



Year 2017 Utilities Procurement of Goods, Services and Fuel from Women-, Minority-, Disabled Veteran-, and LGBT-owned Business Enterprises



September 2018



California Public Utilities Commission

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EXECUTIVE SUMMARY

This is the California Public Utilities Commission's (CPUC) 32nd Annual Report to the Legislature on the progress reported by investor-owned utility companies (utilities) in procuring goods, services, power, and fuel from women-owned, minority-owned, disabled-veteran-owned, and lesbian, gay, bisexual, and/or transgender (LGBT)-owned business enterprises (WMDVLGBTBE or diverse supplier) in 2017.¹ Highlights of the report include:

- In 2017, the utilities, for the first time, procured more than \$10 billion from diverse suppliers.
- The utilities' procurement expenditure with diverse suppliers increased by 12.55 percent from \$9.37 billion in 2016, to \$10.55 billion in 2017. The percentage of total utilities' procurement with diverse suppliers increased as well from 30.92 percent to 31.17 percent.
- The utilities exceeded the CPUC's General Order (GO) 156 overall 21.5 percent goal in 2017, as well as the minority-owned, women-owned, and disabled veteran-owned business enterprises goals (15%, 5%, and 1.5%, respectively).
- Compared to 2016 results, the utilities increased their procurement spending in all diverse categories (women-owned, minority-owned, disabled-veteran-owned, and LGBT-owned business enterprises) in 2017, representing higher percentages of total utilities' procurement with the exception of the WBE category.
- In the area of utilities' prime contractors subcontracting with diverse suppliers, the utilities reported a 5.03 percent increase from \$1.96 billion (6.45%) in 2016 to \$2.06 billion (6.07%) in diverse dollar spends.
- In 2017, Pacific Gas and Electric Company (PG&E), San Diego Gas & Electric (SDG&E), Southern California Edison (SCE), Southern California Gas (SoCalGas), and Southwest Gas spent more than 40 percent of their procurement dollars with diverse suppliers.
- Charter Communications (Charter), Comcast California (Comcast), Level 3 Communications (Legacy Level 3), Lodi Gas Storage, TelePacific Communications (TelePacific), and XO Communications procured less than 10 percent of their total procurement from WMDVLGBTBEs in 2017.
- AT&T Mobility, California Water Service (Cal Water), Charter, Comcast, Legacy Level 3, Liberty CalPeco (Liberty), Lodi Gas Storage, San Jose Water, TelePacific, T-Mobile West, LLC and MetroPCS California, LLC (T-Mobile), Trans Bay Cable, Wild Goose Storage, and XO Communications did not meet the GO 156 overall 21.5 percent goal.
- AT&T Mobility, Comcast, Legacy Level 3, Lodi Gas Storage, San Jose Water, TelePacific, Trans Bay Cable, T-Mobile, Wild Goose, and XO Communications did not meet the 21.5 percent goal in 2016 and 2017.

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

- Charter submitted its first GO 156 report in March 2018.
- Pacific Power (PacifiCorp) increased its diverse procurement spend by 986.07 percent from \$0.36 million in 2016 to \$3.88 million in 2017.
- For the gas and electric utilities participating in the GO 156, Southwest Gas continued to procure the most percentage of total procurement in 2017 (69%).
- In 2017, Sprint procured the uppermost diverse percentage of total procurement (36.46%) compared to the other GO 156 participating communications companies.
- Among the GO 156 participating water utilities, in 2017, Suburban Water Company achieved the highest WMDVLGBTBE percentage of total procurement (38.63%).

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 women-business enterprises (WBE), and minority-business enterprises (MBE). This bill created the foundation for the California Public Utilities Commission's (CPUC) Utility Supplier Diversity Program. Subsequently, the CPUC issued General Order (GO) 156 to implement the statutes and set the Utility Supplier Diversity Program framework and guidelines. On June 3, 1992, Decision (D.) 92-06-030 amended GO 156 to add disabled veteran-owned business enterprises (DVBЕ) into the Program. On June 11, 2015, through D.15-06-007, GO 156 was amended again to implement AB 1678 (Gordon) that included lesbian, gay, bisexual, and/or transgender (LGBT)-owned business enterprises (LGBTBE).² GO 156 directly covers CPUC-regulated investor-owned electrical, gas, water, wireless telecommunications service provider, and telephone corporations companies and their regulated subsidiaries and affiliates, with gross annual revenues exceeding \$25 million (utilities).

The Utility Supplier Diversity Program promotes and monitors utilities' procurement from WBEs, MBEs, DVBЕs and LGBTBEs (WMDVLGBTBE or diverse supplier) as well as oversees a certification clearinghouse (the Supplier Clearinghouse).³ The Program encourages the utilities to purchase at least 21.5 percent of their procurement from WMDVLGBTBEs (15% from MBEs, 5% from WBEs, and 1.5% from DVBЕs). Currently, the program does not have a percentage target goal for LGBTBEs. The CPUC will review and make a determination on LGBTBE program goal by 2021.⁴ Nevertheless, the utilities are strongly encouraged to include LGBTBEs in their procurement.

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

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

⁴ GO 156, Section 8.3.6.

Public Utilities Code (PU Code) Section 8283 (d) requires each participating utility⁵ to report annually to the CPUC on its diverse procurement performance and plans for future improvements. This requirement is further reiterated in GO 156, Section 9. The intent of the supplier diversity reports is to provide the CPUC with information on the utilities' diversity procurement performance, progress in meeting their short-, mid-, and long-term supplier diversity goals, and future program enhancement plans.

OVERVIEW OF 2017 SUPPLIER DIVERSITY PROCUREMENT

In 2017, the GO 156 participating utilities reported a total of \$10.55 billion procurement with WMDVLGBTBEs, representing 31.18 percent of total utilities' procurement.

Category	Procurement Amount	Percentage Achieved	GO 156 Goal⁶
MBE	\$7.13 billion	21.08%	15%
WBE	\$2.83 billion	8.36%	5%
DVBE	\$0.54 billion	1.61%	1.5%
LGBTBE	\$0.05 billion	0.14%	No goal ⁷
8(a) ⁸	\$0.0004 billion	0.001%	No goal
Subcontracting	\$2.06 billion	6.07%	No goal

As the table below indicates, the utilities, year over year, continue to increase their procurement spending with diverse suppliers. In 2017, the total procurement with diverse suppliers increased by 12.55 percent from \$9.37 billion in 2016, to \$10.55 billion, as well as the percentage of total procurement from 30.92 percent to 31.18 percent.⁹

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

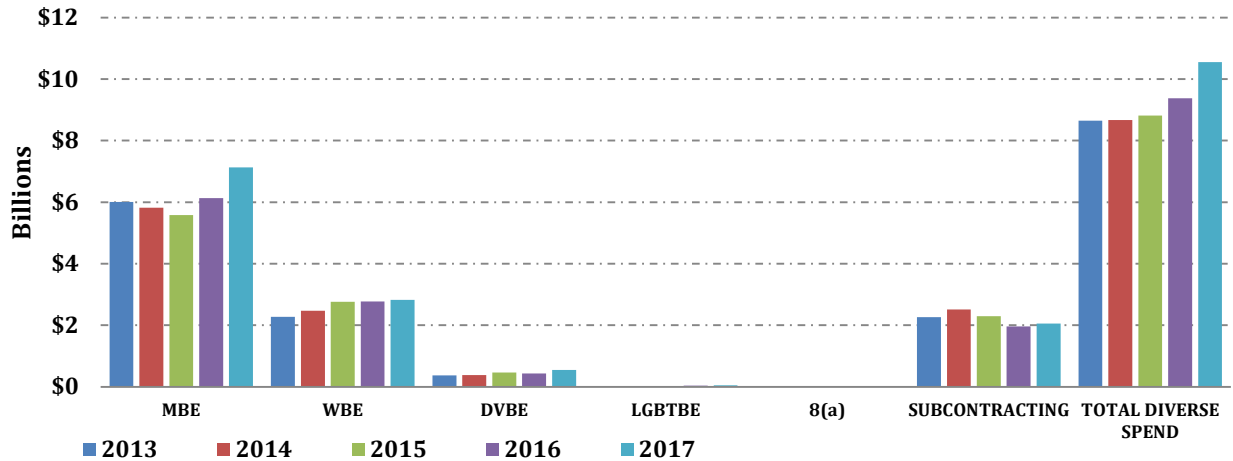
⁶ Aspirational goals set by GO 156, Section 8.2.

⁷ On June 11, 2015, through D.15-06-007, the CPUC included LGBTBEs into the GO 156 program. For the next five years, the CPUC will not set any numerically based goals and targets for LGBTBE procurement (GO 156, Section 8.3.2).

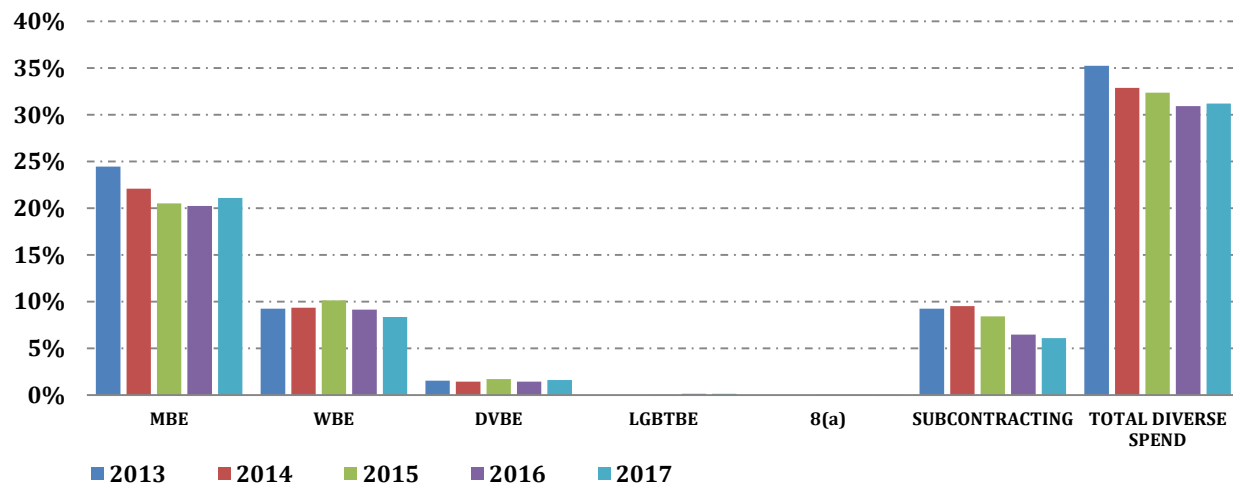
⁸ GO 156, Section 1.3.13: "Other groups or individuals found to be disadvantaged by the United States Small Business Administration (SBA) pursuant to Section 8(a) of Small Business Act as amended (15 U.S.C. 637(a)), or the Secretary of Commerce pursuant to Section 5 of Executive Order 11625." This category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

⁹ See Attachment A, Tables 3 and 11.

2013 - 2017 Supplier Diversity Procurement Results Comparison



2013 - 2017 Diverse Spend Percentage Comparison



The utilities, in addition, reported diverse procurement spend increases in all the GO 156 diverse categories in 2017, compared to 2016:¹⁰

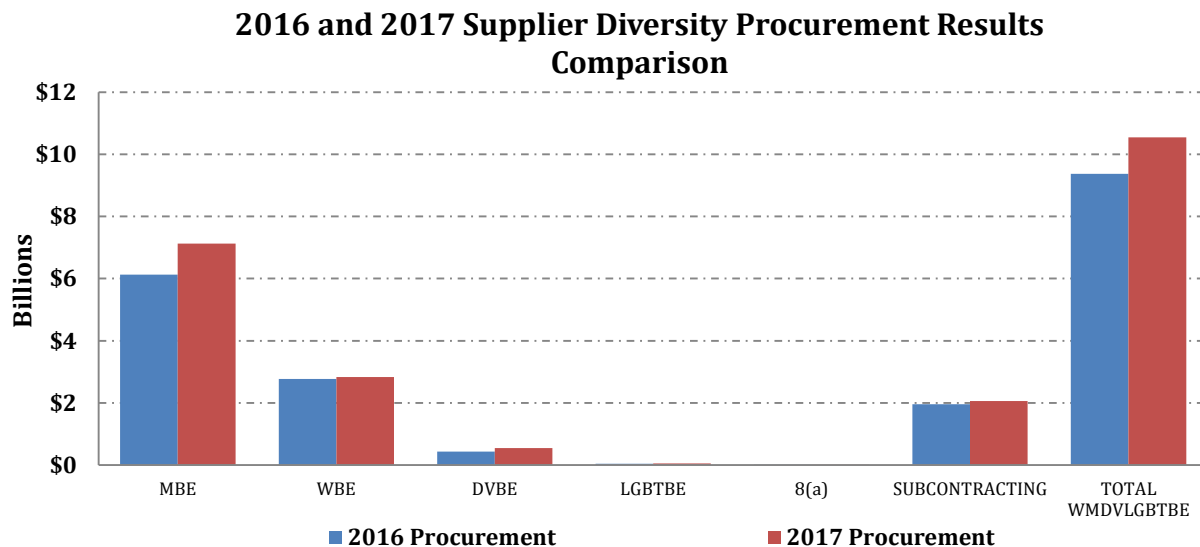
- MBE procurement increased by 16.27 percent from \$6.13 billion to \$7.13 billion, representing an increase in percentage of total procurement from 20.23 percent to 21.08 percent.
- WBE spend increased by 2.13 percent from \$2.77 billion to \$2.83 billion; however, the percentage of total procurement declined from 9.13 percent to 8.36 percent.
- DVBE spend showed an improvement of 25.01 percent from \$434.94 million to \$543.71 million with percentage of total procurement increase from 1.43 percent to 1.61 percent.

¹⁰ See Attachment A, Table 3.

- LGBTBE procurement had a 31.57 percent increase from \$36.63 million to \$48.2 million along with a higher percentage of total procurement from 0.12 percent to 0.14 percent.

In 2017, the utilities in aggregate procured 31.18 percent from diverse suppliers, exceeding the GO 156 overall goal of 21.5 percent. They also surpassed the MBE, WBE and DVBE goals.¹¹

Total diverse procurement spend reported by the utilities includes both direct spend with diverse suppliers and indirect spend through prime contractors with diverse subcontractors.¹² The utilities' diverse subcontracting spend increased by 5.03 percent from \$1.96 billion in 2016 to \$2.06 billion in 2017; however, the percentage of total procurement dropped from 6.45 percent to 6.07 percent.¹³



2017 UTILITY WMDVLGBTBE PROCUREMENT PROGRAM RESULTS

Attachment A of this report details the GO 156 participating utilities' 2016 and 2017 WMDVLGBTBE procurement data. To review the 2017 WMDVLGBTBE results, utilities are grouped into two categories.

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

The large utilities procure more compared to the small utilities. The large utilities'

¹¹ MBE – 15%; WBE – 5%; DVBE – 1.5%; LGBTBE – no goal

¹² GO 156 Section 6.3 directs “[e]ach utility to establish and maintain a subcontracting program for the purpose of encouraging its prime contractors to utilize WMDVLGBTBE subcontractors.”

¹³ See Attachment A, Table 11.

procurement activities represented almost 98 percent (\$33.14 billion) of the total utilities' procurement dollars reported in 2017 (\$33.83 billion).

As in previous years, in their 2017 report, Cox Communications (Cox) and MCI Communications, Inc. d/b/a Verizon Business Services (MCI) disclosed the national, but not the California-specific, diverse procurement spend. These companies' systems are not designed to capture California-specific diverse procurement data. Despite several efforts by CPUC staff to find solutions with both utilities that support the GO 156 reporting, the utilities continue to follow the practice of reporting national diverse spend only.

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

Program Results of the Large Utilities

Fifteen utilities fall under the large utility category:

- AT&T California (AT&T CA)
- AT&T Corporation (AT&T Corp)
- AT&T Mobility
- California Water Service (Cal Water)
- Charter Communications (Charter) ¹⁴
- Comcast California (Comcast)
- Frontier Communications (Frontier)
- Level 3 Communications (Legacy Level 3)
- Pacific Gas and Electric Company (PG&E)
- San Diego Gas & Electric (SDG&E)
- Southern California Edison (SCE)
- Southern California Gas Company (SoCalGas)
- Sprint Corporation (Sprint)
- T-Mobile West, LLC and MetroPCS California, LLC (T-Mobile)
- Verizon Wireless (Verizon)

The large utilities in aggregate achieved 31.31 percent, surpassing the GO 156 goal of 21.5 percent of total utilities' procurement. The utilities also met all three GO 156 diverse categories goals. SDG&E, SCE, PG&E, and SoCalGas lead the large utilities by spending more than 42 percent of their 2017 procurement with diverse suppliers, followed by Sprint at 36.46 percent, Frontier, 36.09 percent, and Verizon, 34.65 percent. Legacy Level 3, Charter, and Comcast procured the least from diverse supplies with percentage of total

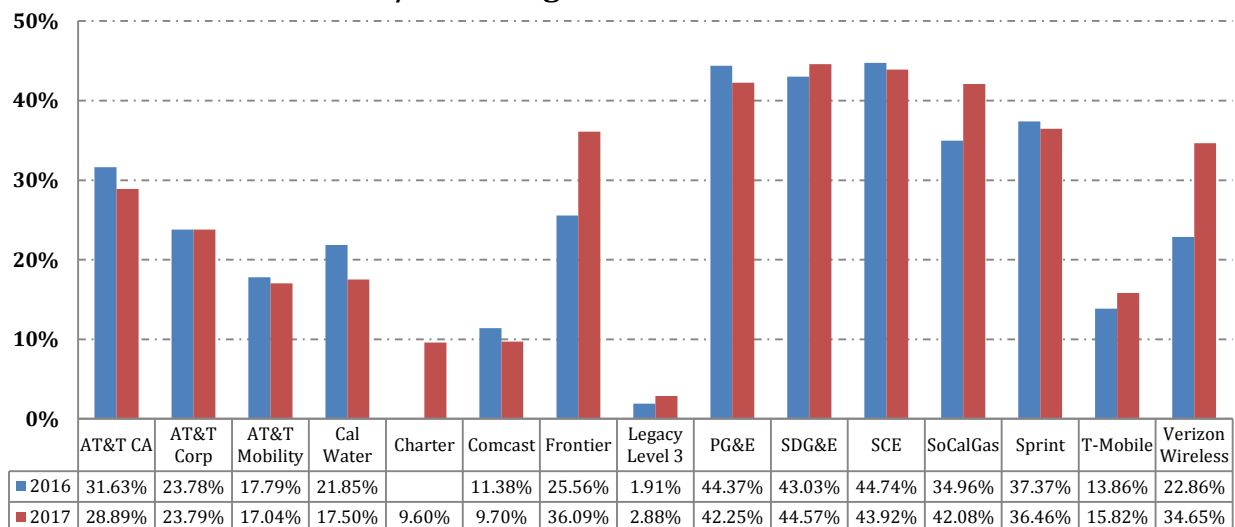
¹⁴ After the acquisition of Time Warner Cable Information Services, LLC and Bright House Networks Information Services, LLC in 2016, Charter launched its supplier diversity program in 2017 and submitted its first GO 156 report in March 2018.

procurement of 2.88 percent, 9.60 percent, and 9.70 percent, respectively. Charter launched its supplier diversity program in 2017 and submitted its first GO 156 report in 2018.

From the large utilities, Legacy Level 3, Charter, Comcast, T-Mobile, AT&T Mobility and Cal Water did not meet the GO 156 goal of 21.5 percent in 2017. AT&T Mobility, Comcast, Legacy Level 3 and T-Mobile did not meet the 21.5 percent goal in 2016 as well. In 2017, AT&T Corp, Frontier, Legacy Level 3, SDG&E, SoCalGas, T-Mobile, and Verizon increased their percentage of total procurement spend with diverse suppliers compared to 2016.

The large utilities increased overall diverse procurement spend by 12.41 percent from \$9.23 billion in 2016 to \$10.38 billion in 2017, improving the percentage of total procurement from 31.15 percent to 31.31 percent. AT&T Corp, Frontier, Legacy Level 3, SDG&E, T-Mobile and Verizon showed increases in dollars and percentage of total procurement with diverse suppliers. Conversely, AT&T Mobility, Cal Water, and PG&E reported decreases in both (see Tables 3, 1A, and 1B in Attachment A).

2016/2017 Large Utilities Performance

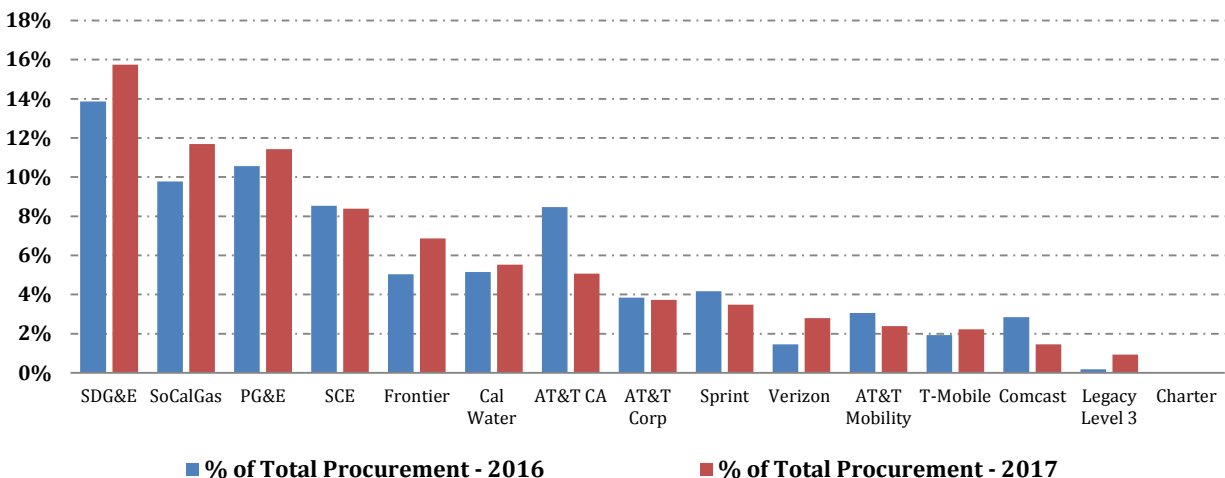


Large Utilities' Procurement: Subcontracting

Compared to 2016, the large utilities' diverse subcontracting spending improved by 4.58 percent in 2017 from \$1.94 billion to \$2.03 billion. The percentage of total procurement, nevertheless, decreased from 6.56 percent to 6.13 percent. All the large utilities reported diverse subcontracting procurement spend in 2017. From the large utilities, SDG&E reported the most percentage of total procurement at 15.74 percent, followed by SoCalGas, 11.68 percent, and PG&E, 11.42 percent. Charter, Legacy Level 3, and Comcast reported the least percentage of total procurement with 0.004 percent, 0.94 percent, and 1.46 percent, respectively. Cal Water, Frontier, Legacy Level 3, PG&E, SDG&E, T-Mobile, and Verizon showed increases in dollars and percentage of total procurement with diverse

subcontractors. On the other hand, AT&T CA, AT&T Corp, AT&T Mobility, and Comcast reported decreases in both (see Tables 11 in Attachment A).

