



COMCAST

2013 Supplier Diversity Annual Report & 2014 Annual Plan



COMCAST
2013 SUPPLIER DIVERSITY ANNUAL REPORT
& 2014 ANNUAL PLAN

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

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MESSAGE FROM CALIFORNIA REGIONAL SENIOR VICE PRESIDENT

In 2010, Comcast set out to create a Supplier Diversity Program that was streamlined, sustainable and successful. In Comcast's California Region, we established benchmarks to ensure we would achieve our goal of 23 percent diverse spend by 2015, and we are on track to achieve that goal. In four years of consecutive voluntary reporting, our team has been razor-focused on establishing a strong Supplier Diversity Program that would educate, empower and expand our diverse vendor base.

Our approach was to create a program that was:

■ **Streamlined:**

Comcast connects decision-makers directly with diverse vendors, eliminating the layers that often times makes it challenging for diverse vendors to do business with corporations.

■ **Sustainable:**

Comcast accomplished the goal of establishing a solid foundation for a sustainable Supplier Diversity Program by: investing in systems to capture diverse spend; increasing outreach to diverse vendors; training employees about the supplier diversity process; educating diverse suppliers about Comcast's process; creating targeted matchmaking programs; and, partnering with key stakeholders.

■ **Successful:**

From the beginning, Comcast California set the goal of achieving 23 percent diverse spend by 2015; due to our team's focus and commitment, we are on track to achieve that goal. More importantly, Comcast California connected diverse California vendors with other regions, divisions and corporate headquarters helping to grow their businesses beyond California.

We will continue to focus on growing the program to educate and empower more California diverse suppliers.

In partnership,
Henry 'Hank' Fore

The Comcast California Supplier Diversity Program, in its fourth consecutive year of voluntary reporting, continues to exceed its diverse spend goal.

We have shown significant growth starting at 10.6 percent in 2010, which included all diverse vendors, to 20.0 percent in 2011, reporting only CPUC Supplier Clearinghouse certified vendors, to 22.3 percent in both 2012 and 2013.

Comcast California is on track to achieve its goal of 23 percent diverse spend by 2015 through its commitment and focus to establish a Supplier Diversity Program that is streamlined, sustainable, and successful by focusing on three pillars: outreach, vendor certification, and enhanced data systems.

Outreach

Comcast California continues building on the success of last year, where Comcast hosted its own matchmaking events based on the company's specific needs and inviting diverse vendors that specialized in those areas (Building & Facilities; IT Staffing; and, Data Center Management) connecting decision-makers directly with diverse vendors, eliminating the layers that often times makes it challenging for diverse vendors to do business with corporations.

In 2013, Comcast held an IT Staffing Fair at our regional office, bringing together diverse suppliers to meet directly with the Director of Application Development and management team. The success of these unique formats has created a good source of diverse suppliers for Comcast's needs.

To create more opportunities for small and diverse businesses, Comcast partnered with other cable companies to host the 3rd Annual California Cable Industry Supplier Diversity Fair

in Northern California. As the technology and the industry advances, we need our vendors to grow with us and this Fair provides diverse vendors with the information of future procurement opportunities.

Vendor Certification

Throughout 2013, Comcast continued its focus on educating and encouraging diverse vendors about the benefits of CPUC Clearinghouse certification. As a result of these efforts, several vendors are at various stages of the certification process.

Comcast California also continues to lay the foundation for the Capacity Building and Technical Assistance program for diverse suppliers. Through this program, Comcast's goal is to grow these diverse vendors to position them to bid for larger opportunities within the company.

Enhancement of Data

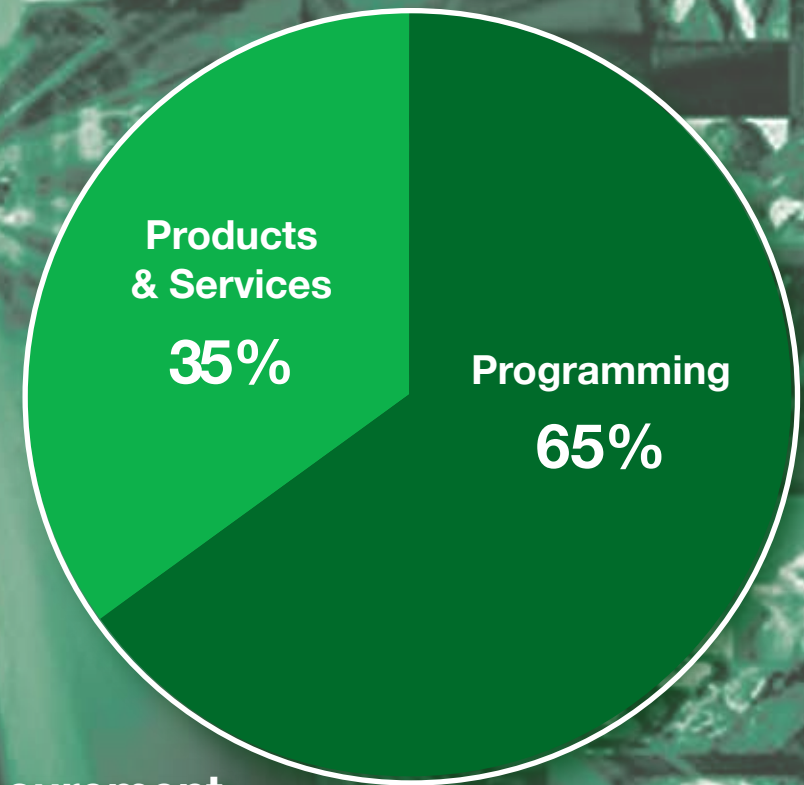
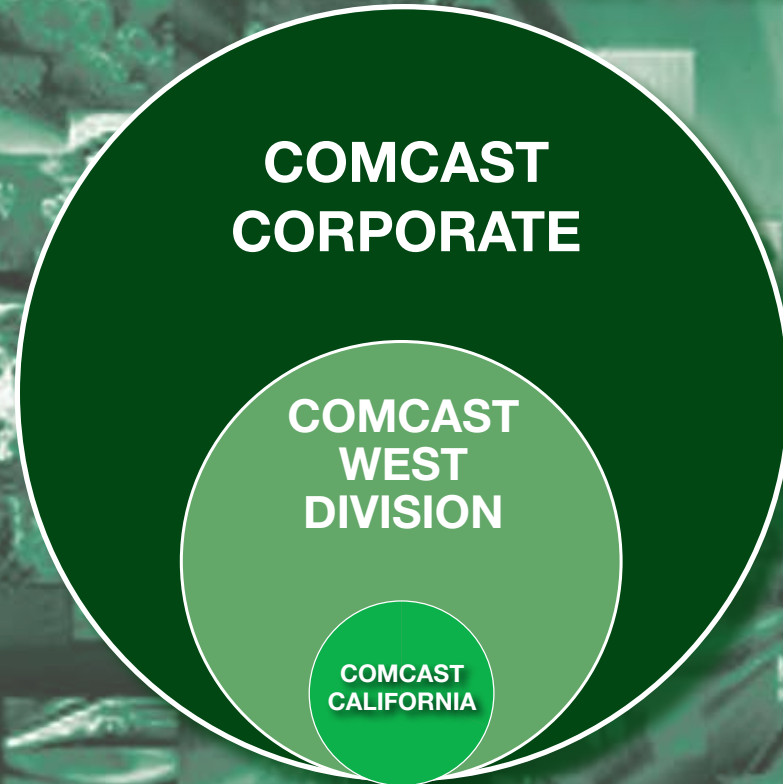
Comcast California continues to enhance its data systems to support its Supplier Diversity Program. In 2013, we developed a Customer Relationship Management (CRM) process that captures the contact times and exchange between diverse vendors and our internal buyers to track the progress. This process ensures the database information is used and is current.

Internally, we expanded training on the Supplier Diversity Program and processes with various departments, including marketing and sales procurement teams and the newly created environmental department.

The Comcast California Supplier Diversity Program remains committed to building upon our 2013 successes by focusing on these three foundational pillars.



