



Year 2019 Utilities Procurement of Goods, Services, and Fuel from Women-, Minority-, Disabled Veteran-, and LGBT-owned Business Enterprises



September 2020



California Public Utilities Commission

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EXECUTIVE SUMMARY

The following report is the California Public Utilities Commission's (CPUC) 34th 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 (WBE), minority-owned (MBE), disabled veteran-owned (DVBE), and lesbian, gay, bisexual, and/or transgender (LGBT)-owned (LGBTBE) business enterprises (WMDVLGBTBE or diverse supplier) in 2019.¹

In 2019, the utilities' diverse expenditure from WMDVLGBTBEs increased by 2.83 percent, from \$12.32 billion in 2018 to \$12.66 billion in 2019. The utilities spent 33.18 percent of their total procurement outlay with diverse suppliers in 2019, exceeding the CPUC's General Order (GO) 156 overall WMDVLGBTBE 21.5 percent goal.

The utilities' WBE, DVBE, and LGBTBE spend² also increased in 2019 from 2018 by 9.34 percent (from \$3.2 billion to \$3.5 billion), 7.15 percent (from \$571 million to \$612 million), and 64.04 percent (from \$38.77 million to \$63.59 million), respectively. They similarly exceeded the GO 156 MBE (15 percent), WBE (5 percent), and DVBE (1.5 percent) goals by procuring 22.24 percent of their total procurement from MBEs, 9.17 percent from WBEs, and 1.6 percent from DVBEs. However, the utilities MBE spend in 2019 slightly declined by 0.19 percent from \$8.5 billion in 2018 to \$8.49 billion.

For the indirect (subcontracting) WMDVLGBTBE procurement through prime contractors, the utilities reported a decrease of 0.68 percent from \$2.22 billion in 2018 to \$2.21 billion in 2019.

In 2019, Southwest Gas more than tripled the GO 156 21.5 percent WMDVLGBTBE goal by spending over 70 percent of its total procurement with diverse suppliers. Suburban Water Systems (Suburban Water), Southern California Gas Company (SoCalGas), Pacific Gas and Electric Company (PG&E), San Diego Gas & Electric (SDG&E), and Southern California Edison (SCE) doubled or almost doubled the 21.5 percent goal with over 40 percent of total procurement spend with WMDVLGBTBEs.

On the other hand, AT&T Mobility, California Water Service (Cal Water), CenturyLink, Charter Communications (Charter), Comcast California (Comcast), Pacific Power (PacifiCorp), San Jose Water Company (San Jose Water), U.S. TelePacific Communications (TelePacific), Trans Bay Cable, and Wild Goose Storage did not meet the 21.5 percent goal.

¹ Public Utilities Code (PU Code), Section 8283 requires the CPUC-regulated electrical, gas, water, wireless telecommunications service providers, and telephone corporations and their regulated subsidiaries and affiliates, with gross annual California 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.

² "Spend" refers to the dollars a utility spent in a particular category of procurement or with a supplier.

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 to women-owned business enterprises (WBE), and minority-owned 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 by establishing the Utility Supplier Diversity Program framework and guidelines. On June 3, 1992, Decision (D.) 92-06-030 amended GO 156 to add disabled veteran-owned business enterprises (DVBE) into the Program. On June 11, 2015, through D.15-06-007, GO 156 was amended again to implement AB 1678 (Stats. 2014, Ch. 633) that included lesbian, gay, bisexual, and/or transgender (LGBT)-owned business enterprises (LGBTBE).³ GO 156 directly covers CPUC-regulated investor-owned electrical, gas, water, wireless telecommunications service providers, and telephone corporations and their regulated subsidiaries and affiliates, with gross annual revenues exceeding \$25 million (utilities).

The CPUC Utility Supplier Diversity Program promotes and monitors utilities' procurement from WBEs, MBEs, DVBEs and LGBTBEs (WMDVLGBTBE or diverse supplier) as well as oversees a certification clearinghouse (the Supplier Clearinghouse)⁴ The Program encourages the utilities to purchase at least 21.5 percent of their procurement from WMDVLGBTBEs: 15 percent from MBEs, 5 percent from WBEs, and 1.5 percent from DVBEs. Currently, the Program does not have a percentage target goal for LGBTBEs. The CPUC will review and decide on LGBTBE Program goal by 2021.⁵

Public Utilities Code (PU Code) Section 8283 (d) requires each participating utility⁶ to report annually to the CPUC on its WMDVLGBTBE procurement performance and plans for future improvements. This requirement is further reiterated in GO 156, Section 9. The intent of the supplier diversity⁷ reports is to provide the CPUC with information on the utilities' diversity⁸ procurement performance, progress in meeting their short-, mid-, and long-term supplier diversity goals, and future program enhancement plans.

³ *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.

⁴ GO 156, Section 1.3.22: Clearinghouse is a CPUC-supervised program that verifies women-, minority-, and LGBT-owned businesses' status and maintains a public database of WMDVLGBTBEs for the use of utilities and CPUC (www.thesupplierclearinghouse.com).

⁵ GO 156, Section 8.3.6.

⁶ PU Code, Section 8283: Utilities with annual California revenues exceeding \$25 million.

⁷ Utilities procurement from WMDVLGBTBEs as provided in GO 156.

⁸ WMDVLGBTBE.

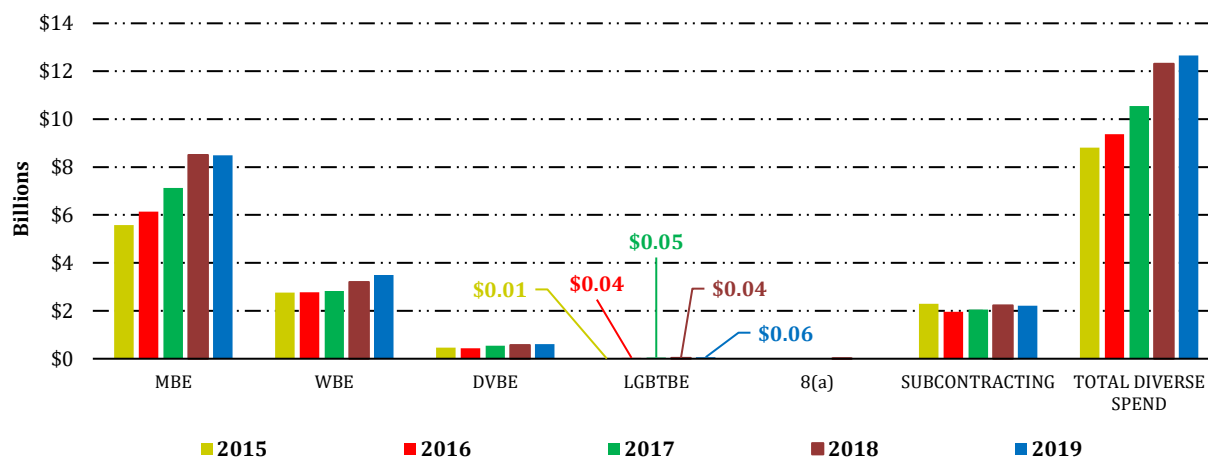
OVERVIEW OF 2019 UTILITY SUPPLIER DIVERSITY PERFORMANCE

In 2019, the utilities subject to GO 156 reported a total of \$12.66 billion procurement with WMDVLGBTBEs, representing 33.18 percent of their combined total procurement.

Category	Procurement Amount	Percentage Achieved	GO 156 Goal ⁹
MBE	\$8.49 billion	22.24%	15%
WBE	\$3.5 billion	9.17%	5%
DVBE	\$611.77 million	1.6%	1.5%
LGBTBE	\$63.59 million	0.17%	No goal ¹⁰
8(a) ¹¹	\$315,013	0.001%	No goal
Subcontracting	\$2.21 billion	5.79%	No goal

As indicated in the graphs below, the utilities, year-to-year, continue to spend more procurement dollars with WMDVLGBTBEs. In the last five years, diverse procurement grew by 43.66 percent from \$8.82 billion in 2015, to \$12.66 billion in 2019, at an annual rate of 8.73 percent. The WMDVLGBTBE percentage of total procurement also increased from 32.36 percent in 2015 to 33.18 percent in 2019.

**2015 - 2019
Utility Supplier Diversity Procurement Results Comparison**

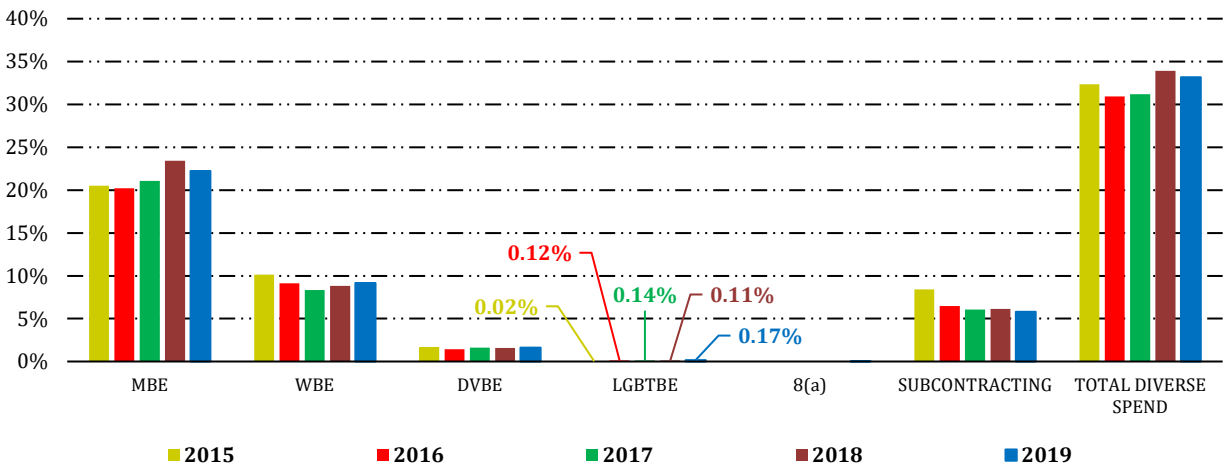


⁹ Aspirational goals set by GO 156, Section 8.2.

¹⁰ The CPUC amended GO 156, through D.15-06-007, to include LGBTBEs. Until 2021, the CPUC will not set any numerically based goals and targets for LGBTBE procurement (GO 156, Sections 8.3.2 & 8.3.6).

¹¹ 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.

2015 - 2019 Utility Supplier Diversity Spend Percentages Comparison



Similarly, compared to their 2015 results, the utilities increased their MBE spend¹² by 52.01 percent, WBE spend by 26.84 percent, DVBE spend by 31.86 percent, and LGBTBE spend by 939.45 percent in 2019, at an annual rate of 10.4 percent, 5.37 percent, 6.37 percent, and 187.89 percent, respectively.

In 2019, WMDVLGBTBE spend grew 2.83 percent from \$12.32 billion in 2018 to \$12.66 billion; however, the percentage of total procurement declined from 33.93 percent to 33.18 percent.¹³ Compared to 2018, in 2019:

- MBE procurement declined by 0.19 percent from \$8.50 billion to \$8.49 billion, with the percentage of total procurement decreasing from 23.43 percent to 22.24 percent.
- WBE spend improved by 9.34 percent from \$3.2 billion to \$3.5 billion and the percentage of total procurement increased to 9.17 percent from 8.82 percent.
- DVBE spend grew by 7.15 percent from \$571 million to \$612 million and the percentage of total procurement increased from 1.57 percent to 1.6 percent.
- LGBTBE procurement increased significantly by 64.04 percent from \$38.77 million to \$63.59 million, increasing the percentage of total procurement from 0.11 percent to 0.17 percent.

In aggregate, the utilities procured 33.18 percent of their total spend from diverse suppliers in 2019, exceeding the GO 156 overall 21.5 percent goal. They similarly surpassed the MBE, WBE, and DVBE goals.¹⁴

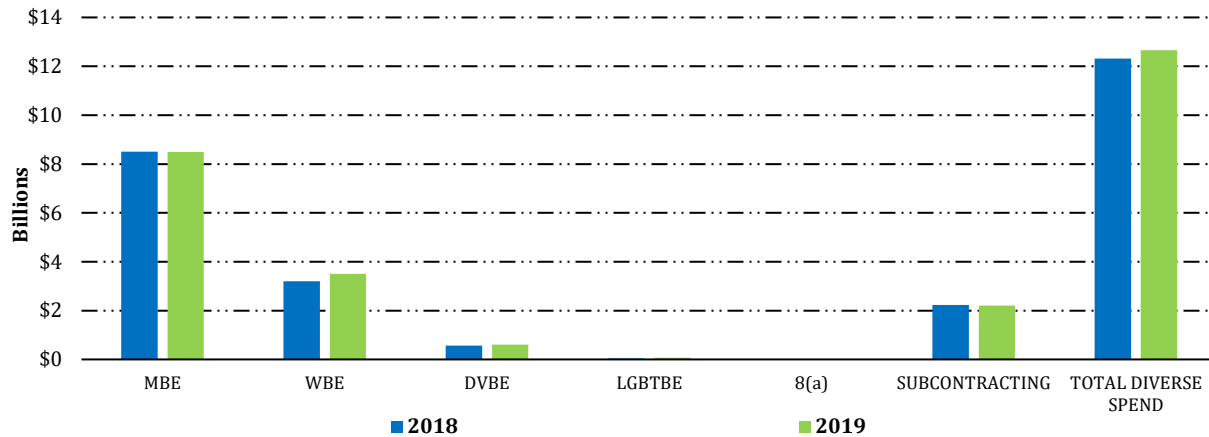
¹² “Spend” refers to the dollars a utility spent in a particular category of procurement or with a supplier.

¹³ See Attachment A, Table 3.

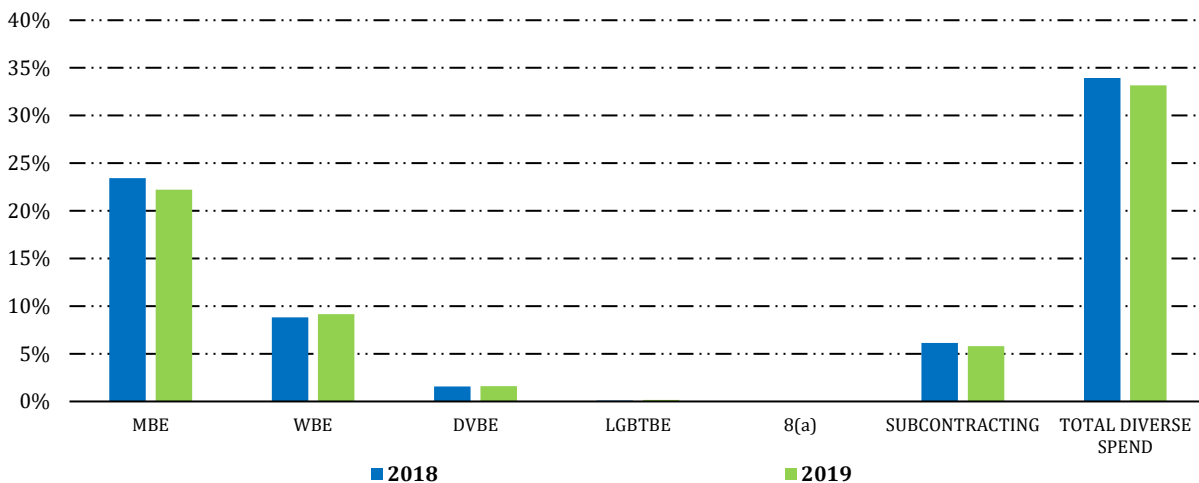
¹⁴ MBE – 15%; WBE – 5%; DVBE – 1.5%; LGBTBE – no goal.

The utilities report direct spend with diverse suppliers and indirect spend, through prime contractors, with diverse subcontractors,¹⁵ that adds up to constitute their total WMDVLGBTBE spend. In 2019, the utilities' diverse subcontracting spend decreased by 0.68 percent from \$2.22 billion in 2018 to \$2.21 billion as well as the percentage of total procurement from 6.13 percent to 5.79 percent.¹⁶

**2018 and 2019
Utility Supplier Diversity Procurement Results Comparison**



**2018 and 2019
Utility Supplier Diversity Spend Percentages Comparison**



¹⁵ 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.”

¹⁶ See Attachment A, Table 11.

2019 UTILITY WMDVLGBTBE PROCUREMENT RESULTS

The WMDVLGBTBE spend data the utilities report includes only those procurement dollars spent with suppliers that have a current diverse status certification with the Supplier Clearinghouse. In addition, the CPUC recommends that the utilities report only those WMDVLGBTBE procurements that support their California operations.¹⁷

Attachment A of this report details the GO 156 participating utilities' 2018 and 2019 WMDVLGBTBE procurement data. To review the 2019 WMDVLGBTBE results, utilities are grouped into two categories:

- Large utility (total procurement of \$150 million or more),
- Small utility (total procurement less than \$150 million).

Large Utilities Procurement Results

The large utilities procure significantly more compared to the small utilities. Their procurement dollars for 2019 represent 98 percent (\$37.52 billion) of the reported combined total utilities' (small and large) procurement dollars (\$38.17 billion). Sixteen 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)
- CenturyLink
- Charter Communications (Charter)
- Comcast California (Comcast)
- Frontier Communications (Frontier)
- Golden State Water Company (Golden State Water)
- 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)

¹⁷ To ensure consistent reporting and assess WMDVLGBTBE spend progress and benefits within California. Continuing previous years reporting practices, Cox Communications, and MCI Communications Services (d/b/a Verizon Business Services)/XO Communications, LLC provided their 2019 national WMDVLGBTBE spend data as opposed to their California-specific data. According to the utilities, their systems are not designed to capture California-specific diverse procurement data. Despite several efforts by CPUC staff to find solutions that support the recommended GO 156 reporting method, these utilities continue to report only their national diverse spend data.

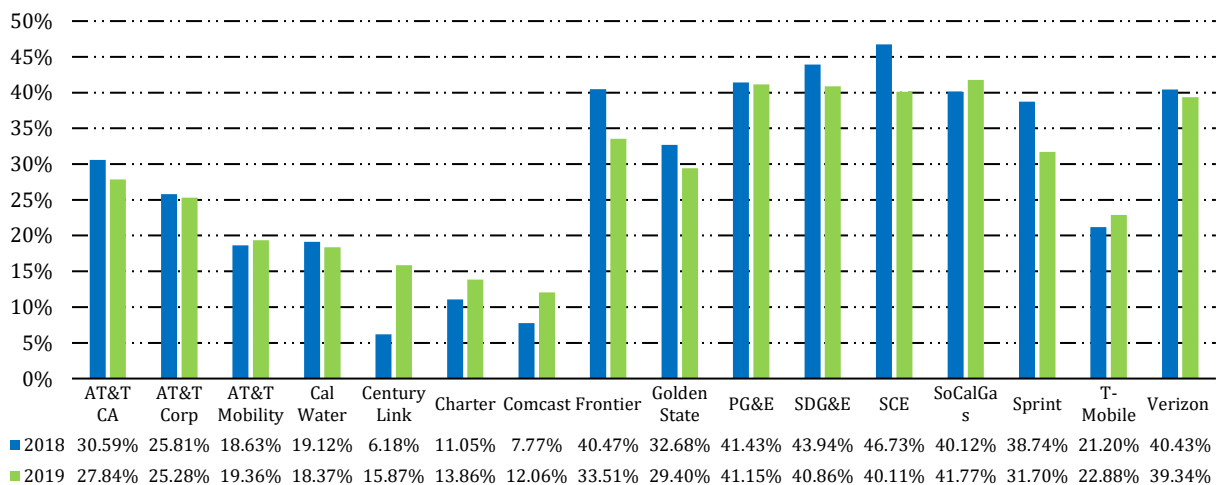
In 2019, the large utilities, collectively, attained 33.3 percent diverse spend, surpassing the GO 156 goal of 21.5 percent. The utilities also met all three GO 156 MBE, WBE, and DVBE goals.

AT&T Mobility, Cal Water, CenturyLink, Charter, and Comcast did not meet the overall 21.5 percent in 2019.¹⁸ Compared to 2018, all the large utilities' percentage of total procurement spend with WMDVLGBTBEs decreased in 2019 except for AT&T Mobility, CenturyLink, Charter, Comcast, SoCalGas, and T-Mobile.

SoCalGas, PG&E, SDG&E, and SCE lead the large utilities by spending more than 40 percent of their 2019 procurement with diverse suppliers, followed by Verizon's 39.34 percent, and Frontier's 33.51 percent. Comcast, Charter and CenturyLink procured the least with diverse supplies with percentages of total procurement of 12.06 percent, 13.86 percent, and 15.87 percent, respectively.

In 2019, the large utilities grew their diverse spend by 3.11 percent from \$12.12 billion in 2018 to \$12.49 billion in 2019; however, the percentage of total procurement declined from 34.06 percent to 33.3 percent. CenturyLink, Charter, Comcast, SoCalGas, and T-Mobile showed increases in dollars and percentage of total procurement with diverse suppliers while AT&T CA, Cal Water, Frontier, SDG&E, Sprint, and Verizon reported decreases in both (see Tables 3, 1A, and 1B in Attachment A).

2018/2019 Large Utilities Performance

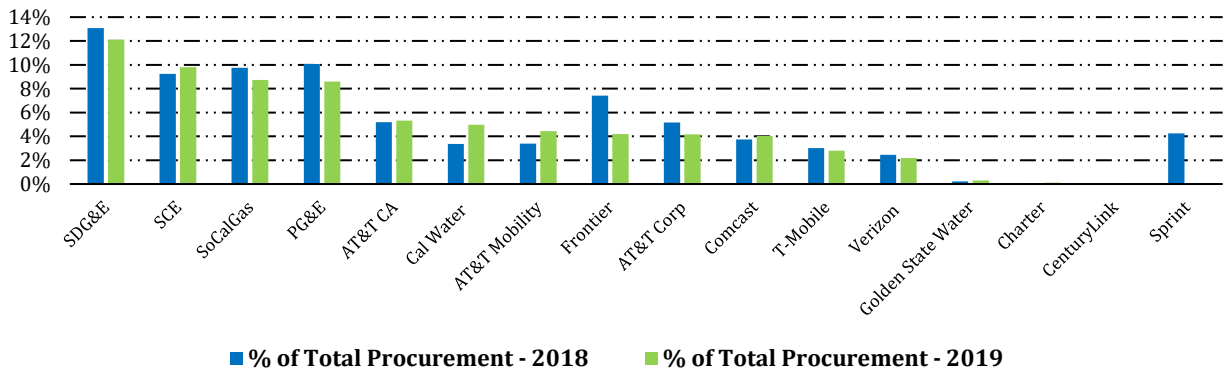


¹⁸ AT&T Mobility, Cal Water, CenturyLink, Charter, and Comcast did not meet the 21.5 percent goal in 2018 and 2019.

Large Utilities Procurement: Subcontracting

Compared to 2018, the large utilities' diverse subcontracting spending declined by 0.81 percent in 2019 from \$2.21 billion to \$2.19 billion¹⁹. The percentage of total procurement also decreased from 6.21 percent to 5.84 percent. All the large utilities, except for Sprint,²⁰ reported diverse subcontracting procurement spend in 2019. SDG&E reported the most percentage of total procurement at 12.11 percent, followed by SCE, 9.81 percent; SoCalGas, 8.74 percent; and PG&E, 8.6 percent. CenturyLink, Charter, and Golden State Water reported the least percentages of total procurement with 0.001 percent, 0.11 percent, and 0.31 percent, respectively. AT&T Mobility, Cal Water, CenturyLink, Charter, Golden State Water, and SCE showed increases in dollars and percentage of total procurement with diverse subcontractors. On the other hand, AT&T Corp, Frontier, PG&E, SDG&E, SoCalGas, Sprint, T-Mobile, and Verizon reported decreases in both (see Table 11 in Attachment A).

Diverse Subcontracting: Comparison of 2018 and 2019 Procurement



Large Utilities Procurement: Minority Business Enterprises (MBEs)

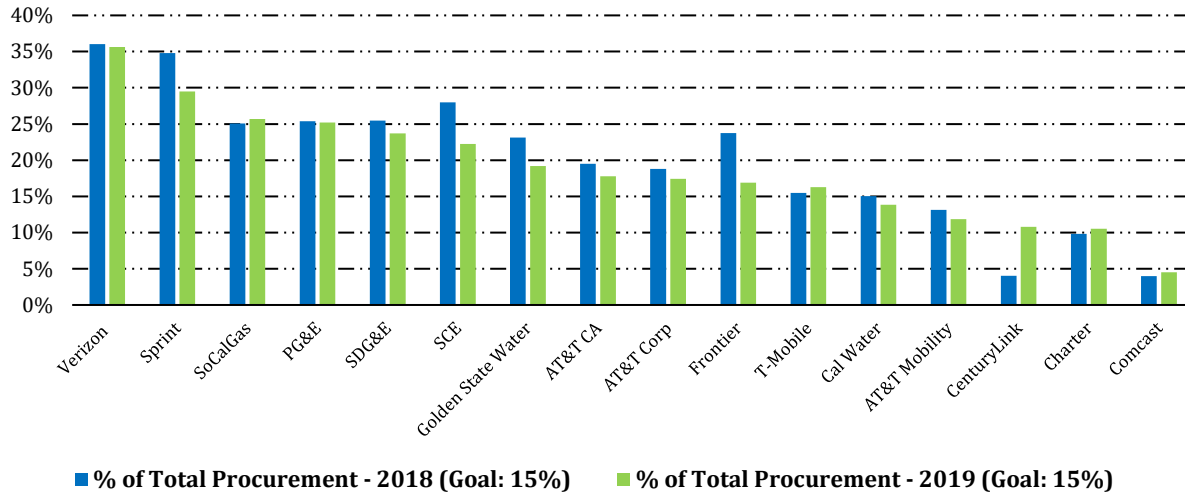
The large utilities' total MBE procurement increased modestly by 0.21 percent from \$8.39 billion in 2018 to \$8.41 billion in 2019; however, the percentage of total procurement declined from 23.59 percent to 22.41 percent. Verizon has the highest percentage of total procurement (35.65 percent), followed by Sprint (29.50 percent), and SoCalGas (25.71 percent). Comcast (4.53 percent), Charter (10.53 percent), and CenturyLink (10.79 percent) have the least MBE percentages of total procurement. Out of the large utilities, AT&T Mobility, Cal Water, CenturyLink, Charter, and Comcast did not meet the 15 percent GO 156 MBE goal. CenturyLink, Comcast, SoCalGas, and T-Mobile reported increases in dollars and percentage of total procurement with MBEs while AT&T CA, AT&T Corp, AT&T Mobility, Cal

¹⁹ The numbers may not reflect the percentage increases due to rounding. See Attachment A for detailed utilities' diverse procurement data.