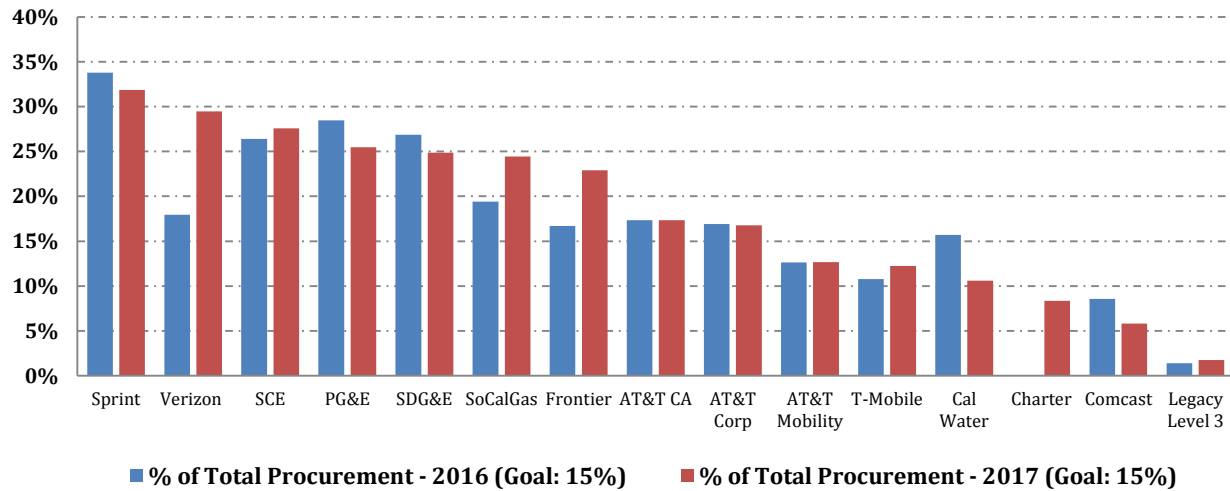
Subcontracting: Comparison of 2016 and 2017 Procurement



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

The large utilities' total MBE procurement increased by 16.40 percent from \$6.06 billion in 2016 to \$7.05 billion in 2017. The MBE percentage of total procurement also increased from 20.44 percent to 21.27 percent. Sprint had the highest percentage of total procurement (31.85%), followed by Verizon (29.45%), and SCE (27.57%). Legacy Level 3 (1.75%), Comcast (5.82) and Charter (8.36) had the least MBE percentage of total procurement. Out of the 15 large utilities, AT&T Mobility, Cal Water, Charter, Comcast, Legacy Level 3 and T-Mobile did not meet the 15 percent MBE procurement goal. AT&T CA, Frontier, Legacy Level 3, SCE, T-Mobile, and Verizon reported increases in dollars and percentage of total procurement with MBEs in 2017. At the same time, Cal Water, Comcast, and PG&E experienced decreases in both (see Tables 3, 1A, and 1B in Attachment A).

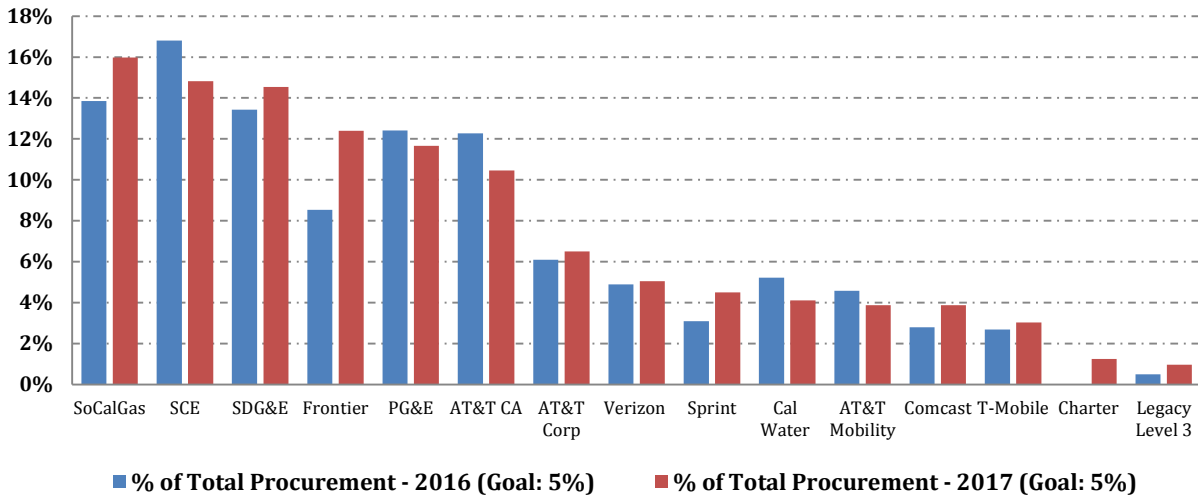
Minority Business Enterprises: Comparison of 2016 and 2017 Procurement



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

Overall, the large utilities' WBE procurement spend showed a 1.34 percent improvement from \$2.72 billion in 2016 to \$2.75 billion in 2017. However, the WBE percentage of total procurement decreased from 9.17 percent to 8.31 percent. The large utilities met the 5 percent WBE procurement goal with the exceptions of AT&T Mobility, Cal Water, Charter, Comcast, Legacy Level 3, Sprint, and T-Mobile. Of the large utilities, SoCalGas achieved 15.98 percent, the highest percentage of total procurement. SCE (14.82%) and SDG&E (14.53) also had high percentages. The utilities that reported the least WBE percentage are Legacy Level 3 (0.96%), Charter (1.25%), and T-Mobile (3.03%). AT&T Corp, Comcast, Frontier, Legacy Level 3, SDG&E, Sprint, T-Mobile and Verizon reported increases in dollars and percentage of total procurement with WBEs. In contrast, AT&T Mobility, Cal Water, PG&E, and SCE experienced decreases in both (see Tables 3, 1A, and 1B in Attachment A).

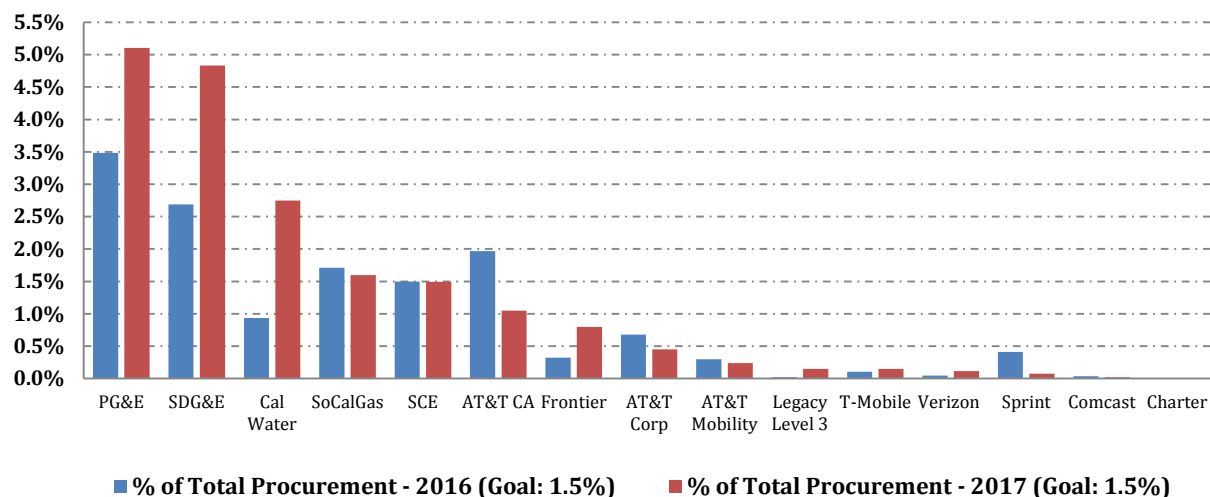
Women Business Enterprises: Comparison of 2016 and 2017 Procurement



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

In 2017, the large utilities' DVBE procurement increased by 24.86 percent from \$427.41 million in 2016 to \$533.68 million. The DVBE percentage of total procurement also increased from 1.44 percent to 1.61 percent. In 2017, the large utilities collectively met the program 1.5 percent DVBE goal, which was not the case in 2016. Of the large utilities, only Cal Water, PG&E, SDG&E, SCE, and SoCalGas met the DVBE goal. PG&E has the highest DVBE percentage of total procurement at 5.10 percent, followed by SDG&E, 4.83 percent, and Cal Water, 2.75 percent. Charter did not procure from DVBEs in 2017. The utilities that had the least DVBE procurement percentage are Comcast (0.02%), Sprint (0.07%) and Verizon (0.11%). Cal Water, Frontier, Legacy Level 3, PG&E, SDG&E, T-Mobile, and Verizon reported increases in dollars and percentage of total procurement from DVBEs. On the other hand, AT&T CA, AT&T Corp, AT&T Mobility, Comcast, SoCalGas, and Sprint reported declines in both (see Tables 3, 1A, 1B, 7A, and 7B in Attachment A).

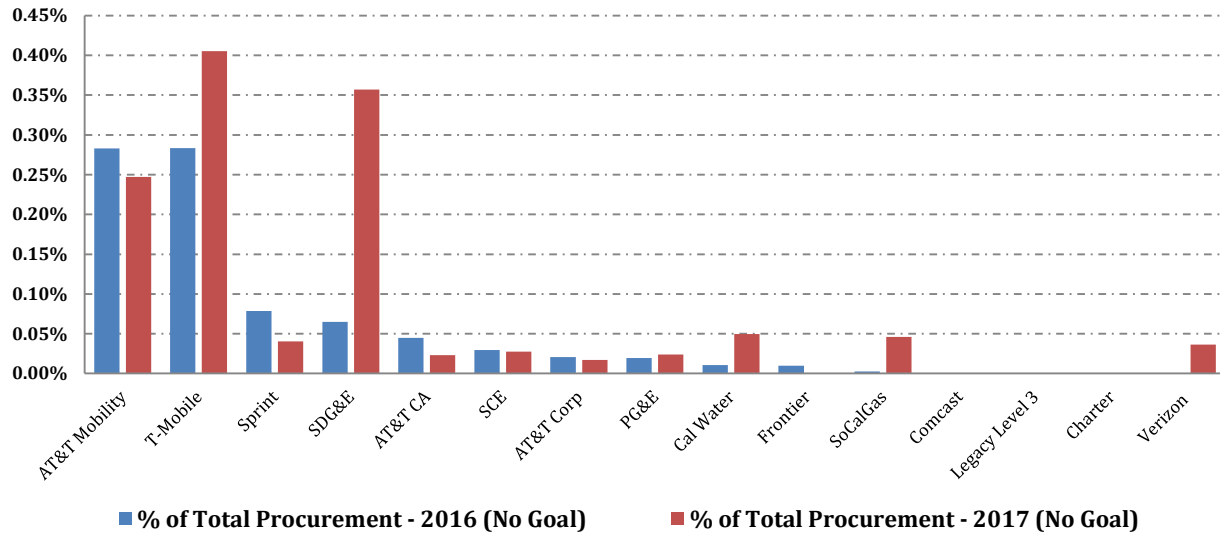
Disabled Veteran Business Enterprises: Comparison of 2016 and 2017 Procurement



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

In 2017, the large utilities procured a total of \$40.14 million from LGBTBEs, increasing the spend by 35.37 percent from \$29.65 million in 2016. The percentage of total procurement also increased from 0.10 percent to 0.12 percent. T-Mobile has the highest percentage of total procurement (0.41%), followed by SDG&E (0.36%), and AT&T Mobility (0.25%). In 2017, Charter, Comcast, and Frontier did not procure from LGBTBEs. Legacy Level 3 (0.0003%), AT&T CA (0.02%), AT&T Corp (0.02%), and PG&E (0.02%) procured the least LGBTBE percentage of total procurement in 2017. AT&T CA, AT&T Mobility, Comcast, Frontier, and Sprit showed decreases in percentage of total procurement and dollar spend with LGBTBEs, while Cal Water, PG&E, Legacy Level 3, SDG&E, SoCalGas, T-Mobile and Verizon showed increases in both (see Tables 3, 1A, 1B, 8A, and 8B in Attachment A).

LGBT Business Enterprises: Comparision of 2016 and 2017 Procurement



Program Results of Small Utilities

The small utilities (total procurement of approximately \$150 million or less) reporting in the GO 156 program are:

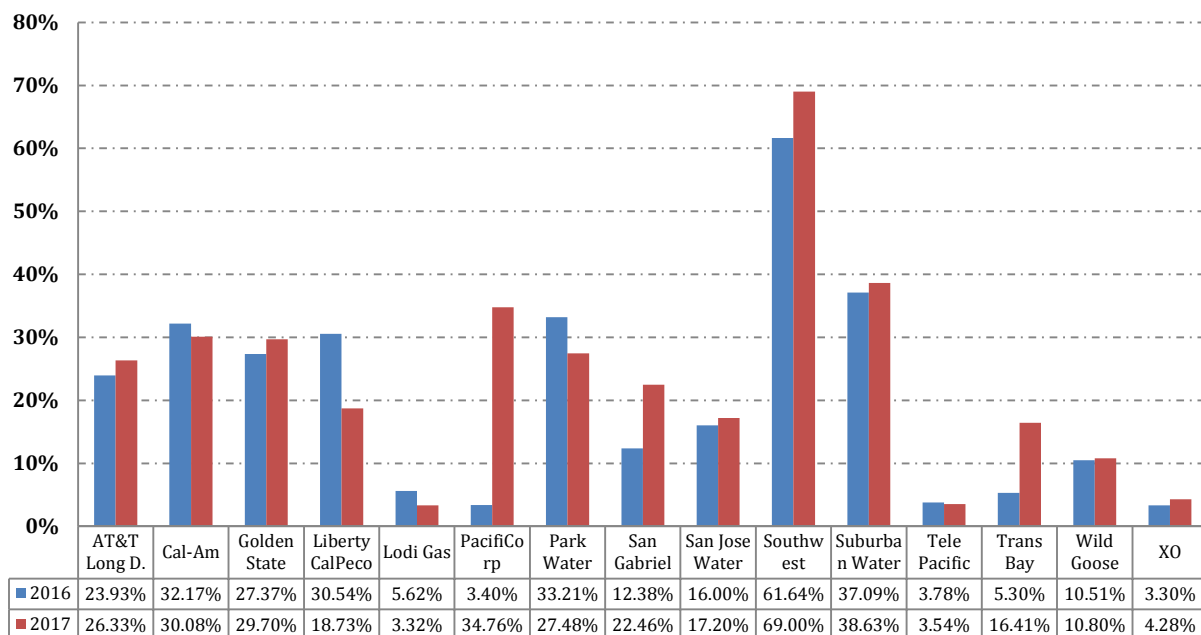
- AT&T Long Distance
- California American Water Company (Cal-Am Water)
- Golden State Water Company (Golden State Water)
- Liberty CalPeco (Liberty)
- Lodi Gas Storage
- Pacific Power (PacifiCorp)
- Park Water – Liberty Utilities (Park Water)
- San Gabriel Valley Water Company (San Gabriel Valley)
-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

The small utilities represent a little over two percent (\$694.31 million) of total utilities' procurement (\$33.83 billion). In 2017, the small utilities collectively procured \$174.15 million from diverse suppliers, which is an increase of 21.27 percent from \$143.61 million in 2016. The percentage of total procurement also increased from 20.79 percent to 25.08 percent (see Tables 3, 2A, and 2B in Attachment A).

The small utilities met the GO 156 overall 21.5 percent and the 5 percent WBE goals; however, they did not meet the individual MBE and DVBE goals.

In 2017, 69 percent of Southwest Gas' procurement was with diverse suppliers, achieving the highest diverse spend percentage of total procurement, followed by Suburban Water (38.63%) and PacifiCorp (34.78 %). Lodi Gas Storage (3.32%), TelePacific (3.54 %), and XO Communications (4.28%) procured the least percentage of total procurement from diverse suppliers. Liberty, Lodi Gas Storage, San Jose Water, TelePacific, Trans Bay Cable, Wild Goose, and XO Communications did not meet the program overall 21.5 percent goal in 2017 (except for Liberty, the other utilities did not meet the 21.5 percent goal in 2016 as well). AT&T Long Distance, PacifiCorp, San Gabriel Valley, San Jose Water, Southwest Gas, Suburban Water, and Trans Bay Cable reported increases in diverse spend dollars and percentage of total procurement, whereas Liberty, Lodi Gas Storage, Park Water, and TelePacific, experienced declines in both (see Tables 3, 2A, and 2B in Attachment A).

2016/2017 Small Utilities Performance

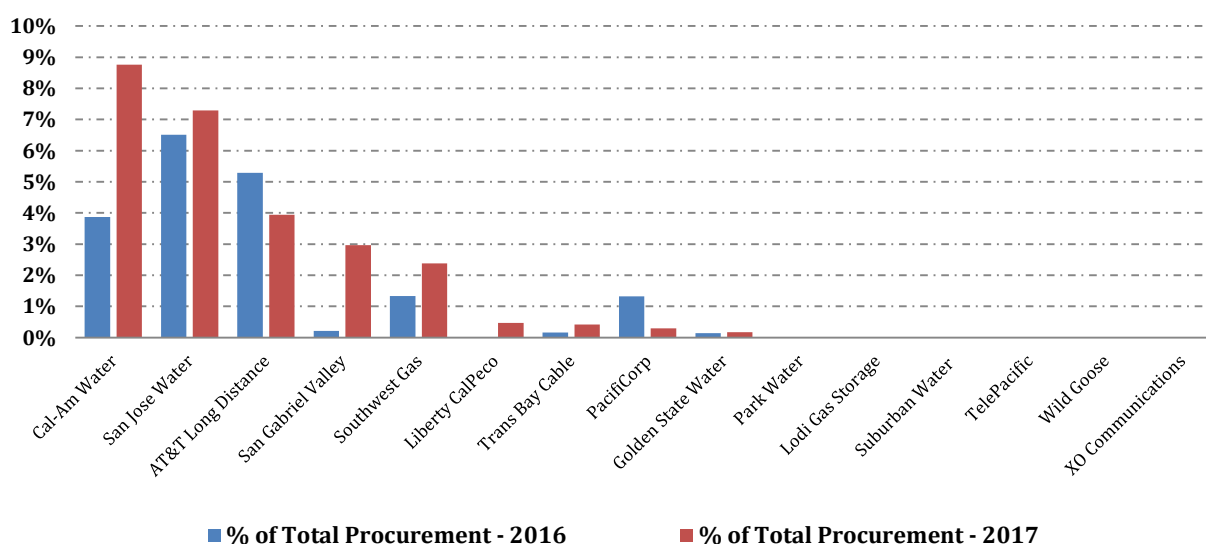


Small Utilities' Procurement: Subcontracting

In 2017, the small utilities' diverse subcontracting dollar increased by 66.27 percent from \$14.34 million in 2016 to \$23.85 million. The percentage of total procurement also increased from 2.08 percent to 3.44 percent. All the small utilities, except Lodi Gas Storage, Suburban Water, TelePacific, Wild Goose and XO Communications, reported diverse subcontracting spend. From the utilities, Cal-Am Water had the highest percentage of total procurement at 8.77 percent, followed by San Jose Water (7.29%), and AT&T Long Distance (3.95%). Park Water (0.01%), Golden State Water (0.17%), and PacifiCorp

(0.30%) reported the least percentage of total procurement. Cal-Am Water, Golden State Water, Liberty, Park Water, San Gabriel Valley, San Jose Water, Southwest Gas, and Trans Bay Cable showed increases in dollars and percentage of total procurement with diverse subcontractors. However, AT&T Long Distance, and PacifiCorp reported decreases in both (see Tables 11 in Attachment A).

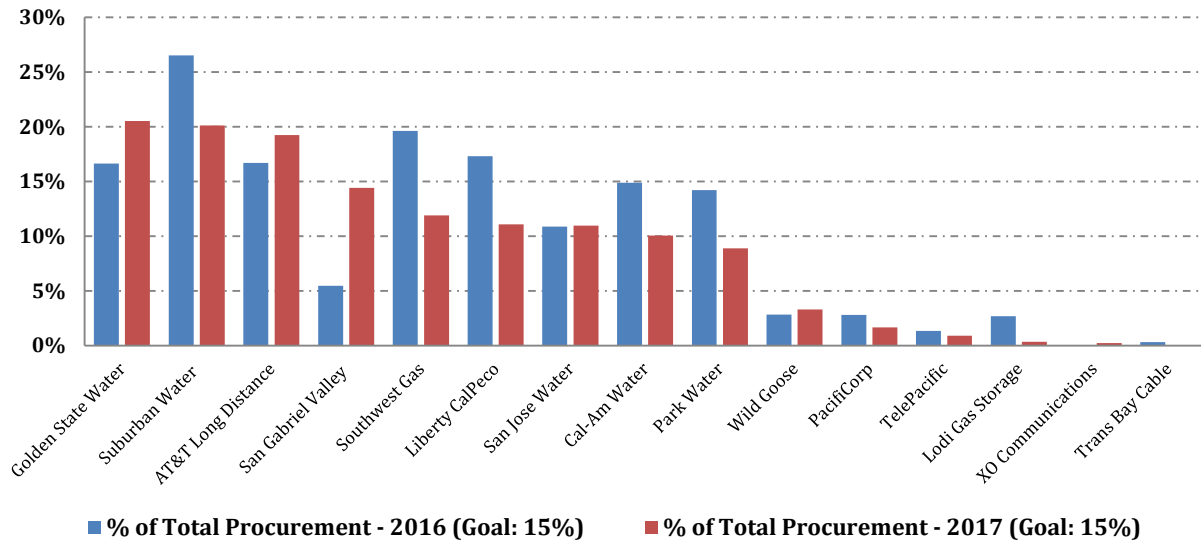
Subcontracting: Comparison of 2016 and 2017 Procurement



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

The small utilities' procurement from MBEs increased in 2017 by 5.77 percent from \$77.35 million in 2016 to \$81.82 million, as well as the percentage of total procurement from 11.20 percent to 11.78 percent. From the small utilities, only AT&T Long Distance, Golden State Water, and Suburban Water achieved the 15 percent MBE program goal. Golden State Water has the highest percentage of 20.52 percent, followed by Suburban Water (20.13%) and AT&T Long Distance (19.23%). Trans Bay Cable did not procure from an MBE in 2017. XO Communications (0.23%), Lodi Gas Storage (0.36%), and TelePacific (0.91%) procured the lowest percentage of total procurement. AT&T Long distance, Golden State Water, San Gabriel Valley, San Jose Water, and XO communications reported increases in MBE procurement in dollars and percentage of total procurement, while Cal-Am Water, Liberty, Lodi Gas Storage, PacifiCorp, Park Water, Suburban Water, TelePacific and Trans Bay Cable experienced decreases in both (see Tables 3, 2A, and 2B in Attachment A).

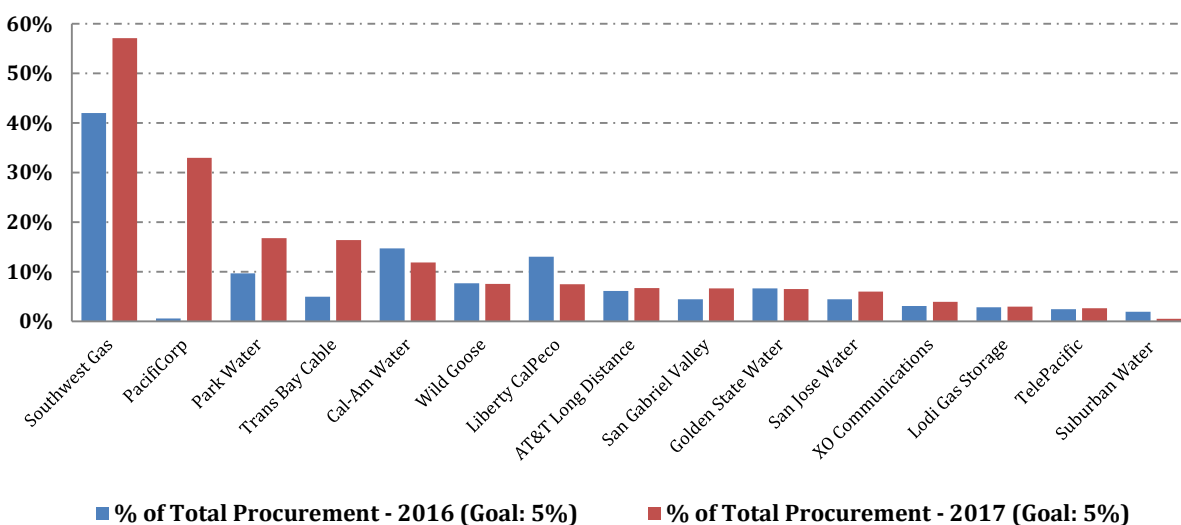
Minority Business Enterprises: Comparison of 2016 and 2017 Procurement



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

The small utilities' procurement from WBEs increased 43.58 percent from \$51.7 million (7.49%) in 2016 to \$74.23 (10.69%) in 2017. The small utilities met the WBE five percent program goal except for Lodi Gas Storage, Suburban Water, TelePacific, and XO Communications. Southwest Gas has the highest percentage of total procurement at 57.10 percent, followed by PacifiCorp (32.98%) and Park Water (16.80%). The utilities that have the least percentage of total procurement are Suburban Water (0.51%), TelePacific (2.63%) and Lodi Gas Storage (2.96%). AT&T Long Distance, Lodi Gas Storage, PacifiCorp, Park Water, San Gabriel Valley, San Jose Water, Southwest Gas, and Trans Bay Cable showed increases in dollars and percentage of total procurement from WBEs, while Golden State Water, Liberty, Suburban Water, and Wild Goose reported decreases in both (see Tables 3, 2A, and 2B in Attachment A).