Where Procurement Decisions Are Made



Comcast Cable Procurement

Chart above left is only a representation and not proportional to procurement decisions.

Comcast's Supplier Diversity Program provides every business, regardless of its ownership or size, an opportunity to compete for business with our company. The program aims to encourage, expand and enhance Women Minority Disabled Veteran Business Enterprise (WMDVBE) participation in our supply chain.

A key success factor for the Comcast California Supplier Diversity Program is active partnerships with organizations that support inclusion of all vendors. Throughout the year, we collaborate with partner organizations to increase economic capacity for organizations and owners representing diverse communities.

COMCAST CABLE PROCUREMENT

Examples of Products & Services

- Vehicles
- Plant & System
- Building & Land
- Marketing
- Professional Services

WHERE PROCUREMENT DECISIONS ARE MADE

As illustrated by the chart, Comcast Cable company-wide decisions are made at headquarters in Philadelphia. Divisional decisions are made at Comcast Cable's West Division in Denver. Comcast California is a region within the West Division and influences a portion of the procurement decisions.

Comcast procurement is focused in products, services and programming. As shown in the procurement chart, products and services represent approximately 35 percent of Comcast purchases in California. The majority of purchasing activity is from the following areas: transportation, plant and system, building and land, marketing, and professional services.



Supplier Diversity at Comcast



"Comcast is one of the world's leading media, entertainment and communications companies in part because of the strong relationships we build with a variety of suppliers across our national service footprint. We welcome the best and most professional vendors whose products and services help us do our job better."

Brian L. Roberts
Brian L. Roberts
Chairman and CEO, Comcast Corporation

www.comcast.com/supplierdiversity

The Comcast California Supplier Diversity program continues to create sustainable relationships with, and economic opportunities for, diverse vendors. In 2013, Comcast made significant progress on its supplier diversity initiatives.

INTERNAL ACTIVITIES

- Expanded training on use of the Comcast Supplier Diversity database for internal employees, including Marketing and Sales procurement teams.
- Developed a Customer Relationship Management (CRM) process to track contact times and notes on vendors, for all internal buyers and business owners to view to ensure the database remains active and updated.
- Developed stronger ties with the Corporate Supplier Diversity Team, exchanging leads, vendor opportunities, and event support.



EXTERNAL ACTIVITIES

Comcast California’s Supplier Diversity Program educates, engages, and encourages increased participation by WMDVBE businesses. Comcast California increased its participation significantly in 2013 in various activities to enhance supplier diversity efforts across the State. Our involvement included: outreach, memberships, event support, supplier mentorship, certification, workshops (with suppliers and Comcast decision makers), recognition, communications, other targeted external efforts, and development for existing and potential suppliers.

KEY HIGHLIGHTS

Comcast’s 2013 outreach efforts with diverse communities included:

- Serving as an active member of the California Utilities Diversity Council (CUDC);
- Hosting decision-making procurement officers with diverse vendors offering professional services— IT Staffing, Engineering Services, Project Management, and IT/Systems Augmentation;
- Partnering with Charter, Cox, and Time Warner to host the 3rd Annual California Cable Supplier Diversity Fair, attended by over 100 vendors;
- Partnering with the CPUC to host the successful CPUC Business Expo in Salinas, California with over 200 vendors attending; and
- Executing an effective WMDVBE outreach strategy resulting in 39 outreach activities, including:
 - Supporting the local Western Region Minority Supplier Development Council;
 - Supporting the local Astra’s Business Women’s Alliance by attending their Annual Women’s Matchmaking event in San Francisco, and sponsoring the “Game Changer” Baseball Networking and Support event at an Oakland A’s game; and
 - Attending first meeting with the Elite Service-Disabled Veteran-Owned Business Network of San Jose.

In addition, Comcast leaders served as board members and advisory board members of numerous ethnic Chambers of Commerce throughout our Northern California footprint.

A. MEMBERSHIP

- a. California Utilities Diversity Council (CUDC)
- b. National Minority Supplier Development Council (NMSDC)
- c. Women's Business Enterprise National Council (WBENC)
- d. Western Region Minority Supplier Development Council (WRMSDC formally NCMSDC)
- e. Astra Women's Business Alliance (Northern California WBENC Affiliate)
- f. Sacramento Asian Pacific Chamber of Commerce
- g. Oakland African-American Chamber of Commerce
- h. Hispanic Chamber of Commerce of Sonoma County
- i. Sacramento Black Chamber of Commerce
- j. Central California Hispanic Chamber of Commerce
- k. Fresno Area Hispanic Foundation
- l. California Asian Pacific Chamber of Commerce
- m. California Black Chamber of Commerce
- n. California Hispanic Chamber of Commerce
- o. American Indian Chamber of Commerce of California

B. PROGRAM OR EVENT

- a. California Legislative Black Caucus – *CLBC Symposium 2013*
- b. Asian American Small Business PAC
- c. Chinese Chamber of Commerce (SF) – *Spring Banquet*
- d. Chinese Chamber of Commerce (SF) – *New Board Installation*
- e. California Asian Chamber of Commerce
The State of Small Business Event
- f. San Joaquin Hispanic Chamber
Business Forecast Conference
- g. Sacramento Asian Chamber of Commerce
Annual Dinner
- h. APAPA – *Biennial Capitol Reception*
- i. Sacramento Hispanic Chamber of Commerce
Annual Dinner
- j. Slavic American Chamber of Commerce
State Legislative Day and Lunch
- k. OCA - Asian Pacific American Advocates
(formerly known as the Organization of Chinese Americans)
Annual Dragon Festival Dinner
- l. San Joaquin Hispanic Chamber of Commerce
Annual Small Business and Legislative Lunch
- m. Center for Fathers for Families
Salute to Fathers Dinner
- n. Sacramento Gay and Lesbian Center
Pride Festival
- o. OCA - Asian Pacific American Advocates
Legislative Reception
- p. Sacramento Asian Chamber of Commerce
Sacramento Regional Study Mission
- q. El Concilio of San Joaquin – *Annual Dinner*
- r. Sacramento Black Chamber of Commerce
Annual Dinner



- s. Hispanic Chamber of Commerce of Silicon Valley
Festiv'All Business Expo
- t. San Mateo County Hispanic Chamber of Commerce
Mayor's Diversity Awards
- u. African American Community Services Agency
MLK Annual Luncheon
- v. NAACP San Jose Chapter – *Annual Dinner*
- w. NAACP San Jose Chapter
African American Flag Raising Event
- x. Asian Americans for Community Involvement (AACI)
40th Anniversary Gala
- y. Asian Law Alliance – *Annual Gala*
- z. Asian Pacific American Leadership Institute (APALI)
Annual Event
- aa. Cupertino Chamber of Commerce
11th Annual Diwali Festival of Lights
- bb. Hispanic Foundation of Silicon Valley
Hispanic Foundation Ball

- cc. Latino Leadership Alliance (in partnership with Stanford University) – *Graduation Ceremony and Reception*
- dd. Somos Mayfair – *Gracias a La Vida Luncheon*
- ee. Services, Immigrant Rights and Education Network (SIREN)
Annual Dinner Event
- ff. Latina Coalition of Silicon Valley
Sisterhood Brunch and ELLA program
- gg. American Indian Chamber of Commerce of California
Northern California Chapter Meeting
- hh. Sacramento Asian Pacific Chamber of Commerce
20th Annual Gala
- ii. Western Region Minority Supplier Development Council
Putting on the Ritz; Annual Luncheon
- jj. Astra Women's Business Alliance
"Game Changer" Baseball Event
- kk. LBA – *Global Business Conference Gala*
- ll. USPPACC – *Workshop and Networking Event*

C. WORKSHOPS

2013 Event Dates	Workshop Event Name
03/28/13	Business Matchmaking 2013 Event
4/11/13	“2013 Small Business Expo” - Host: CPUC & PG&E
5/13/2013 5/14/2013	“KTP DVBE - Business Alliance”
06/05/13	“USPACC National Convention”
06/14/13	“CUDC Procurement Team Consulting Expo”
07/19/13	“Diverse Advertising and Media Outreach Forum” Host: CUDC Procurement Team
07/24/13	“EXPO’13” - Host: AICCCAL
7/24/13 - 7/25/2013	“16th Annual Workshop and Awards & Martchmaking” - Host: Astra (WBENC Affiliate)
08/08/13	“Minority Business Opportunity Expo” - Host: NCMSDC
8/14/2013 8/16/2013	“35th Annual State Convention and Business Expo” - Host: Cal. Hispanic Chamber of Commerce (CAHCC)
8/21/2013 - 8/23/2013	“10th Annual Elite Services National Conference” Host - Elite Veterans SDOB Network - So. Cal. Chapter
09/17/13	“California Cable Supplier Diversity Fair” - Host: Comcast, Cox, Time Warner, Charter
09/20/13	“Cal Asian Business Summit” Hosted: by Cal. Asian Buisness Alliance
10/09/13	“CPUC Salinas Small Business Expo”



D. AWARDS & RECOGNITION



Timothy Evans, *Supplier Diversity Specialist, Comcast Cable, California*, was honored with the **"Corporate Advocate of the Year"** award from the Astra Women's Business Alliance.