²⁰ Even though Sprint provided diverse subcontracting spend data in previous GO 156 reports, in the 2019 report, Sprint stated that it was unable to provide the same data for 2019, because it did not receive proper diverse subcontracting spend data from its prime contractors.

Water, Frontier, Golden State Water, SDG&E, SCE, Sprint, and Verizon experienced decreases in both (see Tables 3, 1A, and 1B in Attachment A).

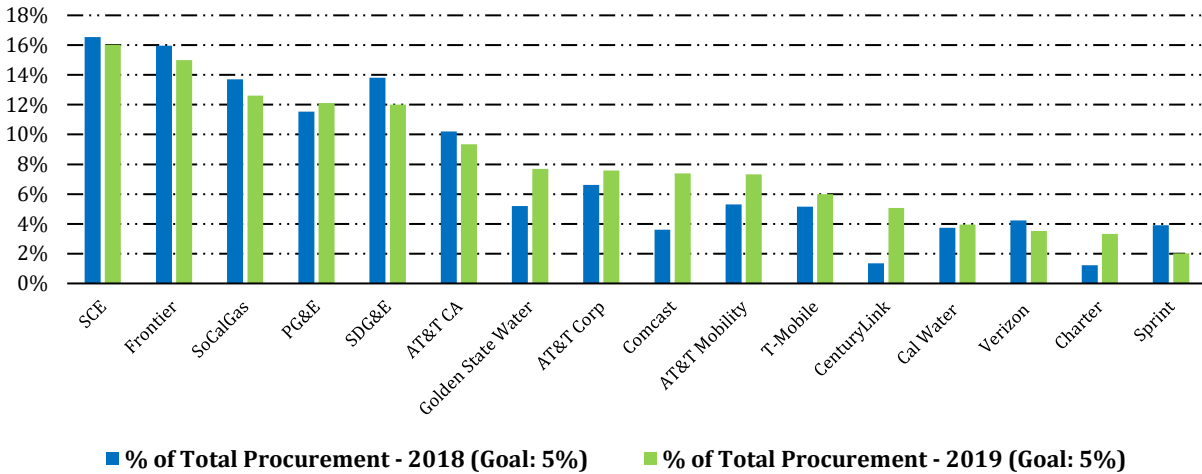
Minority Business Enterprises: Comparison of 2018 and 2019 Procurement



Large Utilities Procurement: Women Businesses Enterprises (WBEs)

Overall, the large utilities' WBE procurement spend showed a 10.3 percent improvement from \$3.13 billion in 2018 to \$3.45 billion in 2019. The WBE percentage of total procurement also increased from 8.8 percent to 9.21 percent. The large utilities met the 5 percent WBE goal with the exceptions of Cal Water, Charter, Sprint, and Verizon. Of the large utilities, SCE achieved 16.03 percent, the highest WBE spend percentage of total procurement. Frontier (14.99 percent) and SoCalGas (12.62 percent) also have high percentages. The utilities that reported the least WBE percentages are Sprint (2.01 percent), Charter (3.32 percent), and Verizon (3.52 percent). AT&T Corp, AT&T Mobility, Cal Water, CenturyLink, Charter, Comcast, Golden State Water, PG&E, and T-Mobile reported increases in dollars and percentage of total procurement with WBEs. In contrast, AT&T CA, Frontier, SDG&E, SoCalGas, Sprint, and Verizon reported decreases in both (see Tables 3, 1A, and 1B in Attachment A).

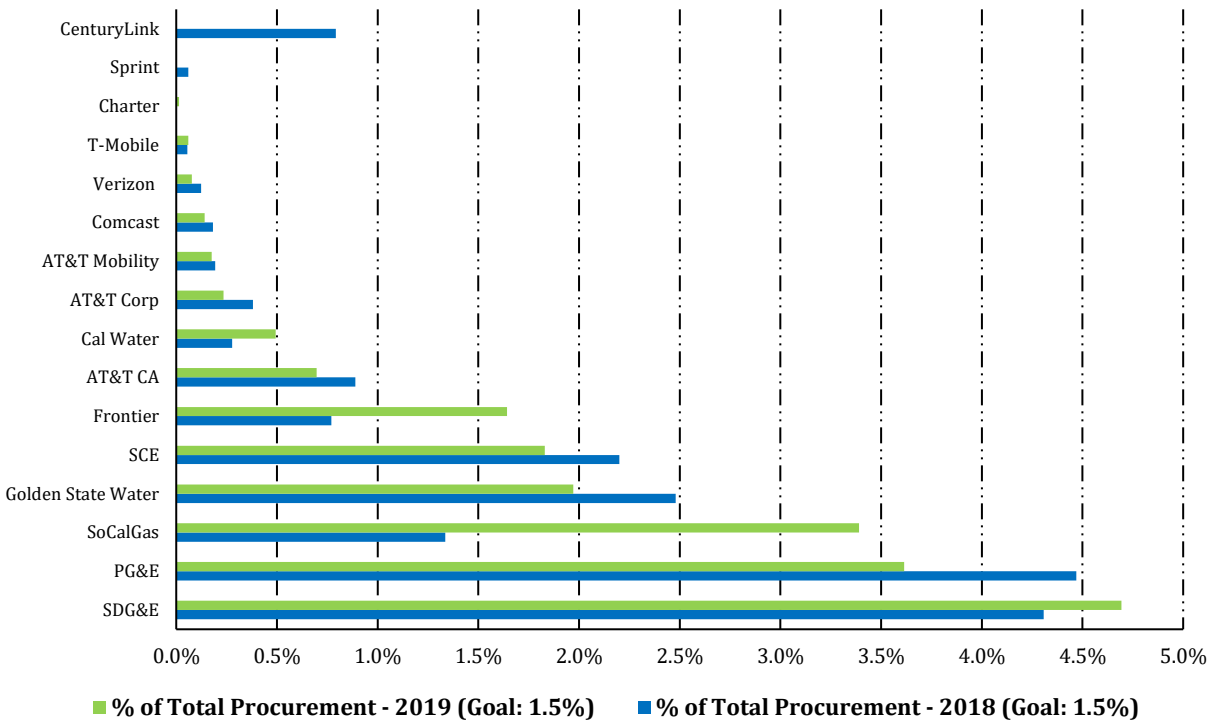
Women Business Enterprises: Comparison of 2018 and 2019 Procurement



Large Utilities Procurement: Disabled Veteran Business Enterprises (DVBEs)

In 2019, the large utilities' DVBE procurement increased by 1.32 percent from \$565 million in 2018 to \$572 million. However, the DVBE percentage of total procurement decreased from 1.59 percent to 1.52 percent. Of the large utilities, only Frontier, Golden State Water, PG&E, SDG&E, SCE, and SoCalGas met the DVBE 1.5 percent goal. SDG&E has the highest DVBE percentage of total procurement with 4.69 percent, followed by PG&E, 3.61 percent; and SoCalGas, 3.39 percent. The utilities that have the least DVBE procurement percentages are CenturyLink (0.001 percent), Sprint (0.001 percent) and Charter (0.01 percent). Cal Water, Charter, Frontier, SDG&E, SoCalGas, and T-Mobile reported increases in dollars and percentage of total procurement with DVBEs. On the other hand, AT&T CA, AT&T Corp, AT&T Mobility, CenturyLink, Comcast, Golden State Water, PG&E, Sprint, and Verizon reported decreases in both (see Tables 3, 1A, 1B, 7A, and 7B in Attachment A).

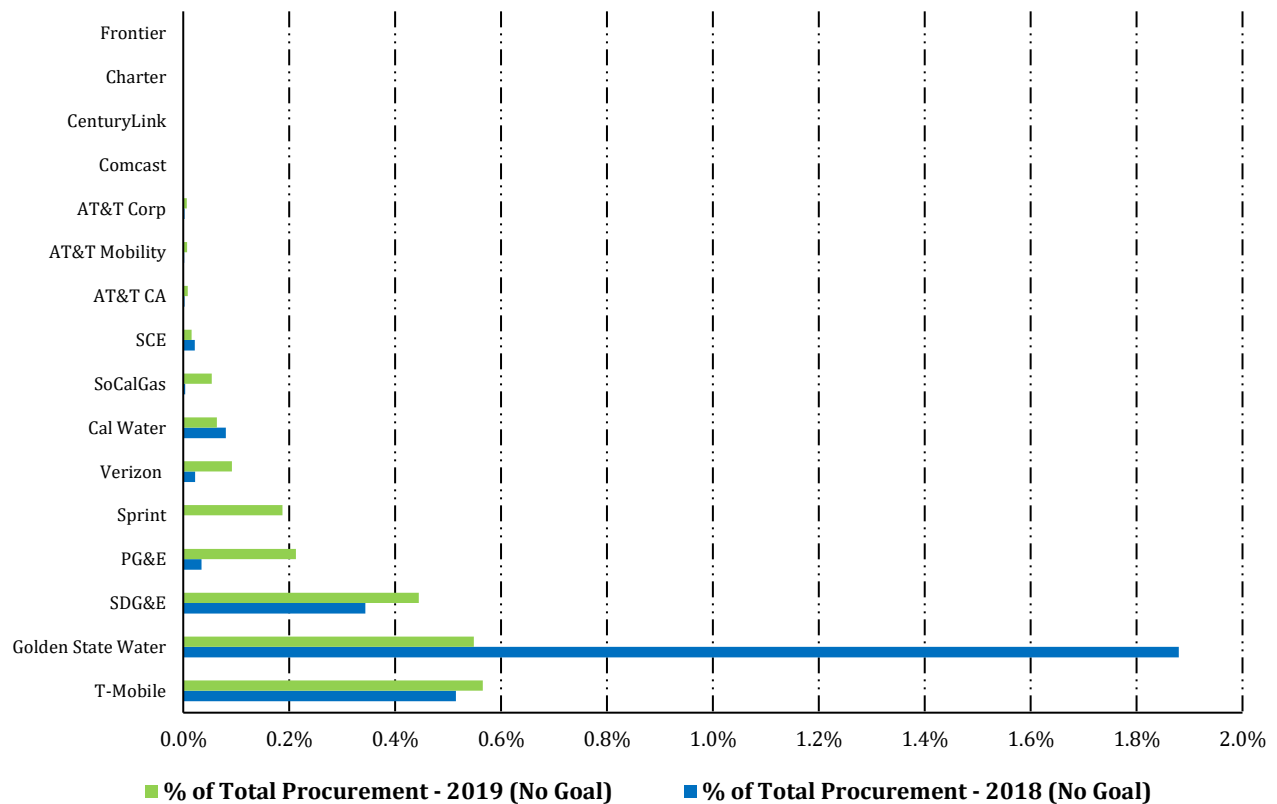
Disabled Veteran Business Enterprises: Comparison of 2018 and 2019 Procurement



Large Utilities Procurement: Lesbian, Gay, Bisexual, and/or Transgender Business Enterprises (LGBTBEs)

The large utilities spend with LGBTBEs increased by 99.75 percent in 2019 from \$28.60 million in 2018 to \$57.13 million. The percentage of total procurement also increased from 0.08 percent to 0.15 percent. T-Mobile has the highest percentage of total procurement (0.57 percent), followed by Golden State Water (0.55 percent), and SDG&E (0.44 percent). In 2019, CenturyLink, Charter, and Frontier did not procure from LGBTBEs. Comcast (0.0003), AT&T Corp (0.007 percent), and AT&T Mobility (0.007 percent) spent the least LGBTBE percentage in 2019. AT&T CA, AT&T Corp, AT&T Mobility, Comcast, PG&E, SDG&E, SoCalGas, Sprint, T-Mobile, and Verizon showed increases in percentage of total procurement and dollars spend with LGBTBEs while Cal Water, Golden State Water, and SCE showed decreases in both (see Tables 3, 1A, 1B, 8A, and 8B in Attachment A).

LGBT Business Enterprises: Comparison of 2018 and 2019 Procurement



Small Utilities Procurement Results

The small utilities represent only about two percent (\$646.05 million) of the total procurement reported by all the utilities in 2019 (the combined large and small utilities total procurement in 2019 is \$38.17 billion). The small utilities that report under the GO 156 program are:²¹

- AT&T Long Distance
- California American Water Company (Cal-Am Water)
- Horizon West Transmission, LLC (Horizon West)²²
- Liberty Utilities Corp. - Park Water and Apple Valley Ranchos Water (Park & Apple Valley Water)
- Liberty Utilities, LLC – CalPeco Electric (Liberty CalPeco)
- Pacific Power (PacifiCorp)

²¹ Lodi Gas Storage, LLC did not submit a 2019 GO 156 report since the company’s annual revenues for 2019 was below the \$25 million GO 156 reporting requirement thresholds.

²² Horizon West Transmission, LLC submitted for the first time a GO 156 report in March 2020 due to the company’s affiliate relationship with Trans Bay Cable, LLC.

- 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)

In 2019, the small utilities, collectively, procured \$170.52 million from diverse suppliers, which is a decrease of 14.28 percent from \$198.92 million in 2018. The diverse percentage of total procurement also decreased from 27.39 percent to 26.39 percent (see Tables 3, 2A, and 2B in Attachment A).

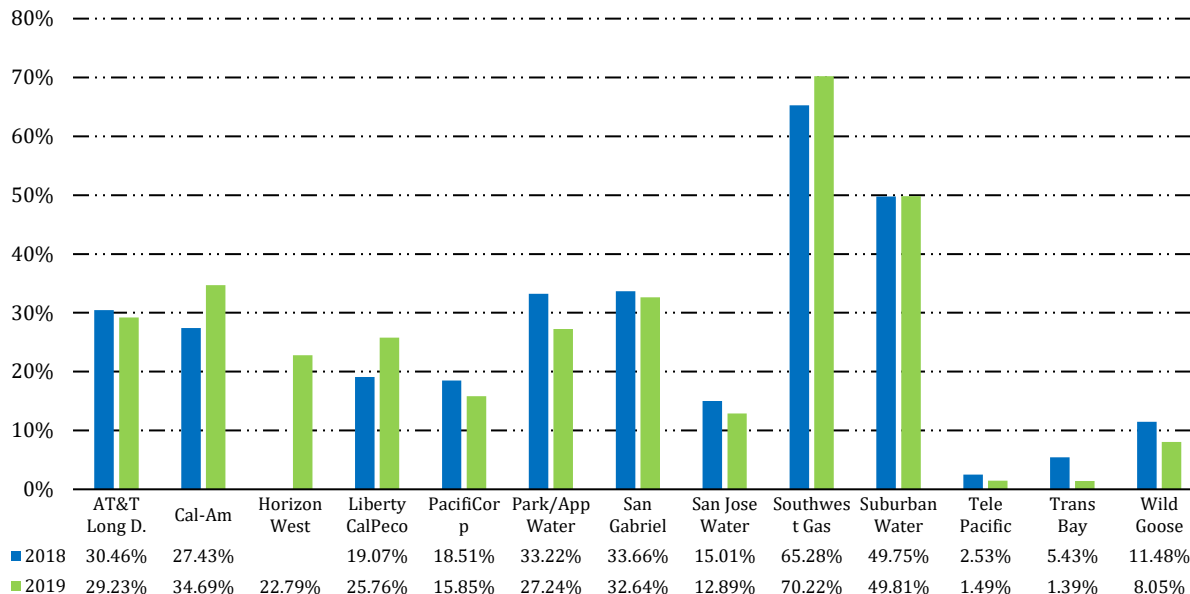
The small utilities exceeded the overall GO 156 21.5 percent, the WBE 5 percent, and the DVBE 1.5 percent goals in 2019. However, they did not meet the MBE 15 percent goal.

From the small utilities, PacifiCorp, San Jose Water, TelePacific, Trans Bay Cable, and Wild Goose did not meet the 21.5 percent goal in 2019. Compared to 2018, in 2019, Cal-Am Water, Liberty CalPeco, Southwest Gas, and Suburban Water improved their percentage of total procurement spend with diverse suppliers.

Southwest Gas procured 70.22 percent from diverse suppliers in 2019, achieving the highest percentage of total procurement, followed by Suburban Water (49.81 percent), and Cal-Am Water (34.69 percent). Trans Bay Cable (1.39 percent), TelePacific (1.49 percent), and Wild Goose (8.05 percent) procured the least percentages of total procurement from diverse suppliers.

Cal-Am Water, Liberty CalPeco, and Southwest Gas reported increases in diverse spend dollars and percentage of total procurement, whereas AT&T Long Distance, Park & Apple Valley Water, San Jose Water, TelePacific, and Trans Bay Cable experienced declines in both (see Tables 3, 2A, and 2B in Attachment A).

2018/2019 Small Utilities Performance

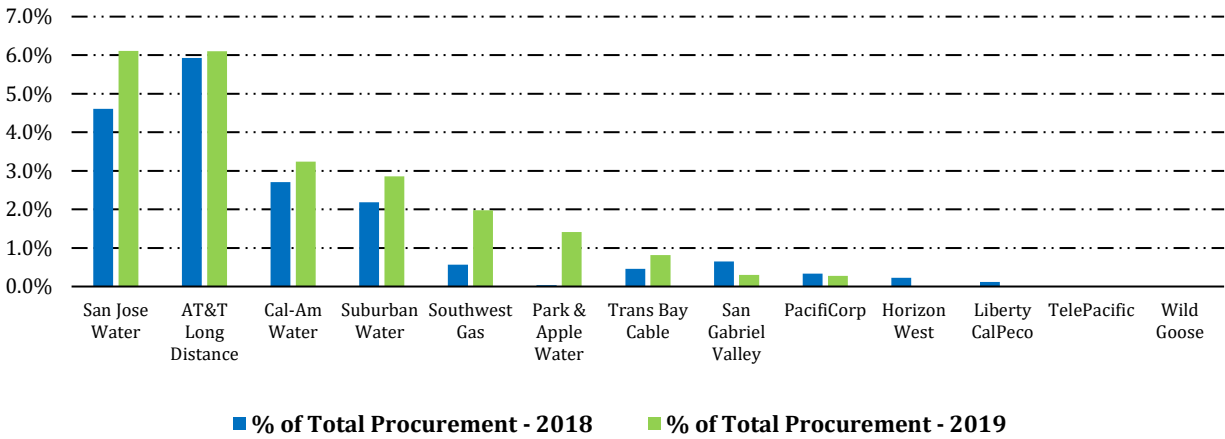


Small Utilities Procurement: Subcontracting

In 2019, the small utilities' diverse subcontracting spend increased by 21.43 percent from \$13.25 million in 2018 to \$16.09 million²³. The percentage of total procurement also increased from 1.82 percent to 2.49 percent. All the small utilities, except for Horizon West, Liberty CalPeco, TelePacific, and Wild Goose reported diverse subcontracting spend. Among the utilities, San Jose Water has the highest diverse percentage of total procurement with 6.11 percent, followed by AT&T Long Distance Water (6.10 percent), and Cal-Am Water (3.24 percent). PacifiCorp (0.28 percent), San Gabriel Valley (0.30 percent), and Trans Bay Cable (0.81 percent) reported the least diverse percentages. Cal-Am Water, Park & Apple Valley Water, San Jose Water, Southwest Gas, Suburban Water, and Trans Bay Cable showed increases in dollars and percentage of total procurement with diverse subcontractors. However, Liberty CalPeco, and San Gabriel Valley reported decreases in both (see Table 11 in Attachment A).

²³ The numbers may not reflect the percentage increases due to rounding. See Attachment A for detailed utilities' diverse procurement data.

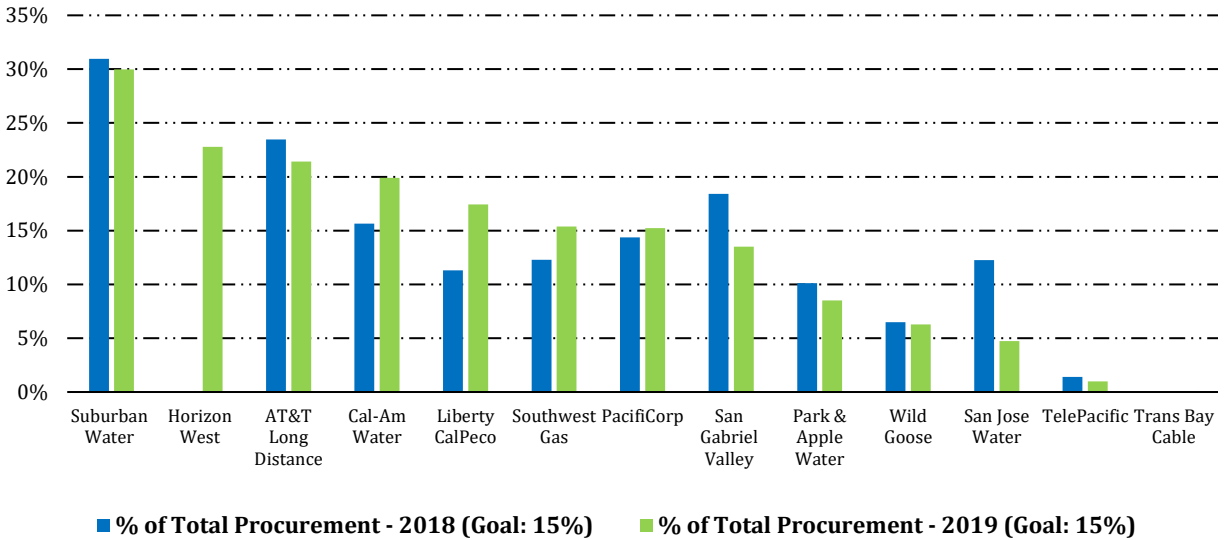
Diverse Subcontracting: Comparison of 2018 and 2019 Procurement



Small Utilities Procurement: Minority Business Enterprises (MBEs)

The small utilities' procurement from MBEs decreased by 30.53 percent in 2019 from \$112.73 million in 2018 to \$78.32 million, with a diverse percentage decline from 15.52 percent to 12.12 percent. AT&T Long Distance, Cal-Am Water, Horizon West, Liberty CalPeco, PacifiCorp, Southwest Gas, and Suburban Water met the 15 percent GO 156 MBE goal. Suburban Water has the highest percentage of 29.97 percent, followed by Horizon West (22.79 percent), and AT&T Long Distance (21.41 percent). Trans Bay Cable (0.04 percent) and TelePacific (0.99 percent) procured the lowest percentages of total procurement. Cal-Am Water, Liberty CalPeco, PacifiCorp, Southwest Gas, and Trans Bay Cable reported increases in MBE procurement in dollars and percentage of total procurement, while AT&T Long Distance, Park & Apple Valley Water, San Gabriel Valley, San Jose Water, Suburban Water, and TelePacific reported decreases in both (see Tables 3, 2A, and 2B in Attachment A).

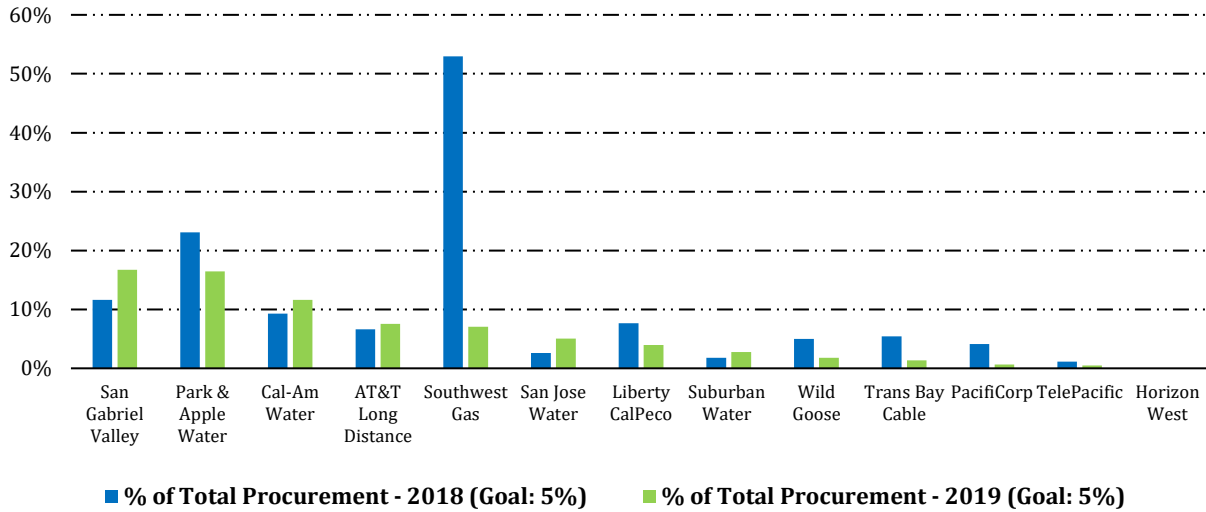
Minority Business Enterprises: Comparison of 2018 and 2019 Procurement



Small Utilities Procurement: Woman Business Enterprises (WBEs)

The small utilities' procurement from WBEs decreased by 33.95 percent from \$69.59 million (9.58 percent) in 2018 to \$45.96 million (7.11 percent) in 2019. Horizon West did not procure from WBEs in 2019. Liberty CalPeco, PacifiCorp, Suburban Water, TelePacific, Trans Bay Cable, and Wild Goose Storage did not meet the WBE five percent program goal. At 16.75 percent, San Gabriel Valley has the highest WBE percentage of total procurement, followed by Park Water & Apple Valley Water (16.47 percent), and Cal-Am Water (11.6 percent). The utilities with the least percentages are TelePacific (0.46 percent), PacifiCorp (0.62 percent), and Trans Bay Cable (1.34 percent). Cal-Am Water, San Gabriel Valley, San Jose Water, and Suburban Water showed increases in WBE dollars and percentage of total procurement while Liberty CalPeco, PacifiCorp, Park & Apple Valley Water, Southwest Gas, TelePacific, Trans Bay Cable, and Wild Goose reported decreases in both (see Tables 3, 2A, and 2B in Attachment A).