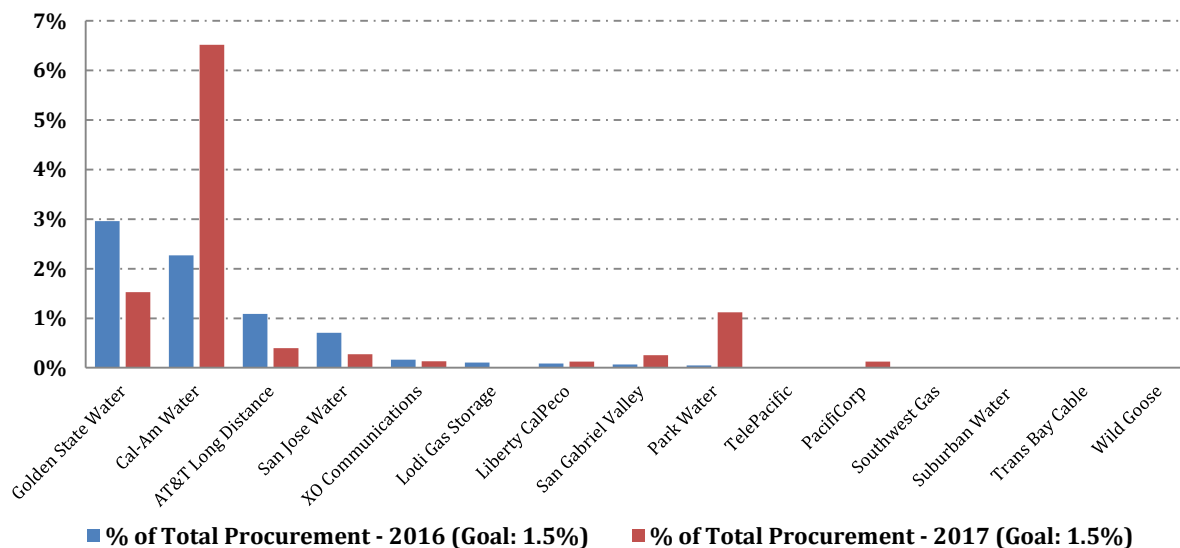
Women Business Enterprises: Comparison of 2016 and 2017 Procurement



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

The small utilities' DVBE procurement increased by 24.92 percent, from \$7.53 million in 2016 to \$10.04 million in 2017, and the percentage of total procurement increased from 1.09 percent to 1.45 percent. Only Cal-Am, and Golden State Water reached the 1.5 percent DVBE program goal. Lodi Gas Storage, Southwest Gas, Trans Bay Cable, and Wild Goose did not procure from DVBES. Cal-Am had the most percentage of total procurement at 6.52 percent, followed by Golden State Water (1.53%) and Park Water (1.12%). TelePacific (0.002%), and Suburban Water (0.003%) had the least percentage of total procurement. Cal-Am Water, Liberty, PacifiCorp, Park Water, San Gabriel Valley, and Suburban Water reported increases in dollars and percentage of total procurement from DVBES, whereas AT&T Long Distance, Golden State Water, Lodi Gas Storage, San Jose Water, and XO Communications reported decreases in both (see Tables 3, 2A, 2B, 7A, and 7B in Attachment A).

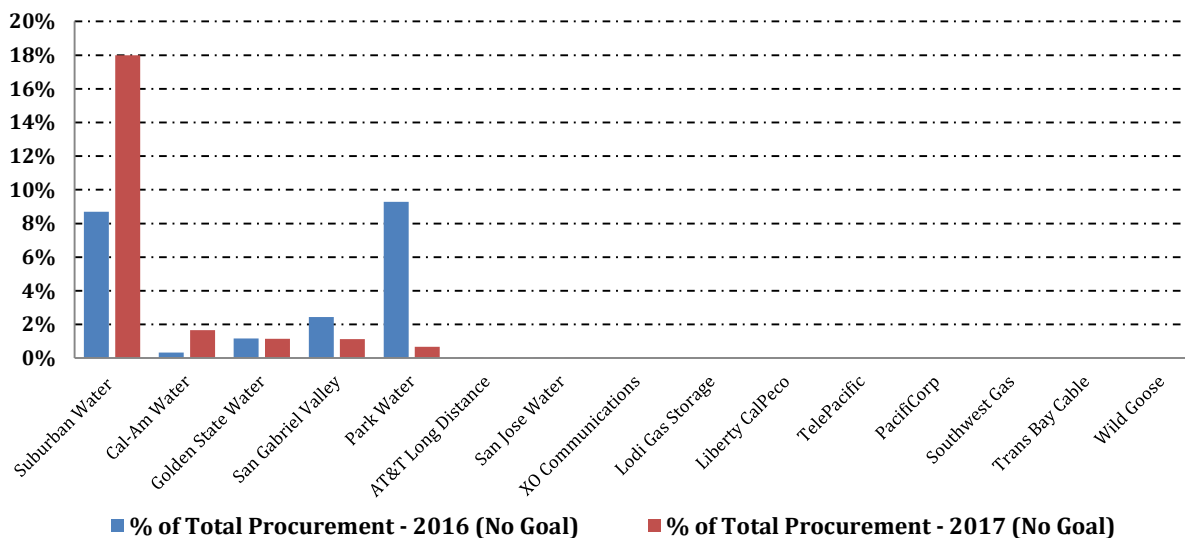
Disabled Veteran Business Enterprises: Comparison of 2016 and 2017 Procurement



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

In 2017, the small utilities increased their LGBTBE spend by 15.42 percent from \$6.98 million in 2016 to \$8.06 percent. The percentage of total procurement increased as well from 1.01 percent to 1.16 percent. The utilities that procured the most percentage of total procurement are Suburban Water (17.99%), Cal-Am Water (1.67%), and Golden State Water (1.15%). Those who procured the least percentage are San Jose Water (0.003%), AT&T Long Distance (0.02%), and Park Water (0.67%). Liberty, Lodi Gas Storage, PacifiCorp, Southwest Gas, TelePacific, Trans Bay Cable, Wild Goose and XO Communications did not procure from LGBTBEs in 2017. Cal-Am Water, and Suburban Water Valley reported increases in dollars and percentage of total procurement from LGBTBEs, while AT&T Long Distance, Golden State Water, Park Water, San Gabriel Valley, and San Jose Water reported decreases in both (see Tables 3, 2A, 2B, 8A, and 8B in Attachment A).

LGBT Business Enterprises: Comparison of 2016 and 2017 Procurement



Other 2017 ACCOMPLISHMENTS

- More than 700 volunteers participated in AT&T's Supplier Diversity Outreach Ambassador program nationwide.¹⁵
- Charter's supplier diversity program launched in 2017 with capabilities to identify, engage, and track procurement with WMDVLGBTBEs and build relationships with external organizations.
- Charter established an external Diversity and Inclusion Council to assist and advise the development, monitoring and evaluation of all diversity efforts.
- Comcast California elevated the GO 156 supplier diversity position to a managerial position and dedicated two new executive-level employees at the West Division offices, where many of the procurement decisions are made, to supplier diversity.
- Cox national diverse spend increased by \$201 million to \$754 million from 2016 result, achieving the highest national diverse spend, representing 26 percent of the total national procurement.¹⁶
- At the executive level, Golden State Water set a higher overall diverse spend target goal of 24.5 percent, tied to the performance metric of management employees compensation. Golden State Water exceeded this target goal in 2017, achieving 29.7 percent of total procurement.
- Out of the top 15 Golden State Water suppliers, eight are diverse.
- PacifiCorp increased its diversity spend by 986.07 percent from 2016 result.
- California Water Association (CWA)¹⁷ hosted:

¹⁵ Utility employees volunteer to support the company's supplier diversity program and efforts.

¹⁶ Cox's diverse spend, in addition to WMDVLGBTBEs, includes Disabled-owned Business Entities and Veteran Business Enterprises.

- Quarterly workshops on technical-assistance and capacity building in partnership with the Minority Business Development Agency (MBDA) and City National Bank, to address the barriers for the development of diverse suppliers.
- A training session in Supplier Diversity, Bonding, Access to Capital, and Marketing.
- The annual “Meet the Primes” event where diverse suppliers had the opportunity to showcase their capabilities to the water utilities’ and their major prime contractors’ representatives.
- CWA introduced the first Prime Contractor of the Year award to recognize prime contractors that contributed the most to the water utilities’ supplier diversity programs. The 2017 Prime Contractor of the Year award went to West Valley Construction Company.
- SDG&E’s LGBT procurement spending increased by more than 295 percent from its 2016 result.
- SCE invested \$1.02 million in technical assistance, capacity building, and mentoring programs.
- SoCalGas conducted three targeted technical assistance pilot programs based on focus group feedback. In addition, SoCalGas organized a two-part forum to improve processes and interactions with suppliers.
- TelePacific modified the company’s purchasing process, requiring each party requesting a purchase order to search the Supplier Clearinghouse database to determine the availability of a diverse supplier. Requisitions that do not provide diverse suppliers the opportunity to bid are now subject to rejection.
- The CPUC’s Supplier Clearinghouse database continues to serve as a valuable resource for the utilities and the public for certified MBEs, WBEs, DVBes, and LGBTBEs.

2017 PROGRAM HIGHLIGHTS

In the GO 156 reports, the utilities mentioned numerous activities and developments regarding their Utility Supplier Diversity Program. CPUC staff reviewed these reports to evaluate their progress and future plans as well as to provide guidance and suggestions. Although not an exhaustive list, the following are some CPUC and utilities GO 156 program highlights:

- The CPUC continued to work with the utilities, public agencies, the California Utilities Diversity Council (CUDC), community based organizations (CBO), advocacy groups, business organizations, and other interested entities to promote the mission and goals of GO 156 as well as the development of WMDVLGBTBEs in California.

¹⁷ CWA is a trade organization representing investor-owned water companies regulated by the CPUC that provides a forum for sharing best management practices; a means of promoting sound water policy; and opportunities for educating the public on the protection and efficient use of water resources. Through CWA, water utilities work collaboratively to identify and share best practices to encourage opportunities and minimize barriers to procurement with WMDVLGBTBEs.

- CPUC staff worked with CBOs, WMDVLGBTBE organizations, and diverse communities to increase the number of available qualified diverse suppliers in the Supplier Clearinghouse database, especially, in those product/service categories where there are limited number of available diverse suppliers or are absent.
- CPUC conducted a survey to assess the impact of GO 156 on local California communities.
- The CPUC staff reviewed utilities' 2016 and 2017 suppliers' payment data to assess the presence of any prompt payment issues regarding WMDVLGBTBEs.¹⁸
- The utilities continued receiving recognitions and awards for their supplier diversity initiatives and successes from national and local business, trade, and advocacy groups and organizations.
- The utilities state the importance of including diversity in all aspects of their operations to sustain their competitiveness and efficiency in the continuously changing markets.
 - In the reports, the utilities articulated a flow of diversity commitment from executives at high levels to all employees.
- The utilities continued to explore new initiatives and implement planned strategies internally, to develop and sustain their supplier diversity program:
 - Most utilities have established an internal supplier diversity group composed of high-level executives to develop strategies and monitor progress on supplier diversity efforts.
 - The utilities allocated resources, used technologies, and developed processes to enhance the efficiency and effectiveness of their supplier diversity programs.
 - The utilities are setting individual supplier diversity goals at the lowest company's operating units to grow their supplier diversity program and track accountability.
 - The utilities provide diversity, including supplier diversity, awareness trainings to their employees.
 - Most utilities maintain informative public and internal websites specifically created for their Utility Supplier Diversity Program.
 - A few utilities include supplier diversity initiative success in assessing employees' performance compensations.
 - Some utilities have established and implemented employee recognition and award programs.
- The utilities use various mediums to promote their supplier diversity program, internally and externally, such as newsletters, advertisements, media, etc.
- The utilities continued to work with prime contractors to bolster WMDVLGBTBEs inclusion in utilities' procurement spend through subcontracting.
 - The utilities are encouraging prime contractors to establish a supplier diversity program and are providing guidance and education to ensure success.
 - The majority of the utilities include WMDVLGBTBE subcontracting language or clause in contracts with prime contractors.
 - Most of the utilities have developed processes to monitor diverse subcontracting efforts and performances.

¹⁸ AB-1552 proposed that the utilities include late payment penalties for contracts with WMDVLGBTBEs.

- The utilities provide prime contractors trainings and have developed tools to ensure accurate reporting of diverse subcontracting spend.
- Some utilities have established programs that recognize and award prime contractors for their supplier diversity initiatives and successes.
- The utilities assist diverse supplies with cash flow related issues through payment plan programs, education or adopting tools to ensure prompt payments; for example:
 - PG&E's Accelerated Pay Program provides technical and financial assistance to small and diverse businesses with cash flow challenges. The program includes access to accelerated payments, scholarships to a University of California, Berkeley financial management course and one-on-one coaching sessions with a professional advisor.
 - SDG&E Supplier Quick Pay Program (SQPP) pays small businesses within 15 days, rather than the standard 45 days, to boost their access to working capital.
 - SoCalGas launched a Vendor Management System to ensure prompt payments to suppliers.
- The utilities continued to advance their supplier diversity programs by learning and sharing best practices with other industries.
- The utilities continued to foster their relationships with CBOs, and WMDVLGBTBE organizations and communities through membership, participation, collaboration, sponsorship, and partnership to promote their GO 156 Utility Supplier Diversity Program and procurement opportunities.
- The utilities sponsored and participated at national and California-specific supplier diversity and related events for networking opportunities, to provide education through workshops and panel discussions, as well as to learn and share best practices.
- The utilities strongly support WMDVLGBTBE technical assistance and capacity building programs and continued to provide various opportunities designed for the development of diverse suppliers such as mentorship, coaching and education in business, finance, risk management, cyber security, environmental sustainability etc. For example:
 - AT&T sponsored traditional university scholarships to the Tuck School of Business at Dartmouth College and to Northwestern University.
 - AT&T offered the Business Growth Acceleration Program (BGAP) designed annually based on the current economic conditions, industry impacts and technology.
 - Charter sponsored four diverse suppliers to attend the technical assistance and supplier development program for diverse business owners at Tuck Executive Education at Dartmouth.
 - Cox awarded 11 scholarships to diverse suppliers to attend the Lee Business School at University of Nevada, Las Vegas (UNLV) and Arizona State University.
 - PG&E sponsored five diverse suppliers to attend the University of California Los Angeles (UCLA) Management Development for Entrepreneurs Program.
 - PG&E sponsored one diverse supplier to attend a one-on-one training to understand the value of managing supply chain risk and to successfully

- implement the International Organization for Standardization (ISO)¹⁹ standards into the business's management system.
- PG&E offered four scholarships to diverse suppliers to attend the University of Washington Foster School of Business' Minority Business Executive Program to equip diverse suppliers with the tools to make better financial decisions, market effectively, and develop long-term growth strategies.
 - SCE provided six diverse suppliers with business education at Tuck School of Business, Dartmouth College.
 - SCE, through its Entrepreneurial Development, Growth, and Education (EDGE) program, continued to develop diverse suppliers.
 - SoCalGas awarded 10 scholarships to UCLA Management Development for Entrepreneur.
- Some utilities participated and sponsored programs that assist diverse suppliers with access to capital, such as:
 - PG&E invests in the Business Consortium Fund (BCF) that provides contract financing to certified-MBEs through a network of local participating banks.
 - The CPUC continued its tradition of hosting two free small business expos a year to connect small and diverse businesses with public agencies, utilities and prime contractors for business opportunities and education. The CPUC's Small Business Program, charged with promoting small business economic vitality, organizes these expos in collaboration with the GO 156 program. On May 3, 2017, the CPUC held an expo in Los Angeles at the Skirball Cultural Center and on October 19, 2017 in Redding at the Holiday Inn Hotel & Convention Center. Both events had representatives from public agencies, utilities, prime contractors, resource centers, and other entities in attendance to network with attending small and diverse businesses and to provide resources and information on contracting opportunities, loans, bonds, bid processes, etc. In addition, a representative of the CPUC's Supplier Clearinghouse attended to answer questions about GO 156 certification process. The events had more than 150 participants and over 1,000 small and diverse businesses in attendance. 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, prime contractors and public agencies. For the expos in 2017, there were over 52 buyers present with more than 700 10-minute appointments scheduled.
 - The CPUC is steadfast in its oversight to promote the GO 156 Utility Supplier Diversity Program in a way that benefits California's economic development. The CPUC also gives active encouragement to the utilities, CBOs, and others to advance the goals of GO 156 through mutual partnerships.

¹⁹ ISO is an independent, non-governmental international organization with 160 members that bring together experts to share knowledge and develop voluntary, consensus-based, market relevant International Standards for products, services and systems, to ensure quality, safety and efficiency (<https://www.iso.org/home.html>).

2017 PROGRAM CHALLENGES

In the course of implementing the GO 156 in 2017, the utilities and CPUC's Utility Supplier Diversity staff observed the following challenges:

- New market entrants, such as Community Choice Aggregators and energy storage companies, must become a part of the program in order to build and sustain progress.
- A few utilities struggle to meet the GO 156 goals since the majority of their procurement is conducted at the national level by their corporate office(s).
- Some of the utilities have narrow scope of operations in California with limited procurement needs.
- Some smaller utilities' procurement is mostly products with proprietary technologies from non-diverse suppliers, due to the nature of their operations, with almost no opportunities for diverse subcontracting.
- In some cases, the utility geographical location, road conditions, and weather pattern deter potential diverse suppliers.
- Diverse suppliers vetted by utilities and/or in the supply chain lose their diverse certification status because of acquisitions or joint venture agreements.
- The utilities continued to express concerns about the availability of qualified diverse suppliers with the prerequisite technical expertise, especially in the DVBE and LGBTBE categories.
 - Most of the utilities' procurement in the communications industry is network equipment and wireless devices in which diverse suppliers are underrepresented.
- Diverse suppliers are financially vulnerable without adequate access to capital to compete or fulfill utility contracts successfully.
 - In 2017, the bankruptcy of a diverse prime contractor affected Cal Water's planned GO 156 goals.
- The utilities may not have procurement opportunities every year due to multi-year utility contracts.
- Diverse suppliers may have difficulties meeting utilities' security requirements and risk management standards, policies and procedures.
- Direct contract opportunities for diverse suppliers are declining with the cost-effective contract consolidation strategy utilities are implementing to manage fewer direct suppliers.
- Some utilities still face challenges obtaining diverse subcontracting spend data accurately and on time from prime contractors.
- Diverse suppliers may not have developed a succession plan that would ensure the continuity and stability of the company.
- The utilities cost-reduction efforts limit the amount of general spending affecting diverse suppliers opportunities.
- The utilities continue to report that some diverse organizations lack diverse suppliers' databases and are unresponsive to their request for assistance in recommending qualified suppliers for upcoming opportunities.

- The utilities reporting power and gas transactions are facing increasing challenges with incorporating diverse suppliers in their Utility Supplier Diversity Programs, due to credit requirements, capital constraints and unfavorable market conditions.
- The utilities' payment terms and conditions may be unfavorable to diverse suppliers.
- The current trend shows indication that market changes and emerging technologies are creating barriers for diverse suppliers to compete for utilities' contracts.

2017 OTHER PROGRAM ACTIVITIES

CPUC's 2017 Annual En Banc: a Public Hearing on GO 156 Supplier Diversity

GO 156, Section 11.3 requires the CPUC to hold an annual public hearing to provide utilities, CBOs, and the public the opportunity to share ideas and offer recommendations with a view to enhance the effective implementation of GO 156. The hearing examines the CPUC's own practices, encourages utility transparency, and discusses solutions on issues that are deterring and may hinder program development.

On October 5, 2017, the CPUC Utility Supplier Diversity staff coordinated and participated at the CPUC's 15th Annual Supplier Diversity En Banc entitled, "Supplier Diversity: Broadening the Opportunity for Prosperity," at the Sheraton Fairplex Conference Center in Pomona, California. More than 500 individuals attended, including all five CPUC Commissioners, Senator Steve Bradford, Senator Connie Leyva, Assemblymember Chris Holden, Assemblymember Rocky Chavez, Honorable Gwen Moore, diverse suppliers, small businesses, utility executives, government representatives, advocacy groups, CBOs, and others interested in supplier diversity.

At the En Banc, the CPUC's Utility Supplier Diversity Program Manager presented an overview of the utilities' Utility Supplier Diversity Program performances in 2016, and provided the highlights of the data collected from the CPUC supplier diversity quantitative study²⁰. The presentation was then followed by six panel discussions with the CPUC Commissioners.

The first discussion consisted of panelists representing the diverse communities to understand their perspectives and recommendations on how competition and deregulation are reshaping GO 156. The second panel discussed how new non-utility entrants into the energy market, such as Community Choice Aggregators, storage facilities, and solar companies could create opportunities for diverse suppliers. The third panel explored the benefits of GO 156 on California communities. The fourth panel focused on the effect of new competition and policies in the Energy Market and GO 156. The fifth panel reviewed how the changes in the telecommunications industry are impacting GO 156. The last panel focused on water infrastructure and the contributions from diverse suppliers.

²⁰ The CPUC staff conducted a survey to assess the impact of GO 156 on local California communities in 2017.

In line with the intent of GO 156 hearings, the Commissioners heard from and discussed with the panels the issues on supplier diversity sustainability; the future of supplier diversity; supplier diversity program challenges; and progress in technical assistance and capacity building. The panels consisted of senior executives from large and small utilities, non-utilities, as well as representatives from CBOs who are actively involved in supplier diversity initiatives. The Commissioners noted progress made by the utilities and encouraged them to continue their creativity to sustain their efforts.

Subcontracting

GO 156 Section 6.3 expects “[e]ach utility to establish and maintain a subcontracting program for the purpose of encouraging its prime contractors to utilize WMDVLGBTBE subcontractors.” Towards this end, the majority of the utilities have a Subcontracting Program through which they work with their prime contractors to develop plans and goals to increase the utilization of diverse subcontractors.

To reduce cost, utilities are moving more and more towards consolidating contracts and awarding one master contract to a prime contractor. In the event the master contractor is not a diverse supplier, the utilities have to look into subcontractors for diverse spending. As a result, focus should be given to the utilities’ Subcontracting Programs and program development.

