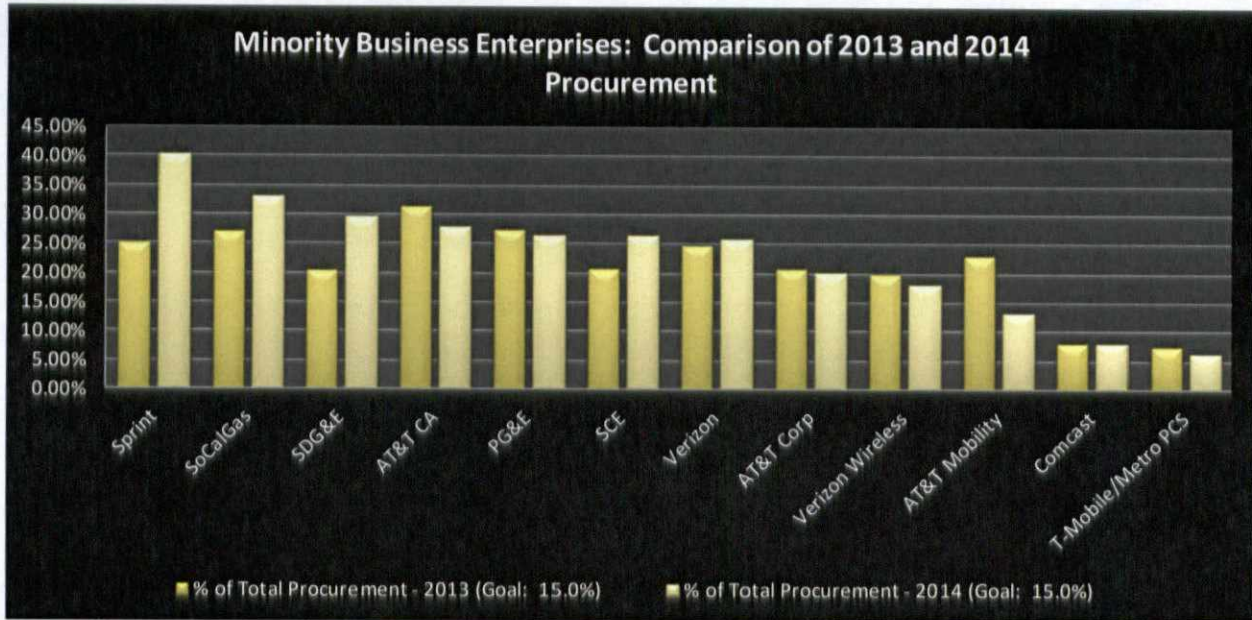
- AT&T California (AT&T)
- AT&T Corporation
- AT&T Mobility
- Comcast California (Comcast)
- T-Mobile and Metro PCS
- Pacific Gas and Electric Company (PG&E)
- San Diego Gas & Electric (SDG&E)
- Southern California Edison (Edison)
- Southern California Gas Company (SoCalGas)
- Sprint Corporation (Sprint)
- Verizon of California, Inc. (Verizon)
- Verizon Wireless

In 2014, the larger utilities' performance exceeded the GO 156 goal of 21.5 percent. SoCalGas and Verizon climbed nearly to the 50 percentile while AT&T and Sprint reached the 50 percentile. Although far exceeding the program goal of 21.5 percent, the 2014 results for the large utilities show an overall WMDVBE procurement decrease from \$8.48 billion (35.93%) in 2013 to \$8.46 billion (33.30%) in 2014 (see Tables 3, 1A, and 1B in Attachment A). In 2014, AT&T and PG&E had a slight decline in their percent of WMDVBE spend from 2013.



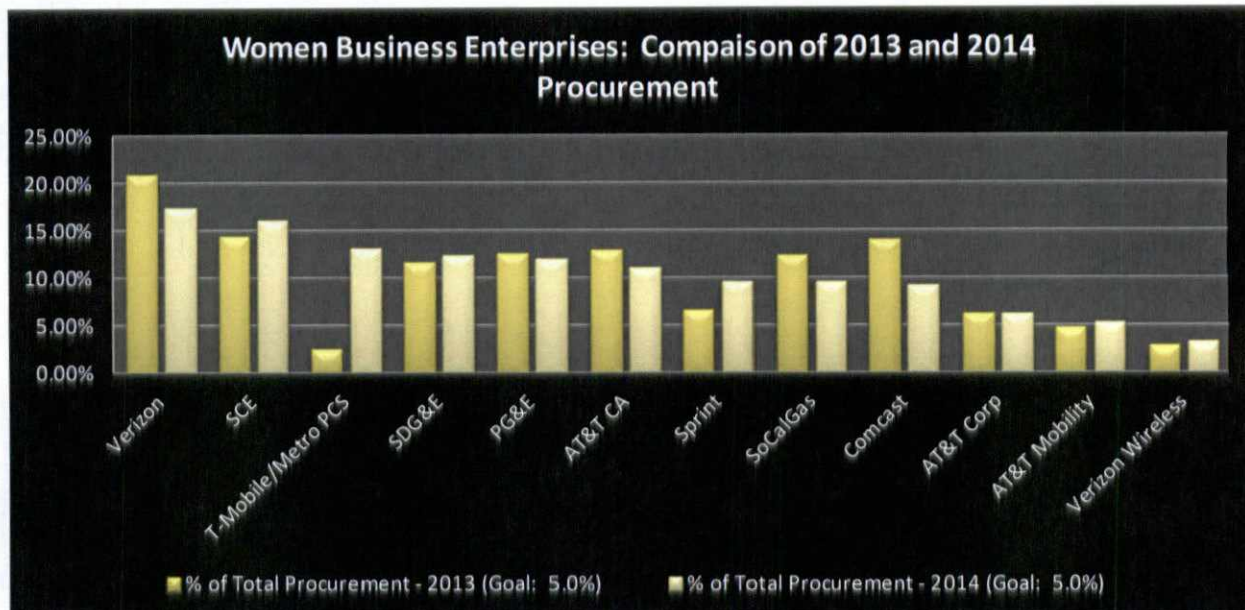
Large Utilities' Procurement: Minority-owned Business Enterprises (MBEs)

Nine of the 12 large utilities met the MBE procurement goal of 15 percent, and three did not (AT&T Mobility, Comcast, and T-Mobile/Metro PCS). Large utilities' procurement dollars with MBEs decreased from \$5.89 billion (24.96%) in 2013 to \$5.69 billion (22.40%) in 2014. Edison, SDG&E, Sprint, SoCalGas and Verizon reported increases in both dollars and percentages of total corporate procurement from MBEs (see Tables 3, 1A, and 1B in Attachment A).



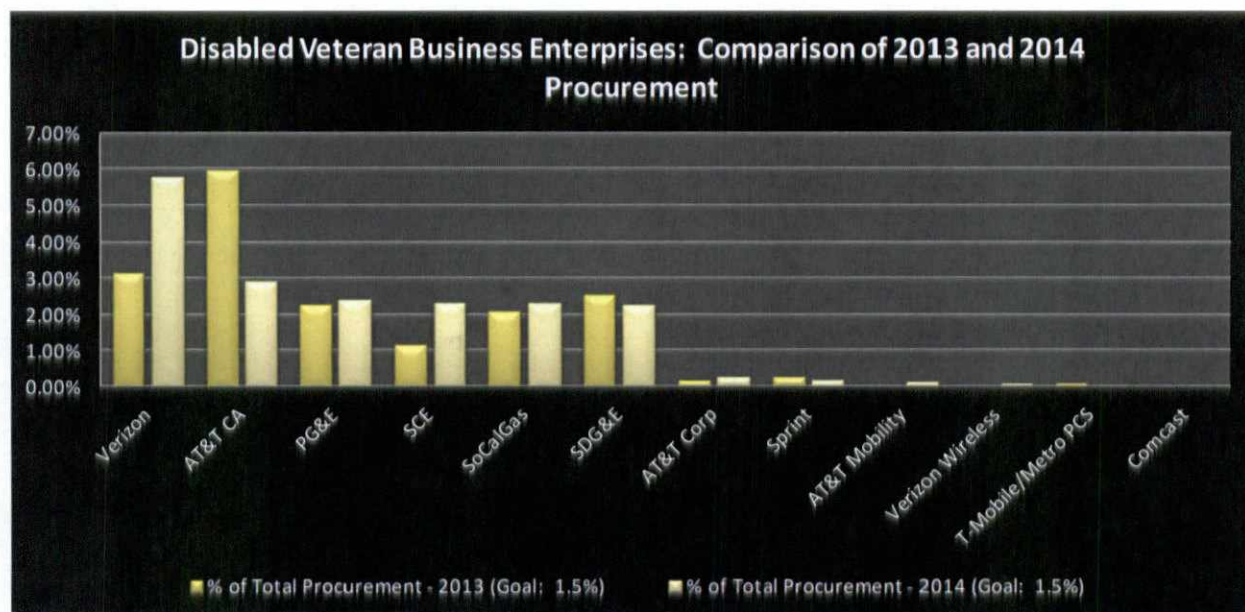
Large Utilities' Procurement: Women-owned Businesses Enterprises (WBEs)

Ten of the 12 large utilities met the WBE procurement goal of five percent, and two did not (T-Mobile/Metro PCS, Verizon Wireless). Overall, the utilities spend increased with WBEs from \$2.21 billion (9.40%) in 2013 to \$2.40 billion (9.45%) in 2014. AT&T Mobility, Edison, SDG&E, Sprint, and SoCalGas reported increases in both dollars and percentages of total corporate procurement from WBEs (see Tables 3, 1A, and 1B in Attachment A).



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

The large utilities' procurement from DVBE increased from \$368.9 million (1.56%) in 2013 to \$369.2 million (1.45%) in 2014. Despite the increases in DVBE spend, the large utilities did not meet the 1.5 percent program goal. Six of the large utilities, AT&T, PG&E, SCE, SDG&E, SoCalGas, and Verizon, reported achieving the 1.5 percent procurement goal. In fact, PG&E, SCE, SoCalGas, and Verizon reported increases in both dollars and as a percentage of total procurement from DVBEs (see Tables 3, 1A, 1B, 7A, and 7B in Attachment A).



Program Results of Small Utilities

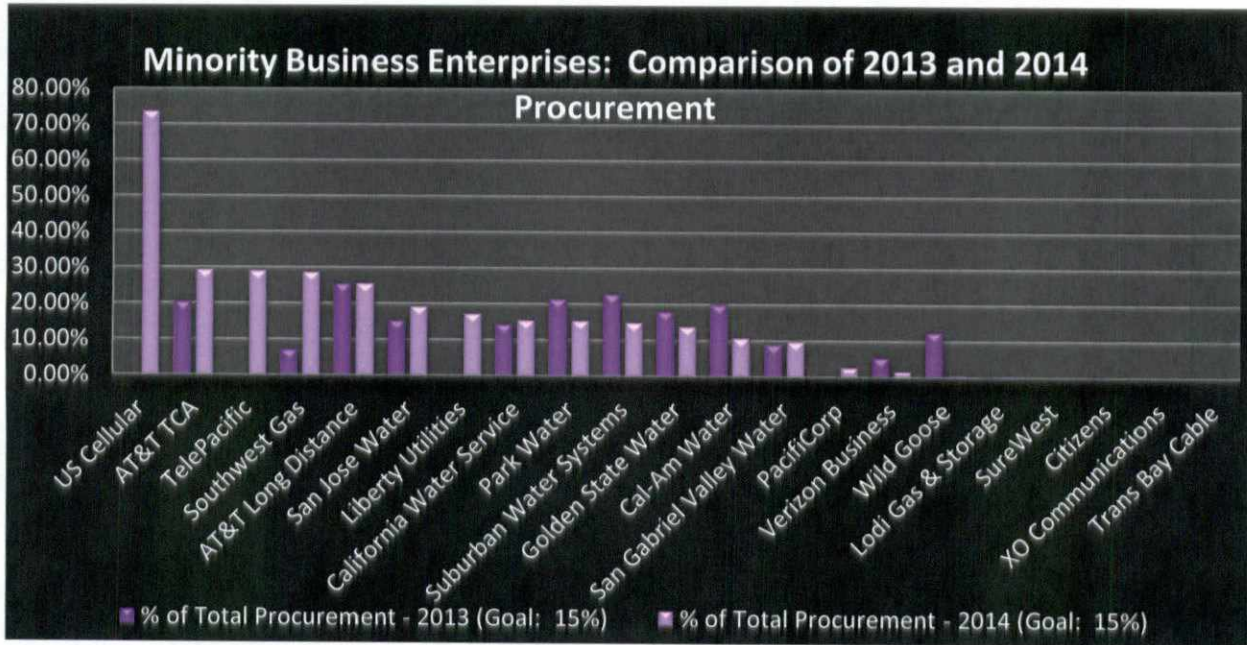
The small utilities' overall combined WMDVBE procurement increased in dollars and as a percentage of total procurement from \$170 million (17.72%) in 2013 to \$202 million (21.07%) in 2014 (see Tables 3, 2A, and 2B in Attachment A). Small utilities account for approximately two percent of total utility procurement (\$8.67 billion). The 21 small utilities reporting in the WMDVBE program are:⁴