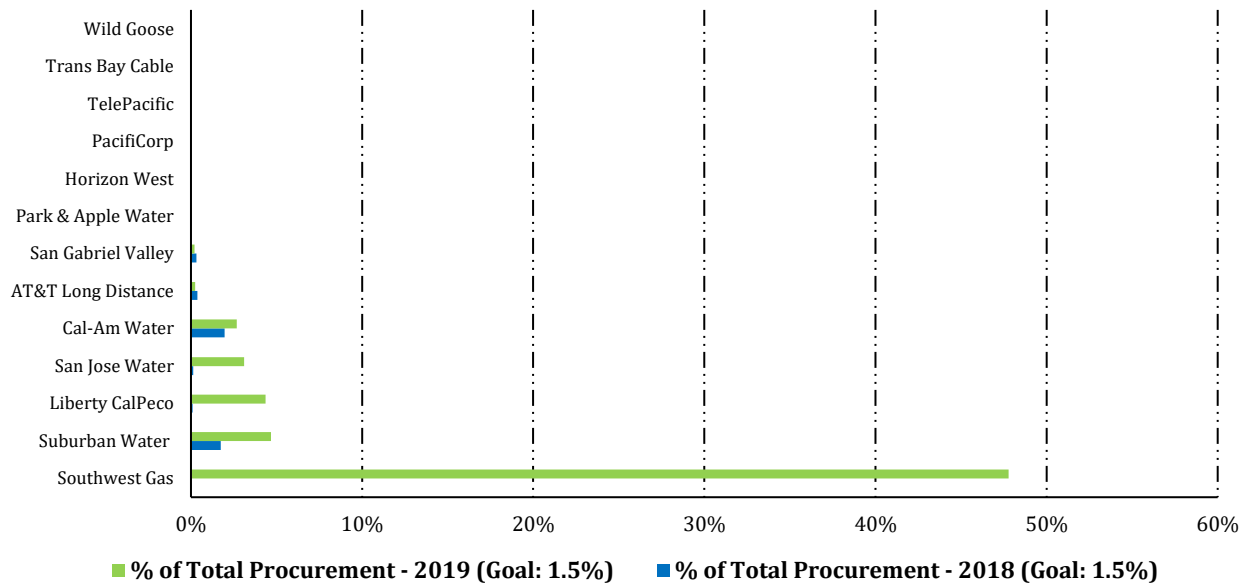
Women Business Enterprises: Comparison of 2018 and 2019 Procurement



Small Utilities' Procurement: Disabled Veteran Business Enterprises (DVBEs)

The small utilities' DVBE procurement increased significantly by 518.25 percent, from \$6.43 million in 2018 to \$39.77 million in 2019, total procurement increased from 0.89 percent to 6.16 percent. Cal-Am Water, Liberty CalPeco, San Jose Water, Southwest Gas, and Suburban Water exceeded the 1.5 percent DVBE program goal. Horizon West, PacifiCorp, TelePacific, Trans Bay Cable, and Wild Goose did not procure from DVBEs in 2019. Southwest Gas has the most percentage of total procurement at 47.79 percent, followed by Suburban Water (4.67 percent), and Liberty CalPeco (4.36 percent). Park & Apple Valley Water (0.03 percent), San Gabriel Valley (0.2 percent), and AT&T Long Distance (0.24 percent) have the least percentages of total procurement. Cal-Am Water, Liberty CalPeco, Park & Apple Valley Water, San Jose Water, Southwest Gas, and Suburban Water reported increases in DVBE dollars and percentage of total procurement whereas AT&T Long Distance, and San Gabriel Valley reported decreases in both (see Tables 3, 2A, 2B, 7A, and 7B in Attachment A).

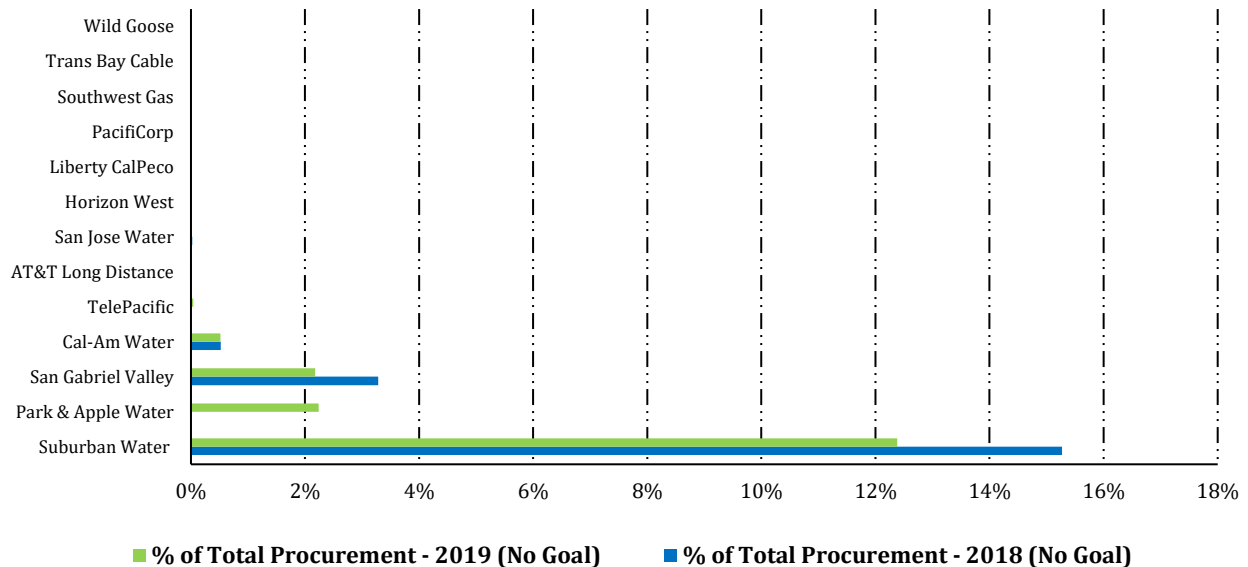
Disabled Veteran Business Enterprises: Comparison of 2018 and 2019 Procurement



Small Utilities Procurement: Lesbian, Gay, Bisexual, and/or Transgender Business Enterprises (LGBTBEs)

In 2019, the small utilities' LGBTBE spend decreased by 36.41 percent from \$10.17 million in 2018 to \$6.46 million. The percentage of total procurement decreased as well from 1.4 percent to one percent. Horizon West, Liberty CalPeco, PacifiCorp, Southwest Gas, Trans Bay Cable, and Wild Goose did not procure from LGBTBEs in 2019. The utilities that procured the most percentages of total procurement are Suburban Water (12.38 percent), Park & Apple Valley Water (2.24 percent), and San Gabriel Valley (2.18 percent). Those who procured the least percentages are San Jose Water (0.004 percent), AT&T Long Distance (0.01 percent), and TelePacific (0.04 percent). AT&T Long Distance, Park & Apple Valley Water, and TelePacific reported increases in dollars and percentage of total procurement from LGBTBEs while Cal-Am Water, San Gabriel Valley, San Jose Water, and Suburban Water reported decreases in both (see Tables 3, 2A, 2B, 8A, and 8B in Attachment A).

LGBT Business Enterprises: Comparison of 2018 and 2019 Procurement



OTHER 2019 ACCOMPLISHMENTS

- AT&T:²⁴
 - Invested close to a million dollars in various technical assistance programs in California designed to build small businesses’ capacity, ranging from informal mentoring opportunities, minority outreach events, formal workshops, to executive educational scholarships produced by top premier universities and AT&T’s proprietary program.
 - Established a new 0.04 percent internal LGBTBE goal.
- Cal-Am Water launched a new internal supplier diversity online marketplace that provides a database of diverse suppliers.
- Cal Water conducted an impact analysis of its supplier diversity program that identified procurement policy, certification assistance, Tier 2 to Tier 1 evolution, partnering with advocacy organizations, and sourcing from diversity database as the most impactful supplier diversity activities.
- Charter initiated a pilot program to drive engagement between Charter’s business units, external organizations, and qualified suppliers by leveraging its internal LGBTQ Business Resource Group.
- Cox’s vendor agreements of at least \$500,000 endorse the company’s diverse subcontracting policy - using diverse subcontractors for work related to the products or services under the contract.

²⁴ AT&T’s Global Supply Chain administers the Supplier Diversity program for all AT&T subsidiaries: AT&T CA, AT&T Corp, AT&T Mobility, and AT&T Long Distance.

- PG&E presented a training on Strategies for Success in a Changing Economy, providing insight on access to capital resources from a panel of financial experts from the U.S. Small Business Administration and other notable financial institutions.
- SDG&E leveraged supplier diversity symposiums to provide educational awareness for wildfire preparedness, alternative fuel vehicles, and energy storage.
- San Gabriel Valley implemented a new electronic invoice processing system that allows for a more streamlined approval process, improving the timelines of payments to diverse suppliers.
- Suburban Water, for the second time in a row, spent almost 50 percent of its total procurement with diverse suppliers achieving its highest diverse spend of 49.81 percent in 2019.
- T-Mobile added a Program Manager position to support the day-to-day operations of their supplier diversity program.
- SCE, SDG&E and PG&E joined the California Energy Commission to host the fourth annual Electric Program Investment Charge (EPIC) Symposium. EPIC is an energy innovation funding program which seeks to coordinate investments among their electricity customers.²⁵
- On October 2, 2019, Senate Bill (SB) 255 (Bradford, Chapter 407, 2019) amended Sections 366.2 and 8283 of the PU Code to add Community Choice Aggregators (CCA),²⁶ electric service providers, and energy storage system companies to the CPUC's Utility Supplier Diversity Program.²⁷

2019 PROGRAM HIGHLIGHTS

In 2019, CPUC staff conducted various educational outreach activities to promote GO 156, supervised the Supplier Clearinghouse, and provided guidance to the utilities. In their 2019 GO 156 reports, the utilities also narrate the various strategies they implemented, and activities they performed to advance their GO 156 based supplier diversity programs. Although not an exhaustive list, the following are some CPUC and utilities GO 156 program highlights for 2019:

The CPUC:

- Staff participated in more than 80 events (conferences, workshops, webinars, expos, panel discussions) throughout California organized by community-based organizations (CBO), utilities, business organizations, public agencies, chambers of commerce, and other entities to publicize GO 156 as well as encourage the inclusion of small and diverse businesses in utilities' and public agencies' supply chain.

²⁵ The Electric Program Investment Charge (EPIC) supports the development of non-commercialized new and emerging clean energy technologies in California, as well as aids commercially viable projects to accelerate the transformation of the electricity sector to meet California's energy and climate goals.

²⁶ Community Choice Aggregators are governmental entities formed by cities and counties to serve the energy requirements of their residents and businesses.

²⁷ Senate Bill 255 modified Sections 366.2 and 8283 of the California Public Utilities Code (PU Code).

- Utility Supplier Diversity Program staff reviewed the utilities' GO 156 reports and assessed their 2019 supplier diversity performances and 2020 plans. After the reviews, staff conducted meetings with each utility to discuss their programs further and to provide suggestions and guidance.
- Continued to participate in the Joint Utilities²⁸ meetings that creates the venue for the utilities and CPUC to discuss best practices, solutions to barriers, and the performance of the Supplier Clearinghouse.
- Worked with CBOs, chambers of commerce, diverse communities, and other business organizations to provide education on the benefits of GO 156 and to increase the number of available diverse suppliers in the Supplier Clearinghouse database, especially in those product/service categories utilities find challenging.
- Utility Supplier Diversity Program staff hosted a workshop with leaders representing ethnic chambers of commerce and business organizations that facilitated discussions on continued partnerships with the utilities to support networking events, contract transparency, more opportunities to meet with prime contractors, and more collaborative utility technical assistance and capacity building programs.
- Continued its tradition of hosting two free small business expos annually 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 Utility Supplier Diversity Program.
 - On April 10th, 2019, the CPUC held the first 2019 expo in Pomona, California and the second, on October 31, 2019, in Citrus Heights, California. Both events had representatives from public agencies, utilities, prime contractors, resource centers, and other entities present to network with attending small and diverse businesses and to provide resources and information on contracting opportunities, loans, bonds, bid processes, etc. In addition, representatives from the Supplier Clearinghouse participated to answer questions about GO 156 certification process.
 - Combined, the two events had more than 100 exhibitors and over 750 small and diverse business attendees.
 - The Pomona expo had two panel discussions entitled "How to Navigate Procurement Opportunities with Utilities" and "Championing Business Diversity" and two workshops entitled "Tips for Success! Doing Business with the State of California" and "Access to Capital".
 - At the Citrus Heights expo, the Joint Utilities hosted a public forum to discuss LGBTBE issues, successes, and GO 156 future LGBTBE goal. The Citrus Heights expo also had a panel discussion on how to do business with the utilities and a workshop on how to do business with the State of California.
 - At both expos, attending businesses had the opportunity to visit exhibit tables of participating public agencies, utility companies, prime contractors, and business resource centers.
- Utility Supplier Diversity Program initiated plans to address and incorporate SB 255 amendments and requirements.

²⁸ The utilities that participate in the GO 156 program.

The utilities continued to demonstrate the subsequent supplier diversity best practices:

- Internally, explore new approaches and implement planned strategies to develop and enhance their supplier diversity programs.
- Encourage and engage prime contractors to strengthen WMDVLGBTBE subcontracting procurements.
- Externally, connect and foster relationships with CBOs, and WMDVLGBTBE organizations and communities, through membership, participation, collaboration, sponsorship, and partnership to promote their supplier diversity programs and procurement opportunities.
- Develop WMDVLGBTBEs through their technical assistance²⁹ and capacity building³⁰ programs. The utilities, often in collaboration with educational institutions, CBOs, and other business organizations, provide diverse suppliers with various educational opportunities to elevate their value and increase their competitiveness.

The CPUC endorses and supports the advancement of its Utility Supplier Diversity Program and its efforts to foster diverse suppliers in a way that benefits California's economic development. The CPUC is fully invested in the program and provides guidance to ensure GO 156 program sustainability.

2019 PROGRAM CHALLENGES

In 2019, the utilities and CPUC's Utility Supplier Diversity staff noted the following challenges in the implementation of GO 156. Some of the challenges are on-going due to market conditions and the nature of a utility operation, organization structure, and strategy of doing business.

- Power utilities obligation to procure least-cost, best-fit, electricity from suppliers and to manage risk exposure by finding and vetting suppliers who meet credit requirements presents very specific challenges in power procurement. It is often difficult for diverse suppliers with limited access to credit to mount a plausible case for their proposals against large electric generators financed by investment firms or commercial banks.
- Wildfire insurance poses significant challenges to WMDVLGBTBEs. Diverse suppliers may not be able participate in contracting opportunities due to bonding being financially unattainable. Suppliers who have successfully worked in this space in the past are not willing to participate because of the high cost premiums.

²⁹ Technical Assistance – a development program that addresses getting certification as a WMDVLGBTBE, and technically informed about the industry and bid process in order to become competitive; includes basic financial, marketing, and business skills.

³⁰ Capacity Building – a development program that addresses a qualified, successful business that is poised to expand its capacity through access to larger or unbundled contracts, bid partnerships, etc. upon development of advanced business and management skills, acquisition of for International Organization for Standardization certification, and/or external networking.

- U.S. natural gas production increased in 2019, maintaining historically low natural gas prices. The low gas prices diminished profit margins for all gas suppliers, reducing opportunities for both WMDVLGBTBE and non-WMDVLGBTBE suppliers.
- A few communications companies continue to struggle to meet the GO 156 goals since most of their procurement is conducted by the national corporate office(s).
- Some utilities have a narrow scope of operations and limited presence in California, with few procurement needs.
- Due to the nature of their operations, some utilities' procurement is mostly products with proprietary technologies from non-diverse suppliers, with almost no opportunities for diverse subcontracting.
- The communications companies continue to struggle to diversify their handsets and network equipment procurement due to the absence of diverse Original Equipment Manufacturers (OEM). Progress towards building subcontracting spend in this category is proving to be challenging as the OEMs are multinational companies that require engagement at the most senior executive level to effect subcontracting spend reporting.
- Diverse suppliers vetted by utilities and/or in the supply chain can lose their diverse certification status because of acquisitions or joint venture agreements.
- Some utilities have identified diverse suppliers already working in their supply chain but are unwilling to obtain WMDVLGBTBE certification.
- The utilities continue to express concerns about the availability of qualified diverse suppliers with the prerequisite technical expertise, especially, in the DVBE and LGBTBE categories.
- Diverse suppliers are financially vulnerable without adequate access to capital to effectively compete for or successfully complete a utility contract.
- 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.
- The utilities express difficulties in finding diverse suppliers with enough scale to meet their needs.
- It is still challenging for some utilities to consistently obtain accurate diverse subcontracting spend data from prime contractors.
- Antiquated computer systems to track spend continues to be a challenge for some utilities to report and capture accurate spend. Those utilities are manually tracking spend data.
- Diverse suppliers may not have a succession plan that ensures the continuity and stability of their business.
- The utilities cost-reduction efforts limit the amount of general expenditure available, reducing the opportunities for diverse suppliers.
- Some diverse suppliers are uncomfortable obtaining a certification in certain diversity categories.
- The utilities' payment terms and conditions may be unfavorable to diverse suppliers.

- Market changes and emerging technologies may hinder diverse suppliers' competitiveness.
- New energy market entrants, such as the CCAs, storage facilities, and solar energy companies that compete with the traditional energy utilities, could potentially erode the successes achieved through utility supplier diversity program unless they implement programs similar to GO 156.

Despite these challenges, most of the utilities met the 21.5 percent GO 156 goal except for AT&T Mobility, Cal Water, CenturyLink, Charter, Comcast, PacifiCorp, San Jose Water, TelePacific, Trans Bay Cable, and Wild Goose Storage. Depending on the size of the utility, its procurement hierarchy, its location of operation, the nature of its business, and its quality control standards, the challenges listed above impact each utility's supplier diversity program performance in varying degrees. CPUC staff will work with those companies that did not meet the 21.5 percent goal in 2019 individually, to develop a plan that will lead them on a path to achieving the 21.5 percent GO 156 aspirational goal.

2019 OTHER PROGRAM ACTIVITIES

CPUC's 2019 Annual En Banc: Public Hearing on GO 156 Program

Section 11.3 of the GO 156 requires the CPUC to hold an annual event (En Banc) to provide utilities, CBOs, and the public the opportunity to share ideas and offer recommendations to strengthen the effectiveness of GO 156. The hearing examines the utilities' and CPUC's supplier diversity programs practices, encourages utility transparency, and discusses solutions to barriers that hinder or may hinder program development.

On October 3, 2019, the CPUC's Utility Supplier Diversity staff organized the 17th En Banc entitled, "Success Through Geographic Diversity," at the Fresno Entertainment and Convention Center in Fresno, California. Approximately 200 people attended along with the five CPUC Commissioners, and the Honorable Gwen Moore.³¹ The En Banc held discussions on geographic diversity, utility contract opportunities and barriers, workforce and board diversity, and supplier diversity best practices.

During the En Banc, the CPUC's Utility Supplier Diversity Program Manager presented a summary of the utilities' 2018 performance and highlighted the 2019 GO 156 report to the Legislature. Then, the Commissioners heard from and discussed with the panels issues on supplier diversity and contracting, the importance of leadership and workforce diversity, community outreach and engagement, and diversity best practices. The panels consisted of senior executives from large and small utilities, non-utilities, new entrants to the energy market, as well as representatives from CBOs who are actively involved in supplier diversity initiatives. Highlights from the event include:

³¹ Former California State Assemblywoman who served from 1978 until 1994, representing the 49th District.

- Supplier Diversity and Contracting:
 - Diverse small businesses require significant ongoing technical assistance and capacity building to participate in utility contracts directly or as a subcontractor.
 - Utilities should strive to unbundle consolidated contracts which is a major barrier for diverse suppliers.
 - The GO 156 program should adopt a more transparent reporting standard that goes beyond percentages of total procurement and shows a true breakdown of diversity numbers.
 - Utilities should continue to work with prime contractors to ensure subcontractors have prompt payment solutions.
 - There should be increased focus on local contracting to serve local communities.
 - Utilities should make trainings accessible to local and rural communities.
 - It is essential for utilities to directly communicate, mentor, and train diverse subcontractors.
 - Areas relating to emerging technologies usually lack diversity and require additional resources and efforts to ensure the inclusion of diverse suppliers.
 - Diverse suppliers should have a succession plan in place as older business owners move to retire and/or sale.
 - In rural and tribal areas, access to broadband is a barrier for diverse suppliers to participate in utility contracts.
 - Utilities' formal solicitations need to ensure suppliers have enough time to respond, and the scope and specifications of the job are clear and concise.
- Workforce Leadership Diversity:
 - Utilities and prime contractors should provide implicit/unconscious bias trainings.
 - Utilities staff and board need to better reflect the communities they serve.
 - Since executive/workforce diversity and supplier diversity go together, utilities should have an organization-wide integrated strategy.
- Community Outreach and Engagement:
 - The GO 156 program in its entirety must continue to build trust and cultural competency with various communities.
 - In California, the demographics are changing, requiring new outreach strategies.

At the 17th En Banc, two new CPUC Commissioners participated, President Marybel Batjer and Commissioner Genevieve Shiroma, bringing new insights and perspectives to the discussions and dialogues. During the hearing, the presiding Commissioners requested the following information:

- Should CPUC utilize the Governor's Office of Business and Economic Development (GO-Biz) to expand the utilities supplier diversity program in underrepresented geographic locations in California?
- How are utilities utilizing small businesses in vegetation management projects?
- What are the discussions to expand the GO 156 program to include all veterans?

The En Banc concluded successfully with the Commissioners acknowledging the utilities' and other stakeholders' efforts and successes. They also stressed the importance of expanding opportunities to those geographic areas in California where utility contract opportunities are limited.

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, most utilities have a subcontracting program in place, through which they work with their prime contractors to develop plans and goals to increase the utilization of diverse subcontractors.

As some of the utilities continue to strategically source³² contracts to large prime contractors, who are often non-diverse businesses, diverse subcontracting has become a key area to foster for a sustained inclusion of diverse suppliers. CBOs, small- and mid-sized diverse suppliers, and the CPUC Commissioners continue to highlight the importance of subcontracting opportunities. To ensure diverse subcontracting, the utilities add contract language that encourages, and in some cases, mandates diverse subcontracting. The utilities also encourage their prime contractors to improve their supplier diversity program by establishing prompt payment practices, providing education and mentorship, and embedding diverse subcontractors into their core businesses.

A robust subcontracting program provides the opportunity for all sized diverse suppliers to have access to utility contracts and help them grow in scale and technical knowledge. As a result, the program has seen successes where diverse subcontractors developed to become one of the utilities direct suppliers and/or prime contractors.

In the communications industry, utilities continue to struggle to develop a subcontracting program with Original Equipment Manufacturers (OEM) for handsets and network equipment purchases. OEMs are mostly large, non-diverse corporations such as Apple, and Samsung. The utilities report that it is challenging for a supplier diversity manager or director to effect change and require the practice of reporting diverse subcontracting spend. However, they will continue to explore options and make efforts to develop their diverse subcontracting programs with OEMs.

To strengthen the subcontracting program, the utilities implemented various initiatives in 2019. Below are some of the strategies indicated in their GO 156 reports. Most utilities:

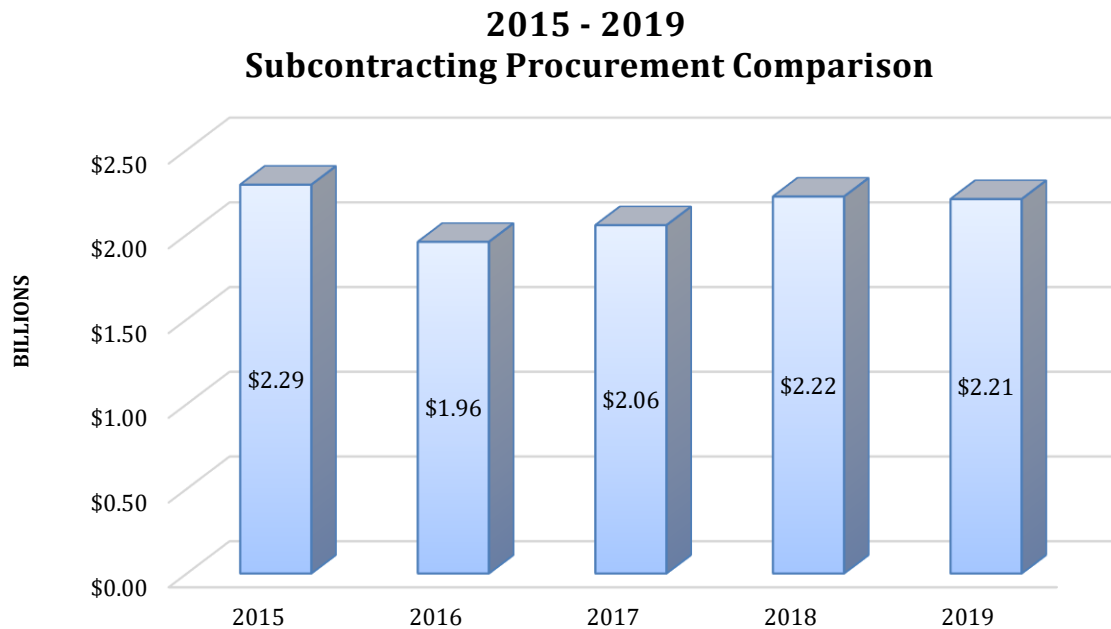
- Included diverse subcontracting language or clause in their procurement agreements or contracts with prime contractors that range from voluntary to mandatory inclusion of diverse subcontractors.
- Encouraged and mentored prime contractors to establish and implement a supplier diversity program with plans and specific performance goals that includes diverse suppliers’ education and development, diverse spend tracking and reporting, as well as outreach.
- Enhanced their diverse subcontracting reporting process and technology.

³² To reduce cost and improve efficiency, utilities are moving more and more towards consolidating contracts and awarding one master contract to a prime contractor.

- Assigned staff, and made tools, resources, and trainings available to support prime contractors.
- Organized and created opportunities for prime contractors to engage with diverse suppliers such as workshops, conferences, networking events, and matchmaking software.
- Established programs to recognize and award prime contractors for their efforts and successes in supplier diversity.
- Continued to audit diverse subcontracting spend to ensure quality and accuracy.