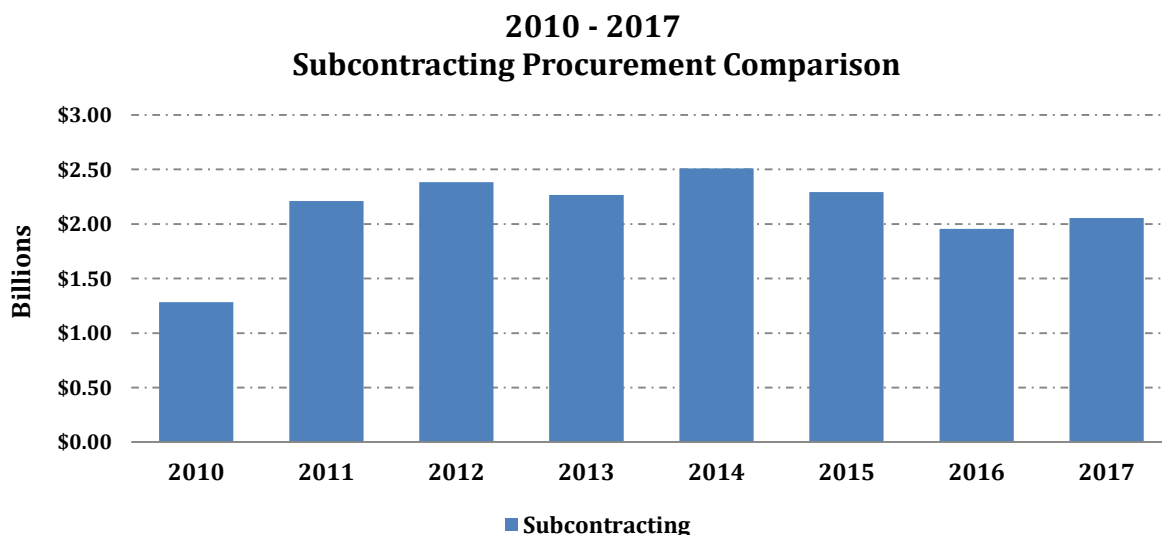
Below are examples of some initiatives taken by utilities to boost diverse subcontracting spend in 2017:

- Include diverse subcontracting language or clause in their procurement agreements or contracts with prime contractors that range from voluntary to mandatory inclusion of diverse subcontractors.
- Encourage prime contractors to establish a supplier diversity program with plans and specific performance goals that includes outreach.
- Develop a diverse subcontracting reporting process and encourage prime contractors to submit their diverse subcontracting spend results and efforts reports.
- Assign staff, and make tools, resources and trainings available to support prime contractors.
- Organize and create opportunities for prime contracts to engage diverse suppliers such as networking events, and develop vetted diverse suppliers database.
- Establish prime contractor recognition programs to award prime contractors for their efforts and successes in supplier diversity.

Despite the prime contractors’ efforts, some subcontractors are unwilling to go through the Supplier Clearinghouse certification process.

Some examples of achievements in subcontracting in 2017:

- Some utilities organized prime contractors' training sessions to provide education on supplier diversity and how to develop a successful GO 156 program; for example,
 - PG&E' Prime Supplier Academy trained more than 200 prime contractors on topics such as Inclusion Resources: Finding and Vetting Diverse Suppliers; Supplier Development Programs; and Strategic Communications and Outreach: Increase the Value of your Supplier Diversity Program
- To ensure accurate prime contractors reporting, utilities such as PG&E, SDG&E, SCE and SoCalGas, engage a third-party firm to perform an annual subcontractor reporting and payments audit.
- Members of CWA hosted their annual Prime Contractor's meeting to provide the opportunity for their prime contractors to meet diverse suppliers.
- Golden State has a "Meet and Greet" program that creates the opportunity for prime contractors to interface with Golden State's internal team for a one on one discussion on various issues including contracting with diverse subcontractors.
- Sprint's Master Agreements with large suppliers require annual diverse utilization goals ranging between 5 -13 percent of contract spend.



Legal and Financial Services

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

Legal Services

In 2017, the total large utilities diverse legal spend decreased by 16.23 percent from \$40.24 million in 2016 to \$33.71 million.²¹ Cal Water, SoCalGas, T-Mobile and Verizon increased their legal diverse procurement in 2017 compared to their 2016 result. Legacy Level 3 reported no procurement from diverse legal firms in 2017.

Cal Water achieved 33.26 percent, procuring the highest percentage of total legal procurement, followed by SCE at 22.03 percent. Cal Water, SDG&E, SCE, SoCalGas, T-Mobile, and Verizon increased their percentage of total legal corporate spending in 2017 compared to 2016, whereas the legal procurement percentages of AT&T, Comcast, and PG&E, declined.

The utilities are continuing their efforts to engage and identify opportunities to work with diverse legal firms. However, they report having limited opportunities since they have in-house legal departments. The utilities also report the availability of very limited diverse legal firms with the required expertise.

Some examples of utilities' initiatives in 2017 to include diverse suppliers in legal procurement:

- The utilities sponsored and participated in various events such as trade shows, conferences, and workshops where representatives from their legal department joined to participate in different activities to network directly with and educate diverse suppliers.
- The utilities continued to be active and build relationships with diverse bar associations and other legal organizations.
- The utilities continued to support programs and implement strategies to ensure the steady flow of diverse attorneys into the legal field such as funding law students' scholarships, providing legal internship opportunities, and partnering and sponsoring events of legal organizations.
- The utilities remain committed to work with diverse lawyers at majority non-diverse-owned law firms that do not qualify for diverse status.
- The utilities partnered with various organizations to identify solutions for the development of diverse attorneys.

Some 2017 examples of success in legal procurement:

- AT&T:
 - 95 percent of the National legal diversity spend was with Supplier Clearinghouse certified law firms.
 - The Legal Department Diversity and Inclusion Committee spent \$30,000 on diversity initiatives and/or sponsorship programs in California.

²¹ Only those large utilities that reported both diverse and total legal spends: AT&T combined, Cal Water, Comcast, Legacy Level 3, PG&E, SDG&E, SCE, SoCalGas, T-Mobile and Verizon.

- Charter identified 18 diverse law firms already in the supply chain of which four had WMDVLGBTBE certification.
- Comcast:
 - Spent over \$2 million with diverse law firms.
 - Hosted the Diversity in the Legal Profession: A Moral Imperative and Professional Obligation, Continuing Legal Education (CLE) event.
- Cox:
 - For more than a decade, Cox has engaged a California-based, WBE certified law firm for representation and advice on California regulatory matters. This firm also represents Cox's Nevada affiliate.
 - In addition, Cox is represented by two other California-based WBEs for local and governmental legal issues.
- PG&E:
 - Worked with 38 diverse law firms.
 - Celebrated the 11th year of its first year law student Summer Pipeline Program.
 - Law firms, representing more than 80 percent of the Law Department's fee payments to non-diverse law firms, reported that 46 percent of those fees were for professional services performed by diverse lawyers and paralegals.
- SCE:
 - Continued supporting the American Bar Association's Resolution 113, which urges legal service providers to create and expand opportunities for diverse attorneys
 - As a founding member, SCE continued supporting the Leadership Council on Legal Diversity (LCLD), which is made up of more than 275 corporate chief legal officers and law firm managing partners, working to build an open and diverse legal profession.
- SDG&E spent \$3.4 million with minority and female attorneys and nearly \$100,000 with diverse paralegal firms.
- SoCalGas:
 - The Law Department contracted with diverse firms to provide legal services in employment and labor law, general and business litigation, personal injury, commercial, environmental, real estate, workers' compensation and recovery claims.
 - Spent \$1,926,164 with minority lawyers and \$814,424 with diverse paralegals at majority non-diverse-owned law firms.
- Trans Bay Cable:
 - Continued to engage a WBE firm and spent \$27,230.
 - Spent \$277,691 with diverse attorneys at majority non-diverse-owned law firms.

Financial Services

In the financial field, the utilities continued to identify opportunities for diverse financial firms in a variety of financial services such as insurance and bonding, investment banking, investment management, commercial banking, accounting, auditing, and management

consulting. Furthermore, the utilities support different initiatives and activities in the financial sector such as sponsor, partner and participate in meetings, outreach events and other forums to educate and connect with diverse financial firms.

Some 2017 examples of successes in financial services procurement:

- AT&T:
 - Spent \$278 million with diverse financial firms for debt underwriting, open market share repurchasing, dealer services for commercial paper and services to the AT&T Foundation.
 - The private market investment team spent \$153.5 million with diverse suppliers of which over 70 percent of the spending is with California firms.
 - The emerging manager and diverse manager program resulted in \$167 million in spend with diverse suppliers.
 - Doubled diverse spending in debt underwriting. AT&T spent \$9.2 million with diverse financial firms of which almost 20 percent are California firms.
- Comcast:
 - Entered into a 364-day syndicated revolving credit facility with a group of diverse banks, for the 14th consecutive year.
 - Used ten diverse firms to underwrite approximately \$175 million of financing in the corporate bond market.
 - Started using an investment portal provided by an African American-owned investment bank to invest more than \$400 million in money market funds domestically.
- Charter:
 - Partnered with six different diverse investment banks for the execution of Charter's High Yield and Investment Grade bond financing activity.
 - In future bond financing, Charter will strive to include at least four diverse banks.
- PG&E:
 - Paid \$1.4 million in underwriting fees to diverse banks, a 120 percent increase since 2007.
 - Placed more than \$4.6 billion of commercial paper with a diverse bank, almost 20 percent of the program.
 - Continued to partner with six diverse suppliers to manage nine equity, fixed income, and real estate securities accounts with PG&E's Employee Benefit and Nuclear Decommissioning Trusts.
 - An insurance broker developed a diverse subcontracting relationship at the encouragement of PG&E.
- San Gabriel Valley
 - Hired an African American women-owned firm for insurance services.
 - Utilized a minority owned accounting firm to provide audit and tax services including tax return preparation and advisory services
- SDG&E in 2017 spent \$1.1 million in financial services representing 9.7 percent of total procurement.

- SCE:
 - Engaged 13 diverse firms to co-manage over \$1.6 billion of debt and preference stock financings, with over \$1.5 million of total underwriting fees paid to these firms.
 - Appointed a Native American-owned firm to co-manage a \$300 million bond offering.
 - Selected two diverse firms to manage \$15 million of alternative pension fund investments, representing 60 percent of the total commitment to alternative investments.
- SoCalGas' investment managers have established a working relationship with five brokerage firms to manage the pension fund trading.
- Sprint paid a diverse supplier \$139,000 for bond related issues.
- Trans Bay Cable spent \$216,979 on diverse financial professionals in non-diverse financial firms.

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

Highly Technical Areas

GO 156 Section 9.1.7 refers to utilities making the effort to utilize WMDVLGBTBEs in areas that are considered highly technical in nature. A few utilities identified some areas and reported their efforts and progresses in 2017 such as in marketing and consulting services. The utilities (PG&E, SDG&E and SCE) who administer the Electric Program Investment Charge (EPIC)²² and who have the Grid Modernization Program are working towards creating opportunities for diverse suppliers to participate in these projects. The utilities continue to allocate and dedicate resources to identify highly technical areas and are committed to explore opportunities and engage diverse suppliers to increase diverse spend.

Some 2017 examples of success in highly technical areas:

- AT&T, with the support of its prime contractors, issued 21 direct and indirect advertising and marketing contracts to California based diverse suppliers; for example:
 - \$350, 000 awarded to a WBE media activation company.
 - Spent \$1.2 million utilizing a WBE email marketing company.
 - Paid a MBE creative company over \$9.8 million for advertising services.

²² The Electric Program Investment Charge (EPIC) supports the development of non-commercialized new and emerging clean energy technologies in California, as well as providing assistance to commercially viable projects.

- Awarded over \$3.3 million in projects to an MBE visual communications company.
- Charter developed a diverse supplier directory for the Sales & Marketing business unit to enhance the visibility of diverse suppliers in the areas of agency creative services; database marketing and analytics; digital and engagement marketing; direct marketing; event marketing; market research; media agency; production; promotional marketing; and telemarketing.
- Comcast California spent approximately \$9 million with diverse advertising outlets.
- Cox:
 - Purchases much of its communications network equipment directly from two minority-owned logistics companies. Diverse suppliers are traditionally included in this category through subcontracting. However, Cox managed to secure two direct diverse contracts.
 - Utilizes diverse suppliers to support Cox's environmental conservation program.
 - Employs the services of an MBE for recycling equipment that supports Cox's voice, video and internet services.
 - Contracts with a WBE metals recycling company for Cox's affiliates, within and outside of California.
- SDG&E and SoCalGas worked with an African American woman-owned supplier that assisted in performing environmental, health and safety audits.
- San Gabriel Valley:
 - Uses a diverse supplier as its primary water quality-testing laboratory.
 - Contracted a diverse supplier in 2017 to provide studies and reports relating to water resource planning, environmental compliance issues, and general civil engineering.
- Three prime contractors on SCE's Substation Automation project have committed to spend 40 percent of their subcontracting dollars with diverse suppliers.
- Trans Bay Cable spent \$42,893 in 2017 utilizing the services of traditionally underrepresented groups at majority non-diverse-owned compliance services firms.

DVBEs

Building on past experiences, in 2017, the utilities refined their internal and external strategies to boost DVBEs procurement participation. The utilities engaged DVBEs through education, technical assistance and capacity building trainings. The utilities organized and sponsored various DVBE-related events in partnership and on their own to offer these engagement programs. In addition, the utilities and CPUC worked closely with organizations such as the California Disabled Veteran Business Alliance (DVBA), the Elite Service-Disabled Veteran-Owned Business (SDVOB) Network, and Veterans in Business Network, as well as their local affiliates, to identify, and increase DVBEs competitiveness to participate in utilities' contracts. As a result, in 2017, the utilities spent 25 percent more with DVBEs than in 2016 and met and exceeded the GO 156 DVBE goal which was not the case in 2016.

Even though the utilities exceeded the DVBE 1.5 percent GO 156 goal, they continue to report challenges in identifying DVBEs with the desired expertise, capacity and location. With the rapid changes in technology, utilities urge the various DVBE organizations to refocus on developing the capacity of DVBEs to enhance their competitiveness in the next generation of emerging technologies.

The CPUC and the utilities will continue to work with the DVBE community and organizations to develop approaches to enhance the DVBE program performance. The utilities will also continue hosting, supporting and participating in DVBE outreach events throughout California. They will continue to participate in different (exhibitor, matchmaking, panelist, workshop) capacities to educate DVBEs and network for future direct and subcontracting opportunities.

LGBTBEs

The CPUC modified GO 156 in 2015 to include LGBTBEs²³ with a five-year plan to set a procurement target goal.²⁴ Since 2015, the utilities have updated their internal procurement processes and reporting systems to include LGBTBEs and continue to refine their strategies to increase LGBTBE participation in direct and prime subcontracting procurement opportunities. In 2017, the utilities have continued their efforts to identify and meet qualified LGBTBEs; establishing and developing relationships with LGBT organizations and communities; hosting, sponsoring, partnering and participating in LGBT related events; assisting and encouraging LGBTBEs to become certified; and developing programs to provide technical assistance and capacity-building trainings to increase the pool of qualified LGBTBEs.

Despite the various initiatives to recruit LGBTBEs, the majority of utilities are experiencing challenges in identifying qualified businesses. The utilities report that there are limited numbers of certified-LGBTBEs available in the Supplier Clearinghouse database, the majority of which are not in line with the utilities' procurement needs. Despite the challenges, the utilities procured 31.57 percent more from LGBTBEs in 2017 than in 2016.²⁵

Below are examples of LGBTBE-related initiatives in 2017:

- The utilities and CPUC continued working with the National Gay Lesbian Chamber of Commerce (NGLCC) and local LGBTBE chambers such as Golden Gate Business Association (GGBA), Rainbow Chamber of Silicon Valley (RCCSV), Rainbow Chamber of Sacramento (RCCS), and Los Angeles Gay & Lesbian Chamber of Commerce

²³ To comply with AB 1678 (Gordon)

²⁴ *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.

²⁵ See Attachment Table 3, 1A, 1B, 2A, 2B, 8A and 8B

(LGLCC) to identify, educate and develop LGBTBEs for future opportunities with the utilities.

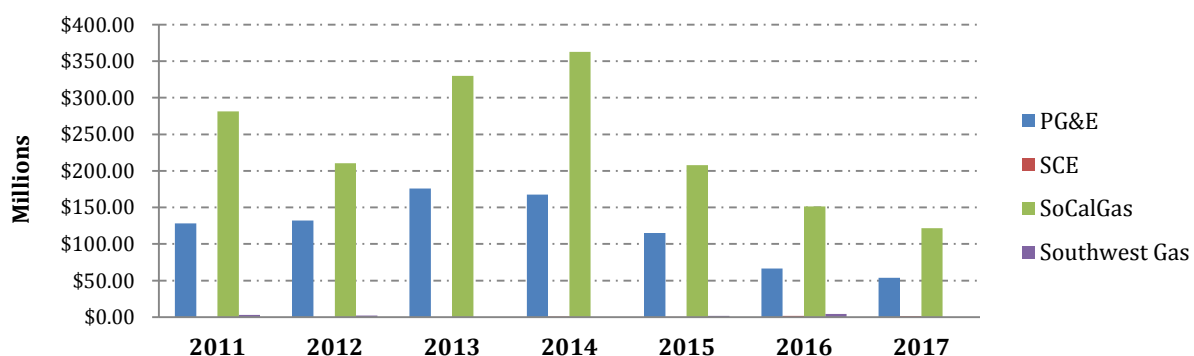
- The utilities continued to actively build relationships with national and local LGBT business organizations through sponsorship, membership and leadership participation.
- The utilities continued to share information on Supplier Clearinghouse certification and provide education on how to do business with utilities at various LGBT related events.
- Cal Water engaged an LGBTBE to handle IT infrastructure risk mitigation.
- Cox contracted an LGBTBE to produce a supplier diversity program video for internal use.

Fuel and Power Procurement

GO 156, Section 9.1.11 allows the utilities to report fuel procurement separately and does not require fuel purchases to be in the procurement base on which achievement of the GO 156 (15 percent – MBE, 5 percent - WBE, and 1.5 percent - DVBE) goals is based.²⁶ Section 9.1.9 of GO 156 further requires the utilities to report their renewable and nonrenewable energy procurement in a similar manner to their fuel procurement reporting. Five energy utilities (PG&E, SDG&E, SCE, SoCalGas, and Southwest Gas) reported their fuel and/or power purchases separately.

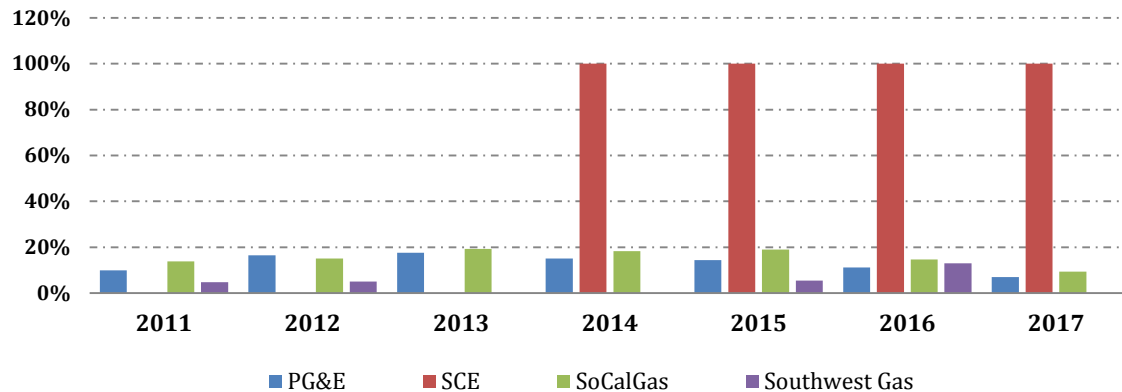
Utilities report that the challenges to incorporate diverse suppliers in utilities' fuel and power procurement persisted in 2017. The tables below show the decline in fuel and power procurement spends in 2016 and 2017.

2011 - 2017 Diverse Fuel Procurement

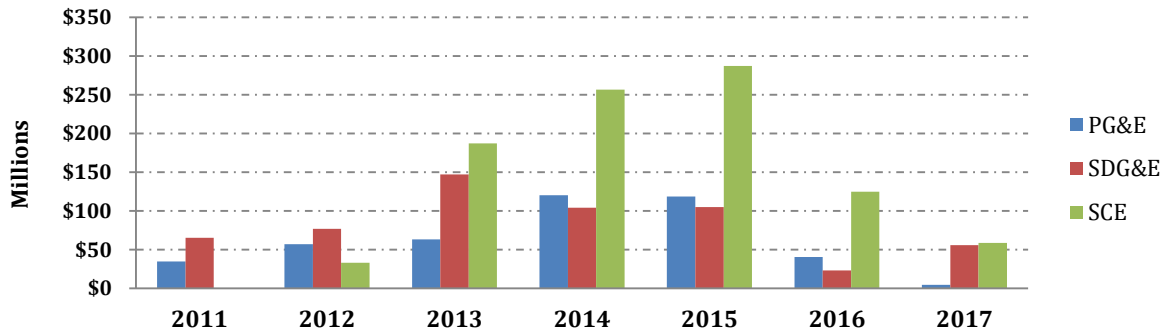


²⁶ GO 156, Section 8.12

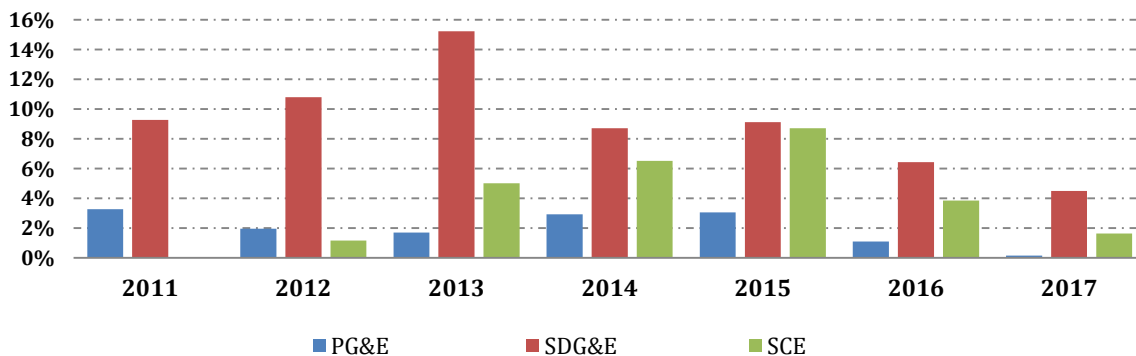
2011 - 2017 Diverse Fuel Percentage



2011 - 2017 Diverse Power Procurment



2011 - 2017 Diverse Power Percentage



The utilities mention the following barriers to the inclusion of diverse suppliers in future fuel and power procurement:

- The capital and credit requirements in power procurement are high for diverse suppliers to participate. To solve the credit barrier, the utilities use a special credit

instrument called the Funds Transfer Agency Agreement (FTAA)²⁷ to assist diverse suppliers; however, the number of banks, the third-party agent that facilitates the transfer of funds to the appropriate recipients, participating in the FTAA program is declining due to changes in federal regulations.

- The present complicated electric market regulations may deter diverse suppliers from entering the industry.
- Diverse suppliers have a better opportunity in the natural gas market since asset ownership is not required. However, the trend shows changes in this market that may affect diverse suppliers adversely. Some of the market changes are low natural gas prices due to additional sources; less utility gas procurement because of reduced consumption; declining needs for renewables to meet the 50 percent Renewables Portfolio Standard (RPS) goal by 2030; the formation of Community Choice Aggregations (CCA), and expansion of energy storage facilities.

Despite the challenges, the utilities in 2017 continued to dedicate resources to identify solutions to reduce the barriers for the increased participation of diverse suppliers in the utilities' fuel and power procurement activities. In 2017, the utilities sponsored and participated in outreach events; partnered with various business organizations; and supported, mentored, and trained diverse suppliers to increase WMDVLGBTBEs participation.

Below are some of the utilities' initiatives to include WMDVLGBTBEs in fuel and power procurement:

- Provide technical assistance and capacity building through mentoring, coaching, and development programs on issues such as credit, contract, safety, and subcontracting.
- Connect prime contractors with diverse suppliers and provide guidance to cultivate relationships.
- Sponsor and participate at various events to reach-out to diverse suppliers and to promote opportunities.
- Work with business organizations to identify and develop diverse suppliers.
- Explore options outside direct procurement to find opportunities for diverse suppliers such as in broker services. A broker has limited credit and operational requirements while helping diverse suppliers establish themselves in the gas market. As a broker, a diverse supplier will match producers/suppliers with utility's gas purchasers.
- Facilitate banking and payment options such as FTAA's and structured contract payment provisions to fit the needs of diverse suppliers and their source suppliers.
- Coordinate with financial institutions to provide technical assistance to strengthen the ability of diverse suppliers to obtain additional sources of capital.
- Have their Supplier Diversity Champions and Ambassadors Program volunteers work with the supplier diversity team to develop strategies and participate in outreach.
- Join forces to better track and understand the collective progress with diverse suppliers involved in power procurement.

