



# Year 2018 Utilities Procurement of Goods, Services, and Fuel from Women-, Minority-, Disabled Veteran-, and LGBT-owned Business Enterprises



September 2019



# California Public Utilities Commission

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## EXECUTIVE SUMMARY

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The following report is the California Public Utilities Commission's (CPUC) 33<sup>rd</sup> 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 2018.<sup>1</sup>

In 2018, the utilities reached a new high of procuring more than \$12 billion from WMDVLGBTBEs. The diverse expenditure increased by 16.7 percent from \$10.55 billion in 2017 to \$12.32 billion in 2018. The utilities spent 33.9 percent of their total procurement with diverse suppliers in 2018, exceeding the CPUC's General Order (GO) 156 overall WMDVLGBTBE 21.5 percent goal.

The utilities' MBE, WBE, and DVBE spend<sup>2</sup> also increased by 19.3 percent (from \$7.13 billion to \$8.50 billion), 13.2 percent (from \$2.83 billion to \$3.20 billion), and 5 percent (from \$543.71 million to \$571 million) in 2018 from 2017, respectively. They similarly exceeded the GO 156 MBE (15 percent), WBE (5 percent), and DVBE (1.5 percent) goals by procuring 23.4 percent of their total procurement from MBEs, 8.8 percent from WBEs, and 1.6 percent from DVBEs. Despite these successes, the utilities' LGBTBE spend declined by 19.6 percent from \$48.20 million in 2017 to \$38.77 million in 2018.

For the indirect (subcontracting) WMDVLGBTBE procurement through prime contractors, the utilities reported an increase of 8.2 percent from \$2.06 billion in 2017 to \$2.22 billion in 2018.

In 2018, Southwest Gas tripled the GO 156 21.5 percent WMDVLGBTBE goal by spending over 65 percent of its total procurement with diverse suppliers. Suburban Water Systems (Suburban Water), Southern California Edison (SCE), San Diego Gas & Electric (SDG&E), Pacific Gas and Electric Company (PG&E), Frontier Communications (Frontier), Verizon Wireless (Verizon), and Southern California Gas Company (SoCalGas) 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, Comcast California (Comcast), Liberty Utilities, LLC (Liberty CalPeco), Lodi Gas Storage, Pacific Power (PacifiCorp), San Jose Water Company (San Jose

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<sup>1</sup> 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 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.

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

Water), U.S. TelePacific Communications (TelePacific), T-Mobile West, LLC and MetroPCS California, LLC (T-Mobile), Trans Bay Cable, and Wild Goose Storage did not meet the 21.5 percent goal.

## BACKGROUND

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In the mid-1980s, the California Legislature passed Assembly Bill (AB) 3678 (Stats. 1986, ch. 1259) to encourage the award of a fair proportion of total utility contracts 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).<sup>3</sup> 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).<sup>4</sup> 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.<sup>5</sup>

Public Utilities Code (PU Code) Section 8283 (d) requires each participating utility<sup>6</sup> 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 diversity<sup>7</sup> reports is to provide the CPUC with information on the utilities' diversity<sup>8</sup> procurement performance, progress in meeting their short-, mid-, and long-term supplier diversity goals, and future program enhancement plans.

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<sup>3</sup> *Order Instituting Rulemaking to Update General Order 156 to Comply with Assembly Bill 1678 by Extending Provisions of the Utilities' Supplier Diversity Program to Lesbian, Gay, Bisexual and/or Transgender (LGBT) Business Enterprises*, D. 15-06-007.

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

<sup>5</sup> GO 156, Section 8.3.6.

<sup>6</sup> PU Code, Section 8283: Utilities with annual revenue exceeding \$25 million.

<sup>7</sup> Utilities procurement from WMDVLGBTBEs as provided in GO 156.

<sup>8</sup> WMDVLGBTBE.

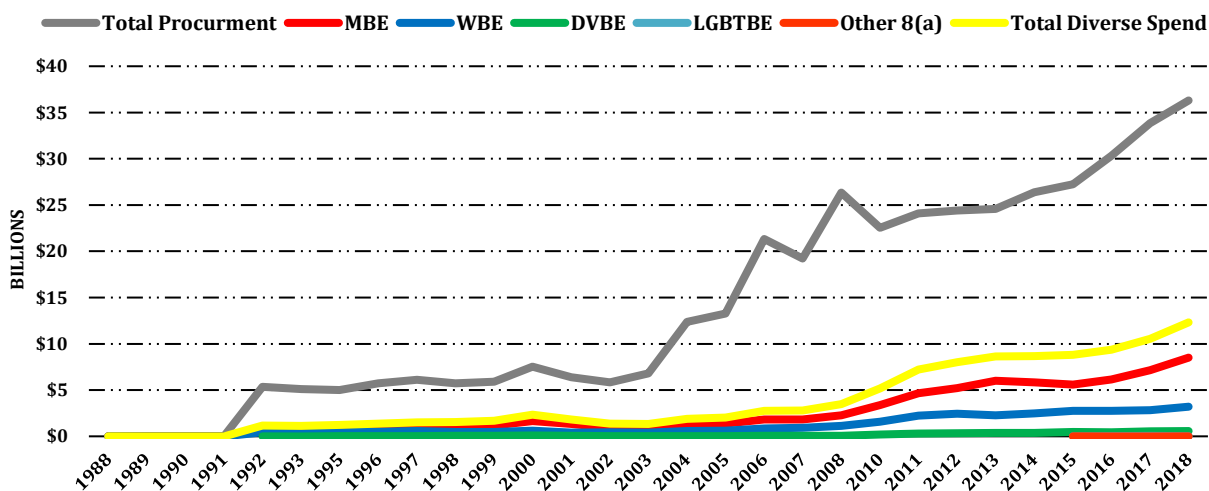
### 30 Years of Utility Supplier Diversity

In 2018, CPUC and the utilities celebrated GO 156’s 30<sup>th</sup> anniversary. The CPUC adopted GO 156 in 1988, encouraging the inclusion of WBEs and MBEs in utilities’ purchase of goods and services. Since then, the CPUC has modified GO 156 in response to legislative mandates, interested parties, market changes, and other initiatives. In the last 30 years, some of the notable decisions that modified GO 156 are:

- D. 91-05-015: included Subcontracting Program<sup>9</sup> and ordered utilities to report WBE and MBE subcontracts procurement spend<sup>10</sup> amount.
- D. 92-06-030: amended GO 156 to include DVBEs.
- D. 96-12-081: established 1.5 percent DVBE goal.
- AB 873 (Stats 2008 ch. 316): expanded GO 156 to include water utilities.
- D. 11-05-019: established audits; technical assistant and capacity building; E-filing of reports, and power procurement reporting of renewable energy procurement.
- D. 15-06-007: implemented AB 1678 (Stats. 2014, ch. 633) to include LGBTBEs.

As the graphs below indicate, the CPUC Utility Supplier Diversity Program has shown continuous successes over the last 30 years. The Program that started with fewer than ten utilities, now has over 30 participating utilities, conducting over \$12 billion in business with WMDVLGBTBEs. In 1988, the utilities procured \$598,177, 11.3 percent of their total procurement. After 30 years, those numbers rose to \$12.32 billion, representing 33.9 percent.

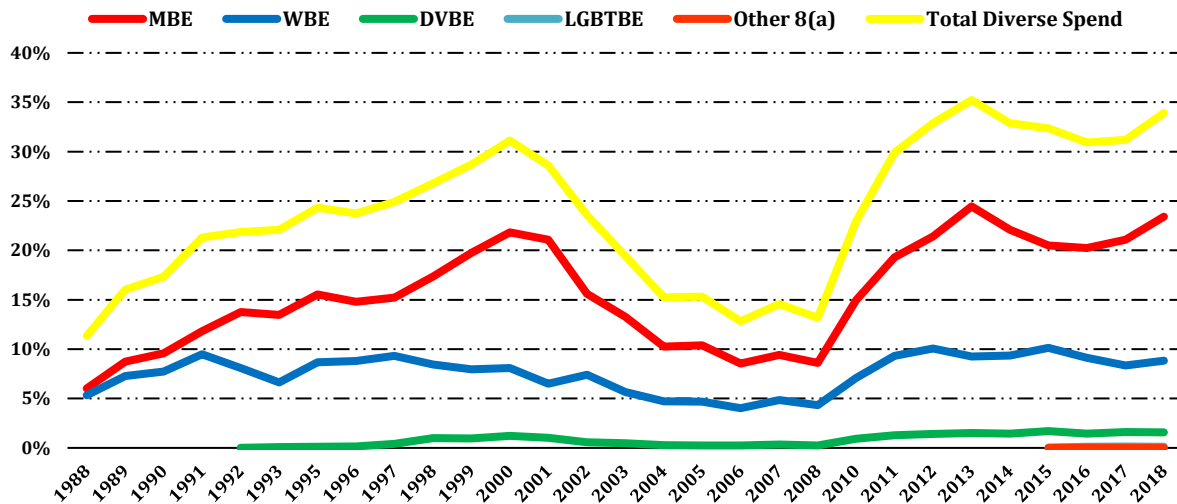
**1988 - 2018 Utility Supplier Diversity Spend**



<sup>9</sup> Utilities’ prime contractors’ procurement from WMDVLGBTBEs.

<sup>10</sup> “Spend” refers to the dollars a utility spent in a particular category of procurement or with a supplier.

## 1988 - 2018 Utility Supplier Diversity Spend Percentage



During the 30 years, GO 156 has become an integral part of the utilities' organization structure and the main way of doing business. GO 156 has provided opportunities for diverse suppliers to become more competitive, created jobs, and helped communities thrive. The inclusion of diverse suppliers increases innovation, reduces costs, improves quality and efficiency, and drives competition, thereby, contributing to a healthy California economy.

## OVERVIEW OF 2018 UTILITY SUPPLIER DIVERSITY PERFORMANCE

In 2018, the utilities subject to GO 156 reported a total of \$12.3 billion procurement with WMDVLGBTBEs, representing 33.9 percent of their total procurement.

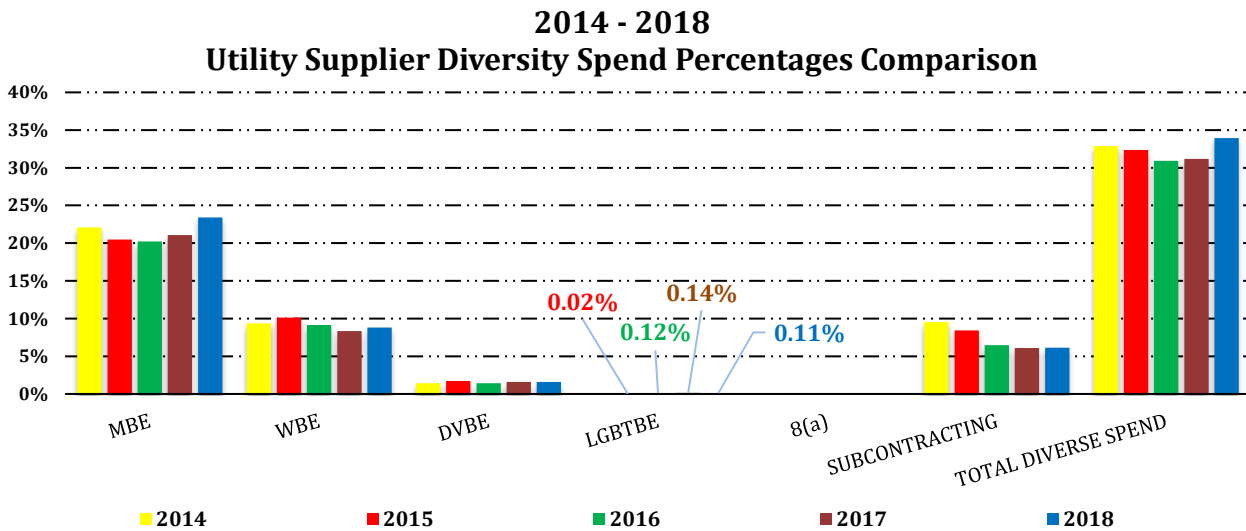
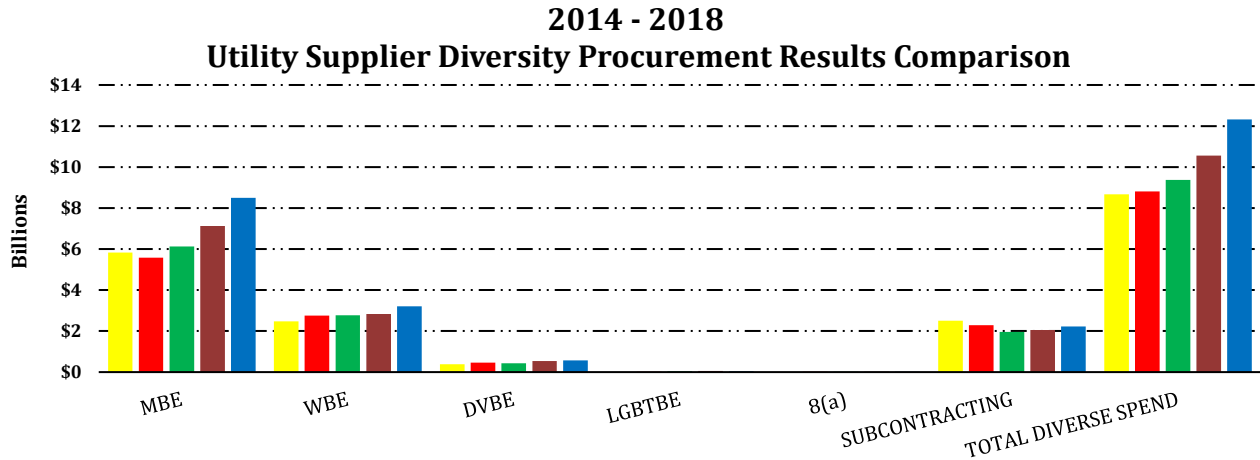
Category	Procurement Amount	Percentage Achieved	GO 156 Goal <sup>11</sup>
MBE	\$8.50 billion	23.43%	15%
WBE	\$3.20 billion	8.82%	5%
DVBE	\$0.57 billion	1.57%	1.5%
LGBTBE	\$38,767,083	0.11%	No goal <sup>12</sup>
8(a) <sup>13</sup>	\$292,006	0.001%	No goal
Subcontracting	\$2.22 billion	6.13%	No goal

<sup>11</sup> Aspirational goals set by GO 156, Section 8.2.

<sup>12</sup> 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).

<sup>13</sup> GO 156, Section 1.3.13: "Other groups or individuals found to be disadvantaged by the United States Small Business Administration (SBA) pursuant to Section 8(a) of Small Business Act as amended (15 U.S.C. 637(a)), or the Secretary of Commerce pursuant to Section 5 of Executive Order 11625." This category may include non-WMDVLGBTBEs.

As the five years graphs below indicate, the utilities continued to increase their procurement spend<sup>14</sup> with WMDVLGBTBEs. In the last five years, the procurement increased by 42.1 percent from \$8.67 billion in 2014, to \$12.32 billion in 2018, at a rate of 8.4 percent annually. The WMDVLGBTBE percentage of total procurement also increased from 32.9 percent in 2014 to 33.9 percent in 2018.



Similarly, compared to their 2014 results, the utilities increased their MBE spend by 46.1 percent, WBE spend by 29.7 percent, and DVBE spend by 51.5 percent in 2018, at an annual rate of 9.2 percent, 5.9 percent, and 10.3 percent, respectively.

<sup>14</sup> "Spend" refers to the dollars a utility spent in a particular category of procurement or with a supplier.

In 2018, the utilities improved their WMDVLGBTBEs spend by 16.7 percent from \$10.6 billion in 2017 to \$12.3 billion, growing the percentage of total procurement from 31.2 percent to 33.9 percent.<sup>15</sup>

Furthermore, the utilities, for 2018, reported increased spending in the MBE, WBE, and DVBE categories compared to their 2017 results:<sup>16</sup>

- MBE procurement increased 19.3 percent from \$7.13 billion to \$8.50 billion, with a higher percentage of total procurement from 21.1 percent to 23.4 percent.
- WBE spend improved by 13.2 percent from \$2.83 billion to \$3.20 billion along with an increased percentage of 8.8 percent from 8.4 percent.
- DVBE spend grew by 5 percent from \$543.71 million to \$571 million; however, the percentage of total procurement dipped from 1.61 percent to 1.57 percent.
- LGBTBE procurement decreased 19.6 percent from \$48.20 million to \$38.77 million as well as the percentage from 0.14 percent to 0.11 percent.

In aggregate, the utilities procured 33.9 percent of their total spend from diverse suppliers in 2018, exceeding the GO 156 overall 21.5 percent goal. They similarly surpassed the MBE, WBE, and DVBE goals.<sup>17</sup>

The utilities report direct spend with diverse suppliers and indirect spend, through prime contractors, with diverse subcontractors,<sup>18</sup> that adds up to constitute their total WMDVLGBTBE spend. In 2018, the utilities' diverse subcontracting spend increased by 8.2 percent from \$2.06 billion in 2017 to \$2.22 billion; with a percentage of total procurement increase from 6.07 percent to 6.13 percent.<sup>19</sup>

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<sup>15</sup> The numbers in the narrative may not reflect the percentage increases due to rounding. See Attachment A for detailed utilities' diverse procurement data.

<sup>16</sup> See Attachment A, Table 3.

