



A  Sempra Energy utility®

*Achieving our strategic
priorities through diversity*

**DIVERSE BUSINESS ENTERPRISES • 2014 ANNUAL REPORT
AND 2015 ANNUAL PLAN • MARCH 1, 2015**

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2014 SDG&E® DBE ANNUAL REPORT

LETTER FROM SDG&E CEO JEFF MARTIN

I am proud to report that in 2014, San Diego Gas & Electric® (SDG&E®) posted another strong year of purchasing goods and services with diverse suppliers. SDG&E purchased 44.4 percent or nearly \$492 million of goods and services from diverse suppliers. We value diversity not only because it's good for business and benefits the community, but because these efforts give rise to new ideas, promote cost savings and keep us connected to the communities we serve, all of which adds value to our company.

I want to congratulate everyone; our employees, diverse business partners and community organizations for your involvement in achieving our goals. Every day we focus on what we can do as individuals to collectively build a better business at SDG&E. Fresh thinking and creative problem solving led to some of our banner achievements in diverse business spending this year.

SDG&E's goal was to create better alignment between prime contractors and subcontractors. SDG&E improved the effectiveness of matchmaking events primarily by making the events trade specific and by hosting them in advance of requests for bids. As a result, strong partnerships were formed between prime contractors and subcontractors.



Another key to the success was improving the technical expertise and financial acumen of diverse suppliers so that they could successfully partner with prime contractors.

SDG&E's Electric and Fuel Procurement organization strengthened its support of diverse suppliers in power procurement. In 2014, SDG&E reached a milestone of placing 1,000 megawatts (MW) of renewable power on the Sunrise Powerlink transmission line. SDG&E transacted several wholesale power purchases with diverse suppliers. SDG&E also purchased nearly one-third of its overall natural gas from diverse suppliers, with a total of \$100 million in diverse spending.

SDG&E continues on its strategic mission to reform rates, efficiently manage costs and growth, while providing safe and reliable services. We will continue our partnerships with existing diverse suppliers and cultivate new relationships that share our guiding principles for joint success.

Sincerely,

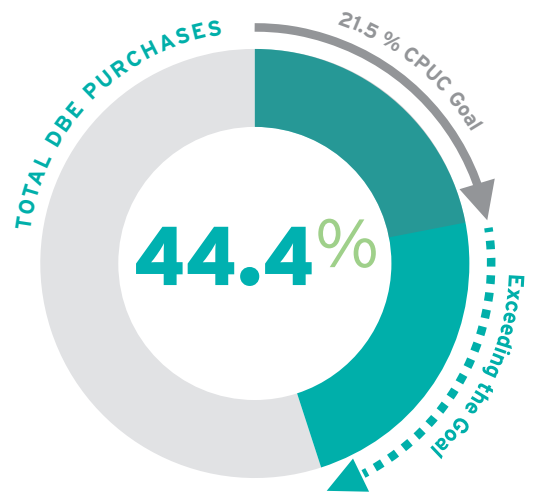
A handwritten signature in black ink that reads "JEFF". The signature is stylized with a long, sweeping underline that extends to the left.

Jeff Martin
Chief Executive Officer
San Diego Gas & Electric

EXECUTIVE SUMMARY

San Diego Gas & Electric (SDG&E) maintained strong supplier diversity spending results in 2014 with **44.4 percent**, or **\$492 million**, of all spending going to Diverse Business Enterprise (DBE) suppliers, once again exceeding the California Public Utilities Commission (CPUC) goal of 21.5 percent.

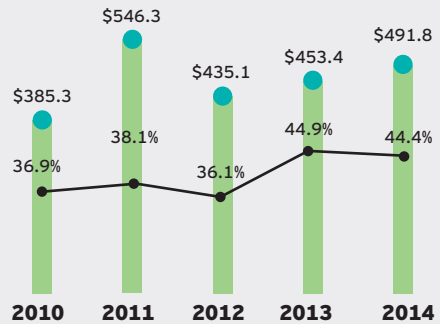
Our 2014 results were driven by high DBE spend in core business areas, such as Electric Distribution Operations, Operations Support and Electric Transmission and System Engineering. Because the spend in these core areas is significant, it is important that we foster these relationships with DBE suppliers, which contributed 72 percent or **\$353.7 million**.



Our major capital projects are another strategic driver for our results, and 2014 proved to be another successful year with the East County Substation (ECO) project and the Pipeline Safety Enhancement Program (PSEP) providing significant levels of diverse business spending. ECO was completed in 2014 to improve reliability and serve as a connecting point for renewable energy resources, with DBE participation of \$79.3 million in 2014. The PSEP program continues to advance opportunities for diverse suppliers and achieved over 60 percent, or \$17.2 million in DBE spend.