²⁷ FTAA: Financial tool used by diverse businesses to provide the working capital and credit required to procure natural gas from natural gas producers.

The tables below list the utilities' fuel and power diverse procurement performance in 2017:²⁸

Fuel Procurement for Non-Generation

Utility	2016 Diverse Result	2016 Diverse % of Total Spend	2017 Diverse Result	2017 Diverse % of Total Spend	Diverse Spend Decrease %
PG&E	\$66.63MM ²⁹	11.15%	\$53.8MM	7.06%	19.25%
SCE	\$1.51MM	100%	\$1.14MM	100%	24.6%
SoCalGas	\$151.17MM	14.65%	\$121.73MM	9.32%	19.47%
Southwest Gas	\$4.42 MM	13.07%	\$0	0.00%	100%

Power Procurement

Utility	2016 Diverse Result	2016 Diverse % of Total Spend	2017 Diverse Result	2017 Diverse % of Total Spend	Diverse Spend Decrease %
PG&E	\$40.59MM	1.08%	\$4.8MM	0.14%	88.18%
SDG&E	\$23.13MM	6.43%	\$55.83MM	4.49%	30.62%
SCE	\$125.01MM	3.84%	\$58.57MM	1.63 %	53.15

Some notable accomplishments in 2017:

- PG&E:
 - Spent over \$53 million in natural gas purchases with diverse suppliers, representing over 7 percent of total purchases.
 - Developed new credit policy to accommodate transactions with diverse suppliers in gas and power.
- Cox purchases natural gas directly from a WBE for many of its operations nationwide.
- SDG&E:
 - Procured over \$55 million natural gas for electric generations from diverse supplies, representing 28 percent of all-natural gas dollar spend.
 - Spent close to \$7.4 million with diverse suppliers during electric power plant pre-commercial development and construction phases. SDG&E encourages partnering between developers and diverse suppliers in electric power plant construction.
 - Has a new Champion for Electric and Fuel Procurement who facilitated a new diverse perspective in the organization.
- SCE has been successful in fuels for non-generation with 100 percent diverse supplier participation.

²⁸ For detail fuel and power diverse procurement, see Attachment A, Tables 9 and Table 10

²⁹ MM - Million

- SoCalGas experienced an increase in purchases with federally recognized tribes (sovereign nations) and Native American-owned natural gas suppliers due to an increase in the tribe's natural gas production.
- Trans Bay Cable purchases limited quantities of fuel to maintain the emergency generators from a WBE.

WMDVLGBTBE Verification

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

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

As of June 30, 2018, the Clearinghouse database has a total of 7,893 verified diverse vendors. 2,603 are WBEs; 2,507, MBEs; 1,165, minority women-owned or woman and minority male-owned businesses; 1,658, DVBEs; 131, LGBTBEs; and 46, SBA 8a certified businesses. The operating costs of the Clearinghouse are paid directly by the GO 156 participating utilities.

The Supplier Clearinghouse conducts and participates in training sessions to provide education on the certification process, benefits of becoming certified, frequently asked questions, online application, and how to ensure the submission of a complete application. The Clearinghouse website also includes a calendar showing upcoming CPUC and utilities WMDVLGBTBE outreach events.

CONCLUSIONS

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

In 2017, the GO 156 participating utilities reached a new high of more than \$10 billion in diverse procurement spend, continuing an eight-year increase trend. The overall diverse

spend went up by 12.55 percent from \$9.37 billion in 2016, to 10.55 billion in 2017, representing an increase in percentage of total utilities' procurement from 30.92 percent to 31.17 percent.

In 2017, the utilities increased WMDVLGBTBE procurement dollar spending in all diverse categories. MBE spend increased by 16.27 percent from \$6.13 billion (20.23%) to \$7.13 billion (21.08%); WBE by 02.13 percent from \$2.77 billion (9.13%) to \$2.83 billion (8.36%); DVBE by 25.01 percent from \$434.94 million (1.43%) to \$543.71 million (1.61%); and LGBTBE by 31.57 percent from \$36.63 million (0.12%) to \$48.2 million (0.14%). Moreover, the utilities, reported improved diverse subcontracting spend in 2017 from \$1.96 billion (6.45%) in 2016 to \$2.06 billion (6.07%); however, with lower percentage of total procurement from the 2016 percentage.

As in previous years, collectively, the utilities exceeded the 21.5 percent overall GO 156 program goal. They also surpassed all three individual diverse category goals: MBE, WBE and DVBEs in 2017. In 2016, the utilities did not meet the DVBE goal. AT&T Mobility, Comcast, Legacy Level 3, Lodi Gas Storage, San Jose Water, TelePacific, Trans Bay Cable, T-Mobile, Wild Goose, and XO Communications did not meet the 21.5 percent goal, both, in 2016 and 2017.

The CPUC continues to work with the utilities and other organizations to look for ways to sustain the progress and evaluate the overall effectiveness and success of the utilities' supplier diversity programs. The CPUC will continue to focus on:

- Obtaining the participation of emerging industries/companies into the program;
- Evaluating technologies and changing market conditions on diverse suppliers' inclusion in utilities procurement activities;
- Advocating for the inclusion of WMDVLGBTBEs in all utilities' procurement activities;
- Increasing the number of qualified certified WMDVLGBTBEs in the Supplier Clearinghouse database;
- Proactively evaluating the supplier diversity industry to keep up to date and anticipate challenges;
- Partnering and collaborating with CBOs, diversity leaders, diverse communities, business organizations, and advocacy groups to educate and promote the inclusion of diverse suppliers in utilities' procurement opportunities as well as to engage all parties to exchange ideas and discuss issues concerning the performance of the GO 156;
- Encouraging the utilities to take active roles to support programs that focus on supplier diversity development and work with CBOs and diverse business organizations;
- Recommending that the utilities continuously assess and improve their internal communications, processes, and use of technologies to remove any barriers that may affect the inclusion of diverse suppliers;
- Assisting the utilities in developing strategies and best practices to strengthen the utilities' supplier diversity subcontracting programs;

- Working with utilities that are struggling with their Utility Supplier Diversity Program performance;
- Collaborating with the utilities to brainstorm solutions for the challenges and barriers that affect GO 156 performance;
- Forming groups capable of assisting CPUC and the utilities in identifying and addressing issues and challenges of procurement with each diverse category (MBE, WBE, DVBE, and LGBTBE);
- Educating WMDVLGBTBEs on the value of developing safety programs as part of their service quality and to adopt acceptable risk management procedures;
- Continuing to quantify the benefits of the GO 156 Utility Supplier Diversity Program to the utilities, ratepayers and California economy;
- Leveraging the Joint Utilities (JU) committee to share best practices, challenges, and conduct quantitative and qualitative studies to enhance the effectiveness and sustain the success of the Utility Supplier Diversity Program;
- Encouraging the utilities to adopt payment programs that improve diverse suppliers' cash flow; and,
- Learning from the upcoming GO 156 En Banc taking place on October 4, 2018.

ATTACHMENT A – DATA TABLES

TABLE 1A	2017 WMDVLGBTBE Procurement Results for Large Utilities
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TABLE 9A	2017 WMDVLGBTBE Fuel Procurement (PG&E, SCE, SoCalGas, and Southwest Gas)
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TABLE 10A	2017 WMDVLGBTBE Power Procurement (PG&E, SDG&E; and SCE)

TABLE 10B	2016 WMDVLGBTBE Power Procurement (PG&E, SDG&E; and SCE)
TABLE 11	2017 and 2016 Comparative Summary of Large, Small, and Combined Utilities WMDVLGBTBE Subcontracting Procurement Results

Table 1a
2017 WMDVLGBTBE Procurement Results for Large Utilities
(in Dollars and as a Percentage of Total Corporate Procurement)

	2017 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
AT&T CA							
Direct		\$379,567,113	\$239,175,459	\$14,930,214	\$2,110	\$84,853	\$633,759,749
		14.27%	8.99%	0.56%	0.0001%	0.003%	23.82%
Subcontracting		\$82,051,333	\$39,195,543	\$12,989,504	\$616,293	\$0	\$134,852,673
		3.08%	1.47%	0.49%	0.02%	0.00%	5.07%
Combined	\$2,660,489,018	\$461,618,446	\$278,371,002	\$27,919,718	\$618,403	\$84,853	\$768,612,422
	100.00%	17.35%	10.46%	1.05%	0.02%	0.003%	28.89%

	2017 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
AT&T Corp							
Direct		\$89,770,338	\$33,553,361	\$560,354	\$422	\$269,316	\$124,153,791
		14.50%	5.42%	0.09%	0.0001%	0.04%	20.06%
Subcontracting		\$14,051,945	\$6,712,549	\$2,224,556	\$105,545	\$0	\$23,094,595
		2.27%	1.08%	0.36%	0.02%	0.00%	3.73%
Combined	\$618,908,039	\$103,822,283	\$40,265,910	\$2,784,910	\$105,967	\$269,316	\$147,248,386
	100.00%	16.78%	6.51%	0.45%	0.02%	0.04%	23.79%

	2017 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
AT&T Mobility							
Direct		\$515,483,478	\$146,253,513	\$334,158	\$10,848,168	\$26,341	\$672,945,658
		11.22%	3.18%	0.01%	0.24%	0.001%	14.65%
Subcontracting		\$66,697,158	\$31,860,924	\$10,558,793	\$500,966	\$0	\$109,617,841
		1.45%	0.69%	0.23%	0.01%	0.00%	2.39%
Combined	\$4,593,390,619	\$582,180,636	\$178,114,437	\$10,892,951	\$11,349,134	\$26,341	\$782,563,499
	100.00%	12.67%	3.88%	0.24%	0.25%	0.001%	17.04%

	2017 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
Cal Water							
Direct		\$18,988,981	\$4,533,272	\$5,247,678	\$119,450	\$0	\$28,889,380
		7.87%	1.88%	2.17%	0.05%	0.00%	11.97%
Subcontracting		\$6,570,463	\$5,390,227	\$1,387,070	\$0	\$0	\$13,347,761
		2.72%	2.23%	0.57%	0.00%	0.00%	5.53%
Combined	\$241,304,396	\$25,559,444	\$9,923,499	\$6,634,748	\$119,450	\$0	\$42,237,141
	100.00%	10.59%	4.11%	2.75%	0.05%	0.00%	17.50%

	2017 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
Charter							
Direct		\$68,210,717	\$10,161,254	\$0	\$0	\$0	\$78,371,971
		8.36%	1.24%	0.00%	0.00%	0.00%	9.60%
Subcontracting		\$25,065	\$7,617	\$0	\$0	\$0	\$32,682
		0.003%	0.001%	0.00%	0.00%	0.00%	0.004%
Combined	\$816,400,106	\$68,235,782	\$10,168,871	\$0	\$0	\$0	\$78,404,653
	100.00%	8.36%	1.25%	0.00%	0.00%	0.00%	9.60%

Table 1a
2017 WMDVLGBTBE Procurement Results for Large Utilities
(in Dollars and as a Percentage of Total Corporate Procurement)

	2017 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
Comcast							
Direct		\$22,191,953	\$18,937,523	\$109,219	\$0	\$0	\$41,238,695
		4.36%	3.72%	0.02%	0.00%	0.00%	8.09%
Subcontracting		\$7,438,120	\$751,646	\$0	\$0	\$0	\$8,189,766
		1.46%	0.15%	0.00%	0.00%	0.00%	1.46%
Combined	\$509,498,237	\$29,630,073	\$19,689,169	\$109,219	\$0	\$0	\$49,428,461
	100.00%	5.82%	3.86%	0.02%	0.00%	0.00%	9.70%

	2017 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
Frontier							
Direct		\$37,731,257	\$26,214,111	\$1,496,972	\$0	\$0	\$65,442,340
		16.85%	11.71%	0.67%	0.00%	0.00%	29.22%
Subcontracting		\$13,541,836	\$1,551,356	\$288,679	\$0	\$0	\$15,381,871
		6.05%	0.69%	0.13%	0.00%	0.00%	6.87%
Combined	\$223,951,305	\$51,273,093	\$27,765,467	\$1,785,651	\$0	\$0	\$80,824,211
	100.00%	22.89%	12.40%	0.80%	0.00%	0.00%	36.09%

	2017 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
Legacy Level 3							
Direct		\$2,635,894	\$525,551	\$0	\$0	\$28,369	\$3,189,814
		1.61%	0.32%	0.00%	0.00%	0.02%	1.94%
Subcontracting		\$239,525	\$1,051,451	\$244,088	\$497	\$0	\$1,535,561
		0.15%	0.64%	0.15%	0.0003%	0.00%	0.94%
Combined	\$164,186,777	\$2,875,419	\$1,577,002	\$244,088	\$497	\$28,369	\$4,725,375
	100.00%	1.75%	0.96%	0.15%	0.0003%	0.02%	2.88%

	2017 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
PG&E							
Direct		\$1,185,662,277	\$493,836,946	\$201,458,116	\$651,746	\$0	\$1,881,609,085
		19.43%	8.09%	3.30%	0.01%	0.00%	30.83%
Subcontracting		\$368,705,856	\$217,697,389	\$110,020,631	\$802,867	\$0	\$697,226,743
		6.04%	3.57%	1.80%	0.01%	0.00%	11.42%
Combined	\$6,103,446,588	\$1,554,368,133	\$711,534,335	\$311,478,747	\$1,454,613	\$0	\$2,578,835,828
	100.00%	25.47%	11.66%	5.10%	0.02%	0.00%	42.25%

	2017 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
SDG&E							
Direct		\$273,574,827	\$146,495,355	\$30,659,691	\$4,104,473	\$0	\$454,834,346
		17.34%	9.28%	1.94%	0.26%	0.00%	28.83%
Subcontracting		\$118,448,275	\$82,791,295	\$45,566,996	\$1,528,349	\$0	\$248,334,915
		7.51%	5.25%	2.89%	0.10%	0.00%	15.74%
Combined	\$1,577,787,785	\$392,023,102	\$229,286,650	\$76,226,687	\$5,632,822	\$0	\$703,169,261
	100.00%	24.85%	14.53%	4.83%	0.36%	0.00%	44.57%

Table 1a
2017 WMDVLGBTBE Procurement Results for Large Utilities
(in Dollars and as a Percentage of Total Corporate Procurement)

	2017 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
SCE							
Direct		\$891,544,513 22.71%	\$463,430,672 11.80%	\$38,856,284 0.99%	\$1,086,107 0.03%	\$0 0.00%	\$1,394,917,576 35.53%
Subcontracting		\$190,963,636 4.86%	\$118,644,028 3.02%	\$19,867,363 0.51%	\$0 0.00%	\$0 0.00%	\$329,475,027 8.39%
Combined	\$3,926,429,894 100.00%	\$1,082,508,149 27.57%	\$582,074,700 14.82%	\$58,723,647 1.50%	\$1,086,107 0.03%	\$0 0.00%	\$1,724,392,603 43.92%
	2017 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
SoCalGas							
Direct		\$265,832,917 17.47%	\$189,752,759 12.47%	\$6,230,069 0.41%	\$703,014 0.05%	\$0 0.00%	\$462,518,759 30.39%
Subcontracting		\$106,233,111 6.98%	\$53,464,342 3.51%	\$18,086,043 1.19%	\$0 0.00%	\$0 0.00%	\$177,783,496 11.68%
Combined	\$1,521,701,108 100.00%	\$372,066,028 24.45%	\$243,217,101 15.98%	\$24,316,112 1.60%	\$703,014 0.05%	\$0 0.00%	\$640,302,255 42.08%
	2017 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
Sprint							
Direct		\$478,768,355 29.58%	\$53,104,950 3.28%	\$1,167,076 0.07%	\$655,329 0.04%	\$0 0.00%	\$533,695,710 32.97%
Subcontracting		\$36,813,498 2.27%	\$19,594,540 1.21%	\$40,980 0.003%	\$0 0.00%	\$0 0.00%	\$56,449,018 3.49%
Combined	\$1,618,617,834 100.00%	\$515,581,853 31.85%	\$72,699,490 4.49%	\$1,208,056 0.07%	\$655,329 0.04%	\$0 0.00%	\$590,144,728 36.46%
	2017 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
T-Mobile							
Direct		\$455,841,502 10.98%	\$91,072,487 2.19%	\$265,501 0.01%	\$16,808,491 0.41%	\$0 0.00%	\$563,987,981 13.59%
Subcontracting		\$51,881,487 1.25%	\$34,497,539 0.83%	\$6,030,256 0.15%	\$1,057 0.00003%	\$0 0.00%	\$92,410,339 2.23%
Combined	\$4,149,882,693 100.00%	\$507,722,989 12.23%	\$125,570,026 3.03%	\$6,295,757 0.15%	\$16,809,548 0.41%	\$0 0.00%	\$656,398,320 15.82%
	2017 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
Verizon							
Direct		\$1,217,124,447 27.59%	\$182,010,767 4.13%	\$4,236,301 0.10%	\$1,600,350 0.04%	\$0 0.00%	\$1,404,971,865 31.85%
Subcontracting		\$81,968,616 1.86%	\$40,762,753 0.92%	\$822,325 0.02%	\$0 0.00%	\$0 0.00%	\$123,553,694 2.80%
Combined	\$4,410,822,794 100.00%	\$1,299,093,063 29.45%	\$222,773,520 5.05%	\$5,058,626 0.11%	\$1,600,350 0.04%	\$0 0.00%	\$1,528,525,559 34.65%
Total	\$33,136,817,193 100.00%	\$7,048,558,493 21.27%	\$2,753,031,179 8.31%	\$533,678,917 1.61%	\$40,135,234 0.12%	\$408,879 0.001%	\$10,375,812,702 31.31%

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

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

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

	2016 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
AT&T Corp							
Direct		\$88,824,952	\$29,618,305	\$2,258,655	\$2,452	\$431,171	\$121,135,535
		14.61%	4.87%	0.37%	0.0004%	0.07%	19.93%
Subcontracting		\$14,041,953	\$7,387,725	\$1,853,456	\$122,911	\$0	\$23,406,045
		2.31%	1.22%	0.30%	0.02%	0.00%	3.85%
Combined	\$607,915,062	\$102,866,905	\$37,006,030	\$4,112,111	\$125,363	\$431,171	\$144,541,580
	100.00%	16.92%	6.09%	0.68%	0.02%	0.07%	23.78%

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

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

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

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

	2016 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
Frontier							
Direct		\$25,741,378	\$16,275,574	\$112,090	\$28,574	\$0	\$42,157,616
		12.53%	7.92%	0.05%	0.01%	0.00%	20.52%
Subcontracting		\$8,543,152	\$1,259,514	\$549,883	\$0	\$0	\$10,352,549
		4.16%	0.61%	0.27%	0.00%	0.00%	5.04%
Combined	\$205,425,614	\$34,284,530	\$17,535,088	\$661,973	\$28,574	\$0	\$52,510,165
	100.00%	16.69%	8.54%	0.32%	0.01%	0.00%	25.56%

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

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

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

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

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

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

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

Table 2a
2017 WMDVLGBTBE Procurement Results for Small Utilities
(in Dollars and as a Percentage of Total Corporate Procurement)

	2017 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
AT&T Long Distance							
Direct		\$5,975,219	\$1,962,538	\$6,997	\$44	\$1,776	\$7,946,574
		16.83%	5.53%	0.02%	0.0001%	0.01%	22.38%
Subcontracting		\$852,629	\$407,297	\$134,979	\$6,404	\$0	\$1,401,309
		2.40%	1.15%	0.38%	0.02%	0.00%	3.95%
Combined	\$35,501,927	\$6,827,848	\$2,369,835	\$141,976	\$6,448	\$1,776	\$9,347,883
	100.00%	19.23%	6.68%	0.40%	0.02%	0.01%	26.33%
	2017 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
Cal-Am Water							
Direct		\$10,195,219	\$10,202,788	\$682,496	\$1,787,961	\$0	\$22,868,464
		9.50%	9.51%	0.64%	1.67%	0.00%	21.32%
Subcontracting		\$604,598	\$2,489,833	\$6,310,809	\$0	\$0	\$9,405,240
		0.56%	2.32%	5.88%	0.00%	0.00%	8.77%
Combined	\$107,286,095	\$10,799,817	\$12,692,621	\$6,993,305	\$1,787,961	\$0	\$32,273,704
	100.00%	10.07%	11.83%	6.52%	1.67%	0.00%	30.08%
	2017 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
Golden State Water							
Direct		\$26,604,611	\$8,471,814	\$1,932,704	\$1,502,834	\$0	\$38,511,963
		20.40%	6.49%	1.48%	1.15%	0.00%	29.53%
Subcontracting		\$156,373	\$7,885	\$60,261	\$0	\$0	\$224,519
		0.12%	0.01%	0.05%	0.00%	0.00%	0.17%
Combined	\$130,436,556	\$26,760,984	\$8,479,699	\$1,992,965	\$1,502,834	\$0	\$38,736,482
	100.00%	20.52%	6.50%	1.53%	1.15%	0.00%	29.70%
	2017 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
Liberty CalPeco							
Direct		\$2,830,282	\$1,995,840	\$34,353	\$0	\$4,202	\$4,864,677
		10.62%	7.49%	0.13%	0.00%	0.02%	18.26%
Subcontracting		\$125,539	\$0	\$0	\$0	\$0	\$125,539
		0.47%	0.00%	0.00%	0.00%	0.00%	0.47%
Combined	\$26,644,711	\$2,955,821	\$1,995,840	\$34,353	\$0	\$4,202	\$4,990,216
	100.00%	11.09%	7.49%	0.13%	0.00%	0.02%	18.73%
	2017 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
Lodi Gas Storage							
Direct		\$20,210	\$167,790	\$0	\$0	\$0	\$188,000
		0.36%	2.96%	0.00%	0.00%	0.00%	3.32%
Subcontracting		\$0	\$0	\$0	\$0	\$0	\$0
		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Combined	\$5,662,245	\$20,210	\$167,790	\$0	\$0	\$0	\$188,000
	100.00%	0.36%	2.96%	0.00%	0.00%	0.00%	3.32%

Table 2a
2017 WMDVLGBTBE Procurement Results for Small Utilities
(in Dollars and as a Percentage of Total Corporate Procurement)

	2017 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
PacifiCorp							
Direct		\$151,196	\$3,678,080	\$14,081	\$0	\$0	\$3,843,357
		1.36%	32.98%	0.13%	0.00%	0.00%	34.46%
Subcontracting		\$33,460	\$0	\$0	\$0	\$0	\$33,460
		0.30%	0.00%	0.00%	0.00%	0.00%	0.30%
Combined	\$11,152,585	\$184,656	\$3,678,080	\$14,081	\$0	\$0	\$3,876,817
	100.00%	1.66%	32.98%	0.13%	0.00%	0.00%	34.76%

	2017 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
Park Water - Liberty							
Direct		\$2,648,499	\$5,006,045	\$333,293	\$199,219	\$0	\$8,187,056
		8.89%	16.80%	1.12%	0.67%	0.00%	27.47%
Subcontracting		\$1,530	\$1,135	\$0	\$0	\$0	\$2,665
		0.01%	0.004%	0.00%	0.00%	0.00%	0.01%
Combined	\$29,805,164	\$2,650,029	\$5,007,180	\$333,293	\$199,219	\$0	\$8,189,721
	100.00%	8.89%	16.80%	1.12%	0.67%	0.00%	27.48%

	2017 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
San Gabriel Valley							
Direct		\$4,876,565	\$2,728,167	\$44,141	\$468,836	\$0	\$8,117,709
		11.71%	6.55%	0.11%	1.13%	0.00%	19.50%
Subcontracting		\$1,127,046	\$46,037	\$62,140	\$0	\$0	\$1,235,223
		2.71%	0.11%	0.15%	0.00%	0.00%	2.97%
Combined	\$41,635,111	\$6,003,611	\$2,774,204	\$106,281	\$468,836	\$0	\$9,352,932
	100.00%	14.42%	6.66%	0.26%	1.13%	0.00%	22.46%