In 2013, Comcast was recognized by numerous organizations and publications. Among them:

- Comcast and NBCUniversal's Diversity Councils are ranked 3rd among the **2013 Top 25 Diversity Councils** by the Association of ERGs and Councils (formerly the Association of Diversity Councils), moving up from 5th place last year and marking our 5th consecutive year on the Top 25 list.
- Calvert Investments awarded Comcast Corporation 90 out of 100 points for its record on including women, minorities, and LGBTs.
- DiversityInc magazine* named Comcast Corporation among the **"Top 50 Companies for Diversity."** (#49)
- Comcast tied for first place among Women in Cable Telecommunications' (WICT) **2013 Best Operators for Women in Cable** and NBCUniversal earned first place among WICT's **2013 Best Programmers for Women in Cable**.
- For the second year in a row, Comcast-NBCUniversal earned a 100% score on the Human Rights Campaign's (HRC) 2014 Corporate Equality Index (CEI), and is recognized among HRC's **"Best Places to Work"** list.

- Comcast Corporation has been ranked **3rd among the 2013 LATINA Style 50 Report**.
- G.I. Jobs and Military Spouse magazines* ranked Comcast-NBCUniversal #76 among the **Top 100 Military Friendly Employers for 2014**.
- Comcast-NBCUniversal received Organization of Chinese American's (OCA) **2013 Outstanding Corporate Partner Award** from OCA - Asian Pacific American Advocates.
- Comcast ranked #9 among HispanicBusiness.com's **2013 Best Companies for Diversity**.
- The National Association for Multi-ethnicity in Communications (NAMIC) honored Comcast and NBCUniversal with its **"2013 Industry Diversity Champion Award."**
- Comcast and NBCUniversal were each named a **2013 Top Company for People of Color by NAMIC**.
- Comcast Corporation was ranked among the **"Top 50 Organizations for Multicultural Business Opportunities"** by DiversityBusiness.com.
- Latino Magazine* recognized Comcast as one of the **Top 15 companies actively encouraging Latinos to enter STEM careers**.
- Black EOE Journal* named Comcast among the **2013 "Top Diversity Employers"** and **"Top Supplier Diversity Programs."**
- Hispanic Network Magazine* named Comcast and NBCUniversal among its **"Best of the Best" in "Top Diversity Employers"** and **"Top Supplier Diversity Programs" for 2013**.
- U.S. Veterans Magazine* (USVM) named Comcast-NBCUniversal among its **2013 Best of the Best lists for "Top Veteran-Friendly Companies"** and **"Top Supplier Diversity Programs."**
- Professional Woman's Magazine* recognized Comcast-NBCUniversal among its **2013 Best of the Best lists for "Top Diversity Employers for Women"** and **"Top Supplier Diversity Programs for Women."**
- Careers & the disABLED magazine* ranked Comcast Corporation #9 in the country on their annual **"Top 50 Employers List."**
- Comcast Corporation was honored with the New York Urban League's **2013 "Champions of Diversity" Award**.
- LATINO Magazine* recognized Comcast-NBCUniversal among its first-ever **LATINO 100**, a listing of the top 100 companies providing the most opportunities for Latinos.
- Comcast ranked 19th on the **2013 CareerBliss Leap Awards**.
- The Legal Department of Comcast Cable Communications has been selected to receive the Minority Corporate Counsel Association's **2013 Employer of Choice Award for the Mid-Atlantic Region**.
- Comcast Corporation received the Hall of Fame award among extra-large companies in the Philadelphia Business Journal's list of **"Best Places to Work."**
- The PA-NJ-DE Minority Supplier Development Council (MSDC) recognized Comcast as **National Corporation of the Year**.
- Comcast-NBCUniversal was honored among United States Hispanic Chamber of Commerce's (USHCC)'s **Million Dollar Club** (\$100M-\$250M category).
- Comcast Corporation was recognized among The Civic 50 as #3 in **Best in Communications Industry for 2013**.
- United Way Worldwide recognized Comcast Corporation with two **2013 Summit Awards** for volunteer and philanthropic engagement.
- Comcast California Region was honored with the **"Corporate Done Deals"** award from the Astra Women's Business Alliance

2013 Industry Diversity Champion Award

Best Operators for Women in Cable

Outstanding Corporate Partner Award

Best Places to Work

Top 100 Best Company for People of Color

Military Friendly Inspiration

Employers Award

Best in Communications Industry for 2013



E. SUPPLIER MENTORSHIP OR DEVELOPMENT

Comcast Equips and Educates Business Owners

In today's competitive marketplace, entrepreneurs often need to have access to technology and digital literacy training to help them enhance and expand their businesses. The result is job creation and economic growth.

Comcast California continues to lay the foundation for the Capacity Building and Technical Assistance Program for diverse suppliers. Working in partnership with NMSDC, WBENC, and Elite SDBOV affiliates in our area to provide training and leadership for small minority, women, and service disabled businesses. Through this program, Comcast's goal is to grow these diverse vendors to position them to bid for larger opportunities within the company. As we evolve and enhance the Capacity Building and Technical Assistance Program, we are developing the benchmarks to measure our success.



TRAINING

Comcast continues to enhance its Supplier Diversity Program by investing in training and professional development. In 2013, the Supplier Diversity Specialist attended the National Supplier Development Councils' Supplier Diversity Management Training in San Francisco in June. Comcast continues to invest in supplier diversity training and professional development.



2013 ANNUAL REPORT

Summary of WMDVBE Purchases

In 2013, Comcast California sought to reach 22.5 percent on its diverse vendor spend. Comcast California missed its goal by 0.2 percent. Comcast California spent 22.3 percent of its operating expense with WMDVBE vendors, for a total of \$64,625,398. This spend includes \$23,794,001, or 8.2 percent, with Minority Business Enterprises and \$40,822,847, or 14.1 percent, with Women Business Enterprises.

