



COMCAST

2018 Supplier Diversity Annual Report & 2019 Annual Plan

IN COMPLIANCE WITH
ORDER INSTITUTING RULEMAKING INTO THE IMPLEMENTATION OF
PUBLIC UTILITIES CODE SECTIONS 8281-8286 RELATING TO WOMEN, MINORITY AND DISABLED
VETERAN LBGQTQ BUSINESS ENTERPRISES

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EXECUTIVE SUMMARY

In 2018, our ninth year of voluntary reporting pursuant to California General Order 156 (G.O. 156), Comcast California spent 7.77% with CPUC-certified suppliers. This is a decrease of almost two percentage points from the prior year.

The decline in direct spend is related to the loss of integral CPUC diverse suppliers that are ineligible for CPUC certification or no longer partner with Comcast. Although there was a reduction in spend with CPUC certified suppliers, we are pleased to highlight our progress with Tier II spend and an increase in categorical diverse supplier spend. In 2017 we reported a decrease in Tier II spend of our Prime suppliers; however in 2018, Tier II spend has increased significantly. There has been an increase with Native American, Disabled Veteran, African American male and Hispanic American female communities. These positive changes include the addition of twenty-three new CPUC suppliers.

Our enterprise-wide Supplier Diversity Program continues to develop and is highly regarded. In 2018 Comcast received the coveted Corporation of the Year award from the National Minority Supplier Development Council, and was ranked #2 for supplier diversity by Diversity Inc. Comcast was honored to become the first media and entertainment company inducted into the Billion Dollar Roundtable (BDR) in 2015, a top-level corporate advocacy organization that promotes supply chain diversity excellence. Comcast continues to participate in the BDR. This prestigious corporate advocacy organization celebrates companies that spend at least \$1 billion with diverse suppliers, promoting thought leadership and best practice sharing in supply chain diversity excellence. Our participation within the community includes our support of regional and national organizations that support women, service-disabled, minority and LGBTQ owned businesses.

In 2018, California's Supplier Diversity Program evolved due to changes within our procurement processes. Much emphasis was placed on multifaceted sourcing processes that can produce opportunities to impact our Supplier Diversity Program. In an important step toward creating additional opportunities and visibility for diverse suppliers, we established the Supplier Diversity Program Council of California. This group is comprised of Comcast Vice Presidents from the California Region, West Division and Corporate has significant influence in the areas of procurement, construction, fulfillment, engineering, and operational finance. These are the key areas where potential growth opportunities for G.O. 156 suppliers exist. At the Company's West Division offices, where many procurement decisions are determined, two executive-level employees and two analysts are dedicated to efforts supporting supplier diversity. The addition of team members and resources continues to lay the foundation for a strong, successful program and demonstrates our solid commitment to increasing spend with diverse suppliers.

With continued network investments, approximately half of Comcast California's expenditures are through network construction, installation, and customer order fulfillment suppliers. However, there are currently few Prime suppliers that qualify as diverse under the G.O. 156 guidelines and have sufficient scale to serve Comcast's needs. In 2018, with support from our senior leadership, we engaged in additional outreach and advocacy with our Prime suppliers and solicited their partnership to encourage the use of diverse subcontractors and to accurately measure their use. The emphasis within the Tier II space allowed these companies to evolve into strong, developed subcontractors that could someday have sufficient scale and expertise to become Prime suppliers.

EXECUTIVE SUMMARY - Continued

In light of the obstacles we faced in 2018, Comcast California continues to share detailed plans with internal and external stakeholders, including the Commissioners, regarding our strategy for increasing diverse spend in the future. For example, one of our major priorities for creating additional business opportunities for CPUC-certified firms in 2019 is through subcontracting. More than half of Comcast California's diverse spending is with construction vendors, therefore we are investing our efforts and resources with our Prime suppliers' in this space for them to promote partnerships with diverse businesses that support this type of work.

COMCAST		
Description of WMDVLGBTBE Program Activities During the Previous Calendar Year		
<p>Over the past year, our efforts have focused on external outreach, building diverse supplier partnerships, and driving Tier II spend through executing engagement through diversity organizations. Our participation in technical assistance support for diverse suppliers, scholarship opportunities to include participation on panel discussions and workshops promotes the benefits of supplier diversity. For eight years we have hosted an annual California Cable Supplier Diversity Expo which generates interest and support of our initiatives within our Program.</p>		
<p>Regarding our internal efforts, our Supplier Diversity Manager conducted one-on-one meetings with department leads seeking potential opportunities for diverse suppliers. Monthly meetings with corporate stakeholders were led to increase communication and review opportunities to mutually benefit our program enterprise-wide as well as through the California Region's Supplier Diversity Program. Bi-monthly meetings were held to increase sourcing awareness and opportunities between the West Division and Comcast California. A monthly working group met to strategize on cross functional strategies for increasing our CPUC diverse spend in California.</p>		
<p>Externally, steps were taken to educate suppliers who are interested in working with Comcast, or are currently within our supply chain and interested in an expanded scope. In 2018, Comcast California attended eight matchmaking events and served as a panelist on five panels. Additionally, the team was actively involved in many events supporting various diversity and inclusion focused community organizations. Below is a list of Comcast-based supplier diversity events that Comcast participated in for 2018.</p>		
Date	Event Description	Location
1/3/2018	Western Regional Minority Supplier Development Council Events Committee	Teleconference
1/16/2018	American Indian Chamber Advisory Quarterly Council Meeting	Teleconference
1/16/2018	Elite Service Disabled Veteran Owned Business Monthly Membership Meeting	San Jose, CA
1/17/2018	Western Regional Minority Supplier Development Council Events Committee - Meeting	Teleconference
1/17/2018	Presentation: Industry Council Small Business Council	Santa Clara, CA
1/26/2018	American Indian Chamber Northern California Chapter Meeting	San Francisco, CA
2/20/2018	Elite Service Disabled Veteran Owned Business Monthly Meeting	San Jose, CA
2/21/2018	Industry Council Small Business Development - Monthly Meeting	Santa Clara, CA
3/6/2018	Training: Western Regional Minority Supplier Development Council Spring 2018-Supplier Diversity Best Practices Corporate Lunch & Learn	Oakland, CA
3/14/2018	Joint Utilities Committee Meeting	San Francisco, CA
3/16/2018	Business Alliance (WBA) LGBT Economic Summit & Power Lunch IV &	San Francisco, CA
3/29/2018	Celebrate the New WBEC- PACIFIC	San Francisco, CA
4/10/2018	American Indian Chamber Advisory Quarterly Council meeting	Teleconference
4/25/2018	Matchmaking & Exhibiting: CPUC/Joint Utilities Diverse Business Expo	Long Beach, CA
5/3/2018	Panel Participation: Industry Council Small Business Development - Monthly Meeting	Santa Clara, CA
5/7/2018	Matchmaking: National Veterans Business Development Council Keeping The Promise 2018	San Diego, CA
5/17/2018	Exhibitor: Sacramento Public Agency Consortium (SacPAC)	Sacramento, CA