Some of the highlights from 2019 are:

- PG&E conducted monthly webinars that focused on how to develop a supplier diversity plan, report diverse subcontracting, and prepare for a diverse subcontracting audit.
- SDG&E assigned a supplier diversity professional to every major prime contractor with a diverse subcontracting commitment for better management of prime contractors' performance and to identify opportunities for continuous improvements.
- Suburban Water will require prime contractors to identify diverse subcontractors they intend to use in capital project contracts.



In the last five years, as the graph above shows, the utilities' diverse subcontracting spend has stabilized around \$2 billion. Since 2016, where diverse subcontracting spend dropped, the utilities had increased the spend by 12.9 percent between 2016 (\$1.96 billion) and 2019 (\$2.21 billion). CPUC staff encourages the utilities to continue developing best practices and strategies that will take their subcontracting program to the next level.

Underutilized Categories

GO 156 encourages the utilities to do more in areas with low diverse procurement such as legal services, financial services, consultant services, insurance, advertising, and other areas highly technical in nature. Section 8.13 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.”

Legal Services

In 2019, the large utilities in aggregate had a 7.67 percent diverse legal spend decrease from \$34.63 million in 2018 to \$31.98 million.³³ T-Mobile spent 46.32 percent of its total legal expenditure with WMDVLGBTBEs, achieving the highest percentage in 2019, followed by PG&E (26.2%) and SCE (23.96%). AT&T, SDG&E, SCE, and T-Mobile increased their diverse legal dollars and legal percentage in 2019 compared to 2018 whereas Cal Water, Comcast, Golden State Water, and SoCalGas declined in both.

Even though the utilities have in-house legal departments, their GO 156 report indicates the availability of opportunities for outside attorneys or legal firms in areas such as general and business litigation, personal injury, regulatory, labor law, environmental, real estate, recovery claims, securities, intellectual property, and workers’ compensation. In 2019, the utilities continued their efforts to include WMDVLGBTBEs in their legal spend by identifying opportunities and engaging diverse legal firms. Some of the initiatives the utilities undertook include:

- Encouraged prime contractors to subcontract diverse legal firms.
- Sponsored and participated in various events such as trade shows, industry conferences, and workshops to connect with diverse legal firms and provide education on contract opportunities.
- Built relationships with diverse bar associations and other legal organizations.
- Served on boards and as attorney liaison of legal organizations or held executive positions to actively participate in the diversification of the legal field and to develop diverse legal firms.
- Volunteered to educate students and communities about criminal and labor law.
- Provided scholarships for first year diverse law students through the California Bar Foundation.
- Partnered with several organizations to identify barriers and find solutions to accelerate the utilities’ legal supply chain diversification.

³³ Includes only those large utilities that reported both diverse and total legal spends - AT&T combined, Cal Water, Comcast, Golden State Water, PG&E, SDG&E, SCE, SoCalGas, T-Mobile, and Verizon.

Financial Services

In the financial field, the utilities continued to identify opportunities for WMDVLGBTBEs in areas such as insurance and bonding, investment banking, investment management, commercial banking, accounting, auditing, and management consulting. The utilities also continued to support different initiatives and activities in the financial sector through sponsorship, partnership, participation, and outreach to educate and connect with diverse financial firms. The utilities:

- Identified diverse financial firms and promoted opportunities.
- Conducted outreach and participated in multiple financial networking events, meetings, conferences to educate and connect with diverse firms.
- Continued to encourage non-diverse financial firms to increase their spend on diverse finance professionals.
- Encouraged prime contractors to subcontract diverse financial firms.
- Provided development programs to help businesses develop financial expertise and industry knowledge in the utility sector.

Below are some 2019 successes in procurement from diverse financial firms:

- Comcast used six diverse firms to underwrite approximately \$86 million of financing in the corporate bond market.
- Charter selects a small number of WMDVLGBTBE banks to participate for each of its bond financings. Charter contracted thirteen diverse investment banking firms to execute bond financing activities, six more than in 2018.
- PG&E's diverse-managed trust investments totaled \$3.5 billion, a 30 percent increase over the 2018 amount.
- SCE engaged a total of 19 diverse firms to co-manage \$5.9 billion of capital market financings, with over \$5 million of total underwriting fees paid, and invested \$286 million in money market securities through two diverse firms.
- SoCalGas' diverse spend in finance increase totaled \$1.2 million or 6.8 percent compared to 2018.

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. The utilities have identified some areas such as marketing and consulting services and reported their efforts and progress in 2019. The utilities (PG&E, SDG&E and SCE) who administer the Electric Program Investment Charge (EPIC)³⁴ and who have the Grid Modernization Program are working towards creating opportunities for diverse suppliers to participate in these projects. In 2019, the utilities continued to allocate and dedicate resources to identify highly technical areas where

³⁴ The Electric Program Investment Charge (EPIC) supports the development of non-commercialized new and emerging clean energy technologies in California, as well as aids commercially viable projects to accelerate the transformation of the electricity sector to meet California's energy and climate goals.

diverse suppliers are underutilized. The utilities are committed to explore opportunities and engage diverse suppliers to increase their participation. They also continued to provide education, improve transparency, support various organizations, host events, and participating in relevant discussions.

Some 2019 successes in highly technical areas:

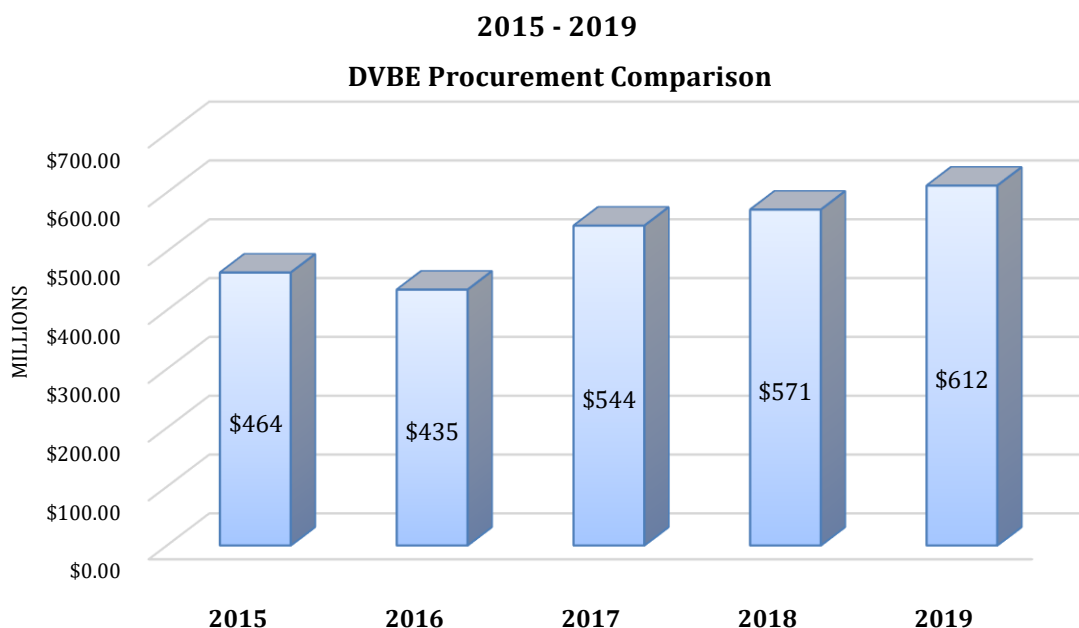
- Cal-Am engaged a WBE for consulting services.
- Charter utilized 29 diverse suppliers in Media Agency, Direct Mail/Print and Market Research areas, nine more than 2018.
- San Gabriel Valley utilized a diverse business to provide studies and reports dealing with highly technical water resource planning, environmental compliance issues, and general civil engineering.
- SCE spent approximately a million dollars with diverse suppliers in support of SCE's EPIC demonstration projects.

The CPUC recognizes the utilities efforts and encourages them to continue identifying, developing, and including diverse suppliers in areas where they are underutilized. The utilities have been meeting with potential diverse suppliers in those categories as well as sponsoring and participating in events and forums designed for such firms. In addition, the utilities support organizations, and students to expand the qualified pool of WMDVLGBTBEs, as well as, to ensure the steady flow of diversity into the fields.

DVBEs

Building on past experiences, in 2019, 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. They organized and sponsored various DVBE-related events in partnership and on their own. 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 2019, the utilities spent 7.15 percent more with DVBEs than in 2018, while also increasing their percentage of total procurement from 1.57 percent in 2018, to 1.60 percent, exceeding the GO 156 DVBE goal.

In the past five years, the utilities have increased spend with DVBEs as shown in the graph below; however, they report on going challenges in identifying DVBEs with the desired expertise, capacity, and location. In 2019 the number of companies who met the 1.5 percent DVBE goal increased from six in 2018, to eleven. Frontier, Golden State Water, PG&E, SDG&E, SCE, SoCalGas, Cal-Am Water, Liberty CalPeco, San Jose Water, Southwest Gas, and Suburban Water met the goal, with Southwest Gas reporting the highest percentage of all the utilities at 47.79 percent.



The CPUC will continue to work with the DVBE community and organizations to find solutions to the persistent challenges. Currently, DVBE certification requires the business to be domiciled in California, which is not a requirement for the other diverse categories. The CPUC will continue discussions with concerned parties for legislative solutions to add non-California domiciled DVBEs into the GO 156 program.

LGBTBEs

To implement AB 1678, the CPUC modified GO 156 in 2015 to include LGBTBEs³⁵ with a five-year plan to set a procurement target goal.³⁶ AB 1678 was the first legislation of its kind that also prompted the Bay Area Rapid Transit Agency (BART) and Santa Clara Valley Transportation Agency (VTA) to incorporate LGBTBEs into their supply chain.

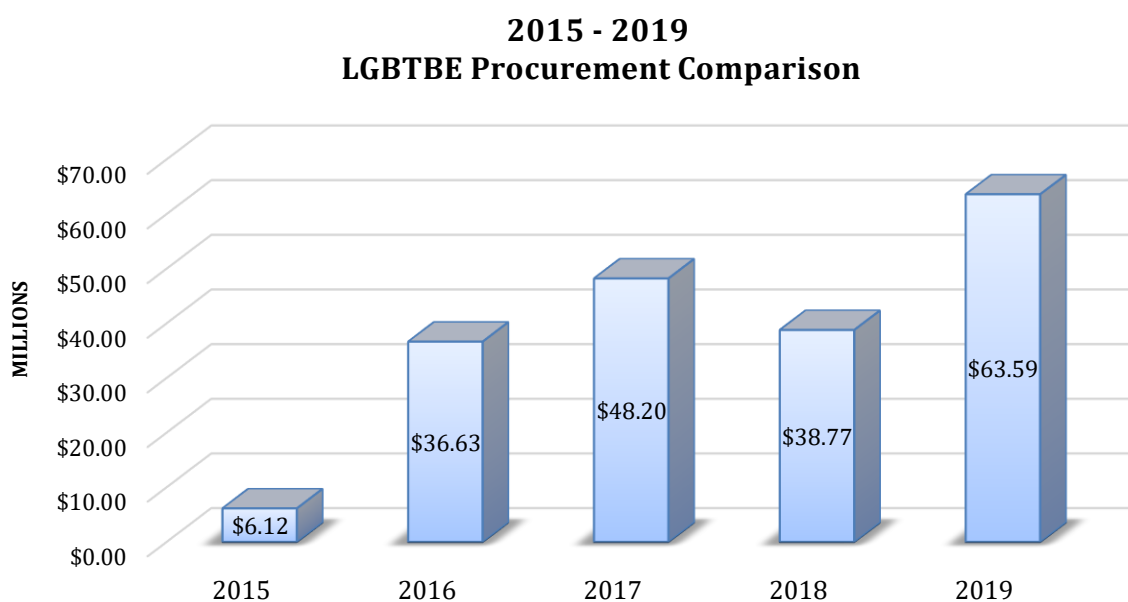
Since 2015, the utilities have updated their internal procurement processes and reporting systems to include LGBTBEs and continue to refine their strategies to grow their participation in direct and prime subcontracting procurement opportunities. In 2019, the utilities renewed their efforts to identify and meet qualified LGBTBEs; to establish and develop relationships with LGBT organizations and communities; to host, sponsor, partner and participate in LGBT-related events; to assist and encourage LGBTBEs to become

³⁵ To comply with AB 1678 (Stats. 2014, Ch. 633)

³⁶ *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.

certified; and to provide technical assistance and capacity-building programs to increase the pool of qualified LGBTBEs.

Although progress is being made, the utilities continue to experience challenges in identifying qualified LGBTBEs. In 2019, nine utilities, CenturyLink, Charter, Frontier, Horizon West, Liberty CalPeco, PacifiCorp, Southwest Gas, Trans Bay Cable, and Wild Goose Storage did not procure from LGBTBEs. However, the utilities outreach efforts and the migration of relevant regional data from the National Gay & Lesbian Chamber of Commerce (NGLCC) LGBT certification database into the Supplier Clearinghouse database contributed to a 64 percent spend increase with LGBTBEs, from \$38.77 million in 2018, to \$63.59 million in 2019. Reported LGBTBE spend has been inconsistent in the past five years as shown in the chart below.



Even with the migration from NGLCC, incorporating certified/qualified -LGBTBEs into the utilities supply chain continues to be a challenge. The utilities are working with national, state, and local organizations to better understand the LGBTBE community, by leveraging partnerships, and increasing engagements to expand the development of LGBTBEs in key supply chain areas.

Fuel and Power Procurement³⁷

GO 156 allows the utilities to report fuel procurement separately from the purchase of other products and services, but requires the utilities to report their renewable and nonrenewable energy procurement in a similar manner to their fuel procurement.³⁸ Five energy utilities

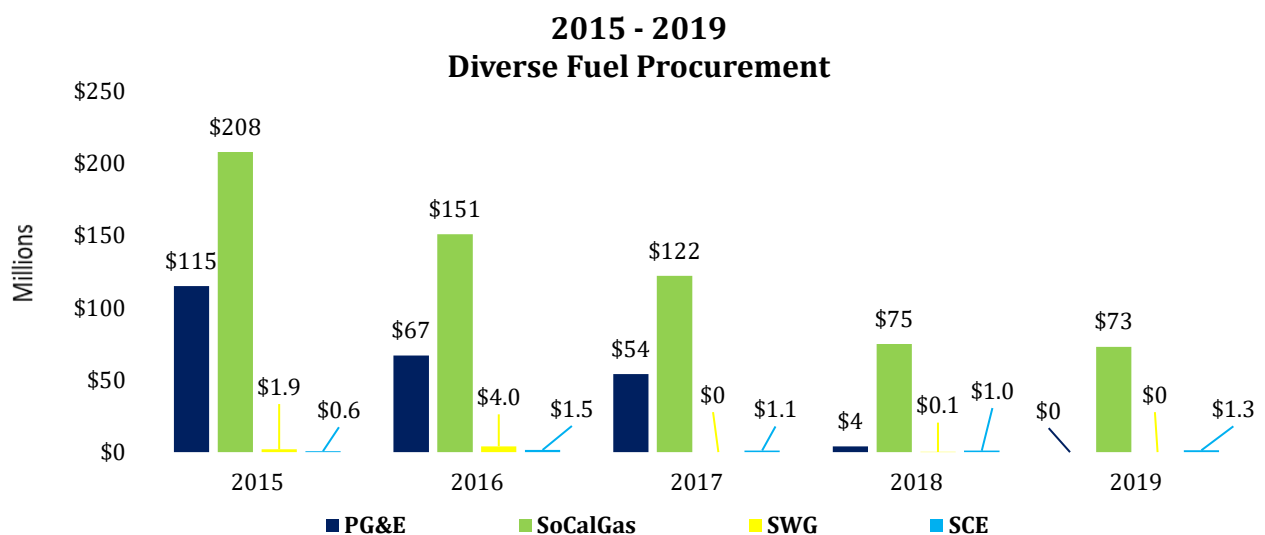
³⁷ Fuel procurement to provide gas services such as natural gas; and power procurement to provide electric services such as renewable and non-renewable power products.

³⁸ GO 156, Sections 8.12 and 9.1.11.

(PG&E, SDG&E, SCE, SoCalGas, and Southwest Gas) reported their 2019 fuel and/or power purchases separately.³⁹

Fuel Procurement

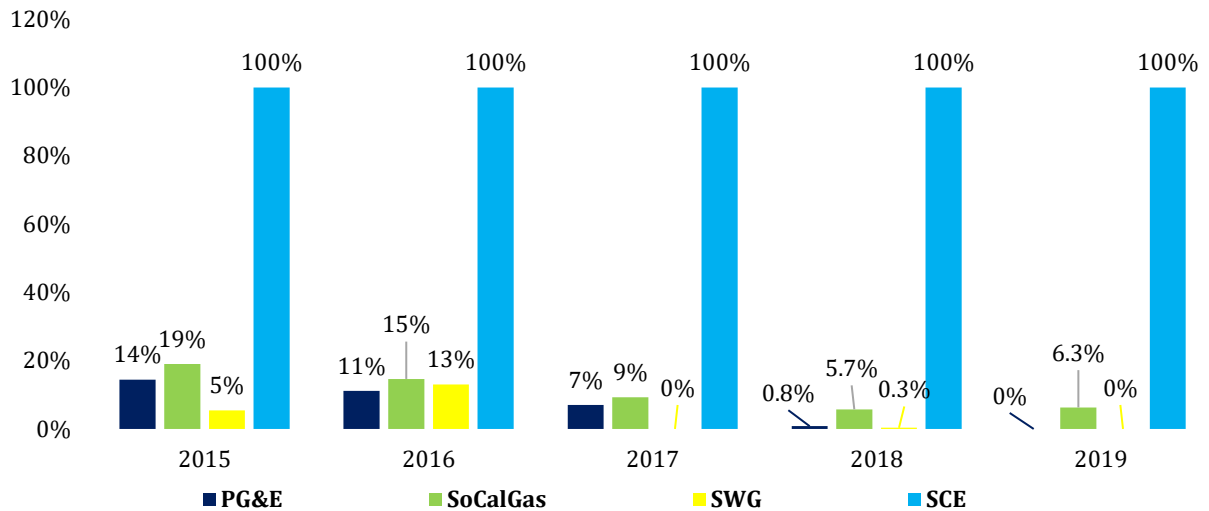
SCE and SoCalGas reported fuel procurement spend with WMDVLGBTBEs; however, PG&E and Southwest Gas reported no procurement spend in 2019. Diverse suppliers’ participation in the energy utilities’ fuel procurement has continued to decline. While gas prices remain relatively low, profit margins have diminished, reducing opportunities for all suppliers. The chart below shows the downward trends over the past five years of diverse spend fuel procurement.



The diverse spend percentage portion of total fuel procurement also declined in the last five years for PG&E, and Southwest Gas, while SCE sustained a 100 percent diverse fuel procurement as presented in the chart below.

³⁹ For detail fuel and power diverse procurements, see Attachment A, Tables 9 and 10.

2015 - 2019 Diverse Fuel Procurement Percentage



As shown in the table below, in 2019, PG&E and Southwest Gas were unsuccessful in procuring fuel from diverse suppliers. SCE was the only utility to report an increase in diverse fuel spend, a rise of 28.86 percent. Collectively, the utilities overall spend was down by 8.5 percent in 2019 compared to 2018.

Fuel Procurement for Non-Generation

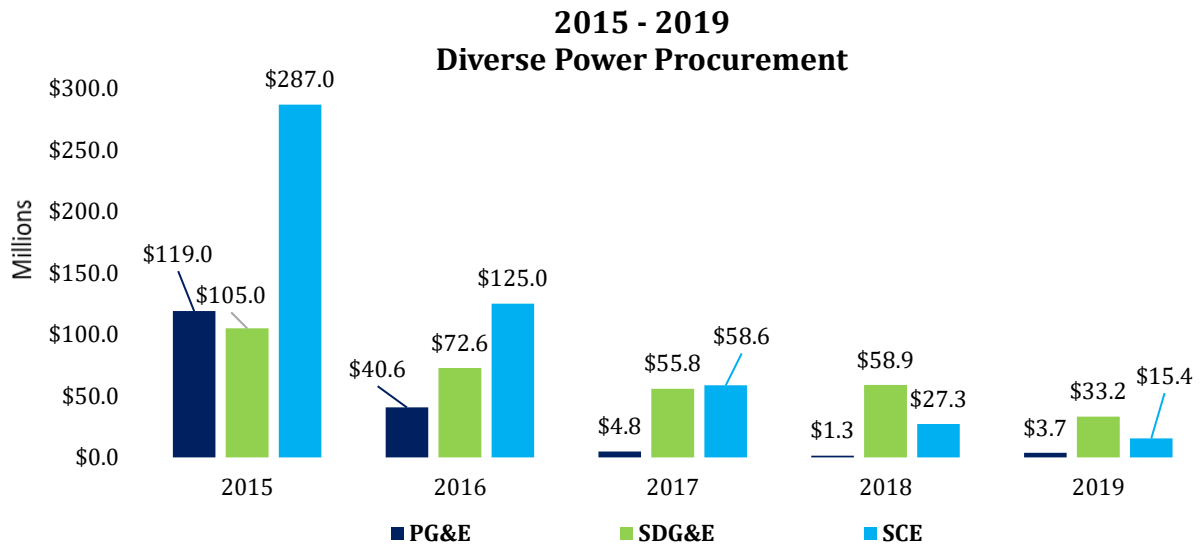
Utility	2018 Diverse Spend	2018 Diverse % of Total Spend	2019 Diverse Spend	2019 Diverse % of Total Spend
PG&E	\$4.4MM ⁴⁰	0.76%	\$0.00 MM	0.00%
SCE	\$0.98 MM	100%	\$1.26 MM	100%
SoCalGas	\$75.4% MM	5.74%	\$72.77 MM	6.29%
Southwest Gas	\$0.13 MM	0.00%	\$0.00 MM	0.00%

In 2019, PG&E and Southwest Gas reported a 100 percent, and SoCalGas a 3.49 percent decreases in total fuel expenditures from diverse suppliers compared to their 2018 results.

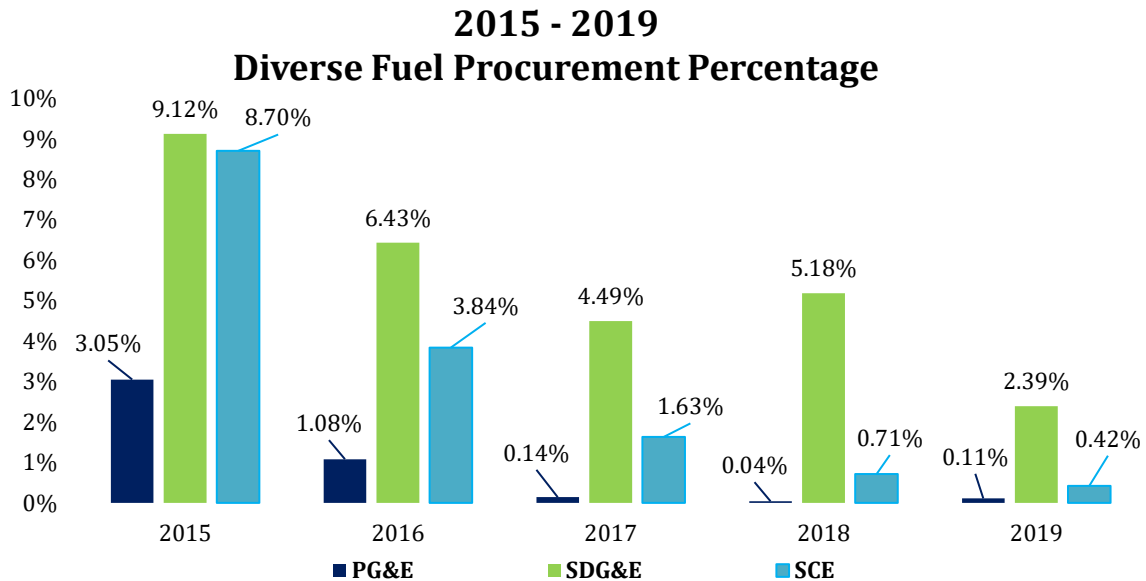
Power Procurement

Three utilities reported their power procurement: PG&E, SDG&E, and SCE. As in fuel procurement, the overall percentage of diverse spend in utilities power procurement has declined in the last five years. In 2015, the utilities had the highest dollar spend and percentages with diverse suppliers in power procurement. Subsequently, both continued to decline in the following years. From 2015, PG&E's diverse power spend declined by 96.9 percent; SDG&E's by 68.4 percent; and SCE's by 94.6 percent by 2019.

⁴⁰ MM – Millions.



Just as the power diverse dollars spend, the utilities overall diverse power procurement percentages also declined since 2015.



Compared to 2018 results, SDG&E and SCE procured less power from diverse suppliers in 2019. SDG&E diverse procurement declined by 43.6 percent and SCE by 43.4 percent, while PG&E increased their diverse power spend by 183 percent in 2019.

Power Procurement

Utility	2018 Diverse Result	2018 Diverse % of Total Spend	2019 Diverse Result	2019 Diverse % of Total Spend
PG&E	\$1.3 MM	0.04%	\$3.68 MM	0.11%
SDG&E	\$58.86 MM	5.18%	\$33.22 MM	2.39%
SCE	\$27.29 MM	0.71%	\$15.44 MM	0.42%

PG&E is the only utility that increased its diverse percentage of total procurement in 2019 from 2018. The other utilities percentage decreased in 2019.