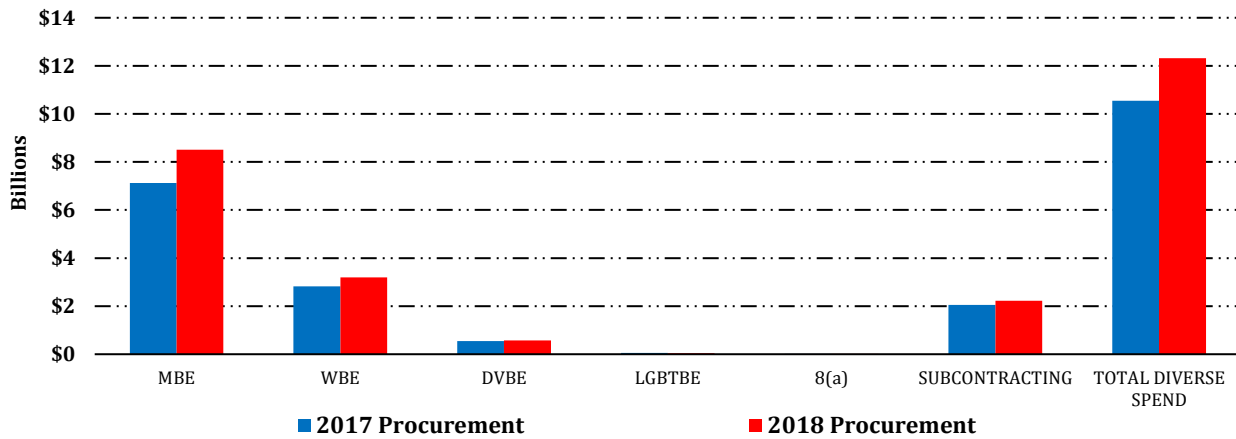
<sup>17</sup> MBE – 15%; WBE – 5%; DVBE – 1.5%; LGBTBE – no goal.

<sup>18</sup> 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.”

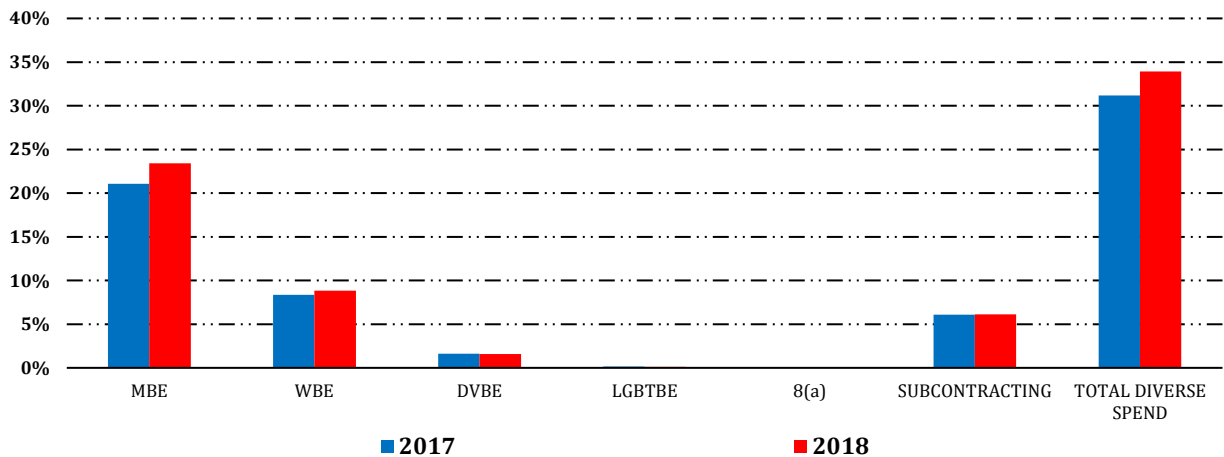
<sup>19</sup> See Attachment A, Table 11.



### 2017 and 2018 Utility Supplier Diversity Procurement Results Comparison



### 2017 and 2018 Utility Supplier Diversity Spend Percentages Comparison



## 2018 UTILITY WMDVLGBTBE PROCUREMENT RESULTS

Attachment A of this report details the GO 156 participating utilities' 2017 and 2018 WMDVLGBTBE procurement data. For the purpose of reviewing the 2018 WMDVLGBTBE results, utilities are grouped into two categories.

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

The large utilities procure significantly more compared to the small utilities. Their procurement dollars for 2018 represent 98 percent (\$35.57 billion) of the reported

aggregated total utilities' procurement dollars (\$36.30 billion).

For their WMDVLGBTBE spend data, the utilities include only those diverse suppliers that have a diverse certification status from the Supplier Clearinghouse. Furthermore, the CPUC recommends that the utilities report WMDVLGBTBE procurements in support of their California operations.<sup>20</sup>

Continuing previous years reporting practices, Cox Communications (Cox) and MCI Communications, Inc. d/b/a Verizon Business Services (MCI) provided their 2018 national WMDVLGBTBE spend data as opposed to their California-specific data. This year, XO Communications Services, LLC (a wholly owned subsidiary of MCI) also provided the company's national diverse spend 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.

### **Large Utilities Procurement Results**

Fifteen utilities fall under the large utility category:

- AT&T California (AT&T CA)
- AT&T Corporation (AT&T Corp)
- AT&T Mobility
- California Water Service (Cal Water)
- CenturyLink<sup>21</sup>
- Charter Communications (Charter)
- Comcast California (Comcast)
- Frontier Communications (Frontier)
- 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)

In 2018, the large utilities, collectively, achieved 34.1 percent, surpassing the GO 156 goal of 21.5 percent. The utilities also met all three GO 156 diverse categories goals.

AT&T Mobility, Cal Water, CenturyLink, Charter, Comcast, and T-Mobile did not meet the overall 21.5 percent in 2018,<sup>22</sup> although, T-Mobile came very close with 21.2 percent. All the

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<sup>20</sup> To ensure consistent reporting and assess WMDVLGBTBE spend progress and benefits within California.

<sup>21</sup> In 2017, CenturyLink acquired Level 3 Communications, Inc.

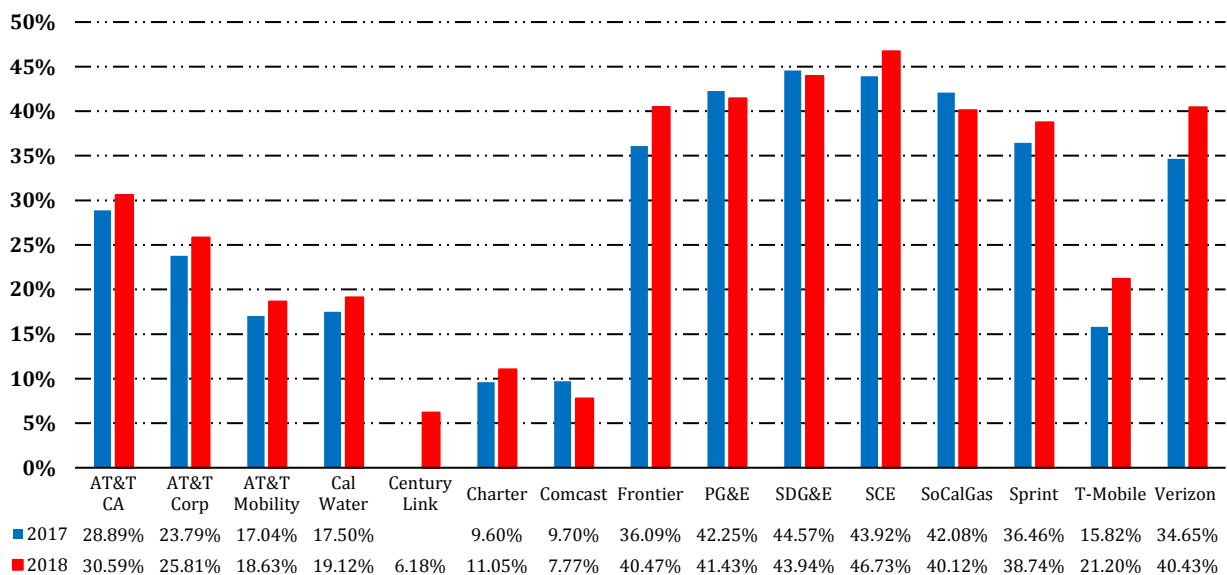
<sup>22</sup> AT&T Mobility, Cal Water, Charter, Comcast, and T-Mobile did not meet the 21.5 percent goal in 2017 as well.

large utilities increased their percentage of total procurement spend with WMDVLGBTBEs compared to 2017, except for Comcast, PG&E, SDG&E, and SoCalGas, whose percentage spend decreased.

SDG&E, PG&E, Frontier, Verizon, and SoCalGas lead the large utilities by spending more than 40 percent of their 2018 procurement with diverse suppliers, followed by Sprint’s 38.7 percent, and AT&T CA’s 30.6 percent. CenturyLink, Comcast, and Charter procured the least with diverse percentage of total procurement of 6.2 percent, 7.8 percent, and 11.1 percent, respectively.

In 2018, the large utilities grew their diverse spend by 16.8 percent from \$10.38 billion in 2017 to \$12.12 billion in 2018, improving the percentage of total procurement from 31.3 percent to 34.1 percent. AT&T Corp, AT&T Mobility, Cal Water, SCE, Sprint, T-Mobile, and Verizon showed increases in dollars and percentage of total procurement with diverse suppliers while Comcast reported decreases in both (see Tables 3, 1A, and 1B in Attachment A).

**2017/2018 Large Utilities Performance**



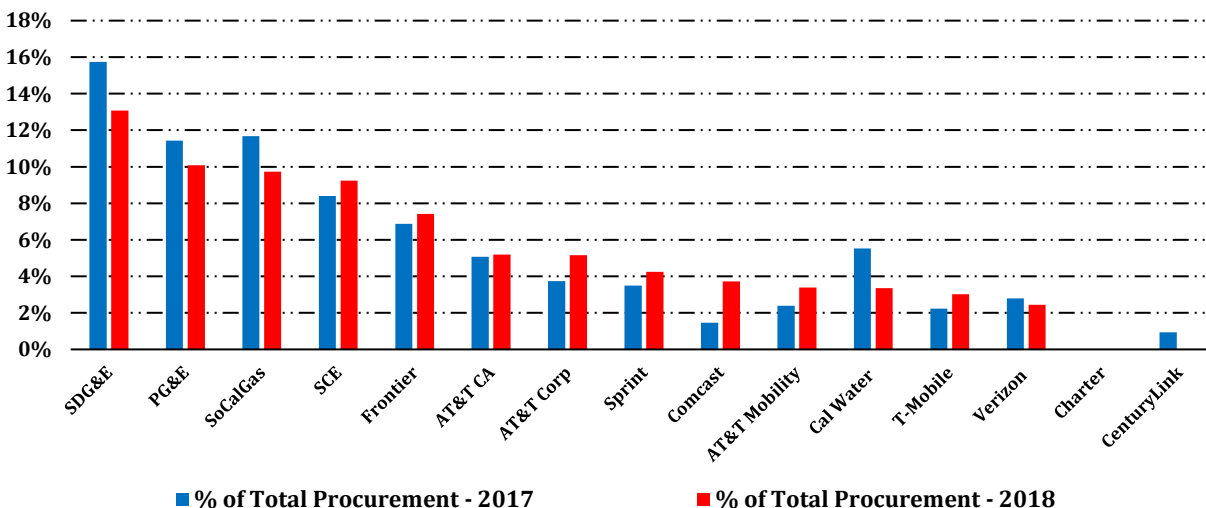
### Large Utilities’ Procurement: Subcontracting

Compared to 2017, the large utilities’ diverse subcontracting spending improved by 8.9 percent in 2018 from \$2.03 billion to \$2.21 billion<sup>23</sup>. The percentage of total procurement also increased from 6.1 percent to 6.2 percent. All the large utilities, except for CenturyLink, reported diverse subcontracting procurement spend in 2018. SDG&E reported the most percentage of total procurement at 13.1 percent, followed by PG&E, 10.1 percent; SoCalGas,

<sup>23</sup> The numbers may not reflect the percentage increases due to rounding. See Attachment A for detailed utilities’ diverse procurement data.

9.7 percent; and SCE, 9.2 percent. Charter reported the least percentage of total procurement with 0.001 percent. AT&T Corp, AT&T Mobility, Comcast, SCE, Sprint, and T-Mobile showed increases in dollars and percentage of total procurement with diverse subcontractors. On the other hand, Cal Water, Charter, SDG&E, SoCalGas, and Verizon reported decreases in both (see Table 11 in Attachment A).

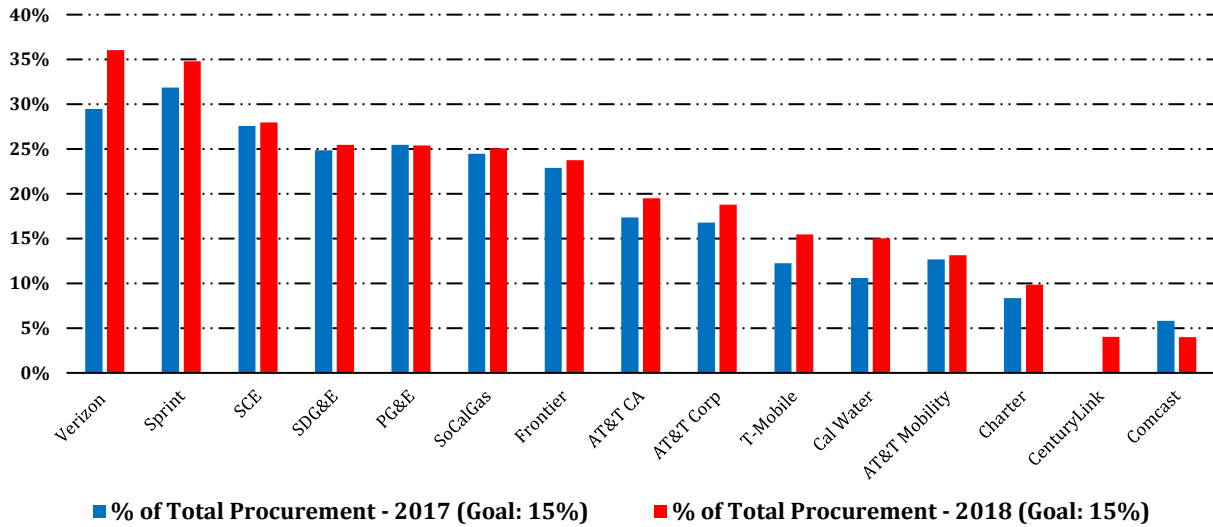
### Subcontracting: Comparison of 2017 and 2018 Diverse Procurement



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

The large utilities' total MBE procurement increased by 19.1 percent from \$7.05 billion in 2017 to \$8.39 billion in 2018. The percentage of total procurement also increased from 21.3 percent to 23.6 percent. Verizon had the highest percentage of total procurement (36.1 percent), followed by Sprint (34.8 percent), and SCE (28 percent). Comcast (4 percent), CenturyLink (4.03 percent), and Charter (9.9 percent) had the least MBE percentage of total procurement. Out of the 15 large utilities, AT&T Mobility, CenturyLink, Charter, and Comcast did not meet the 15 percent GO 156 MBE goal. AT&T CA, AT&T Corp, AT&T Mobility, Cal Water, SCE, SoCalGas, Sprint, T-Mobile, and Verizon reported increases in dollars and percentage of total procurement with MBEs while Comcast experienced decreases in both (see Tables 3, 1A, and 1B in Attachment A).

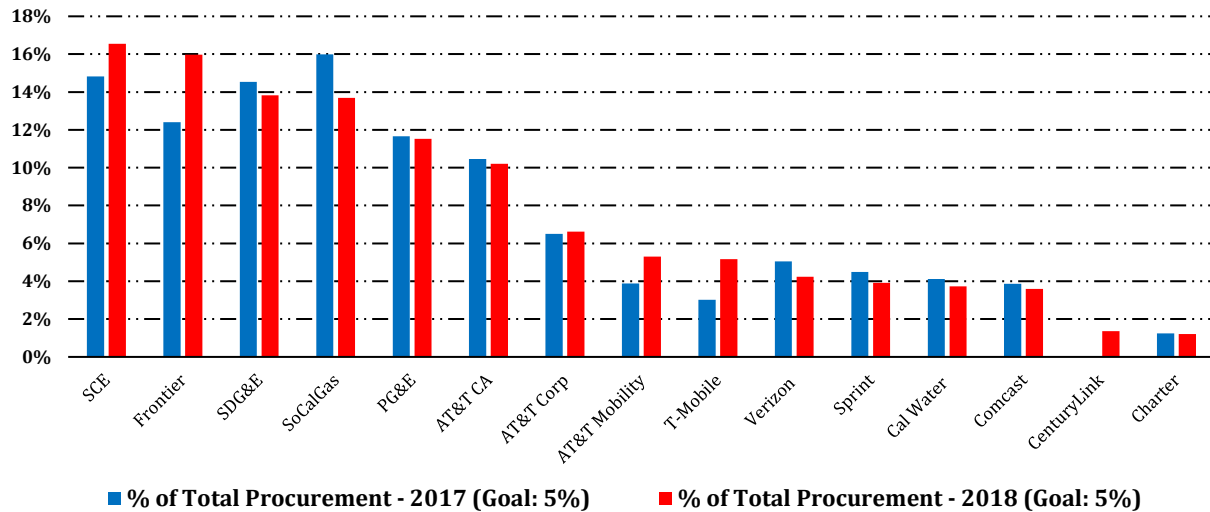
## Minority Business Enterprises: Comparison of 2017 and 2018 Procurement



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

Overall, the large utilities' WBE procurement spend showed a 13.8 percent improvement from \$2.75 billion in 2017 to \$3.13 billion in 2018. The WBE percentage of total procurement also increased from 8.3 percent to 8.8 percent. The large utilities met the 5 percent WBE goal with the exceptions of Cal Water, CenturyLink, Charter, Comcast, Sprint, and Verizon. Verizon procured 4.2 percent from WBEs, coming very close to the goal. Of the large utilities, SCE achieved 16.5 percent, the highest percentage of total procurement. Frontier (16 percent) and SDG&E (13.9 percent) also had high percentages. The utilities that reported the least WBE percentage were Charter (1.2 percent), CenturyLink (1.4 percent), and Comcast (3.6 percent). AT&T Corp, AT&T Mobility, Frontier, SCE, and T-Mobile reported increases in dollars and percentage of total procurement with WBEs. In contrast, AT&T CA, Cal Water, Charter, SDG&E, SoCalGas, and Verizon experienced decreases in both (see Tables 3, 1A, and 1B in Attachment A).