COMCAST		
Description of WMDVLGBTBE Program Activities During the Previous Calendar Year		
Continued		
Date	Event Description	Location
6/27/2018	Golden Gate Business Association Presents: A Master Class for High-Performing LGBT Businesses	San Francisco, CA
7/18/2018	Empow(her) Economic Development WBEC - Pacific	San Francisco, CA
7/22/2018	Annual Conference Supplier Technical Assistance	Rancho Mirage, CA
7/22-7/24/2018	Conference: Panel Discussion: Procurement Seeking, Pitching &	Rancho Mirage, CA
7/26/2018	Matchmaking: Hispanic Chamber Matchmaking Symposium	Oakland, Ca
8/31/2018	Supplier Development Council Supplier Diversity Expo - Save the Date	San Ramon, CA
9/5/2018	Panel Participation: Cisco SD - Fire Side Chat	San Jose, CA
9/12/2018	Matchmaking: California Hispanic Chamber Event	Oakland, CA
9/13/2018	Exhibitor: CONNECT:2018 - Rainbow Chamber Silicon Valley	San Jose, CA
9/18/2018	Timely Payment Forum	Rosemead, CA
9/19/2018	Joint Utilities Meeting	Rosemead, CA
10/3/2018	WBEC Pacific Strategic Planning	San Francisco, CA
10/4/2018	En Banc – A Public Hearing on General Order 156 – The Supplier Diversity Program	Richmond, CA
10/9/2018	American Indian Chamber Advisory Quarterly Council meeting	Teleconference
10/16/2018	Conference 2018 N. CA Elite Service Disabled Veteran Owned	San Ramon, CA C39
10/19/2018	Exhibitor: Hispanic Chamber of Silicon Valley Festiv'All	San Jose, CA
10/22/2018	WBEC-Pacific Board Meeting	Teleconference
10/26/2018	Technical Assistance: 2018 HOPE Latina Empowerment Day	San Jose, CA
10/30/2018	Supplier Diversity Council of CA Meeting	Livermore, CA
11/1/2018	Panel Participation: CPUC San Ramon Small/Diverse Business Expo	San Ramon, CA
11/2/2018	Hosted & Matchmaking: 8th Annual California Cable Supplier Diversity Expo	Costa Mesa, CA
11/4-6/2018	Matchmaking: Veterans in Business Conference	Los Angeles, CA
11/7/2018	GGBA Presents "Gratitude" at the CLIFT Royal Sonesta Hotel	San Francisco, CA
11/8/2018	Supplier Development Council Matchmaking Event	Oakland, CA
11/15/2018	Latinas In Tech Summit	San Francisco, CA
12/7/2018	American Indian Chamber of Commerce California Annual Meeting	Santa Rosa, CA
12/14/2018	2018 Western Regional Minority Supplier Development Council (Western Regional Minority Supplier Development Council) Annual Meeting & Holiday Legacy Event	Santa Clara, CA
12/18/2018	Elite Monthly Membership Meeting	Teleconference
Comcast California is a member of the following Supplier Diversity Organizations:		
Chamber of Commerce Membership		
Sacramento Asian Pacific Chamber of Commerce San Joaquin Hispanic Chamber of Commerce Sacramento Black Chamber Sacramento Hispanic Chamber of Commerce Marin Hispanic Chamber of Commerce Oakland African American Chamber of Commerce Silicon Valley Black Chamber (Santa Clara) Silicon Valley Hispanic Chamber Central CA Hispanic Chamber of Commerce Tulare-Kings Hispanic Chamber of Commerce Fresno Metro Black Chamber of Commerce San Francisco African American Chamber of Commerce California Black Chamber of Commerce		
2018 Awards		
12/14/2018	Western Regional Supplier Diversity Development Council Rising Star Recipient	

COMCAST	2018 Comcast Supplier Diversity Report	G.O. #156 Sec. 9.1.2
WMDVLGBTBE Annual Results by Ethnicity		

		2018				
		Direct	Sub	Total \$	%	
1	Minority Male	Asian Pacific American	\$2,436,422	\$2,057,293	\$4,493,715	0.76%
2		African American	\$2,475,026	\$3,775,606	\$6,250,632	1.05%
3		Hispanic American	\$3,428,589	\$3,372,698	\$6,801,286	1.14%
4		Native American	\$0	\$25,798	\$25,798	0.00%
5		Total Minority Male	\$8,340,036	\$9,231,395	\$17,571,431	2.95%
6	Minority Female	Asian Pacific American	\$665,194	\$2,492,516	\$3,157,710	0.53%
7		African American	\$3,300	\$0	\$3,300	0.00%
8		Hispanic American	\$914,654	\$2,018,723	\$2,933,377	0.49%
9		Native American	\$6,347	\$68,778	\$75,125	0.01%
10		Total Minority Female	\$1,589,495	\$4,580,017	\$6,169,512	1.04%
11	Total Minority Business Enterprise (MBE)		\$9,929,531	\$13,811,412	\$23,740,942	3.99%
12	Women Business Enterprise (WBE)		\$14,089,768	\$7,323,701	\$21,413,469	3.60%
13	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)		\$0	\$0	\$0	0.00%
14	Disabled Veteran Business Enterprise (DVBE)		\$74,557	\$1,009,872	\$1,084,429	0.18%
15	Other 8(a)*		\$0	\$0	\$0	0.00%
16	TOTAL WMDVLGBTBE		\$24,093,856	\$22,144,985	\$46,238,841	7.77%
17	Net Procurement**		\$594,811,496			