Fuel and Power Supplier Diversity Program

As shown above, utilities procurement from diverse suppliers, in dollar amount and percentage, is declining over the years. The utilities report the usual barriers that continue to persist in the fuel and power markets, hampering diverse suppliers' participation. The utilities offer the following explanations for the declining trends and diminishing participation of diverse suppliers in utilities' fuel and power procurements:

- The nature of the power market that is characterized by long-life assets with large fixed costs creates a barrier for small- and medium-sized diverse suppliers to enter the market.
- It is more difficult for diverse supplies to overcome the capital and credit requirements as well as develop the necessary technical knowledge and operational experience.
- The present complicated regulations may deter diverse suppliers from entering the energy industry.
- The on-going growth in renewable and alternative power resources is reducing the need for natural gas to generate electricity.
- The formation of CCAs⁴¹ has reduced energy utilities electric load (customers transitioning from utilities to CCAs) leading to limited need for new long-term contracted resources and decrease in power procurement.
- In the natural gas market, diverse suppliers find it difficult providing collaterals to meet the stringent credit policies, which minimizes their exposure to performance risks associated with the volatile market.
- Due to collateral requirements, it is challenging for diverse suppliers to participate in electronic or online natural gas trading platforms.
- Prolonged warm temperatures have reduced consumption and purchase of natural gas.
- For the natural gas market, the utilities have been using a special credit instrument called the Funds Transfer Agency Agreement (FTAA)⁴² to assist diverse suppliers in

⁴¹ Community Choice Aggregators are governmental entities formed by cities and counties to serve the energy requirements of their residents and businesses.

⁴² FTAA: Financial tool used by diverse businesses to provide the working capital and credit required to procure natural gas from natural gas producers.

financing. However, the few banks that offered FTAA pulled out, leaving only one bank offering this instrument.

Despite the challenges, the utilities stated that, in 2019, they continued to dedicate resources to identify solutions to reduce the barriers hindering diverse suppliers' participation in the utilities' fuel and power procurement activities. They sponsored and participated in outreach events; partnered with various business organizations; and supported, mentored, and trained diverse suppliers to increase WMDVLGBTBE procurement base.

Below are some of the utilities' initiatives to include WMDVLGBTBEs in fuel and power procurements in 2019. The utilities:

- Provided technical assistance and capacity building through mentoring, coaching, and development programs on issues such as credit, contract, safety, and subcontracting.
- Connected diverse suppliers with prime contractors and provided guidance to cultivate their relationships.
- Continued to encourage major power and gas producers as well as marketers to work with diverse suppliers utilizing FTAA to assist with credit issues.
- Sponsored and participated at various events and industry-specific conferences to reach-out to diverse suppliers and to promote business opportunities.
- Partnered with business organizations to identify and develop diverse suppliers.
- Developed strategies internally to make sure diverse suppliers are highlighted and considered in contract bidding process.
- Explored options outside the traditional direct procurement method to find opportunities for diverse suppliers. For example, broker services (brokerage transaction) where a broker can establish a business in the gas market with limited credit and operational requirements.
- Coordinated with financial institutions to provide technical assistance to strengthen the ability of diverse suppliers to obtain additional sources of capital.
- Assisted individual diverse suppliers with credit requirements to foster their participation in the electricity market.
- Discussed with other similar utilities best practices and the supplier diversity issues specific to the fuel and power markets.
- Continued to facilitate banking and payment options as well as structured contract payment provisions to fit the needs of diverse suppliers and their source gas suppliers.

The CPUC urges the utilities to develop new and innovative approaches that mitigate the many barriers diverse suppliers face in the fuel and power markets and accelerate the diversification of their fuel and power spend.

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 the Utility Supplier Diversity Program. 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.

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.

The operating costs of the Clearinghouse are paid directly by the GO 156 participating utilities. As of June 30, 2020, the Clearinghouse database had a total of 8,267 verified diverse suppliers. 2,449 are WBEs; 2,520, MBEs; 1,164 minority women-owned or woman and minority male-owned businesses; 1,7914, DVBEs; 510 LGBTBEs; and 27, SBA 8a certified businesses.

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 and the nation. GO 156 has contributed to the diversification of utilities' supply chain by opening doors for diverse communities to participate actively in California's economic growth. The program encourages corporate responsibility and fosters competition to lower costs to ratepayers. As the utility and communications industries evolve, the CPUC will continue to encourage the inclusion and development of competitive diverse entrepreneurs who can bring value and efficiency to the utilities.

In 2019, the GO 156 program reached a new high of \$12.66 billion in WMDVLGBTBE procurement spend, continuing a ten-year upwards trend. The overall diverse spend increased 2.83% percent from \$12.31 billion in 2018, to 12.66 billion, with a percentage of total utilities' procurement decreasing from 33.93 percent to 33.18 percent.

Compared to 2018, the utilities improved their procurement dollars spending in all diverse categories in 2019 with the exception to MBE. WBE spend increased by 9.34 percent from \$3.2 billion (8.82%) to \$3.5 billion (9.17%); DVBE by 7.15 percent from \$571 million (1.57%) to \$612 million (1.6%); and LGBTBE by 64.04 percent from \$38.77 million (0.11%) to \$63.59 (0.17%). MBE spend declined by 0.19 percent from \$8.5 billion (23.43%) to \$8.49 billion (22.24%) as well as the diverse subcontracting spend by 0.68 percent from \$2.22 billion (6.13%) to \$2.21 billion (5.79%) in 2019 compared to 2018.

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 DVBE in 2019. Out of the 29 utilities who provided their 2019 GO 156 report, 10 utilities did not meet the overall 21.5 percent goal: AT&T Mobility, Cal Water, CenturyLink, Charter, Comcast, PacifiCorp, San Jose Water, TelePacific, Trans Bay Cable, and Wild Goose. AT&T Mobility, Comcast, San Jose Water, TelePacific, Trans Bay Cable, and Wild Goose failed to meet the 21.5 percent goal four years in a row (2016-2019).

The CPUC continues to work with the utilities and other organizations to look for ways to sustain and enhance the over 30 years progress and evaluate the overall effectiveness and successes of the utilities' supplier diversity programs. The CPUC will continue to focus on:

- Implementing SB 255 and fully incorporating the added entities and requirements in to the CPUC's Utility Supplier Diversity Program.
- Encouraging emerging energy industries/companies to develop programs that include small, diverse, and local businesses in their supply chain.
- Advocating for the inclusion of WMDVLGBTBEs in all utilities' procurement categories.
- Increasing the pool of qualified certified WMDVLGBTBEs in the Supplier Clearinghouse database.
- Partnering and collaborating with chambers of commerce, CBOs, diversity leaders, diverse communities, business organizations, and advocacy groups to educate and promote utility supplier diversity opportunities as well as to engage all parties in dialogues to discuss solutions to barriers impacting GO 156 implementation.
- Educating and working with the utilities to provide guidance, especially, with the newly reporting and low performing utilities.
- Reminding the utilities to continuously assess their supplier diversity programs to identify and remove barriers, implement new best practices, incorporate new strategies, adopt new technologies, add more resources, and improve transparency, accountability, and compliance.
- Supporting the utilities to strengthen their supplier diversity subcontracting program.
- Assisting the utilities in their efforts to increase the utilization of diverse suppliers in areas that are highly technical in nature such as the legal and financial fields.
- Advising the utilities to build relationships and work with the various CBOs, business organizations and advocacy groups at national, state, and local levels.
- Creating opportunities for diverse suppliers to connect with utilities and their prime contractors.
- Proactively evaluating the supplier diversity industry to keep up to date and anticipate challenges.
- Collaborating with the utilities to brainstorm solutions for present and future challenges threatening the continued progress of GO 156.
- Forming groups capable of assisting CPUC and the utilities in identifying and addressing procurement issues and challenges in each diverse category (MBE, WBE, DVBE, and LGTBTE).
- Continuing to quantify the GO 156 Utility Supplier Diversity Program benefits to the utilities, ratepayers, and California economy.

- Encouraging the communications companies to diversify their handset and network equipment procurement spend.
- Finding solutions with the energy utilities to increase diversity in fuel and power procurements.
- Ensuring the utilities adopt payment options to improve diverse suppliers' cash flow.
- Continuing discussions with DVBE organizations and other interested groups for legislative solutions to add non-California domiciled DVBEs into the GO 156 program.
- Analyzing LGBTBE yearly spends and market conditions to discuss with LGBTBE organizations, utilities, and other interested groups the appropriate target goal for LGBTBE procurement.
- Learning from the upcoming GO 156 Public Hearing (en banc) taking place on September 29, 2019.

The CPUC commends the utilities and their efforts to incorporate diverse suppliers in contracting opportunities, technical assistance and capacity building programs, advocacy, and prime contractor engagements. The 2019 results highlight the utilities ongoing commitment to integrate WMDVLGBTBEs into supply chains throughout California. As GO 156 continues to evolve and ensure fair inclusions of WMDVLGBTBEs, the CPUC will continue to encourage utilities to invest in economic development initiatives that promote job creation and job growth. It is vitally important for the utilities to maintain a strong diverse base of suppliers to provide goods and services needed to succeed in this highly competitive environment. The CPUC looks forward to the utilities' future accomplishments in supplier diversity.

ATTACHMENT A – DATA TABLES

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TABLE 11 2019 and 2018 Comparative Summary of Large, Small, and Combined Utilities WMDVLGBTBE Subcontracting Procurement Results

Table 1a
2019 WMDVLGBTBE Procurement Results for Large Utilities
(in Dollars and as a Percentage of Total Corporate Procurement)

	2019 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
AT&T CA							
Direct		\$343,729,960	\$156,316,038	\$11,747,109	\$0	\$23,186	\$511,816,293
		15.13%	6.88%	0.52%	0.00%	0.001%	22.53%
Subcontracting		\$60,313,763	\$56,083,318	\$4,106,846	\$197,223	\$0	\$120,701,150
		2.65%	2.47%	0.18%	0.01%	0.00%	5.31%
Combined	\$2,271,958,576	\$404,043,723	\$212,399,356	\$15,853,955	\$197,223	\$23,186	\$632,517,443
	100.00%	17.78%	9.35%	0.70%	0.01%	0.001%	27.84%

	2019 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
AT&T Corp							
Direct		\$99,312,279	\$36,483,300	\$598,458	\$0	\$284,851	\$136,678,888
		15.34%	5.64%	0.09%	0.00%	0.04%	21.11%
Subcontracting		\$13,487,169	\$12,541,169	\$918,360	\$44,102	\$0	\$26,990,800
		2.08%	1.94%	0.14%	0.01%	0.00%	4.17%
Combined	\$647,363,963	\$112,799,448	\$49,024,469	\$1,516,818	\$44,102	\$284,851	\$163,669,688
	100.00%	17.42%	7.57%	0.23%	0.01%	0.04%	25.28%

	2019 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
AT&T Mobility							
Direct		\$446,663,503	\$244,525,091	\$1,185,405	\$0	\$5,055	\$692,379,054
		9.63%	5.27%	0.03%	0.00%	0.0001%	14.93%
Subcontracting		\$102,499,282	\$95,309,917	\$6,979,316	\$335,167	\$0	\$205,123,682
		2.21%	2.06%	0.15%	0.01%	0.00%	4.42%
Combined	\$4,636,822,565	\$549,162,785	\$339,835,008	\$8,164,721	\$335,167	\$5,055	\$897,502,736
	100.00%	11.84%	7.33%	0.18%	0.01%	0.0001%	19.36%

	2019 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
Cal Water							
Direct		\$28,190,895	\$5,752,632	\$609,905	\$164,393		\$34,717,825
		10.88%	2.22%	0.24%	0.06%		13.39%
Subcontracting		\$7,733,526	\$4,489,755	\$669,355	\$0		\$12,892,636
		2.98%	1.73%	0.26%	0.00%		4.97%
Combined	\$259,204,187	\$35,924,421	\$10,242,387	\$1,279,260	\$164,393		\$47,610,461
	100.00%	13.86%	3.95%	0.49%	0.06%		18.37%

Table 1a
2019 WMDVLGBTBE Procurement Results for Large Utilities
(in Dollars and as a Percentage of Total Corporate Procurement)

	2019 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
CenturyLink							
Direct		\$40,156,560	\$18,886,576	\$0	\$0		\$59,043,136
		10.79%	5.08%	0.00%	0.00%		15.87%
Subcontracting		\$0	\$0	\$1,927	\$0		\$1,927
		0.00%	0.00%	0.001%	0.00%		0.001%
Combined	\$372,020,708	\$40,156,560	\$18,886,576	\$1,927	\$0		\$59,045,063
	100.00%	10.79%	5.08%	0.001%	0.00%		15.87%

	2019 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
Charter							
Direct		\$63,765,310	\$19,655,946	\$0	\$0		\$83,421,256
		10.51%	3.24%	0.00%	0.00%		13.75%
Subcontracting		\$111,746	\$463,815	\$79,539	\$0		\$655,100
		0.02%	0.08%	0.01%	0.00%		0.11%
Combined	\$606,520,017	\$63,877,056	\$20,119,761	\$79,539	\$0		\$84,076,356
	100.00%	10.53%	3.32%	0.01%	0.00%		13.86%

	2019 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
Comcast							
Direct		\$12,139,688	\$30,591,798	\$427,608	\$1,650		\$43,160,744
		2.26%	5.69%	0.08%	0.0003%		8.03%
Subcontracting		\$12,233,646	\$9,129,925	\$328,473	\$0		\$21,692,044
		2.27%	1.70%	0.06%	0.00%		4.03%
Combined	\$537,777,627	\$24,373,334	\$39,721,723	\$756,081	\$1,650		\$64,852,788
	100.00%	4.53%	7.39%	0.14%	0.0003%		12.06%

	2019 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
Frontier							
Direct		\$28,605,487	\$26,518,527	\$2,402,793	\$0		\$57,526,807
		14.59%	13.52%	1.23%	0.00%		29.33%
Subcontracting		\$4,510,847	\$2,868,919	\$817,321	\$0		\$8,197,087
		2.30%	1.46%	0.42%	0.00%		4.18%
Combined	\$196,109,399	\$33,116,334	\$29,387,446	\$3,220,114	\$0		\$65,723,894
	100.00%	16.89%	14.99%	1.64%	0.00%		33.51%

Table 1a
2019 WMDVLGBTBE Procurement Results for Large Utilities
(in Dollars and as a Percentage of Total Corporate Procurement)

	2019 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
Golden State Water							
Direct		\$30,066,166 19.17%	\$11,996,145 7.65%	\$2,704,131 1.72%	\$860,554 0.55%		\$45,626,996 29.09%
Subcontracting		\$17,226 0.01%	\$78,350 0.05%	\$387,076 0.25%	\$0 0.00%		\$482,652 0.31%
Combined	\$156,824,084 100.00%	\$30,083,392 19.18%	\$12,074,495 7.70%	\$3,091,207 1.97%	\$860,554 0.55%		\$46,109,648 29.40%

	2019 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
PG&E							
Direct		\$1,702,868,008 20.56%	\$742,822,666 8.97%	\$246,356,277 2.97%	\$4,238,673 0.05%		\$2,696,285,624 32.55%
Subcontracting		\$384,781,446 4.65%	\$261,355,039 3.16%	\$53,052,959 0.64%	\$13,381,016 0.16%		\$712,570,460 8.60%
Combined	\$8,282,982,534 100.00%	\$2,087,649,454 25.20%	\$1,004,177,705 12.12%	\$299,409,236 3.61%	\$17,619,689 0.21%		\$3,408,856,084 41.15%

	2019 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
SDG&E							
Direct		\$276,934,494 17.80%	\$119,065,728 7.65%	\$45,734,146 2.94%	\$5,623,806 0.36%		\$447,358,174 28.75%
Subcontracting		\$92,125,880 5.92%	\$67,667,044 4.35%	\$27,284,102 1.75%	\$1,296,118 0.08%		\$188,373,144 12.11%
Combined	\$1,555,882,744 100.00%	\$369,060,374 23.72%	\$186,732,772 12.00%	\$73,018,248 4.69%	\$6,919,924 0.44%		\$635,731,318 40.86%

	2019 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
SCE							
Direct		\$956,290,433 17.35%	\$650,996,226 11.81%	\$62,066,472 1.13%	\$384,802 0.01%		\$1,669,737,933 30.30%
Subcontracting		\$268,758,381 4.88%	\$232,487,865 4.22%	\$38,809,695 0.70%	\$491,459 0.01%		\$540,547,400 9.81%
Combined	\$5,510,295,790 100.00%	\$1,225,048,814 22.23%	\$883,484,091 16.03%	\$100,876,167 1.83%	\$876,261 0.02%		\$2,210,285,333 40.11%

Table 1a
2019 WMDVLGBTBE Procurement Results for Large Utilities
(in Dollars and as a Percentage of Total Corporate Procurement)

	2019 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
SoCalGas							
Direct		\$358,671,474	\$176,449,485	\$38,831,084	\$4,382		\$573,956,425
		20.64%	10.15%	2.23%	0.0003%		33.03%
Subcontracting		\$88,040,338	\$42,841,106	\$20,089,983	\$933,552		\$151,904,979
		5.07%	2.47%	1.16%	0.05%		8.74%
Combined	\$1,737,675,687	\$446,711,812	\$219,290,591	\$58,921,067	\$937,934		\$725,861,404
	100.00%	25.71%	12.62%	3.39%	0.05%		41.77%
	2019 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
Sprint							
Direct		\$732,336,854	\$49,886,874	\$24,659	\$4,651,680		\$786,900,067
		29.50%	2.01%	0.001%	0.19%		31.70%
Subcontracting		\$0	\$0	\$0	\$0		\$0
		0.00%	0.00%	0.00%	0.00%		0.00%
Combined	\$2,482,219,060	\$732,336,854	\$49,886,874	\$24,659	\$4,651,680		\$786,900,067
	100.00%	29.50%	2.01%	0.001%	0.19%		31.70%
	2019 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
T-Mobile							
Direct		\$529,825,065	\$167,267,590	\$586,186	\$19,204,757		\$716,883,598
		14.84%	4.68%	0.02%	0.54%		20.08%
Subcontracting		\$50,959,658	\$46,721,926	\$1,576,559	\$997,273		\$100,255,416
		1.43%	1.31%	0.04%	0.03%		2.81%
Combined	\$3,570,979,444	\$580,784,723	\$213,989,516	\$2,162,745	\$20,202,030		\$817,139,014
	100.00%	16.26%	5.99%	0.06%	0.57%		22.88%
	2019 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
Verizon							
Direct		\$1,591,999,331	\$147,018,120	\$1,423,602	\$4,318,921		\$1,744,759,974
		33.90%	3.13%	0.03%	0.09%		37.15%
Subcontracting		\$81,949,908	\$18,501,622	\$2,201,443	\$0		\$102,652,973
		1.75%	0.39%	0.05%	0.00%		2.19%
Combined	\$4,696,131,881	\$1,673,949,239	\$165,519,742	\$3,625,045	\$4,318,921		\$1,847,412,947
	100.00%	35.65%	3.52%	0.08%	0.09%		39.34%
Total	\$37,520,768,266	\$8,409,078,323	\$3,454,772,512	\$572,000,789	\$57,129,528	\$313,092	\$12,493,294,244
	100.00%	22.41%	9.21%	1.52%	0.15%	0.001%	33.30%

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

Table 1b
2018 WMDVLGBTBE Procurement Results for Large Utilities
(in Dollars and as a Percentage of Total Corporate Procurement)

	2018 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
AT&T CA							
Direct		\$392,720,586 16.24%	\$206,934,437 8.56%	\$14,487,907 0.60%	\$0 0.00%	\$33,610 0.001%	\$614,176,540 25.40%
Subcontracting		\$78,626,388 3.25%	\$39,803,466 1.65%	\$7,024,442 0.29%	\$60,381 0.002%	\$0 0.00%	\$125,514,677 5.19%
Combined	\$2,418,352,649 100.00%	\$471,346,975 19.49%	\$246,737,903 10.20%	\$21,512,348 0.89%	\$60,381 0.002%	\$33,610 0.001%	\$739,691,217 30.59%

	2018 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
AT&T Corp							
Direct		\$97,777,419 15.54%	\$31,312,661 4.98%	\$575,591 0.09%	\$0 0.00%	\$243,369 0.04%	\$129,909,040 20.65%
Subcontracting		\$20,349,678 3.23%	\$10,301,729 1.64%	\$1,818,030 0.29%	\$15,627 0.002%	\$0 0.00%	\$32,485,064 5.16%
Combined	\$629,247,561 100.00%	\$118,127,097 18.77%	\$41,614,390 6.61%	\$2,393,621 0.38%	\$15,627 0.002%	\$243,369 0.04%	\$162,394,104 25.81%

	2018 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
AT&T Mobility							
Direct		\$531,214,118 11.01%	\$203,662,078 4.22%	\$164,880 0.003%	\$0 0.00%	\$14,224 0.0003%	\$735,055,299 15.24%
Subcontracting		\$102,594,188 2.13%	\$51,936,816 1.08%	\$9,165,713 0.19%	\$78,787 0.002%	\$0 0.00%	\$163,775,503 3.40%
Combined	\$4,823,792,011 100.00%	\$633,808,305 13.14%	\$255,598,893 5.30%	\$9,330,592 0.19%	\$78,787 0.002%	\$14,224 0.0003%	\$898,830,802 18.63%

	2018 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
Cal Water							
Direct		\$32,699,962 12.86%	\$6,645,228 2.61%	\$548,072 0.22%	\$204,064 0.08%		\$40,097,326 15.77%
Subcontracting		\$5,521,518 2.17%	\$2,836,940 1.12%	\$157,768 0.06%	\$0 0.00%		\$8,516,226 3.35%
Combined	\$254,246,384 100.00%	\$38,221,480 15.03%	\$9,482,168 3.73%	\$705,840 0.28%	\$204,064 0.08%		\$48,613,552 19.12%

	2018 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
CenturyLink							
Direct		\$16,944,039 4.03%	\$5,717,888 1.36%	\$3,337,424 0.79%	\$0 0.00%		\$25,999,351 6.18%
Subcontracting		\$0 0.00%	\$0 0.00%	\$0 0.00%	\$0 0.00%		\$0 0.00%
Combined	\$420,957,623 100.00%	\$16,944,039 4.03%	\$5,717,888 1.36%	\$3,337,424 0.79%	\$0 0.00%		\$25,999,351 6.18%

Table 1b
2018 WMDVLGBTBE Procurement Results for Large Utilities
(in Dollars and as a Percentage of Total Corporate Procurement)

	2018 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
Charter							
Direct		\$64,742,595	\$7,979,326	\$0	\$0		\$72,721,921
		9.83%	1.21%	0.00%	0.00%		11.05%
Subcontracting		\$931	\$2,707	\$0	\$0		\$3,638
		0.0001%	0.0004%	0.00%	0.00%		0.001%
Combined	\$658,360,117	\$64,743,526	\$7,982,033	\$0	\$0		\$72,725,559
	100.00%	9.83%	1.21%	0.00%	0.00%		11.05%

	2018 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
Comcast							
Direct		\$9,929,531	\$14,089,768	\$74,557	\$0		\$24,093,856
		1.67%	2.37%	0.01%	0.00%		4.05%
Subcontracting		\$13,811,412	\$7,323,701	\$1,009,872	\$0		\$22,144,985
		2.32%	1.23%	0.17%	0.00%		3.72%
Combined	\$594,811,496	\$23,740,943	\$21,413,469	\$1,084,429	\$0		\$46,238,841
	100.00%	3.99%	3.60%	0.18%	0.00%		7.77%

	2018 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
Frontier							
Direct		\$37,069,391	\$26,385,668	\$1,356,734	\$0		\$64,811,793
		18.91%	13.46%	0.69%	0.00%		33.05%
Subcontracting		\$9,467,771	\$4,918,597	\$153,113	\$0		\$14,539,481
		4.83%	2.51%	0.08%	0.00%		7.42%
Combined	\$196,075,192	\$46,537,162	\$31,304,265	\$1,509,847	\$0		\$79,351,274
	100.00%	23.73%	15.97%	0.77%	0.00%		40.47%

	2018 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
PG&E							
Direct		\$1,403,789,961	\$593,990,862	\$257,496,260	\$1,429,407		\$2,256,706,490
		19.51%	8.25%	3.58%	0.02%		31.36%
Subcontracting		\$423,841,968	\$235,917,733	\$64,195,681	\$1,072,062		\$725,027,444
		5.89%	3.28%	0.89%	0.01%		10.07%
Combined	\$7,197,032,801	\$1,827,631,929	\$829,908,595	\$321,691,941	\$2,501,469		\$2,981,733,934
	100.00%	25.39%	11.53%	4.47%	0.03%		41.43%

	2018 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
SDG&E							
Direct		\$311,832,040	\$155,219,211	\$35,229,358	\$5,083,069		\$507,363,678
		18.97%	9.44%	2.14%	0.31%		30.86%
Subcontracting		\$106,848,818	\$72,019,403	\$35,595,465	\$573,406		\$215,037,093
		6.50%	4.38%	2.16%	0.03%		13.08%
Combined	\$1,644,222,587	\$418,680,858	\$227,238,614	\$70,824,823	\$5,656,475		\$722,400,771
	100.00%	25.46%	13.82%	4.31%	0.34%		43.94%

Table 1b
2018 WMDVLGBTBE Procurement Results for Large Utilities
(in Dollars and as a Percentage of Total Corporate Procurement)

		2018 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
SCE	Direct		\$1,069,754,911	\$569,557,143	\$74,295,290	\$511,096		\$1,714,118,440
			23.39%	12.46%	1.62%	0.01%		37.49%
	Subcontracting		\$209,064,483	\$186,815,792	\$26,312,837	\$484,763		\$422,677,875
			4.57%	4.09%	0.58%	0.01%		9.24%
	Combined	\$4,572,797,454	\$1,278,819,395	\$756,372,935	\$100,608,127	\$995,859		\$2,136,796,315
		100.00%	27.97%	16.54%	2.20%	0.02%		46.73%

		2018 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
SoCalGas	Direct		\$327,084,866	\$177,052,724	\$5,755,626	\$63,216		\$509,956,432
			19.49%	10.55%	0.34%	0.004%		30.38%
	Subcontracting		\$93,932,341	\$52,823,863	\$16,658,176	\$0		\$163,414,380
			5.60%	3.15%	0.99%	0.00%		9.74%
	Combined	\$1,678,322,093	\$421,017,207	\$229,876,588	\$22,413,802	\$63,216		\$673,370,813
		100.00%	25.09%	13.70%	1.34%	0.004%		40.12%

		2018 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
Sprint	Direct		\$716,637,487	\$79,844,788	\$1,169,579	\$0		\$797,651,854
			30.99%	3.45%	0.05%	0.00%		34.50%
	Subcontracting		\$87,407,561	\$10,517,226	\$208,451	\$0		\$98,133,238
			3.78%	0.45%	0.009%	0.00%		4.24%
	Combined	\$2,312,145,515	\$804,045,048	\$90,362,014	\$1,378,030	\$0		\$895,785,092
		100.00%	34.77%	3.91%	0.06%	0.00%		38.74%