Key technical assistance, targeted outreach and ongoing programs provided by SDG&E prepares small businesses on how to do business with a large company like SDG&E, and gives them tools to grow and succeed.

Diverse Business Enterprise - SDG&E 2010 to 2014 (\$Millions and %)



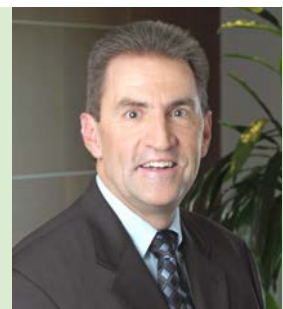
"Diversity in our supply chain is integral to our continued success. We value and promote supplier diversity in every aspect of our business and at every level of our organization. The partnership that we develop with diverse suppliers is not only good for our business, but also good for the economy as a whole."

- **Michael Schneider**, Vice President,
Operations Support and Chief Environmental Officer



"To maintain electric reliability and help support the delivery of renewable energy, SDG&E is upgrading the transmission infrastructure. Diverse suppliers have been instrumental in the reconstruction and modernization of the ECO Substation project."

- **David Geier**, Vice President,
Electric Transmission & System Engineering



Key spending and accomplishments contributing to 2014 supplier diversity success:

Direct spend growth - increased more than \$46.1 million, from \$255.5 million to \$301.6 million, representing 27.2 percent of our DBE spending.

\$301.6
million

Subcontracting - subcontracting for both core business and capital projects totaled nearly \$190.3 million, representing 17.2 percent of our DBE spending.

\$190.3
million

Operations support - DBE spend increased more than \$3.1 million from 2013, totaled \$53.4 million, representing 10.9 percent of our DBE spending.

\$53.4
million

Category highlights:

Minority-Owned Business Enterprise (MBE)

spending was \$330.2 million or 29.8 percent.

\$330.2
million

Women-Owned Business Enterprise (WBE)

spending was \$136.5 million or 12.3 percent.

\$136.5
million

Minority Women-Owned Business (MWBE)

spending was \$86.7 million or 7.8 percent.

\$86.7
million

Service-Disabled Veteran Business (SDVBE)

spending was \$25.1 million or 2.3 percent.

\$25.1
million

Planning for 2015

Moving forward, SDG&E will continue to expand the successful "Champions and Ambassadors" program to increase the number of employees advocating for diverse suppliers. To help our small businesses increase working capital, we are launching a new Supplier Quick Pay Program (SQPP) for qualified small businesses.

SDG&E welcomes and supports the extension of General Order (GO) 156 DBE provision to the Lesbian, Gay, Bisexual and Transgender (LGBT) business community and is committed to working with local and national LGBT organizations. To better align with the evolving needs of utilities, SDG&E will partner with Community Based Organizations (CBOs) to co-sponsor their technical assistance programs. To better measure the success of our technical assistance programs, SDG&E will leverage an annual survey and the technical assistance participants' reunion event, known as capstone event, which allows diverse suppliers to report the impact of technical assistance programs on their business growth and success with utilities.

9.1.1 Description of WMDVBE Program

INTERNAL ACTIVITIES

Executive support

All executives, directors and managers strive to meet the company's DBE goals. Executives support and routinely attend diversity events such as the Annual Championing Diversity Awards Event.

SDG&E Internal Supplier Diversity Champions and Ambassadors Team

In addition to the dedicated Supplier Diversity team, SDG&E has nearly fifty Champions and Ambassadors who represent many departments within SDG&E. The DBE Champions team was formed in 2013 and achieved notable success. SDG&E expanded the successful program in 2014 to include DBE Ambassadors. The new Ambassadors are active in identifying opportunities to include DBEs as well as participating in DBE matchmaking and outreach events.

Supplier Diversity hosted two "Supplier Diversity Champions and Ambassadors Seminars" in 2014 to provide training, tools, and a platform for collaborative discussions for the DBE Champions and Ambassadors.