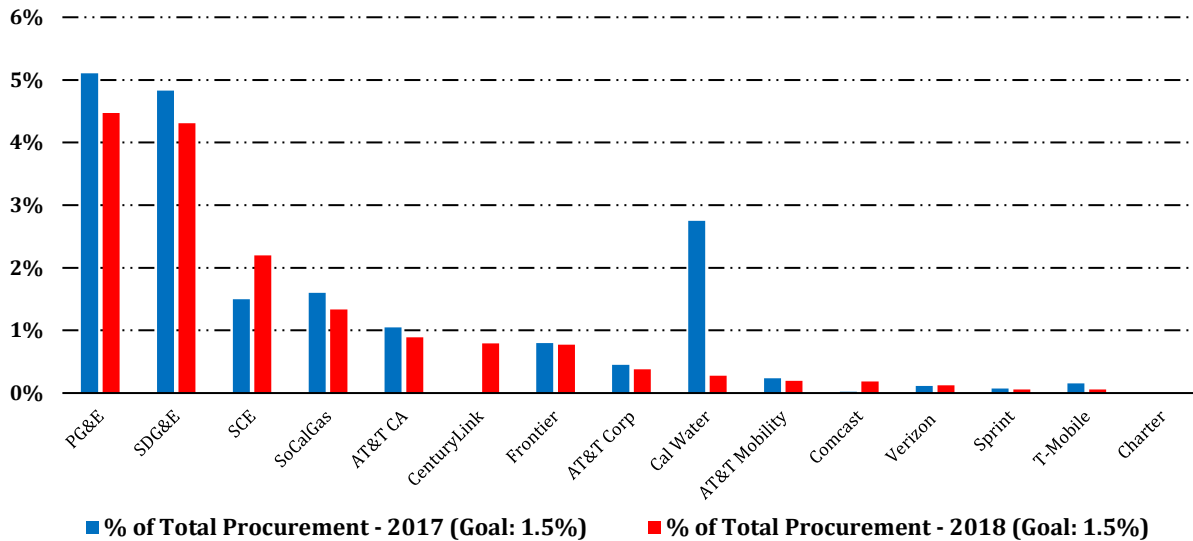
## Women Business Enterprises: Comparison of 2017 and 2018 Procurement



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

In 2018, the large utilities' DVBE procurement increased by 5.8 percent from \$533.68 million in 2017 to \$564.53 million. However, the DVBE percentage of total procurement decreased from 1.6 percent to 1.6 percent. Of the large utilities, only PG&E, SDG&E, and SCE met the DVBE 1.5 percent goal. PG&E had the highest DVBE percentage of total procurement with 4.5 percent, followed by SDG&E, 4.3 percent; and SCE, 2.2 percent. Charter did not procure from DVBEs in 2017 and 2018. The utilities that had the least DVBE procurement percentage are T-Mobile (0.1 percent), Sprint (0.1 percent) and Verizon (0.12 percent). Comcast, SCE, and Verizon reported increases in dollars and percentage of total procurement with DVBEs. On the other hand, AT&T CA, AT&T Corp, AT&T Mobility, Cal Water, Frontier, SDG&E, SoCalGas, and T-Mobile reported drops in both (see Tables 3, 1A, 1B, 7A, and 7B in Attachment A).

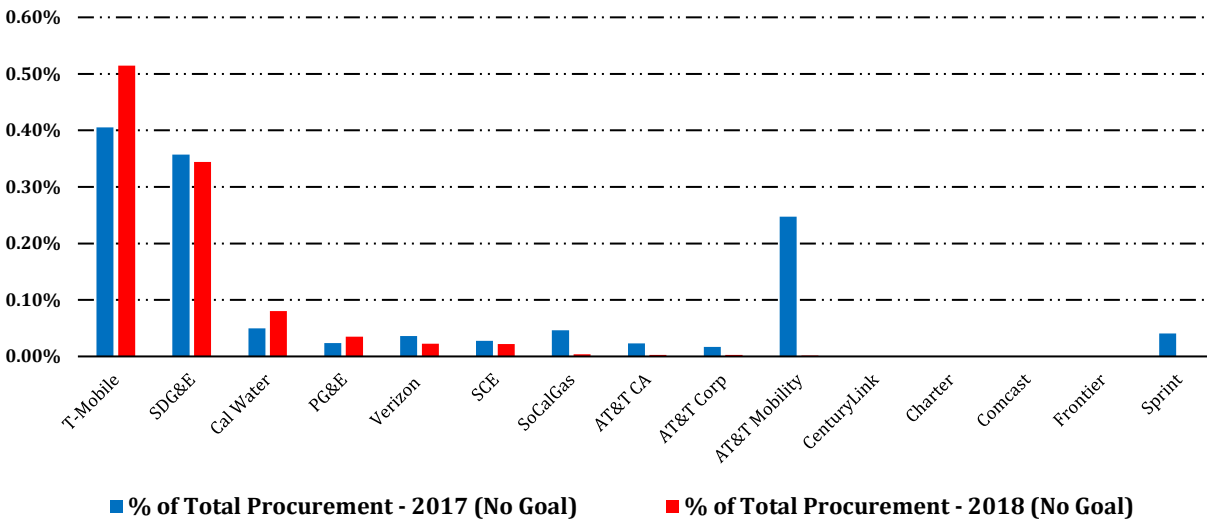
## Disabled Veteran Business Enterprises: Comparison of 2017 and 2018 Procurement



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

The large utilities spend with LGBTBEs declined by 28.7 percent in 2018 from \$40.14 million in 2017 to \$28.60 million. The percentage of total procurement also decreased from 0.12 percent to 0.08 percent. T-Mobile had the highest percentage of total procurement (0.5 percent), followed by SDG&E (0.3 percent), and Cal Water (0.1 percent). In 2018, CenturyLink, Charter, Comcast, Frontier and Sprint did not procure from LGBTBEs. AT&T CA (0.002 percent), AT&T Corp (0.002 percent), AT&T Mobility (0.002 percent) spent the least LGBTBE percentage in 2018. AT&T CA, AT&T Corp, AT&T Mobility, SCE, SoCalGas, and Verizon showed decreases in percentage of total procurement and dollar spend with LGBTBEs while Cal Water, PG&E, and T-Mobile showed increases in both (see Tables 3, 1A, 1B, 8A, and 8B in Attachment A).

## LGBT Business Enterprises: Comparison of 2017 and 2018 Procurement



### Small Utilities Procurement Results

The small utilities represent only two percent (\$726.34 million) of the total procurement reported by all the utilities in 2018 (the total procurement for large and small utilities was \$36.30 billion in 2018). Those small utilities reporting under the GO 156 program are:

- AT&T Long Distance
- California American Water Company (Cal-Am Water)
- Golden State Water Company (Golden State Water)
- Liberty Utilities Corp. - Park Water and Apple Valley Ranchos Water (Park & Apple Valley Water)
- Liberty Utilities, LLC – CalPeco Electric (Liberty CalPeco)
- Lodi Gas Storage
- Pacific Power (PacifiCorp)
- 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 2018, the small utilities, collectively, procured \$198.92 million from diverse suppliers, which is an increase of 14.2 percent from \$174.15 million in 2017. The diverse percentage of total procurement also increased from 25.1 percent to 27.4 percent (see Tables 3, 2A, and 2B in Attachment A).

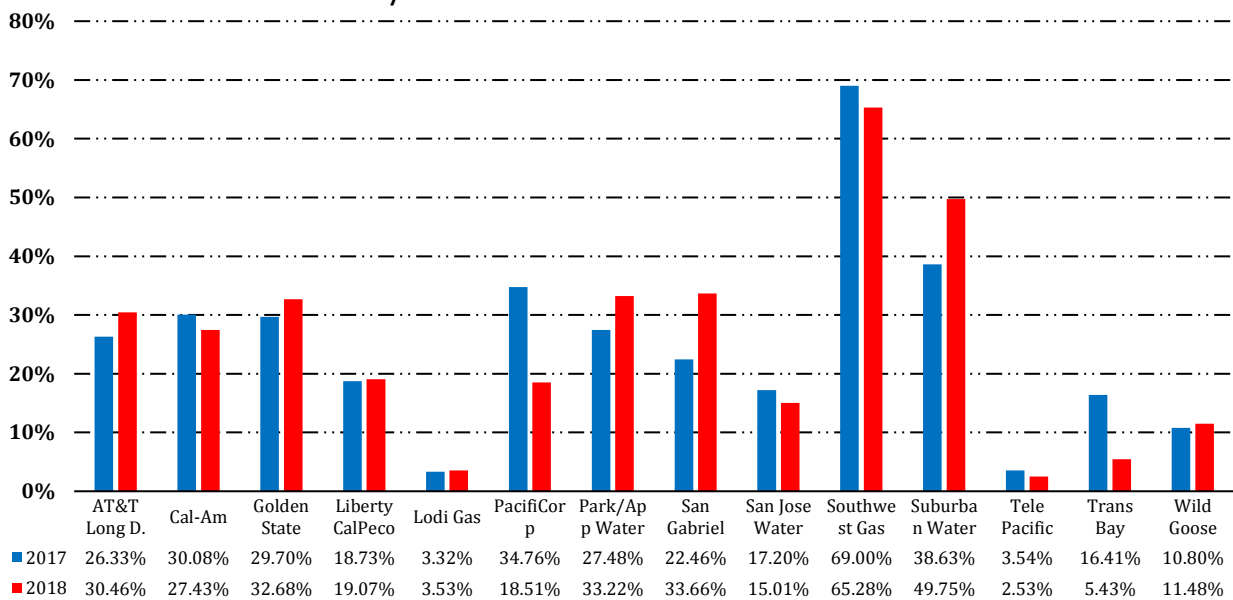


The small utilities did not meet the 1.5 percent DVBE goal in 2018. They exceeded the 15 percent MBE, and the 5 percent WBE goals. Moreover, the utilities surpassed the 21.5 percent overall GO 156 program goal; however, Liberty CalPeco, Lodi Gas Storage, PacifiCorp, San Jose Water, TelePacific, Trans Bay Cable, and Wild Goose did not meet this goal. In 2018, AT&T Long Distance, Golden State Water, Liberty CalPeco, Lodi Gas Storage, Park & Apple Valley Water, San Gabriel Valley, Suburban Water, and Wild Goose improved their percentage of total procurement spend with diverse suppliers from 2017.

Southwest Gas did 65.3 percent of its business with diverse suppliers in 2018, achieving the highest percentage of total procurement, followed by Suburban Water (49.8 percent) and San Gabriel Valley (33.7 percent). TelePacific (2.5 percent), Lodi Gas Storage (3.5 percent), and Trans Bay Cable (5.4 percent) procured the least percentage of total procurement from diverse suppliers.

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

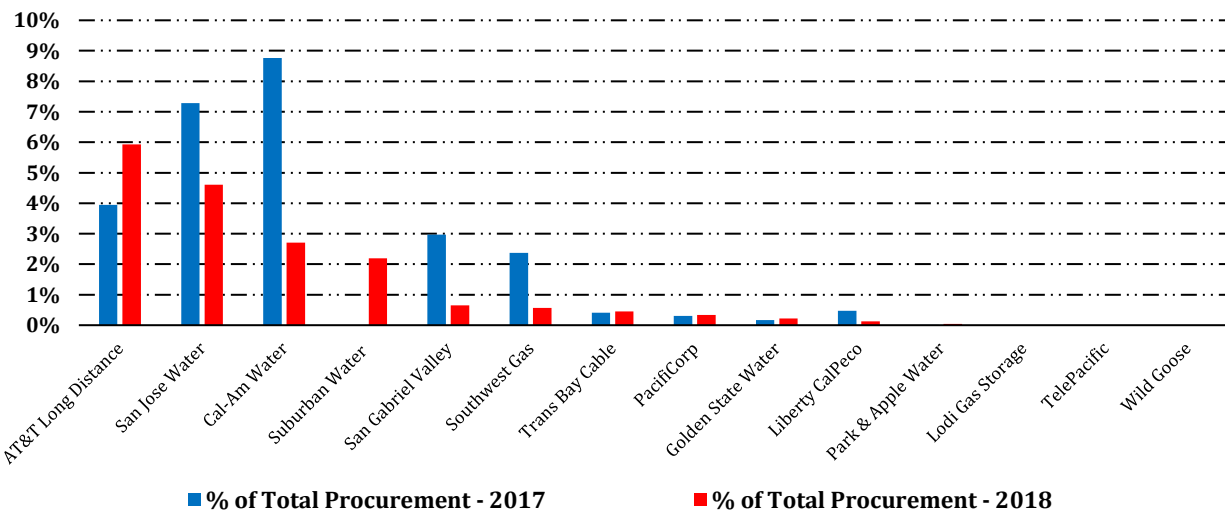
### 2017/2018 Small Utilities Performance



## Small Utilities' Procurement: Subcontracting

In 2018, the small utilities' diverse subcontracting spend decreased significantly by 44.4 percent from \$23.85 million in 2017 to \$13.25 million<sup>24</sup>. The percentage of total procurement also declined from 3.4 percent to 1.8 percent. All the small utilities, except Lodi Gas Storage, TelePacific, and Wild Goose reported diverse subcontracting spend. Among the utilities, AT&T Long Distance had the highest diverse percentage of total procurement with 5.9 percent, followed by San Jose Water (4.6 percent), and Cal-Am Water (2.7 percent). Park & Apple Valley Water (0.04 percent), Liberty CalPeco (0.1 percent), and Golden State Water (0.2 percent) reported the least diverse percentage. AT&T Long Distance, Golden State Water, PacifiCorp, Park & Apple Valley Water, and Suburban Water showed increases in dollars and percentage of total procurement with diverse subcontractors. However, Cal-Am Water, Liberty CalPeco, San Gabriel Valley, San Jose Water, Southwest Gas, and Trans Bay Cable reported decreases in both (see Table 11 in Attachment A).

**Subcontracting: Comparison of 2017 and 2018 Diverse Procurement**



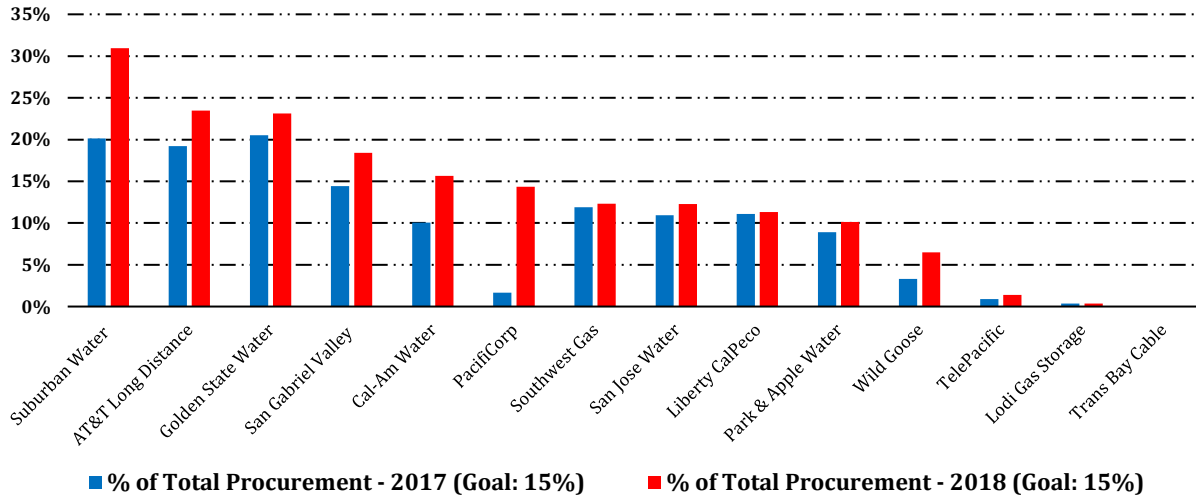
## Small Utilities' Procurement: Minority-owned Businesses (MBEs)

The small utilities' procurement from MBEs increased in 2018 by 37.78 percent from \$81.82 million in 2017 to \$112.73 million, with a diverse percentage improvement from 11.8 percent to 15.5 percent. From the small utilities, AT&T Long Distance, Cal-Am Water, Golden State Water, San Gabriel Valley, and Suburban Water achieved the 15 percent MBE program goal and PacifiCorp came close at 14.4 percent. Suburban Water had the highest percentage of 31 percent, followed by AT&T Long Distance (23.5 percent) and Golden State Water (23.1 percent). Trans Bay Cable, the same as in 2017, did not procure from an MBE in 2018. Lodi Gas Storage (0.4 percent), and TelePacific (1.4 percent) procured the lowest

<sup>24</sup> The numbers may not reflect the percentage increases due to rounding. See Attachment A for detailed utilities' diverse procurement data.

percentage of total procurement. All the small utilities, except for Lodi Gas Storage, reported increases in MBE procurement in dollars and percentage of total procurement (see Tables 3, 2A, and 2B in Attachment A).