	2017 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
San Jose Water							
Direct		\$13,610,424	\$516,542	\$0	\$3,684	\$0	\$14,130,650
		9.54%	0.36%	0.00%	0.003%	0.00%	9.91%
Subcontracting		\$2,010,891	\$7,987,246	\$394,745	\$297	\$0	\$10,393,179
		1.41%	5.60%	0.28%	0.0002%	0.00%	7.29%
Combined	\$142,617,718	\$15,621,315	\$8,503,788	\$394,745	\$3,981	\$0	\$24,523,829
	100.00%	10.95%	5.96%	0.28%	0.003%	0.00%	17.20%

	2017 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
Southwest Gas							
Direct		\$3,802,315	\$22,821,322	\$0	\$0	\$0	\$26,623,637
		9.51%	57.10%	0.00%	0.00%	0.00%	66.62%
Subcontracting		\$950,007	\$0	\$0	\$0	\$0	\$950,007
		2.38%	0.00%	0.00%	0.00%	0.00%	2.38%
Combined	\$39,964,345	\$4,752,322	\$22,821,322	\$0	\$0	\$0	\$27,573,644
	100.00%	11.89%	57.10%	0.00%	0.00%	0.00%	69.00%

Table 2a
2017 WMDVLGBTBE Procurement Results for Small Utilities
(in Dollars and as a Percentage of Total Corporate Procurement)

	2017 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
Suburban Water							
Direct		\$4,580,224	\$115,945	\$650	\$4,092,111	\$0	\$8,788,930
		20.13%	0.51%	0.003%	17.99%	0.00%	38.63%
Subcontracting		\$0	\$0	\$0	\$0	\$0	\$0
		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Combined	\$22,752,101	\$4,580,224	\$115,945	\$650	\$4,092,111	\$0	\$8,788,930
	100.00%	20.13%	0.51%	0.003%	17.99%	0.00%	38.63%
	2017 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
TelePacific							
Direct		\$568,406	\$1,636,463	\$1,190	\$0	\$0	\$2,206,059
		0.91%	2.63%	0.002%	0.00%	0.00%	3.54%
Subcontracting		\$0	\$0	\$0	\$0	\$0	\$0
		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Combined	\$62,307,661	\$568,406	\$1,636,463	\$1,190	\$0	\$0	\$2,206,059
	100.00%	0.91%	2.63%	0.002%	0.00%	0.00%	3.54%
	2017 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
Trans Bay Cable							
Direct		\$0	\$3,098,081	\$0	\$0	\$0	\$3,098,081
		0.00%	15.99%	0.00%	0.00%	0.00%	15.99%
Subcontracting		\$0	\$80,305	\$0	\$0	\$0	\$80,305
		0.00%	0.41%	0.00%	0.00%	0.00%	0.41%
Combined	\$19,374,243	\$0	\$3,178,386	\$0	\$0	\$0	\$3,178,386
	100.00%	0.00%	16.41%	0.00%	0.00%	0.00%	16.41%
	2017 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
Wild Goose Storage							
Direct		\$52,237	\$119,264	\$0	\$0	\$0	\$171,501
		3.29%	7.51%	0.00%	0.00%	0.00%	10.80%
Subcontracting		\$0	\$0	\$0	\$0	\$0	\$0
		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Combined	\$1,587,925	\$52,237	\$119,264	\$0	\$0	\$0	\$171,501
	100.00%	3.29%	7.51%	0.00%	0.00%	0.00%	10.80%
	2017 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
XO Communications							
Direct		\$40,839	\$689,586	\$22,695	\$0	\$0	\$753,120
		0.23%	3.92%	0.13%	0.00%	0.00%	4.28%
Subcontracting		\$0	\$0	\$0	\$0	\$0	\$0
		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Combined	\$17,576,757	\$40,839	\$689,586	\$22,695	\$0	\$0	\$753,120
	100.00%	0.23%	3.92%	0.13%	0.00%	0.00%	4.28%
Total	\$694,305,144	\$81,818,319	\$74,230,003	\$10,035,534	\$8,061,390	\$5,978	\$174,151,224
	100.00%	11.78%	10.69%	1.45%	1.16%	0.001%	25.08%

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

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

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

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

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

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

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

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

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

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

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

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

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

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

	2016 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
Suburban Water							
Direct		\$4,931,265	\$350,672	\$0	\$1,615,973	\$0	\$6,897,910
		26.51%	1.89%	0.00%	8.69%	0.00%	37.09%
Subcontracting		\$0	\$0	\$0	\$0	\$0	\$0
		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Combined	\$18,598,714	\$4,931,265	\$350,672	\$0	\$1,615,973	\$0	\$6,897,910
	100.00%	26.51%	1.89%	0.00%	8.69%	0.00%	37.09%
	2016 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
TelePacific							
Direct		\$978,278	\$1,775,247	\$1,485	\$0	\$0	\$2,755,010
		1.34%	2.43%	0.002%	0.00%	0.00%	3.78%
Subcontracting		\$0	\$0	\$0	\$0	\$0	\$0
		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Combined	\$72,938,171	\$978,278	\$1,775,247	\$1,485	\$0	\$0	\$2,755,010
	100.00%	1.34%	2.43%	0.002%	0.00%	0.00%	3.78%
	2016 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
Trans Bay Cable							
Direct		\$80,804	\$1,208,477	\$0	\$0	\$0	\$1,289,281
		0.32%	4.81%	0.00%	0.00%	0.00%	5.14%
Subcontracting		\$0	\$40,929	\$0	\$0	\$0	\$40,929
		0.00%	0.16%	0.00%	0.00%	0.00%	0.16%
Combined	\$25,104,500	\$80,804	\$1,249,406	\$0	\$0	\$0	\$1,330,210
	100.00%	0.32%	4.98%	0.00%	0.00%	0.00%	5.30%
	2016 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
Wild Goose Storage							
Direct		\$59,493	\$161,159	\$0	\$0	\$0	\$220,652
		2.83%	7.67%	0.00%	0.00%	0.00%	10.51%
Subcontracting		\$0	\$0	\$0	\$0	\$0	\$0
		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Combined	\$2,100,434	\$59,493	\$161,159	\$0	\$0	\$0	\$220,652
	100.00%	2.83%	7.67%	0.00%	0.00%	0.00%	10.51%
	2016 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
XO Communications							
Direct		\$32,073	\$1,490,296	\$80,020	\$0	\$0	\$1,602,389
		0.07%	3.07%	0.16%	0.00%	0.00%	3.30%
Subcontracting		\$0	\$0	\$0	\$0	\$0	\$0
		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Combined	\$48,557,081	\$32,073	\$1,490,296	\$80,020	\$0	\$0	\$1,602,389
	100.00%	0.07%	3.07%	0.16%	0.00%	0.00%	3.30%
Total	\$690,605,572	\$77,351,461	\$51,698,213	\$7,534,807	\$6,984,115	\$42,325	\$143,610,920
	100.00%	11.20%	7.49%	1.09%	1.01%	0.006%	20.79%

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

Table 3
2017 and 2016 Comparative Summary of Large, Small and Combined Utility WMDVLGBTBE Procurement Results
(in Dollars and as a Percentage of Total Corporate Procurement)

	Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
2017							
Total Large Utilities	\$33,136,817,193 100.00%	\$7,048,558,493 21.27%	\$2,753,031,179 8.31%	\$533,678,917 1.61%	\$40,135,234 0.12%	\$408,879 0.001%	\$10,375,812,702 31.31%
Total Small Utilities	\$694,305,144 100.00%	\$81,818,319 11.78%	\$74,230,003 10.69%	\$10,035,534 1.45%	\$8,061,390 1.16%	\$5,978 0.001%	\$174,151,224 25.08%
Total Combined	\$33,831,122,337 100.00%	\$7,130,376,812 21.08%	\$2,827,261,182 8.36%	\$543,714,451 1.61%	\$48,196,624 0.14%	\$414,857 0.001%	\$10,549,963,926 31.18%
2016							
Total Large Utilities	\$29,626,192,600 100.00%	\$6,055,414,633 20.44%	\$2,716,549,731 9.17%	\$427,405,159 1.44%	\$29,648,759 0.10%	\$967,883 0.003%	\$9,229,986,166 31.15%
Total Small Utilities	\$690,605,572 100.00%	\$77,351,461 11.20%	\$51,698,213 7.49%	\$7,534,807 1.09%	\$6,984,115 1.01%	\$42,325 0.006%	\$143,610,920 20.79%
Total Combined	\$30,316,798,172 100.00%	\$6,132,766,094 20.23%	\$2,768,247,944 9.13%	\$434,939,966 1.43%	\$36,632,874 0.12%	\$1,010,208 0.003%	\$9,373,597,087 30.92%

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

<p style="text-align: center;">Table 4a</p> <p style="text-align: center;">2017 Summary of Large Utilities Ethnic Procurement</p> <p style="text-align: center;">(in Dollars and as a Percentage of Total MBE Procurement)</p>

		AT&T CA	AT&T Corp	AT&T Mobility	Cal Water	Charter	Comcast	Frontier	Legacy Level 3	PG&E	SDG&E	SCE	SoCalGas	Sprint	T-Mobile	Verizon
Black																
	Direct	\$52,585,754	\$23,805,612	\$88,036,398	\$191,481	\$19,277,688	\$3,535,780	\$13,266	\$0	\$285,616,429	\$25,134,584	\$134,895,276	\$17,022,086	\$198,938,311	\$690,467	\$276,810,259
		11.39%	22.93%	15.12%	0.75%	28.25%	11.93%	0.03%	0.00%	18.38%	6.41%	12.46%	4.58%	38.59%	0.14%	21.31%
	Subcontracting	\$26,619,088	\$4,558,731	\$21,637,888	\$266,931	\$0	\$0	\$455,732	\$25,449	\$46,438,783	\$13,126,424	\$1,529,457	\$11,407,373	\$16,915,803	\$8,501,327	\$33,253,275
		5.77%	4.39%	3.72%	1.04%	0.00%	0.00%	0.89%	0.89%	2.99%	3.35%	0.14%	3.07%	3.28%	1.67%	2.56%
	Combined	\$79,204,842	\$28,364,343	\$109,674,286	\$458,412	\$19,277,688	\$3,535,780	\$468,998	\$25,449	\$332,055,212	\$38,261,008	\$136,424,733	\$28,429,459	\$215,854,114	\$9,191,794	\$310,063,534
		17.16%	27.32%	18.84%	1.79%	28.25%	11.93%	0.91%	0.89%	21.36%	9.76%	12.60%	7.64%	41.87%	1.81%	23.87%
Hispanic																
	Direct	\$238,891,853	\$38,085,238	\$358,061,395	\$12,915,705	\$13,952,084	\$11,846,205	\$33,316,377	\$2,590,012	\$430,318,285	\$138,619,042	\$506,681,539	\$177,006,094	\$64,482,747	\$4,149,837	\$429,126,984
		51.75%	36.68%	61.50%	50.53%	20.45%	39.98%	64.98%	90.07%	27.68%	35.36%	46.81%	47.57%	12.51%	0.82%	33.03%
	Subcontracting	\$16,966,847	\$2,905,708	\$13,791,860	\$5,899,889	\$6,249	\$2,330,341	\$10,798,537	\$66,285	\$218,281,404	\$82,405,464	\$99,289,258	\$77,328,619	\$4,092,446	\$16,029,225	\$16,140,991
		3.68%	2.80%	2.37%	23.08%	0.01%	7.86%	21.06%	2.31%	14.04%	21.02%	9.17%	20.78%	0.79%	3.16%	1.24%
	Combined	\$255,858,700	\$40,990,946	\$371,853,255	\$18,815,594	\$13,958,333	\$14,176,546	\$44,114,914	\$2,656,297	\$648,599,689	\$221,024,506	\$605,970,797	\$254,334,713	\$68,575,193	\$20,179,062	\$445,267,975
		55.43%	39.48%	63.87%	73.62%	20.46%	47.85%	86.04%	92.38%	41.73%	56.38%	55.98%	68.36%	13.30%	3.97%	34.28%
Asian-Pacific																
	Direct	\$83,942,110	\$27,728,015	\$41,017,376	\$5,350,056	\$34,066,933	\$6,804,078	\$4,357,057	\$45,882	\$400,150,252	\$57,443,523	\$170,738,566	\$45,785,457	\$209,280,554	\$450,917,558	\$511,187,204
		18.18%	26.71%	7.05%	20.93%	49.93%	22.96%	8.50%	1.60%	25.74%	14.65%	15.77%	12.31%	40.59%	88.81%	39.35%
	Subcontracting	\$17,135,588	\$2,934,606	\$13,929,025	\$299,477	\$18,816	\$5,107,779	\$1,456,723	\$136,185	\$73,686,952	\$19,755,201	\$85,558,981	\$10,716,165	\$15,794,955	\$20,214,802	\$30,540,221
		3.71%	2.83%	2.39%	1.17%	0.03%	17.24%	2.84%	4.74%	4.74%	5.04%	7.90%	2.88%	3.06%	3.98%	2.35%
	Combined	\$101,077,698	\$30,662,621	\$54,946,401	\$5,649,533	\$34,085,749	\$11,911,857	\$5,813,780	\$182,067	\$473,837,204	\$77,198,724	\$256,297,547	\$56,501,622	\$225,075,509	\$471,132,360	\$541,727,425
		21.90%	29.53%	9.44%	22.10%	49.95%	40.20%	11.34%	6.33%	30.48%	19.69%	23.68%	15.19%	43.65%	92.79%	41.70%
Native American																
	Direct	\$3,769,212	\$144,606	\$30,987	\$531,740	\$914,012	\$5,890	\$44,557	\$0	\$69,577,311	\$52,377,678	\$79,229,132	\$26,019,280	\$6,066,743	\$83,640	\$0
		0.82%	0.14%	0.01%	2.08%	1.34%	0.02%	0.09%	0.00%	4.48%	13.36%	7.32%	6.99%	1.18%	0.02%	0.00%
	Subcontracting	\$12,243,279	\$2,096,759	\$9,952,208	\$104,166	\$0	\$0	\$830,844	\$11,606	\$30,298,717	\$3,161,186	\$4,585,940	\$6,780,954	\$10,294	\$796,726	\$2,034,129
		2.65%	2.02%	1.71%	0.41%	0.00%	0.00%	1.62%	0.40%	1.95%	0.81%	0.42%	1.82%	0.002%	0.16%	0.16%
	Combined	\$16,012,491	\$2,241,365	\$9,983,195	\$635,905	\$914,012	\$5,890	\$875,401	\$11,606	\$99,876,028	\$55,538,864	\$83,815,072	\$32,800,234	\$6,077,037	\$880,366	\$2,034,129
		3.47%	2.16%	1.71%	2.49%	1.34%	0.02%	1.71%	0.40%	6.43%	14.17%	7.74%	8.82%	1.18%	0.17%	0.16%
Other																
	Direct	\$378,183	\$6,868	\$28,337,321	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		0.08%	0.01%	4.87%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
	Subcontracting	\$9,086,529	\$1,556,140	\$7,386,178	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$6,339,407	\$0
		1.97%	1.50%	1.27%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	1.25%	0.00%
	Combined	\$9,464,713	\$1,563,008	\$35,723,499	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$6,339,407	\$0
		2.05%	1.51%	6.14%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	1.25%	0.00%

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

	AT&T CA	AT&T Corp	AT&T Mobility	Cal Water	Comcast	Frontier	Legacy Level 3	PG&E	SDG&E	SCE	SoCalGas	Sprint	T-Mobile	Verizon
Black														
Direct	\$30,251,162	\$32,343,980	\$94,068,700	\$194,395	\$2,499,367	\$32,983	\$0	\$408,104,656	\$31,470,388	\$68,867,061	\$24,502,861	\$204,430,933	\$1,629,514	\$1,764,859
	7.76%	31.44%	16.10%	0.56%	6.78%	0.10%	0.00%	22.32%	8.14%	6.93%	6.57%	45.51%	0.39%	0.42%
Subcontracting	\$25,294,844	\$3,112,299	\$18,819,107	\$0	\$0	\$537,958	\$3,927	\$57,322,160	\$16,981,524	\$24,000,715	\$11,455,467	\$21,041,400	\$3,423,905	\$670,333
	6.49%	3.03%	3.22%	0.00%	0.00%	1.57%	0.16%	3.14%	4.39%	2.41%	3.07%	4.68%	0.82%	0.16%
Combined	\$55,546,006	\$35,456,279	\$112,887,806	\$194,395	\$2,499,367	\$570,941	\$3,927	\$465,426,816	\$48,451,912	\$92,867,776	\$35,958,328	\$225,472,334	\$5,053,419	\$2,435,191
	14.26%	34.47%	19.33%	0.56%	6.78%	1.67%	0.16%	25.46%	12.53%	9.34%	9.63%	50.19%	1.21%	0.58%
Hispanic														
Direct	\$158,777,547	\$24,764,351	\$345,576,397	\$20,404,048	\$6,837,783	\$20,423,745	\$2,333,668	\$556,392,690	\$131,843,572	\$484,393,714	\$180,257,590	\$13,679,704	\$3,845,319	\$2,391,448
	40.75%	24.07%	59.16%	58.62%	18.55%	59.57%	92.86%	30.43%	34.10%	48.72%	48.30%	3.05%	0.92%	0.57%
Subcontracting	\$33,758,838	\$4,153,716	\$25,116,233	\$6,931,521	\$2,206,952	\$3,251,401	\$40,090	\$193,781,905	\$73,279,388	\$89,995,735	\$76,625,601	\$8,401,031	\$1,065,185	\$5,993,985
	8.67%	4.04%	4.30%	19.92%	5.99%	9.48%	1.60%	10.60%	18.95%	9.05%	20.53%	1.87%	0.25%	1.43%
Combined	\$192,536,385	\$28,918,067	\$370,692,630	\$27,335,570	\$9,044,735	\$23,675,146	\$2,373,758	\$750,174,595	\$205,122,960	\$574,389,449	\$256,883,191	\$22,080,735	\$4,910,504	\$8,385,433
	49.42%	28.11%	63.46%	78.54%	24.54%	69.05%	94.46%	41.03%	53.05%	57.77%	68.83%	4.92%	1.17%	1.99%
Asian-Pacific														
Direct	\$83,981,516	\$31,425,908	\$59,532,482	\$5,387,022	\$17,826,923	\$5,283,303	\$6,711	\$364,481,851	\$57,757,076	\$210,428,058	\$44,927,540	\$185,879,128	\$361,166,352	\$394,715,708
	21.56%	30.55%	10.19%	15.48%	48.37%	15.41%	0.27%	19.93%	14.94%	21.17%	12.04%	41.38%	86.36%	93.89%
Subcontracting	\$19,147,706	\$2,355,950	\$14,245,699	\$532,076	\$7,487,088	\$3,073,234	\$128,041	\$93,643,743	\$20,258,374	\$57,960,014	\$10,181,580	\$10,667,398	\$20,023,616	\$14,829,236
	4.91%	2.29%	2.44%	1.53%	20.31%	8.96%	5.10%	5.12%	5.24%	5.83%	2.73%	2.37%	4.79%	3.53%
Combined	\$103,129,222	\$33,781,858	\$73,778,181	\$5,919,098	\$25,314,011	\$8,356,537	\$134,752	\$458,125,594	\$78,015,450	\$268,388,072	\$55,109,120	\$196,546,526	\$381,189,968	\$409,544,944
	26.47%	32.84%	12.63%	17.01%	68.68%	24.37%	5.36%	25.06%	20.18%	27.00%	14.77%	43.75%	91.14%	97.41%
Native American														
Direct	\$2,321,007	\$289,588	\$65,111	\$1,125,508	\$0	\$1,347	\$0	\$115,540,333	\$53,991,077	\$55,458,260	\$21,196,146	\$4,947,957	\$0	\$50,913
	0.60%	0.28%	0.01%	3.23%	0.00%	0.004%	0.00%	6.32%	13.96%	5.58%	5.68%	1.10%	0.00%	0.01%
Subcontracting	\$3,719,521	\$457,653	\$2,767,286	\$230,210	\$0	\$1,680,559	\$601	\$39,106,069	\$902,047	\$3,082,059	\$4,062,816	\$188,941	\$818,876	\$0
	0.95%	0.44%	0.47%	0.66%	0.00%	4.90%	0.02%	2.14%	0.23%	0.31%	1.09%	0.04%	0.20%	0.00%
Combined	\$6,040,528	\$747,241	\$2,832,397	\$1,355,717	\$0	\$1,681,906	\$601	\$154,646,403	\$54,893,124	\$58,540,319	\$25,258,962	\$5,136,898	\$818,876	\$50,913
	1.55%	0.73%	0.48%	3.90%	0.00%	4.91%	0.01%	8.46%	14.20%	5.89%	6.77%	1.14%	0.20%	0.01%
Other														
Direct	\$139,026	\$1,126	\$1,094	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$14,832	\$0	\$11,628,921	\$0
	0.036%	0.001%	0.0002%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.004%	0.00%	2.78%	0.00%
Subcontracting	\$32,203,407	\$3,962,335	\$23,959,008	\$0	\$0	\$0	\$0	\$0	\$197,637	\$0	\$0	\$0	\$14,622,378	\$0
	8.27%	3.85%	4.10%	0.00%	0.00%	0.00%	0.00%	0.00%	0.05%	0.00%	0.00%	0.00%	3.50%	0.00%
Combined	\$32,342,433	\$3,963,461	\$23,960,102	\$0	\$0	\$0	\$0	\$0	\$197,637	\$0	\$14,832	\$0	\$26,251,299	\$0
	8.30%	3.85%	4.10%	0.00%	0.00%	0.00%	0.00%	0.00%	0.05%	0.00%	0.004%	0.00%	6.28%	0.00%
2016 Total MBE Procurement														
	\$389,594,573	\$102,866,905	\$584,151,116	\$34,804,780	\$36,858,113	\$34,284,530	\$2,513,038	\$1,828,373,408	\$386,681,083	\$994,185,616	\$373,224,433	\$449,236,492	\$418,224,066	\$420,416,481
	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100%	100.00%	100.00%	100.00%

Table 5a
2017 Summary of Large Utilities Ethnic Procurement
(in Dollars and as a Percentage of Total Corporate Procurement)