- AT&T Long Distance
- AT&T TCA
- California American Water Company
- California Water Service Company
- Citizens Telecommunications of Company of California, Inc. (Citizens)
- Golden State Water Company
- Liberty Utilities (California Pacific Electric)
- Lodi Gas & Storage
- PacificCorp (Pacific Power)
- Park Water Company
- San Gabriel Valley Water Company
- San Jose Water Company
- Southwest Gas
- Suburban Water Systems
- SureWest Telephone
- TelePacific Communications
- Trans Bay Cable, LLC
- Wild Goose, LLC
- Verizon Business Services
- US Cellular
- XO Communications Services, LLC

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

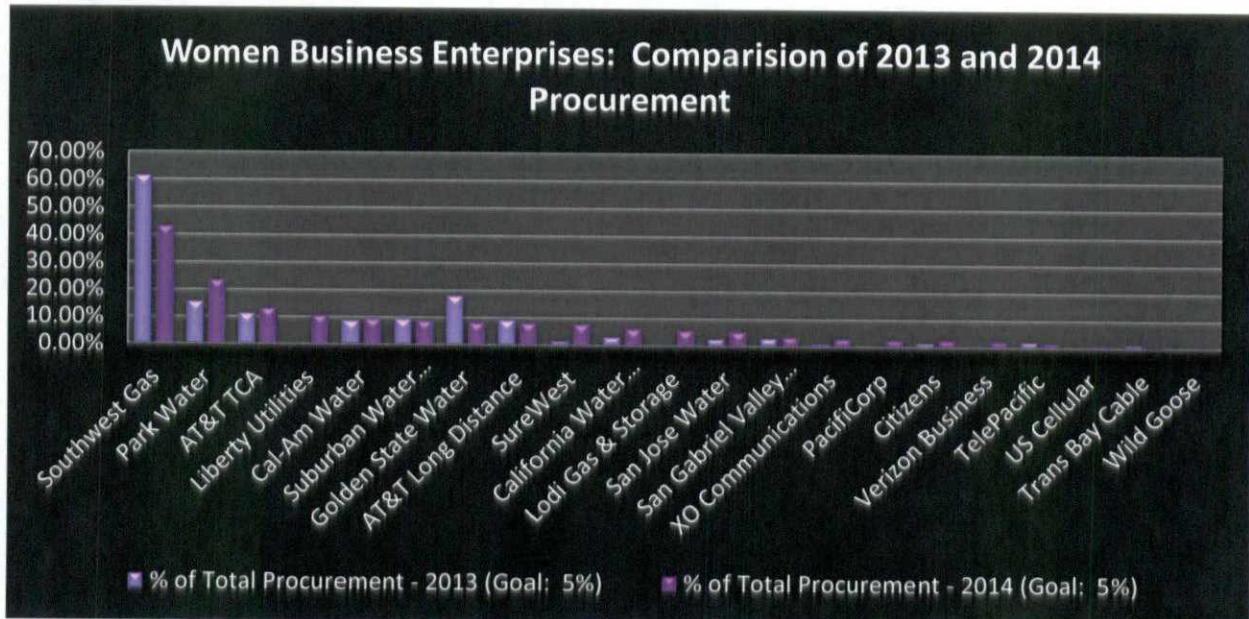
The small utilities' procurement from MBEs increased in dollar volume and as a percentage of the total procurement from \$114 million (11.94 percent) in 2013 to \$127 million (13.27 percent) in 2014. AT&T Long Distance, AT&T TCA, California American Water, California Water Service, Lodi Gas & Storage, PacificCorp, San Gabriel Valley Water, and San Jose Water reported increases in MBE procurement, both in dollar volume and, as a percentage of total corporate procurement (see Tables 3, 2A, and 2B in Attachment A).

⁴ CenturyLink submitted 2014 WMDVBE spend report; however, CenturyLink's data is not included as its revenue fell below \$25 million and is no longer subject to the GO 156.



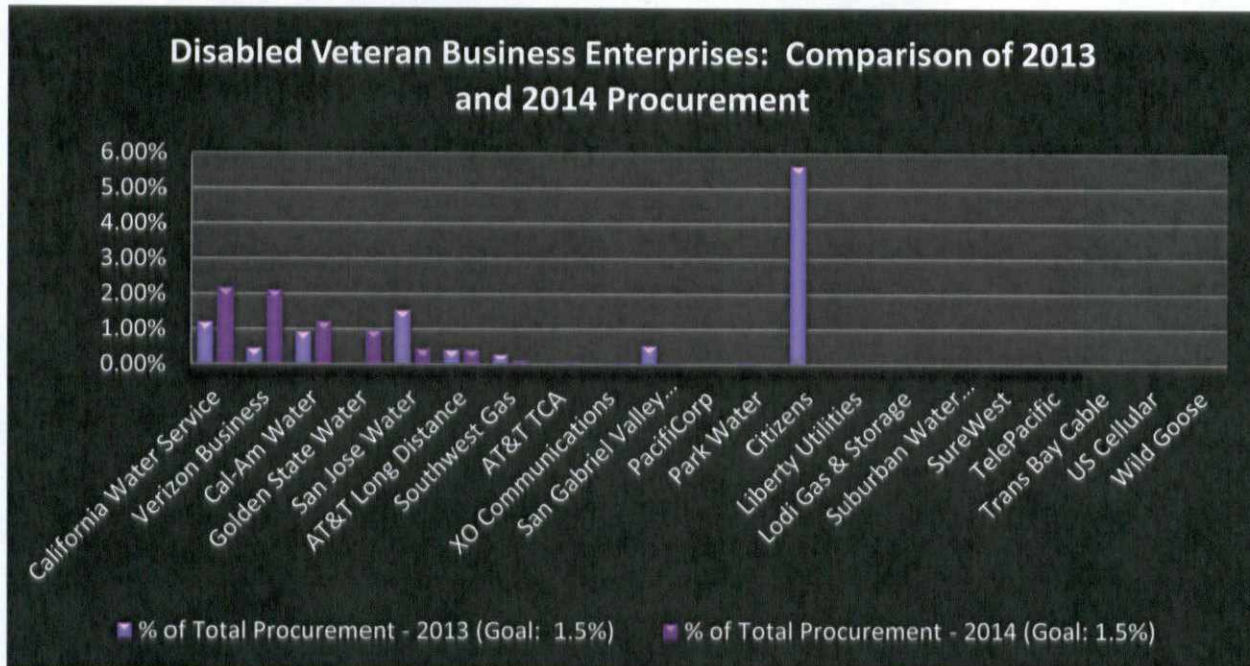
Small Utilities' Procurement: Woman-owned Businesses (WBEs)

The small utilities' procurement from WBEs increased in dollar volume and as a percentage of total procurement from \$50 million (5.21%) in 2013 to \$67 million (6.99%) in 2014. Liberty Utilities, Lodi Gas & Storage, Park Water, San Jose Water, Southwest Gas, Suburban Water, and SureWest met the five percent WBE program goal. AT&T TCA, Verizon Business Services, California American Water, California Water, Golden State Water, Lodi Gas & Storage, PacifiCorp, Park Water, San Gabriel, SureWest, and XO Communications reported increases in their percentages and dollar volumes of WBE procurement (see Tables 3, 2A, and 2B in Attachment A).



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

The small utilities' DVBE procurement increased in dollars and as a percentage of total procurement from \$5.5 million (0.57%) in 2013 to \$7.7 million (0.80%) in 2014. Verizon Business Services and California Water Service achieved the 1.5 percent DVBE program goal. California American Water, California Water Service, Golden State Water, and San Jose Water reported increases in both dollar volume and as a percentage of total procurement from DVBEs. Regrettably, seven utilities did not procure from DVBEs in 2014 (see Tables 3, 2A, and 2B in Attachment A). The small utilities need to improve their DVBE performance.



Electric Procurement

In 2011, the CPUC adopted Decision 11-05-019, which requires separate reporting of electric procurement spending. PG&E, SCE, and SDG&E continued to make progress in providing power procurement opportunities to diverse firms.

- PG&E spent 90 percent more of its power purchases with WMDVBEs in 2014 compared to 2013.
- SCE's natural gas and power transactions with WMDVBEs rose to \$250 million, an increase of more than 30 percent compared to 2013. Additionally, SCE procured and received deliveries of 34 percent of their natural gas from diverse suppliers, which is an increase of procurement from diverse suppliers of 46 percent compared to 2013.
- SDG&E reached a milestone of placing 1,000 megawatts of renewable power on the Sunrise Powerlink transmission line, a project built with a high percentage of DVBE participation.

To further increase supplier diversity in the power market, PG&E, SCE, and SDG&E partnered with Western Systems Power Pool and North American Energy Market Association and held a Supplier Diversity Power Workshop in Denver, Colorado. This successful collaboration included industry executives, energy procurement leadership, and the CPUC's president. The CPUC commends these advances from the utilities and their creative and innovative solutions, which assist in achieving the goals of GO 156 within the California electric market.

2014 MAJOR ACCOMPLISHMENTS

- The CPUC's diverse supplier database continues to serve as a valuable resource for the utilities and the public. The database has increased and now has more than 8,363 diverse suppliers.
- The CPUC met with 34 utilities to review program performance, evaluate annual plans, and solidify executive level commitment. As a result of those meetings, the CPUC made several observations:
 - The utilities are steadfast in their commitment to supplier diversity; and they understand that it is a business imperative to infuse minority employees, customers, and suppliers into their business processes in order to gain and maintain a long-term competitive edge.
 - In developing their outreach plans, the utilities are employing strategic, targeted approaches, e.g., the utilization of "virtual matchmaking."
 - The utilities forecast their capital projects; and in some cases, they outsource all of their capital projects to prime businesses, or their projects are handled by their engineering division where they work together to drive 50 percent of their WMDVBE opportunities. In other cases, the utilities have indicated that they are utilizing electronic bid systems where their pipeline projects are emailed to specific vendors.
 - Some of the utilities' service areas are located in remote locations or near the State's border, in which case, locating diverse suppliers is significantly challenging. These utilities, however, report that they are heavily dependent on the ethnic chambers and community based organizations (CBOs), and others interested in supplier diversity to help them identify the talent pool for procurement opportunities.
 - Some of the utilities have limited scope of operations in the State that leads to fewer procurement opportunities for WMDVBE/LGBT-owned business enterprise suppliers.
 - Some of the smaller utilities have been affected by market conditions, which for the foreseeable future will impact their GO 156 program, i.e., the gas storage market volatility will continue to have negative impacts for the next three to five years.
 - Some of the smaller utilities were acquired by companies unfamiliar with the reporting requirements of GO156. Therefore, the CPUC provided education, templates, mentors, and guidance to ensure program and reporting compliance.

- In 2014, the CPUC continued its tradition of hosting two free Small Business expos 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 expos in collaboration with the GO 156 program. In April 2014, the CPUC held an expo in Los Angeles at the Skirball Cultural Center and in November 2014, the CPUC collaborated with the Sacramento Public Agency Consortium and had an expo at the Scottish Rite Masonic Center. Both events had representatives from state/local/federal 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 WMDVBE certification clearinghouse attended to answer questions about GO 156 certification process. A highlight of the expos is the matchmaking forum where diverse/small business owners have an opportunity to individually meet with buyers from the utilities and public agencies (both local and state). More than 600 businesses attended each expo.
- The CPUC continued its initiative to better understand the unique characteristics of the underrepresented DVBE community and to enact possible solutions to improve DVBE performance.
- Through outreach activities with veteran organizations, the utilities have held several events with the goal of enhancing procurement opportunities for DVBEs.
- The CPUC has begun its second GO 156 audit as required under CPUC's Decision 11-05-019. The CPUC believes audits are essential to assure the integrity of the utilities supplier diversity programs.
- The CPUC continues to work with the California Utilities Diversity Council (CUDC), CBOs, and business organizations such as chambers of commerce and trade associations to promote the goal of WMDVBE development in California.
- The CPUC continues to require the utilities to report their procurement using the Standard Industry Classification (SIC) codes. The use of a common reporting format facilitates a more realistic and meaningful comparison amongst the utilities. This helps to ascertain which procurement categories are in need of greater effort and attention.

PROGRAM HIGHLIGHTS

Report Review Sessions and Best Practices

GO 156, Section 9, requires the participating utilities in the supplier diversity program to file an Annual Report with the CPUC. The supplier diversity reports are intended to provide the CPUC with the utilities' progress in meeting their short- mid- and long-term goals.