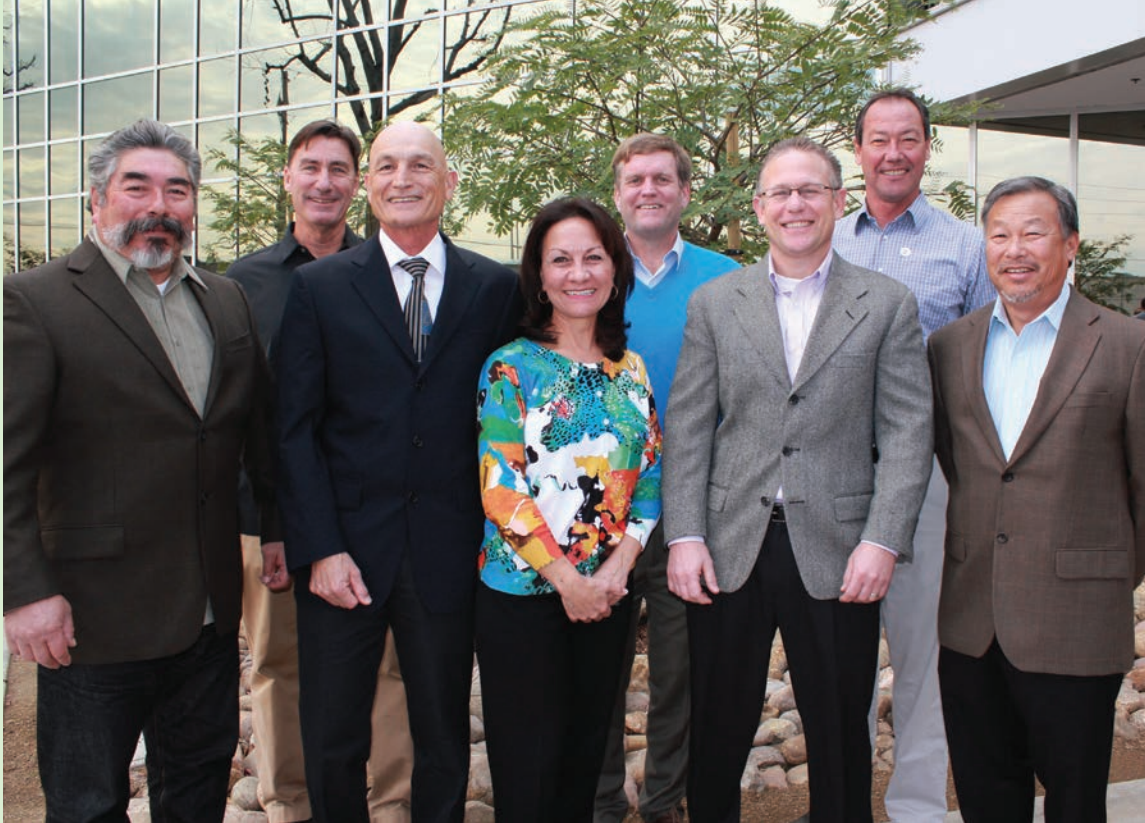
Michael Schneider, Vice President, Operations Support and Chief Environmental Officer, speaks at a Supplier Diversity Champions and Ambassadors Seminar sharing the supplier diversity vision for the company.

"In 2014, in support of SDG&E's strategic priorities, our team focused on fire risk mitigation and improving infrastructure for public safety. Those projects have provided great opportunities for our diverse suppliers to partner with SDG&E to help us exceed our system reliability goals."

- **John Sowers**, Vice President,
Electric Distribution Operations



SUCCESS STORY:
Construction Services



Members of the Construction Services team: Dave Crosthwaite, John Vermeule, Joey Valdivia, Gloria Gonzales, Robert Stolberg, Norm Kohls, Fernand Kuhr, Clayton Tong.

In 2014, the Construction Services department was instrumental in helping SDG&E achieve the company's DBE goals. This group was creative in fostering relationships between prime contractors and DBE subcontractors and continuously explored new ways to incorporate DBEs into the sourcing process. Construction Services also completed a Strategic Sourcing process which increased the level of DBE spend by 18 percent to 61 percent. For 2014 overall, this team achieved 54 percent DBE spend totaling \$81 million.

MEET the SDG&E Supplier Diversity team

SDG&E has a dedicated team focused specifically on supplier diversity. This team is proactive in the pursuit of opportunities for diverse suppliers. Some of the responsibilities are listed below.

- Create a network of informed, prepared and engaged suppliers through certification, technical assistance and targeted networking
- Build, foster and develop competitive diverse suppliers that are able to excel in utility industry
- Demonstrate best practices of corporate citizenship through collaborative communication, networking and building trusting relationships with our strategic partners
- Ensure the pipeline of certified suppliers are aligned with SDG&E's strategic needs



Members of the Supplier Diversity team: Jaymee Lomax, Yan Fei, Sydney Furbush, Erica Beal, Bruce Mayberry.

INTERNAL EVENTS

Recognition events held throughout the year brought employees together to raise awareness and celebrate the achievements of our supplier diversity program.