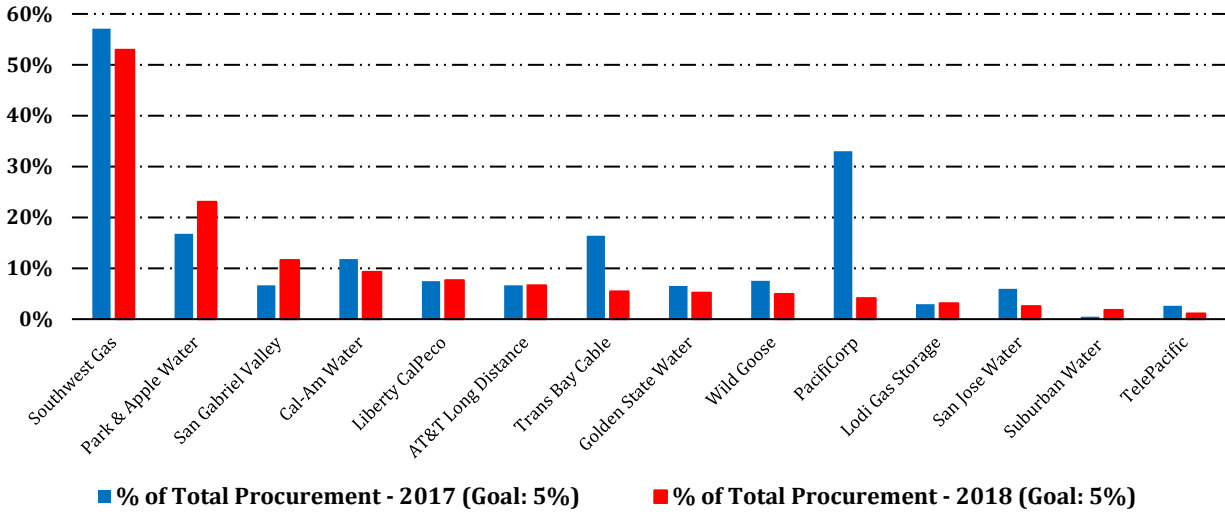
### Minority Business Enterprises: Comparison of 2017 and 2018 Procurement



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

The small utilities' procurement from WBEs decreased by 6.3 percent from \$74.23 million (10.69%) in 2017 to \$69.59 million (9.6 percent) in 2018. Except for Lodi Gas Storage, PacifiCorp, San Jose Water, Suburban Water, TelePacific, and Wild Goose Storage, the other utilities met the WBE five percent program goal. Wild Goose Storage procured 4.98 percent, almost meeting the goal. At 53 percent, Southwest Gas had the highest WBE percentage of total procurement, followed by Park Water & Apple Valley Water (23.1 percent), and San Gabriel Valley (11.7 percent). The utilities with the least percentage were TelePacific (1.1 percent), Suburban Water (1.8 percent), and San Jose Water (2.6 percent). Liberty CalPeco, Park & Apple Valley Water, San Gabriel Valley, and Suburban Water showed increases in WBE dollars and percentage of total procurement while Cal-Am Water, Golden State Water, PacifiCorp, San Jose Water, TelePacific, Trans Bay Cable, and Wild Goose reported decreases in both (see Tables 3, 2A, and 2B in Attachment A).

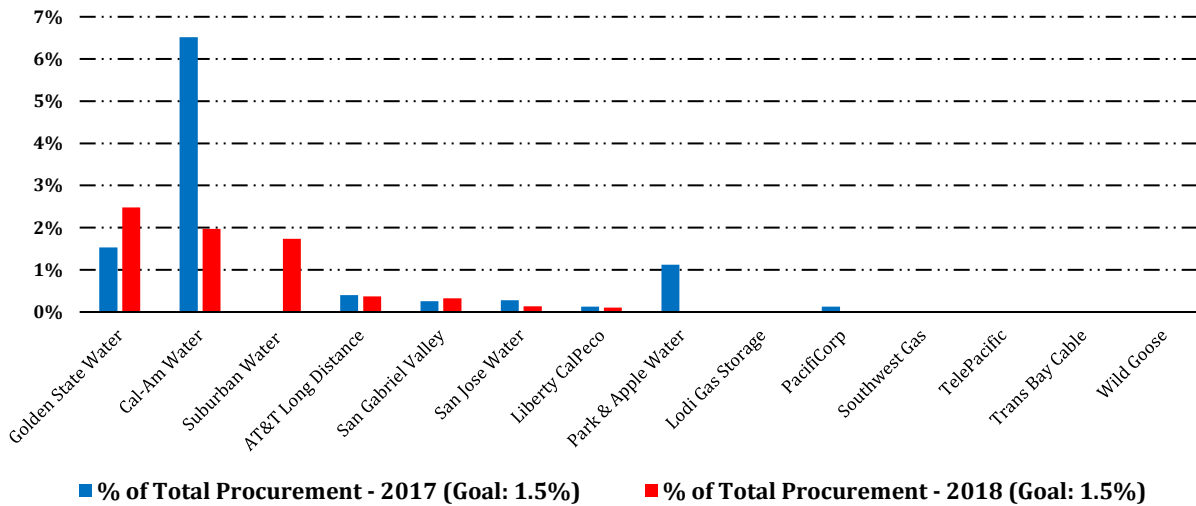
## Women Business Enterprises: Comparison of 2017 and 2018 Procurement



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

The small utilities' DVBE procurement decreased by 35.9 percent, from \$10.04 million in 2017 to \$6.43 million in 2018, representing a percentage of total procurement decrease from 1.5 percent to 0.9 percent. Only Cal-Am, Golden State Water, and Suburban Water reached the 1.5 percent DVBE program goal. Lodi Gas Storage, PacifiCorp, Southwest Gas, TelePacific, Trans Bay Cable, and Wild Goose did not procure from DVBEs. Golden State Water had the most percentage of total procurement at 2.5 percent, followed by Cal-Am Water (2 percent) and Suburban Water (1.7 percent). Park & Apple Valley Water (0.01 percent), Liberty CalPeco (0.1 percent), and San Jose Water (0.13 percent) had the least percentage of total procurement. Golden State Water, San Gabriel Valley, and Suburban Water reported increases in DVBE dollars and percentage of total procurement whereas AT&T Long Distance, Cal-Am Water, Liberty CalPeco, PacifiCorp, Park & Apple Valley Water, San Jose Water, and TelePacific reported decreases in both (see Tables 3, 2A, 2B, 7A, and 7B in Attachment A).

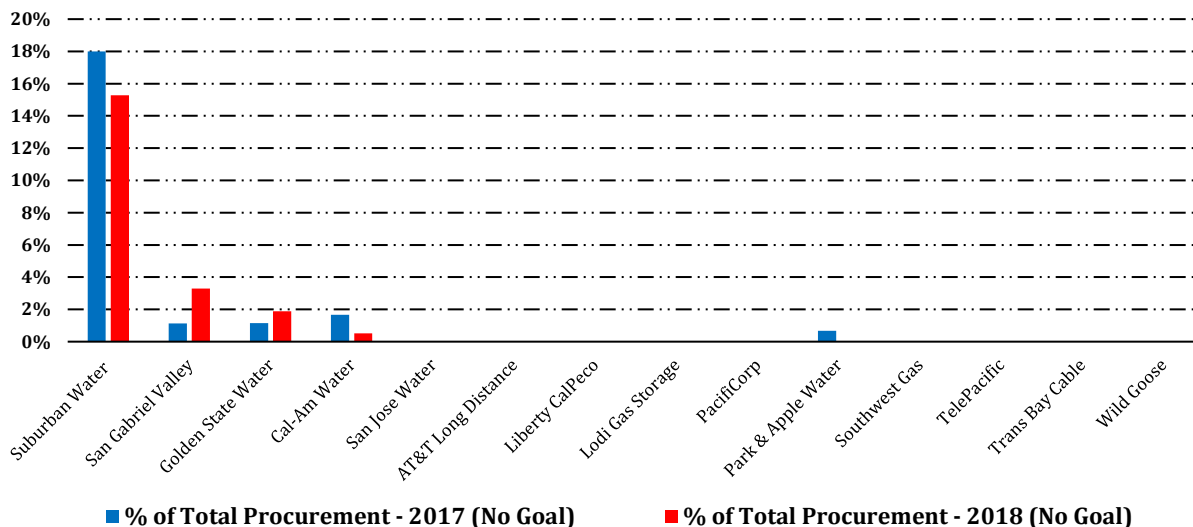
### Disabled Veteran Business Enterprises: Comparison of 2017 and 2018 Procurement



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

In 2018, the small utilities increased their LGBTBE spend by 26.1 percent from \$8.06 million in 2017 to \$10.17 million. The percentage of total procurement increased as well from 1.2 percent to 1.4 percent. Liberty CalPeco, Lodi Gas Storage, PacifiCorp, Park & Apple Valley Water, Southwest Gas, TelePacific, Trans Bay Cable, and Wild Goose did not procure from LGBTBEs in 2018. The utilities that procured the most percentage of total procurement were Suburban Water (15.3 percent), San Gabriel Valley (3.3 percent), and Golden State Water (1.9 percent). Those who procured the least percentage were AT&T Long Distance (0.003 percent), San Jose Water (0.02 percent), and Cal-Am (0.5 percent). Golden State Water, San Gabriel Valley, and San Jose Water reported increases in dollars and percentage of total procurement from LGBTBEs while AT&T Long Distance, Cal-Am Water, and Park & Apple Valley Water reported decreases in both (see Tables 3, 2A, 2B, 8A, and 8B in Attachment A).

## LGBT Business Enterprises: Comparison of 2017 and 2018 Procurement



## OTHER 2018 ACCOMPLISHMENTS

- AT&T:<sup>25</sup>
  - Succeeded in diversifying the market and advertising procurement category, removing it from the underutilized list.<sup>26</sup>
  - Celebrated its 50<sup>th</sup> year of supplier diversity.
- Cal-Am Water:
  - For the first time, met all three GO 156 goals (MBE, WBE, and DVBE) in 2018.
  - In 2018, required non-diverse prime contractors, with contracts over \$100,000 in value, to include diverse subcontractors.
  - Conducted its first Supplier Diversity Economic Impact Study in 2018 which is available on Cal-Am Water's website.<sup>27</sup>
- Comcast established a Supplier Diversity Council of California to enhance its supplier diversity program visibility internally, to increase opportunities for WMDVLGBTBES.
- Cox purchases much of its handsets and network equipment directly from two MBE logistics companies, as one solution to diversify this challenging category.
- Frontier renegotiated grandfathered service agreements in construction and outside plant maintenance, to provide additional opportunities for WMDVLGBTBES.

<sup>25</sup> 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.

<sup>26</sup> GO 156, Section 8.13: Each 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.

<sup>27</sup> <https://amwater.com/caaw/about-us/doing-business-with-us/supplier-diversity>

- In 2018, SDG&E increased its LGBTBE spend by 295 percent from the initial year of reporting (2015).
- San Gabriel Valley’s direct WMDVLGBTBE spend increased 174 percent in 2018, from \$8.12 million in 2017 to \$22.23 million.
- Suburban Water achieved its highest diverse spend performance in 2018 by spending close to 50 percent of its 2018 total spend with diverse suppliers.
- In recognition of the importance of supplier diversity, in 2018, T-Mobile elevated the Senior Manager of Supplier Diversity position to a Director position.
- In 2018, the utilities, with inputs from community-based organizations (CBOs) and others, developed best practices for prompt payments to reduce the challenges diverse suppliers face around invoice payments and cash flow<sup>28</sup>. The utilities agreed to:
  - Increase communications and education on utilities’ payment processes.
  - Develop payment resources and share the information through various channels.
  - Provide directions and contact information for diverse suppliers with concerns or seeking information.
  - Conduct workshops, webinars, and meetings to educate diverse suppliers about cash flow management, contract management, invoice payment processing, and payment options.
  - Assist prime contractors with prompt payment issues.
  - Organize forums with CBOs and diverse suppliers to discuss invoice payment challenges and opportunities for process enhancements.

Through the GO 156 program, a majority of the utilities continue to enhance their plans to engage more diverse suppliers as reflected in the year-to-year increases in total WMDVLGBTBE spend. This program has opened the door for small diverse suppliers to take advantage of the utilities’ diverse subcontracting initiatives, that afforded them the chance to grow in size and build in capacity, in order to deliver high-quality, cost-effective services, as prime contractors, directly to the utilities. In the course of such growth, the diverse suppliers created jobs and invested in communities, contributing to California economic development.

## **2018 PROGRAM HIGHLIGHTS**

The GO 156 reports submitted by the utilities mention numerous activities and developments the utilities implemented in the course of 2018 for the success of their supplier diversity programs. CPUC staff also conducted various educational outreach activities to promote GO 156, supervised the Supplier Clearinghouse, and provided guidance to the utilities. Although not an exhaustive list, the following are some CPUC and utility GO 156 program highlights for 2018.

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<sup>28</sup> In 2018, utilities subject to GO 156 (Joint Utilities) such as AT&T, Cal Water, Golden State Water, Frontier, PG&E, SDG&E, San Jose Water, SCE, SoCalGas, Sprint, T-Mobile, Verizon etc., held a collaborative forum to discuss issues related to invoice payments.

## The CPUC:

- Continued to work with the utilities, public agencies, CBOs, advocacy groups, business organizations, and other interested entities to promote the mission and goals of GO 156 as well as the development of WMDVLGBTBEs in California.
- Staff participated in more than 70 events (conferences, workshops, webinars, expos, panel discussions) throughout California organized by CBOs, 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.
- Utility Supplier Diversity Program staff reviewed the utilities' GO 156 reports and assessed their 2017 supplier diversity performances and 2018 plans. Subsequent to the reviews, staff set-up meetings and/or sent follow-up questions to discuss the utilities' programs further and to provide suggestions and guidance.
- Continued to participate in the Joint Utilities<sup>29</sup> 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.
- 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 25<sup>th</sup>, 2018, the CPUC held its first 2018 expo in Long Beach, and on November 1, 2018, its second expo in San Ramon. 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 events had more than 100 exhibitors and over 1,000 small and diverse business attendees. The Long Beach expo had a matchmaking forum where diverse/small businesses had the opportunity to meet one-on-one with buyers from the utilities, prime contractors and public agencies. There were 35 buyers present with more than 300 10-minute appointments scheduled. Furthermore, the expos had educational workshops and panel discussions on topics of how to do business with the utilities, how to contract with the state of California, how businesses can implement energy efficiency measures, how to access capital, how to effectively market businesses, how to improve businesses' cybersecurity, and first aid certification.

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<sup>29</sup> The utilities that participate in the GO 156 program.



- Encouraged the new energy market entrants, such as Community Choice Aggregators<sup>30</sup> (CCAs), storage facilities, solar companies, to embrace the spirit of GO 156 and develop programs that aim to include small, diverse, and local businesses in their supply chain. To show their support, some new entrants exhibited at the CPUC small business expos. At the San Ramon expo, in addition to exhibiting, Marin Clean Energy (MCE) presented on how CCAs can advance diverse procurement, energy efficiency and workforce development.

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 in order to promote their supplier diversity programs and procurement opportunities.
- Develop WMDVLGBTBEs through their technical assistance<sup>31</sup> and capacity building<sup>32</sup> 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 is steadfast in its oversight to promote the GO 156 Utility Supplier Diversity Program in a way that benefits California's economic development. The CPUC is fully invested in the program and provides guidance to ensure GO 156 program sustainability.

## **2018 PROGRAM CHALLENGES**

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In 2018, 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.

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<sup>30</sup> Community Choice Aggregators are governmental entities formed by cities and counties to serve the energy requirements of their residents and businesses.

<sup>31</sup> 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.

<sup>32</sup> 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.

- A few utilities 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.
- In some cases, geographical locations, road conditions, and weather patterns dissuade diverse suppliers from participating in utility contracts.
- 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.
- 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.
- The high cost of living in the Bay Area deters diverse suppliers from thriving.
- 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.
- 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.
- The utilities reporting fuel and power procurements are facing increasing challenges diversifying their procurement base due to credit requirements, capital constraints, complicated regulations, low demands, and unfavorable market conditions.
- 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.

## **2018 OTHER PROGRAM ACTIVITIES**

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### **CPUC's 2018 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 effective implementation 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 4, 2018, the CPUC Utility Supplier Diversity Program staff coordinated and participated at the CPUC's 16th annual en banc entitled, "General Order 156 – Next Generation of Supplier Diversity Excellence." The en banc was held at the Richmond Memorial Auditorium and Convention Center, in Richmond, California. Approximately 275 people attended, along with the five CPUC Commissioners, the Honorable Gwen Moore, diverse suppliers, small businesses, utility executives, government representatives, advocacy groups, CBOs, and others interested in supplier diversity.

During the en banc, the CPUC's Utility Supplier Diversity Program Manager presented an overview of the utilities' supplier diversity performances in 2017. The presentation was then followed by five panel discussions, moderated by the CPUC Commissioners and the Honorable Gwen Moore.

The first discussion consisted of panelists representing the diverse communities, to understand their perspectives and recommendations on how competition and deregulation are reshaping GO 156. The panelists discussed challenges facing their members which included:

- Master contracts.
- Prompt payment and discount payment terms.
- Decline of subcontracting opportunities and the need for utilities to continue their work with prime contractors.
- Transparency of utilities' bid process and disclosure of contracted prime contractors.
- Joint ventures between the utilities and diverse suppliers.

The second panel discussion provided a follow-up from last year's en banc on how new energy market entrants such as CCAs, storage facilities, and solar companies could create opportunities for diverse suppliers.

The third panel consisted of utility representatives addressing diverse suppliers concerns regarding prompt payment programs and strategic sourcing practices. Finally, the last two panels (executives from communications, water, and energy utilities) discussed GO 156 economic impact on the communities they serve, industry challenges, and their commitment to the program.

In line with the intent of GO 156, the Commissioners heard from and discussed with the panels issues on supplier diversity sustainability; the future of supplier diversity; supplier diversity program challenges; and progress in technical assistance and capacity building programs. 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. The Commissioners noted the progress made by the utilities and encouraged them to continue their creativity to sustain their efforts.