In 2014, the CPUC held individual meetings with each utility participating in the CPUC supplier diversity program to review their 2013 annual reports. The goal was to get a better understanding of each utility's program, incorporate best practices, and remove

identified barriers for successful participation in GO 156. Since the 2014 meetings were successful, CPUC met with the utilities again in 2015 to discuss their 2014 reports, and to follow up with our findings and suggestions from the previous year. The meetings played a pivotal role in the smaller utilities increasing their total procurement spend by \$32 million. In the meetings the CPUC reviewed the utilities' procurement results, outreach activities, and their internal/external supplier diversity business model to compile a list of best practices. The list of best practices was disseminated to each of the 34 utilities.⁵

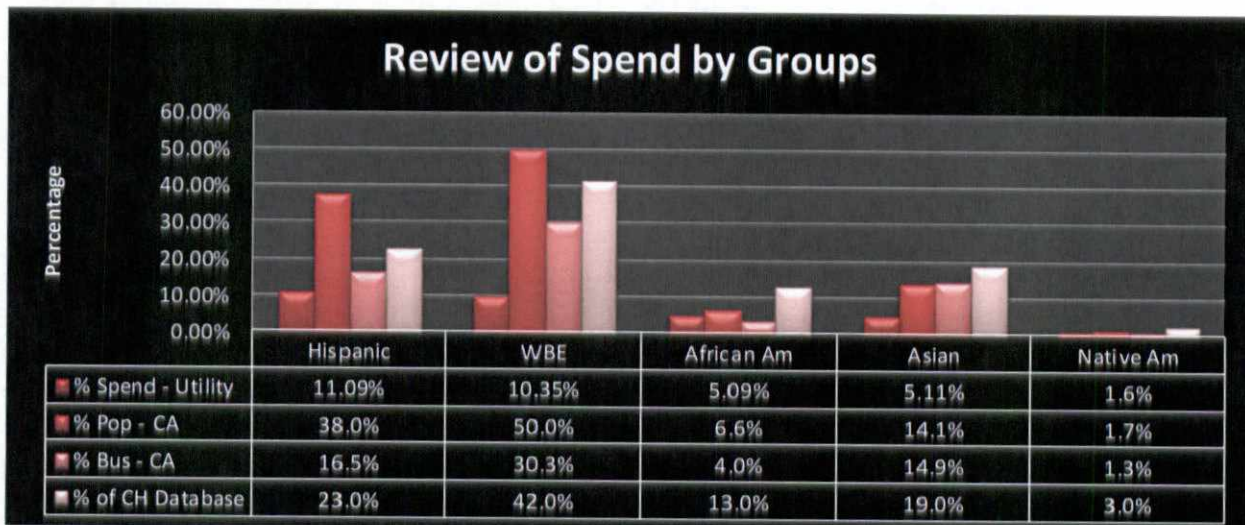
These best practices provide the utilities with guidance to sustain and/or exceed their program performances. The lists of best practices are tools the utilities can utilize to enhance their supplier diversity programs and make them more robust. Utilities are encouraged to incorporate the best practices, especially in areas where their programs are underperforming.

Small Utilities

The CPUC worked closely with the small utilities to further their program planning and execution to improve GO 156 results. Each utility had a CPUC staff member assigned to them who provided each utility with individual coaching and guidance throughout the year, which lead to improved results. The CPUC will continue to work with the small utilities focusing on program engagement and improved reporting.

Demographic Analysis

The CPUC's goal is to make the Supplier Diversity Program of GO 156 reflect the rich diverse culture of California. The CPUC reviewed the percent of spend by ethnicity groups and women participating in the Supplier Diversity Program.



% of Pop-CA, % of Bus-CA Data from U.S. Census Bureau (Rev. May 2015)

⁵ For a list of the Best Practices refer to Attachment B.

The GO 156 goals for minority (15%) and women (5%) were met during the reporting cycle for 2014. The CPUC does not have individual goals by ethnicity groups; rather they are summarized under "Minority Business Enterprises." Nevertheless, the CPUC encourages the utilities to review spend by ethnic groups and work collaboratively with the ethnic chambers and other CBOs to find ways to strengthen the program goals through outreach and capacity building.

Class A Water Companies Supplier Diversity Trends

In 2004, California's Class-A⁶ water utilities (California American Water, California Water Service, San Gabriel Valley Water, San Jose Water, Southern California Water, and Suburban Water Systems) entered into a memorandum of intent to voluntarily implement a supplier diversity program within the water industry. In 2008, AB 873 (Davis) added the water utilities to GO 156.

Over the last 10 years, the water utilities have shown significant progress jointly and have exceeded the 21.5 percent program goal. They have shown a steady increase in the amount of WMDVBE procurement spend from \$24 million in 2006 to more than \$122 million in 2014.



The water utilities have demonstrated that with dedicated leadership and a positive change within corporate culture (i.e., the change in traditional spending habits with non WMDVBES), a firm can achieve successful program performance. The water companies should serve as an inspiration to the other smaller utilities participating in the CPUC's Supplier Diversity Program. The CPUC encourages each of the water companies to continue with their forward progression to reach all of the stated goals associated with GO 156.

⁶ CPUC regulated water companies with 10,001-plus customers.

Program Value: California Water Company Case Study

The CPUC and California Water Service Company (California Water) initiated a study to understand the benefits to ratepayers, shareholders, and utilities from contracting services with WMDVBE suppliers (the Return on Investment (ROI)).

California Water sampled 29 WMDVBE contracts from 2014 and found that when selecting WMDVBE suppliers they attained a median savings of 14 percent (or an average of 19%) when compared to the other bids. In fact, these savings equated to a little more than \$1 million for California Water. ROI is a useful tool in understanding the CPUC's Supplier Diversity Program and the values derived from it.

The Supplier Clearinghouse Database and Available WMDVBE Utilization

Under the GO 156 program, the CPUC promotes enhanced participation of all diverse groups in utility spend. Towards this end, the CPUC reviewed the Supplier Clearinghouse Database (Database) to understand WMDVBE availability and the level of participation of each diverse group in utility spend. The analyses underscore how the utilities utilize each diverse group in the Database. This information allows the CPUC to provide effective guidance and design targeted outreach efforts.

The CPUC first determined the availability percentage of each diverse group for each Major Standard Industrial Classification (SIC) code in the Database. The CPUC then examined the utility spend for each diverse group. For example: as the table below indicates, out of the 800 certified African American owned businesses, 12 percent (97 businesses) have the construction SIC code. For the sampled utility (e.g., Utility Co.), the CPUC reviewed the GO 156 annual report and found Utility Co. spent 0.36 percent (or \$2,427,334) of its total procurement dollars (\$677,572,063) on African American owned construction businesses. It appears Utility Co. has low utilization of available African American firms.

Availability of WMDVBE in the Database

SIC Code Category	# of Asian/Pacific Firms	# of Black Firms	# of Hispanic Firms	# of Native Firms	# of White Firms	# of DVBE Firms
A: Agriculture, Forestry and Fishing	14	9	36	5	49	
B: Mining	1	7	7	0	8	
C: Construction	100	97	374	51	386	718
D: Manufacturing	158	64	143	15	311	
E: Transportation, Communications, Electric, Gas and Sanitary Services	45	55	116	17	159	997
F: Wholesale Trade	87	55	72	15	196	
G: Retail Trade	26	22	38	2	51	
H: Finance, Insurance and Real Estate	25	58	36	6	42	
I: Services	712	425	539	55	1318	
J: Public Administration	20	8	17	3	47	
Total	1188	800	1378	169	2567	1705

Based on this analytic approach, the CPUC will hold a series of workshops with Ethnic Chambers and other groups to determine best practices and the best ways to target outreach where low and underutilization in specific SIC categories can be determined. The CPUC will provide the Legislature with information on the outcome of these workshops in the 2016 report.

CPUC's 2014 Annual En Banc: a Public Hearing on GO 156 Supplier Diversity

General Order 156, Section 11.3, requires the CPUC hold annual hearings to provide utilities and members of the public, including CBOs, the opportunity to share ideas and make recommendations to effectively implement this general order. The hearings are held to examine the CPUC's own practices and encourage utility transparency. At the En Banc, issues that may create contracting barriers for WMDVBEs are discussed and potential solutions are identified.

On October 9, 2014, the CPUC held its 12th Annual En Banc entitled, "Making a Difference through Supplier Diversity" at the University of Southern California, in Los Angeles. The hearing brought together nearly 400 attendees from the public, including the utilities, CBOs, political leaders, diverse and small businesses, and those interested in advancing the goals of supplier diversity. The event featured a dynamic Keynote speaker, Earvin "Magic" Johnson, who captivated the audience with his inspiring story and experiences in creating his business success.

At the En Banc, the CPUC's Commissioners interacted with three separate panels addressing issues concerning contract opportunities, prompt vendor payment policies (eg. Quickpay), DVBE's economic sustainability, and maintaining and/or improving the utilities supplier diversity programs. Throughout the En Banc, CBOs and others provided the CPUC with their perceived impacts of GO 156 on communities, consumers, and diverse businesses. They offered the utilities several best practice suggestions. In addition, the CEOs, the presidents, and other representatives of the utilities shared their visions for creating contracting opportunities and sustaining their supplier diversity programs.

The CPUC is steadfast in its oversight to promote GO 156 program in a way that benefits the economic development of the State. The CPUC also gives active encouragement to the utilities, CBOs, and others to advance the goals of GO 156 through mutual partnership and agreements.

Assembly Bill (AB) 1678 – Lesbian Gay Bisexual Transgender (LGBT) Business Enterprises Inclusion into GO 156

In an historic move, AB 1678 (Gordon) added LGBT business enterprises (LGBTBE) into the GO 156 program. In September 2014, the Governor signed the Bill into law amending Section 8281 of the Public Utilities Code to include LGBTBEs. As a result, in October 2014,

the CPUC opened a proceeding to update GO 156 to comply with the Bill. On June 11, 2015, the CPUC amended GO 156 to include LGBTBEs.⁷

The CPUC has attended several outreach events in support of the amendment and has partnered with the National Gay Lesbian Chamber to help the utilities identify certified and qualified LGBTBEs for potential procurement opportunities.

Legal and Financial Services

Section 8.11 of GO 156 states, "Each utility shall make special efforts to increase utilization and encourage entry into the marketplace of WMDVBEs in product or service categories where there has been low utilization of WMDVBEs, such as legal and financial services, fuel procurement, and areas that are considered technical in nature."

The CPUC continues its efforts to encourage utilities to increase WMDVBE participation in their procurement of legal and financial services, which traditionally have low WMDVBE procurement participation. Six large utilities (AT&T, PG&E, SCE, SDG&E, SoCalGas, and Verizon) increased their WMDVBE legal services spending from \$67.9 million in 2013 to 77.2 million in 2014 and financial services from \$5.6 million in 2013 to \$6.0 million in 2014.

Some successes in legal services include:

- AT&T's leadership continued developing various strategies to engage diverse businesses within their Legal Department. AT&T contracted with 15 new legal diversity firms two of which were from California. Overall, AT&T spent \$3.6 million with California CPUC certified law firms.
- PG&E's Law Department continued to support diversity within the legal profession, both in providing work opportunities for diverse law firms and diverse individuals within non-diverse firms, and in actively supporting diverse legal organizations and law students with a demonstrated commitment to diversity. PG&E also continues to mentor diverse firms, including a DVBE that handles some of the company's tort and commercial litigation. Overall, PG&E's legal spend totaled \$27.3 million; approximately 53 percent was for diverse lawyers and paralegal fees.
- SDG&E made efforts to include DBE law firms in several areas of their legal practice. Their Ambassadors from their legal services worked closely with the Supplier Diversity team to identify qualified DBEs to participate in general law, securities, real estate, intellectual property, workers' compensation, venture capital projects, employment law, and asset recovery. SDG&E's determination paid off in 2014, with a 50 percent increase in legal DBE spending, which topped \$4.5 million.
- SoCalGas does most of its legal work in-house; however, the Law Department identified several opportunities for diverse law firms. During the year, they utilized diverse suppliers to provide legal service opportunities in the following areas:

⁷ 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.

employment and labor law, general and business litigation, personal injury, real estate, workers' compensation, and recovery claims. Overall, SoCalGas spent \$5.6 million, or 54.8 percent of their legal spend, up from 38.7 percent in 2013.

- SCE's Law Department focused efforts on increasing the use of diverse firms. Overall, more than \$9 million was spent with diverse firms, representing 38 percent of SCE's total expenditures on outside law firms, an increase over 2013 of 15 percent.

Some successes in Financial Services include:

- AT&T worked with its internal teams to increase opportunities for diverse businesses in the financial arena. AT&T's internal target of 21.5 percent dipped slightly due to structural changes within its business. However, AT&T's finance group partially recovered from their spend gap by increasing Tier-1 purchases, which increased minority/women business enterprise spend by 8 percent. In the last decade, more than \$26 million has been paid to diverse co-managers in underwriting fees.
- PG&E continued to work directly with WMDVBE banks in 2014, with total fees paid of \$2.7 million:
 - PG&E selected an Hispanic-American owned investment firm as one of its joint lead managers for a \$900 million offering of 10-year and 30-year senior notes in February 2014.
 - PG&E and PG&E Corporation issued an additional \$1.725 billion of senior notes, including a floating rate note at the utility, paying an additional \$900,000 in underwriting fees for WMDVBE investment banks.
- SDG&E focused on increasing DBE suppliers in low utilization categories. In the financial services area, nearly \$1 million was spent with 15 DVBE firms in 2014 for 8.4 percent of DVBE spend.
- SoCalGas worked toward increasing the number of diverse suppliers in financial services, including pension and trust investment, investment banking, insurance and bonding services, cash management, and audit services. SoCalGas' spend for financial services in 2014 was \$2.9 million or 12.5 percent.
- SCE continued to identify diverse business consultants and other professionals in various financial service areas. Overall, SCE's 2014 WMDVBE investments totaled more than \$1 billion, with fees ranging from .09 percent to 17.5 percent.
- Verizon's treasury organization partnered with several minority-owned banks and financial firms in the areas of bond underwriting, equity brokerage, stock repurchases, commercial paper placement, short-term cash investments in money markets and certificates of deposit, and asset recovery. As a result, Verizon closed more than \$500 million of retail notes to a large number of investors, involving 21 underwriting firms of which 11 were WMDVBEs.