2013 WMDVBE RESULTS BY ETHNICITY					
ETHNICITY		2013 GENERAL ORDER 156			
		TIER I	TIER II	TOTAL \$	TOTAL %
MINORITY MEN	African-American	\$ 1,256,886	\$ -	\$ 1,256,886	0.4%
	Asian-American	\$ 16,580,007	\$ -	\$ 16,580,007	5.7%
	Hispanic American	\$ 2,936,965	\$ 644,969	\$ 3,581,935	1.2%
	Native-American	\$ -	\$ -	\$ -	0.0%
	Other	\$ -	\$ -	\$ -	0.0%
	TOTAL MINORITY MEN	\$ 20,773, 858	\$ 644,969	\$ 21,418,827	7.4%
MINORITY WOMEN	African-American	\$ 38,265	\$ -	\$ 38,265	0.0%
	Asian-American	\$ 92,630	\$ 1,340,563	\$ 1,433,193	0.5%
	Hispanic American	\$ 903,717	\$ -	\$ 903,717	0.3%
	Native-American	\$ -	\$ -	\$ -	0.0%
	Other	\$ -	\$ -	\$ -	0.0%
	TOTAL MINORITY WOMEN	\$ 1,034,611	\$ 1,340,563	\$ 2,375,174	0.8%
TOTAL MINORITY BUSINESS ENTERPRISE (MBE)		\$ 21,808,469	\$ 1,985,532	\$ 23,794,001	8.2%
TOTAL WOMEN BUSINESS ENTERPRISE (WBE)		\$ 40,822,847	\$ -	\$ 40,822,847	14.1%
SUBTOTAL WOMEN, MINORITY BUSINESS (WMBE)		\$ 62,631,316	\$ 1,985,532	\$ 64,616,848	22.3%
SERVICE-DISABLED VETERANS BUSINESS ENTERPRISE (DVBE)		\$ 8,550	\$ -	\$ 8,550	0.0%
TOTAL WMDVBE		\$ 62,639,866	\$ 1,985,532	\$ 64,625,398	22.3%
TOTAL PROCUREMENT				\$ 289,163,327	

¹ Purchase amounts have been rounded to the nearest whole dollar

Comcast has further defined the 2013 WMDVBE Results by Product and Services by SIC codes. Please see Appendix B - 2013 Summary of WMDVBE Spend by SIC Code All Tiers, found on pages 40-41.

2013 WMDVBE RESULTS BY PRODUCT AND SERVICE – TIER I							
ETHNICITY		2013 GENERAL ORDER 156 (FINAL)					
		Product \$	Product %	Services \$	Services %	TOTAL \$	TOTAL %
MINORITY MEN	African-American	\$ -	0.0%	\$ 1,256,886	0.4%	\$ 1,256,886	0.4%
	Asian-American	\$ 346,125	0.1%	\$ 16,233,882	5.6%	\$ 16,580,007	5.7%
	Hispanic American	\$ 2,098,445	0.7%	\$ 838,520	0.3%	\$ 2,936,965	1.0%
	Native-American	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
	Other	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
TOTAL MINORITY MEN		\$ 2,444,570	0.8%	\$ 18,329,288	6.3%	\$ 20,773,858	7.2%
MINORITY WOMEN	African-American	\$ -	0.0%	\$ 38,265	0.0%	\$ 38,265	0.0%
	Asian-American	\$ 62,542	0.0%	\$ 30,088	0.0%	\$ 92,630	0.0%
	Hispanic American	\$ 903,717	0.3%	\$ -	0.1%	\$ 903,717	0.3%
	Native-American	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
	Other	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
TOTAL MINORITY WOMEN		\$ 966,259	0.3%	\$ 68,353	0.0%	\$ 1,034,611	0.4%
TOTAL MINORITY BUSINESS ENTERPRISE (MBE)		\$ 3,410,829	1.9%	\$ 13,761,744	5.4%	\$ 18,661,050	7.4%
TOTAL WOMEN BUSINESS ENTERPRISE (WBE)		\$ 6,419,151	1.9%	\$ 31,493,947	12.5%	\$ 36,188,124	14.3%
SUBTOTAL WOMEN, MINORITY BUSINESS ENTERPRISE (WMBE)		\$ 9,829,980	3.8%	\$ 45,255,691	17.9%	\$ 54,849,174	21.7%
SERVICE DISABLED VETERANS BUSINESS ENTERPRISE (DVBE)		\$ 8,465	0.0%	\$ 1,020	0.0%	\$ 9,637	0.0%
TOTAL WMDVBE		\$ 9,838,445	3.4%	\$ 52,801,421	18.3%	\$ 62,639,866	21.7%
GROSS PROCUREMENT						\$ 289,163,327	
EXCLUSIONS						\$ -	
TOTAL NET PROCUREMENT						\$ 289,163,327	

¹ Purchase amounts have been rounded to the nearest whole dollar



COMCAST'S UTILIZATION OF WMDVBE ATTORNEYS AT NON-WMDVBE LAW FIRMS

The table below provides information on Comcast's contracting with non-WMDVBE law firms who assigned WMDVBE attorneys to work on Comcast California projects. This data is supplied by the law firms retained by Comcast and details the non-WMDVBE firms legal service payments.

LEGAL DIVERSITY SPEND REPORT					
ETHNICITY		ATTORNEYS		PARALEGALS	
		BILLABLE HOURS	BILLINGS	BILLABLE HOURS	BILLINGS
MINORITY MEN	African-American Men	179.0	\$ 81,039	0.0	\$ -
	Asian-American Men	0.0	\$ -	0.0	\$ -
	Hispanic Men	430.7	\$ 184,534	0.0	\$ -
	Native-American Men	0.0	\$ -	0.0	\$ -
	Other	0.0	\$ -	0.0	\$ -
	TOTAL MINORITY MEN	609.7	\$ 265,573	0.0	\$ -
MINORITY WOMEN	African-American Women	104.8	\$ 28,030	68.6	\$ 11,611
	Asian-American Women	0.0	\$ -	0.0	\$ -
	Hispanic Women	114.5	\$ 34,653	0.0	\$ -
	Native-American Women	0.0	\$ -	0.0	\$ -
	Other				
	TOTAL MINORITY WOMEN	219.3	\$ 62,683	68.6	\$ 11,611
TOTAL MINORITY BUSINESS ENTERPRISE (MBE)		829.0	\$ 328,256	181	\$ 20,875
TOTAL WOMEN BUSINESS ENTERPRISE (WBE)		237.0	\$ 78,273	0.0	\$ -
SUBTOTAL MINORITY, WOMEN BUSINESS (MWBE)		1066.0	\$ 406,529	68.6	\$ 11,611
SERVICE DISABLED VETERANS BUSINESS ENTERPRISE (DVBE)		0.0	\$ -	0.0	\$ -
TOTAL WMDVBE		1,066.0	\$ 406,529	68.6	\$ 11,611
GROSS LEGAL HOURS / SPEND		1066.0	\$ 406,529	68.6	\$ 11,611
EXCLUSIONS (None At this time)		0.0	\$ -	0.0	\$ -
TOTAL NET LEGAL HOURS / SPEND		1,066.0	\$ 406,529	68.6	\$ 11,611
NET \$ SPEND	\$	418,140			
NET Hour SPEND		1,134.6			



EXPENSE CATEGORY	2013 (Actual \$)
Labor	\$ 100,500
Program Expenses	\$ 10,055
Reporting Expenses	\$ -
Training	\$ 895
Memberships / Dues	\$ 17,500
Other	\$ 16,673
Total	\$ 145,623

- **Labor:** Salary and payroll-related costs of employees working on WMDVBE matters.
- **Program Expenses:** Printing, postage, supplies, outreach and other costs directly related to programs.
- **Reporting Expenses:** Computer, accounting, printing and other expenses in preparing reports to the CPUC.
- **Training Expenses:** Costs related to training employees (internal) and suppliers (external).
- **Memberships/Dues:** Membership fees for national certification organizations.
- **Other:** Miscellaneous costs/credits that do not fall in other categories.