## **Subcontracting**

GO 156, Section 6.3 expects “[e]ach utility to establish and maintain a subcontracting program for the purpose of encouraging its prime contractors to utilize WMDVLGBTBE subcontractors.” Towards this end, 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 the utilities continue to strategically source<sup>33</sup> 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 business. 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. The program may also develop diverse suppliers to bridge the gap in areas where diverse suppliers are unavailable. The utilities long-term efforts have yielded in the development of diverse suppliers to become 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

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<sup>33</sup> To reduce cost and improve efficiency, utilities are moving more and more towards consolidating contracts and awarding one master contract to a prime contractor.

spend. However, they will continue to explore options and make efforts to develop their diverse subcontracting programs with OEMs.

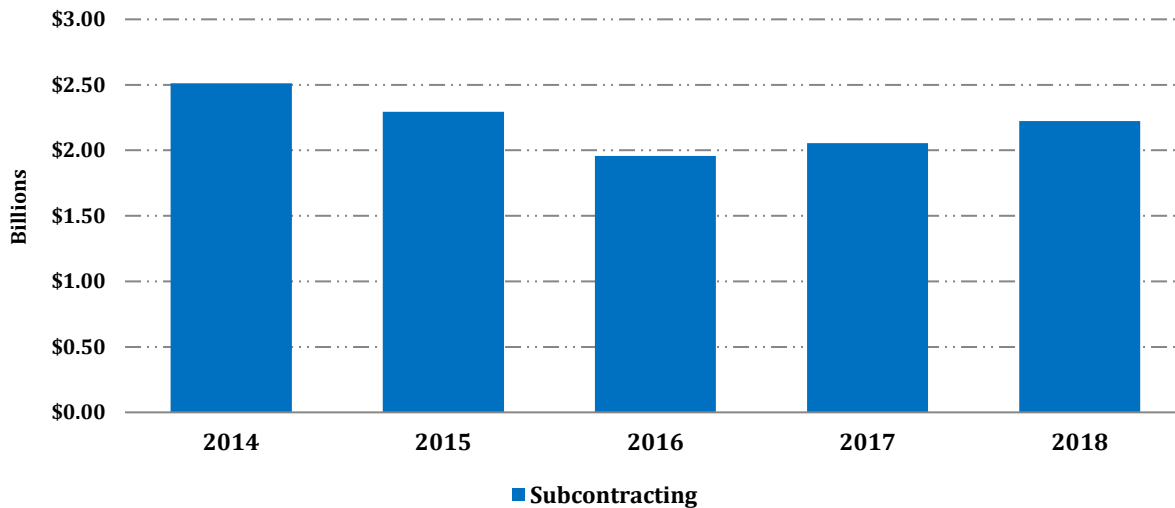
To strengthen the subcontracting program, the utilities implement various initiatives in 2018. Below are some of the strategies indicated in their GO 156 reports. The utilities:

- 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.
- 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 2018 are:

- Cal-Am Water implemented a Diverse Business Enterprise Requirement Statement (DBE) in 2018, that includes the goals non-diverse prime contractors are expected to achieve for contracts over \$100,000.
- Charter expanded the legal language to the standard master agreement template for subcontracting diverse spend in 2018, to further encourage prime contractors to utilize WMDVLGBTBEs.
- Comcast worked closely with its prime contractors in 2018 that resulted in a 170 percent increase in diverse subcontracting spend.
- Suburban Water succeeded in implementing a diverse subcontracting spend tracking and reporting process and provided, for the first time, the company's 2018 diverse subcontracting data.

## 2014 - 2018 Subcontracting Procurement Comparison



As the graph above shows, the last five years' trend shows a steady subcontracting spend around \$2 billion. Since 2016, where subcontracting spend dropped the most, the utilities have increased the spend by 13.7 percent, between 2016 (\$1.96 billion) and 2018 (\$2.22 billion), at a rate of 4.6 percent annually. CPUC staff encourages the utilities to continue developing best practices and strategies to sustain the upward gains of diverse subcontracting spend.

### 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 2018, the large utilities in aggregate had a 2.7 percent diverse legal spend increase from \$33.6 million in 2017 to \$34.5 million.<sup>34</sup> Among these utilities, AT&T, Cal Water, SDG&E, SCE, SoCalGas, and Verizon spent more on diverse legal firms.

SCE spent 21.9 percent of its total legal expenditure with WMDVLGBTBEs, achieving the highest percentage in 2018, followed by Cal Water (20.3 percent). AT&T, Cal Water, SDG&E,

<sup>34</sup> Includes only those large utilities that reported both diverse and total legal spends - AT&T combined, Cal Water, Comcast, PG&E, SDG&E, SCE, SoCalGas, T-Mobile, and Verizon.

SoCalGas, and Verizon increased their diverse legal dollars and legal percentage in 2018 compared to 2017 whereas Comcast, PG&E, and T-Mobile 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 2018, 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.
- Partnered with several organizations to identify barriers and find solutions to accelerate the utilities' legal supply chain diversification.

### ***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 2018 successes in procurement from diverse financial firms:

- In 2018, for AT&T, six diverse firms underwrote \$825 million in debt through retail bonds totaling \$400 thousand in fees.
- Cal Water contracted an Asian Pacific-owned accounting firm to conduct an annual audit of Cal Water's Health, Pension, and Savings Plan.

- Charter contracted seven diverse investment banking firms to execute bond financing activities.
- Comcast contracted eleven diverse firms in the corporate bond market to underwrite approximately \$366 million of financing.
- PG&E continued to contract with six diverse firms to collectively manage nine equity, fixed income and real estate securities accounts with PG&E's Employee Benefit and Nuclear Decommissioning Trusts. PG&E's diverse-managed trust investments totaled \$2.7 billion in 2018.
- San Gabriel Valley utilizes a diverse accounting firm to provide audit and tax services.
- SCE is investing over \$100 million in money market securities through two diverse firms and engaged a total of 17 diverse firms to co-manage \$2.75 billion of capital market financing.
- SoCalGas' diverse spend in finance increased from \$1.2 million in 2017 to \$2 million in 2018.
- Southwest Gas' parent company, Southwest Gas Holdings, Inc., hired two diverse investment banks as co-managers in a public offering of common stock.

### ***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 2018. The utilities (PG&E, SDG&E and SCE) who administer the Electric Program Investment Charge (EPIC)<sup>35</sup> and who have the Grid Modernization Program are working towards creating opportunities for diverse suppliers to participate in these projects. In 2018, the utilities continued to allocate and dedicate resources to identify highly technical areas where 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 2018 successes in highly technical areas:

- Cal Water contracted a diverse marketing firm to support the company's strategic marketing activities.
- Charter utilized 20 diverse suppliers in the areas of Media Agency, Direct Mail/Print and Market Research.
- 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.

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<sup>35</sup> 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.



- SCE spent approximately \$1.7 million with diverse suppliers in support of SCE's EPIC demonstration projects

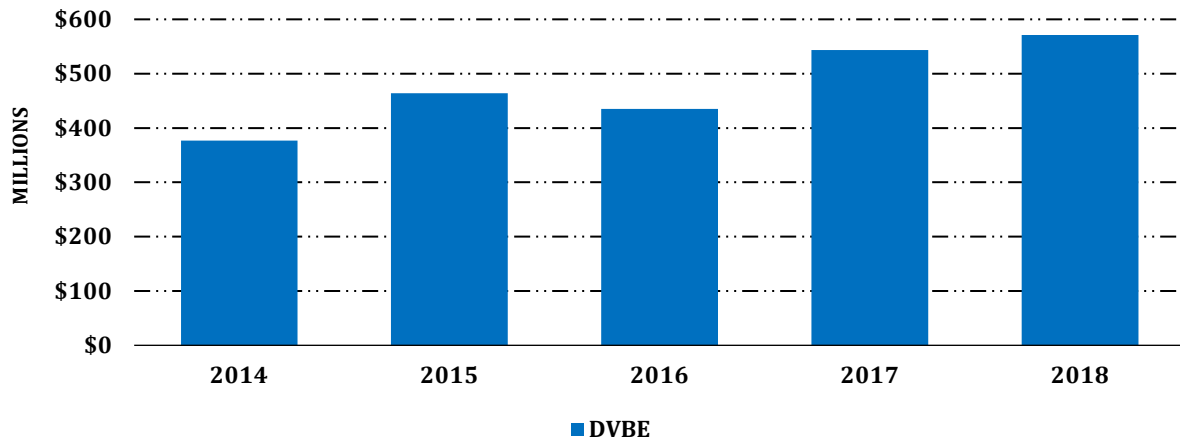
The CPUC recognizes the utilities efforts and encourages them to continue identifying, developing and including diverse suppliers in areas where they are underutilized. The utilities have been meeting with potential diverse suppliers in those categories as well as sponsoring and participating in events and forums designed for such firms. In addition, the utilities support organizations and students in order 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 2018, 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, to offer these engagement programs and business opportunities. 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 2018, the utilities spent 5 percent more with DVBEs than in 2017, exceeding the GO 156 DVBE goal. However, in 2018, the DVBE percentage of total procurement declined slightly from 1.61 percent in 2017 to 1.57 percent.

Even though the utilities in the last five years have continued to grow the DVBE spend as shown in the graph below, they report on going challenges in identifying DVBEs with the desired expertise, capacity, and location. In 2018, only PG&E, SDG&E, SCE, Cal-Am Water, Golden State Water, and Suburban Water met the DVBE 1.5 percent goal. With the rapid changes in technology, utilities urge the various DVBE organizations to refocus on developing the capacity of DVBEs to enhance their competitiveness in the next generation of emerging technologies.

### 2014 - 2018 DVBE Procurement Comparison



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 LGBTBEs<sup>36</sup> with a five-year plan to set a procurement target goal.<sup>37</sup> 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.

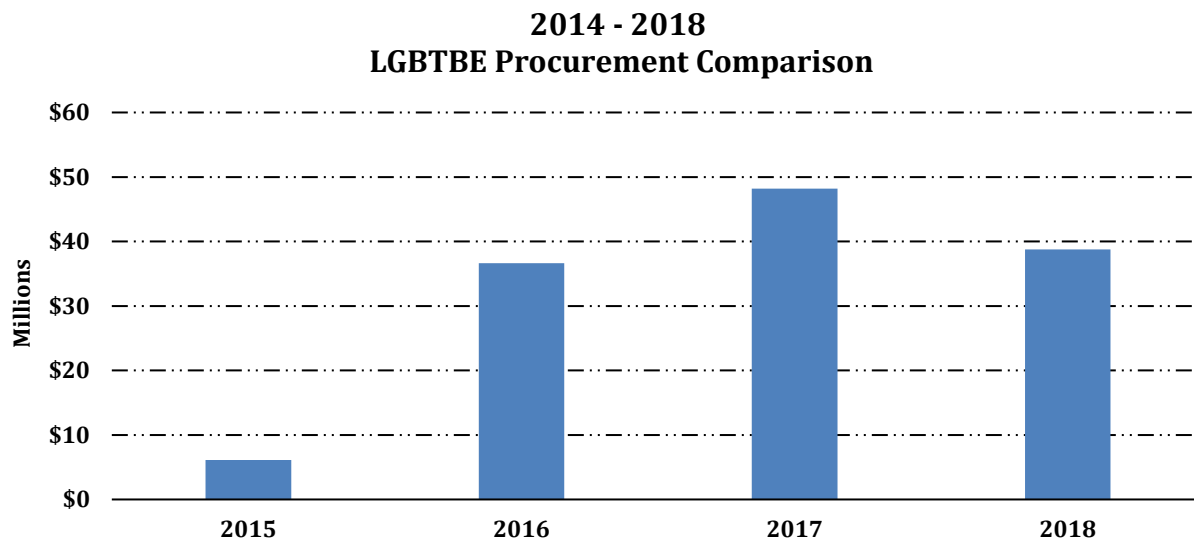
Since 2015, the utilities have updated their internal procurement processes and reporting systems to include LGBTBEs and continue to refine their strategies to grow their participation in direct and prime subcontracting procurement opportunities. In 2018, the utilities renewed their efforts to identify 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 certified; and to provide technical assistance and capacity-building programs to increase the pool of qualified LGBTBEs.

Despite the various initiatives, most utilities are experiencing challenges in identifying qualified LGBTBEs. In 2018, CenturyLink, Charter, Comcast, Frontier, Sprint, Liberty

<sup>36</sup> To comply with AB 1678 (Stats. 2014, ch. 633)

<sup>37</sup> *Order Instituting Rulemaking to Update General Order 156 to Comply with Assembly Bill 1678 by Extending Provisions of the Utilities' Supplier Diversity Program to Lesbian, Gay, Bisexual and/or Transgender (LGBT) Business Enterprises*, Decision 15-06-007.

CalPeco, Lodi Gas Storage, PacifiCorp, Park & Apple Valley Water, Southwest Gas, TelePacific, Trans Bay Cable, and Wild Goose Storage did not procure from LGBTBEs. There are limited number of certified-LGBTBEs available in the Supplier Clearinghouse database, the majority of which are not in line with the utilities' procurement needs. This is reflected in the decline of LGBTBE spend by 19.6 percent from 2017, \$48.2 million, to \$38.8 million in 2018.<sup>38</sup> The utilities had a promising start in 2016 and 2017; but they did not maintain the upward trajectory in 2018 as shown in the table below.



To increase the number of available LGBTBEs in the Supplier Clearinghouse database, in 2018, the CPUC and the Joint Utilities<sup>39</sup> signed a Memorandum of Understanding with the National Gay & Lesbian Chamber of Commerce (NGLCC) to migrate the NGLCC's LGBT-certified businesses database into the Supplier Clearinghouse database in 2019. CPUC staff hopes the boost in numbers will provide the utilities with a robust database where they can identify LGBTBEs that meet their respective industry requirements and needs.

### **Fuel and Power Procurement<sup>40</sup>**

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.<sup>41</sup> Five energy utilities (PG&E, SDG&E, SCE, SoCalGas, and Southwest Gas) reported their 2018 fuel and/or power purchases separately.<sup>42</sup>

<sup>38</sup> See Attachment Table 3, 1A, 1B, 2A, 2B, 8A and 8B.

<sup>39</sup> Utilities participating in the GO 156 program.

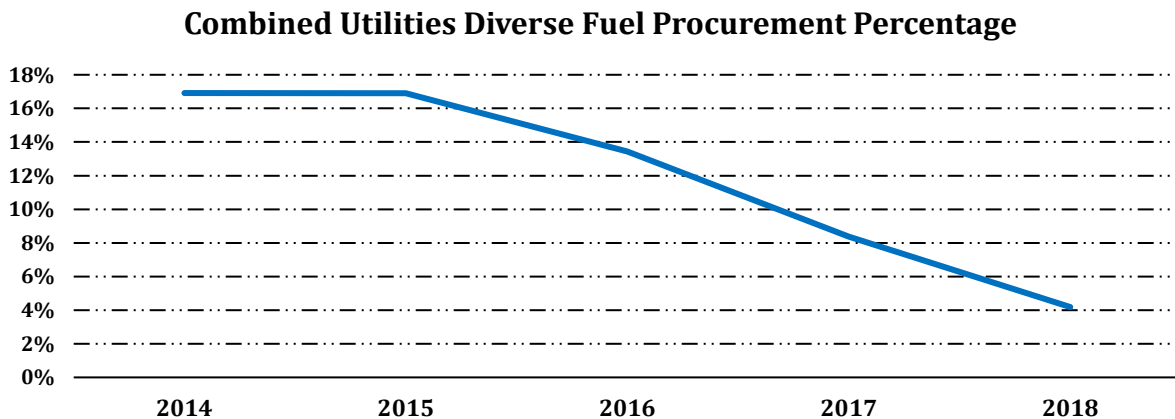
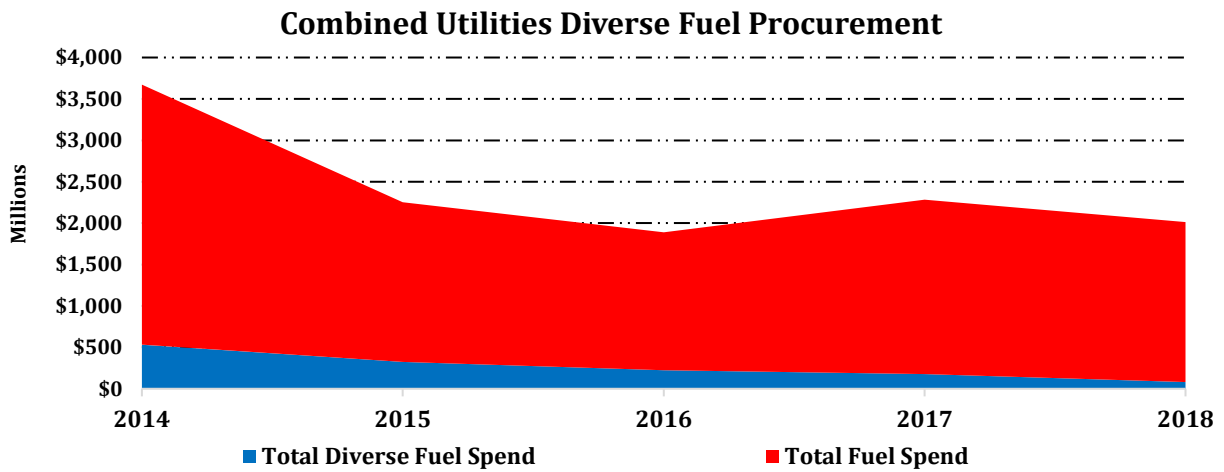
<sup>40</sup> Fuel procurement to provide gas services such as natural gas; and power procurement to provide electric services such as renewable and non-renewable power products.

<sup>41</sup> GO 156, Sections 8.12 and 9.1.11.

<sup>42</sup> For detail fuel and power diverse procurements, see Attachment A, Tables 9 and Table 10.