The CPUC and utilities continue to place emphasis on the areas of legal services and financial services from WMDVBE firms. The major utilities have been meeting with and participating in events and forums for diverse legal and financial firms in order to expand their pool of WMDVBEs, and to increase their utilization of those firms.

Disabled Veterans

In 2014, the utilities hosted or supported major outreach events dedicated to procurement opportunities with disabled veterans. The events were held in Northern and Southern California. These events assisted a number of disabled veterans with contract opportunities. In addition to those events, the CPUC participated in other veteran-related events such as "Keeping the Promise," and the Elite SDVOB National Convention.

The utilities have developed programs that are designed for disabled veterans, and to educate the DVBEs' management on entrepreneurial skills. For example:

- AT&T's Operation Hand Salute (OHS) program was initiated, in collaboration with the John F. Kennedy (JFK) University, to enhance business success using the three pillars for success: education, mentoring, and opportunity. In 2014, JFK successfully graduated 18 people from DVBE corporations, five of which were from California. As a result, two Californian-DVBEs were accepted for Tier-2 work with AT&T.
- PG&E hosted a number of targeted events to engage the DVBE community, provided training, and connected qualified DVBEs to contracting opportunities.
 - In May 2014, PG&E conducted a half-day skills development pilot workshop for DVBE suppliers entitled, "Sharpening Your Business Pitch."
 - In September 2014, PG&E hosted a DVBE focused one-on-one business matchmaking session in San Francisco.
 - In December 2014, PG&E hosted the second annual "Boots to Business" workshop for DVBEs in partnership with the U.S. Small Business Administration, the California Department of General Services, and the San Jose Minority Business Development.
- SoCalGas teamed with the Elite Service-Disabled Veteran-Owned Business (SDVOB) Network to host "Turn Contacts into Contracts," a day-long conference focused on providing capacity and increasing purchases with DVBEs.
- SCE developed the Entrepreneurial Development Growth and Education (EDGE) program to provide technical assistance and capacity building training, and partnerships with key internal and external stakeholders. Of the seven participating firms in the 2014 training class, one was a DVBE firm.

Fuel Procurement

GO 156, Section 9.1.10 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 5-percent, 15-percent, and 1.5 percent goals is based. Five energy utilities (Edison, PG&E, SDG&E, SoCalGas, and Southwest Gas) reported their fuel purchases.

Some notable accomplishments in 2014 were:

- SDG&E purchased nearly one-third of its overall natural gas from diverse suppliers, with a total of \$100 million in diverse spending.
- SoCalGas spent over \$330 million in natural gas purchases with diverse suppliers, representing 16.6 percent of total purchases.

- SoCalGas acquisition team continued to mentor a diverse natural gas firm on their procurement process, and shared supplier diversity business strategies with other natural gas industry executives to encourage their participation in promoting opportunities with WMDVBES.
- PG&E's natural gas purchases for the electric portfolio had a stellar year, purchasing day-ahead and month-ahead gas in Western U.S. delivery points totaling \$117 million; this was an 88 percent increase over 2013.
- PG&E Electric Fuels department executed one new natural gas master enabling agreement with a WMDVBE, giving the department a total of 11 similar agreements.
- Edison focused its efforts on strengthening relationships with existing diverse fuel suppliers and establishing new relationships through negotiations of new agreements with additional WMDVBES. Edison also worked with their prime suppliers to develop a WMDVBE subcontracting program.

WMDVBE Verification

Public Utilities Code Section 8284(a) states that the CPUC must adopt criteria for verifying and determining the eligibility of WMDVBES utilized in utility procurement contracting. In order to comply with this regulation, the CPUC established a WMDVBE Clearinghouse. The Clearinghouse verifies that firms seeking to compete for procurement opportunities with the utilities meet the eligibility criteria for women-owned and minority-owned businesses. The California Department of General Services verifies the status of disabled veteran-owned businesses. The Clearinghouse operator also performs re-verifications on all minority business and women business vendors whose three-year status has expired.

The Clearinghouse maintains a database of all verified vendors, including DVBEs. Currently, there are 8,263 verified vendors in the database, of which 2,458 are minority-owned businesses; 2,770 are women-owned businesses; 1,216 are minority women-owned or woman and minority male-owned businesses; and 1,819 are disabled veteran-owned businesses. Operating costs of the Clearinghouse are paid directly by the participating utilities.

The Clearinghouse has participated in training sessions at the request of CBOs to learn about the certification process. Sessions topics included the benefits of becoming certified, the certification process, frequently asked questions, online application, and how to ensure the submission of a complete application. The Clearinghouse website includes a calendar of events showing various activities conducted by the utilities to increase participation of WMDVBES in their procurement.

CONCLUSIONS

Utility spending on WMDVBE procurement increased from \$8.65 billion in 2013 to \$8.67 billion in 2014. However, the percentage of total utility procurement from WMDVBE firms decreased from 35.22 percent in 2013 to 32.86 percent in 2014.

The participating companies overall achieved an increase in the dollar volume for the 5th consecutive year. WMDVBE procurement can show increases in dollars in certain periods, but not necessarily in percentage amounts.

The utilities have room for growth in specific areas, including underutilized industries such as legal, financial services, and fuel procurement. There have been advances on this front, but there is still more to be done in order to meet the program's goals.

The CPUC continues to look for ways to evaluate the overall effectiveness and success of the supplier diversity programs of the utilities. The CPUC is focused on:

- Database utilization (i.e., percent of Spend and WMDVBE/LGBTBE availability);
- Return on Investment (i.e., benefits to the utilities and ratepayers);
- Subcontracting programs of the utilities (i.e., Tier 2 and Tier 3 opportunities)
- Implementation of best practices to sustain supplier diversity performance;
- Removing barriers and understanding adverse market conditions that could impact the program's success;
- Quantifying the value of supplier diversity to GO 156 (i.e., value to the utilities' service communities/job creation and California's vital economy);
- The safety awareness programs of the utilities (i.e., encouraging WMDVBE/LGBTBEs to fully integrate safety programs as a part of their service quality);
- Learn from the upcoming GO 156 En Banc taking place on October 8, 2015, and act on these findings; and,
- Continue our efforts to work with the small utilities to further their program engagement and performance.

The CPUC's supplier diversity program has developed into one of the most critical programs for economic development and job creation in diverse communities across California. The CPUC's program has served as a template for other states to implement across the nation. The CPUC's leadership has transformed the way the state's largest utility and telecom companies contract with WMDVBE/LGBTBE firms. In turn, these diverse business enterprises are building wealth and employing people in the communities. More importantly, they are also contributing to California's vital economy.

ATTACHMENT A – DATA TABLES

TABLE 1A	2014 WMDVBE Procurement Results for Large Utilities
TABLE 1B	2013 WMDVBE Procurement Results for Large Utilities
TABLE 2A	2014 WMDVBE Procurement Results for Small Utilities
TABLE 2B	2013 WMDVBE Procurement Results for Small Utilities
TABLE 3	2014 and 2013 Comparative Summary of Large, Small, and Combined Utility MBE/WBE/DVBE and Total WMDVBE Procurement (in Dollars and as a Percentage of Total Corporate Procurement)
TABLE 4A	2014 Summary of Large Utility Ethnic Procurement (in Dollars and as a Percentage of Total MBE Corporate Procurement)
TABLE 4B	2013 Summary of Large Utility Ethnic Procurement (in Dollars and as a Percentage of Total MBE Corporate Procurement)
TABLE 5A	2014 Summary of Large Utility Ethnic Procurement (in Dollars and as a Percentage of Total Corporate Procurement)
TABLE 5B	2013 Summary of Large Utility Ethnic Procurement (in Dollars and as a Percentage of Total Corporate Procurement)
TABLE 6A	2014 Summary of Large Utility Procurement from Minority and non-Minority Women (in Dollars and as a Percentage of Total Corporate Procurement)
TABLE 6B	2013 Summary of Large Utility Procurement from Minority and non-Minority Women (in Dollars and as a Percentage of Total Corporate Procurement)
TABLE 7A	2014 DVBE Procurement for Large and Small Utilities (in Dollars and as a Percentage of Total Corporate Procurement)
TABLE 7B	2013 DVBE Procurement for Large and Small Utilities (in Dollars and as a Percentage of Total Corporate Procurement)
TABLE 9	2014 WMDVBE Utility Fuel Procurement (PG&E, Edison, SoCalGas, Southwest Gas; A1 – A4; in Dollars and as a Percentage of Total Fuel Procurement)
TABLE 10	2014 WMDVBE Utility Electric Power Procurement (PG&E, Edison, SDG&E; A1 – A3 in Dollars and as Percentage of Total Power Procurement)

**Table 1a
2014 WMDVBE Procurement Results for Large Utilities**

	2014 Total Procurement	MBE	WBE	DVBE	Total WMDVBE
AT&T CA					
Direct		\$357,835,910 13.50%	\$174,543,980 6.58%	\$41,589,697 1.57%	\$573,969,587 21.65%
Subcontracting		\$380,183,279 14.34%	\$117,206,955 4.42%	\$35,341,920 1.33%	\$532,732,154 20.09%
Combined	\$2,651,603,519 100.00%	\$738,019,189 27.83%	\$291,750,935 11.00%	\$78,931,617 2.90%	\$1,108,701,741 41.74%
AT&T Corp					
Direct		\$90,531,871 13.94%	\$27,536,628 4.24%	\$1,742,275 0.27%	\$119,810,775 18.44%
Subcontracting		\$40,439,052 6.23%	\$12,466,982 1.92%	\$0 0.00%	\$52,906,034 8.14%
Combined	\$649,585,862 100.00%	\$130,970,923 20.16%	\$40,003,611 6.16%	\$1,742,275 0.27%	\$172,716,809 26.59%
AT&T Mobility					
Direct		\$504,032,171 12.87%	\$206,289,452 5.27%	\$5,616,374 0.14%	\$715,937,997 18.28%
Subcontracting		\$12,213,854 0.31%	\$3,765,417 0.10%	\$0 0.00%	\$15,979,271 0.41%
Combined	\$3,916,139,663 100.00%	\$516,246,024 13.18%	\$210,054,869 5.36%	\$5,616,374 0.14%	\$731,917,268 18.69%
Comcast					
Direct		\$23,803,852 7.39%	\$29,391,350 9.12%	\$2,683 0.0008%	\$53,197,885 16.51%
Subcontracting		\$2,472,010 0.77%	\$111,420 0.03%	\$0 0.00%	\$2,583,430 0.80%
Combined	\$322,224,573 100.00%	\$26,275,862 8.15%	\$29,502,770 9.16%	\$2,683 0.0008%	\$55,781,315 17.31%
PG&E					
Direct		1,018,317,898 19.73%	456,980,577 8.85%	67,418,346 1.31%	1,542,716,822 29.89%
Subcontracting		346,351,029 6.71%	164,919,549 3.20%	57,637,861 1.12%	568,908,439 11.02%
Combined	5,160,827,029 100.00%	1,364,668,927 26.44%	621,900,126 12.05%	125,056,207 2.42%	2,111,625,261 40.92%
SCE					
Direct		\$686,222,797 18.16%	\$426,291,449 11.28%	\$70,654,473 1.87%	\$1,183,168,719 31.30%
Subcontracting		\$314,261,096 8.31%	\$184,281,746 4.86%	\$17,808,127 0.47%	\$516,348,969 13.86%
Combined	\$3,779,520,086 100.00%	\$1,000,483,893 26.47%	\$610,573,195 16.15%	\$88,460,600 2.34%	\$1,699,517,688 44.97%
SDG&E					
Direct		\$204,754,931 22.34%	\$82,364,879 8.99%	\$14,448,023 1.58%	\$301,567,833 32.91%
Subcontracting		\$125,439,305 65.93%	\$54,182,084 28.48%	\$10,631,783 5.59%	\$190,253,172 100.00%
Combined	\$1,106,672,502 100.00%	\$330,194,236 29.84%	\$136,546,963 12.34%	\$25,079,806 2.27%	\$491,821,005 44.44%
Sprint					
Direct		\$333,763,726 24.41%	\$51,328,539 3.75%	\$2,502,282 0.18%	\$387,594,527 28.34%
Subcontracting		\$217,077,500 16.87%	\$79,088,908 5.78%	\$336,138 0.02%	\$296,510,544 21.68%
Combined	\$1,367,425,853 100.00%	\$550,841,226 40.28%	\$130,425,447 9.54%	\$2,838,398 0.21%	\$684,105,071 50.03%
SoCalGas					
Direct		\$302,711,139 25.65%	\$108,922,721 9.23%	\$11,705,054 0.99%	\$423,338,915 35.87%
Subcontracting		\$87,644,083 7.43%	\$44,741,417 3.79%	\$15,703,396 1.33%	\$148,088,878 12.55%
Combined	\$1,180,140,852 100.00%	\$390,355,202 33.08%	\$153,664,138 13.02%	\$27,408,450 2.32%	\$571,427,791 48.42%
T-Mobile and MetroPCS					
Direct		\$162,530,000 5.79%	\$48,899,000 1.74%	\$570,000 0.02%	\$211,999,000 7.55%
Subcontracting		\$17,919,000 0.64%	\$12,755,000 0.45%	\$146,000 0.01%	\$30,820,000 1.10%
Combined	\$2,808,792,000 100.00%	\$180,449,000 6.42%	\$61,654,000 2.20%	\$716,000 0.02%	\$242,819,000 8.64%
Verizon California					
Direct		\$44,997,713 19.87%	\$36,426,542 16.08%	\$571,622 0.26%	\$81,985,878 36.20%
Subcontracting		\$13,628,559 6.02%	\$3,040,313 1.34%	\$12,566,581 5.54%	\$29,225,453 12.90%
Combined	\$226,482,491 100.00%	\$58,626,272 25.89%	\$39,466,856 17.43%	\$13,128,203 5.80%	\$111,221,331 49.11%
Verizon Wireless (CA)					
Direct		\$319,677,384 14.23%	\$71,221,411 3.17%	\$21,777 0.00%	\$390,920,572 17.40%
Subcontracting		\$87,154,309 3.88%	\$4,058,310 0.18%	\$2,207,425 0.10%	\$93,420,044 4.16%
Combined	\$2,247,148,748 100.00%	\$406,831,693 18.10%	\$75,279,721 3.35%	\$2,229,202 0.10%	\$484,340,616 21.55%
Total	\$25,416,563,177 100.00%	\$5,893,962,448 22.40%	\$2,400,822,831 9.45%	\$369,209,817 1.45%	\$8,483,994,886 33.30%