CATEGORY	CPUC GOALS	2010 ACTUAL	2011 ACTUAL	2012 ACTUAL	2013 ACTUAL
Minority Men		6.0%	5.9%	7.2%	7.4%
Minority Women		0.9%	2.8%	0.8%	0.8%
Minority Business Enterprise (MBE)	15.0%	6.9%	8.7%	8.0%	8.2%
Women Business Enterprise (WBE)	5.0%	3.7%	11.3%	14.3%	14.1%
Women Minority Business Enterprise (WMBE)	20.0%	10.6%	20.0%	22.3%	22.3%
Service Disabled Veteran Business Enterprise (DVBE)	1.5%	0.0%	0.0%	0.0%	0.0%
TOTAL WMDVBE	21.5%	10.6%	20.0%	22.3%	22.3%

2013 WMDVBE RESULTS BY PRODUCT AND SERVICE – TIER II							
ETHNICITY		2013 GENERAL ORDER 156					
		Product \$	Product %	Services \$	Services %	TOTAL \$	TOTAL %
MINORITY MEN	African-American	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
	Asian-American	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
	Hispanic American	\$ -	0.0%	\$ 644,969	0.2%	\$ 644,969	0.2%
	Native-American	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
	Other	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
	TOTAL MINORITY MEN	\$ -	0.0%	\$ 644,969	0.2%	\$ 644,969	0.2%
MINORITY WOMEN	African-American	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
	Asian-American	\$ -	0.0%	\$ 1,340,563	0.4%	\$ 1,340,563	0.5%
	Hispanic American	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
	Native-American	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
	Other	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
	TOTAL MINORITY WOMEN	\$ -	0.0%	\$ 1,340,563	0.4%	\$ 1,340,563	0.5%
TOTAL MINORITY BUSINESS ENTERPRISE (MBE)		\$ -	0.0%	\$ 1,985,532	0.7%	\$ 1,985,532	0.7%
TOTAL WOMEN BUSINESS ENTERPRISE (WBE)		\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
SUBTOTAL WOMEN, MINORITY BUSINESS ENTERPRISE (WMBE)		\$ -	0.0%	\$ 1,985,532	0.7%	\$ 1,985,532	0.7%
SERVICE DISABLED VETERANS BUSINESS ENTERPRISE (DVBE)		\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
TOTAL WMDVBE		\$ -	0.0%	\$ 1,985,532	0.7%	\$ 1,985,532	0.7%
TOTAL PROCUREMENT						\$ 289,163,327	

¹ Purchase amounts have been rounded to the nearest whole dollar

LIST OF WMDVBE SUPPLIER COMPLAINTS

(Section 9.1.6)

Comcast had no WMDVBE-related complaints at the California Public Utilities Commission in 2013.

UNDER-UTILIZED SERVICES

(Section 9.1.8)

The Company pursues its diversity objectives in the purchase of professional services, including banking and legal services.

Legal Services

Comcast remains committed to working with female and minority lawyers and firms whose diversity represents that of the communities we serve. Comcast is a founding member of the Inclusion Initiative, a collaborative effort of forward-looking companies committed to a measurable increase in the retention of minority and women-owned law firms by Corporate America. To that end, Comcast spent more than \$2.9 million with diverse law firms in 2013, an increase of 25 percent over 2012. Comcast also remains committed to working with diverse lawyers at majority owned law firms (see “Comcast’s Utilization of WMDVBE Attorneys at Non-WMDVBE Law Firms” on page 28).

Financial Services

For the tenth consecutive year in 2013, Comcast arranged a major credit facility with United Bank of Philadelphia as administrative agent and eleven other Minority Depository Institutions.

Comcast continues to work with a minority-owned bank as one of its placement agencies in the company’s commercial paper program, an ongoing effort whereby Comcast routinely sells short-term promissory notes to mutual funds and other investors for working capital financing.

Minority-owned banks have also participated in the underwriting of numerous Comcast bond offerings, adding value to the process and earning significant income along the way. For example, Comcast employed seven diverse firms to underwrite financing for the company in the corporate bond market in early 2013.

Comcast utilized two diverse firms’ money managers in 2013. One manages a portion of the company’s short-term fixed income assets and the other manages a portion of the equity allocation in NBCUniversal’s pension plan.

We continue to look for opportunities for the minority-owned investment firms and banks that have added value and have demonstrated tangible efforts through the delivery of their services.

Advertising in Diverse Media Outlets

With the goal of increasing our diverse vendors, Comcast partners with, and invests in advertising with diverse media outlets.

Comcast partners with diverse media organizations like Bay Area Journalist Association, Asian American Journalist Association, and New America Media to educate diverse communities about our Supplier Diversity Program and initiatives. For more than a decade, Comcast has partnered with New America Media—the largest ethnic media organization in the country.

In 2013, Comcast California invested more than \$14.5 million in ethnic media advertising, more than double our 2012 spend of \$7.6 million, with Chinese, Filipino, Korean, Japanese, South Asian, Spanish and Vietnamese media outlets.

EXCLUDABLES DUE TO LACK OF AVAILABILITY

(Section 9.1.9)

Comcast California has no excludables to report.

WMDVBE ANNUAL SHORT-, MID-, AND LONG-RANGE GOALS BY PRODUCTS AND SERVICES

(Section 10.1.1)

Comcast achieved a 22.3 percent Supplier Diversity spend in 2013. Comcast California continues to focus on increasing the use of Tier II vendors to assist in increasing overall Diversity Spend. For 2013, Comcast California increased its Tier II by \$500,000. (See Appendix A – WMDBVE Annual Short, Mid, and Long-Range Goals by Product and Services Categories found on pages 36-39)

BUILDING ON SUCCESS 2014 PROGRAM

(Section 10.1.2)

Comcast California continues to build a solid foundation for its long-term Supplier Diversity Program by enhancing and expanding its internal and external initiatives in 2014.

Internal

- Continue to expand the use of the CVM Solutions Supplier Diversity database by enforcing the use of tracking notes, decisions, and key documents within the software program.
- Develop internal incentive program to acknowledge Supplier Diversity achievements. For 2014, develop an award system.
- Develop Supplier Diversity section of the monthly newsletter for Comcasters to review. Set goals for each area to achieve.
- Continue professional development of Supplier Diversity Specialist by attending on-line training classes on Supplier Diversity Best Practices and Procurement Best Practices.
- Develop internal Supplier Diversity Yellow Pages for departments to use.
- Develop monthly dashboard for Comcast California Senior Leadership Team.

External

- Expand the list of Tier II vendors reporting their Tier II spend within California.
- Increase Supplier Mentorship or development by providing two scholarships for MBEs to attend UCLA and other Entrepreneur Business Classes. This would be the beginning our Technical and Capacity program.
- Join the Elite Northern California Chapter.
- Expand Northern California Service –Disabled Veteran Owned Businesses.
- Participate in at least 25 outreach events scheduled in 2014.
- Introduce “Meet the Buyer” Webinars by end of Q3 of 2014.

PLANS FOR RECRUITING DIVERSE SUPPLIERS IN LOW UTILIZATION AREAS

(Section 10.1.3)

Comcast Cable remains committed to the use of diverse suppliers, which includes increasing partnerships with diverse organizations and Tier II, or subcontracting procurement programs, to encourage prime suppliers to work with diverse vendors and grow existing initiatives. Comcast California will participate in these company-wide initiatives.

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

(Section 10.1.5)

Comcast continues to take steps in encouraging our Prime Contractors to utilize more Tier II vendors. Besides initiatives from Comcast Corporate office, Comcast California plans to meet with its top ten non-diverse vendors in 2014, and seek opportunities to use Tier II vendors more often.

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

(Section 10.1.6)