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

** NET PROCUREMENT INCLUDES PURCHASE ORDER, NON-PURCHASE ORDER, AND CREDIT CARD DOLLARS

Direct - DIRECT PROCUREMENT

Sub - SUBCONTRACTOR PROCUREMENT

% - PERCENTAGE OF NET PROCUREMENT

COMCAST	2018	G.O. #156 Sec. 9.1.2
WMDVLGBTBE Direct Procurement by Product and Service Categories		

				Products		Services		Total	
				\$	%	\$	%	\$	%
1	Minority Male	Asian Pacific American	Direct	\$498,287	0.08%	\$1,938,135	0.33%	\$2,436,422	0.41%
2		African American	Direct	\$0	0.00%	\$2,475,026	0.42%	\$2,475,026	0.42%
3		Hispanic American	Direct	\$150,611	0.03%	\$3,277,978	0.55%	\$3,428,589	0.58%
4		Native American	Direct	\$0	0.00%	\$0	0.00%	\$0	0.00%
5		Total Minority Male	Direct	\$648,898	0.11%	\$7,691,139	1.29%	\$8,340,037	1.40%
6	Minority Female	Asian Pacific American	Direct	\$117,747	0.02%	\$547,447	0.09%	\$665,194	0.11%
7		African American	Direct	\$0	0.00%	\$3,300	0.00%	\$3,300	0.00%
8		Hispanic American	Direct	\$100,670	0.02%	\$813,985	0.14%	\$914,654	0.15%
9		Native American	Direct	\$6,347	0.00%	\$0	0.00%	\$6,347	0.00%
10		Total Minority Female	Direct	\$224,763	0.04%	\$1,364,731	0.23%	\$1,589,495	0.27%
11	Total Minority Business Enterprise (MBE)		Direct	\$873,661	0.15%	\$9,055,870	1.52%	\$9,929,532	1.67%
12	Women Business Enterprise (WBE)		Direct	\$11,305,391	1.90%	\$2,784,377	0.47%	\$14,089,768	2.37%
13	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)		Direct	\$0	0.00%	\$0	0.00%	\$0	0.00%
14	Disabled Veteran Business Enterprise (DVBE)		Direct	\$74,557	0.01%	\$0	0.00%	\$74,557	0.01%
15	Other 8(a)*		Direct	\$0	0.00%	\$0	0.00%	\$0	0.00%
16	TOTAL WMDVLGBTBE***		Direct	\$12,253,609	2.06%	\$11,840,248	1.99%	\$24,093,857	4.05%

17	Total Product Procurement	\$126,291,774
18	Total Service Procurement	\$468,519,721

19	Net Procurement**	\$594,811,495
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20	Total Number of WMDVLGBTBEs that Received Direct Spend	76
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NOTE: * FIRMS CLASSIFIED AS 8(a) OF SMALL BUSINESS ADMINISTRATION INCLUDES NON-WMDVLGBTBE
** NET PROCUREMENT INCLUDES PURCHASE ORDER, NON-PURCHASE ORDER, AND CREDIT CARD DOLLARS
Direct - DIRECT PROCUREMENT
Sub - SUBCONTRACTOR PROCUREMENT
% - PERCENTAGE OF NET PROCUREMENT
***SLIGHT DIFFERENCE IN TOTAL OVERALL SPEND DUE TO ROUNDING. <= \$1

COMCAST	2018	G.O. #156 Sec. 9.1.2
WMDVLGBTBE Subcontractor Procurement by Product and Service Categories		

			Products		Services		Total		
			\$	%	\$	%	\$	%	
1	Minority Male	Asian Pacific American	Sub	\$1,967,989	0.33%	\$89,304	0.02%	\$2,057,293	0.35%
2		African American	Sub	\$3,465,101	0.58%	\$310,505	0.05%	\$3,775,606	0.63%
3		Hispanic American	Sub	\$23,949	0.00%	\$3,345,709	0.56%	\$3,369,658	0.57%
4		Native American	Sub	\$25,798	0.00%	\$0	0.00%	\$25,798	0.00%
5		Total Minority Male	Sub	\$5,482,837	0.92%	\$3,745,518	0.63%	\$9,228,355	1.55%
6	Minority Female	Asian Pacific American	Sub	\$1,883,006	0.32%	\$609,509	0.10%	\$2,492,516	0.42%
7		African American	Sub	\$0	0.00%	\$0	0.00%	\$0	0.00%
8		Hispanic American	Sub	\$2,016,694	0.34%	\$0	0.00%	\$2,016,694	0.34%
9		Native American	Sub	\$68,778	0.01%	\$0	0.00%	\$68,778	0.01%
10		Total Minority Female	Sub	\$3,968,478	0.67%	\$609,509	0.10%	\$4,577,988	0.77%
11	Total Minority Business Enterprise (MBE)	Sub	\$9,451,315	1.59%	\$4,355,027	0.73%	\$13,806,343	2.32%	
12	Women Business Enterprise (WBE)	Sub	\$3,819,862	0.64%	\$3,503,839	0.59%	\$7,323,701	1.23%	
13	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Sub	\$0	0.00%	\$0	0.00%	\$0	0.00%	
14	Disabled Veteran Business Enterprise (DVBE)	Sub	\$5,070	0.00%	\$1,004,802	0.17%	\$1,009,872	0.17%	
15	Other 8(a)*	Sub	\$0	0.00%	\$0	0.00%	\$0	0.00%	
16	TOTAL WMDVLGBTBE	Sub	\$13,276,247	2.23%	\$8,863,668	1.49%	\$22,139,916	3.72%	

17	Total Product Procurement***	\$126,291,774
18	Total Service Procurement ***	\$468,519,721
19	Net Procurement**	\$594,811,495

NOTE: * FIRMS CLASSIFIED AS 8(a) OF SMALL BUSINESS ADMINISTRATION INCLUDES NON-WMDVLGBTBE
** NET PROCUREMENT INCLUDES PURCHASE ORDER, NON-PURCHASE ORDER, AND CREDIT CARD DOLLARS
Direct - DIRECT PROCUREMENT
Sub - SUBCONTRACTOR PROCUREMENT
% - PERCENTAGE OF NET PROCUREMENT
*** (WMDVLGBTBE Only - Comcast does not track non-diverse subcontractors.)