Table 2a
2014 WMDVBE Procurement Results for Small Utilities

	2014 Total Procurement	MBE	WBE	DVBE	Total WMDVBE
AT&T Long Distance					
Direct		\$8,186,643 10.84%	\$2,800,840 3.71%	\$321,547 0.43%	\$11,309,030 14.98%
Subcontracting		\$11,094,052 14.70%	\$3,420,193 4.53%	\$0 0.00%	\$14,514,244 19.23%
Combined	\$75,488,327 100.00%	\$19,280,694 25.54%	\$6,221,033 8.24%	\$321,547 0.43%	\$25,823,274 34.21%
AT&T TCA					
Direct		\$1,058,188 29.30%	\$480,854 13.31%	\$33 0.0009%	\$1,539,075 42.61%
Subcontracting		\$0 0.00%	\$0 0.00%	\$0 0.00%	\$0 0.00%
Combined	\$3,611,724 100.00%	\$1,058,188 29.30%	\$480,854 13.31%	\$33 0.0009%	\$1,539,075 42.61%
Cai-Am Water					
Direct		\$11,467,740 10.29%	\$8,559,684 7.68%	\$445,224 0.40%	\$20,472,648 18.37%
Subcontracting		\$557,643 0.50%	\$2,060,343 1.85%	\$910,416 0.82%	\$3,528,402 3.17%
Combined	\$111,465,186 100.00%	\$12,025,383 10.79%	\$10,620,027 9.53%	\$1,355,640 1.22%	\$24,001,050 21.53%
California Water Service					
Direct		\$20,886,596 14.73%	\$4,052,221 2.86%	\$127,854 0.09%	\$25,066,672 17.68%
Subcontracting		\$1,010,064 0.71%	\$5,054,708 3.56%	\$2,968,987 2.09%	\$9,033,759 6.37%
Combined	\$141,806,915 100.00%	\$21,896,661 15.44%	\$9,106,929 6.42%	\$3,096,841 2.18%	\$34,100,431 24.05%
Citizens					
Direct		\$15,241 0.06%	\$680,699 2.66%	\$0 0.00%	\$695,940 2.72%
Subcontracting		\$0 0.00%	\$0 0.00%	\$0 0.00%	\$0 0.00%
Combined	\$25,576,420 100.00%	\$15,241 0.06%	\$680,699 2.66%	\$0 0.00%	\$695,940 2.72%
Golden State Water					
Direct		\$13,259,759 13.73%	\$8,009,799 8.29%	\$899,873 0.93%	\$22,169,431 22.95%
Subcontracting		\$88,561 0.09%	\$65,016 0.07%	\$32,862 0.03%	\$186,439 0.19%
Combined	\$96,605,091 100.00%	\$13,348,320 13.82%	\$8,074,815 8.36%	\$932,735 0.97%	\$22,355,871 23.14%
Liberty Utilities					
Direct		\$3,816,059 17.21%	\$2,381,634 10.74%	\$335 0.0015%	\$6,198,028 27.95%
Subcontracting		\$0 0.00%	\$0 0.00%	\$0 0.00%	\$0 0.00%
Combined	\$22,172,440 100.00%	\$3,816,059 17.21%	\$2,381,634 10.74%	\$335 0.0015%	\$6,198,028 27.95%
Lodi Gas & Storage					
Direct		\$92,210 0.57%	\$926,181 5.73%	\$0 0.00%	\$1,018,391 6.30%
Subcontracting		\$0 0.00%	\$0 0.00%	\$0 0.00%	\$0 0.00%
Combined	\$16,160,201 100.00%	\$92,210 0.57%	\$926,181 5.73%	\$0 0.00%	\$1,018,391 6.30%
PacifiCorp					
Direct		\$68,470 0.65%	\$285,160 2.70%	\$2,985 0.03%	\$356,615 3.38%
Subcontracting		\$195,139 1.85%	\$0 0.00%	\$0 0.00%	\$195,139 1.85%
Combined	\$10,549,805 100.00%	\$263,609 2.50%	\$285,160 2.70%	\$2,985 0.03%	\$551,754 5.23%
Park Water					
Direct		\$3,824,638 15.35%	\$5,909,047 23.71%	\$2,330 0.01%	\$9,736,015 39.07%
Subcontracting		\$0 0.00%	\$0 0.00%	\$0 0.00%	\$0 0.00%
Combined	\$24,917,785 100.00%	\$3,824,638 15.35%	\$5,909,047 23.71%	\$2,330 0.01%	\$9,736,015 39.07%

San Gabriel Valley Water					
Direct		\$3,997,812	\$1,427,707	\$20,922	\$5,446,441
		9.77%	3.49%	0.05%	13.31%
Subcontracting		\$32,086	\$30,754	\$0	\$62,840
		0.08%	0.08%	0.00%	0.15%
Combined	\$40,923,349	\$4,029,898	\$1,458,461	\$20,922	\$5,509,281
	100.00%	9.85%	3.56%	0.05%	13.46%
San Jose Water					
Direct		\$16,330,083	\$627,648	\$319,154	\$17,276,885
		17.96%	0.69%	0.35%	19.00%
Subcontracting		\$1,181,940	\$4,327,634	\$103,050	\$5,612,624
		1.30%	4.76%	0.11%	6.17%
Combined	\$90,949,889	\$17,512,023	\$4,955,282	\$422,204	\$22,889,509
	100.00%	19.25%	5.45%	0.46%	25.17%
Southwest Gas					
Direct		\$5,627,543	\$8,464,148	\$25,353	\$14,117,044
		28.71%	43.18%	0.13%	72.02%
Subcontracting		\$0	\$0	\$0	\$0
		0.00%	0.00%	0.00%	0.00%
Combined	\$19,602,587	\$5,627,543	\$8,464,148	\$25,353	\$14,117,044
	100.00%	28.71%	43.18%	0.13%	72.02%
Suburban Water Systems					
Direct		\$2,710,912	\$1,624,033	\$0	\$4,334,945
		14.93%	8.95%	0.00%	23.88%
Subcontracting		\$0	\$0	\$0	\$0
		0.00%	0.00%	0.00%	0.00%
Combined	\$18,153,295	\$2,710,912	\$1,624,033	\$0	\$4,334,945
	100.00%	14.93%	8.95%	0.00%	23.88%
SureWest					
Direct		\$133,412	\$1,342,905	\$0	\$1,476,317
		0.80%	8.01%	0.00%	8.80%
Subcontracting		\$0	\$0	\$0	\$0
		0.00%	0.00%	0.00%	0.00%
Combined	\$16,773,542	\$133,412	\$1,342,905	\$0	\$1,476,317
	100.00%	0.80%	8.01%	0.00%	8.80%
TelePacific					
Direct		\$219,415	\$1,359,028	\$695	\$1,579,138
		0.29%	1.77%	0.0009%	2.06%
Subcontracting		\$0	\$0	\$0	\$0
		0.00%	0.00%	0.00%	0.00%
Combined	\$76,685,635	\$219,415	\$1,359,028	\$695	\$1,579,138
	100.00%	0.29%	1.77%	0.0009%	2.06%
Trans Bay Cable					
Direct		\$0	\$93,365	\$0	\$93,365
		0.00%	0.30%	0.00%	0.30%
Subcontracting		\$393	\$68,490	\$0	\$68,883
		0.00%	0.22%	0.00%	0.22%
Combined	\$31,019,061	\$393	\$161,855	\$0	\$162,248
	100.00%	0.00%	0.52%	0.00%	0.52%
US Cellular					
Direct		\$20,402,865	\$309,751	\$0	\$20,712,616
		73.57%	1.12%	0.00%	74.69%
Subcontracting		\$0	\$0	\$0	\$0
		0.00%	0.00%	0.00%	0.00%
Combined	\$27,732,249	\$20,402,865	\$309,751	\$0	\$20,712,616
	100.00%	73.57%	1.12%	0.00%	74.69%
Verizon Business Services					
Direct		\$1,194,867	\$1,631,798	\$1,505,780	\$4,332,445
		1.68%	2.30%	2.12%	6.11%
Subcontracting		\$0	\$0	\$0	\$0
		0.00%	0.00%	0.00%	0.00%
Combined	\$70,958,038	\$1,194,867	\$1,631,798	\$1,505,780	\$4,332,445
	100.00%	1.68%	2.30%	2.12%	6.11%
Wild Goose					
Direct		\$13,939	\$8,269	\$0	\$22,207
		0.76%	0.45%	0.00%	1.22%
Subcontracting		\$0	\$0	\$0	\$0
		0.00%	0.00%	0.00%	0.00%
Combined	\$1,823,222	\$13,939	\$8,269	\$0	\$22,207
	100.00%	0.76%	0.45%	0.00%	1.22%
XO Communications					
Direct		\$15,389	\$1,181,366	\$30,655	\$1,227,410
		0.04%	3.13%	0.08%	3.25%
Subcontracting		\$0	\$0	\$0	\$0
		0.00%	0.00%	0.00%	0.00%
Combined	\$37,722,437	\$15,389	\$1,181,366	\$30,655	\$1,227,410
	100.00%	0.04%	3.13%	0.08%	3.25%
Total	\$960,697,198	\$127,481,659	\$67,183,274	\$7,718,055	\$202,382,989
	100.00%	13.27%	6.99%	0.80%	21.07%

Table 3
2014 and 2013 Comparative Summary of Large, Small and Combined
Utility MBE/WBE/DVBE and Total WMDVBE Procurement
(in Dollars and as a Percentage of Total Corporate Procurement)

	2014 Total Procurement	MBE	WBE	DVBE	Total WMDVBE
2014					
Total Large Utilities	\$25,416,563,177 100.00%	\$5,693,962,448 22.40%	\$2,400,822,631 9.45%	\$369,209,817 1.45%	\$8,463,994,896 33.30%
Total Small Utilities	\$960,697,198 100.00%	\$127,481,659 13.27%	\$67,183,274 6.99%	\$7,718,055 0.80%	\$202,382,989 21.07%
Total Combined	\$26,377,260,375 100.00%	\$5,821,444,107 22.07%	\$2,468,005,905 9.36%	\$376,927,872 1.43%	\$8,666,377,885 32.86%
2013					
Total Large Utilities	\$23,602,563,791 100.00%	\$5,891,973,297 24.96%	\$2,219,657,267 9.40%	\$368,886,816 1.56%	\$8,480,517,381 35.93%
Total Small Utilities	\$960,735,267 100.00%	\$114,673,521 11.94%	\$50,013,220 5.21%	\$5,508,728 0.57%	\$170,195,468 17.72%
Total Combined	\$24,563,299,058 100.00%	\$6,006,646,818 24.45%	\$2,269,670,487 9.24%	\$374,395,544 1.52%	\$8,650,712,849 35.22%

Table 5a
2014 Summary of Large Utility Ethnic Procurement
(In Dollars and as a Percentage of Total Corporate Procurement)