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

WMDVBE ANNUAL SHORT, MID & LONG TERM GOALS BY PRODUCT AND SERVICE CATEGORIES																
MAJOR GROUP SIC CODES	SIC CODE DESCRIPTION	SHORT - TERM (2014)					MID - TERM (2016)					LONG - TERM (2018)				
		MEN	WOMEN	WBE	SDVBE	WMDVBE	MEN	WOMEN	WBE	SDVBE	WMDVBE	MEN	WOMEN	WBE	SDVBE	WMDVBE
		MINORITY BUSINESS ENTERPRISES	MINORITY BUSINESS ENTERPRISES	WOMEN BUSINESS ENTERPRISES	SERVICE-DISABLED BUSINESS ENTERPRISES	WOMEN MINORITY SERVICE-DISABLED BUS. ENTERPRISES	MINORITY BUSINESS ENTERPRISES	MINORITY BUSINESS ENTERPRISES	MINORITY BUSINESS ENTERPRISES	SERVICE-DISABLED BUSINESS ENTERPRISES	WOMEN MINORITY SERVICE-DISABLED BUS. ENTERPRISES	MINORITY BUSINESS ENTERPRISES	MINORITY BUSINESS ENTERPRISES	MINORITY BUSINESS ENTERPRISES	SERVICE-DISABLED BUSINESS ENTERPRISES	WOMEN MINORITY SERVICE-DISABLED BUS. ENTERPRISES
7	AGRICULTURAL SERVICES	7.0%	1.0%	14.0%	0.5%	22.5%	7.5%	1.5%	14.0%	1.0%	24.0%	8.0%	2.0%	14.0%	1.5%	25.5%
15	BUILDING CONSTRUCTION	7.0%	1.0%	14.0%	0.5%	22.5%	7.5%	1.5%	14.0%	1.0%	24.0%	8.0%	2.0%	14.0%	1.5%	25.5%
16	HEAVY CONSTRUCTION OTHER THAN BUILDING CONSTRUCT	7.0%	1.0%	14.0%	0.5%	22.5%	7.5%	1.5%	14.0%	1.0%	24.0%	8.0%	2.0%	14.0%	1.5%	25.5%
17	CONSTRUCTION - SPECIAL TRADE CONTRACTORS	7.0%	1.0%	14.0%	0.5%	22.5%	7.5%	1.5%	14.0%	1.0%	24.0%	8.0%	2.0%	14.0%	1.5%	25.5%
23	APPAREL AND OTHER FINISHED PRODUCTS FROM FABRICS	7.0%	1.0%	14.0%	0.5%	22.5%	7.5%	1.5%	14.0%	1.0%	24.0%	8.0%	2.0%	14.0%	1.5%	25.5%
25	FURNITURE AND FIXTURES	7.0%	1.0%	14.0%	0.5%	22.5%	7.5%	1.5%	14.0%	1.0%	24.0%	8.0%	2.0%	14.0%	1.5%	25.5%
27	PRINTING, PUBLISHING, AND ALLIED INDUSTRIES	7.0%	1.0%	14.0%	0.5%	22.5%	7.5%	1.5%	14.0%	1.0%	24.0%	8.0%	2.0%	14.0%	1.5%	25.5%
33	PRIMARY METAL INDUSTRIES	7.0%	1.0%	14.0%	0.5%	22.5%	7.5%	1.5%	14.0%	1.0%	24.0%	8.0%	2.0%	14.0%	1.5%	25.5%
35	INDUSTRIAL AND COMMERCIAL MACHINERY AND COMPUTER	7.0%	1.0%	14.0%	0.5%	22.5%	7.5%	1.5%	14.0%	1.0%	24.0%	8.0%	2.0%	14.0%	1.5%	25.5%
36	ELECTRONICS AND OTHER ELECTRICAL EQUIPMENT AND COMPONENTS	7.0%	1.0%	14.0%	0.5%	22.5%	7.5%	1.5%	14.0%	1.0%	24.0%	8.0%	2.0%	14.0%	1.5%	25.5%
38	MEASURING, ANALYZING, AND CONTROLLING INSTRUMENTS	7.0%	1.0%	14.0%	0.5%	22.5%	7.5%	1.5%	14.0%	1.0%	24.0%	8.0%	2.0%	14.0%	1.5%	25.5%
39	MISC. MANUFACTURING INDUSTRIES	7.0%	1.0%	14.0%	0.5%	22.5%	7.5%	1.5%	14.0%	1.0%	24.0%	8.0%	2.0%	14.0%	1.5%	25.5%
42	MOTOR FREIGHT TRANSPORTATION AND WAREHOUSING	7.0%	1.0%	14.0%	0.5%	22.5%	7.5%	1.5%	14.0%	1.0%	24.0%	8.0%	2.0%	14.0%	1.5%	25.5%
47	TRANSPORTATION SERVICES	7.0%	1.0%	14.0%	0.5%	22.5%	7.5%	1.5%	14.0%	1.0%	24.0%	8.0%	2.0%	14.0%	1.5%	25.5%
48	COMMUNICATIONS	7.0%	1.0%	14.0%	0.5%	22.5%	7.5%	1.5%	14.0%	1.0%	24.0%	8.0%	2.0%	14.0%	1.5%	25.5%
49	ELECTRIC, GAS, AND SANITARY SERVICES	7.0%	1.0%	14.0%	0.5%	22.5%	7.5%	1.5%	14.0%	1.0%	24.0%	8.0%	2.0%	14.0%	1.5%	25.5%
50	WHOLESALE TRADE - DURABLE GOODS	7.0%	1.0%	14.0%	0.5%	22.5%	7.5%	1.5%	14.0%	1.0%	24.0%	8.0%	2.0%	14.0%	1.5%	25.5%
51	WHOLESALE TRADE - NONDURABLE GOODS	7.0%	1.0%	14.0%	0.5%	22.5%	7.5%	1.5%	14.0%	1.0%	24.0%	8.0%	2.0%	14.0%	1.5%	25.5%
52	BUILDING MATERIALS, HARDWARE, GARDEN SUPPLY, AND MOBILE HOME DEALERS	7.0%	1.0%	14.0%	0.5%	22.5%	7.5%	1.5%	14.0%	1.0%	24.0%	8.0%	2.0%	14.0%	1.5%	25.5%

WMDVBE ANNUAL SHORT, MID & LONG TERM GOALS BY PRODUCT AND SERVICE CATEGORIES *continued*

MAJOR GROUP SIC CODES	SIC CODE DESCRIPTION	SHORT - TERM (2014)					MID - TERM (2016)					LONG - TERM (2018)				
		MEN	WOMEN	WBE	SDVBE	WMDVBE	MEN	WOMEN	WBE	SDVBE	WMDVBE	MEN	WOMEN	WBE	SDVBE	WMDVBE
		MINORITY BUSINESS ENTERPRISES	MINORITY BUSINESS ENTERPRISES	WOMEN BUSINESS ENTERPRISES	SERVICE-DISABLED BUSINESS ENTERPRISES	WOMEN MINORITY SERVICE-DISABLED BUS. ENTERPRISES	MINORITY BUSINESS ENTERPRISES	MINORITY BUSINESS ENTERPRISES	MINORITY BUSINESS ENTERPRISES	SERVICE-DISABLED BUSINESS ENTERPRISES	WOMEN MINORITY SERVICE-DISABLED BUS. ENTERPRISES	MINORITY BUSINESS ENTERPRISES	MINORITY BUSINESS ENTERPRISES	MINORITY BUSINESS ENTERPRISES	SERVICE-DISABLED BUSINESS ENTERPRISES	WOMEN MINORITY SERVICE-DISABLED BUS. ENTERPRISES
54	FOOD STORES	7.0%	1.0%	14.0%	0.5%	22.5%	7.5%	1.5%	14.0%	1.0%	24.0%	8.0%	2.0%	14.0%	1.5%	25.5%
55	AUTOMOTIVE DEALERS AND GASOLINE SERVICE STATIONS	7.0%	1.0%	14.0%	0.5%	22.5%	7.5%	1.5%	14.0%	1.0%	24.0%	8.0%	2.0%	14.0%	1.5%	25.5%
56	APPAREL AND ACCESSORY STORES	7.0%	1.0%	14.0%	0.5%	22.5%	7.5%	1.5%	14.0%	1.0%	24.0%	8.0%	2.0%	14.0%	1.5%	25.5%
57	HOME FURNITURE, FURNISHING, AND EQUIPMENT STORES	7.0%	1.0%	14.0%	0.5%	22.5%	7.5%	1.5%	14.0%	1.0%	24.0%	8.0%	2.0%	14.0%	1.5%	25.5%
58	EATING AND DRINKING PLACES	7.0%	1.0%	14.0%	0.5%	22.5%	7.5%	1.5%	14.0%	1.0%	24.0%	8.0%	2.0%	14.0%	1.5%	25.5%
59	MISCELLANEOUS RETAIL	7.0%	1.0%	14.0%	0.5%	22.5%	7.5%	1.5%	14.0%	1.0%	24.0%	8.0%	2.0%	14.0%	1.5%	25.5%
61	NONDEPOSITORY CREDIT INSTITUTIONS	7.0%	1.0%	14.0%	0.5%	22.5%	7.5%	1.5%	14.0%	1.0%	24.0%	8.0%	2.0%	14.0%	1.5%	25.5%
65	REAL ESTATE	7.0%	1.0%	14.0%	0.5%	22.5%	7.5%	1.5%	14.0%	1.0%	24.0%	8.0%	2.0%	14.0%	1.5%	25.5%
72	PERSONAL SERVICES	7.0%	1.0%	14.0%	0.5%	22.5%	7.5%	1.5%	14.0%	1.0%	24.0%	8.0%	2.0%	14.0%	1.5%	25.5%
73	BUSINESS SERVICES	7.0%	1.0%	14.0%	0.5%	22.5%	7.5%	1.5%	14.0%	1.0%	24.0%	8.0%	2.0%	14.0%	1.5%	25.5%
75	AUTOMOTIVE REPAIR	7.0%	1.0%	14.0%	0.5%	22.5%	7.5%	1.5%	14.0%	1.0%	24.0%	8.0%	2.0%	14.0%	1.5%	25.5%
76	MISCELLANEOUS REPAIR SERVICES	7.0%	1.0%	14.0%	0.5%	22.5%	7.5%	1.5%	14.0%	1.0%	24.0%	8.0%	2.0%	14.0%	1.5%	25.5%
78	MOTION PICTURES	7.0%	1.0%	14.0%	0.5%	22.5%	7.5%	1.5%	14.0%	1.0%	24.0%	8.0%	2.0%	14.0%	1.5%	25.5%
81	LEGAL SERVICES	7.0%	1.0%	14.0%	0.5%	22.5%	7.5%	1.5%	14.0%	1.0%	24.0%	8.0%	2.0%	14.0%	1.5%	25.5%
82	EDUCATIONAL SERVICES	7.0%	1.0%	14.0%	0.5%	22.5%	7.5%	1.5%	14.0%	1.0%	24.0%	8.0%	2.0%	14.0%	1.5%	25.5%
83	SOCIAL SERVICES	7.0%	1.0%	14.0%	0.5%	22.5%	7.5%	1.5%	14.0%	1.0%	24.0%	8.0%	2.0%	14.0%	1.5%	25.5%
87	ENGINEERING, ACCOUNTING, RESEARCH, MANAGEMENT, AND RELATED SERVICES	7.0%	1.0%	14.0%	0.5%	22.5%	7.5%	1.5%	14.0%	1.0%	24.0%	8.0%	2.0%	14.0%	1.5%	25.5%
89	MISCELLANEOUS SERVICES	7.0%	1.0%	14.0%	0.5%	22.5%	7.5%	1.5%	14.0%	1.0%	24.0%	8.0%	2.0%	14.0%	1.5%	25.5%
	TOTAL	7.0%	1.0%	14.0%	0.5%	22.5%	7.5%	1.5%	14.0%	1.0%	24.0%	8.0%	2.0%	14.0%	1.5%	25.5%