- The executive leadership team hosted a celebration event for employees and CBOs in the first quarter to recognize their DBE accomplishments. Steve Davis, President and Chief Operating Officer of SDG&E, and Michael Schneider, Vice President, Operations Support and Chief Environmental Officer spoke at the event and recognized employees for their significant achievements in 2014.
- The SDG&E and SoCalGas Employee Diversity Council and Local Diversity Inclusion Council Summit was held in San Diego in September 2014. The employees honored at the event were recognized for their actions in reinforcing the philosophy that supplier and employee diversity are integral parts of our business. During the event, CPUC Commissioner Sandoval praised SDG&E, SoCalGas and Sempra Energy for their leadership and ongoing commitment to supplier and employee diversity.

EXTERNAL ACTIVITIES

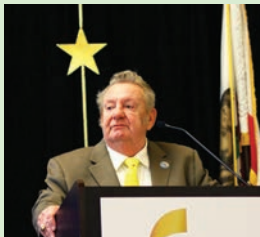
Supplier Diversity team members attend a wide array of networking events to promote diversity and find potential suppliers. Working closely with community organizations helps the Supplier Diversity team understand the challenges DBEs face. Several Supplier Diversity advisors serve on executive and advisory boards with suppliers, which provides a platform to communicate the needs of utilities to our suppliers and strengthen our ongoing partnerships. The team also participates in regional and national conferences, such as the National Minority Supplier Diversity Council Conference and CPUC Small Business EXPOs, throughout the year.

“The Supplier Diversity team identifies new diverse suppliers that meet utility requirements and provides technical assistance to prepare suppliers to compete with other companies. We engage suppliers with SCORE contracts to create capacity building opportunities.”

**- Sydney Furbush, Manager,
Supplier Diversity and Supplier Relations**



CONNECTING with community based organizations



"SDG&E has been there for the Elite Network for over a decade. The company and staff have provided a great deal of support and sound advice, in creating many of the successes we have and continue to enjoy in the veterans community. Most of all, SDG&E is helping us in our mission to 'Help Other Veterans To Help Themselves.'"

- **Bob Mulz**, *Chairman, ELITE SDVOB Network*



"On behalf of our Asian Business Association Board of Directors and staff, we are continually amazed and appreciative of the incredible support SDG&E provides to our Asian Business Association community, and the greater community at large. Specifically, we believe the SDG&E staff is always working to improve the business climate for our members, even going above and beyond to help them to be more successful and thrive. I would like to express our deepest appreciation for that!"

- **Wendy Urushima-Conn**, *President & CEO, Asian Business Association*



"Our American Indian Chamber of Commerce has benefitted greatly from our partnership with SDG&E. Their staff has truly become vested in our businesses' paths to success. Whenever we face a challenge, SDG&E comes to listen and acts on it for the greater good."

- **Tracy Stanhoff**, *President, American Indian Chamber of Commerce of CA*



"Thank you for the support that you have shown WBEC-West and the women we serve in the community. There are many challenges and barriers that face Women Owned Businesses as they attempt to get a seat at the table for opportunities. WBEC-West would like to sincerely thank SDG&E for making sure that the playing field is always level."

- **Pamela Williamson, PHD**, *President & CEO, Women Business Enterprise Council -West*



"SDG&E is a leader in the effective implementation of a world-class supplier diversity program. In 2014, they won our Corporation of the Year for Supplier Diversity Leadership Award. This recognizes a corporation that has served as a role model in the area of supplier diversity. SDG&E have been a consistent partner in helping to create economic opportunity in our underserved communities."

- **Ron Garnett**, *President & CEO, Council for Supplier Diversity*

SUPPLIER DEVELOPMENT AND TECHNICAL ASSISTANCE

SDG&E provides targeted opportunities for DBE suppliers to obtain the knowledge and skills needed to grow their business to the next level and adjust to the challenges facing the utility industry. SDG&E sponsors a variety of educational technical assistance programs with CBOs as well as with San Diego State University (SDSU), University of California, Los Angeles, Anderson School (UCLA Anderson), and a custom program, created by SDG&E and our sister company SoCalGas, called the Supplier Diversity Institute (described below).

Strategic Growth Planning for Entrepreneurs

The Lavin Entrepreneurship Center at SDSU is proud to partner with SDG&E to provide the Strategic Growth Planning for Entrepreneurs Program each fall at the university's campus. It is designed to assist DBEs through strategic growth planning sessions and a hands-on business improvement

project to help grow their business. To qualify for the program, a company must have been in business for more than three years with over \$1 million in annual revenue. Each spring, SDSU and SDG&E host a capstone event and invite all previous participants to come together to network and share their experiences.