	AT&T CA	AT&T Corp	AT&T Mobility	Comcast	PG&E	SCE	SDG&E	Sprint	SoCalGas	T-Mobile and MetroPCS	Verizon California	Verizon Wireless (CA)
Black												
Direct	\$42,598,775	\$32,781,345	\$96,374,561	\$3,337,838	\$354,752,662	\$93,448,251	\$23,169,577	\$130,561,243	\$24,206,619	\$7,249,000	\$3,283,495	\$2,668,335
	1.61%	5.05%	2.46%	1.04%	6.87%	2.47%	2.09%	9.55%	2.05%	0.26%	1.45%	0.12%
Subcontracting	\$71,041,971	\$7,556,540	\$2,282,310	\$0	\$36,601,064	\$28,676,687	\$10,979,872	\$181,884,271	\$41,749,968	\$0	\$2,806,779	\$7,049,816
	2.68%	1.16%	0.06%	0.00%	0.71%	0.76%	0.99%	13.30%	3.54%	0.00%	1.24%	0.31%
Combined	\$113,640,746	\$40,337,885	\$98,656,871	\$3,337,838	\$391,353,726	\$122,124,937	\$34,149,449	\$312,445,514	\$65,956,587	\$7,249,000	\$6,090,274	\$9,718,151
	4.29%	6.21%	2.52%	1.04%	7.58%	3.23%	3.09%	22.85%	5.59%	0.26%	2.69%	0.43%
Hispanic												
Direct	\$225,432,024	\$23,017,486	\$358,085,829	\$2,811,911	\$314,721,077	\$370,443,130	\$110,608,463	\$132,806,887	\$215,844,632	\$3,183,000	\$25,482,969	\$6,610,643
	8.50%	3.54%	9.14%	0.87%	6.10%	9.80%	9.99%	9.71%	18.29%	0.11%	11.25%	0.29%
Subcontracting	\$179,705,756	\$19,114,808	\$5,773,268	\$1,046,455	\$162,792,180	\$215,400,807	\$83,172,368	\$14,233,088	\$34,711,570	\$62,000	\$3,677,217	\$9,262,077
	6.78%	2.94%	0.15%	0.32%	3.15%	5.70%	7.52%	1.04%	2.94%	0.002%	1.62%	0.41%
Combined	\$405,137,780	\$42,132,294	\$363,859,096	\$3,858,366	\$477,513,257	\$585,843,938	\$193,780,831	\$147,039,975	\$250,556,202	\$3,245,000	\$29,160,186	\$15,872,720
	15.28%	6.49%	9.29%	1.20%	9.25%	15.50%	17.51%	10.75%	21.23%	0.12%	12.88%	0.71%
Asian-Pacific												
Direct	\$85,600,620	\$33,908,574	\$49,348,246	\$17,654,103	\$255,096,282	\$169,058,052	\$44,514,095	\$70,395,595	\$54,019,691	\$151,695,000	\$16,231,248	\$310,398,405
	3.23%	5.22%	1.26%	5.48%	4.94%	4.47%	4.02%	5.15%	4.58%	5.40%	7.17%	13.81%
Subcontracting	\$56,508,893	\$6,010,462	\$1,815,347	\$1,425,555	\$100,116,198	\$66,129,028	\$29,141,082	\$18,758,097	\$8,081,038	\$17,857,000	\$2,196,379	\$88,970,142
	2.13%	0.93%	0.05%	0.44%	1.94%	1.75%	2.63%	1.37%	0.68%	0.64%	0.97%	3.07%
Combined	\$142,109,513	\$39,919,036	\$51,163,593	\$19,079,658	\$355,212,480	\$235,187,079	\$73,655,177	\$89,153,692	\$62,100,729	\$169,552,000	\$18,427,627	\$379,368,547
	5.36%	6.14%	1.31%	5.92%	6.88%	6.22%	6.66%	6.52%	5.26%	6.04%	8.14%	16.88%
Native American												
Direct	\$4,075,765	\$826,465	\$217,872	\$0	\$93,747,876	\$52,914,981	\$25,532,192	\$0	\$6,694,638	\$403,000	\$0	\$0
	0.15%	0.13%	0.01%	0.00%	1.82%	1.40%	2.31%	0.00%	0.57%	0.01%	0.00%	0.00%
Subcontracting	\$28,524,751	\$3,034,099	\$916,393	\$0	\$48,841,588	\$4,016,480	\$2,072,451	\$1,082,633	\$2,884,157	\$0	\$4,948,184	\$1,872,274
	1.08%	0.47%	0.02%	0.00%	0.91%	0.11%	0.19%	0.08%	0.25%	0.00%	2.18%	0.08%
Combined	\$32,600,516	\$3,860,565	\$1,134,264	\$0	\$140,589,464	\$56,931,441	\$27,604,643	\$1,082,633	\$9,678,795	\$403,000	\$4,948,184	\$1,872,274
	1.23%	0.59%	0.03%	0.00%	2.72%	1.51%	2.49%	0.08%	0.82%	0.01%	2.18%	0.08%
Other												
Direct	\$128,728	\$0	\$5,663	\$0	\$0	\$358,404	\$930,604	\$0	\$1,945,560	\$0	\$0	\$0
	0.005%	0.00%	0.00%	0.00%	0.00%	0.01%	0.08%	0.00%	0.16%	0.00%	0.00%	0.00%
Subcontracting	\$44,404,108	\$4,723,143	\$1,426,536	\$0	\$0	\$38,094	\$73,532	\$1,119,410	\$117,330	\$0	\$0	\$0
	1.67%	0.73%	0.04%	0.00%	0.00%	0.0010%	0.01%	0.08%	0.01%	0.00%	0.00%	0.00%
Combined	\$44,532,834	\$4,723,143	\$1,432,200	\$0	\$0	\$396,498	\$1,004,136	\$1,119,410	\$2,062,890	\$0	\$0	\$0
	1.68%	0.73%	0.04%	0.00%	0.00%	0.01%	0.09%	0.08%	0.17%	0.00%	0.00%	0.00%
Total Corporate Procurement												
	\$2,651,603,519	\$649,585,862	\$3,916,139,683	\$322,224,573	5,160,827,029	\$3,779,520,066	\$1,106,672,502	\$1,367,425,853	\$1,180,140,852	\$2,808,792,000	\$226,482,491	\$2,247,148,748
	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
Total MBE Procurement												
	\$738,019,189	\$130,970,923	\$516,246,024	\$26,275,862	\$1,364,668,927	\$1,000,483,893	\$330,194,236	\$550,841,226	\$390,355,202	\$180,449,000	\$58,626,272	\$406,831,693
	27.83%	20.16%	13.18%	8.15%	26.44%	26.47%	29.84%	40.28%	33.08%	6.42%	25.89%	18.10%

Table 6a
2014 Summary of Large Utility Procurement from Minority and non-Minority (Caucasia
(in Dollars and as a Percentage of Total Corporate Procurement)

		Minority Women	Caucasian Women	Combined Women	Total Corporate Procurement	
AT&T Corp						
Direct	\$20,440,405	3.15%	\$27,536,628	4.24%	\$47,977,034	7.39%
Subcontracting	\$4,442,831	0.68%	\$12,466,982	1.92%	\$16,909,813	2.60%
Combined	\$24,883,236	3.83%	\$40,003,611	6.16%	\$64,886,846	9.99%
					\$649,585,862	100.00%
AT&T CA						
Direct	\$118,847,923	4.48%	\$174,543,980	6.58%	\$293,391,903	11.06%
Subcontracting	\$41,768,781	1.58%	\$117,206,955	4.42%	\$158,975,736	6.00%
Combined	\$160,616,704	6.06%	\$291,750,935	11.00%	\$452,367,639	17.06%
					\$2,651,603,519	100.00%
AT&T Mobility						
Direct	\$30,665,958	0.78%	\$206,289,452	5.27%	\$236,955,410	6.05%
Subcontracting	\$1,341,873	0.03%	\$3,765,417	0.10%	\$5,107,290	0.13%
Combined	\$32,007,831	0.82%	\$210,054,869	5.36%	\$242,062,700	6.18%
					\$3,916,139,683	100.00%
Comcast						
Direct	\$1,656,881	0.51%	\$29,391,350	9.12%	\$31,048,231	9.64%
Subcontracting	\$1,425,555	0.44%	\$111,420	0.03%	\$1,536,975	0.48%
Combined	\$3,082,436	0.96%	\$29,502,770	9.16%	\$32,585,206	10.11%
					\$322,224,573	100.00%
PG&E						
Direct	297,616,180	5.77%	456,980,577	8.85%	754,596,757	14.62%
Subcontracting	85,660,831	1.66%	164,919,549	3.20%	250,580,380	4.86%
Combined	383,277,011	7.43%	621,900,126	12.05%	1,005,177,137	19.48%
					5,160,827,029	100.00%
SCE						
Direct	\$122,661,036	3.25%	\$426,281,449	11.28%	\$548,952,487	14.52%
Subcontracting	\$85,377,950	2.26%	\$184,281,746	4.88%	\$269,659,696	7.13%
Combined	\$208,038,986	5.50%	\$610,573,195	16.15%	\$818,612,183	21.66%
					\$3,779,520,066	100.00%
SDG&E						
Direct	\$31,804,870	2.87%	\$82,364,879	7.44%	\$114,169,749	10.32%
Subcontracting	\$54,925,868	4.98%	\$54,182,084	4.90%	\$109,107,950	9.86%
Combined	\$86,730,736	7.84%	\$136,546,963	12.34%	\$223,277,699	20.18%
					\$1,106,672,502	100.00%
Sprint						
Direct	\$67,316,576	4.92%	\$51,326,538	3.75%	\$118,643,115	8.68%
Subcontracting	\$1,119,410	0.08%	\$79,086,908	5.78%	\$80,206,318	5.87%
Combined	\$68,435,986	5.00%	\$130,413,447	9.54%	\$198,852,433	14.54%
					\$1,387,425,853	100.00%
SoCalGas						
Direct	\$136,936,755	11.60%	\$108,822,721	9.23%	\$245,759,476	20.83%
Subcontracting	\$13,893,520	1.19%	\$44,741,417	3.79%	\$58,634,937	4.98%
Combined	\$150,830,275	12.79%	\$153,564,138	13.02%	\$304,394,413	25.81%
					\$1,180,140,852	100.00%
T-Mobile and MetroPCS						
Direct	\$10,236,000	0.36%	\$38,663,000	1.38%	\$48,899,000	1.74%
Subcontracting	\$62,000	0.002%	\$12,693,000	0.45%	\$12,755,000	0.45%
Combined	\$10,298,000	0.37%	\$51,356,000	1.83%	\$61,654,000	2.20%
					\$2,808,792,000	100.00%
Verizon California						
Direct	\$2,639,941	1.17%	\$36,426,542	16.08%	\$39,066,484	17.25%
Subcontracting	\$4,505,536	1.99%	\$3,040,313	1.34%	\$7,545,850	3.33%
Combined	\$7,145,477	3.15%	\$39,466,856	17.43%	\$46,612,333	20.58%
					\$226,482,491	100.00%
Verizon Wireless (CA)						
Direct	\$4,430,839	0.20%	\$71,221,411	3.17%	\$75,652,250	3.37%
Subcontracting	\$50,566,601	2.25%	\$4,058,310	0.18%	\$54,624,911	2.43%
Combined	\$54,997,440	2.45%	\$75,279,721	3.35%	\$130,277,161	5.80%
					\$2,247,148,748	100.00%
Total	\$1,190,444,121	4.68%	\$2,390,624,631	9.41%	\$3,580,968,752	14.09%
					\$25,418,583,177	100.00%

Table 7a
2014 DVBE Procurement for Large and Small Utilities
(In Dollars and as Percentage of Total Corporate Procurement)

	2014 DVBE Procurement		2014 Total Procurement
AT&T CA	\$76,931,617	2.90%	\$2,651,603,519
AT&T Corp	\$1,742,275	0.27%	\$649,585,862
AT&T Mobility	\$5,616,374	0.14%	\$3,916,139,683
Comcast	\$2,683	0.0008%	\$322,224,573
PG&E	\$125,056,207	2.42%	\$5,160,827,029
SCE	\$88,460,600	2.34%	\$3,779,520,066
SDG&E	\$25,079,806	2.27%	\$1,106,672,502
Sprint	\$2,838,398	0.21%	\$1,367,425,853
SoCalGas	\$27,408,450	2.32%	\$1,180,140,852
T-Mobile and MetroPCS	\$716,000	0.03%	\$2,808,792,000
Verizon California	\$13,128,203	5.80%	\$226,482,491
Verizon Wireless (CA)	\$2,229,202	0.10%	\$2,247,148,748
Total	\$369,209,817	1.45%	\$25,416,563,177
AT&T Long Distance	\$321,547	0.43%	\$75,488,327
AT&T TCA	\$33	0.0009%	\$3,611,724
Cal-Am Water	\$1,355,640	1.22%	\$111,465,186
California Water Service	\$3,096,841	2.18%	\$141,806,915
Citizens	\$0	0.00%	\$25,576,420
Golden State Water	\$932,735	0.97%	\$96,605,091
Liberty Utilities	\$335	0.0015%	\$22,172,440
Lodi Gas & Storage	\$0	0.00%	\$0
Pacific Power	\$2,985	0.03%	\$10,549,805
Park Water	\$2,330	0.01%	24,917,785
San Gabriel Valley Water	\$20,922	0.05%	\$40,923,349
San Jose Water	\$422,204	0.46%	\$90,949,889
Southwest Gas	\$25,353	0.13%	\$19,602,587
Suburban Water Systems	\$0	0.00%	\$18,153,295
SureWest	\$0	0.00%	\$16,773,542
TelePacific	\$695	0.0009%	\$76,685,635
Trans Bay Cable	\$0	0.00%	\$31,019,061
US Cellular	\$0	0.00%	\$27,732,249
Verizon Business Services	\$1,505,780	2.12%	\$70,958,038
Wild Goose	\$0	0.00%	\$1,823,222
XO Communications	\$30,655	0.08%	\$37,722,437
Total	7,718,055	0.82%	\$944,536,997
Grand Total	\$376,927,872	1.43%	\$26,361,100,174