Appendix B 2013 SUMMARY OF WMDVBE SPEND BY SIC CODE ALL TIERS

Major Group SIC Codes	SIC Code Description	NAICS Codes	NAICS Code Description		AFRICAN-AMERICAN		ASIAN-AMERICAN		HISPANIC		NA TIVE-AMERICAN		OTHER		TOTAL MEN	TOTAL WOMEN	TOTAL MBE	TOTAL WBE	SUBTOTAL WMBE	TOTAL SDVBE	TOTAL WMDVBE	TOTAL	TOTAL	TOTAL
					MEN	WOMEN	MEN	WOMEN	MEN	WOMEN	MEN	WOMEN	MEN	WOMEN	Minority Business Enterprises	Minority Business Enterprises	Minority Business Enterprises	Women Business Enterprises	Women/Minority Business Enterprises	Service-Disabled Business Enterprises	Women Minority Service-Disabled Business Enterprises	NON-CPUC DIVERSE VENDORS/SUPPLIERS	NON-DIVERSE VENDORS/SUPPLIERS	PROCUREMENT
7	Agricultural Services	541320, 561730	Landscape Architectural Services, Landscaping Services	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,018	\$ 508,929	\$ 509,947
15	Building Construction	236116, 236210, 236220	Multi-Family, Industrial, Commerical and Institutional Building Construction	\$ 594,810	\$ -	\$ 448,786	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,043,597	\$ -	\$ 1,043,597	\$ -	\$ 1,043,597	\$ -	\$ 1,043,597	\$ 8,346	\$ 512,267	\$ 1,564,210
16	Heavy Construction Other Than Building Construct	237110, 237130, 237130	Power and Communications Line and Related Structure Construction	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (1,500)	\$ 55,160,864	\$ 55,159,364
17	Construction - Special Trade Contractors	238140, 238160, 238210, 238220, 238290, 238320	Masonry, Roofing, Electrical, Painting, Plumbing, and Building Equipment Contractors	\$ -	\$ -	\$ 15,604,356	\$ -	\$ 3,992	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 15,608,347	\$ -	\$ 15,608,347	\$ 32,351,580	\$ 47,959,927	\$ -	\$ 47,959,927	\$ -	\$ 5,191,654	\$ 53,151,581
23	Apparel and Other Finished Products From Fabrics	315210, 315225	Cut and Sew Apparel Contractors	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 112,291	\$ 112,291
25	Furniture and Fixtures	333313, 336360	Commercial and Service Industry Machinery Manufacturing	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 640,628	\$ 640,628
27	Printing, Publishing, and Allied Industries	323110, 323210, 511110	Commerical Printing and Publishing	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 161,613	\$ 161,613	\$ -	\$ 161,613	\$ 47,321	\$ 2,190,004	\$ 2,398,938
33	Primary Metal Industries	331422, 335921	Copper Wire Drawing, Fiber Optic Cable Manufacturing	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 9,189,131	\$ 9,189,131
35	Industrial and Commercial Machinery and Computer	332710, 333921, 334111, 334119	Machine Shops, Elevator and Moving Stairway Manufacturing, Electronic Computer Manufacturing	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 637,273	\$ 637,273
36	Electronics and Other Electrical Equipment and Components	334210, 334220, 334290, 334310, 334414, 334417, 334419	Telephone, Wireless, Radio and Television Broadcasting Equipment, Manufacturing	\$ -	\$ -	\$ 9,258	\$ -	\$ 323,188	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 332,446	\$ -	\$ 332,446	\$ 3,466,020	\$ 3,798,466	\$ -	\$ 3,798,466	\$ 585,687	\$ 14,521,070	\$ 18,905,223
38	Measuring, Analyzing, and Controlling Instruments	335110, 335312, 335921, 339113	Electric Lamp Bulb, Motor, Fiber Optics Cable and Part Manufacturing	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 220,445	\$ 220,445
39	Misc. Manufacturing Industries	339944, 339950, 339999	Carbon Paper and Inked Ribbon Manufacturing, Sign Manufacturing	\$ -	\$ -	\$ 466,459	\$ -	\$ 433,996	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 433,996	\$ -	\$ 433,996	\$ -	\$ 433,996	\$ -	\$ 433,996	\$ -	\$ 124,124	\$ 558,120
42	Motor Freight Transportation and Warehousing	484110, 484230, 493110, 493190, 531130	General and Specialized Feight Trucking, Local and Long Distance, Warehousing and (Self) Storage	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 5,654,812	\$ 5,654,812
47	Transportation Services	488510, 488991, 488999	Freight Transportation Arrangement, Packing and Crating, and Other Support Activities	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,784,332	\$ 1,784,332
48	Communciations	515112, 515120, 515210, 517110, 517210	Radio Station, Television Broadcasting, Wired Telecommunication Carriers	\$ -	\$ -	\$ 1,340,563	\$ 1,340,563	\$ 1,292,891	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,292,891	\$ 1,340,563	\$ 2,633,454	\$ -	\$ 2,633,454	\$ -	\$ 2,633,454	\$ 34,149	\$ 54,975,091	\$ 57,642,694
49	Electric, Gas, and Sanitary Services	221122, 517919, 562119, 562212, 562219, 562920, 562998	Electric Power Distribution, Telecommunications, Other Waste Collection, Materials Recovery	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 85	\$ 85	\$ -	\$ 223,574	\$ 223,659
50	Wholesale Trade - Durable Goods	238990, 423210,	All Other Specialty Trade Contractors, Furniture, Lumber, Office Equipment, etc.	\$ -	\$ -	\$ 21,521	\$ 62,542	\$ 44,379	\$ 82,318	\$ -	\$ -	\$ 13,641	\$ -	\$ 65,900	\$ 144,860	\$ 210,760	\$ 1,246,533	\$ 1,457,293	\$ 8,465	\$ 1,465,758	\$ 767,485	\$ 18,683,671	\$ 20,916,915	
51	Wholesale Trade - Nondurable Goods	423120, 424120, 424210, 424320, 424720	Motor Vehicle Supplies , Stationery and Office Supplies, Apparel, Petroleum Wholesalers	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,064,954	\$ 1,064,954
52	Building Materials, Hardware, Gardens Supply, and Mobile Home Dealer	444130, 444190, 444210	Hardware Stores, Other Building Material Dealers, Outdoor Power Equipment Stores	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 476,929	\$ 476,929	\$ -	\$ 476,929	\$ -	\$ 20,802	\$ 497,731	
53	Retail Store	452111, 452112, 4529109	Department Discount, and Supercenter Stores	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,056,567	\$ 1,056,567
54	Food Stores	445299, 722213	All Other Specialty Food Stores, Snack and Non-alcoholic Beverage Bars	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 502,333	\$ 502,333
55	Automotive Dealers and Gasoline Service Stations	441221, 811111	Motorcycle Dealers, General Automotive Repair	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 4,084	\$ 4,084
56	Apparel and Accessory Stores	448120, 448150, 448190, 561422	Men's, Women's Clothing Stores, Clothing Accessories Stores	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 263,062	\$ 263,062	\$ -	\$ 263,062	\$ 594	\$ 549,535	\$ 813,191	