COMCAST	2018	G. O. #156 Sec 9.1.2
WMDVLGBTBE Procurement by Standard Industrial Categories		

SIC Category	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 Veterans Business Enterprise (DVBE)	CPUC + Tier 2		No CPUC/Tier 2 (all other dollars)	
	Male	Female	Male	Female	Male	Female	Male	Female					Other 8(a)**	Total WMDVLGBTBE	Total Dollars	
Raw Materials/Construction/Industrial Services (7,8,15,16,17,26,28,32,33,46,49,52)	\$ 207,954	\$0	\$2,228,971	\$0	\$2,191,582	\$0	\$0	\$0	\$4,628,507	\$464,142	\$0	\$0	\$0	\$5,092,649	\$284,243,808	
	% 0.1%	% 0.0%	% 0.8%	% 0.0%	% 0.8%	% 0.0%	% 0.0%	% 0.0%	% 1.6%	% 0.2%	% 0.0%	% 0.0%	% 0.0%	% 1.8%	% 100.0%	
Finished Products / Misc. Goods (20,23,25,31,39,50,51,56,57,59,70)	\$ 414,848	\$85,312	\$0	\$3,300	\$233,041	\$1,581,933	\$0	\$75,125	\$2,393,559	\$6,297,000	\$0	\$74,557	\$0	\$8,765,115	\$25,656,621	
	% 1.6%	% 0.3%	% 0.0%	% 0.0%	% 0.9%	% 6.2%	% 0.0%	% 0.3%	% 9.3%	% 24.5%	% 0.0%	% 0.3%	% 0.0%	% 34.2%	% 100.0%	
Technical Equipment / Analysis Instruments (34,35,36,38)	\$ 89,264	\$117,747	\$310,505	\$0	\$150,611	\$0	\$0	\$0	\$668,127	\$5,568,108	\$0	\$0	\$0	\$6,236,235	\$69,843,616	
	% 0.1%	% 0.2%	% 0.4%	% 0.0%	% 0.2%	% 0.0%	% 0.0%	% 0.0%	% 1.0%	% 8.0%	% 0.0%	% 0.0%	% 0.0%	% 8.9%	% 100.0%	
Transportation / Repair / Food (40,42,45,47,53,54,55,58,75,76)	\$ 1,962,164	\$0	\$3,465,101	\$0	\$23,759	\$535,431	\$0	\$0	\$5,986,455	\$5,091,978	\$0	\$1,009,872	\$0	\$12,088,305	\$24,188,781	
	% 8.1%	% 0.0%	% 14.3%	% 0.0%	% 0.1%	% 2.2%	% 0.0%	% 0.0%	% 24.7%	% 21.1%	% 0.0%	% 4.2%	% 0.0%	% 50.0%	% 100.0%	
Professional Services (61,65,67,73,87,89)	\$ 1,819,486	\$2,347,236	\$0	\$0	\$4,006,934	\$813,985	\$0	\$0	\$8,987,641	\$3,986,303	\$0	\$0	\$0	\$12,973,944	\$45,338,941	
	% 4.0%	% 5.2%	% 0.0%	% 0.0%	% 8.8%	% 1.8%	% 0.0%	% 0.0%	% 19.8%	% 8.8%	% 0.0%	% 0.0%	% 0.0%	% 28.6%	% 100.0%	
Legal Services (81)	\$ 0	\$0	\$246,054	\$0	\$192,319	\$0	\$0	\$0	\$438,373	\$0	\$0	\$0	\$0	\$438,373	\$3,621,251	
	% 0.0%	% 0.0%	% 6.8%	% 0.0%	% 5.3%	% 0.0%	% 0.0%	% 0.0%	% 12.1%	% 0.0%	% 0.0%	% 0.0%	% 0.0%	% 12.1%	% 100.0%	
Communications / Other Services (27,48,72,78,80,82,83,86,92,96)	\$ 0	\$607,415	\$0	\$0	\$0	\$0	\$0	\$0	\$607,415	\$0	\$0	\$0	\$0	\$607,415	\$95,684,707	
	% 0.0%	% 0.6%	% 0.0%	% 0.0%	% 0.0%	% 0.0%	% 0.0%	% 0.0%	% 0.6%	% 0.0%	% 0.0%	% 0.0%	% 0.0%	% 0.6%	% 100.0%	
Rubber & Misc. Plastic Products	\$ 0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$5,937	\$0	\$0	\$0	\$5,937	\$81,491,863	
	% 0.0%	% 0.0%	% 0.0%	% 0.0%	% 0.0%	% 0.0%	% 0.0%	% 0.0%	% 0.0%	% 0.0%	% 0.0%	% 0.0%	% 0.0%	% 0.0%	% 100.0%	
Transportation Equipment	\$ 0	\$0	\$0	\$0	\$0	\$0	\$25,798	\$0	\$25,798	\$0	\$0	\$0	\$0	\$25,798	\$81,511,724	
	% 0.0%	% 0.0%	% 0.0%	% 0.0%	% 0.0%	% 0.0%	% 0.0%	% 0.0%	% 0.0%	% 0.0%	% 0.0%	% 0.0%	% 0.0%	% 0.0%	% 100.0%	
TOTAL	\$ 4,493,715	\$3,157,710	\$6,250,632	\$3,300	\$6,798,246	\$2,931,349	\$25,798	\$75,125	\$23,735,874	\$21,413,468	\$0	\$1,084,429	\$0	\$46,233,771	\$548,577,725	
	% 0.82%	% 0.58%	% 1.14%	% 0.00%	% 1.24%	% 0.53%	% 0.00%	% 0.01%	% 4.33%	% 3.90%	% 0.00%	% 0.20%	% 0.00%	% 7.77%	% 100.00%	