Advanced Technology Management Institute (UCLA Anderson)

The Advanced Technology Management Institute (ATMI) at the UCLA Anderson, provides DBE suppliers with leading-edge skills and approaches designed to help their leaders understand the technologies and innovations that are increasingly changing the business landscape and the business prospects of all market participants. As an executive-level training program, the curriculum pays particular attention to the forefront of new technology.

PROFILES IN SUCCESS: Mikhail Ogawa Engineering Inc.

Mikhail Ogawa Engineering Inc., (MOE), an Asian-American business enterprise, has benefited greatly from SDG&E's Strategic Growth Planning for Entrepreneurs Program.

"The program content was appropriate for our business and centered on increasing our business acumen and strengthening best business practices. The experience gave us the confidence to move to the next level and make business adjustments to best handle our growth over the past year. It is wonderful to know that SDG&E takes a vested interest in supporting the growth of the companies that provide services to them," explains Mikhail Ogawa, President of MOE.

During 2014, SDG&E continued its relationship with MOE for Storm Water Pollution Prevention Plan oversight, management and storm water program consultation services. Through the successful working relationship with SDG&E, MOE has continued to expand its reputation as a firm that provides efficient and high-quality professional services to clients.



Mikhail Ogawa, President/
Principal Engineer, MOE

PROFILES IN SUCCESS: J. Cloud, Inc.

J. Cloud, Inc., an African American construction contractor, began working with SDG&E in October 2013. Since then, J. Cloud, Inc. has supported over 30 SDG&E substation projects. SDG&E's SCORE mentoring program was instrumental in helping J. Cloud, Inc. learn the systems and requirements on SDG&E projects. Because SDG&E recognized the company's outstanding commitment for constant improvement, J. Cloud, Inc. was awarded the 2013-2014 "DBE Supplier of the Year Award".

"J. Cloud, Inc. appreciates its partnership with SDG&E and looks forward to growing our business. SDG&E has absolutely made us a better company," explains J. Cloud, Inc. founder and CEO, Jon Cloud.



J. Cloud team

SDG&E Supplier Diversity Institute

SDG&E and Infinity Business Solutions created the Mastering Business Growth (MBG) program in 2013 to offer small businesses a unique training opportunity to build new strategies and apply new metrics for growing their businesses. The MBG training program provides small businesses with a toolkit of real-time applications and resources that will address business challenges and/or opportunities.

SDG&E solicits local CBOs (The Elite SDVOB Network, DVBE Alliance, Council for Supplier Diversity, Asian Business Association, Central San Diego Black Chamber of Commerce, Women Business Enterprise Council - West, National Association of Women Business Owners, Hispanic Chamber of Commerce, and American Indian

Chamber of Commerce, among others) as well as verified Clearinghouse Suppliers to find qualified business owners who can benefit from our classes. The program culminates with SDG&E conducting a matchmaking event between participants, SDG&E procurement agents and business stakeholders.

Supplier Mentoring and Capacity Building

SCORE, or the Small Contractor Opportunity Realization Effort program, continues to play an important role in our supplier mentoring and capacity building efforts. The SCORE initiative creates opportunities for small diverse contractors and companies to demonstrate their abilities to work with utilities and other large businesses. For SDG&E, SCORE provides a way to increase its pool of qualified diverse suppliers for a specific scope of work.

CONNECTING with prime contractors

Environmental Compliance Forum

SDG&E organized an Environmental Compliance Forum in February 2014 and facilitated networking between prime contractors and DBE suppliers for Environmental Compliance Requests for Proposals (RFP). As the result of the forum, DBE spend in this particular category went from less than 20 percent to a staggering 90 percent.

"The Environmental Compliance sourcing effort presented an exciting opportunity to bundle significantly larger volumes of work in all Environmental Program disciplines. The team's innovative approach achieved three objectives:

cost savings, increasing DBE participation, and implementing process efficiencies," said Shoshana Pena, SDG&E Senior Contracting Agent, Supply Management



Engineering Services Matchmaking Forum

In the summer of 2014, SDG&E hosted a matchmaking event for the Engineering Services RFP. Historically this area has had low DBE utilization. The RFP team organized a comprehensive diversity matchmaking event, which resulted in more than a hundred networking connections between potential prime contractors and subcontractors. The matchmaking event in turn fostered strong partnerships for RFP proposals. As a result, SDG&E was able to achieve more than 70 percent DBE participation, as well as significant cost savings. In addition, the feedback received from the participants' surveys was incredibly positive. The participants said the event met or exceeded their expectations and expressed interest in similar future events.