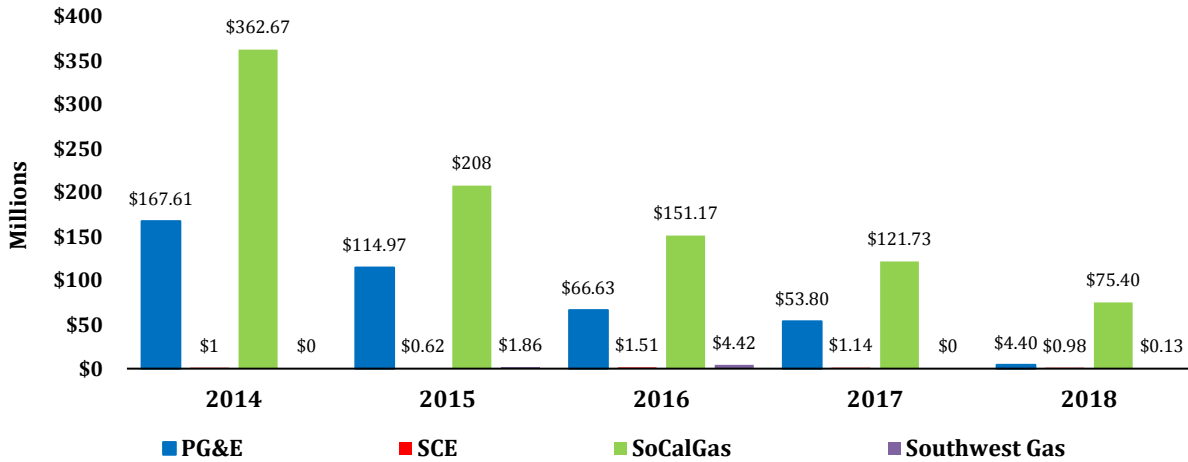
## Fuel Procurement

PG&E, SCE, SoCalGas, and Southwest Gas reported on their diverse fuel procurement in 2018. In the last five years, diverse suppliers' participation in the energy utilities' fuel procurement has continued to decline. The combined utilities' fuel procurement data shows more and more fuel procurement expenditure is going towards non-diverse suppliers. The graphs below show the downward trends of both diverse fuel spend as well as percentage of total fuel procurement.



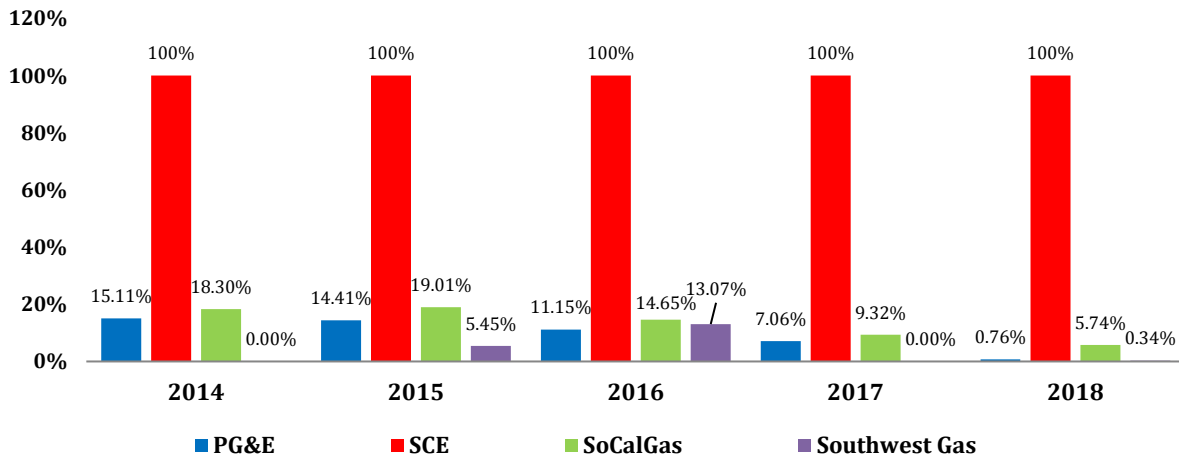
The individual utilities are spending less and less on diverse fuel procurement as the graph below indicates. In 2018, PG&E's spend fell 97.4 percent from 2014 spend; SCE's, 0.01 percent; and SoCalGas', 79.2 percent. Southwest Gas' diverse fuel procurement declined 93 percent from its 2015 result.

### 2014 - 2018 Diverse Fuel Procurement



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

### 2014 - 2018 Diverse Fuel Procurement Percentage



As shown in the table below, in 2018, Southwest Gas succeeded in procuring fuel from diverse suppliers, which was not the case in 2017. Unfortunately, the remaining utilities spent less dollars on diverse fuel procurement in 2018 compared to 2017. As a result, the spend declined 54.2 percent. PG&E’s diverse fuel spend went down 91.8 percent; SCE’s, 13.8 percent; and SoCalGas’, 38.1 percent.

### Fuel Procurement for Non-Generation

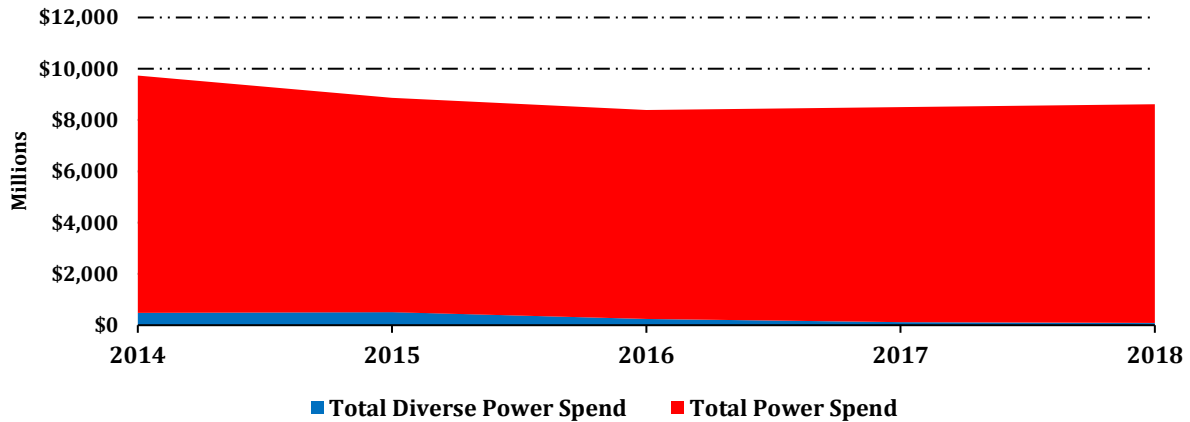
Utility	2017 Diverse Spend	2017 Diverse % of Total Spend	2018 Diverse Spend	2018 Diverse % of Total Spend
PG&E	\$53.8 MM <sup>43</sup>	7.06%	\$4.4 MM	0.76%
SCE	\$1.14 MM	100%	\$0.98 MM	100%
SoCalGas	\$121.73 MM	9.32%	\$75.4 MM	5.74%
Southwest Gas	\$0	0.00%	\$0.13 MM	0.34%

In 2018, PG&E and SoCalGas procured less diverse percentage of total fuel expenditure from diverse suppliers compared to 2017 whereas Southwest Gas increased its percentage.

### Power Procurement

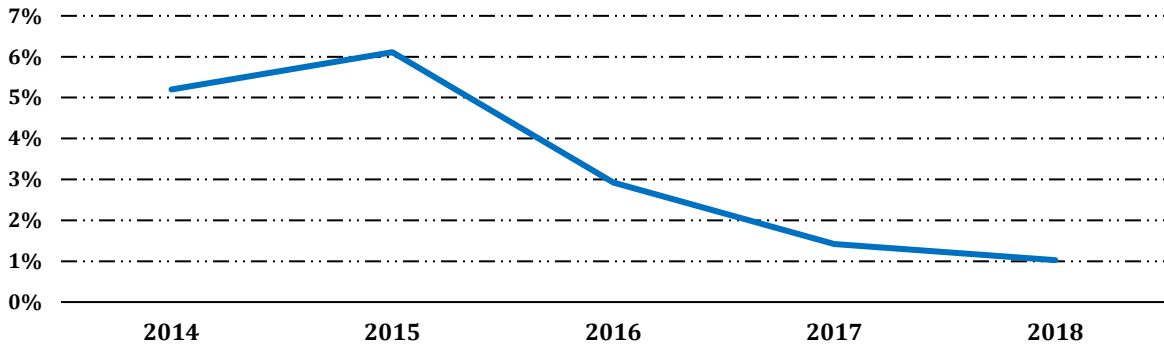
Three utilities reported their power procurement: PG&E, SDG&E, and SCE. As in fuel procurement, the percentage of diverse spend in utilities power procurement has declined in the last five years. The utilities conduct most of their power procurements with non-diverse suppliers, with diverse suppliers' participation declining year-to-year as reflected in the graphs below.

### Combined Utilities Power Procurement



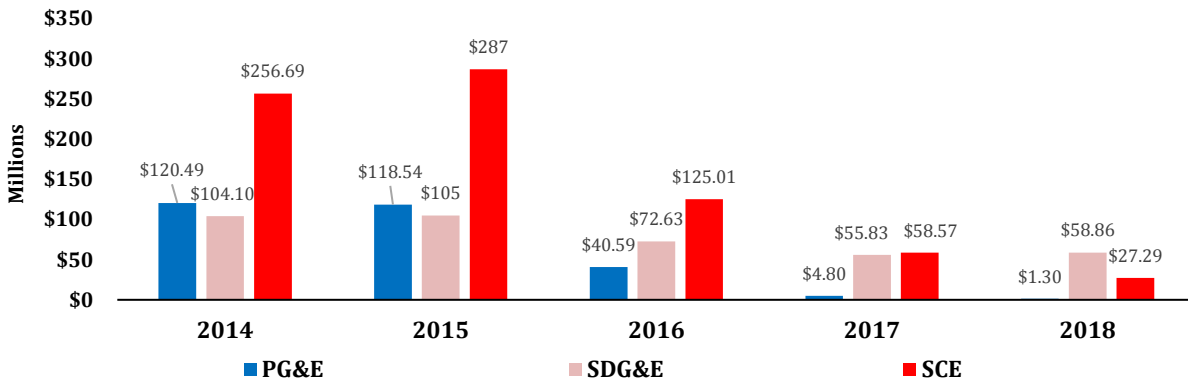
<sup>43</sup> MM – Millions.

### Combined Utilities Diverse Power Procurement Percentage



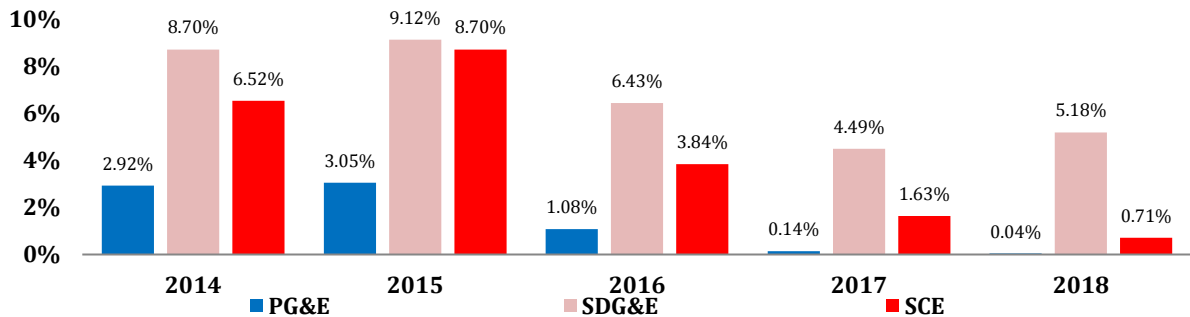
In 2015, the utilities experienced increases in diverse dollars spend and percentages that subsequently continued to decline in the following years. From 2015, PG&E’s diverse power spend declined by 98.9 percent; SDG&E’s by 43.9 percent; and SCE’s by 90.5 percent in 2018.

### 2014 - 2018 Diverse Power Procurement



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

### 2014 - 2018 Diverse Power Percentage



Compared to 2017 results, PG&E and SCE procured less power from diverse suppliers in 2018. PG&E's spend decreased by 72.9 percent, and SCE's by 53.4 percent. On the other hand, SDG&E increased the diverse power spend by 5.4 percent.

### **Power Procurement**

<b>Utility</b>	<b>2017 Diverse Result</b>	<b>2017 Diverse % of Total Spend</b>	<b>2018 Diverse Result</b>	<b>2018 Diverse % of Total Spend</b>
PG&E	\$4.8 MM	0.14%	\$1.3 MM	0.04%
SDG&E	\$55.83 MM	4.49%	\$58.86 MM	5.18%
SCE	\$58.57 MM	1.63%	\$27.29 MM	0.71 %

SDG&E is the only utility that increased its diverse percentage of total procurement in 2018 from 2017. The other utilities percentage decreased in 2018.

### ***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:

- Small- and medium-sized diverse suppliers find it challenging to enter the power market that is characterized by long-life assets with large fixed costs.
- Diverse supplies must overcome the capital and credit requirements as well as have 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 CCAs<sup>44</sup> 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 have difficulties in providing collaterals to meet the stringent credit policies and limiting their exposures to performance risks associated with the volatile natural gas markets.
- 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.

<sup>44</sup> Community Choice Aggregators are governmental entities formed by cities and counties to serve the energy requirements of their residents and businesses.



- In the natural gas market, the utilities have been using a special credit instrument called the Funds Transfer Agency Agreement (FTAA)<sup>45</sup> to assist diverse suppliers in 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 2018, 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 2018. 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. In 2018 Mitsubishi UFJ Financial Group (MUFG), Union Bank N.A agreed to provide FTAA services to diverse supplies.

The utilities, through discussions with other utilities and participation in industry specific meetings, will continue their efforts to design strategies to broaden the presence of diverse suppliers in their fuel and power supply chains. As the participation and spend of diverse

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<sup>45</sup> FTAA: Financial tool used by diverse businesses to provide the working capital and credit required to procure natural gas from natural gas producers.

suppliers are declining in the fuel and power markets, the CPUC urges the utilities to develop new and innovative approaches to accelerate the diversification of their spend in the fuel and power procurement categories.

### **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, 2019, the Clearinghouse database had a total of 7,894 verified diverse suppliers. 2,499 are WBEs; 2,465, MBEs; 1,129, minority women-owned or woman and minority male-owned businesses; 1,623, DVBEs; 364, LGBTBEs; and 33, SBA 8a certified businesses.

## **CONCLUSIONS**

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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 in the nation. For more than 30 years, the program has contributed to the diversification of utilities' supply chain, opening the door for diverse communities to participate actively in California's economic growth. This program continues to serve as a template for other entities across the nation. 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 2018, the GO 156 program reached a new high of more than \$12 billion in WMDVLGBTBE procurement spend, continuing a nine-year upwards trend. The overall diverse spend

increased 16.7 percent from \$10.55 billion in 2017, to 12.3 billion, with a percentage of total utilities' procurement improvement from 31.2 percent to 33.9 percent.

Compared to 2017, the utilities improved their procurement dollar spending in all diverse categories in 2018, with the exception to the LGBTBE category. MBE spend increased by 19.3 percent from \$7.13 billion (21.1 percent) to \$8.50 billion (23.4 percent); WBE by 13.2 percent from \$2.83 billion (8.4 percent) to \$3.20 billion (8.9 percent); DVBE by 5 percent from \$543.71 million (1.61 percent) to \$571 million (1.57 percent); and LGBTBE declined by 19.6 percent from \$48.2 million (0.14 percent) to \$38.77 million (0.11 percent). Moreover, the utilities, reported improved diverse subcontracting spend in 2018 that increased by 8.2 percent from \$2.06 billion (6.07 percent) in 2017 to \$2.22 billion (6.13 percent).

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 2018. Out of the 30 utilities who provided their 2018 GO 156 report, 13 utilities did not meet the overall 21.5 percent goal: AT&T Mobility, Cal Water, CenturyLink, Charter, Comcast, Liberty CalPeco, Lodi Gas Storage, PacifiCorp, San Jose Water, TelePacific, Trans Bay Cable, and Wild Goose. T-Mobile almost met the goal with 21.2 percent. AT&T Mobility, Comcast, Lodi Gas Storage, San Jose Water, TelePacific, Trans Bay Cable, T-Mobile, and Wild Goose failed to meet the 21.5 percent goal three years in a row (2016-2018).

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

- 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 implementations;
- Working with the utilities to provide guidance, especially, with the new 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;
- Encouraging the utilities to continue providing relevant and effective diverse supplier development programs;
- 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 LGBTBE);
- Continuing to quantify the GO 156 Utility Supplier Diversity Program benefits to the utilities, ratepayers and California economy;
- Encouraging emerging energy industries/companies to develop programs that include small, diverse and local businesses in their supply chain;
- Helping 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; and
- Learning from the upcoming GO 156 Public Hearing (en banc) taking place on October 4, 2018.

The CPUC is pleased with the utilities' 2018 results and stresses that the utilities continue their forward strides by providing diverse suppliers with the tools they need to succeed and broaden their opportunities. Looking back on the past 30 years, GO 156 has not only helped diverse suppliers with procurement opportunities, and utilities, with innovative products and services; but, has also assisted communities across the state through job growth and economic benefits. The CPUC looks forward to the utilities' future accomplishments in supplier diversity.