Total Product Procurement	\$126,291,774
Total Service Procurement	\$468,519,721
Net Procurement***	\$594,811,495

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

COMCAST	2018	G. O. #156 Sec 9.1.2 (D.11-05-019 & D.06-11-028)
Number of WMDVLGBTBE Suppliers and Revenue Reported to the Clearinghouse		

Data on Number of Suppliers												
# WMDVLGBTBEs	Number of Suppliers Reported to CHS***						Utility-Specific 2017 Summary					
	MBE	WBE	LGBTBE****	DVBE****	Other 8(a)*	Grand Total	MBE	WBE	LGBTBE	DVBE	Other 8(a)*	Grand Total
Under \$1 million	7	7		2		16	7	7		2		16
Under \$5 million	12	1		1		14	12	1		1		14
Under \$10 million	6	5				11	6	5				11
Above \$10 million	20	15				35	20	15				35
TOTAL	45	28	0	3	0	76	45	28	0	3	0	76

Revenue and Payment Data												
WMDVLGBTBE \$M	Revenue Reported to CHS***						Utility-Specific 2017 Summary					
	MBE	WBE	LGBTBE	DVBE****	Other 8(a)*	Grand Total	MBE	WBE	LGBTBE	DVBE	Other 8(a)*	Grand Total
Under \$1 million	\$1,430,416	\$2,212,826		\$1,079,359		\$4,722,601	\$1,430,416	\$2,212,826		\$1,079,359		\$4,722,601
Under \$5 million	\$3,032,534	\$1,528,851		\$5,070		\$4,566,455	\$3,032,534	\$1,528,851		\$5,070		\$4,566,455
Under \$10 million	\$4,818,971	\$1,330,796				\$6,149,767	\$4,818,971	\$1,330,796				\$6,149,767
Above \$10 million	\$14,565,539	\$16,229,409				\$30,794,948	\$14,565,539	\$16,229,409				\$30,794,948
TOTAL	\$23,847,460	\$21,301,882	\$0	\$1,084,429	\$0	\$46,233,771	\$23,847,460	\$21,301,882	\$0	\$1,084,429	\$0	\$46,233,771

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

CHS: SUPPLIER CLEARINGHOUSE

***DATA INCLUDES TOTAL REVENUE RECORDED IN CHS FOR ALL CURRENT SUPPLIERS AS ENTERED BY THE SUPPLIERS.

**** REVENUE DATA NOT AVAILABLE IN CHS.

***** LGBTE CERTIFIED THROUGH NGLCC - MERGER TO CPUC DATABASE PENDING

COMCAST	2018	G.O. #156 Sec. 9.1.2
Description of WMDVLGBTBEs with CA Majority Workforce		

Comcast reports 39 of the 76 WMDVLGBTBEs with California Majority Workforce.

COMCAST	2018	G.O. #156 Sec. 9.1.3
WMDVLGBTBE Program Expenses		

Expense Category	Year (Actual)
Wages	\$130,000
Other Employee Expenses	\$636
Program Expenses	\$73,759
Reporting Expenses	\$0
Training	\$0
Consultants	\$0
Other	\$0
TOTAL	\$204,395

COMCAST	2018	G.O. #156 Sec. 9.1.4
Description of Progress in Meeting or Exceeding Set Goals		

As a percent of total procurement, Comcast California's 2018 spending with CPUC-certified businesses decreased, from 9.70% to 7.77%, due to an increase in total net procurement by the Comcast California, as well as other factors described below.

This continues to be a journey of wins and discovery of areas for improvement. Due in part to the wildfires that occurred in Northern California, over 50% of Comcast's spending was related to network construction. Comcast California is still rebounding from the loss of three Prime diverse suppliers. Comcast California experienced a major loss when one of the CPUC Prime suppliers no longer a partner due to being acquired by one of our non-diverse Prime suppliers. As a result there was an annual reduction in CPUC spend of \$16 million as reported in 2016.

As a result of some of California's unique qualifications for MBE status, Comcast California's qualifying spend was reduced by approximately \$75.5 million compared to its actual diverse spend. The exclusion of people of Middle Eastern descent pared Comcast California's qualifying spend by \$20 million. Additionally, a construction firm owned by Hispanic Americans was disqualified as a result of its use of venture capital financing, resulting in the loss of approximately \$55.5 million on diverse spend.

Moreover, in 2018, one of our Prime partner's subsidiaries applied for CPUC certification but they were denied, as their majority owner was considered to lack operational control despite having received CPUC certification three years prior. The inclusion of these contractors would have resulted in an MBE spend of approximately 17%.

The nature of our construction impacts our diversity spend by limiting the number of construction companies approved to work within our plant. To ensure quality control, Comcast purchases all materials that our construction suppliers use for expansions and upgrades. This requires our Prime construction companies to set up shipping and receiving of Comcast materials and exposes them to consistent audits throughout the year. To ensure a uniform customer experience across the Region and to maintain quality for our customers, the number of qualifying construction Primes is limited. Moreover, adding a construction company to handle an assigned area requires a tremendous amount of investment by the construction company.

Comcast procures construction, computer hardware, staffing and materials through CPUC-certified companies for use throughout the national footprint. While Comcast California spent a total of \$46.2 million with CPUC-certified suppliers in 2018, nationally, over \$355.5 million was spent with CPUC certified suppliers beyond California. One such instance is our procurement of computer hardware, which is procured through a CPUC certified supplier. Our West Division spends approximately \$6 million with this WMBE certified company. Comcast California receives products through procurement at our West Division, however the CPUC spend is not captured through our California ledger, however California is a recipient of the products. In 2018, West Division spent \$2 million with CPUC diverse suppliers impacting California's operations, however this spend is not auditable through Comcast California's spend.

Certain allocations are executed through our West Division spend that included an analysis of our customer services allocations. Through further analysis, it was determined that there is a CPUC supplier that supports these efforts. We have another diverse supplier that does not qualify for CPUC certification that supports the customer services initiatives, this such Company is ineligible due to their financial structure. They obtained venture capital that has changed the financial structure of the Company disqualifying them for CPUC certification, however they qualify for National certification.