2014 Awards

Supplier diversity

- 2014 Council for Supplier Diversity "Community Advocate for Economic Impact Award"
- 2014 Council for Supplier Diversity "Supplier Diversity Leadership Award"
- 2014 National Elite Service Disabled Veteran Owned Business Network "Appreciation for Support Award"
- 2014 Greater Los Angeles African American Chamber of Commerce "Supplier Diversity Advocate Award"
- 2014 National Association of Women Business Owners "Appreciation of Support Award"
- 2014 Central San Diego Black Chamber of Commerce "Corporation of the Year"
- 2014 National Association of Women Business Owners "BRAVO Award"
- 2014 National Elite Service Disabled Veteran Owned Business Network "Support of the Year Award"
- 2014 Asian Business Association "Outstanding Corporation"
- American Indian Chamber of Commerce "2014 Turquoise Level Honors"
- 2014 American Indian Chamber of Commerce "2014 EXPO Raven Supporter Award"
- 2014 Women Business Enterprise Council - West "Corporate Appreciation Award"

Corporate diversity

- Diversity, Inc. - No. 2 on Top 50 Companies for Diversity
- Hispanic Network Magazine - Top Supplier Diversity Programs for Hispanics 2014
- Fortune Magazine - America's 50 Best Companies for Minorities
- National Elite Service Disabled Veteran Owned Business Network - Corporation of the Year
- Black Enterprise Magazine - 40 Best Companies for Diversity

"We work closely with all our CBOs.

As a Board Member of the Asian Business Association, I strongly support the ABA's mission to enable its corporate and small business members working together to advance San Diego's economic development."

- **Joanne Wang**, Director of Risk Management & Strategic Analysis



9.1.2 Summary of WMDVBE purchases/contracts

Total direct/sub spending summary for 2014 vs. 2013

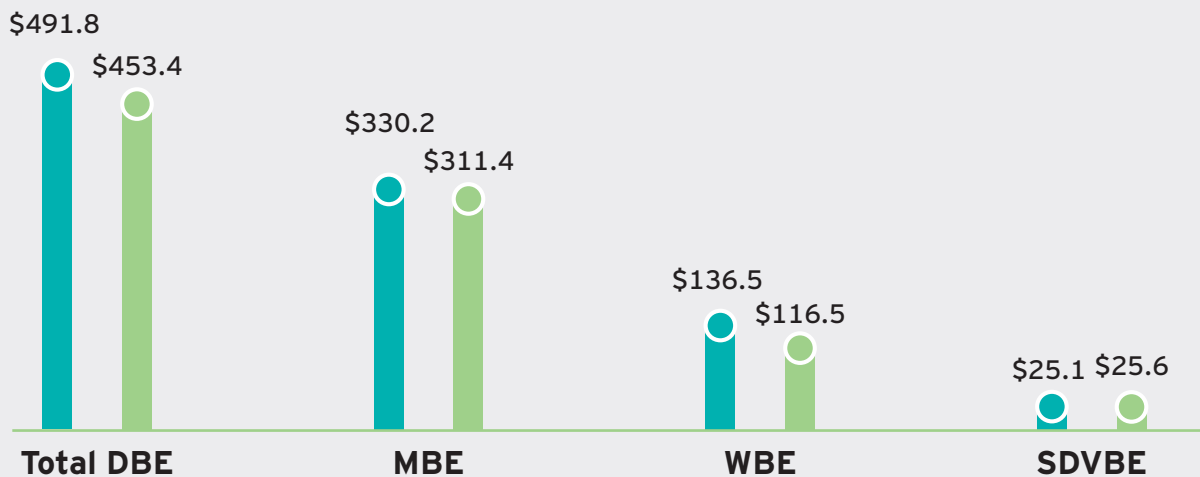
In 2014, SDG&E reported record DBE spend and an increased number of DBE suppliers in prime and subcontracting roles. Because of the successful strategic sourcing efforts in 2014, more diverse suppliers were able to win prime contracts. Working closely with prime contractors, we continue to have success in developing new diverse suppliers as subcontractors.