		AT&T CA	AT&T Corp	AT&T Mobility	Cal Water	Charter	Comcast	Frontier	Legacy Level 3	PG&E	SDG&E	SCE	SoCalGas	Sprint	T-Mobile	Verizon
Black																
	Direct	\$52,585,754	\$23,805,612	\$88,036,398	\$191,481	\$19,277,688	\$3,535,780	\$13,266	\$0	\$285,616,429	\$25,134,584	\$134,895,276	\$17,022,086	\$198,938,311	\$690,467	\$276,810,259
		1.98%	3.85%	1.92%	0.08%	2.36%	0.69%	0.01%	0.00%	4.68%	1.59%	3.44%	1.12%	12.29%	0.02%	6.28%
	Subcontracting	\$26,619,088	\$4,558,731	\$21,637,888	\$266,931	\$0	\$0	\$455,732	\$25,449	\$46,438,783	\$13,126,424	\$1,529,457	\$11,407,373	\$16,915,803	\$8,501,327	\$33,253,275
		1.00%	0.74%	0.47%	0.11%	0.00%	0.00%	0.20%	0.02%	0.76%	0.83%	0.04%	0.75%	1.05%	0.20%	0.75%
	Combined	\$79,204,842	\$28,364,343	\$109,674,286	\$458,412	\$19,277,688	\$3,535,780	\$468,998	\$25,449	\$332,055,212	\$38,261,008	\$136,424,733	\$28,429,459	\$215,854,114	\$9,191,794	\$310,063,534
		2.98%	4.58%	2.39%	0.19%	2.36%	0.69%	0.21%	0.02%	5.44%	2.42%	3.47%	1.87%	13.34%	0.22%	7.03%
Hispanic																
	Direct	\$238,891,853	\$38,085,238	\$358,061,395	\$12,915,705	\$13,952,084	\$11,846,205	\$33,316,377	\$2,590,012	\$430,318,285	\$138,619,042	\$506,681,539	\$177,006,094	\$64,482,747	\$4,149,837	\$429,126,984
		8.98%	6.15%	7.80%	5.35%	1.71%	2.33%	14.88%	1.58%	7.05%	8.79%	12.90%	11.63%	3.98%	0.10%	9.73%
	Subcontracting	\$16,966,847	\$2,905,708	\$13,791,860	\$5,899,889	\$6,249	\$2,330,341	\$10,798,537	\$66,285	\$218,281,404	\$82,405,464	\$99,289,258	\$77,328,619	\$4,092,446	\$16,029,225	\$16,140,991
		0.64%	0.47%	0.30%	2.44%	0.001%	0.46%	4.82%	0.04%	3.58%	5.22%	2.53%	5.08%	0.25%	0.39%	0.37%
	Combined	\$255,858,700	\$40,990,946	\$371,853,255	\$18,815,594	\$13,958,333	\$14,176,546	\$44,114,914	\$2,656,297	\$648,599,689	\$221,024,506	\$605,970,797	\$254,334,713	\$68,575,193	\$20,179,062	\$445,267,975
		9.62%	6.62%	8.10%	7.80%	1.71%	2.78%	19.70%	1.62%	10.63%	14.01%	15.43%	16.71%	4.24%	0.49%	10.09%
Asian-Pacific																
	Direct	\$83,942,110	\$27,728,015	\$41,017,376	\$5,350,056	\$34,066,933	\$6,804,078	\$4,357,057	\$45,882	\$400,150,252	\$57,443,523	\$170,738,566	\$45,785,457	\$209,280,554	\$450,917,558	\$511,187,204
		3.16%	4.48%	0.89%	2.22%	4.17%	1.34%	1.95%	0.03%	6.56%	3.64%	4.35%	3.01%	12.93%	10.87%	11.59%
	Subcontracting	\$17,135,588	\$2,934,606	\$13,929,025	\$299,477	\$18,816	\$5,107,779	\$1,456,723	\$136,185	\$73,686,952	\$19,755,201	\$85,558,981	\$10,716,165	\$15,794,955	\$20,214,802	\$30,540,221
		0.64%	0.47%	0.30%	0.12%	0.002%	1.00%	0.65%	0.08%	1.21%	1.25%	2.18%	0.70%	0.98%	0.49%	0.69%
	Combined	\$101,077,698	\$30,662,621	\$54,946,401	\$5,649,533	\$34,085,749	\$11,911,857	\$5,813,780	\$182,067	\$473,837,204	\$77,198,724	\$256,297,547	\$56,501,622	\$225,075,509	\$471,132,360	\$541,727,425
		3.80%	4.95%	1.20%	2.34%	4.18%	2.34%	2.60%	0.11%	7.76%	4.89%	6.53%	3.71%	13.91%	11.35%	12.28%
Native American																
	Direct	\$3,769,212	\$144,606	\$30,987	\$531,740	\$914,012	\$5,890	\$44,557	\$0	\$69,577,311	\$52,377,678	\$79,229,132	\$26,019,280	\$6,066,743	\$83,640	\$0
		0.14%	0.02%	0.001%	0.22%	0.11%	0.001%	0.02%	0.00%	1.14%	3.32%	2.02%	1.71%	0.37%	0.00%	0.00%
	Subcontracting	\$12,243,279	\$2,096,759	\$9,952,208	\$104,166	\$0	\$0	\$830,844	\$11,606	\$30,298,717	\$3,161,186	\$4,585,940	\$6,780,954	\$10,294	\$796,726	\$2,034,129
		0.46%	0.34%	0.22%	0.04%	0.00%	0.00%	0.37%	0.01%	0.50%	0.20%	0.12%	0.45%	0.001%	0.02%	0.05%
	Combined	\$16,012,491	\$2,241,365	\$9,983,195	\$635,905	\$914,012	\$5,890	\$875,401	\$11,606	\$99,876,028	\$55,538,864	\$83,815,072	\$32,800,234	\$6,077,037	\$880,366	\$2,034,129
		0.60%	0.36%	0.22%	0.26%	0.11%	0.001%	0.39%	0.01%	1.64%	3.52%	2.13%	2.16%	0.38%	0.02%	0.05%
Other																
	Direct	\$378,183	\$6,868	\$28,337,321	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		0.01%	0.00%	0.62%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
	Subcontracting	\$9,086,529	\$1,556,140	\$7,386,178	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$6,339,407	\$0
		0.34%	0.25%	0.16%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.15%	0.00%
	Combined	\$9,464,713	\$1,563,008	\$35,723,499	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$6,339,407	\$0
		0.36%	0.25%	0.78%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.15%	0.00%
2017 Total Corporate Procurement		\$2,660,489,018	\$618,908,039	\$4,593,390,619	\$241,304,396	\$816,400,106	\$509,498,237	\$223,951,305	\$164,186,777	\$6,103,446,588	\$1,577,787,785	\$3,926,429,894	\$1,521,701,108	\$1,618,617,834	\$4,149,882,693	\$4,410,822,794
		100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
2017 Total MBE Procurement		\$461,618,446	\$103,822,283	\$582,180,636	\$25,559,444	\$68,235,782	\$29,630,073	\$51,273,093	\$2,875,419	\$1,554,368,133	\$392,023,102	\$1,082,508,149	\$372,066,028	\$515,581,853	\$507,722,989	\$1,299,093,063
		17.35%	16.78%	12.67%	10.59%	8.36%	5.82%	22.89%	1.75%	25.47%	24.85%	27.57%	24.45%	31.85%	12.23%	29.45%

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

	AT&T CA	AT&T Corp	AT&T Mobility	Cal Water	Comcast	Frontier	Legacy Level 3	PG&E	SDG&E	SCE	SoCalGas	Sprint	T-Mobile	Verizon
Black														
Direct	\$30,251,162	\$32,343,980	\$94,068,700	\$194,395	\$2,499,367	\$32,983	\$0	\$408,104,656	\$31,470,388	\$68,867,061	\$24,502,861	\$204,430,933	\$1,629,514	\$1,764,859
	1.35%	5.32%	2.03%	0.09%	0.58%	0.02%	0.00%	6.35%	2.19%	1.83%	1.27%	15.38%	0.04%	0.08%
Subcontracting	\$25,294,844	\$3,112,299	\$18,819,107	\$0	\$0	\$537,958	\$3,927	\$57,322,160	\$16,981,524	\$24,000,715	\$11,455,467	\$21,041,400	\$3,423,905	\$670,333
	1.13%	0.51%	0.41%	0.00%	0.00%	0.26%	0.002%	0.89%	1.18%	0.64%	0.60%	1.58%	0.09%	0.03%
Combined	\$55,546,006	\$35,456,279	\$112,887,806	\$194,395	\$2,499,367	\$570,941	\$3,927	\$465,426,816	\$48,451,912	\$92,867,776	\$35,958,328	\$225,472,334	\$5,053,419	\$2,435,191
	2.47%	5.83%	2.44%	0.09%	0.58%	0.28%	0.002%	7.24%	3.36%	2.47%	1.87%	16.96%	0.13%	0.10%
Hispanic														
Direct	\$158,777,547	\$24,764,351	\$345,576,397	\$20,404,048	\$6,837,783	\$20,423,745	\$2,333,668	\$556,392,690	\$131,843,572	\$484,393,714	\$180,257,590	\$13,679,704	\$3,845,319	\$2,391,448
	7.06%	4.07%	7.47%	9.20%	1.59%	9.94%	1.29%	8.66%	9.15%	12.86%	9.37%	1.03%	0.10%	0.10%
Subcontracting	\$33,758,838	\$4,153,716	\$25,116,233	\$6,931,521	\$2,206,952	\$3,251,401	\$40,090	\$193,781,905	\$73,279,388	\$89,995,735	\$76,625,601	\$8,401,031	\$1,065,185	\$5,993,985
	1.50%	0.68%	0.54%	3.13%	0.51%	1.58%	0.02%	3.02%	5.09%	2.39%	3.98%	0.63%	0.03%	0.26%
Combined	\$192,536,385	\$28,918,067	\$370,692,630	\$27,335,570	\$9,044,735	\$23,675,146	\$2,373,758	\$750,174,595	\$205,122,960	\$574,389,449	\$256,883,191	\$22,080,735	\$4,910,504	\$8,385,433
	8.57%	4.76%	8.02%	12.32%	2.10%	11.52%	1.32%	11.67%	14.24%	15.25%	13.36%	1.66%	0.13%	0.36%
Asian-Pacific														
Direct	\$83,981,516	\$31,425,908	\$59,532,482	\$5,387,022	\$17,826,923	\$5,283,303	\$6,711	\$364,481,851	\$57,757,076	\$210,428,058	\$44,927,540	\$185,879,128	\$361,166,352	\$394,715,708
	3.74%	5.17%	1.29%	2.43%	4.14%	2.57%	0.004%	5.67%	4.01%	5.59%	2.34%	13.98%	9.31%	16.83%
Subcontracting	\$19,147,706	\$2,355,950	\$14,245,699	\$532,076	\$7,487,088	\$3,073,234	\$128,041	\$93,643,743	\$20,258,374	\$57,960,014	\$10,181,580	\$10,667,398	\$20,023,616	\$14,829,236
	0.85%	0.39%	0.31%	0.24%	1.74%	1.50%	0.07%	1.46%	1.41%	1.54%	0.53%	0.80%	0.52%	0.63%
Combined	\$103,129,222	\$33,781,858	\$73,778,181	\$5,919,098	\$25,314,011	\$8,356,537	\$134,752	\$458,125,594	\$78,015,450	\$268,388,072	\$55,109,120	\$196,546,526	\$381,189,968	\$409,544,944
	4.59%	5.56%	1.60%	2.67%	5.88%	4.07%	0.07%	7.13%	5.42%	7.13%	2.87%	14.78%	9.83%	17.47%
Native American														
Direct	\$2,321,007	\$289,588	\$65,111	\$1,125,508	\$0	\$1,347	\$0	\$115,540,333	\$53,991,077	\$55,458,260	\$21,196,146	\$4,947,957	\$0	\$50,913
	0.10%	0.05%	0.001%	0.51%	0.00%	0.001%	0.00%	1.80%	3.75%	1.47%	1.10%	0.37%	0.00%	0.002%
Subcontracting	\$3,719,521	\$457,653	\$2,767,286	\$230,210	\$0	\$1,680,559	\$601	\$39,106,069	\$902,047	\$3,082,059	\$4,062,816	\$188,941	\$818,876	\$0
	0.17%	0.08%	0.06%	0.10%	0.00%	0.82%	0.0003%	0.61%	0.06%	0.08%	0.21%	0.01%	0.02%	0.00%
Combined	\$6,040,528	\$747,241	\$2,832,397	\$1,355,717	\$0	\$1,681,906	\$601	\$154,646,403	\$54,893,124	\$58,540,319	\$25,258,962	\$5,136,898	\$818,876	\$50,913
	0.27%	0.12%	0.06%	0.61%	0.00%	0.82%	0.0003%	2.41%	3.81%	1.55%	1.31%	0.39%	0.02%	0.002%
Other														
Direct	\$139,026	\$1,126	\$1,094	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$14,832	\$0	\$11,628,921	\$0
	0.01%	0.00%	0.00002%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.001%	0.00%	0.30%	0.00%
Subcontracting	\$32,203,407	\$3,962,335	\$23,959,008	\$0	\$0	\$0	\$0	\$0	\$197,637	\$0	\$0	\$0	\$14,622,378	\$0
	1.43%	0.65%	0.52%	0.00%	0.00%	0.00%	0.00%	0.00%	0.01%	0.00%	0.00%	0.00%	0.38%	0.00%
Combined	\$32,342,433	\$3,963,461	\$23,960,102	\$0	\$0	\$0	\$0	\$0	\$197,637	\$0	\$14,832	\$0	\$26,251,299	\$0
	1.44%	0.65%	0.52%	0.00%	0.00%	0.00%	0.00%	0.00%	0.01%	0.00%	0.001%	0.00%	0.68%	0.00%
2016 Total Corporate Procurement														
	\$2,247,570,045	\$607,915,062	\$4,623,757,214	\$221,807,529	\$430,540,814	\$205,425,614	\$180,372,375	\$6,426,644,131	\$1,440,288,240	\$3,766,644,844	\$1,923,334,705	\$1,329,437,294	\$3,877,768,984	\$2,344,685,749
	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
2016 Total MBE Procurement														
	\$389,594,573	\$102,866,905	\$584,151,116	\$34,804,780	\$36,858,113	\$34,284,530	\$2,513,038	\$1,828,373,408	\$386,681,083	\$994,185,616	\$373,224,433	\$449,236,492	\$418,224,066	\$420,416,481
	17.33%	16.92%	12.63%	15.69%	8.56%	16.69%	1.39%	28.45%	26.85%	26.39%	19.41%	33.79%	10.79%	17.93%

Table 6a
2017 Summary of Large Utilities Procurement from
Minority and non-Minority (Caucasian) Women
(in Dollars and as a Percentage of Total Corporate Procurement)

	Minority Women Procurement	Caucasian Women Procurement	Combined Women Procurement	2017 Total Corporate Procurement
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AT&T CA

Direct	\$94,393,646 3.55%	\$239,175,459 8.99%	\$333,569,105 12.54%	
Subcontracting	\$8,441,266 0.32%	\$39,195,543 1.47%	\$47,636,809 1.79%	
Combined	\$102,834,912 3.87%	\$278,371,002 10.46%	\$381,205,914 14.33%	\$2,660,489,018 100.00%

	Minority Women Procurement	Caucasian Women Procurement	Combined Women Procurement	2017 Total Corporate Procurement
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AT&T Corp

Direct	\$15,045,637 2.43%	\$33,553,361 5.42%	\$48,598,998 7.85%	
Subcontracting	\$1,445,634 0.23%	\$6,712,549 1.08%	\$8,158,183 1.32%	
Combined	\$16,491,271 2.66%	\$40,265,910 6.51%	\$56,757,181 9.17%	\$618,908,039 100.00%

	Minority Women Procurement	Caucasian Women Procurement	Combined Women Procurement	2017 Total Corporate Procurement
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AT&T Mobility

Direct	\$19,385,466 0.42%	\$146,253,513 3.18%	\$165,638,979 3.61%	
Subcontracting	\$6,861,662 0.15%	\$31,860,924 0.69%	\$38,722,586 0.84%	
Combined	\$26,247,128 0.57%	\$178,114,437 3.88%	\$204,361,565 4.45%	\$4,593,390,619 100.00%

	Minority Women Procurement	Caucasian Women Procurement	Combined Women Procurement	2017 Total Corporate Procurement
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Cal Water

Direct	\$2,438,155 1.01%	\$4,533,272 1.88%	\$6,971,426 2.89%	
Subcontracting	\$156,358 0.06%	\$5,390,227 2.23%	\$5,546,585 2.30%	
Combined	\$2,594,512 1.08%	\$9,923,499 4.11%	\$12,518,011 5.19%	\$241,304,396 100.00%

	Minority Women Procurement	Caucasian Women Procurement	Combined Women Procurement	2017 Total Corporate Procurement
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Charter

Direct	\$2,698,791 0.33%	\$10,161,254 1.24%	\$12,860,045 1.58%	
Subcontracting	\$6,249 0.00%	\$7,617 0.00%	\$13,866 0.002%	
Combined	\$2,705,040 0.33%	\$10,168,871 1.25%	\$12,873,911 1.58%	\$816,400,106 100.00%

Table 6a
2017 Summary of Large Utilities Procurement from
Minority and non-Minority (Caucasian) Women
(In Dollars and as a Percentage of Total Corporate Procurement)

	Minority Women Procurement	Caucasian Women Procurement	Combined Women Procurement	2017 Total Corporate Procurement
Comcast				
Direct	\$2,137,685 0.42%	\$18,937,523 3.72%	\$21,075,208 4.14%	
Subcontracting	\$2,062,311 0.40%	\$751,646 0.15%	\$2,813,957 0.55%	
Combined	\$4,199,996 0.82%	\$19,689,169 3.86%	\$23,889,165 4.69%	\$509,498,237 100.00%

	Minority Women Procurement	Caucasian Women Procurement	Combined Women Procurement	2017 Total Corporate Procurement
Frontier				
Direct	\$6,666,136 2.98%	\$26,214,111 11.71%	\$32,880,247 14.68%	
Subcontracting	\$8,130,337 3.63%	\$1,551,356 0.69%	\$9,681,693 4.32%	
Combined	\$14,796,473 6.61%	\$27,765,467 12.40%	\$42,561,940 19.00%	\$223,951,305 100.00%

	Minority Women Procurement	Caucasian Women Procurement	Combined Women Procurement	2017 Total Corporate Procurement
Legacy Level 3				
Direct	\$156,696 0.10%	\$525,551 0.32%	\$682,247 0.42%	
Subcontracting	\$25,580 0.02%	\$1,051,451 0.64%	\$1,077,031 0.66%	
Combined	\$182,276 0.11%	\$1,577,002 0.96%	\$1,759,278 1.07%	\$164,186,777 100.00%

	Minority Women Procurement	Caucasian Women Procurement	Combined Women Procurement	2017 Total Corporate Procurement
PG&E				
Direct	\$455,818,467 7.47%	\$493,836,946 8.09%	\$949,655,413 15.56%	
Subcontracting	\$67,059,402 1.10%	\$217,697,389 3.57%	\$284,756,791 4.67%	
Combined	\$522,877,869 8.57%	\$711,534,335 11.66%	\$1,234,412,204 20.22%	\$6,103,446,588 100.00%

	Minority Women Procurement	Caucasian Women Procurement	Combined Women Procurement	2017 Total Corporate Procurement
SDG&E				
Direct	\$28,028,806 1.78%	\$146,495,355 9.28%	\$174,524,161 11.06%	
Subcontracting	\$32,709,220 2.07%	\$82,791,295 5.25%	\$115,500,515 7.32%	
Combined	\$60,738,026 3.85%	\$229,286,650 14.53%	\$290,024,676 18.38%	\$1,577,787,785 100.00%

Table 6a
2017 Summary of Large Utilities Procurement from
Minority and non-Minority (Caucasian) Women
(in Dollars and as a Percentage of Total Corporate Procurement)

	Minority Women Procurement	Caucasian Women Procurement	Combined Women Procurement	2017 Total Corporate Procurement
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SCE

Direct	\$179,413,925 4.57%	\$463,430,672 11.80%	\$642,844,597 16.37%	
Subcontracting	\$85,195,995 2.17%	\$118,644,028 3.02%	\$203,840,023 5.19%	
Combined	\$264,609,920 6.74%	\$582,074,700 14.82%	\$846,684,620 21.56%	\$3,926,429,894 100.00%

	Minority Women Procurement	Caucasian Women Procurement	Combined Women Procurement	2017 Total Corporate Procurement
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SoCalGas

Direct	\$49,981,741 3.28%	\$189,752,759 12.47%	\$239,734,500 15.75%	
Subcontracting	\$24,128,325 1.59%	\$53,464,342 3.51%	\$77,592,667 5.10%	
Combined	\$74,110,066 4.87%	\$243,217,101 15.98%	\$317,327,167 20.85%	\$1,521,701,108 100.00%

	Minority Women Procurement	Caucasian Women Procurement	Combined Women Procurement	2017 Total Corporate Procurement
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Sprint

Direct	\$64,383,358 3.98%	\$53,104,950 3.28%	\$117,488,308 7.26%	
Subcontracting	\$7,981,730 0.49%	\$19,594,540 1.21%	\$27,576,270 1.70%	
Combined	\$72,365,088 4.47%	\$72,699,490 4.49%	\$145,064,578 8.96%	\$1,618,617,834 100.00%

	Minority Women Procurement	Caucasian Women Procurement	Combined Women Procurement	2017 Total Corporate Procurement
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T-Mobile

Direct	\$18,001,370 0.43%	\$91,072,487 2.19%	\$109,073,857 2.63%	
Subcontracting	\$3,856,987 0.09%	\$34,497,539 0.83%	\$38,354,526 0.92%	
Combined	\$21,858,357 0.53%	\$125,570,026 3.03%	\$147,428,383 3.55%	\$4,149,882,693 100.00%

	Minority Women Procurement	Caucasian Women Procurement	Combined Women Procurement	2017 Total Corporate Procurement
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Verizon

Direct	\$445,021,534 10.09%	\$182,010,767 4.13%	\$627,032,301 14.22%	
Subcontracting	\$15,886,706 0.36%	\$40,762,753 0.92%	\$56,649,459 1.28%	
Combined	\$460,908,240 10.45%	\$222,773,520 5.05%	\$683,681,760 15.50%	\$4,410,822,794 100.00%

Total	\$1,647,519,174 4.97%	\$2,753,031,179 8.31%	\$4,400,550,353 13.28%	\$33,136,817,193 100.00%
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Table 6b
2016 Summary of Large Utilities Procurement from
Minority and non-Minority (Caucasian) Women
(in Dollars and as a Percentage of Total Corporate Procurement)

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

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

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

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

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

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

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

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

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

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

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

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

	Minority Women	Caucasian Women	Combined Women	Total Corporate Procurement
SoCalGas				
Direct	\$78,036,943	\$203,492,709	\$281,529,652	
	4.06%	10.58%	14.64%	
Subcontracting	\$24,051,963	\$62,763,286	\$86,815,249	
	1.25%	3.26%	4.51%	
Combined	\$102,088,906	\$266,255,995	\$368,344,901	\$1,923,334,705
	5.31%	13.84%	19.15%	100.00%
Sprint				
Direct	\$37,709,113	\$29,846,092	\$67,555,205	
	2.84%	2.25%	5.08%	
Subcontracting	\$3,239,806	\$11,207,940	\$14,447,747	
	0.24%	0.84%	1.09%	
Combined	\$40,948,919	\$41,054,033	\$82,002,952	\$1,329,437,294
	3.08%	3.09%	6.17%	100.00%
T-Mobile				
Direct	\$26,225,875	\$73,057,231	\$99,283,106	
	0.68%	1.88%	2.56%	
Subcontracting	\$0	\$31,231,335	\$31,231,335	
	0.00%	0.81%	0.81%	
Combined	\$26,225,875	\$104,288,566	\$130,514,441	\$3,877,768,984
	0.68%	2.69%	3.37%	100.00%
Verizon				
Direct	\$8,178,534	\$101,867,123	\$110,045,657	
	0.35%	4.34%	4.69%	
Subcontracting	\$8,918,190	\$12,709,403	\$21,627,593	
	0.38%	0.54%	0.92%	
Combined	\$17,096,724	\$114,576,526	\$131,673,250	\$2,344,685,749
	0.73%	4.89%	5.62%	100.00%
Total				
	\$1,097,501,747	\$2,716,549,731	\$3,814,051,478	\$29,626,192,600
	3.70%	9.17%	12.87%	100.00%

Table 7a
2017 DVBE Procurement for Large and Small Utilities
(in Dollars and as Percentage of Total Corporate Procurement)