COMCAST	2018	G.O. #156 Sec. 9.1.4
WMDVLGBTBE Results and Goals		

Category	2018 Results	2019 Goals
Minority Men	2.95%	6.17%
Minority Women	1.04%	1.01%
Minority Business Enterprise (MBE)	3.99%	7.19%
Women Business Enterprise (WBE)	3.60%	4.78%
Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	0.00%	0.00%
Disabled Veteran Business (DVBE)	0.18%	0.04%
TOTAL WMDVLGBTBE	7.77%	12.00%

% - PERCENTAGE OF NET PROCUREMENT

COMCAST	2018	G.O. #156 Sec. 9.1.5
Description of Prime Contractor Utilization of WMDVLGBTBE Subcontractors		

Comcast California has many key Prime suppliers who serve as vital business partners. All of our suppliers have a significant role in the success of our operations, and the Prime suppliers have major roles supporting our initiatives and goals. Our Prime suppliers attended events throughout the year where they participated in matchmaking opportunities, industry panels and facilitated discussions related to the cable industry and supplier sourcing. We enhance their partnerships with their subcontractors and foster the relationships to help the subcontractors thrive. With the emphasis on partnerships, we assist in fostering relationships with prospective subcontractors through our advocacy of our Supplier Diversity Program goals. We expect our Primes to support our goal of 21.5% spend with diverse suppliers. Our goal is to provide resources and opportunities to share the information pertaining to CPUC certified suppliers and create opportunities to further develop the diverse supplier subcontractor relationships. We work to achieve this goal through consistent communication with our Supplier Diversity Manager through monthly calls, status reports and development of their supplier diversity goals within their organizations.

In 2018, Comcast California experienced an increase in Tier II spend, especially in diverse construction suppliers, our highest procurement spend category. Our Supplier Diversity Manager assisted the Prime suppliers in identifying and hiring diverse sub-contractors throughout our footprint as well as assisted with certifications/re-certifications. In an effort to proactively partner with our Primes, a brief analysis was conducted to identify diverse Tier II suppliers whom may be candidates for becoming Prime construction contractors and further actions are highlighted in the 2019 Annual Plan.

COMCAST	2018 Annual Report	G.O. #156 Sec. 9.1.5
Summary of Prime Contractor Utilization of WMDVLGBTBE Subcontractors		

	Minority Male	Minority Female	Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veterans Business Enterprise (DVBE)	Other 8(a)*	TOTAL WMDVLGBTBE ***
Direct \$	\$8,340,036	\$1,589,495	\$9,929,531	\$14,089,768	\$0	\$74,557	\$0	\$24,093,856
Subcontracting \$	\$9,231,395	\$4,580,017	\$13,811,412	\$7,323,701	\$0	\$1,009,872	\$0	\$22,144,985
Total \$	\$17,571,431	\$6,169,512	\$23,740,943	\$21,413,469	\$0	\$1,084,429	\$0	\$46,238,841

Direct %	1.40%	0.27%	1.67%	2.37%	0.00%	0.01%	0.00%	4.05%
Subcontracting %	1.55%	0.77%	2.32%	1.23%	0.00%	0.17%	0.00%	3.72%
Total %	2.95%	1.04%	3.99%	3.60%	0.00%	0.18%	0.00%	7.77%

Net Procurement**	\$594,811,496
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NOTE: *FIRMS CLASSIFIED AS 8(a) OF SMALL BUSINESS ADMINISTRATION INCLUDES NON-WMDVLGBTBE

**NET PROCUREMENT INCLUDES PURCHASE ORDER, NON-PURCHASE ORDER, AND CREDIT CARD DOLLARS

% - PERCENTAGE OF NET PROCUREMENT

Direct - DIRECT PROCUREMENT

Sub - SUBCONTRACTOR PROCUREMENT

***SLIGHT DIFFERENCE IN TOTAL OVERALL SPEND DUE TO ROUNDING. <= \$1

COMCAST	2018	G.O. #156 Sec. 9.1.6
A List of WMDVLGBTBE Complaints Received and Current Status		

No complaints received in 2018.

COMCAST	2018	G.O. #156 Sec. 9.1.7
Description of Efforts to Recruit WMDVLGBTBE Suppliers in Low Utilization Categories		

Comcast Corporation pursues its diversity objectives in the purchase of professional services, including legal, financial, and media/advertising services.

Legal Services

Comcast remains committed to working with diverse lawyers and law firms.

Comcast was a founding member of the Inclusion Initiative, a collaborative effort of forward-looking companies committed to a measurable increase in the retention of minority- and women-owned law firms by Corporate America. To that end, Comcast spent approximately \$1.5 million with diverse law firms in 2018, and also remains committed to working with diverse lawyers at majority-owned law firms. Comcast continues to support the National Association of Minority & Women Owned Law Firms' ("NAMWOLF"), a non-profit trade association comprised of minority- and women-owned law firms, as well as diverse bar associations and professional organizations.

The company's legal department has an active and engaged diversity and inclusion council with sub-committees focused on:

- Pipeline – Focuses on developing a pipeline of diverse talent by introducing diverse populations to the legal profession.
- Outside Counsel – Focuses on engaging and retaining diverse outside counsel.
- Outreach – Works with women- and minority-owned law firms, and serves as attorney liaisons with national affinity groups.
- International – Takes a global view of the legal department's Diversity and Inclusion (D&I) initiatives.

In September 2018, Comcast's General Counsel held an offsite meeting for 275 of the company's senior attorneys, which included a session on diversity and inclusion. During the session, attendees received an update on the work of the legal department's D&I council, and also heard from Jerry Kang, UCLA's Vice Chancellor for Equity, Diversity and Inclusion, who provided a training on unconscious bias in the legal profession.

In October 2018, Comcast sponsored the 2018 Minority Corporate Council Association's (MCCA) Diversity Gala, which honors individuals, corporate legal departments, and law firms championing diversity and inclusion in the legal profession.