Appendix B continued 2013 SUMMARY OF WMDVBE SPEND BY SIC CODE ALL TIERS

Major Group SIC Codes	SIC Code Description	NAICS Codes	NAICS Code Description		AFRICAN-AMERICAN		ASIAN-AMERICAN		HISPANIC		NA TIVE-AMERICAN		OTHER		TOTAL MEN	TOTAL WOMEN	TOTAL MBE	TOTAL WBE	SUBTOTAL WMBE	TOTAL SDVBE	TOTAL WMDVBE	TOTAL	TOTAL	TOTAL
					MEN	WOMEN	MEN	WOMEN	MEN	WOMEN	MEN	WOMEN	MEN	WOMEN	Minority Business Enterprises	Minority Business Enterprises	Minority Business Enterprises	Women Business Enterprises	Women/Minority Business Enterprises	Service-Disabled Business Enterprises	Women Minority Service-Disabled Business Enterprises	NON-CPUC DIVERSE VENDORS/SUPPLIERS	NON-DIVERSE VENDORS/SUPPLIERS	PROCUREMENT
57	Home Furniture, Furnishing, and Equipment Stores	443112, 443120	Radio, Television, Computer, and Other Electronic Stores	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 32,288	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 32,288	\$ 32,288	\$ 98,001	\$ 130,289	\$ -	\$ 130,289	\$ 1,317	\$ 670,749	\$ 802,355
58	Eating and Drinking Places	722310, 722320	Food Service Contractors, Caterers	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 97,250	\$ 97,250
59	Miscellaneous Retail	453998, 454210, 454312, 454390	All Other Misc. Store Retailers, Vending Machines Operators, Oil Dealers, Direct Sell	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 16,590	\$ 16,590	\$ -	\$ 16,590	\$ -	\$ 3,836,138	\$ 3,852,728
61	Nondepository Credit Institutions	522298, 522320	All Other Nondepository Credit Intermediation, Financial Transactions Processing...	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 15,257	\$ 15,257
65	Real Estate	237210, 531120, 531210, 531390	Land Subdivision, Lessors of Nonresidential Buildings, Offices of Real Estate Brokers	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 628,967	\$ 628,967
67	Holding and Other Investment Offices	525990	Other Financial Vehicles	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,417,155	\$ 1,417,155
70	Hotels, Rooming Houses, Camps and Other Housing Places	721110	Hotels	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 435,061	\$ 435,061
72	Personal Services	561740, 812332	Carpet and Upholstery Cleaning Services, Industrial Launderers	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 396,458	\$ 396,458
73	Business Services	238990, 323114, 711510, ...	All Other Specialty Trade Contractors, Quick Printing, etc, Independent Artist and Writers	\$ 498,727	\$ -	\$ 496,086	\$ 30,088	\$ 826,789	\$ 789,111	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,821,602	\$ 819,199	\$ 2,640,800	\$ 1,757,467	\$ 4,398,267	\$ -	\$ 4,398,267	\$ 142,659	\$ 17,750,929	\$ 22,291,855
75	Automotive Repair	532111, 811111, 811121, 811122, 811198	Car Rentals, Automotive Repair, Body, Paint, Glass, Interior, Other Repair and Maintenance	\$ -	\$ 38,265	\$ 3,079	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 38,265	\$ 38,265	\$ -	\$ 38,265	\$ -	\$ 38,265	\$ -	\$ 10,134,781	\$ 10,173,046
76	Miscellaneous Repair Services	443111, 561622, 811213	Household Appliance Stores, Lock Smiths, Communication Equipment Repair and Maintenance	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 201,044	\$ 834,219	\$ 1,035,263
78	Motion Pictures	512110	Motion Picture and Video Production	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 98,564	\$ 98,564
79	Amusement and Recreation Services	713110, 713990	Amusement and Recreation Industries	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 59,471	\$ 59,471
81	Legal Services	541110	Offices of Lawyers	\$ 163,349	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 163,349	\$ -	\$ 163,349	\$ -	\$ 163,349	\$ -	\$ 163,349	\$ 359,154	\$ 3,393,203	\$ 3,915,705
82	Educational Services	519120, 611110, 611310, 611430, 611699	Libraries and Archives, Elementary, Secondary Schools, Colleges, Management Training	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 132,404	\$ 132,404
83	Social Services	813319	Other Social Advocay Organizations	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2,000	\$ 378,609	\$ 308,609
86	Membership Organizations	813410, 813920	Business, Civic and Social Organizations	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,602,756	\$ 1,602,756
87	Engineering, Accounting, Research, Management, and Related Services	541310, 541611, 541711, 561110	Architectural Services, Management Consulting Services, Office Administrative Services	\$ -	\$ -	\$ 50,595	\$ 656,700	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 656,700	\$ -	\$ 656,700	\$ 985,052	\$ 1,641,752	\$ -	\$ 1,641,752	\$ 76,550	\$ 8,609,773	\$ 10,328,075	
89	Miscellaneous Services	541620, 541990, 711510	Environmental Consulting Services, All Other Professional, Scientific, Technical Services	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 172,848	\$ 172,848
All Other	SIC Codes: 20,22,28,30,32,34,40, 45,46,53,66,80,91,92	312112, 325520, 332323, 492110, 452112, 524298, 721110, 721199, 487990	All other SIC Codes with no diverse \$ spend values \$4000 or less.	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 10,168	\$ 94,441	\$ 104,609
				\$ 1,256,886	\$ 38,265	\$ 16,580,007	\$ 1,433,193	\$ 3,581,935	\$ 903,717	\$ -	\$ -	\$ 13,641	\$ -	\$ 21,418,827	\$ 2,375,174	\$ 23,794,002	\$ 40,822,847	\$ 64,616,848	\$ 8,550	\$ 64,625,399	\$ 2,235,991	\$ 224,287,470	\$ 289,163,327	
				% 1.9%	% 0.1%	% 25.7%	% 2.2%	% 5.5%	% 1.4%	% 0.0%	% 0.0%	% 0.0%	% 0.0%	% 33.1%	% 3.7%	% 36.8%	% 63.2%	% 100.0%	% 0.0%	% 100.0%	% 0.8%	% 77.6%	% 100.0%	

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