## **ATTACHMENT A – DATA TABLES**

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TABLE 10B 2017 WMDVLGBTBE Power Procurement (PG&E, SDG&E, and SCE)

TABLE 11 2018 and 2017 Comparative Summary of Large, Small, and Combined Utilities WMDVLGBTBE Subcontracting Procurement Results

**Table 1a**  
**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
<b>AT&amp;T CA</b>							
<b>Direct</b>		\$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%
<b>Subcontracting</b>		\$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%
<b>Combined</b>	\$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
<b>AT&amp;T Corp</b>							
<b>Direct</b>		\$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%
<b>Subcontracting</b>		\$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%
<b>Combined</b>	\$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
<b>AT&amp;T Mobility</b>							
<b>Direct</b>		\$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%
<b>Subcontracting</b>		\$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%
<b>Combined</b>	\$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
<b>Cal Water</b>							
<b>Direct</b>		\$32,699,962 12.86%	\$6,645,228 2.61%	\$548,072 0.22%	\$204,064 0.08%		\$40,097,326 15.77%
<b>Subcontracting</b>		\$5,521,518 2.17%	\$2,836,940 1.12%	\$157,768 0.06%	\$0 0.00%		\$8,516,226 3.35%
<b>Combined</b>	\$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
<b>CenturyLink</b>							
<b>Direct</b>		\$16,944,039 4.03%	\$5,717,888 1.36%	\$3,337,424 0.79%	\$0 0.00%		\$25,999,351 6.18%
<b>Subcontracting</b>		\$0 0.00%	\$0 0.00%	\$0 0.00%	\$0 0.00%		\$0 0.00%
<b>Combined</b>	\$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 1a**  
**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
<b>Charter</b>							
<b>Direct</b>		\$64,742,595	\$7,979,326	\$0	\$0		\$72,721,921
		9.83%	1.21%	0.00%	0.00%		11.05%
<b>Subcontracting</b>		\$931	\$2,707	\$0	\$0		\$3,638
		0.0001%	0.0004%	0.00%	0.00%		0.001%
<b>Combined</b>	\$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
<b>Comcast</b>							
<b>Direct</b>		\$9,929,531	\$14,089,768	\$74,557	\$0		\$24,093,856
		1.67%	2.37%	0.01%	0.00%		4.05%
<b>Subcontracting</b>		\$13,811,412	\$7,323,701	\$1,009,872	\$0		\$22,144,985
		2.32%	1.23%	0.17%	0.00%		3.72%
<b>Combined</b>	\$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
<b>Frontier</b>							
<b>Direct</b>		\$37,069,391	\$26,385,668	\$1,356,734	\$0		\$64,811,793
		18.91%	13.46%	0.69%	0.00%		33.05%
<b>Subcontracting</b>		\$9,467,771	\$4,918,597	\$153,113	\$0		\$14,539,481
		4.83%	2.51%	0.08%	0.00%		7.42%
<b>Combined</b>	\$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
<b>PG&amp;E</b>							
<b>Direct</b>		\$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%
<b>Subcontracting</b>		\$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%
<b>Combined</b>	\$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
<b>SDG&amp;E</b>							
<b>Direct</b>		\$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%
<b>Subcontracting</b>		\$106,848,818	\$72,019,403	\$35,595,465	\$573,406		\$215,037,093
		6.50%	4.38%	2.16%	0.03%		13.08%
<b>Combined</b>	\$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 1a**  
**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
<b>SCE</b>							
<b>Direct</b>		\$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%
<b>Subcontracting</b>		\$209,064,483	\$186,815,792	\$26,312,837	\$484,763		\$422,677,875
		4.57%	4.09%	2.06%	0.06%		9.24%
<b>Combined</b>	\$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
<b>SoCalGas</b>							
<b>Direct</b>		\$327,084,866	\$177,052,724	\$5,755,626	\$63,216		\$509,956,432
		19.49%	10.55%	0.34%	0.00%		30.38%
<b>Subcontracting</b>		\$93,932,341	\$52,823,863	\$16,658,176	\$0		\$163,414,380
		5.60%	3.15%	0.99%	0.00%		9.74%
<b>Combined</b>	\$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
<b>Sprint</b>							
<b>Direct</b>		\$716,637,487	\$79,844,788	\$1,169,579	\$0		\$797,651,854
		30.99%	3.45%	0.05%	0.00%		34.50%
<b>Subcontracting</b>		\$87,407,561	\$10,517,226	\$208,451	\$0		\$98,133,238
		3.78%	0.45%	0.009%	0.00%		4.24%
<b>Combined</b>	\$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
<b>T-Mobile</b>							
<b>Direct</b>		\$491,188,520	\$125,332,581	\$731,522	\$17,928,301		\$635,180,924
		14.06%	3.59%	0.02%	0.51%		18.18%
<b>Subcontracting</b>		\$49,314,322	\$54,946,317	\$1,217,592	\$55,852		\$105,534,083
		1.41%	1.57%	0.03%	0.002%		3.02%
<b>Combined</b>	\$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
<b>Verizon</b>							
<b>Direct</b>		\$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%
<b>Subcontracting</b>		\$80,664,587	\$32,647,273	\$789,979	\$0		\$114,101,839
		1.72%	0.70%	0.02%	0.00%		2.44%
<b>Combined</b>	\$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%
<b>Total</b>	<b>\$35,574,759,055</b>	<b>\$8,391,226,849</b>	<b>\$3,132,020,639</b>	<b>\$564,525,108</b>	<b>\$28,600,971</b>	<b>\$291,203</b>	<b>\$12,116,664,770</b>
	<b>100.00%</b>	<b>23.59%</b>	<b>8.80%</b>	<b>1.59%</b>	<b>0.08%</b>	<b>0.001%</b>	<b>34.06%</b>

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

**Table 2a**  
**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
<b>AT&amp;T Long Distance</b>							
<b>Direct</b>		\$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%
<b>Subcontracting</b>		\$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%
<b>Combined</b>	\$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
<b>Cal-Am Water</b>							
<b>Direct</b>		\$14,973,644 15.11%	\$8,336,145 8.41%	\$673,885 0.68%	\$519,534 0.52%		\$24,503,208 24.72%
<b>Subcontracting</b>		\$537,367 0.54%	\$869,631 0.88%	\$1,278,737 1.29%	\$0 0.00%		\$2,685,735 2.71%
<b>Combined</b>	\$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
<b>Golden State Water</b>							
<b>Direct</b>		\$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%
<b>Subcontracting</b>		\$121,285 0.09%	\$140,667 0.10%	\$40,989 0.03%	\$0 0.00%		\$302,941 0.22%
<b>Combined</b>	\$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
<b>Liberty CalPeco</b>							
<b>Direct</b>		\$3,275,974 11.32%	\$2,179,063 7.53%	\$29,717 0.00%	\$0 0.00%		\$5,484,754 18.95%
<b>Subcontracting</b>		\$0 0.00%	\$35,331 0.12%	\$0 0.00%	\$0 0.00%		\$35,331 0.12%
<b>Combined</b>	\$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
<b>Lodi Gas Storage</b>							
<b>Direct</b>		\$16,036 0.37%	\$136,108 3.15%	\$0 0.00%	\$0 0.00%		\$152,144 3.53%
<b>Subcontracting</b>		\$0 0.00%	\$0 0.00%	\$0 0.00%	\$0 0.00%		\$0 0.00%
<b>Combined</b>	\$4,315,481 100.00%	\$16,036 0.37%	\$136,108 3.15%	\$0 0.00%	\$0 0.00%		\$152,144 3.53%

**Table 2a**  
**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
<b>PacifiCorp</b>							
<b>Direct</b>		\$4,027,472	\$1,191,070	\$0	\$0		\$5,218,542
		14.02%	4.15%	0.00%	0.00%		18.17%
<b>Subcontracting</b>		\$96,649	\$0	\$0	\$0		\$96,649
		0.34%	0.00%	0.00%	0.00%		0.34%
<b>Combined</b>	\$28,716,579	\$4,124,121	\$1,191,070	\$0	\$0		\$5,315,191
	100.00%	14.36%	4.15%	0.00%	0.00%		18.51%

	2018 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>Park &amp; Apple Water</b>							
<b>Direct</b>		\$3,388,613	\$7,737,022	\$4,455	\$0		\$11,130,090
		10.10%	23.07%	0.01%	0.00%		33.18%
<b>Subcontracting</b>		\$6,832	\$5,767	\$0	\$0		\$12,599
		0.02%	0.017%	0.00%	0.00%		0.04%
<b>Combined</b>	\$33,539,984	\$3,395,445	\$7,742,789	\$4,455	\$0		\$11,142,689
	100.00%	10.12%	23.09%	0.01%	0.00%		33.22%

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

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

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

**Table 2a**  
**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
<b>Suburban Water</b>							
<b>Direct</b>		\$9,249,585 29.07%	\$472,780 1.49%	\$551,378 1.73%	\$4,859,817 15.27%		\$15,133,560 47.56%
<b>Subcontracting</b>		\$598,290 1.88%	\$98,212 0.31%	\$0 0.00%	\$0 0.00%		\$696,502 2.19%
<b>Combined</b>	\$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%
<b>TelePacific</b>							
<b>Direct</b>		\$788,410 1.41%	\$629,006 1.12%	\$0 0.00%	\$0 0.00%		\$1,417,416 2.53%
<b>Subcontracting</b>		\$0 0.00%	\$0 0.00%	\$0 0.00%	\$0 0.00%		\$0 0.00%
<b>Combined</b>	\$56,031,471 100.00%	\$788,410 1.41%	\$629,006 1.12%	\$0 0.00%	\$0 0.00%		\$1,417,416 2.53%
<b>Trans Bay Cable</b>							
<b>Direct</b>		\$0 0.00%	\$625,733 4.97%	\$0 0.00%	\$0 0.00%		\$625,733 4.97%
<b>Subcontracting</b>		\$0 0.00%	\$57,330 0.46%	\$0 0.00%	\$0 0.00%		\$57,330 0.46%
<b>Combined</b>	\$12,587,807 100.00%	\$0 0.00%	\$683,063 5.43%	\$0 0.00%	\$0 0.00%		\$683,063 5.43%
<b>Wild Goose Storage</b>							
<b>Direct</b>		\$149,981 6.50%	\$114,891 4.98%	\$0 0.00%	\$0 0.00%		\$264,872 11.48%
<b>Subcontracting</b>		\$0 0.00%	\$0 0.00%	\$0 0.00%	\$0 0.00%		\$0 0.00%
<b>Combined</b>	\$2,306,873 100.00%	\$149,981 6.50%	\$114,891 4.98%	\$0 0.00%	\$0 0.00%		\$264,872 11.48%
<b>Total</b>	<b>\$726,339,214</b> <b>100.00%</b>	<b>\$112,732,916</b> <b>15.52%</b>	<b>\$69,586,795</b> <b>9.58%</b>	<b>\$6,432,312</b> <b>0.89%</b>	<b>\$10,166,112</b> <b>1.40%</b>	<b>\$803</b> <b>0.0001%</b>	<b>\$198,918,938</b> <b>27.39%</b>

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

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

	2017 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>AT&amp;T Long Distance</b>							
<b>Direct</b>		\$5,975,219 16.83%	\$1,962,538 5.53%	\$6,997 0.02%	\$44 0.0001%	\$1,776 0.01%	\$7,946,574 22.38%
<b>Subcontracting</b>		\$852,629 2.40%	\$407,297 1.15%	\$134,979 0.38%	\$6,404 0.02%	\$0 0.00%	\$1,401,309 3.95%
<b>Combined</b>	\$35,501,927 100.00%	\$6,827,848 19.23%	\$2,369,835 6.68%	\$141,976 0.40%	\$6,448 0.02%	\$1,776 0.01%	\$9,347,883 26.33%

	2017 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>Cal-Am Water</b>							
<b>Direct</b>		\$10,195,219 9.50%	\$10,202,788 9.51%	\$682,496 0.64%	\$1,787,961 1.67%		\$22,868,464 21.32%
<b>Subcontracting</b>		\$604,598 0.56%	\$2,489,833 2.32%	\$6,310,809 5.88%	\$0 0.00%		\$9,405,240 8.77%
<b>Combined</b>	\$107,286,095 100.00%	\$10,799,817 10.07%	\$12,692,621 11.83%	\$6,993,305 6.52%	\$1,787,961 1.67%		\$32,273,704 30.08%

	2017 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>Golden State Water</b>							
<b>Direct</b>		\$26,604,611 20.40%	\$8,471,814 6.49%	\$1,932,704 1.48%	\$1,502,834 1.15%		\$38,511,963 29.53%
<b>Subcontracting</b>		\$156,373 0.12%	\$7,885 0.01%	\$60,261 0.05%	\$0 0.00%		\$224,519 0.17%
<b>Combined</b>	\$130,436,556 100.00%	\$26,760,984 20.52%	\$8,479,699 6.50%	\$1,992,965 1.53%	\$1,502,834 1.15%		\$38,736,482 29.70%

	2017 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>Liberty CalPeco</b>							
<b>Direct</b>		\$2,830,282 10.62%	\$1,995,840 7.49%	\$34,353 0.13%	\$0 0.00%	\$4,202 0.02%	\$4,864,677 18.26%
<b>Subcontracting</b>		\$125,539 0.47%	\$0 0.00%	\$0 0.00%	\$0 0.00%	\$0 0.00%	\$125,539 0.47%
<b>Combined</b>	\$26,644,711 100.00%	\$2,955,821 11.09%	\$1,995,840 7.49%	\$34,353 0.13%	\$0 0.00%	\$4,202 0.02%	\$4,990,216 18.73%

	2017 Total Procurement	MBE	WBE	DVBE	LGBTBE	Other 8(a)*	Total WMDVLGBTBE
<b>Lodi Gas Storage</b>							
<b>Direct</b>		\$20,210 0.36%	\$167,790 2.96%	\$0 0.00%	\$0 0.00%		\$188,000 3.32%
<b>Subcontracting</b>		\$0 0.00%	\$0 0.00%	\$0 0.00%	\$0 0.00%		\$0 0.00%
<b>Combined</b>	\$5,662,245 100.00%	\$20,210 0.36%	\$167,790 2.96%	\$0 0.00%	\$0 0.00%		\$188,000 3.32%



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

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

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

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

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

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

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

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

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

**Table 3**  
**2018 and 2017 Comparative Summary of Large, Small, and Combined Utility WMDVLGBTBE Procurement Results**  
(in Dollars and as a Percentage of Total Corporate Procurement)

	<b>Total Procurement</b>	<b>MBE</b>	<b>WBE</b>	<b>DVBE</b>	<b>LGBTBE</b>	<b>Other 8(a)*</b>	<b>Total WMDVLGBTBE</b>
<b>2018</b>							
<b>Total Large Utilities</b>	\$35,574,759,055 <b>100.00%</b>	\$8,391,226,849 <b>23.59%</b>	\$3,132,020,639 <b>8.80%</b>	\$564,525,108 <b>1.59%</b>	\$28,600,971 <b>0.08%</b>	\$291,203 <b>0.001%</b>	\$12,116,664,770 <b>34.06%</b>
<b>Total Small Utilities</b>	\$726,339,214 <b>100.00%</b>	\$112,732,916 <b>15.52%</b>	\$69,586,795 <b>9.58%</b>	\$6,432,312 <b>0.89%</b>	\$10,166,112 <b>1.40%</b>	\$803 <b>0.0001%</b>	\$198,918,938 <b>27.39%</b>
<b>Total Combined</b>	\$36,301,098,269 <b>100.00%</b>	\$8,503,959,765 <b>23.43%</b>	\$3,201,607,434 <b>8.82%</b>	\$570,957,419 <b>1.57%</b>	\$38,767,083 <b>0.11%</b>	\$292,006 <b>0.001%</b>	\$12,315,583,708 <b>33.93%</b>
<b>2017</b>							
<b>Total Large Utilities</b>	\$33,136,817,193 <b>100.00%</b>	\$7,048,558,493 <b>21.27%</b>	\$2,753,031,179 <b>8.31%</b>	\$533,678,917 <b>1.61%</b>	\$40,135,234 <b>0.12%</b>	\$408,879 <b>0.001%</b>	\$10,375,812,702 <b>31.31%</b>
<b>Total Small Utilities</b>	\$694,305,144 <b>100.00%</b>	\$81,818,319 <b>11.78%</b>	\$74,230,003 <b>10.69%</b>	\$10,035,534 <b>1.45%</b>	\$8,061,390 <b>1.16%</b>	\$5,978 <b>0.001%</b>	\$174,151,224 <b>25.08%</b>
<b>Total Combined</b>	\$33,831,122,337 <b>100.00%</b>	\$7,130,376,812 <b>21.08%</b>	\$2,827,261,182 <b>8.36%</b>	\$543,714,451 <b>1.61%</b>	\$48,196,624 <b>0.14%</b>	\$414,857 <b>0.001%</b>	\$10,549,963,926 <b>31.18%</b>