Throughout the year, legal professionals from across the company also participated in outreach activities with NAMWOLF and other organizations focused on improving diversity in the legal profession. Comcast also remains committed to working with diverse lawyers at majority-owned law firms that do not qualify for MBE status.

Financial Services

Comcast has a longstanding relationship with the diverse banking community and pursues its diversity objectives in the purchase of professional services, including financial services.

For over 20 years, Comcast has demonstrated a strong commitment to hire diverse talent for many of the services we require. Over this time, Comcast either raised capital or used the services of minority-owned, women-owned and service-disabled veteran-owned institutions for bond underwriting, stock repurchases, commercial paper placement, syndication of our minority-owned credit facility and management of some of our assets as described above. Comcast's commitment to this program remains an important aspect of our overall diversification policy.

364-Day Credit Facility: For the 15th consecutive year in 2018, Comcast entered into a 364-day syndicated revolving credit facility with a group of diverse banks and Community Development Financial Institutions led by African American-owned and controlled United Bank of Philadelphia (as administrative agent).

Bond Underwriting: Diverse banks have participated in the underwriting of numerous Comcast bond offerings, adding value to the process and earning significant income along the way. In the corporate bond market, Comcast used ten diverse firms to underwrite approximately \$175 million of financing in 2017 and eleven diverse firms to underwrite approximately \$366 million of financing in 2018.

Commercial Paper: Comcast continues to work with The Williams Capital Group, L.P., an African American-owned firm, as one of its placement agencies in the company's commercial paper program. This is an ongoing effort whereby Comcast routinely sells short-term promissory notes to investors for working capital financing.

Diverse Money Managers: Comcast utilizes diverse firms as money managers. In 2018, Comcast used an African American-owned firm to manage a portion of the company's short-term fixed income assets.

Investment Portal: In 2017, Comcast started using an investment portal provided by an African American-owned investment bank to invest in money market funds domestically and internationally. Comcast continues to look for opportunities to utilize diverse investment firms and banks that have added value and have demonstrated tangible benefits through the delivery of their services to act as brokers in equity transactions.

Diverse Media and Advertising Outlets

Our consistent support of diversity within financial and legal services continued with Comcast California's diversity spend, approximately \$12.8 million with diverse advertising outlets. Burrell Communications continues to serve as Comcast Corporation's agency of record for African-American creative advertising, and Gallegos United provides support for Comcast Corporation's Hispanic creative advertising and the international segment Agency of Record.

COMCAST	2018	G.O. #156 Sec. 9.1.11
WMDVLGBTBE Fuel Procurement		

Comcast is not engaged in fuel procurement for energy production.

Note: Comcast doesn't set goals based on Product and Service Spend by Category. Comcast's goals based on projected Diverse Spend by Year

COMCAST	2019	G.O. #156 Sec. 10.1.1
WMDVLGBTBE Annual SHORT, MID, AND LONG-TERM Goals by Product and Service Category		

	Short-Term 2019					Mid-Term 2020					Long-Term 2022				
	Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veterans Business Enterprise (DVBE)	WMDVLGBTBE	Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veterans Business Enterprise (DVBE)	WMDVLGBTBE	Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veterans Business Enterprise (DVBE)	WMDVLGBTBE
Products	1.13%	3.92%	0.00%	0.02%	5.07%	1.59%	5.56%	0.00%	0.04%	7.19%	2.06%	7.19%	0.00%	0.05%	9.30%
Subtotal	1.13%	3.92%	0.00%	0.02%	5.07%	1.59%	5.56%	0.00%	0.04%	7.19%	2.06%	7.19%	0.00%	0.05%	9.30%

	Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veterans Business Enterprise (DVBE)	WMDVLGBTBE	Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veterans Business Enterprise (DVBE)	WMDVLGBTBE	Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veterans Business Enterprise (DVBE)	WMDVLGBTBE
Services	6.07%	0.85%	0.00%	0.00%	6.93%	8.61%	1.21%	0.00%	0.00%	9.81%	11.14%	1.56%	0.00%	0.00%	12.70%
Subtotal	6.07%	0.85%	0.00%	0.00%	6.93%	8.61%	1.21%	0.00%	0.00%	9.81%	11.14%	1.56%	0.00%	0.00%	12.70%

TOTAL	7.20%	4.78%	0.00%	0.02%	12.00%	10.20%	6.76%	0.00%	0.04%	17.00%	13.20%	8.75%	0.00%	0.05%	22.00%
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COMCAST

2018

G.O. #156 Sec. 10.1.2

Description of WMDVLGBTBE Planned Program Activities for the Next Calendar Year
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2019 Annual Plan**ENHANCING THE PROGRAM IN 2019 (Section 10.1.2)****Internal**

Comcast California's 2019 internal plan includes the continued efforts related to senior leadership engagement, internal diverse spend analysis and consistent reporting on key data related to CPUC certified suppliers contract opportunities. Comcast California produces monthly spend reports and shares them through our West Division Supplier Diversity Program working group, Comcast California monthly working group meetings, quarterly senior leadership meetings and the Supplier Diversity Program Council of California. The consistent analysis will assist our team through corporate, West Division and Comcast California sourcing contract opportunities. Individual stakeholders are responsible for action plans for entering into new contracts with qualified diverse suppliers or resolving any potential issues or gaps. Teams will select individuals to champion the program and maintain communication during procurement opportunities through discussions and strategies regarding RFPs.

Our leadership team provides outreach and technical assistance resources and efforts to support the program goal attainment. Some of the internal initiatives include:

- Sustain Comcast Cable Corporate /West Division/Comcast California collaboration
- West Division and Corporate support for efforts to assist Comcast California with resources to exceed goals
- Plan and discuss implementation of supplier diversity plans with West Division
- Monthly participation at finance review senior leadership meetings to create opportunities to strategically plan projects based on the business unit needs
- Continued analysis of West Division and Region diverse spend and identification of opportunities
- Periodic Supplier Diversity Program internal correspondence to supervisors and above for updates

As we enter into 2019, with support of Corporate and West Division, we are continuing to conduct frequent analysis of our diverse spend, comparing to current allocation models. We have explored promising insights into our procurement process, and we are encouraged. For example, we have identified opportunities using a division-approach to increase spend diversity for smaller spend categories, e.g., call center as well as ensuring that our accounting identifies all spend that is, in fact, diverse.