		2018 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
T-Mobile	Direct		\$491,188,520	\$125,332,581	\$731,522	\$17,928,301		\$635,180,924
			14.06%	3.59%	0.02%	0.51%		18.18%
	Subcontracting		\$49,314,322	\$54,946,317	\$1,217,592	\$55,852		\$105,534,083
			1.41%	1.57%	0.03%	0.002%		3.02%
	Combined	\$3,494,585,895	\$540,502,842	\$180,278,898	\$1,949,114	\$17,984,153		\$740,715,007
		100.00%	15.47%	5.16%	0.06%	0.51%		21.20%

		2018 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
Verizon	Direct		\$1,606,395,455	\$165,484,714	\$4,995,190	\$1,040,941		\$1,777,916,300
			34.33%	3.54%	0.11%	0.02%		37.99%
	Subcontracting		\$80,664,587	\$32,647,273	\$789,979	\$0		\$114,101,839
			1.72%	0.70%	0.02%	0.00%		2.44%
	Combined	\$4,679,809,675	\$1,687,060,042	\$198,131,987	\$5,785,169	\$1,040,941		\$1,892,018,139
		100.00%	36.05%	4.23%	0.12%	0.02%		40.43%

Total	\$35,574,759,055	\$8,391,226,849	\$3,132,020,639	\$564,525,108	\$28,600,971	\$291,203	\$12,116,664,770
	100.00%	23.59%	8.80%	1.59%	0.08%	0.001%	34.06%

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

Table 2a
2019 WMDVLGBTBE Procurement Results for Small Utilities
(in Dollars and as a Percentage of Total Corporate Procurement)

	2019 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
AT&T Long Distance							
Direct		\$4,036,090 18.36%	\$1,040,325 4.73%	\$7,319 0.03%	\$0 0.00%	\$321 0.001%	\$5,084,055 23.13%
Subcontracting		\$670,479 3.05%	\$623,451 2.84%	\$45,654 0.21%	\$2,192 0.01%	\$0 0.00%	\$1,341,776 6.10%
Combined	\$21,983,135 100.00%	\$4,706,569 21.41%	\$1,663,776 7.57%	\$52,973 0.24%	\$2,192 0.01%	\$321 0.001%	\$6,425,831 29.23%

	2019 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
Cal-Am Water							
Direct		\$18,514,614 19.59%	\$10,167,918 10.76%	\$563,639 0.60%	\$485,772 0.51%		\$29,731,943 31.45%
Subcontracting		\$305,705 0.32%	\$797,254 0.84%	\$1,957,269 2.07%	\$0 0.00%		\$3,060,228 3.24%
Combined	\$94,533,546 100.00%	\$18,820,319 19.91%	\$10,965,172 11.60%	\$2,520,908 2.67%	\$485,772 0.51%		\$32,792,171 34.69%

	2019 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
Horizon West							
Direct		\$4,554,943 22.79%	\$0 0.00%	\$0 0.00%	\$0 0.00%		\$4,554,943 22.79%
Subcontracting		\$0 0.00%	\$0 0.00%	\$0 0.00%	\$0 0.00%		\$0 0.00%
Combined	\$19,989,906 100.00%	\$4,554,943 22.79%	\$0 0.00%	\$0 0.00%	\$0 0.00%		\$4,554,943 22.79%

	2019 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
Liberty CalPeco							
Direct		\$4,422,207 17.43%	\$1,005,675 3.96%	\$1,107,308 4.36%	\$0 0.00%		\$6,535,190 25.76%
Subcontracting		\$0 0.00%	\$0 0.00%	\$0 0.00%	\$0 0.00%		\$0 0.00%
Combined	\$25,373,185 100.00%	\$4,422,207 17.43%	\$1,005,675 3.96%	\$1,107,308 4.36%	\$0 0.00%		\$6,535,190 25.76%

Table 2a
2019 WMDVLGBTBE Procurement Results for Small Utilities
(in Dollars and as a Percentage of Total Corporate Procurement)

	2019 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
PacifiCorp							
Direct		\$6,362,079	\$265,506	\$0	\$0		\$6,627,585
		14.95%	0.62%	0.00%	0.00%		15.57%
Subcontracting		\$117,745	\$0	\$0	\$0		\$117,745
		0.28%	0.00%	0.00%	0.00%		0.28%
Combined	\$42,556,172	\$6,479,824	\$265,506	\$0	\$0		\$6,745,330
	100.00%	15.23%	0.62%	0.00%	0.00%		15.85%

	2019 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
Park & Apple Water							
Direct		\$2,686,671	\$5,465,098	\$2,625	\$774,360		\$8,928,754
		7.77%	15.80%	0.01%	2.24%		25.82%
Subcontracting		\$250,823	\$231,519	\$6,807	\$0		\$489,149
		0.73%	0.67%	0.02%	0.00%		1.41%
Combined	\$34,580,097	\$2,937,494	\$5,696,617	\$9,432	\$774,360		\$9,417,903
	100.00%	8.49%	16.47%	0.03%	2.24%		27.24%

	2019 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
San Gabriel Valley							
Direct		\$10,513,131	\$13,292,645	\$161,767	\$1,731,416		\$25,698,959
		13.23%	16.73%	0.20%	2.18%		32.34%
Subcontracting		\$222,307	\$15,241	\$0	\$0		\$237,548
		0.28%	0.02%	0.00%	0.00%		0.30%
Combined	\$79,457,681	\$10,735,438	\$13,307,886	\$161,767	\$1,731,416		\$25,936,507
	100.00%	13.51%	16.75%	0.20%	2.18%		32.64%

	2019 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
San Jose Water							
Direct		\$5,880,496	\$3,682,989	\$19,000	\$1,931		\$9,584,416
		4.16%	2.61%	0.01%	0.001%		6.78%
Subcontracting		\$792,560	\$3,466,053	\$4,368,120	\$3,199		\$8,629,932
		0.56%	2.45%	3.09%	0.002%		6.11%
Combined	\$141,287,605	\$6,673,056	\$7,149,042	\$4,387,120	\$5,130		\$18,214,348
	100.00%	4.72%	5.06%	3.11%	0.004%		12.89%

	2019 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
Southwest Gas							
Direct		\$9,140,403	\$3,799,188	\$30,229,790	\$0		\$43,169,381
		14.45%	6.01%	47.79%	0.00%		68.25%
Subcontracting		\$589,697	\$658,698	\$0	\$0		\$1,248,395
		0.93%	1.04%	0.00%	0.00%		1.97%
Combined	\$63,256,350	\$9,730,100	\$4,457,886	\$30,229,790	\$0		\$44,417,776
	100.00%	15.38%	7.05%	47.79%	0.00%		70.22%

Table 2a
2019 WMDVLGBTBE Procurement Results for Small Utilities
(in Dollars and as a Percentage of Total Corporate Procurement)

	2019 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
Suburban Water							
Direct		\$7,719,802 27.79%	\$698,538 2.51%	\$1,185,337 4.27%	\$3,439,839 12.38%		\$13,043,516 46.95%
Subcontracting		\$605,086 2.18%	\$74,446 0.27%	\$112,977 0.41%	\$0 0.00%		\$792,509 2.85%
Combined	\$27,778,861 100.00%	\$8,324,888 29.97%	\$772,984 2.78%	\$1,298,314 4.67%	\$3,439,839 12.38%		\$13,836,025 49.81%

	2019 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
TelePacific							
Direct		\$689,840 0.99%	\$321,181 0.46%	\$0 0.00%	\$26,200 0.04%		\$1,037,221 1.49%
Subcontracting		\$0 0.00%	\$0 0.00%	\$0 0.00%	\$0 0.00%		\$0 0.00%
Combined	\$69,782,523 100.00%	\$689,840 0.99%	\$321,181 0.46%	\$0 0.00%	\$26,200 0.04%		\$1,037,221 1.49%

	2019 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
Trans Bay Cable							
Direct		\$0 0.00%	\$123,685 0.57%	\$0 0.00%	\$0 0.00%	\$1,600 0.01%	\$125,285 0.58%
Subcontracting		\$9,728 0.04%	\$167,530 0.77%	\$0 0.00%	\$0 0.00%	\$0 0.00%	\$177,258 0.81%
Combined	\$21,755,676 100.00%	\$9,728 0.04%	\$291,215 1.34%	\$0 0.00%	\$0 0.00%	\$1,600 0.01%	\$302,543 1.39%

	2019 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
Wild Goose Storage							
Direct		\$233,127 6.27%	\$66,260 1.78%	\$0 0.00%	\$0 0.00%		\$299,387 8.05%
Subcontracting		\$0 0.00%	\$0 0.00%	\$0 0.00%	\$0 0.00%		\$0 0.00%
Combined	\$3,718,309 100.00%	\$233,127 6.27%	\$66,260 1.78%	\$0 0.00%	\$0 0.00%		\$299,387 8.05%

Total	\$646,053,046 100.00%	\$78,317,533 12.12%	\$45,963,200 7.11%	\$39,767,612 6.16%	\$6,464,909 1.00%	\$1,921 0.0003%	\$170,515,175 26.39%
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Note: *Firms Classified as 8(a) by the United States Small Business Administration - Includes Non-WMDVLGBTBEs

Table 2b
2018 WMDVLGBTBE Procurement Results for Small Utilities
(in Dollars and as a Percentage of Total Corporate Procurement)

	2018 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
AT&T Long Distance							
Direct		\$7,330,379 19.75%	\$1,762,009 4.75%	\$13,371 0.04%	\$0 0.00%	\$803 0.002%	\$9,106,562 24.53%
Subcontracting		\$1,378,106 3.71%	\$697,646 1.88%	\$123,119 0.33%	\$1,058 0.003%	\$0 0.00%	\$2,199,929 5.93%
Combined	\$37,118,809 100.00%	\$8,708,485 23.46%	\$2,459,655 6.63%	\$136,490 0.37%	\$1,058 0.003%	\$803 0.002%	\$11,306,491 30.46%

	2018 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
Cal-Am Water							
Direct		\$14,973,644 15.11%	\$8,336,145 8.41%	\$673,885 0.68%	\$519,534 0.52%		\$24,503,208 24.72%
Subcontracting		\$537,367 0.54%	\$869,631 0.88%	\$1,278,737 1.29%	\$0 0.00%		\$2,685,735 2.71%
Combined	\$99,118,256 100.00%	\$15,511,011 15.65%	\$9,205,776 9.29%	\$1,952,622 1.97%	\$519,534 0.52%		\$27,188,943 27.43%

	2018 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
Golden State Water							
Direct		\$31,159,495 23.05%	\$6,870,820 5.08%	\$3,309,108 2.45%	\$2,544,402 1.88%		\$43,883,825 32.46%
Subcontracting		\$121,285 0.09%	\$140,667 0.10%	\$40,989 0.03%	\$0 0.00%		\$302,941 0.22%
Combined	\$135,199,202 100.00%	\$31,280,780 23.14%	\$7,011,487 5.19%	\$3,350,097 2.48%	\$2,544,402 1.88%		\$44,186,766 32.68%

	2018 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
Liberty CalPeco							
Direct		\$3,275,974 11.32%	\$2,179,063 7.53%	\$29,717 0.10%	\$0 0.00%		\$5,484,754 18.95%
Subcontracting		\$0 0.00%	\$35,331 0.12%	\$0 0.00%	\$0 0.00%		\$35,331 0.12%
Combined	\$28,950,545 100.00%	\$3,275,974 11.32%	\$2,214,394 7.65%	\$29,717 0.10%	\$0 0.00%		\$5,520,084 19.07%

	2018 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
Lodi Gas Storage							
Direct		\$16,036 0.37%	\$136,108 3.15%	\$0 0.00%	\$0 0.00%		\$152,144 3.53%
Subcontracting		\$0 0.00%	\$0 0.00%	\$0 0.00%	\$0 0.00%		\$0 0.00%
Combined	\$4,315,481 100.00%	\$16,036 0.37%	\$136,108 3.15%	\$0 0.00%	\$0 0.00%		\$152,144 3.53%

Table 2b
2018 WMDVLGBTBE Procurement Results for Small Utilities
(in Dollars and as a Percentage of Total Corporate Procurement)

	2018 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
PacifiCorp							
Direct		\$4,027,472 14.02%	\$1,191,070 4.15%	\$0 0.00%	\$0 0.00%		\$5,218,542 18.17%
Subcontracting		\$96,649 0.34%	\$0 0.00%	\$0 0.00%	\$0 0.00%		\$96,649 0.34%
Combined	\$28,716,579 100.00%	\$4,124,121 14.36%	\$1,191,070 4.15%	\$0 0.00%	\$0 0.00%		\$5,315,191 18.51%

	2018 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
Park & Apple Water							
Direct		\$3,388,613 10.10%	\$7,737,022 23.07%	\$4,455 0.01%	\$0 0.00%		\$11,130,090 33.18%
Subcontracting		\$6,832 0.02%	\$5,767 0.02%	\$0 0.00%	\$0 0.00%		\$12,599 0.04%
Combined	\$33,539,984 100.00%	\$3,395,445 10.12%	\$7,742,789 23.09%	\$4,455 0.01%	\$0 0.00%		\$11,142,689 33.22%

	2018 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
San Gabriel Valley							
Direct		\$11,969,221 17.77%	\$7,827,605 11.62%	\$220,386 0.33%	\$2,211,558 3.28%		\$22,228,770 33.01%
Subcontracting		\$432,515 0.64%	\$5,577 0.01%	\$0 0.00%	\$0 0.00%		\$438,092 0.65%
Combined	\$67,345,442 100.00%	\$12,401,736 18.42%	\$7,833,182 11.63%	\$220,386 0.33%	\$2,211,558 3.28%		\$22,666,862 33.66%

	2018 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
San Jose Water							
Direct		\$14,043,822 10.04%	\$403,504 0.29%	\$75,900 0.05%	\$29,743 0.02%		\$14,552,969 10.40%
Subcontracting		\$3,114,882 2.23%	\$3,221,813 2.30%	\$111,267 0.08%	\$0 0.00%		\$6,447,962 4.61%
Combined	\$139,891,882 100.00%	\$17,158,704 12.27%	\$3,625,317 2.59%	\$187,167 0.13%	\$29,743 0.02%		\$21,000,931 15.01%

	2018 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
Southwest Gas							
Direct		\$5,793,790 11.73%	\$26,169,065 52.98%	\$0 0.00%	\$0 0.00%		\$31,962,855 64.71%
Subcontracting		\$280,568 0.57%	\$0 0.00%	\$0 0.00%	\$0 0.00%		\$280,568 0.57%
Combined	\$49,395,572 100.00%	\$6,074,358 12.30%	\$26,169,065 52.98%	\$0 0.00%	\$0 0.00%		\$32,243,423 65.28%

Table 2b
2018 WMDVLGBTBE Procurement Results for Small Utilities
(in Dollars and as a Percentage of Total Corporate Procurement)

	2018 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
Suburban Water							
Direct		\$9,249,585 29.07%	\$472,780 1.49%	\$551,378 1.73%	\$4,859,817 15.27%		\$15,133,560 47.56%
Subcontracting		\$598,290 1.88%	\$98,212 0.31%	\$0 0.00%	\$0 0.00%		\$696,502 2.19%
Combined	\$31,821,311 100.00%	\$9,847,875 30.95%	\$570,992 1.79%	\$551,378 1.73%	\$4,859,817 15.27%		\$15,830,062 49.75%
TelePacific							
Direct		\$788,410 1.41%	\$629,006 1.12%	\$0 0.00%	\$0 0.00%		\$1,417,416 2.53%
Subcontracting		\$0 0.00%	\$0 0.00%	\$0 0.00%	\$0 0.00%		\$0 0.00%
Combined	\$56,031,471 100.00%	\$788,410 1.41%	\$629,006 1.12%	\$0 0.00%	\$0 0.00%		\$1,417,416 2.53%
Trans Bay Cable							
Direct		\$0 0.00%	\$625,733 4.97%	\$0 0.00%	\$0 0.00%		\$625,733 4.97%
Subcontracting		\$0 0.00%	\$57,330 0.46%	\$0 0.00%	\$0 0.00%		\$57,330 0.46%
Combined	\$12,587,807 100.00%	\$0 0.00%	\$683,063 5.43%	\$0 0.00%	\$0 0.00%		\$683,063 5.43%
Wild Goose Storage							
Direct		\$149,981 6.50%	\$114,891 4.98%	\$0 0.00%	\$0 0.00%		\$264,872 11.48%
Subcontracting		\$0 0.00%	\$0 0.00%	\$0 0.00%	\$0 0.00%		\$0 0.00%
Combined	\$2,306,873 100.00%	\$149,981 6.50%	\$114,891 4.98%	\$0 0.00%	\$0 0.00%		\$264,872 11.48%
Total	\$726,339,214 100.00%	\$112,732,916 15.52%	\$69,586,795 9.58%	\$6,432,312 0.89%	\$10,166,112 1.40%	\$803 0.0001%	\$198,918,938 27.39%

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

Table 3
2019 and 2018 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
2019							
Total Large Utilities	\$37,520,768,266 100.00%	\$8,409,078,323 22.41%	\$3,454,772,512 9.21%	\$572,000,789 1.52%	\$57,129,528 0.15%	\$313,092 0.001%	\$12,493,294,244 33.30%
Total Small Utilities	\$646,053,046 100.00%	\$78,317,533 12.12%	\$45,963,200 7.11%	\$39,767,612 6.16%	\$6,464,909 1.00%	\$1,921 0.0003%	\$170,515,175 26.39%
Total Combined	\$38,166,821,312 100.00%	\$8,487,395,856 22.24%	\$3,500,735,712 9.17%	\$611,768,401 1.60%	\$63,594,437 0.17%	\$315,013 0.001%	\$12,663,809,419 33.18%
2018							
Total Large Utilities	\$35,574,759,055 100.00%	\$8,391,226,849 23.59%	\$3,132,020,639 8.80%	\$564,525,108 1.59%	\$28,600,971 0.08%	\$291,203 0.001%	\$12,116,664,770 34.06%
Total Small Utilities	\$726,339,214 100.00%	\$112,732,916 15.52%	\$69,586,795 9.58%	\$6,432,312 0.89%	\$10,166,112 1.40%	\$803 0.0001%	\$198,918,938 27.39%
Total Combined	\$36,301,098,269 100.00%	\$8,503,959,765 23.43%	\$3,201,607,434 8.82%	\$570,957,419 1.57%	\$38,767,083 0.11%	\$292,006 0.001%	\$12,315,583,708 33.93%

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

Table 5a
2019 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	CenturyLink	Charter	Comcast	Frontier	Golden State	PG&E	SDG&E	SCE	SoCalGas	Sprint	T-Mobile	Verizon
Black																
Direct	\$59,478,449	\$36,683,980	\$102,270,106	\$142,572	\$3,323,101	\$2,989,965	\$2,506,539	\$374,224	\$78,460	\$319,701,188	\$45,772,618	\$104,576,453	\$45,448,496	\$207,661,979	\$3,303,676	\$105,547,813
	2.62%	5.67%	2.21%	0.06%	0.89%	0.49%	0.47%	0.19%	0.05%	3.86%	2.94%	1.90%	2.62%	8.37%	0.09%	2.25%
Subcontracting	\$13,821,607	\$3,090,743	\$23,488,913	\$0	\$0	\$19,150	\$954,971	\$95,875	\$0	\$24,235,566	\$9,544,477	\$3,051,606	\$14,588,977	\$0	\$25,867,804	\$6,257,894
	0.61%	0.48%	0.51%	0.00%	0.00%	0.003%	0.018%	0.05%	0.00%	0.29%	0.61%	0.06%	0.84%	0.00%	0.72%	0.13%
Combined	\$73,300,056	\$39,774,723	\$125,759,019	\$142,572	\$3,323,101	\$3,009,115	\$3,461,510	\$470,099	\$78,460	\$343,936,754	\$55,317,095	\$107,628,059	\$60,037,473	\$207,661,979	\$29,171,480	\$111,805,707
	3.23%	6.14%	2.71%	0.06%	0.89%	0.50%	0.64%	0.24%	0.05%	4.15%	3.56%	1.95%	3.46%	8.37%	0.82%	2.38%
Hispanic																
Direct	\$217,521,552	\$40,229,489	\$316,459,772	\$14,713,742	\$4,259,694	\$28,845,171	\$4,585,726	\$25,387,819	\$25,188,346	\$705,258,209	\$148,760,640	\$545,784,728	\$217,268,069	\$51,382,539	\$8,474,790	\$864,724,618
	9.57%	6.21%	6.82%	5.68%	1.15%	4.76%	0.85%	12.95%	16.06%	8.51%	9.56%	9.90%	12.50%	2.07%	0.24%	18.41%
Subcontracting	\$25,208,100	\$5,636,954	\$42,839,512	\$6,268,098	\$0	\$78,942	\$8,571,999	\$3,489,286	\$17,226	\$286,326,933	\$58,368,761	\$183,663,837	\$62,813,633	\$0	\$9,392,064	\$15,078,459
	1.11%	0.87%	0.92%	2.42%	0.00%	0.01%	1.59%	1.78%	0.01%	3.46%	3.75%	3.33%	3.61%	0.00%	0.26%	0.32%
Combined	\$242,729,652	\$45,866,443	\$359,299,284	\$20,981,840	\$4,259,694	\$28,924,113	\$13,157,725	\$28,877,105	\$25,205,572	\$991,585,142	\$207,129,401	\$729,448,565	\$280,081,702	\$51,382,539	\$17,866,854	\$879,803,077
	10.68%	7.09%	7.75%	8.09%	1.15%	4.77%	2.45%	14.72%	16.07%	11.97%	13.31%	13.24%	16.12%	2.07%	0.50%	18.73%
Asian-Pacific																
Direct	\$64,844,872	\$22,302,259	\$27,869,545	\$11,411,801	\$32,562,515	\$31,930,174	\$3,417,720	\$2,841,627	\$1,568,823	\$565,146,886	\$37,702,465	\$183,750,953	\$61,665,450	\$459,849,936	\$512,462,562	\$606,358,925
	2.85%	3.45%	0.60%	4.40%	8.75%	5.26%	0.64%	1.45%	1.00%	6.82%	2.42%	3.33%	3.55%	18.53%	14.35%	12.91%
Subcontracting	\$16,876,476	\$3,773,863	\$28,680,464	\$1,412,973	\$0	\$13,254	\$2,681,146	\$925,686	\$0	\$41,351,106	\$16,755,366	\$73,170,899	\$6,266,918	\$0	\$14,613,491	\$57,092,758
	0.74%	0.58%	0.62%	0.55%	0.00%	0.002%	0.50%	0.47%	0.00%	0.50%	1.08%	1.33%	0.36%	0.00%	0.41%	1.22%
Combined	\$81,721,348	\$26,076,122	\$56,550,009	\$12,824,774	\$32,562,515	\$31,943,428	\$6,098,866	\$3,767,313	\$1,568,823	\$606,497,992	\$54,457,831	\$256,921,852	\$67,932,368	\$459,849,936	\$527,076,053	\$663,451,683
	3.60%	4.03%	1.22%	4.95%	8.75%	5.27%	1.13%	1.92%	1.00%	7.32%	3.50%	4.66%	3.91%	18.53%	14.76%	14.13%
Native American																
Direct	\$1,885,087	\$96,551	\$64,080	\$1,922,780	\$11,250	\$0	\$1,629,703	\$1,817	\$3,230,537	\$112,761,725	\$44,698,771	\$122,178,299	\$34,289,459	\$13,442,400	\$5,584,037	\$15,367,975
	0.08%	0.01%	0.001%	0.74%	0.003%	0.00%	0.30%	0.001%	2.06%	1.36%	2.87%	2.22%	1.97%	0.54%	0.16%	0.33%
Subcontracting	\$1,849,391	\$413,555	\$3,142,919	\$52,455	\$0	\$400	\$25,530	\$0	\$0	\$32,867,841	\$7,457,276	\$8,872,039	\$4,370,810	\$0	\$1,086,299	\$3,520,797
	0.08%	0.06%	0.07%	0.02%	0.00%	0.00007%	0.005%	0.00%	0.00%	0.40%	0.48%	0.16%	0.25%	0.00%	0.03%	0.07%
Combined	\$3,734,478	\$510,106	\$3,206,999	\$1,975,235	\$11,250	\$400	\$1,655,233	\$1,817	\$3,230,537	\$145,629,566	\$52,156,047	\$131,050,338	\$38,660,269	\$13,442,400	\$6,670,336	\$18,888,772
	0.16%	0.08%	0.07%	0.76%	0.003%	0.00007%	0.31%	0.001%	2.06%	1.76%	3.35%	2.38%	2.22%	0.54%	0.19%	0.40%
Other																
Direct	\$0	\$0	\$0													
	0.00%	0.00%	0.00%													
Subcontracting	\$2,558,189	\$572,054	\$4,347,474													
	0.11%	0.09%	0.09%													
Combined	\$2,558,189	\$572,054	\$4,347,474													
	0.11%	0.09%	0.09%													
2019 Total Corporate Procurement																
	\$2,271,958,576	\$647,363,963	\$4,636,822,565	\$259,204,187	\$372,020,708	\$606,520,017	\$537,777,627	\$196,109,399	\$156,824,084	\$8,282,982,534	\$1,555,882,744	\$5,510,295,790	\$1,737,675,687	\$2,482,219,060	\$3,570,979,444	\$4,696,131,881
	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%	100.00%
2019 Total MBE Procurement																
	\$404,043,723	\$112,799,448	\$549,162,785	\$35,924,421	\$40,156,560	\$63,877,056	\$24,373,334	\$33,116,334	\$30,083,392	\$2,087,649,454	\$369,060,374	\$1,225,048,814	\$446,711,812	\$732,336,854	\$580,784,723	\$1,673,949,239
	17.78%	17.42%	11.84%	13.86%	10.79%	10.53%	4.53%	16.89%	19.18%	25.20%	23.72%	22.23%	25.71%	29.50%	16.26%	35.65%