	2014				2013			
	\$	%	# Direct Suppliers	# Sub Suppliers	\$	%	# Direct Suppliers	# Sub Suppliers
Total Spend	1,106,672,502				1,010,387,745			
Minority (MBE)	330,194,236	29.8%	191	195	311,354,229	30.8%	181	153
Women (WBE)	136,546,963	12.3%	175	152	116,494,795	11.5%	151	118
Service-Disabled Veteran (SDVBE)	25,079,806	2.3%	22	43	25,573,947	2.5%	23	35
Total WMDVBE	491,821,005	44.4%	388	390	453,422,971	44.9%	355	306

SDG&E 2014 DBE compared to 2013

(\$Millions)

● 2014 ● 2013



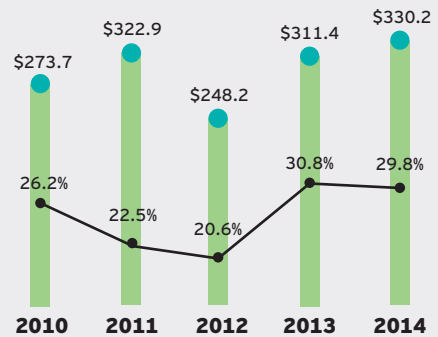
Minority-Owned Business (MBE) procurement

Highlights of MBE success in 2014:

- MBEs remain the largest segment of DBE spending for SDG&E. In 2014, MBE spending exceeded \$330 million, or nearly 30 percent of overall DBE results. This is an increase of \$18.8 million over 2013's MBE results.
- Spending with Hispanic American businesses decreased slightly by \$3.9 million over 2013, or 2 percent. This decrease is largely due to changes in SDG&E's business processes. We will continue capacity building for many suppliers within this category.
- Spending with Asian American firms showed significant gains, increasing to 6.7 percent compared to 5.2 percent in 2013. The PSEP and Fire Risk Mitigation capital projects attributed greatly to this increase.
- Spending with Native American businesses increased to 2.5 percent compared to 2.2 percent in 2013.

MBE - SDG&E

2010 to 2014 (\$Millions and %)



- Spending with African American firms was \$34.1 million in 2014, or 3.1 percent, compared to 3.6 percent in 2013. This was largely due to the reduction of contractors, primarily in IT Services. We will utilize our SCORE program to expand our supplier base and provide capacity building opportunities for suppliers within this category.

PROFILES IN SUCCESS: RMJ Technologies

RMJ Technologies is an African American owned company focusing on telematics service and data management for mobile workforce devices.

RMJ Technologies started working with SDG&E in 2011, initially by providing navigation units. RMJ recently was awarded a backing sensor project for nearly 500 vehicles.

RMJ Technologies hopes to leverage its growing relationship with SDG&E to increase its portfolio of business with other utilities in California and across the country.

"RMJ is extremely grateful and appreciative of its relationship with SDG&E, especially as it relates to its employees and the company's commitment to supplier diversity. SDG&E continues to prove that it is an organization that understands that doing business with diverse suppliers is simply smart business," says RMJ Technologies CEO, Jerome Toliver.



Jerome Toliver, CEO, RMJ Technologies

Women-Owned Business (WBE) procurement

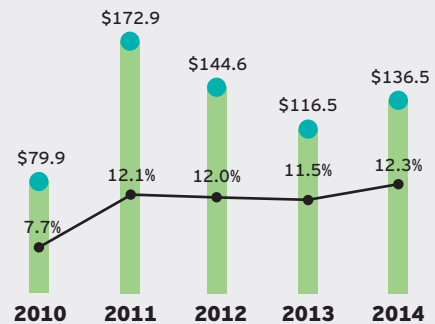
Spending with Women-Owned Business Enterprises (WBE) increased to 12.3 percent, or more than \$136.5 million. This is the fourth year our spending with WBEs has topped the \$100 million mark and the ninth year we have exceeded the CPUC goal of 5 percent.

Highlights of WBE success in 2014:

- WBE spending showed increases in the core area of Electric Construction/Materials.
- A WBE electric contracting company increased spend with SDG&E to \$7.4 million in 2014 from \$1.2 million in 2013.
- Another WBE company providing security services increased spend with SDG&E to \$4 million in 2014 from \$340,000 in 2013.

WBE - SDG&E

2010 to 2014 (\$Millions and %)



PROFILES IN SUCCESS: Gravity Pro Consulting

Gravity Pro Consulting offers full-service systems integration and software sales services to its clients. Gravity Pro founder Sylvana Coche began the engagement with SDG&E by reselling SAP software licenses and has been continuously expanding the partnership and has quickly become a strategic supplier.

Gravity Pro sponsored a local SAP Innovation Day, which provided an opportunity for SDG&E employees and other businesses to talk to their peers in the industry and SAP experts on all of the new SAP technologies. In addition, Gravity Pro participated in another SDG&E key IT initiative and conducted a SAP HANA Total Cost of Ownership (TCO) Validation project.