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





**Table 5a**  
**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
<b>Black</b>															
<b>Direct</b>	\$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%
<b>Subcontracting</b>	\$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%
<b>Combined</b>	\$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%
<b>Hispanic</b>															
<b>Direct</b>	\$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%
<b>Subcontracting</b>	\$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%
<b>Combined</b>	\$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%
<b>Asian-Pacific</b>															
<b>Direct</b>	\$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%
<b>Subcontracting</b>	\$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%
<b>Combined</b>	\$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%
<b>Native American</b>															
<b>Direct</b>	\$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%
<b>Subcontracting</b>	\$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%
<b>Combined</b>	\$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%
<b>Other</b>															
<b>Direct</b>	\$0	\$0	\$0											\$3,339,951	
	0.00%	0.00%	0.00%											0.10%	
<b>Subcontracting</b>	\$1,926,455	\$498,595	\$2,513,699											\$0	
	0.08%	0.08%	0.05%											0.00%	
<b>Combined</b>	\$1,926,455	\$498,595	\$2,513,699											\$3,339,951	
	0.08%	0.08%	0.05%											0.10%	
<b>2018 Total Corporate Procurement</b>	<b>\$2,418,352,649</b>	<b>\$629,247,561</b>	<b>\$4,823,792,011</b>	<b>\$254,246,384</b>	<b>\$420,957,623</b>	<b>\$658,360,117</b>	<b>\$594,811,496</b>	<b>\$196,075,192</b>	<b>\$7,197,032,801</b>	<b>\$1,644,222,587</b>	<b>\$4,572,797,454</b>	<b>\$1,678,322,093</b>	<b>\$2,312,145,515</b>	<b>\$3,494,585,895</b>	<b>\$4,679,809,675</b>
	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>
<b>2018 Total MBE Procurement</b>	<b>\$471,346,975</b>	<b>\$118,127,097</b>	<b>\$633,808,305</b>	<b>\$38,221,480</b>	<b>\$16,944,039</b>	<b>\$64,743,526</b>	<b>\$23,740,943</b>	<b>\$46,537,162</b>	<b>\$1,827,631,929</b>	<b>\$418,680,858</b>	<b>\$1,278,819,395</b>	<b>\$421,017,207</b>	<b>\$804,045,048</b>	<b>\$540,502,842</b>	<b>\$1,687,060,042</b>
	<b>19.49%</b>	<b>18.77%</b>	<b>13.14%</b>	<b>15.03%</b>	<b>4.03%</b>	<b>9.83%</b>	<b>3.99%</b>	<b>23.73%</b>	<b>25.39%</b>	<b>25.46%</b>	<b>27.97%</b>	<b>25.09%</b>	<b>34.77%</b>	<b>15.47%</b>	<b>36.05%</b>

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

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

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

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

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

	Minority Women Procurement	Caucasian Women Procurement	Combined Women Procurement	2017 Total Corporate Procurement
<b>AT&amp;T CA</b>				
<b>Direct</b>	\$94,393,646 3.55%	\$239,175,459 8.99%	\$333,569,105 12.54%	
<b>Subcontracting</b>	\$8,441,266 0.32%	\$39,195,543 1.47%	\$47,636,809 1.79%	
<b>Combined</b>	\$102,834,912 3.87%	\$278,371,002 10.46%	\$381,205,914 14.33%	\$2,660,489,018 100.00%

	Minority Women Procurement	Caucasian Women Procurement	Combined Women Procurement	2017 Total Corporate Procurement
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<b>AT&amp;T Corp</b>				
<b>Direct</b>	\$15,045,637 2.43%	\$33,553,361 5.42%	\$48,598,998 7.85%	
<b>Subcontracting</b>	\$1,445,634 0.23%	\$6,712,549 1.08%	\$8,158,183 1.32%	
<b>Combined</b>	\$16,491,271 2.66%	\$40,265,910 6.51%	\$56,757,181 9.17%	\$618,908,039 100.00%

	Minority Women Procurement	Caucasian Women Procurement	Combined Women Procurement	2017 Total Corporate Procurement
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<b>AT&amp;T Mobility</b>				
<b>Direct</b>	\$19,385,466 0.42%	\$146,253,513 3.18%	\$165,638,979 3.61%	
<b>Subcontracting</b>	\$6,861,662 0.15%	\$31,860,924 0.69%	\$38,722,586 0.84%	
<b>Combined</b>	\$26,247,128 0.57%	\$178,114,437 3.88%	\$204,361,565 4.45%	\$4,593,390,619 100.00%

	Minority Women Procurement	Caucasian Women Procurement	Combined Women Procurement	2017 Total Corporate Procurement
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<b>Cal Water</b>				
<b>Direct</b>	\$2,438,155 1.01%	\$4,533,272 1.88%	\$6,971,426 2.89%	
<b>Subcontracting</b>	\$156,358 0.06%	\$5,390,227 2.23%	\$5,546,585 2.30%	
<b>Combined</b>	\$2,594,512 1.08%	\$9,923,499 4.11%	\$12,518,011 5.19%	\$241,304,396 100.00%

	Minority Women Procurement	Caucasian Women Procurement	Combined Women Procurement	2017 Total Corporate Procurement
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<b>Charter</b>				
<b>Direct</b>	\$2,698,791 0.33%	\$10,161,254 1.24%	\$12,860,045 1.58%	
<b>Subcontracting</b>	\$6,249 0.00%	\$7,617 0.00%	\$13,866 0.002%	
<b>Combined</b>	\$2,705,040 0.33%	\$10,168,871 1.25%	\$12,873,911 1.58%	\$816,400,106 100.00%

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

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

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

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

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

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

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

		Minority Women Procurement	Caucasian Women Procurement	Combined Women Procurement	2017 Total Corporate Procurement
<b>SCE</b>					
	<b>Direct</b>	\$179,413,925 4.57%	\$463,430,672 11.80%	\$642,844,597 16.37%	
	<b>Subcontracting</b>	\$85,195,995 2.17%	\$118,644,028 3.02%	\$203,840,023 5.19%	
	<b>Combined</b>	\$264,609,920 6.74%	\$582,074,700 14.82%	\$846,684,620 21.56%	\$3,926,429,894 100.00%
<b>SoCalGas</b>					
	<b>Direct</b>	\$49,981,741 3.28%	\$189,752,759 12.47%	\$239,734,500 15.75%	
	<b>Subcontracting</b>	\$24,128,325 1.59%	\$53,464,342 3.51%	\$77,592,667 5.10%	
	<b>Combined</b>	\$74,110,066 4.87%	\$243,217,101 15.98%	\$317,327,167 20.85%	\$1,521,701,108 100.00%
<b>Sprint</b>					
	<b>Direct</b>	\$64,383,358 3.98%	\$53,104,950 3.28%	\$117,488,308 7.26%	
	<b>Subcontracting</b>	\$7,981,730 0.49%	\$19,594,540 1.21%	\$27,576,270 1.70%	
	<b>Combined</b>	\$72,365,088 4.47%	\$72,699,490 4.49%	\$145,064,578 8.96%	\$1,618,617,834 100.00%
<b>T-Mobile</b>					
	<b>Direct</b>	\$18,001,370 0.43%	\$91,072,487 2.19%	\$109,073,857 2.63%	
	<b>Subcontracting</b>	\$3,856,987 0.09%	\$34,497,539 0.83%	\$38,354,526 0.92%	
	<b>Combined</b>	\$21,858,357 0.53%	\$125,570,026 3.03%	\$147,428,383 3.55%	\$4,149,882,693 100.00%
<b>Verizon</b>					
	<b>Direct</b>	\$445,021,534 10.09%	\$182,010,767 4.13%	\$627,032,301 14.22%	
	<b>Subcontracting</b>	\$15,886,706 0.36%	\$40,762,753 0.92%	\$56,649,459 1.28%	
	<b>Combined</b>	\$460,908,240 10.45%	\$222,773,520 5.05%	\$683,681,760 15.50%	\$4,410,822,794 100.00%
<b>Total</b>					
		\$1,647,519,174 4.97%	\$2,753,031,179 8.31%	\$4,400,550,353 13.28%	\$33,136,817,193 100.00%

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

	DVBE Procurement		2018 Total Procurement
<b>Large Utilities</b>			
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
<b>Total</b>	<b>\$564,525,108</b>	<b>1.59%</b>	<b>\$35,574,759,055</b>
<b>Small Utilities</b>			
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
<b>Total</b>	<b>\$6,432,312</b>	<b>0.89%</b>	<b>\$726,339,214</b>
<b>Grand Total</b>	<b>\$570,957,419</b>	<b>1.57%</b>	<b>\$36,301,098,269</b>

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

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

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

	LGBTBE Procurement		2017 Total Procurement
<b>Large Utilities</b>			
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
<b>Total</b>	<b>\$28,600,971</b>	<b>0.08%</b>	<b>\$35,574,759,055</b>
<b>Small Utilities</b>			
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
<b>Total</b>	<b>\$10,166,112</b>	<b>1.40%</b>	<b>\$726,339,214</b>
<b>Grand Total</b>	<b>\$38,767,083</b>	<b>0.11%</b>	<b>\$36,301,098,269</b>



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

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

**Table 9a-1**  
**2018 PG&E Annual Energy Product Results by Ethnicity and WMDVLGBTBE Certification**  
 (All dollar figures in \$MM)

Product <sup>1</sup>		Unit	Results by Ethnicity & Gender												Results by WMDVLGBTBE Certification					Total WMDVLGBTBE Procurement Spend	Total Procurement Spend	
			Asian Pacific American			African American			Hispanic American			Native American			Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	Other 8(a) <sup>2</sup>			
			Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Total	Total	Total	Total	Total			
NATURAL GAS	SHORT TERM	\$		\$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  
<sup>1</sup>Excludes purchases from the CAISO, other IOUs, utilities, federal entities, state entities, municipalities and cooperatives  
<sup>2</sup>Includes Non-WMDVLGBT firms classified as 8(a) of Small Business Administration  
 % - Percentages calculated by the Row Category Total Procurement Spend

**Table 9a-2**  
**2018 SCE Annual Energy Product Results by Ethnicity and WMDVLGBTBE Certification**  
 (All dollar figures in \$MM)

Product <sup>1</sup>		Unit	Results by Ethnicity & Gender												Results by WMDVLGBTBE Certification					Total WMDVLGBTBE Procurement Spend	Total Procurement Spend		
			Asian Pacific American			African American			Hispanic American			Native American			Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	Other 8(a) <sup>2</sup>				
			Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Total	Total	Total	Total	Total				
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	\$																					
		%																					
<b>Overall Total \$</b>								\$0.26		\$0.26				\$0.26				\$0.73		\$0.98	\$0.98		
<b>Overall Total %</b>								26.05%		26.05%				26.05%				73.95%		<b>Overall WMDVLGBTBE: 100.00%</b>			

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

**Table 9a-3**  
**2018 SoCalGas Annual Energy Product Results by Ethnicity and WMDVLGBTBE Certification**  
 (All dollar figures in \$MM)

Product <sup>1</sup>	Unit	Results by Ethnicity & Gender												Results by WMDVLGBTBE Certification					Total WMDVLGBTBE Procurement Spend	Total Procurement Spend
		Asian Pacific American			African American			Hispanic American			Native American			Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	Other 8(a) <sup>2</sup>		
		Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Total	Total	Total	Total	Total		
NATURAL GAS	SHORT TERM	\$	\$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	\$																		
		%																		
<b>Overall Total \$</b>			\$12.90	\$12.90	\$24.87		\$24.87				\$16.67		\$16.67	\$54.44	\$5.23	\$15.72			\$75.40	\$1,313.35
<b>Overall Total %</b>			0.98%	0.98%	1.89%		1.89%				1.27%		1.27%	4.15%	0.40%	1.20%			<b>Overall WMDVLGBTBE: 5.74%</b>	

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

**Table 9a-4**  
**2018 Southwest Gas Annual Energy Product Results by Ethnicity and WMDVLGBTBE Certification**  
 (All dollar figures in \$MM)

Product <sup>1</sup>		Unit	Results by Ethnicity & Gender												Results by WMDVLGBTBE Certification					Total WMDVLGBTBE Procurement Spend	Total Procurement Spend	
			Asian Pacific American			African American			Hispanic American			Native American			Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	Other 8(a) <sup>2</sup>			
			Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Total	Total	Total	Total	Total			
NATURAL GAS	SHORT TERM	\$	\$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  
<sup>1</sup>Excludes purchases from the CAISO, other IOUs, utilities, federal entities, state entities, municipalities and cooperatives  
<sup>2</sup>Includes Non-WMDVLGBT firms classified as 8(a) of Small Business Administration  
 % - Percentages calculated by the Row Category Total Procurement Spend

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

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

**Note:**

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

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

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

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

% - Percentages calculated by the Row Category Total Procurement Spend

**Table 9b-2**  
**2017 SCE Annual Energy Product Results by Ethnicity and WMDVLGBTBE Certification**  
 (All dollar figures in \$MM)

Product <sup>1</sup>		Unit	Results by Ethnicity & Gender												Results by WMDVLGBTBE Certification					Total WMDVLGBTBE Procurement Spend	Total Procurement Spend		
			Asian Pacific American			African American			Hispanic American			Native American			Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	Other 8(a) <sup>2</sup>				
			Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Total	Total	Total	Total	Total				
NATURAL GAS	SHORT TERM	\$																					
		%																					
	LONG TERM	\$																					
		%																					
	Total Natural Gas	\$																					
		%																					
LPG	SHORT TERM	\$																					
		%																					
	LONG TERM	\$							\$0.51		\$0.51				\$0.51				\$0.63		\$1.14	\$1.14	
		%							44.93%		44.93%				44.93%				55.07%		100%		
	Total LPG	\$							\$0.51		\$0.51				\$0.51				\$0.63				
		%							44.93%		44.93%				44.93%				55.07%				
<b>Overall Total \$</b>								\$0.51		\$0.51				\$0.51				\$0.63		\$1.14	\$1.14		
<b>Overall Total %</b>								44.93%		44.93%				44.93%				55.07%		<b>Overall WMDVLGBTBE: 100%</b>			

**Note:**

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

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

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

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

% - Percentages calculated by the Row Category Total Procurement Spend

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

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

**Note:**

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

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

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

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

% - Percentages calculated by the Row Category Total Procurement Spend



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

Product <sup>1</sup>		Unit	Results by Ethnicity & Gender												Results by WMDVLGBTBE Certification					Total WMDVLGBTBE Procurement Spend	Total Procurement Spend		
			Asian Pacific American			African American			Hispanic American			Native American			Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	Other 8(a) <sup>2</sup>				
			Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Total	Total	Total	Total	Total				
NATURAL GAS	SHORT TERM	\$																					
		%																					
	LONG TERM	\$																					
		%																					
	Total Natural Gas	\$																					
		%																					
LPG	SHORT TERM	\$																					
		%																					
	LONG TERM	\$																					
		%																					
	Total LPG	\$																					
		%																					
Overall Total \$																					\$0.00	\$39.33	
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

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

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

% - Percentages calculated by the Row Category Total Procurement Spend

**Table 10a-1**  
**2018 PG&E Annual Power Product Results by Ethnicity and WMDVLGBTBE Certification**  
 (All dollar figures in \$MM)

Product <sup>1</sup>		Unit	Results by Ethnicity & Gender												Results by WMDVLGBTBE Certification					Total WMDVLGBTBE Procurement Spend <sup>5</sup>	Total Procurement Spend	
			Asian Pacific American			African American			Hispanic American			Native American			Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	Other 8(a) <sup>4</sup>			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%	
		\$ <sup>2</sup>																		\$0.4	\$0.4	\$529.6
		% <sup>2</sup>																		0.08%	0.08%	
	Non-Renewable Power Products Direct	Physical	\$																			\$1,012.6
			%																			
\$ <sup>2</sup>																					\$156.6	
		% <sup>2</sup>																				
Fuels for Generation	Diesel Direct	\$											\$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 <sup>2</sup>		\$		\$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 <sup>3</sup>		\$		\$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:**

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

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

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

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

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

% - Percentages calculated by the Row Category Total Procurement Spend



**Table 10a-3**  
**2018 SCE Annual Power Product Results by Ethnicity and WMDVLGBTBE Certification**  
 (All dollar figures in \$MM)

Product <sup>1</sup>		Unit	Results by Ethnicity & Gender												Results by WMDVLGBTBE Certification						Total WMDVLGBTBE Procurement Spend <sup>5</sup>	Total Procurement Spend
			Asian Pacific American			African American			Hispanic American			Native American			Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	Other 8(a) <sup>4</sup>	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%	
		\$ <sup>2</sup>																		\$1.17	\$1.17	\$627.60
		% <sup>2</sup>																		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%	
			\$ <sup>2</sup>																	\$0.02	\$0.02	\$686.34
			% <sup>2</sup>																		0.003%	0.003%
Fuels for Generation	Diesel Direct	\$							\$5.84		\$5.84				\$5.84					\$5.84	\$5.84	\$5.84
		%							100.00%		100.00%				100.00%					100.00%	100.00%	
	Nuclear Direct	\$																				
		%																				
	Natural Gas Direct	Physical	\$		\$12.20	\$12.20									\$12.20	\$0.02				\$12.22	\$12.22	\$319.77
			%		3.81%	3.81%									3.81%	0.01%				3.82%	3.82%	
Post 2011	SubTotal of Columns <sup>2</sup>		\$		\$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 <sup>3</sup>		\$		\$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:**

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

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

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

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

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

% - Percentages calculated by the Row Category Total Procurement Spend

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

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

**Notes:**

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

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

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

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

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

% - Percentages calculated by the Row Category Total Procurement Spend



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

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

**Notes:**

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

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

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

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

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

% - Percentages calculated by the Row Category Total Procurement Spend

**Table 11**

**2018 and 2017 Comparative Summary of Large, Small and Combined Utility Subcontracting WMDVLGBTBE Procurement Results**  
 (in Dollars and as a Percentage of Total Corporate Procurement)

	<b>Total Procurement</b>	<b>MBE</b>	<b>WBE</b>	<b>DVBE</b>	<b>LGBTBE</b>	<b>Other 8(a)*</b>	<b>Total WMDVLGBTBE</b>
<b>2018</b>							
<b>Total Large Utilities</b>	\$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%
<b>Total Small Utilities</b>	\$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%
<b>Total Combined</b>	\$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%
<b>2017</b>							
<b>Total Large Utilities</b>	\$33,136,817,193 100.00%	\$1,145,629,924 3.46%	\$653,973,199 1.97%	\$228,127,284 0.69%	\$3,555,574 0.01%	\$0 0.00%	\$2,031,285,982 6.13%
<b>Total Small Utilities</b>	\$694,305,144 100.00%	\$5,862,073 0.84%	\$11,019,738 1.59%	\$6,962,934 1.00%	\$6,701 0.001%	\$0 0.000%	\$23,851,446 3.44%
<b>Total Combined</b>	\$33,831,122,337 100.00%	\$1,151,491,997 3.40%	\$664,992,937 1.97%	\$235,090,218 0.69%	\$3,562,275 0.01%	\$0 0.00%	\$2,055,137,428 6.07%

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