Table 5b
2018 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	CenturyLink	Charter	Comcast	Frontier	PG&E	SDG&E	SCE	SoCalGas	Sprint	T-Mobile	Verizon	
Black																
Direct	\$60,537,047	\$26,710,656	\$104,952,598	\$221,541	\$272,680	\$4,210,207	\$2,478,326	\$0	\$343,599,443	\$28,949,833	\$147,111,330	\$29,767,241	\$254,510,561	\$2,584,856	\$266,514,381	
	2.50%	4.24%	2.18%	0.09%	0.06%	0.64%	0.42%	0.00%	4.77%	1.76%	3.22%	1.77%	11.01%	0.07%	5.69%	
Subcontracting	\$17,000,968	\$4,400,103	\$22,183,399	\$20,284	\$0	\$214	\$3,775,606	\$2,376,668	\$68,472,945	\$11,570,881	\$2,438,193	\$11,171,594	\$4,351,723	\$25,332,629	\$15,144,586	
	0.70%	0.70%	0.46%	0.01%	0.00%	0.00003%	0.63%	1.21%	0.95%	0.70%	0.05%	0.67%	0.19%	0.72%	0.32%	
Combined	\$77,538,015	\$31,110,760	\$127,135,996	\$241,825	\$272,680	\$4,210,421	\$6,253,932	\$2,376,668	\$412,072,388	\$40,520,714	\$149,549,522	\$40,938,836	\$258,862,284	\$27,917,485	\$281,658,967	
	3.21%	4.94%	2.64%	0.10%	0.06%	0.64%	1.05%	1.21%	5.73%	2.46%	3.27%	2.44%	11.20%	0.80%	6.02%	
Hispanic																
Direct	\$259,854,167	\$47,151,090	\$381,346,590	\$24,102,667	\$2,715,653	\$28,675,797	\$4,343,243	\$32,853,070	\$492,755,244	\$161,443,046	\$594,462,245	\$217,859,356	\$43,641,147	\$7,050,743	\$663,345,723	
	10.75%	7.49%	7.91%	9.48%	0.65%	4.36%	0.73%	16.76%	6.85%	9.82%	13.00%	12.98%	1.89%	0.20%	14.17%	
Subcontracting	\$40,033,440	\$10,361,249	\$52,236,893	\$5,047,753	\$0	\$692	\$5,391,421	\$5,855,726	\$264,102,094	\$72,751,862	\$121,554,997	\$70,080,950	\$34,885,702	\$5,073,800	\$26,269,536	
	1.66%	1.65%	1.08%	1.99%	0.00%	0.0001%	0.91%	2.99%	3.67%	4.42%	2.66%	4.18%	1.51%	0.15%	0.56%	
Combined	\$299,887,607	\$57,512,339	\$433,583,483	\$29,150,420	\$2,715,653	\$28,676,489	\$9,734,664	\$38,708,796	\$756,857,338	\$234,194,908	\$716,017,241	\$287,940,306	\$78,526,849	\$12,124,543	\$689,615,259	
	12.40%	9.14%	8.99%	11.47%	0.65%	4.36%	1.64%	19.74%	10.52%	14.24%	15.66%	17.16%	3.40%	0.35%	14.74%	
Asian-Pacific																
Direct	\$69,608,912	\$23,819,242	\$44,666,491	\$6,968,333	\$13,952,315	\$31,856,591	\$3,101,616	\$4,176,330	\$484,833,838	\$60,138,048	\$218,444,889	\$49,776,897	\$404,067,803	\$479,192,452	\$665,284,768	
	2.88%	3.79%	0.93%	2.74%	3.31%	4.84%	0.52%	2.13%	6.74%	3.66%	4.78%	2.97%	17.48%	13.71%	14.22%	
Subcontracting	\$17,606,087	\$4,556,717	\$22,972,976	\$356,583	\$0	\$11	\$4,549,809	\$1,075,437	\$59,602,675	\$19,702,282	\$75,608,413	\$10,433,682	\$46,232,206	\$14,167,018	\$37,539,263	
	0.73%	0.72%	0.48%	0.14%	0.00%	0.000002%	0.76%	0.55%	0.83%	1.20%	1.65%	0.62%	2.00%	0.41%	0.80%	
Combined	\$87,214,999	\$28,375,959	\$67,639,468	\$7,324,916	\$13,952,315	\$31,856,602	\$7,651,425	\$5,251,767	\$544,436,513	\$79,840,330	\$294,053,303	\$60,210,578	\$450,300,009	\$493,359,470	\$702,824,031	
	3.61%	4.51%	1.40%	2.88%	3.31%	4.84%	1.29%	2.68%	7.56%	4.86%	6.43%	3.59%	19.48%	14.12%	15.02%	
Native American																
Direct	\$2,720,460	\$96,431	\$248,439	\$1,407,422	\$3,391	\$0	\$6,347	\$39,992	\$82,601,435	\$61,301,113	\$109,736,448	\$29,681,372	\$14,417,976	\$2,360,469	\$11,250,583	
	0.11%	0.02%	0.005%	0.55%	0.001%	0.00%	0.001%	0.02%	1.15%	3.73%	2.40%	1.77%	0.62%	0.07%	0.24%	
Subcontracting	\$2,059,439	\$533,013	\$2,687,221	\$96,898	\$0	\$14	\$94,576	\$159,940	\$31,664,256	\$2,823,793	\$9,462,881	\$2,246,115	\$1,937,930	\$1,400,924	\$1,711,202	
	0.09%	0.08%	0.06%	0.04%	0.00%	0.000002%	0.02%	0.08%	0.44%	0.17%	0.21%	0.13%	0.08%	0.04%	0.04%	
Combined	\$4,779,899	\$629,444	\$2,935,660	\$1,504,320	\$3,391	\$14	\$100,923	\$199,932	\$114,265,691	\$64,124,906	\$119,199,328	\$31,927,487	\$16,355,906	\$3,761,393	\$12,961,785	
	0.20%	0.10%	0.06%	0.59%	0.001%	0.000002%	0.02%	0.10%	1.59%	3.90%	2.61%	1.90%	0.71%	0.11%	0.28%	
Other																
Direct	\$0	\$0	\$0												\$3,339,951	
	0.00%	0.00%	0.00%												0.10%	
Subcontracting	\$1,926,455	\$498,595	\$2,513,699												\$0	
	0.08%	0.08%	0.05%												0.00%	
Combined	\$1,926,455	\$498,595	\$2,513,699												\$3,339,951	
	0.08%	0.08%	0.05%												0.10%	
2018 Total Corporate Procurement																
	\$2,418,352,649	\$629,247,561	\$4,823,792,011	\$254,246,384	\$420,957,623	\$658,360,117	\$594,811,496	\$196,075,192	\$7,197,032,801	\$1,644,222,587	\$4,572,797,454	\$1,678,322,093	\$2,312,145,515	\$3,494,585,895	\$4,679,809,675	
	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%	
2018 Total MBE Procurement																
	\$471,346,975	\$118,127,097	\$633,808,305	\$38,221,480	\$16,944,039	\$64,743,526	\$23,740,943	\$46,537,162	\$1,827,631,929	\$418,680,858	\$1,278,819,395	\$421,017,207	\$804,045,048	\$540,502,842	\$1,687,060,042	
	19.49%	18.77%	13.14%	15.03%	4.03%	9.83%	3.99%	23.73%	25.39%	25.46%	27.97%	25.09%	34.77%	15.47%	36.05%	

Table 6a 2019 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	2019 Total Corporate Procurement
AT&T CA				
Direct	\$65,383,411 2.88%	\$156,316,038 6.88%	\$221,699,449 9.76%	
Subcontracting	\$1,208,802 0.05%	\$56,083,318 2.47%	\$57,292,120 2.52%	
Combined	\$66,592,213 2.93%	\$212,399,356 9.35%	\$278,991,569 12.28%	\$2,271,958,576 100.00%

	Minority Women Procurement	Caucasian Women Procurement	Combined Women Procurement	2019 Total Corporate Procurement
AT&T Corp				
Direct	\$12,852,616 1.99%	\$36,483,300 5.64%	\$49,335,916 7.62%	
Subcontracting	\$270,309 0.04%	\$12,541,169 1.94%	\$12,811,478 1.98%	
Combined	\$13,122,925 2.03%	\$49,024,469 7.57%	\$62,147,394 9.60%	\$647,363,963 100.00%

	Minority Women Procurement	Caucasian Women Procurement	Combined Women Procurement	2019 Total Corporate Procurement
AT&T Mobility				
Direct	\$14,117,722 0.30%	\$244,525,091 5.27%	\$258,642,813 5.58%	
Subcontracting	\$2,054,281 0.04%	\$95,309,917 2.06%	\$97,364,198 2.10%	
Combined	\$16,172,003 0.35%	\$339,835,008 7.33%	\$356,007,011 7.68%	\$4,636,822,565 100.00%

	Minority Women Procurement	Caucasian Women Procurement	Combined Women Procurement	2019 Total Corporate Procurement
Cal Water				
Direct	\$1,794,191 0.69%	\$5,752,632 2.22%	\$7,546,823 2.91%	
Subcontracting	\$182,618 0.07%	\$4,489,755 1.73%	\$4,672,373 1.80%	
Combined	\$1,976,809 0.76%	\$10,242,387 3.95%	\$12,219,196 4.71%	\$259,204,187 100.00%

Table 6a
2019 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	2019 Total Corporate Procurement
CenturyLink				
Direct	\$3,470,200	\$18,886,576	\$22,356,776	
	0.93%	5.08%	6.01%	
Subcontracting	\$0	\$0	\$0	
	0.00%	0.00%	0.00%	
Combined	\$3,470,200	\$18,886,576	\$22,356,776	\$372,020,708
	0.93%	5.08%	6.01%	100.00%

	Minority Women Procurement	Caucasian Women Procurement	Combined Women Procurement	2019 Total Corporate Procurement
Charter				
Direct	\$2,761,945	\$19,655,946	\$22,417,891	
	0.46%	3.24%	3.70%	
Subcontracting	\$76,820	\$463,815	\$540,635	
	0.01%	0.08%	0.089%	
Combined	\$2,838,765	\$20,119,761	\$22,958,526	\$606,520,017
	0.47%	3.32%	3.79%	100.00%

	Minority Women Procurement	Caucasian Women Procurement	Combined Women Procurement	2019 Total Corporate Procurement
Comcast				
Direct	\$2,475,233	\$30,591,798	\$33,067,031	
	0.46%	5.69%	6.15%	
Subcontracting	\$5,105,263	\$9,129,925	\$14,235,188	
	0.95%	1.70%	2.65%	
Combined	\$7,580,496	\$39,721,723	\$47,302,219	\$537,777,627
	1.41%	7.39%	8.80%	100.00%

	Minority Women Procurement	Caucasian Women Procurement	Combined Women Procurement	2019 Total Corporate Procurement
Frontier				
Direct	\$9,557,560	\$26,518,527	\$36,076,087	
	4.87%	13.52%	18.40%	
Subcontracting	\$4,331,601	\$2,868,919	\$7,200,520	
	2.21%	1.46%	3.67%	
Combined	\$13,889,161	\$29,387,446	\$43,276,607	\$196,109,399
	7.08%	14.99%	22.07%	100.00%

Table 6a
2019 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	2019 Total Corporate Procurement
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Golden State Water	Direct	\$1,320,916	\$11,996,145	\$13,317,061	
		0.84%	7.65%	8.49%	
	Subcontracting	\$17,226	\$78,350	\$95,576	
		0.01%	0.05%	0.06%	
	Combined	\$1,338,142	\$12,074,495	\$13,412,637	\$156,824,084
		0.85%	7.70%	8.55%	100.00%

	Minority Women Procurement	Caucasian Women Procurement	Combined Women Procurement	2019 Total Corporate Procurement
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PG&E	Direct	\$686,012,682	\$742,822,666	\$1,428,835,348	
		8.28%	8.97%	17.25%	
	Subcontracting	\$60,926,257	\$261,355,039	\$322,281,296	
		0.74%	3.16%	3.89%	
	Combined	\$746,938,939	\$1,004,177,705	\$1,751,116,644	\$8,282,982,534
		9.02%	12.12%	21.14%	100.00%

	Minority Women Procurement	Caucasian Women Procurement	Combined Women Procurement	2019 Total Corporate Procurement
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SDG&E	Direct	\$20,473,528	\$119,065,728	\$139,539,256	
		1.32%	7.65%	8.97%	
	Subcontracting	\$18,906,103	\$67,667,044	\$86,573,147	
		1.22%	4.35%	5.56%	
	Combined	\$39,379,631	\$186,732,772	\$226,112,403	\$1,555,882,744
		2.53%	12.00%	14.53%	100.00%

	Minority Women Procurement	Caucasian Women Procurement	Combined Women Procurement	2019 Total Corporate Procurement
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SCE	Direct	\$214,701,205	\$650,996,226	\$865,697,431	
		3.90%	11.81%	15.71%	
	Subcontracting	\$79,493,912	\$232,487,865	\$311,981,777	
		1.44%	4.22%	5.66%	
	Combined	\$294,195,117	\$883,484,091	\$1,177,679,208	\$5,510,295,790
		5.34%	16.03%	21.37%	100.00%

Table 6a
2019 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	2019 Total Corporate Procurement
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SoCalGas					
	Direct	\$61,568,600	\$176,449,485	\$238,018,085	
		3.54%	10.15%	13.70%	
	Subcontracting	\$17,782,956	\$42,841,106	\$60,624,062	
		1.02%	2.47%	3.49%	
	Combined	\$79,351,556	\$219,290,591	\$298,642,147	\$1,737,675,687
		4.57%	12.62%	17.19%	100.00%

	Minority Women Procurement	Caucasian Women Procurement	Combined Women Procurement	2019 Total Corporate Procurement
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Sprint					
	Direct	\$19,292,066	\$49,886,874	\$69,178,940	
		0.78%	2.01%	2.79%	
	Subcontracting	\$0	\$0	\$0	
		0.00%	0.00%	0.00%	
	Combined	\$19,292,066	\$49,886,874	\$69,178,940	\$2,482,219,060
		0.78%	2.01%	2.79%	100.00%

	Minority Women Procurement	Caucasian Women Procurement	Combined Women Procurement	2019 Total Corporate Procurement
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T-Mobile					
	Direct	\$25,508,051	\$167,267,590	\$192,775,641	
		0.71%	4.68%	5.40%	
	Subcontracting	\$970,090	\$46,721,926	\$47,692,016	
		0.03%	1.31%	1.34%	
	Combined	\$26,478,141	\$213,989,516	\$240,467,657	\$3,570,979,444
		0.74%	5.99%	6.73%	100.00%

	Minority Women Procurement	Caucasian Women Procurement	Combined Women Procurement	2019 Total Corporate Procurement
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Verizon					
	Direct	\$1,022,576,405	\$147,018,120	\$1,169,594,525	
		21.77%	3.13%	24.91%	
	Subcontracting	\$23,946,079	\$18,501,622	\$42,447,701	
		0.51%	0.39%	0.90%	
	Combined	\$1,046,522,484	\$165,519,742	\$1,212,042,226	\$4,696,131,881
		22.28%	3.52%	25.81%	100.00%

Total		\$2,379,138,648	\$3,454,772,512	\$5,833,911,160	\$37,520,768,266
		6.34%	9.21%	15.55%	100.00%

Table 6b
2018 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	2018 Total Corporate Procurement
AT&T CA				
Direct	\$93,986,156 3.89%	\$206,934,437 8.56%	\$300,920,593 12.44%	
Subcontracting	\$7,576,327 0.31%	\$39,803,466 1.65%	\$47,379,793 1.96%	
Combined	\$101,562,483 4.20%	\$246,737,903 10.20%	\$348,300,386 14.40%	\$2,418,352,649 100.00%

	Minority Women Procurement	Caucasian Women Procurement	Combined Women Procurement	2018 Total Corporate Procurement
AT&T Corp				
Direct	\$17,630,365 2.80%	\$31,312,661 4.98%	\$48,943,026 7.78%	
Subcontracting	\$1,960,866 0.31%	\$10,301,729 1.64%	\$12,262,595 1.95%	
Combined	\$19,591,231 3.11%	\$41,614,390 6.61%	\$61,205,621 9.73%	\$629,247,561 100.00%

	Minority Women Procurement	Caucasian Women Procurement	Combined Women Procurement	2018 Total Corporate Procurement
AT&T Mobility				
Direct	\$20,109,886 0.42%	\$203,662,078 4.22%	\$223,771,963 4.64%	
Subcontracting	\$9,885,830 0.20%	\$51,936,816 1.08%	\$61,822,646 1.28%	
Combined	\$29,995,716 0.62%	\$255,598,893 5.30%	\$285,594,609 5.92%	\$4,823,792,011 100.00%

	Minority Women Procurement	Caucasian Women Procurement	Combined Women Procurement	2018 Total Corporate Procurement
Cal Water				
Direct	\$2,526,895 0.99%	\$6,645,228 2.61%	\$9,172,123 3.61%	
Subcontracting	\$276,598 0.11%	\$2,836,940 1.12%	\$3,113,538 1.22%	
Combined	\$2,803,493 1.10%	\$9,482,168 3.73%	\$12,285,661 4.83%	\$254,246,384 100.00%

	Minority Women Procurement	Caucasian Women Procurement	Combined Women Procurement	2018 Total Corporate Procurement
CenturyLink				
Direct	\$641,922 0.15%	\$5,717,888 1.36%	\$6,359,810 1.51%	
Subcontracting	\$0 0.00%	\$0 0.00%	\$0 0.00%	
Combined	\$641,922 0.15%	\$5,717,888 1.36%	\$6,359,810 1.51%	\$420,957,623 100.00%

Table 6b
2018 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	2018 Total Corporate Procurement
Charter					
	Direct	\$6,590,275	\$7,979,326	\$14,569,601	
		1.00%	1.21%	2.21%	
	Subcontracting	\$703	\$2,707	\$3,410	
		0.0001%	0.0004%	0.001%	
	Combined	\$6,590,978	\$7,982,033	\$14,573,011	\$658,360,117
		1.00%	1.21%	2.21%	100.00%
Comcast					
	Direct	\$1,589,495	\$14,089,768	\$15,679,263	
		0.27%	2.37%	2.64%	
	Subcontracting	\$4,580,017	\$7,323,701	\$11,903,718	
		0.77%	1.23%	2.00%	
	Combined	\$6,169,512	\$21,413,469	\$27,582,981	\$594,811,496
		1.04%	3.60%	4.64%	100.00%
Frontier					
	Direct	\$6,533,071	\$26,385,668	\$32,918,739	
		3.33%	13.46%	16.79%	
	Subcontracting	\$6,779,238	\$4,918,597	\$11,697,835	
		3.46%	2.51%	5.97%	
	Combined	\$13,312,309	\$31,304,265	\$44,616,574	\$196,075,192
		6.79%	15.97%	22.75%	100.00%
PG&E					
	Direct	\$511,696,142	\$593,990,862	\$1,105,687,004	
		7.11%	8.25%	15.36%	
	Subcontracting	\$66,861,904	\$235,917,733	\$302,779,637	
		0.93%	3.28%	4.21%	
	Combined	\$578,558,046	\$829,908,595	\$1,408,466,641	\$7,197,032,801
		8.04%	11.53%	19.57%	100.00%
SDG&E					
	Direct	\$25,879,743	\$155,219,211	\$181,098,954	
		1.57%	9.44%	11.01%	
	Subcontracting	\$28,193,653	\$72,019,403	\$100,213,056	
		1.71%	4.38%	6.09%	
	Combined	\$54,073,396	\$227,238,614	\$281,312,010	\$1,644,222,587
		3.29%	13.82%	17.11%	100.00%

Table 6b
2018 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	2018 Total Corporate Procurement
SCE					
	Direct	\$243,481,122	\$569,557,143	\$813,038,265	
		5.32%	12.46%	17.78%	
	Subcontracting	\$77,930,930	\$186,815,792	\$264,746,723	
		1.70%	4.09%	5.79%	
	Combined	\$321,412,052	\$756,372,935	\$1,077,784,987	\$4,572,797,454
		7.03%	16.54%	23.57%	100.00%
SoCalGas					
	Direct	\$55,979,782	\$177,052,724	\$233,032,506	
		3.34%	10.55%	13.88%	
	Subcontracting	\$23,944,485	\$52,823,863	\$76,768,349	
		1.43%	3.15%	4.57%	
	Combined	\$79,924,267	\$229,876,588	\$309,800,855	\$1,678,322,093
		4.76%	13.70%	18.46%	100.00%
Sprint					
	Direct	\$106,851,011	\$79,844,788	\$186,695,799	
		4.62%	3.45%	8.07%	
	Subcontracting	\$57,628,382	\$10,517,226	\$68,145,608	
		2.49%	0.45%	2.95%	
	Combined	\$164,479,393	\$90,362,014	\$254,841,407	\$2,312,145,515
		7.11%	3.91%	11.02%	100.00%
T-Mobile					
	Direct	\$24,417,678	\$125,332,581	\$149,750,259	
		0.70%	3.59%	4.29%	
	Subcontracting	\$482,680	\$54,946,317	\$55,428,997	
		0.01%	1.57%	1.59%	
	Combined	\$24,900,358	\$180,278,898	\$205,179,256	\$3,494,585,895
		0.71%	5.16%	5.87%	100.00%
Verizon					
	Direct	\$766,966,465	\$165,484,714	\$932,451,179	
		16.39%	3.54%	19.92%	
	Subcontracting	\$11,488,013	\$32,647,273	\$44,135,286	
		0.25%	0.70%	0.94%	
	Combined	\$778,454,478	\$198,131,987	\$976,586,465	\$4,679,809,675
		16.63%	4.23%	20.87%	100.00%
Total					
		\$2,182,469,635	\$3,132,020,639	\$5,314,490,274	\$35,574,759,055
		6.13%	8.80%	14.94%	100.00%

Table 7a
2019 DVBE Procurement for Large and Small Utilities
(in Dollars and as Percentage of Total Corporate Procurement)

	DVBE Procurement		2019 Total Procurement
Large Utilities			
AT&T CA	\$15,853,955	0.70%	\$2,271,958,576
AT&T Corp	\$1,516,818	0.23%	\$647,363,963
AT&T Mobility	\$8,164,721	0.18%	\$4,636,822,565
Cal Water	\$1,279,260	0.49%	\$259,204,187
CenturyLink	\$1,927	0.001%	\$372,020,708
Charter	\$79,539	0.01%	\$606,520,017
Comcast	\$756,081	0.14%	\$537,777,627
Frontier	\$3,220,114	1.64%	\$196,109,399
Golden State Water	\$3,091,207	1.97%	\$156,824,084
PG&E	\$299,409,236	3.61%	\$8,282,982,534
SDG&E	\$73,018,248	4.69%	\$1,555,882,744
SCE	\$100,876,167	1.83%	\$5,510,295,790
SoCalGas	\$58,921,067	3.39%	\$1,737,675,687
Sprint	\$24,659	0.001%	\$2,482,219,060
T-Mobile	\$2,162,745	0.06%	\$3,570,979,444
Verizon	\$3,625,045	0.08%	\$4,696,131,881
Total	\$572,000,789	1.52%	\$37,520,768,266
Small Utilities			
AT&T Long Distance	\$52,973	0.24%	\$21,983,135
Cal-Am Water	\$2,520,908	2.67%	\$94,533,546
Horizon West	\$0	0.00%	\$19,989,906
Liberty CalPeco	\$1,107,308	4.36%	\$25,373,185
PacifiCorp	\$0	0.00%	\$42,556,172
Park & Apple Water	\$9,432	0.03%	\$34,580,097
San Gabriel Valley	\$161,767	0.20%	\$79,457,681
San Jose Water	\$4,387,120	3.11%	\$141,287,605
Southwest Gas	\$30,229,790	47.79%	\$63,256,350
Suburban Water	\$1,298,314	4.67%	\$27,778,861
TelePacific	\$0	0.00%	\$69,782,523
Trans Bay Cable	\$0	0.00%	\$21,755,676
Wild Goose Storage	\$0	0.00%	\$3,718,309
Total	\$39,767,612	6.16%	\$646,053,046
Grand Total	\$611,768,401	1.60%	\$38,166,821,312

Table 7b
2018 DVBE Procurement for Large and Small Utilities
(in Dollars and as Percentage of Total Corporate Procurement)

	DVBE Procurement		2018 Total Procurement
Large Utilities			
AT&T CA	\$21,512,348	0.89%	\$2,418,352,649
AT&T Corp	\$2,393,621	0.38%	\$629,247,561
AT&T Mobility	\$9,330,592	0.19%	\$4,823,792,011
Cal Water	\$705,840	0.28%	\$254,246,384
CenturyLink	\$3,337,424	0.79%	\$420,957,623
Charter	\$0	0.00%	\$658,360,117
Comcast	\$1,084,429	0.18%	\$594,811,496
Frontier	\$1,509,847	0.77%	\$196,075,192
PG&E	\$321,691,941	4.47%	\$7,197,032,801
SDG&E	\$70,824,823	4.31%	\$1,644,222,587
SCE	\$100,608,127	2.20%	\$4,572,797,454
SoCalGas	\$22,413,802	1.34%	\$1,678,322,093
Sprint	\$1,378,030	0.06%	\$2,312,145,515
T-Mobile	\$1,949,114	0.06%	\$3,494,585,895
Verizon	\$5,785,169	0.12%	\$4,679,809,675
Total	\$564,525,108	1.59%	\$35,574,759,055
Small Utilities			
AT&T Long Distance	\$136,490	0.37%	\$37,118,809
Cal-Am Water	\$1,952,622	1.97%	\$99,118,256
Golden State Water	\$3,350,097	2.48%	\$135,199,202
Liberty CalPeco	\$29,717	0.10%	\$28,950,545
Lodi Gas Storage	\$0	0.00%	\$4,315,481
PacifiCorp	\$0	0.00%	\$28,716,579
Park & Apple Water	\$4,455	0.01%	\$33,539,984
San Gabriel Valley	\$220,386	0.33%	\$67,345,442
San Jose Water	\$187,167	0.13%	\$139,891,882
Southwest Gas	\$0	0.00%	\$49,395,572
Suburban Water	\$551,378	1.73%	\$31,821,311
TelePacific	\$0	0.00%	\$56,031,471
Trans Bay Cable	\$0	0.00%	\$12,587,807
Wild Goose Storage	\$0	0.00%	\$2,306,873
Total	\$6,432,312	0.89%	\$726,339,214
Grand Total	\$570,957,419	1.57%	\$36,301,098,269