	DVBE Procurement		2017 Total Procurement
Large Utilities			
AT&T CA	\$27,919,718	1.05%	\$2,660,489,018
AT&T Corp	\$2,784,910	0.45%	\$618,908,039
AT&T Mobility	\$10,892,951	0.24%	\$4,593,390,619
Cal Water	\$6,634,748	2.75%	\$241,304,396
Charter	\$0	0.00%	\$816,400,106
Comcast	\$109,219	0.02%	\$509,498,237
Frontier	\$1,785,651	0.80%	\$223,951,305
PG&E	\$311,478,747	5.10%	\$6,103,446,588
Legacy Level 3	\$244,088	0.15%	\$164,186,777
SDG&E	\$76,226,687	4.83%	\$1,577,787,785
SCE	\$58,723,647	1.50%	\$3,926,429,894
SoCalGas	\$24,316,112	1.60%	\$1,521,701,108
Sprint	\$1,208,056	0.07%	\$1,618,617,834
T-Mobile	\$6,295,757	0.15%	\$4,149,882,693
Verizon	\$5,058,626	0.11%	\$4,410,822,794
Total	\$533,678,917	1.61%	\$33,136,817,193
Small Utilities			
AT&T Long Distance	\$141,976	0.40%	\$35,501,927
Cal-Am Water	\$6,993,305	6.52%	\$107,286,095
Golden State Water	\$1,992,965	1.53%	\$130,436,556
Liberty CalPeco	\$34,353	0.13%	\$26,644,711
Lodi Gas Storage	\$0	0.00%	\$5,662,245
PacifiCorp	\$14,081	0.13%	\$11,152,585
Park Water - Liberty	\$333,293	1.12%	\$29,805,164
San Gabriel Valley	\$106,281	0.26%	\$41,635,111
San Jose Water	\$394,745	0.28%	\$142,617,718
Southwest Gas	\$0	0.00%	\$39,964,345
Suburban Water	\$650	0.003%	\$22,752,101
TPx Communications	\$1,190	0.002%	\$62,307,661
Trans Bay Cable	\$0	0.00%	\$19,374,243
Wild Goose Storage	\$0	0.00%	\$1,587,925
XO Communications	\$22,695	0.13%	\$17,576,757
Total	\$10,035,534	1.45%	\$694,305,144
Grand Total	\$543,714,451	1.61%	\$33,831,122,337

Table 7b
2016 DVBE Procurement for Large and Small Utilities
(in Dollars and as Percentage of Total Corporate Procurement)

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

Table 8a
2017 LGBTBE Procurement for Large and Small Utilities
(in Dollars and as Percentage of Total Corporate Procurement)

	LGBTBE Procurement		2017 Total Procurement
Large Utilities			
AT&T CA	\$618,403	0.02%	\$2,660,489,018
AT&T Corp	\$105,967	0.02%	\$618,908,039
AT&T Mobility	\$11,349,134	0.25%	\$4,593,390,619
Cal Water	\$119,450	0.05%	\$241,304,396
Charter	\$0	0.00%	\$816,400,106
Comcast	\$0	0.00%	\$509,498,237
Frontier	\$0	0.00%	\$223,951,305
PG&E	\$1,454,613	0.02%	\$6,103,446,588
Legacy Level 3	\$497	0.0003%	\$164,186,777
SDG&E	\$5,632,822	0.36%	\$1,577,787,785
SCE	\$1,086,107	0.03%	\$3,926,429,894
SoCalGas	\$703,014	0.05%	\$1,521,701,108
Sprint	\$655,329	0.04%	\$1,618,617,834
T-Mobile	\$16,809,548	0.41%	\$4,149,882,693
Verizon	\$1,600,350	0.04%	\$4,410,822,794
Total	\$40,135,234	0.12%	\$33,136,817,193
Small Utilities			
AT&T Long Distance	\$6,448	0.02%	\$35,501,927
Cal-Am Water	\$1,787,961	1.67%	\$107,286,095
Golden State Water	\$1,502,834	1.15%	\$130,436,556
Liberty CalPeco	\$0	0.00%	\$26,644,711
Lodi Gas Storage	\$0	0.00%	\$5,662,245
PacifiCorp	\$0	0.13%	\$11,152,585
Park Water - Liberty	\$199,219	0.67%	\$29,805,164
San Gabriel Valley	\$468,836	1.13%	\$41,635,111
San Jose Water	\$3,981	0.003%	\$142,617,718
Southwest Gas	\$0	0.00%	\$39,964,345
Suburban Water	\$4,092,111	17.99%	\$22,752,101
TPx Communications	\$0	0.00%	\$62,307,661
Trans Bay Cable	\$0	0.00%	\$19,374,243
Wild Goose Storage	\$0	0.00%	\$1,587,925
XO Communications	\$0	0.00%	\$17,576,757
Total	\$8,061,390	1.16%	\$694,305,144
Grand Total	\$48,196,624	0.14%	\$33,831,122,337

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

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

Table 9a-1
2017 PG&E Annual Energy Product Results by Ethnicity and WMDVLGBTBE Certification
 (All dollar figures in \$MM)

			Results by Ethnicity & Gender												Results by WMDVLGBTBE Certification						
Product ¹		Unit	Asian Pacific American			African American			Hispanic American			Native American			Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	Other 8(a) ²	Total WMDVLGBTBE Procurement Spend	Total Procurement Spend
			Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Total	Total	Total	Total	Total		
NATURAL GAS	SHORT TERM	\$		\$10.9	\$10.9	\$2.7		\$2.7							\$13.6			\$9.9		\$23.5	\$309.7
		%		3.52%	3.52%	0.87%		0.87%							4.39%			3.20%		7.59%	
	LONG TERM	\$		\$15.8	\$15.8				\$3.6		\$3.6				\$19.4	\$7.3		\$3.6		\$30.3	\$452.3
		%		3.49%	3.49%				0.80%		0.80%				4.29%	1.61%		0.80%		6.70%	
	Total Natural Gas	\$		\$26.7	\$26.7	\$2.7		\$2.7	\$3.6		\$3.6				\$33.0	\$7.3		\$13.5		\$53.8	\$762.0
		%		3.50%	3.50%	0.35%		0.35%	0.47%		0.47%				4.33%	0.96%		1.77%		7.06%	
LPG	SHORT TERM	\$																			
		%																			
	LONG TERM	\$																			
		%																			
	Total LPG	\$																			
		%																			
Overall Total \$				\$26.7	\$26.7	\$2.7		\$2.7	\$3.6		\$3.6				\$33.0	\$7.3		\$13.5		\$53.8	\$762.0
Overall Total %				3.50%	3.50%	0.35%		0.35%	0.47%		0.47%				4.33%	0.96%		1.77%		Overall WMDVLGBTBE: 7.06%	

Note:

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

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

¹Excludes purchases from the CAISO, other IOUs, utilities, Federal entities, State entities, Municipalities and cooperative:

²Includes Non-WMDVLGBT firms classified as 8(a) of Small Business Administration

% - percentages calculated by the Row Category Total Procurement Spend

Table 9a-2
2017 SCE 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) ²		
			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	\$							\$0.51		\$0.51				\$0.51			\$0.63		\$1.14	\$1.14
		%							44.93%		44.93%				44.93%			55.07%		100%	
	Total LPG	\$							\$0.51		\$0.51				\$0.51			\$0.63			
		%							44.93%		44.93%				44.93%			55.07%			
	Overall Total \$								\$0.51		\$0.51				\$0.51			\$0.63		\$1.14	\$1.14
	Overall Total %								44.93%		44.93%				44.93%			55.07%		Overall WMDVLGBTBE: 100%	

Note:

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

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

¹Excludes purchases from the CAISO, other IOUs, utilities, Federal entities, State entities, Municipalities and cooperative

²Includes Non-WMDVLGBT firms classified as 8(a) of Small Business Administration

% - percentages calculated by the Row Category Total Procurement Spend

Table 9a-3
2017 SoCalGas Annual Energy Product Results by Ethnicity and WMDVLGBTBE Certification
 (All dollar figures in \$MM)

			Results by Ethnicity & Gender												Results by WMDVLGBTBE Certification						
Product ¹		Unit	Asian Pacific American			African American			Hispanic American			Native American			Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	Other 8(a) ²	Total WMDVLGBTBE Procurement Spend	Total Procurement Spend
			Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Total	Total	Total	Total	Total		
NATURAL GAS	SHORT TERM	\$		\$20.07	\$20.07	\$12.55		\$12.55				\$34.55		\$34.55	\$67.17			\$4.89		\$72.06	\$525.56
		%		3.82%	3.82%	2.39%		2.39%				6.57%		6.57%	12.78%			0.93%		13.71%	
	LONG TERM	\$		\$18.61	\$18.61	\$3.00		\$3.00	\$6.71		\$6.71	\$7.97		\$7.97	\$36.29	\$6.71		\$6.67		\$49.67	\$780.50
		%		2.38%	2.38%	0.38%		0.38%	0.86%		0.86%	1.02%		1.02%	4.65%	0.86%		0.85%		6.36%	
	Total Natural Gas	\$		\$38.68	\$38.68	\$15.55		\$15.55	\$6.71		\$6.71	\$42.52		\$42.52	\$103.47	\$6.71		\$11.56		\$121.73	\$1,306.06
		%		2.96%	2.96%	1.19%		1.19%	0.51%		0.51%	3.26%		3.26%	7.92%	0.51%		0.88%		9.32%	
LPG	SHORT TERM	\$																			
		%																			
	LONG TERM	\$																			
		%																			
	Total LPG	\$																			
		%																			
Overall Total \$				\$38.68	\$38.68	\$15.55		\$15.55	\$6.71		\$6.71	\$42.52		\$42.52	\$103.47	\$6.71		\$11.56		\$121.73	\$1,306.06
Overall Total %				2.96%	2.96%	1.19%		1.19%	0.51%		0.51%	3.26%		3.26%	7.92%	0.51%		0.88%		Overall WMDVLGBTBE: 9.32%	

Note:

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

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

¹Excludes purchases from the CAISO, other IOUs, utilities, Federal entities, State entities, Municipalities and cooperative:

²Includes Non-WMDVLGBT firms classified as 8(a) of Small Business Administration

% - percentages calculated by the Row Category Total Procurement Spend

Table 9a-4
2017 Southwest Annual Energy Product Results by Ethnicity and WMDVLGBTBE Certification
 (All dollar figures in \$MM)

			Results by Ethnicity & Gender												Results by WMDVLGBTBE Certification						
Product ¹		Unit	Asian Pacific American			African American			Hispanic American			Native American			Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	Other 8(a) ²	Total WMDVLGBTBE Procurement Spend	Total Procurement Spend
			Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Total	Total	Total	Total	Total		
NATURAL GAS	SHORT TERM	\$																			
		%																			
	LONG TERM	\$																			
		%																			
	Total Natural Gas	\$																			
		%																			
LPG	SHORT TERM	\$																			
		%																			
	LONG TERM	\$																			
		%																			
	Total LPG	\$																			
		%																			
Overall Total \$																				\$0.00	\$39,328,707
Overall Total %																				Overall WMDVLGBTBE: 0.00%	

Note:

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

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

¹Excludes purchases from the CAISO, other IOUs, utilities, Federal entities, State entities, Municipalities and cooperative;

²Includes Non-WMDVLGBT firms classified as 8(a) of Small Business Administration

% - percentages calculated by the Row Category Total Procurement Spend

Table 9b-1
2016 PG&E 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) ²		
			Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Total	Total	Total	Total	Total		
NATURAL GAS	SHORT TERM	\$		\$21.36	\$21.36				\$4.49		\$4.49				\$25.85	\$8.18		\$13.55		\$47.58	\$243.75
		%		8.76%	8.76%				1.84%		1.84%				10.61%	3.36%		5.56%		19.52%	
	LONG TERM	\$		\$9.66	\$9.66	\$2.49		\$2.49	\$0.76		\$0.76				\$12.91	\$5.37		\$0.76		\$19.05	\$354.03
		%		2.73%	2.73%	0.70%		0.70%	0.22%		0.22%				3.65%	1.52%		0.22%		5.38%	
	Total Natural Gas	\$		\$31.02	\$31.02	\$2.49		\$2.49	\$5.26		\$5.26				\$38.77	\$13.55		\$14.31		\$66.63	\$597.78
		%		5.19%	5.19%	0.42%		0.42%	0.88%		0.88%				6.49%	2.27%		2.39%		11.15%	
LPG	SHORT TERM	\$																			
		%																			
	LONG TERM	\$																			
		%																			
	Total LPG	\$																			
		%																			
	Overall Total \$			\$31.02	\$31.02	\$2.49		\$2.49	\$5.26		\$5.26				\$38.77	\$13.55		\$14.31		\$66.63	\$597.78
	Overall Total %			5.19%	5.19%	0.42%		0.42%	0.88%		0.88%				6.49%	2.27%		2.39%		Overall WMDVLGBTBE%:	11.15%

Note:

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

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

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

²Includes Non-WMDVLGBTBEs classified as 8(a) of Small Business Administration

% - percentages calculated by the Row Category Total Procurement Spend

Table 9b-2
2016 SCE 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) ²		
		Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Total	Total	Total	Total	Total		
LPG	\$							\$0.84		\$0.84				\$0.84			\$0.67		\$1.51	\$1.51
	%							55.92%		55.92%				55.92%			44.08%		100.00%	
Overall Total \$								\$0.84		\$0.84				\$0.84			\$0.67		\$1.51	\$1.51
Overall Total %								55.92%		55.92%				55.92%			44.08%		Overall WMDVLGBTBE%:	100.00%

Notes:

LPG - Liquefied Petroleum Gas

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

²Includes Non-WMDVLGBTBEs classified as 8(a) of Small Business Administration

% - percentages calculated by the Row Category Total Procurement Spend

Table 9b-3
2016 SoCalGas 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) ²		
			Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Total	Total	Total	Total	Total		
NATURAL GAS	SHORT TERM	\$		\$10.85	\$10.85	\$2.55	\$11.20	\$13.76	\$4.50		\$4.50	\$21.84		\$21.84	\$50.94	\$1.20		\$1.20		\$53.34	\$416.70
		%		2.60%	2.60%	0.61%	2.69%	3.30%	1.08%		1.08%	5.24%		5.24%	12.22%	0.29%		0.29%		12.80%	
	LONG TERM	\$		\$3.95	\$3.95	\$20.40	\$3.41	\$23.81	\$20.76		\$20.76	\$7.96		\$7.96	\$56.48	\$20.76		\$20.59		\$97.83	\$614.91
		%		0.64%	0.64%	3.32%	0.55%	3.87%	3.38%		3.38%	1.29%		1.29%	9.18%	3.38%		3.35%		15.91%	
	Total Natural Gas	\$		\$14.80	\$14.80	\$22.95	\$14.62	\$37.57	\$25.26		\$25.26	\$29.79		\$29.79	\$107.42	\$21.96		\$21.79		\$151.17	\$1,031.62
		%		1.43%	1.43%	2.22%	1.42%	3.64%	2.45%		2.45%	2.89%		2.89%	10.41%	2.13%		2.11%		14.65%	
LPG	SHORT TERM	\$																			
		%																			
	LONG TERM	\$																			
		%																			
	Total LPG	\$																			
		%																			
	Overall Total \$			\$14.80	\$14.80	\$22.95	\$14.62	\$37.57	\$25.26		\$25.26	\$29.79		\$29.79	\$107.42	\$21.96		\$21.79		\$151.17	\$1,031.62
	Overall Total %			1.43%	1.43%	2.22%	1.42%	3.64%	2.45%		2.45%	2.89%		2.89%	10.41%	2.13%		2.11%		Overall WMDVLGBTBE%:	14.65%

Note:

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

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

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

²Includes Non-WMDVLGBTBEs classified as 8(a) of Small Business Administration

% - percentages calculated by the Row Category Total Procurement Spend

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

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

Note:

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

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

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

²Includes Non-WMDVLGBTBEs classified as 8(a) of Small Business Administration

% - percentages calculated by the Row Category Total Procurement Spend

Table 10a-1
2017 PG&E Annual Power Product Results by Ethnicity and WMDVLGBTBE Certification
 (All dollar figures in \$MM)

			Results by Ethnicity & Gender												Results by WMDVLGBTBE Certification								
Product ¹		Unit	Asian Pacific American			African American			Hispanic American			Native American			Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	Other 8(a) ⁴	Subcontracting Total	Total WMDVLGBTBE Procurement Spend ⁵	Total Procurement Spend	
			Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Total	Total	Total	Total	Total	Total			
Power Purchased	Renewable Power Products Direct		\$																	\$1.8	\$1.8	\$2,257.8	
			%																	0.08%	0.08%		
			\$ ²																		\$0.6	\$0.6	\$413.4
			% ²																		0.15%	0.15%	
	Non-Renewable Power Products Direct		\$																	\$0.3	\$0.3	\$1,037.2	
			%																	0.03%	0.03%		
			\$ ²																		\$0.1	\$0.1	\$180.4
			% ²																		0.06%	0.06%	
Fuels for Generation	Diesel Direct		\$							\$0.4	\$0.4				\$0.4						\$0.4	\$0.4	
			%								100.00%	100.00%				100.00%						100.00%	
	Nuclear Direct		\$																				
			%																				
	Natural Gas Direct		\$		\$0.7	\$0.7									\$0.7			\$1.7			\$2.4	\$246.5	
			%		0.28%	0.28%										0.28%			0.69%			0.97%	
Post 2011	SubTotal of Columns ²		\$		\$0.7	\$0.7					\$0.4	\$0.4				\$1.1			\$1.7		\$0.7	\$3.5	\$840.6
	SubTotal % of Total Procurement Spend		%		0.08%	0.08%					0.05%	0.05%				0.13%			0.20%		0.08%	Overall WMDVLGBTBE: 0.42%	
ALL	SubTotal of Columns ³		\$		\$0.7	\$0.7					\$0.4	\$0.4				\$1.1			\$1.7		\$2.0	\$4.8	\$3,541.8
	SubTotal % of Total Procurement Spend		%		0.02%	0.02%					0.01%	0.01%				0.03%			0.05%		0.06%	Overall WMDVLGBTBE: 0.14%	

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

³Includes all power procurement commitments

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

⁵Total WMDVLGBTBE spend does not include pre-COD subcontracting values

% - percentages calculated by the Row Category Total Procurement Spend

Table 10a-2
2017 SDG&E Annual Power Product Results by Ethnicity and WMDVLGBTBE Certification
 (All dollar figures in \$MM)

			Results by Ethnicity & Gender												Results by WMDVLGBTBE Certification									
Product ¹			Unit	Asian Pacific American			African American			Hispanic American			Native American			Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	Other 8(a) ⁴	Subcontracting Total	Total WMDVLGBTBE Procurement Spend ⁵	Total Procurement Spend	
				Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Total	Total	Total	Total	Total	Total			
Power Purchased	Renewable Power Products Direct		\$	\$0.00																			\$667.07	
			%																					
			\$ ²										\$5.02		\$5.02	\$5.02							\$5.02	\$53.44
			% ²										9.40%		9.40%	9.40%							9.40%	
	Non-Renewable Power Products Direct		\$																				\$377.24	
			%																					
			\$ ²																			\$0.83	\$0.83	\$66.28
			% ²																			1.25%	1.25%	
Fuels for Generation	Diesel Direct		\$																					
			%																					
	Nuclear Direct		\$																					
			%																					
	Natural Gas Direct	Physical	\$	\$0.01	\$50.41	\$50.42									\$50.42			\$5.41				\$55.83	\$199.24	
			%	0.01%	25.30%	25.31%										25.31%			2.72%				28.02%	
Post 2011	SubTotal of Columns ²		\$		\$50.41	\$50.41							\$5.02		\$5.02	\$55.43			\$5.41		\$0.83	\$61.68	\$318.96	
	SubTotal % of Total Procurement Spend		%		15.80%	15.80%							1.57%		1.57%	17.38%			1.70%		0.26%	Overall WMDVLGBTBE: 19.34%		
ALL	SubTotal of Columns ³		\$	\$0.01	\$50.41	\$50.42									\$50.42			\$5.41			\$55.83	\$1,243.56		
	SubTotal % of Total Procurement Spend		%	0.001%	4.05%	4.05%									4.05%			0.44%			Overall WMDVLGBTBE: 4.49%			

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

³Includes all power procurement commitments

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

⁵Total WMDVLGBTBE spend does not include pre-COD subcontracting values

% - percentages calculated by the Row Category Total Procurement Spend

Table 10a-3
2017 SCE Annual Power Product Results by Ethnicity and WMDVLGBTBE Certification
 (All dollar figures in \$MM)

			Results by Ethnicity & Gender												Results by WMDVLGBTBE Certification									
Product ¹			Unit	Asian Pacific American			African American			Hispanic American			Native American			Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	Other 8(a) ⁴	Subcontracting Total	Total WMDVLGBTBE Procurement Spend ⁵	Total Procurement Spend	
				Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Total	Total	Total	Total	Total	Total			
Power Purchased	Renewable Power Products Direct		\$													\$0.58					\$0.58	\$1.16	\$2,079.35	
			%													0.03%					0.03%	0.06%		
			\$ ²													\$0.58					\$0.58	\$1.16	\$406.76	
			% ²													0.14%					0.14%	0.28%		
	Non-Renewable Power Products Direct	Physical	\$		\$0.59	\$0.59									\$0.59	\$7.99					\$0.01	\$8.59	\$1,212.11	
			%		0.05%	0.05%									0.05%	0.66%					0.001%	0.71%		
			\$ ²		\$0.59	\$0.59									\$0.59						\$0.01	\$0.60	\$680.42	
			% ²		0.09%	0.09%									0.09%						0.001%	0.09%		
Fuels for Generation	Diesel Direct		\$						\$5.51		\$5.51				\$5.51						\$5.51	\$5.51		
			%							100%		100.0%				100.00%						100.0%		
	Nuclear Direct		\$																					
			%																					
	Natural Gas Direct	Physical	\$		\$32.95	\$32.95	\$10.33		\$10.33						\$43.28	\$0.03						\$43.31	\$297.55	
			%		11.07%	11.07%	3.47%		3.47%						14.55%	0.01%						14.56%		
Post 2011	SubTotal of Columns ²		\$		\$33.54	\$33.54	\$10.33		\$10.33	\$5.51		\$5.51			\$49.38	\$0.61					\$0.59	\$50.58	\$1,390.24	
	SubTotal % of Total Procurement Spend		%		2.41%	2.41%	0.74%		0.74%	0.40%		0.40%			3.55%	0.04%					0.04%	Overall WMDVLGBTBE: 3.64%		
ALL	SubTotal of Columns ³		\$		\$33.54	\$33.54	\$10.33		\$10.33	\$5.51		\$5.51			\$49.38	\$8.60					\$0.59	\$58.57	\$3,594.52	
	SubTotal % of Total Procurement Spend		%		0.93%	0.93%	0.29%		0.29%	0.15%		0.15%			1.37%	0.24%					0.02%	Overall WMDVLGBTBE: 1.63%		

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

³Includes all power procurement commitments

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

⁵Total WMDVLGBTBE spend does not include pre-COD subcontracting values

% - percentages calculated by the Row Category Total Procurement Spend

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

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

Notes:

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

³Includes all power procurement commitments

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

⁵Total WMDVLGBTBE spend does not include pre-COD subcontracting values

% - percentages calculated by the Row Category Total Procurement Spend

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

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

Notes:

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

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

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

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

Notes:

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

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

Table 11

2017 and 2016 Comparative Summary of Large, Small and Combined Utility Subcontracting WMDVLGBTBE Procurement Results
(in Dollars and as a Percentage of Total Corporate Procurement)

	Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
2017							
Total Large Utilities	\$33,136,817,193 100.00%	\$1,145,629,924 3.46%	\$653,973,199 1.97%	\$228,127,284 0.69%	\$3,555,574 0.01%	\$0 0.00%	\$2,031,285,982 6.13%
Total Small Utilities	\$694,305,144 100.00%	\$5,862,073 0.84%	\$11,019,738 1.59%	\$6,962,934 1.00%	\$6,701 0.001%	\$0 0.00%	\$23,851,446 3.44%
Total Combined	\$33,831,122,337 100.00%	\$1,151,491,997 3.40%	\$664,992,937 1.97%	\$235,090,218 0.69%	\$3,562,275 0.01%	\$0 0.00%	\$2,055,137,428 6.07%
2016							
Total Large Utilities	\$29,626,192,600 100.00%	\$1,113,760,375 3.76%	\$639,575,159 2.16%	\$186,551,503 0.63%	\$2,467,794 0.01%	\$0 0.00%	\$1,942,354,831 6.56%
Total Small Utilities	\$690,605,572 100.00%	\$4,702,315 0.68%	\$7,747,285 1.12%	\$1,877,225 0.27%	\$13,784 0.002%	\$3,994 0.001%	\$14,344,602 2.08%
Total Combined	\$30,316,798,172 100.00%	\$1,118,462,690 3.69%	\$647,322,444 2.14%	\$188,428,728 0.62%	\$2,481,578 0.01%	\$3,994 0.00001%	\$1,956,699,433 6.45%

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