External

Comcast California strives to solicit specific targeted groups, LGBTQ, SDVBE and minority groups such as Native American and African American through consistent outreach. Plans are underway to participate in Meet the Prime events, panel participation and matchmaking opportunities.

Outreach opportunities:

- Meet the Buyer - quarterly opportunities to connect diverse suppliers with internal stakeholders
- Partnerships with organizations to increase awareness and process of doing business with Comcast, in particular organizations that support LGBTBE and SDVOB enterprises
- Scholarships for Technical Assistance
- Presentations and mentoring for small, developing companies
- Co-host CA Supplier Diversity Cable Fair with Charter and Cox and Meet the Buyer including Primes
- WBEC – Pacific Board Membership
- Participation on panel discussions for CPUC, GGBA, Elite and American Indian Chamber

Tier II

As described above, approximately half of Comcast California's spend is allocated to five suppliers that serve as our Prime suppliers within the construction space. The team will prompt support from senior leadership to support the Tier II program goals and continue to actively collaborate with our partners to maintain consistent communication about our Supplier Diversity Program. Some of the initiatives include:

- Support, encouragement and development of Prime's supplier diversity program
- Provide details related to organizations that support supplier diversity and Prime partner participation
- Educate Prime suppliers in investing and committing to incorporate diverse suppliers
- Highly recommend participation of diverse supplier matchmaking/meet the buyer events
- Create partnerships to align and mutually support Supplier Diversity goals and objectives
- Encourage monthly calls/webinars to discuss opportunities, challenges and current spend status

COMCAST	2018	G.O. #156 Sec. 10.1.3
Plans for Recruiting WMDVLGBTBE Suppliers in Low Utilization Areas		

Nationwide, Comcast remains committed to the use of diverse suppliers, which includes increasing partnerships with diverse organizations and Tier II subcontractors, encouraging Prime suppliers to work with diverse vendors, and grow existing initiatives. See [Comcast Supplier Diversity](#). Comcast California will participate in these company-wide initiatives.

COMCAST	2018	G.O. #156 Sec. 10.1.4
Plans for Recruiting WMDVLGBTBE Suppliers Where Unavailable		

Plans will be developed when or if new areas of technology or services materialize based on future Corporate products and service initiatives.

COMCAST	2018	G.O. #156 Sec. 10.1.5
Plans for Encouraging Prime Contractors to Subcontract WMDVLGBTBE Suppliers		

PLANS FOR ENCOURAGING BOTH PRIME CONTRACTORS AND GRANTEES TO ENGAGE DIVERSE SUPPLIERS IN ALL CATEGORIES, WHICH PROVIDES SUBCONTRACTING OPPORTUNITIES

In 2019, Comcast California continues to strongly support and encourage our Prime suppliers to utilize more diverse Tier II suppliers. The following will be implement in 2019:

Scheduled, monthly meetings to filed questions and discuss new recommendations for diverse suppliers,

Highly encourage Primes' participation at diverse supplier matchmaking events,

Consistent discussions regarding recommended CPUC certified suppliers and

Requested attendance at Comcast hosted "Meet the Buyer" and Cable Expo events.

COMCAST	2018	G.O. #156 Sec. 10.1.6
Plans for Complying with WMDVLGBTBE Program Guidelines		

PLANS FOR COMPLYING WITH THE SUPPLIER DIVERSITY PROGRAM GUIDELINES ESTABLISHED BY COMMISSION AS REQUIRED BY PUBLIC UTILITIES SECTION 8283(c)

Comcast California continues to voluntarily comply with General Order 156. Each year, Comcast California is evolving and enhancing its reporting methods and Supplier Diversity Program.

Annual Energy Product Results by Ethnicity and WMDVLGBTBE Certification

(All dollar figures in \$MM)

Product ¹	Unit	Results by Ethnicity & Gender												Results by WMDVLGBTBE Certification					Total WMDVLGBTBE 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) ³				
		Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Total	Total	Total	Total	Total				
NATURAL GAS	SHORT TERM	\$																				
		%																				
	LONG TERM	\$																				
		%																				
	Total Natural Gas	\$																				
		%																				
LPG	SHORT TERM	\$																				
		%																				
	LONG TERM	\$																				
		%																				
	Total LPG	\$																				
		%																				
Overall Total \$																						
Overall Total %																					Overall WMDVLGBTBE%:	

Note:
 Short Term Gas - 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
¹Excludes purchases from the CAISO, other IOUs, utilities, Federal entities, State entities, Municipalities and cooperatives
²Firms with multi-minority ownership status
³Includes Non-WMDVLGBT firms classified as 8(a) of Small Business Administration
 % - percentages calculated by the Row Category Total Procurement Spend

Annual Power Product Results by Ethnicity and WMDVLGBTBE Certification

(All dollar figures in \$MM)

Product ¹	Unit	Results by Ethnicity & Gender												Results by WMDVLGBTBE Certification							Total WMDVLGBTBE Procurement Spend ³	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) ⁶	Subcontracting Total						
		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																							
		% ²																							
Non-Renewable Power Products Direct	Physical	\$																							
		%																							
		\$ ²																							
		% ²																							
Fuels for Generation	Diesel Direct	\$																							
		%																							
	Nuclear Direct	\$																							
		%																							
Natural Gas Direct	Physical	\$																							
		%																							
Post 2011	SubTotal of Columns ⁴	\$																					\$ -	\$ -	
	SubTotal % of Total Procurement Spend	%																						Overall WMDVLGBTBE %:	
ALL	SubTotal of Columns ⁴	\$																					\$ -	\$ -	
	SubTotal % of Total Procurement Spend	%																						Overall WMDVLGBTBE %:	

Notes:

- 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 WMDVLGBTBE spend does not include pre-COD subcontracting values
 - ⁴Includes all power procurement commitments
 - ⁵Firms with multi-minority ownership status
 - ⁶Firms classified as 8(a) by the Small Business Administration includes non-WMDVLGBTBE
- % - percentages calculated by the Row Category Total Procurement Spend