Table 8a
2019 LGBTBE Procurement for Large and Small Utilities
(in Dollars and as Percentage of Total Corporate Procurement)

	LGBTBE Procurement		2019 Total Procurement
Large Utilities			
AT&T CA	\$197,223	0.01%	\$2,271,958,576
AT&T Corp	\$44,102	0.01%	\$647,363,963
AT&T Mobility	\$335,167	0.01%	\$4,636,822,565
Cal Water	\$164,393	0.06%	\$259,204,187
CenturyLink	\$0	0.00%	\$372,020,708
Charter	\$0	0.00%	\$606,520,017
Comcast	\$1,650	0.0003%	\$537,777,627
Frontier	\$0	0.00%	\$196,109,399
Golden State Water	\$860,554	0.55%	\$156,824,084
PG&E	\$17,619,689	0.21%	\$8,282,982,534
SDG&E	\$6,919,924	0.44%	\$1,555,882,744
SCE	\$876,261	0.02%	\$5,510,295,790
SoCalGas	\$937,934	0.05%	\$1,737,675,687
Sprint	\$4,651,680	0.19%	\$2,482,219,060
T-Mobile	\$20,202,030	0.57%	\$3,570,979,444
Verizon	\$4,318,921	0.09%	\$4,696,131,881
Total	\$57,129,528	0.15%	\$37,520,768,266
Small Utilities			
AT&T Long Distance	\$2,192	0.01%	\$21,983,135
Cal-Am Water	\$485,772	0.51%	\$94,533,546
Horizon West	\$0	0.00%	\$19,989,906
Liberty CalPeco	\$0	0.00%	\$25,373,185
PacifiCorp	\$0	0.00%	\$42,556,172
Park & Apple Water	\$774,360	2.24%	\$34,580,097
San Gabriel Valley	\$1,731,416	2.18%	\$79,457,681
San Jose Water	\$5,130	0.004%	\$141,287,605
Southwest Gas	\$0	0.00%	\$63,256,350
Suburban Water	\$3,439,839	12.38%	\$27,778,861
TelePacific	\$26,200	0.04%	\$69,782,523
Trans Bay Cable	\$0	0.00%	\$21,755,676
Wild Goose Storage	\$0	0.00%	\$3,718,309
Total	\$6,464,909	1.00%	\$646,053,046
Grand Total	\$63,594,437	0.17%	\$38,166,821,312

Table 8b
2018 LGBTBE Procurement for Large and Small Utilities
(in Dollars and as Percentage of Total Corporate Procurement)

	LGBTBE Procurement		2018 Total Procurement
Large Utilities			
AT&T CA	\$60,381	0.002%	\$2,418,352,649
AT&T Corp	\$15,627	0.002%	\$629,247,561
AT&T Mobility	\$78,787	0.002%	\$4,823,792,011
Cal Water	\$204,064	0.08%	\$254,246,384
CenturyLink	\$0	0.00%	\$420,957,623
Charter	\$0	0.00%	\$658,360,117
Comcast	\$0	0.00%	\$594,811,496
Frontier	\$0	0.00%	\$196,075,192
PG&E	\$2,501,469	0.03%	\$7,197,032,801
SDG&E	\$5,656,475	0.34%	\$1,644,222,587
SCE	\$995,859	0.02%	\$4,572,797,454
SoCalGas	\$63,216	0.004%	\$1,678,322,093
Sprint	\$0	0.00%	\$2,312,145,515
T-Mobile	\$17,984,153	0.51%	\$3,494,585,895
Verizon	\$1,040,941	0.02%	\$4,679,809,675
Total	\$28,600,971	0.08%	\$35,574,759,055
Small Utilities			
AT&T Long Distance	\$1,058	0.003%	\$37,118,809
Cal-Am Water	\$519,534	0.52%	\$99,118,256
Golden State Water	\$2,544,402	1.88%	\$135,199,202
Liberty CalPeco	\$0	0.00%	\$28,950,545
Lodi Gas Storage	\$0	0.00%	\$4,315,481
PacifiCorp	\$0	0.00%	\$28,716,579
Park & Apple Water	\$0	0.00%	\$33,539,984
San Gabriel Valley	\$2,211,558	3.28%	\$67,345,442
San Jose Water	\$29,743	0.02%	\$139,891,882
Southwest Gas	\$0	0.00%	\$49,395,572
Suburban Water	\$4,859,817	15.27%	\$31,821,311
TelePacific	\$0	0.00%	\$56,031,471
Trans Bay Cable	\$0	0.00%	\$12,587,807
Wild Goose Storage	\$0	0.00%	\$2,306,873
Total	\$10,166,112	1.40%	\$726,339,214
Grand Total	\$38,767,083	0.11%	\$36,301,098,269

Table 9a-1
2019 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	\$																		\$0.00	\$188.85
		%																		0.00%	
	LONG TERM	\$																		\$0.00	\$417.03
		%																		0.00%	
	Total Natural Gas	\$																		\$0.00	\$605.88
		%																		0.00%	
LPG	SHORT TERM	\$																			
		%																			
	LONG TERM	\$																			
		%																			
	Total LPG	\$																			
		%																			
Overall Total \$																			\$0.00	\$605.88	
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 cooperatives
²Includes Non-WMDVLGBT firms classified as 8(a) of Small Business Administration
 % - Percentages calculated by the Row Category Total Procurement Spend

Table 9a-2
2019 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	\$																				
		%																				
	Total LPG	\$							\$1.11	\$0.00	\$1.11				\$1.11			\$0.15		\$1.26	\$1.26	
		%							87.99%	0.00%	87.99%				87.99%			12.01%		100.00%		
Overall Total \$								\$1.11	\$0.00	\$1.11				\$1.11			\$0.15		\$1.26	\$1.26		
Overall Total %								87.99%	0.00%	87.99%				87.99%			12.01%		Overall WMDVLGBTBE: 100.00%			

Note:
 Short Term Gas - for terms 91 days or less - The term of the deal is no longer than one calendar month
 Long Term Gas - The term of the deal is greater than one calendar month but less than 1 calendar year
¹Excludes purchases from the CAISO, other IOUs, utilities, federal entities, state entities, municipalities and cooperatives
²Includes Non-WMDVLGBT firms classified as 8(a) of Small Business Administration
 % - Percentages calculated by the Row Category Total Procurement Spend

Table 9a-3
2019 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	\$	\$0.00	\$4.68	\$4.68	\$19.13	\$0.00	\$19.13				\$14.26	\$0.00	\$14.26	\$38.07	\$3.52		\$3.52		\$45.10	\$571.82	
		%	0.00%	0.82%	0.82%	3.35%	0.00%	3.35%				2.49%	0.00%	2.49%	6.66%	0.61%		0.61%		7.89%		
	LONG TERM	\$				\$3.14	\$0.00	\$3.14							\$3.14	\$12.26		\$12.26		\$27.67	\$584.72	
		%				0.54%	0.00%	0.54%							0.54%	2.10%		2.10%		4.73%		
	Total Natural Gas	\$	\$0.00	\$4.68	\$4.68	\$22.27	\$0.00	\$22.27				\$14.26	\$0.00	\$14.26	\$41.21	\$15.78		\$15.78		\$72.77	\$1,156.54	
		%	0.00%	0.40%	0.40%	1.93%	0.00%	1.93%				1.23%	0.00%	1.23%	3.56%	1.36%		1.36%		6.29%		
LPG	SHORT TERM	\$																				
		%																				
	LONG TERM	\$																				
		%																				
	Total LPG	\$																				
		%																				
Overall Total \$			\$0.00	\$4.68	\$4.68	\$22.27	\$0.00	\$22.27				\$14.26	\$0.00	\$14.26	\$41.21	\$15.78		\$15.78		\$72.77	\$1,156.54	
Overall Total %			0.00%	0.40%	0.40%	1.93%	0.00%	1.93%				1.23%	0.00%	1.23%	3.56%	1.36%		1.36%		Overall WMDVLGBTBE: 6.29%		

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-WMDVLGBT firms classified as 8(a) of Small Business Administration
 % - Percentages calculated by the Row Category Total Procurement Spend

Table 9a-4
2019 Southwest Gas 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	\$																		\$0.00	\$55.87
		%																		0.00%	
	LONG TERM	\$																			
		%																			
	Total Natural Gas	\$																		\$0.00	\$55.87
		%																		0.00%	
LPG	SHORT TERM	\$																			
		%																			
	LONG TERM	\$																			
		%																			
	Total LPG	\$																			
		%																			
Overall Total \$																			\$0.00	\$55.87	
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 cooperatives
²Includes Non-WMDVLGBT firms classified as 8(a) of Small Business Administration
 % - Percentages calculated by the Row Category Total Procurement Spend

Table 9b-1
2018 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	\$		\$3.1	\$3.1	\$1.3		\$1.3						\$4.4					\$4.4	\$207.3	
		%		1.50%	1.50%	0.63%		0.63%						2.12%					2.12%		
	LONG TERM	\$																			\$372.3
		%																			
	Total Natural Gas	\$		\$3.1	\$3.1	\$1.3		\$1.3						\$4.4					\$4.4	\$579.7	
		%		0.53%	0.53%	0.22%		0.22%						0.76%					0.76%		
LPG	SHORT TERM	\$																			
		%																			
	LONG TERM	\$																			
		%																			
	Total LPG	\$																			
		%																			
Overall Total \$			\$3.1	\$3.1	\$1.3		\$1.3						\$4.4					\$4.4	\$579.7		
Overall Total %			0.53%	0.53%	0.22%		0.22%						0.76%					Overall WMDVLGBTBE: 0.76%			

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-WMDVLGBT firms classified as 8(a) of Small Business Administration
 % - Percentages calculated by the Row Category Total Procurement Spend

Table 9b-2
2018 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	\$							\$0.26		\$0.26				\$0.26				\$0.73		\$0.98	\$0.98		
		%							26.05%		26.05%				26.05%				73.95%		100.00%			
	Total LPG	\$																						
		%																						
Overall Total \$									\$0.26		\$0.26				\$0.26				\$0.73		\$0.98	\$0.98		
Overall Total %									26.05%		26.05%				26.05%				73.95%		Overall WMDVLGBTBE: 100.00%			

Note:
 Short Term Gas - for terms 91 days or less - The term of the deal is no longer than one calendar month
 Long Term Gas - The term of the deal is greater than one calendar month but less than 1 calendar year
¹Excludes purchases from the CAISO, other IOUs, utilities, federal entities, state entities, municipalities and cooperatives
²Includes Non-WMDVLGBT firms classified as 8(a) of Small Business Administration
 % - Percentages calculated by the Row Category Total Procurement Spend

Table 9b-3
2018 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	\$		\$9.51	\$9.51	\$11.68			\$11.68				\$16.67		\$16.67	\$37.85	\$5.23	\$15.72			\$58.80	\$567.57	
		%		1.68%	1.68%	2.06%			2.06%				2.94%		2.94%	6.67%	0.92%	2.77%			10.36%		
	LONG TERM	\$		\$3.39	\$3.39	\$13.20			\$13.20							\$16.59					\$16.59	\$745.79	
		%		0.46%	0.46%	1.77%			1.77%						2.22%						2.22%		
	Total Natural Gas	\$		\$12.90	\$12.90	\$24.87			\$24.87				\$16.67		\$16.67	\$54.44	\$5.23	\$15.72			\$75.40	\$1,313.35	
		%		0.98%	0.98%	1.89%			1.89%				1.27%		1.27%	4.15%	0.40%	1.20%			5.74%		
LPG	SHORT TERM	\$																					
		%																					
	LONG TERM	\$																					
		%																					
	Total LPG	\$																					
		%																					
Overall Total \$				\$12.90	\$12.90	\$24.87			\$24.87				\$16.67		\$16.67	\$54.44	\$5.23	\$15.72			\$75.40	\$1,313.35	
Overall Total %				0.98%	0.98%	1.89%			1.89%				1.27%		1.27%	4.15%	0.40%	1.20%			Overall WMDVLGBTBE: 5.74%		

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-WMDVLGBT firms classified as 8(a) of Small Business Administration
 % - Percentages calculated by the Row Category Total Procurement Spend

Table 9b-4
2018 Southwest Gas 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	\$	\$0.01	\$0.12	\$0.13										\$0.13					\$0.13	\$39.60
		%	0.03%	0.31%	0.34%										0.34%					0.34%	
	LONG TERM	\$																			
		%																			
	Total Natural Gas	\$	\$0.01	\$0.12	\$0.13										\$0.13					\$0.13	\$39.60
		%	0.03%	0.31%	0.34%										0.34%					0.34%	
LPG	SHORT TERM	\$																			
		%																			
	LONG TERM	\$																			
		%																			
	Total LPG	\$																			
		%																			
Overall Total \$			\$0.01	\$0.12	\$0.13									\$0.13					\$0.13	\$39.60	
Overall Total %			0.03%	0.31%	0.34%									0.34%					Overall WMDVLGBTBE: 0.34%		

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-WMDVLGBT firms classified as 8(a) of Small Business Administration
 % - Percentages calculated by the Row Category Total Procurement Spend

Table 10a-1
2019 PG&E Annual Power Product Results by Ethnicity and WMDVLGBTBE Certification
 (All dollar figures in \$MM)

Product ¹		Unit	Results by Ethnicity & Gender												Results by WMDVLGBTBE Certification						Total 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) ⁴	Subcontracting Total		Total WMDVLGBTBE Procurement Spend ⁵	
			Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Total	Total	Total	Total	Total	Total			
Power Purchased	Renewable Power Products Direct	\$																		\$2.59	\$2.59	\$2,233.79	
		%																			0.12%	0.12%	
		\$ ²																			\$2.37	\$2.37	\$614.25
		% ²																			0.39%	0.39%	
	Non-Renewable Power Products Direct	Physical	\$																		\$0.61	\$0.61	\$948.48
			%																		0.06%	0.06%	
			\$ ²																		\$0.54	\$0.54	\$146.56
			% ²																			0.37%	0.37%
Fuels for Generation	Diesel Direct	\$							\$0.00	\$0.48	\$0.48				\$0.48						\$0.48	\$0.48	
		%							0.00%	100.00%	100.00%				100.00%							100.00%	
	Nuclear Direct	\$																					
		%																					
	Natural Gas Direct	Physical	\$																			\$0.00	\$296.88
			%																			0.00%	
Post 2011	SubTotal of Columns ²		\$						\$0.00	\$0.48	\$0.48				\$0.48						\$2.91	\$3.39	\$1,058.20
	SubTotal % of Total Procurement Spend		%							0.00%	0.05%	0.05%				0.05%					0.28%	Overall WMDVLGBTBE: 0.32%	
ALL	SubTotal of Columns ³		\$						\$0.00	\$0.48	\$0.48				\$0.48						\$3.20	\$3.68	\$3,479.60
	SubTotal % of Total Procurement Spend		%							0.00%	0.01%	0.01%				0.01%					0.09%	Overall WMDVLGBTBE: 0.11%	

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
2019 SDG&E Annual Power Product Results by Ethnicity and WMDVLGBTBE Certification
 (All dollar figures in \$MM)

Product ¹		Unit	Results by Ethnicity & Gender												Results by WMDVLGBTBE Certification					Total WMDVLGBTBE Procurement Spend ⁵	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) ⁴			Subcontracting Total							
			Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Total	Total	Total	Total	Total			Total							
Power Purchased	Renewable Power Products Direct	\$																										\$714.60	
		%																											
		\$ ²											\$6.57	\$0.00	\$6.57	\$6.57	\$0.12							\$0.03			\$6.71	\$63.44	
		% ²											10.35%	0.00%	10.35%	10.35%	0.19%							0.04%			10.58%		
	Non-Renewable Power Products Direct	Physical	\$																										\$466.41
			%																										
			\$ ²														\$0.29			\$0.01							\$0.30	\$195.93	
			% ²														0.15%		0.01%								0.15%		
Fuels for Generation	Diesel Direct	\$																											
		%																											
	Nuclear Direct	\$																											
		%																											
	Natural Gas Direct	Physical	\$	\$0.00	\$26.26	\$26.26									\$26.26			\$6.96							\$33.22	\$210.93			
			%	0.00%	12.45%	12.45%									12.45%			3.30%							15.75%				
Post 2011	SubTotal of Columns ²		\$	\$0.00	\$26.26	\$26.26						\$6.57	\$0.00	\$6.57	\$32.83	\$0.41		\$6.97					\$0.03	\$40.24	\$470.30				
	SubTotal % of Total Procurement Spend		%	0.00%	5.58%	5.58%						1.40%	0.00%	1.40%	6.98%	0.09%		1.48%					0.01%			Overall WMDVLGBTBE: 8.56%			
ALL	SubTotal of Columns ³		\$	\$0.00	\$26.26	\$26.26								\$26.26			\$6.96							\$33.22	\$1,391.94				
	SubTotal % of Total Procurement Spend		%	0.00%	1.89%	1.89%									1.89%			0.50%								Overall WMDVLGBTBE: 2.39%			

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
2019 SCE Annual Power Product Results by Ethnicity and WMDVLGBTBE Certification
 (All dollar figures in \$MM)

Product ¹		Unit	Results by Ethnicity & Gender												Results by WMDVLGBTBE Certification						Total 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) ⁴	Subcontracting Total		Total WMDVLGBTBE Procurement Spend ⁵	
			Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Total	Total	Total	Total	Total	Total			
Power Purchased	Renewable Power Products Direct	\$																		\$0.59	\$0.59	\$2,284.76	
		%																			0.03%	0.03%	
		\$ ²																			\$0.59	\$0.59	\$783.86
		% ²																			0.07%	0.07%	
	Non-Renewable Power Products Direct	Physical	\$													\$8.20					\$0.04	\$8.24	\$1,196.90
			%													0.68%					0.003%	0.69%	
			\$ ²																		\$0.04	\$0.04	\$802.36
			% ²																			0.005%	0.005%
Fuels for Generation	Diesel Direct	\$						\$6.54	\$0.00	\$6.54					\$6.54						\$6.54	\$6.54	
		%						100.00%	0.00%	100.00%					100.00%							100.00%	
	Nuclear Direct	\$																					
		%																					
	Natural Gas Direct	Physical	\$	\$0.00	\$0.06	\$0.06									\$0.06	\$0.01						\$0.07	\$207.30
			%	0.00%	0.03%	0.03%									0.03%	0.01%							0.04%
Post 2011	SubTotal of Columns ²		\$	\$0.00	\$0.06	\$0.06			\$6.54	\$0.00	\$6.54				\$6.60	\$0.01					\$0.63	\$7.24	\$1,800.06
	SubTotal % of Total Procurement Spend		%	0.00%	0.003%	0.003%			0.36%	0.00%	0.36%				0.37%	0.001%					0.03%	Overall WMDVLGBTBE: 0.40%	
ALL	SubTotal of Columns ³		\$	\$0.00	\$0.06	\$0.06			\$6.54	\$0.00	\$6.54				\$6.60	\$8.21					\$0.63	\$15.44	\$3,695.50
	SubTotal % of Total Procurement Spend		%	0.00%	0.002%	0.002%			0.18%	0.00%	0.18%				0.18%	0.22%					0.02%	Overall WMDVLGBTBE: 0.42 %	

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
2018 PG&E Annual Power Product Results by Ethnicity and WMDVLGBTBE Certification
 (All dollar figures in \$MM)

Product ¹		Unit	Results by Ethnicity & Gender												Results by WMDVLGBTBE Certification						Total WMDVLGBTBE Procurement Spend ⁵	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) ⁴	Subcontracting Total				
			Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Total	Total	Total	Total	Total	Total				
Power Purchased	Renewable Power Products Direct	\$																		\$0.5	\$0.5	\$2,262.8		
		%																			0.02%	0.02%		
		\$ ²																			\$0.4	\$0.4	\$529.6	
		% ²																			0.08%	0.08%		
	Non-Renewable Power Products Direct	Physical	\$																				\$1,012.6	
			%																					
			\$ ²																					\$156.6
			% ²																					
Fuels for Generation	Diesel Direct	\$											\$0.3	\$0.3						\$0.3	\$0.3	\$0.3		
		%											100.00%	100.00%						100.00%	100.00%			
	Nuclear Direct	\$																						
		%																						
	Natural Gas Direct	Physical	\$		\$0.5	\$0.5															\$0.5	\$0.5	\$286.8	
			%		0.17%	0.17%															0.17%	0.17%		
Post 2011	SubTotal of Columns ²		\$		\$0.5	\$0.5							\$0.3	\$0.3						\$0.4	\$1.3	\$973.4		
	SubTotal % of Total Procurement Spend		%		0.05%	0.05%							0.03%	0.03%						0.04%	Overall WMDVLGBTBE: 0.13%			
ALL	SubTotal of Columns ³		\$		\$0.5	\$0.5							\$0.3	\$0.3						\$0.5	\$1.3	\$3,562.6		
	SubTotal % of Total Procurement Spend		%		0.01%	0.01%							0.01%	0.01%						0.01%	Overall WMDVLGBTBE: 0.04%			

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
2018 SDG&E Annual Power Product Results by Ethnicity and WMDVLGBTBE Certification
 (All dollar figures in \$MM)

Product ¹	Unit	Results by Ethnicity & Gender												Results by WMDVLGBTBE Certification						Total WMDVLGBTBE Procurement Spend ⁵	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) ⁴	Subcontracting Total					
		Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Total	Total	Total	Total	Total	Total					
Power Purchased	Renewable Power Products Direct	\$																				\$632.49		
		%																						
		\$ ²										\$5.02		\$5.02	\$5.02						\$0.05	\$5.08	\$16.42	
		% ²										30.59%		30.59%	30.59%						0.33%	30.92%		
	Non-Renewable Power Products Direct	Physical	\$																				\$294.28	
			%																					
			\$ ²																			\$0.04	\$0.04	\$106.86
			% ²																			0.04%	0.04%	
Fuels for Generation	Diesel Direct	\$																						
		%																						
	Nuclear Direct	\$																						
		%																						
	Natural Gas Direct	Physical	\$		\$35.01	\$35.01									\$35.01					\$23.86		\$58.86	\$210.01	
			%		16.67%	16.67%										16.67%				11.36%		28.03%		
Post 2011	SubTotal of Columns ²	\$		\$35.01	\$35.01								\$5.02		\$5.02	\$40.03			\$23.86	\$0.10	\$63.98	\$333.29		
	SubTotal % of Total Procurement Spend	%		10.50%	10.50%								1.51%		1.51%	12.01%			7.16%	0.03%	Overall WMDVLGBTBE: 19.20%			
ALL	SubTotal of Columns ³	\$		\$35.01	\$35.01										\$35.01				\$23.86		\$58.86	\$1,136.78		
	SubTotal % of Total Procurement Spend	%		3.08%	3.08%										3.08%				2.10%		Overall WMDVLGBTBE: 5.18%			

Notes:

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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-3
2018 SCE Annual Power Product Results by Ethnicity and WMDVLGBTBE Certification
 (All dollar figures in \$MM)

Product ¹		Unit	Results by Ethnicity & Gender												Results by WMDVLGBTBE Certification						Total WMDVLGBTBE Procurement Spend ⁵	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) ⁴	Subcontracting Total				
			Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Total	Total	Total	Total	Total	Total				
Power Purchased	Renewable Power Products Direct	\$																		\$1.17	\$1.17	\$2,315.14		
		%																			0.05%	0.05%		
		\$ ²																			\$1.17	\$1.17	\$627.60	
		% ²																			0.19%	0.19%		
	Non-Renewable Power Products Direct	Physical	\$														\$8.04					\$0.02	\$8.06	\$1,188.52
			%														0.68%					0.002%	0.68%	
			\$ ²																			\$0.02	\$0.02	\$686.34
			% ²																			0.003%	0.003%	
Fuels for Generation	Diesel Direct	\$							\$5.84	\$5.84					\$5.84							\$5.84	\$5.84	
		%							100.00%	100.00%					100.00%								100.00%	
	Nuclear Direct	\$																						
		%																						
	Natural Gas Direct	Physical	\$		\$12.20	\$12.20									\$12.20	\$0.02							\$12.22	\$319.77
			%		3.81%	3.81%									3.81%	0.01%								3.82%
Post 2011	SubTotal of Columns ²		\$		\$12.20	\$12.20				\$5.84	\$5.84				\$18.03	\$0.02					\$1.19	\$19.25	\$1,639.55	
	SubTotal % of Total Procurement Spend		%		0.74%	0.74%				0.36%	0.36%				1.10%	0.001%					0.07%	Overall WMDVLGBTBE: 1.17%		
ALL	SubTotal of Columns ³		\$		\$12.20	\$12.20				\$5.84	\$5.84				\$18.03	\$8.06					\$1.19	\$27.29	\$3,829.27	
	SubTotal % of Total Procurement Spend		%		0.32%	0.32%				0.15%	0.15%				0.47%	0.21%					0.03%	Overall WMDVLGBTBE: 0.71%		

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 11

2019 and 2018 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
2019							
Total Large Utilities	\$37,520,768,266 100.00%	\$1,167,522,816 3.11%	\$850,539,770 2.27%	\$157,302,954 0.42%	\$17,675,910 0.05%	\$0 0.00%	\$2,193,041,450 5.84%
Total Small Utilities	\$646,053,046 100.00%	\$3,564,130 0.55%	\$6,034,192 0.93%	\$6,490,827 1.00%	\$5,391 0.001%	\$0 0.00%	\$16,094,540 2.49%
Total Combined	\$38,166,821,312 100.00%	\$1,171,086,946 3.07%	\$856,573,962 2.24%	\$163,793,781 0.43%	\$17,681,301 0.05%	\$0 0.00%	\$2,209,135,990 5.79%
2018							
Total Large Utilities	\$35,574,759,055 100.00%	\$1,281,445,966 3.60%	\$762,811,563 2.14%	\$164,307,118 0.46%	\$2,340,878 0.01%	\$0 0.00%	\$2,210,905,526 6.21%
Total Small Utilities	\$726,339,214 100.00%	\$6,566,494 0.90%	\$5,131,974 0.71%	\$1,554,112 0.21%	\$1,058 0.000%	\$0 0.00%	\$13,253,638 1.82%
Total Combined	\$36,301,098,269 100.00%	\$1,288,012,460 3.55%	\$767,943,537 2.12%	\$165,861,230 0.46%	\$2,341,936 0.01%	\$0 0.00%	\$2,224,159,164 6.13%

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