Table 9a1
Annual Fuels For Non-Generation: Product Results By Ethnicity - PG&E

Product ¹	Unit	Result by Ethnicity and Gender															Results by WMDVBE Certification					
		Asian-Pacific			Black			Hispanic			Native American			Other			Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Disabled Veteran Business Enterprise (DVBE)	Total WMDVBE	Total Procurement	
		Male	Female	Subtotal	Male	Female	Subtotal	Male	Female	Subtotal	Male	Female	Subtotal	Male	Female	Subtotal						
Natural Gas	Short Term	\$	\$5,147,715	\$7,789,810	\$12,937,525	\$6,027,543	\$0	\$6,027,543	\$0	\$0	\$0	\$5,381,596	\$0	\$5,381,596	\$6,009,555	\$14,923,713	\$20,933,269	\$18,556,855	\$22,713,529	\$6,009,555	\$47,279,934	\$282,632,726
		%	0.46%	0.70%	1.17%	0.72%	0.00%	0.72%	0.00%	0.00%	0.00%	0.49%	0.00%	0.49%	0.54%	1.35%	1.89%	1.67%	2.05%	0.54%	4.26%	
	Long Term	\$	\$0	\$18,539,004	\$18,539,004	\$34,629,922	\$0	\$34,629,922	\$0	\$0	\$0	\$1,556,108	\$0	\$1,556,108	\$23,782,486	\$41,819,613	\$65,602,100	\$36,188,029	\$60,358,617	\$23,782,486	\$120,329,133	\$826,607,408
		%	0.00%	1.67%	1.67%	3.12%	0.00%	3.12%	0.00%	0.00%	0.00%	0.14%	0.00%	0.14%	2.14%	3.77%	5.91%	3.26%	5.44%	2.14%	10.85%	
	Total Natural Gas	\$	\$5,147,715	\$26,328,814	\$31,476,529	\$42,657,465	\$0	\$42,657,465	\$0	\$0	\$0	\$6,939,704	\$0	\$6,939,704	\$29,792,041	\$56,743,327	\$86,535,368	\$54,744,884	\$83,072,141	\$29,792,041	\$167,609,066	\$1,109,440,133
		%	0.46%	2.37%	2.84%	3.84%	0.00%	3.84%	0.00%	0.00%	0.00%	0.63%	0.00%	0.63%	2.69%	5.11%	7.80%	4.93%	7.49%	2.69%	15.11%	
LPG	Short Term	\$	\$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%
	Long Term	\$	\$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%
	Total LPG	\$	\$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%
Grand Total	Total \$	\$5,147,715	\$26,328,814	\$31,476,529	\$42,657,465	\$0	\$42,657,465	\$0	\$0	\$0	\$6,939,704	\$0	\$6,939,704	\$29,792,041	\$56,743,327	\$86,535,368	\$54,744,884	\$83,072,141	\$29,792,041	\$167,609,066	\$1,109,440,133	
	Total %	0.46%	2.37%	2.84%	3.84%	0.00%	3.84%	0.00%	0.00%	0.00%	0.63%	0.00%	0.63%	2.69%	5.11%	7.80%	4.93%	7.49%	2.69%	15.11%	100.00%	

¹Excludes purchases from the CAISO, other IOUs, utilities, federal entities, state entities, municipalities and cooperatives.

**Table 9a2
Annual Fuels For Non-Generation: Product Results By Ethnicity - SCE**

Product ¹	Unit	Result by Ethnicity and Gender												Results by WIDVBE Certification													
		Asian-Pacific				Black				Hispanics				Other				Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Disabled Veterans Business Enterprise (DVBE)	Total WIDVBE	Total Procurement					
		Male	Female	Subtotal	%	Male	Female	Subtotal	%	Male	Female	Subtotal	%	Male	Female	Subtotal	%										
LP	\$	\$0	\$0	\$0	0.00%	\$0	\$0	\$0	0.00%	\$0	\$0	\$0	0.00%	\$0	\$0	\$0	0.00%	\$0	\$0	\$0	0.00%	\$0	\$0	\$0	0.00%	\$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%	0.00%	0.00%	0.00%	0.00%
Long Term	\$	\$0	\$0	\$0	0.00%	\$0	\$0	\$0	0.00%	\$0	\$0	\$0	0.00%	\$0	\$0	\$0	0.00%	\$0	\$0	\$0	0.00%	\$0	\$0	\$0	0.00%	\$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%	0.00%	0.00%	0.00%	0.00%
Total LP	\$	\$0	\$0	\$0	0.00%	\$0	\$0	\$0	0.00%	\$0	\$0	\$0	0.00%	\$0	\$0	\$0	0.00%	\$0	\$0	\$0	0.00%	\$0	\$0	\$0	0.00%	\$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%	0.00%	0.00%	0.00%	0.00%
Grand Total	Total \$	\$0	\$0	\$0	0.00%	\$0	\$0	\$0	0.00%	\$0	\$0	\$0	0.00%	\$0	\$0	\$0	0.00%	\$0	\$0	\$0	0.00%	\$0	\$0	\$0	0.00%	\$0	\$0
	Total %	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%

¹ Excludes purchases from the CAISO, other IOUs, utilities, federal entities, state entities, municipalities and cooperatives.

Table 9a3
Annual Fuels For Non-Generation: Product Results By Ethnicity - SoCalGas

		Result by Ethnicity and Gender															Results by WMDVBE Certification					
Product ¹	Unit	Asian-Pacific			Black			Hispanic			Native American			Other			Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Disabled Veteran Business Enterprise (DVBE)	Total WMDVBE	Total Procurement	
		Male	Female	Subtotal	Male	Female	Subtotal	Male	Female	Subtotal	Male	Female	Subtotal	Male	Female	Subtotal						
Natural Gas	Short Term	\$	\$9,866,399	\$42,184,043	\$52,050,442	\$73,386,875	\$36,390,417	\$109,777,092	\$35,087,924	\$0	\$35,087,924	\$36,222,147	\$0	\$36,222,147	\$0	\$0	\$0	\$233,137,605	\$2,154,628	\$6,430,817	\$241,722,850	\$1,024,161,419
		%	1.00%	4.10%	5.10%	7.20%	3.60%	10.70%	3.40%	0.00%	3.40%	3.50%	0.00%	3.50%	0.00%	0.00%	0.00%	22.80%	0.20%	0.60%	23.60%	
	Long Term	\$	\$0	\$7,129,951	\$7,129,951	\$62,218,054	\$20,806,880	\$83,024,934	\$0	\$0	\$0	\$12,912,696	\$0	\$12,912,696	\$0	\$0	\$0	\$103,067,581	\$0	\$17,884,141	\$120,951,722	\$961,918,988
		%	0.00%	0.70%	0.70%	6.50%	2.20%	8.60%	0.00%	0.00%	0.00%	1.30%	0.00%	1.30%	0.00%	0.00%	0.00%	10.70%	0.00%	1.90%	12.60%	
	Total Natural Gas	\$	\$9,866,399	\$49,313,994	\$59,180,393	\$135,604,729	\$57,197,297	\$192,802,026	\$35,087,924	\$0	\$35,087,924	\$49,134,843	\$0	\$49,134,843	\$0	\$0	\$0	\$336,205,186	\$2,154,628	\$24,314,758	\$362,674,572	\$1,986,080,407
		%	0.50%	2.50%	3.00%	6.80%	2.90%	9.70%	1.80%	0.00%	1.80%	2.50%	0.00%	2.50%	0.00%	0.00%	0.00%	16.90%	0.10%	1.20%	18.30%	
LPG	Short Term	\$	\$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%
	Long Term	\$	\$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%
	Total LPG	\$	\$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%
Grand Total	Total \$	\$9,866,399	\$49,313,994	\$59,180,393	\$135,604,729	\$57,197,297	\$192,802,026	\$35,087,924	\$0	\$35,087,924	\$49,134,843	\$0	\$49,134,843	\$0	\$0	\$0	\$336,205,186	\$2,154,628	\$24,314,758	\$362,674,572	\$1,986,080,407	
	Total %	0.50%	2.50%	3.00%	6.80%	2.90%	9.70%	1.80%	0.00%	1.80%	2.50%	0.00%	2.50%	0.00%	0.00%	0.00%	16.90%	0.10%	1.20%	18.30%	100.00%	

¹Excludes purchases from the CAISO, other IOUs, utilities, federal entities, state entities, municipalities and cooperatives.

Table 9a4
Annual Fuels For Non-Generation: Product Results By Ethnicity - Southwest Gas

Product ¹		Unit	Result by Ethnicity and Gender														Results by WMDVBE Certification								
			Asian-Pacific			Black			Hispanic			Native American			Other			Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Disadvantaged Veteran Business Enterprise (DVBE)	Total WMDVBE	Total Procurement			
			Male	Female	Subtotal	Male	Female	Subtotal	Male	Female	Subtotal	Male	Female	Subtotal	Male	Female	Subtotal								
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	\$15,678,254	
		%	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	\$29,075,511
		%	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 Natural Gas	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$44,753,768
		%	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%
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
		%	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	\$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%	0.00%
Grand Total	Total \$	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$44,753,768	
	Total %	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%	100.00%	

¹Excludes purchases from the CAISO, other IOUs, utilities, federal entities, state entities, municipalities and cooperatives.

Table 10a1
Annual Power Product Results By Ethnicity - PG&E

Product ¹	Unit	Asian-Pacific			Black			Hispanic			Native American			Other			Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Disabled Veteran Business Enterprise (DVBE)	Sub-contracting Total	Total WMDVBE ³	Total Procurement	
		Male	Female	Subtotal	Male	Female	Subtotal	Male	Female	Subtotal	Male	Female	Subtotal	Male	Female	Subtotal							
Power Purchased	Renewable Power Products Direct	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$1,716,601	\$0	\$1,716,601	\$0	\$0	\$0	\$0	\$0	\$1,716,601	\$0	\$0	\$841,316	\$2,357,917	\$2,063,460,615	
		%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.08%	0.00%	0.08%	0.00%	0.00%	0.00%	0.00%	0.00%	0.08%	0.00%	0.00%	0.03%	0.11%		
		\$ ²	\$0	\$0	\$0	\$0	\$0	\$0	\$1,716,601	\$0	\$1,716,601	\$0	\$0	\$0	\$0	\$0	\$1,716,601	\$0	\$0	\$0	\$1,716,601	\$119,560,684	
		% ²	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	1.44%	0.00%	1.44%	0.00%	0.00%	0.00%	0.00%	0.00%	1.44%	0.00%	0.00%	0.00%	1.44%		
	Non - Renewable Power Products Direct	Physical	\$	\$0	\$241,800	\$241,800	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$241,800	\$0	\$0	\$215,020	\$456,820	\$1,398,663,377
			%	0.00%	0.02%	0.02%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.02%	0.00%	0.00%	0.02%	0.03%	
		Financial	\$ ⁴	\$0	\$241,800	\$241,800	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$241,800	\$0	\$0	\$0	\$241,800	\$232,858,204
			% ²	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%	0.00%	0.00%	0.00%	0.10%	
Fuels for Generation	Diesel Direct	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$412,900	\$412,900	\$0	\$0	\$0	\$0	\$0	\$0	\$412,900	\$0	\$0	\$0	\$412,900	\$0	
		%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	99.16%	99.16%	0.00%	0.00%	0.00%	0.00%	0.00%	99.16%	0.00%	0.00%	0.00%	99.16%		
	Nuclear Direct	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		\$0	\$104,623,000	
		%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%		0.00%		
	Natural Gas Direct	Physical	\$	\$2,884,108	\$41,668,646	\$44,552,754	\$10,679,863	\$0	\$10,679,863	\$4,277,693	\$0	\$4,277,693	\$11,160,997	\$0	\$11,160,997	\$0	\$0	\$70,671,307	\$30,692,081	\$15,895,483		\$117,258,871	\$503,502,227
			%	0.57%	8.28%	8.85%	2.12%	0.00%	2.12%	0.85%	0.00%	0.85%	2.22%	0.00%	2.22%	0.00%	0.00%	14.04%	6.10%	3.16%		23.29%	
		Financial	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		\$0	\$0
			% ²	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%	
Post 2011	Subtotal \$ ²	\$ ²	\$2,884,108	\$41,910,446	\$44,794,554	\$10,679,863	\$0	\$10,679,863	\$5,994,294	\$412,900	\$6,407,194	\$11,160,997	\$0	\$11,160,997	\$0	\$0	\$73,042,608	\$30,692,081	\$15,895,483	\$0	\$119,630,172	\$960,960,515	
	Subtotal %	% ²	0.30%	4.36%	4.66%	1.11%	0.00%	1.11%	0.62%	0.04%	0.67%	1.16%	0.00%	1.16%	0.00%	0.00%	7.60%	3.19%	1.65%	0.00%	12.45%		
ALL	Total \$ ⁴	\$	\$2,884,108	\$41,910,446	\$44,794,554	\$10,679,863	\$0	\$10,679,863	\$5,994,294	\$412,900	\$6,407,194	\$11,160,997	\$0	\$11,160,997	\$0	\$0	\$73,042,608	\$30,692,081	\$15,895,483	\$856,336	\$120,486,508	\$4,128,550,619	
	Total %	%	0.07%	1.02%	1.08%	0.26%	0.00%	0.26%	0.15%	0.01%	0.16%	0.27%	0.00%	0.27%	0.00%	0.00%	1.77%	0.74%	0.39%	0.02%	2.92%	100.00%	

¹Excludes purchases from the CAISO, other IOUs, utilities, federal entities, state entities, municipalities and cooperatives.

²Includes only long-term power procurement commitments after June 6, 2011, or as a result of RFOs after June 6, 2011.

³Total WMDVBE spend does not include pre-COD subcontracting values.

⁴Includes all power procurement commitments.

Table 10a2
Annual Power Product Results By Ethnicity - SCE

Product ¹	Unit	Asian-Pacific			Black			Hispanic			Native American			Other Minority			Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Disabled Veteran Business Enterprise (DVBE)	Sub-contracting Total	Total WMDVBE ³	Total Procurement		
		Male	Female	Subtotal	Male	Female	Subtotal	Male	Female	Subtotal	Male	Female	Subtotal	Male	Female	Subtotal								
Power Purchased	Renewable Power Products Direct	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$652,760	\$652,760	\$1,547,200,000		
		%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.04%	0.04%			
		\$ ²	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$652,760	\$652,760	\$29,100,000		
		% ²	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%	2.24%	2.24%			
	Non-Renewable Power Products Direct	Physical	\$	\$0	\$0	\$0	\$0	\$0	\$14,000,000	\$0	\$14,000,000	\$0	\$0	\$0	\$0	\$0	\$0	\$14,000,000	\$8,000,000	\$0	\$929,006	\$22,929,006	\$1,672,300,000	
			%	0.00%	0.00%	0.00%	0.00%	0.00%	0.84%	0.00%	0.84%	0.00%	0.00%	0.00%	0.00%	0.00%	0.84%	0.48%	0.00%	0.06%	1.37%			
			\$ ²	\$0	\$0	\$0	\$0	\$0	\$14,000,000	\$0	\$14,000,000	\$0	\$0	\$0	\$0	\$0	\$0	\$14,000,000	\$0	\$0	\$929,006	\$14,929,006	\$923,600,000	
		% ²	0.00%	0.00%	0.00%	0.00%	0.00%	1.52%	0.00%	1.52%	0.00%	0.00%	0.00%	0.00%	0.00%	1.52%	0.00%	0.00%	0.10%	1.62%				
		Financial	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$27,200,000
			%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
\$ ⁴	\$0		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		
% ⁴	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%			
Fuels for Generation	Diesel Direct	\$	\$0	\$0	\$0	\$0	\$0	\$6,100,000	\$0	\$6,100,000	\$0	\$0	\$0	\$0	\$0	\$0	\$6,100,000	\$0	\$0	\$0	\$6,100,000	\$6,100,000		
		%	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%	100.00%			
	Nuclear Direct	\$	\$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%		
	Natural Gas Direct	Physical	\$	\$0	\$172,000,000	\$172,000,000	\$0	\$0	\$41,000,000	\$0	\$41,000,000	\$0	\$0	\$0	\$0	\$0	\$0	\$213,000,000	\$2,500,000	\$11,500,000		\$227,000,000	\$667,700,000	
			%	0.00%	25.76%	25.76%	0.00%	0.00%	6.14%	0.00%	6.14%	0.00%	0.00%	0.00%	0.00%	0.00%	31.90%	0.37%	1.72%		34.00%			
		Financial	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$13,400,000
			%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
Post 2011	Subtotal \$ ²	\$ ²	\$0	\$172,000,000	\$172,000,000	\$0	\$0	\$61,100,000	\$0	\$61,100,000	\$0	\$0	\$0	\$0	\$0	\$233,100,000	\$2,500,000	\$11,500,000	\$1,581,766	\$248,681,766	\$1,640,100,000			
	Subtotal % ²	% ²	0.00%	10.49%	10.49%	0.00%	0.00%	3.73%	0.00%	3.73%	0.00%	0.00%	0.00%	0.00%	14.21%	0.15%	0.70%	0.10%	15.16%					
ALL	Total \$ ⁴	\$	\$0	\$172,000,000	\$172,000,000	\$0	\$0	\$61,100,000	\$0	\$61,100,000	\$0	\$0	\$0	\$0	\$0	\$233,100,000	\$10,500,000	\$11,500,000	\$1,581,766	\$256,681,766	\$3,933,900,000			
	Total %	%	0.00%	4.37%	4.37%	0.00%	0.00%	1.55%	0.00%	1.55%	0.00%	0.00%	0.00%	0.00%	5.93%	0.27%	0.29%	0.04%	6.52%	100.00%				

¹Excludes purchases from the CAISO, other IOUs, utilities, federal entities, state entities, municipalities and cooperatives.

²Includes only long term power procurement commitments after June 6, 2011 or as a result of RFOs after June 6, 2011.

³Total WMDVBE spend does not include pre-COD subcontracting values.

⁴Includes all power procurement commitments.

Table 10a3
Annual Power Product Results By Ethnicity - SDG&E

Product ¹	Unit	Asian-Pacific			Black			Hispanic			Native American			Other Minority			Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Disabled Veteran Business Enterprise (DVBE)	Sub-contracting Total	Total WMDVBE ³	Total Procurement		
		Male	Female	Subtotal	Male	Female	Subtotal	Male	Female	Subtotal	Male	Female	Subtotal	Male	Female	Subtotal								
Power Purchased	Renewable Power Products Direct	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$827,466	\$827,466	\$538,100,806	
		%	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%	0.15%	0.15%		
		\$ ²	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$14,034,728
		% ²	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%
	Non-Renewable Power Products Direct	\$	\$0	\$2,097,830	\$2,097,830	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$2,097,830	\$1,100,018	\$0	\$699	\$3,198,547	\$332,366,725	
		%	0.00%	0.63%	0.63%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.63%	0.33%	0.00%	0.0002%	0.96%		
		\$ ²	\$0	\$2,097,830	\$2,097,830	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$2,097,830	\$1,100,018	\$0	\$0	\$3,197,848	\$124,499,484	
		% ²	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%	1.69%	0.88%	0.00%	0.00%	2.57%		
Fuels for Generation	Diesel Direct	\$	\$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%	
	Nuclear Direct	\$	\$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%	
	Natural Gas Direct	\$	\$138,271	\$34,063,771	\$34,202,042	\$4,858,150	\$0	\$4,858,150	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$39,060,192	\$29,274,861	\$31,716,825	\$0	\$100,051,878	\$320,642,057	
		%	0.04%	10.62%	10.67%	1.52%	0.00%	1.52%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	12.18%	9.13%	9.89%		31.20%		
Post 2011	Subtotal \$ ²	\$ ²	\$138,271	\$36,161,601	\$36,299,872	\$4,858,150	\$0	\$4,858,150	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$41,158,022	\$30,374,879	\$31,716,825	\$0	\$103,249,726	\$459,176,268		
	Subtotal % ²	% ²	0.03%	7.88%	7.91%	1.06%	0.00%	1.06%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	8.96%	6.62%	6.91%	0.00%	22.49%			
ALL	Total \$ ⁴	\$	\$138,271	\$36,161,601	\$36,299,872	\$4,858,150	\$0	\$4,858,150	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$41,158,022	\$30,374,879	\$31,716,825	\$828,164	\$104,077,890	\$1,191,109,588		
	Total %	%	0.01%	3.04%	3.05%	0.41%	0.00%	0.41%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	3.46%	2.55%	2.66%	0.07%	8.7%	100.00%		

¹Excludes purchases from the CAISO, other IOUs, utilities, federal entities, state entities, municipalities and cooperatives

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

³Total WMDVBE spend does not include pre-COD subcontracting values

⁴Includes all power procurement commitments

2014 Financial Services Procurement - SIC Code 8721

	2014 Total Procurement	MBE	WBE	DVBE	Total WMDVBE Procurement
PG&E	\$31,373,760 100.00%	\$1,953,163 6.23%	\$585,194 1.87%	\$0 0.00%	\$2,538,357 8.09%
SCE	\$18,390,699 100.00%	\$511,739 2.78%	\$1,032,308 5.61%	\$0 0.00%	\$1,544,047 8.40%
SDG&E	\$6,150,339 100.00%	\$590,921 9.61%	\$102,998 1.67%	\$0 0.00%	\$693,919 11.28%
SoCalGas	\$7,701,537 100.00%	\$817,741 10.62%	\$502,969 6.53%	\$0 0.00%	\$1,320,710 17.15%
Southwest Gas	\$0 0.00%	\$0 0.00%	\$0 0.00%	\$0 0.00%	\$0 0.00%
Total	\$63,616,335 100.00%	\$3,873,564 6.09%	\$2,223,469 3.50%	\$0 0.00%	\$6,097,033 9.58%



ATTACHMENT B – BEST PRACTICES

California Public Utilities Commission

June 4, 2015

General Order 156 Supplier Diversity Program

Recommended Best Practices

- The Commission encourages each participating organization to have a written supplier diversity policy which clearly defines executive management's commitment to GO 156.
- Organizations must establish a Supplier Diversity Program as a policy of their company. The supplier diversity policy must articulate the rationale supporting the initiative.
- Organizations must have a comprehensive understanding of GO 156 and submit annual detailed and verifiable plans for increasing WMDVBE/LGBTBE procurement in all categories.
- Diverse business utilization/metrics should be included in annual performance goals or key performance indicators for the organization and for each business unit/division.
- Supplier Diversity and Sourcing should be aligned under one procurement organization. Supplier Diversity staff should be part of Supply Chain organization and should have regular interaction and communication with employees making decisions.
- Organizations should have continuous supplier and employee education and training. For example, employee training on supplier diversity goals, reporting, database, tools etc.; vendor training focused capacity building and technical assistance.
- Corporate supplier diversity performance should be highly visible internally. Communicate and report supplier diversity results quarterly to all employees. Report performance to key business unit executives on a quarterly basis. Use scorecard to track goals and performance, and maintain an excellent internal/external supplier diversity website.
- Maintain solid electronic processes and systems to support successful supplier diversity program. For example, electronic procurement systems, web based tools, vendor website portal, internal dashboard and reporting tools, web conferencing and training, matchmaking portal.

- Prime suppliers' education should be encouraged in order to drive success in getting primes to develop subcontracting opportunities for Tier II diverse suppliers. Targeted showcases which cultivate relationships between primes and diverse vendors are helpful (i.e., Meet the Primes events). All primes, including OEMs should be encouraged to submit a diverse subcontracting plan.
- Supplier Diversity and Supply Chain Management should partner to monitor, track and enforce Primes' diverse subcontracting commitment and performance. Primes' reporting to your organization should be done either monthly or quarterly – this would allow time to remedy any potential deficiencies in the reporting requirements for your organizations Annual GO 156 reports.
- To promote transparency in your organizations supplier diversity program, posting available contracting opportunities should be encouraged.
- Include subcontracting language/requirements in both RFPs and contracts (e.g., include diverse subcontracting clause in contract terms and conditions).
- Organizations are encouraged to have a strategy to increase the number of diverse bids for contracting opportunities, i.e., mentor protégée program, etc. This helps to insure a greater number of WMDVBE/LGBTBEs are participating in the bid process.
- Incorporate the concept of Supplier Clearinghouse Database Management, i.e., percent of WMDVBE/LGBTBEs available for contracting opportunities by classification codes – this information can be very helpful in your organization discussions with CBO and other groups toward increasing the WMDVBE/LGBTBE talent pool across the landscape in order to develop a fully robust GO 156 program.
- Where there are “spend” gaps in your diverse supplier programs, the CPUC encourages your organization to analyze the problem, i.e., capacity/bandwidth, etc., and, if appropriate, your organization should work with the CBOs and others interested in supplier diversity to bring a resolution to the problem.
- Organizations should be encouraged to include in its Annual GO 156 Reports any known market trends that could potentially impact your supplier diversity program for the foreseeable future.
- Interact with CBOs and diverse business associations. Participate in conferences, matchmaking forums, etc. Use CBOs to build program awareness, communicate RFP opportunities and to recruit diverse vendors.