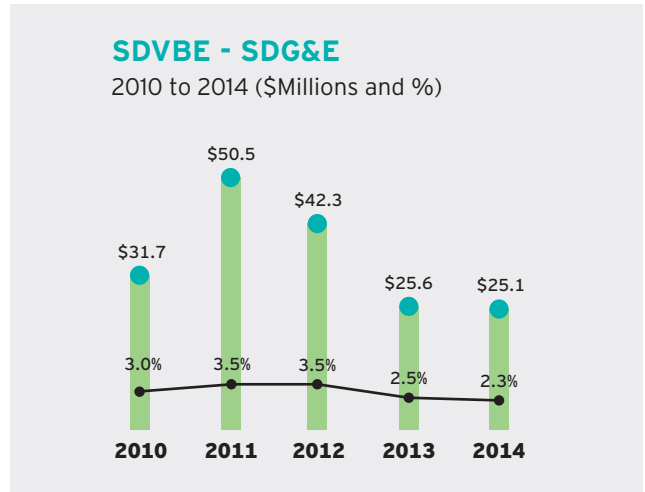
Sylvana Coche, Founder and CEO,
Gravity Pro

Service-Disabled Veteran-Owned (SDVBE) procurement

SDG&E continues to exceed the CPUC Service Disabled Veteran Owned (SDVBE) business spending goal of 1.5 percent for the sixth year in a row. We spent more than \$25 million with service-disabled veteran firms in 2014, or 2.3 percent of our total spend. SDG&E continues to focus efforts on incorporating SDVBEs in our core business spend as well as emerging projects.

Highlights of SDVBE success in 2014:

- While overall spend is flat compared to 2013, SDVBE participation in SDG&E's direct prime contracting spend grew by almost 10 percent in 2014, increasing to \$14.5 million from \$13.0 million in 2013.
- A SDVBE company providing environmental services increased its spend to \$3.6 million in 2014 from \$868,400 in 2013.



PROFILES IN SUCCESS: Patriot General Engineering

Patriot General Engineering is a Service Disabled Veteran Business Enterprise that specializes in civil construction. Patriot General began its partnership with SDG&E in 2009 with a three-man erosion control crew. Today, Patriot General Engineering has expanded to over 90 employees. In 2014, Patriot General has earned just under \$7 million in gross sales revenue after having completed numerous wood-to-steel, substation construction, and annual access road grading projects with SDG&E.

"SDG&E has been the primary catalyst for Patriot General's growth and success. SDG&E's commitment to supplier diversity has allowed us an opportunity to grow our business from the ground up, while establishing a trusted brand within the utility industry," says Steve Garcia, President of Patriot General Engineering.



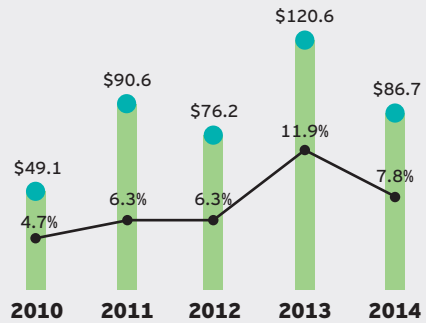
Patriot General Engineering team

Minority Women-Owned Business procurement

Spending with minority women-owned businesses was \$86.7 million in 2014. This is an important segment of diverse suppliers that SDG&E will continue to make a concerted effort to help grow and nurture through a variety of outreach activities.

Minority Women - SDG&E

2010 to 2014 (\$Millions and %)



PROFILES IN SUCCESS: Carrillo and Sons

Carrillo and Sons, Hispanic-owned and operated by Maria Carrillo and her family, has been in business as a local vehicle repair shop since 1981. They provide San Diegans with quality of work that goes above and beyond the standard repair job.

"I tell my boys to repair the cars as if they were repairing it for their own family," said Carrillo.

"That's what I truly believe in business."

"They have become a true partner with SDG&E by their commitment to quality, communication and value. SDG&E is receiving high quality results while saving money on our fleet repairs. SDG&E is proud to see a family-owned business grow into its potential and help the local economy flourish," stated Sherry Shafiei, SDG&E Business Analyst, Fleet Services



Left to right: Sherry Shafiei (SDG&E), Maria Carrillo, Ken Thayer, Rafael Mesa Jr. and Michael Ornelas (SDG&E).

9.1.3 Itemization of WMDVBE program expenses

Program expenses for the 2014 DBE program include items such as collateral development, networking events, technical assistance, capacity building, CPUC Supplier Clearinghouse payments, office support services and other program expenses.

Expense Category	Cost (In thousands)
Wages	\$575
Program Expenses	424
Consultants	58
Total	\$1,057

9.1.4 SDG&E exceeds all WMDVBE category goals set by the CPUC

Program expenses for the 2014 DBE program include items such as collateral development, networking events, technical assistance, capacity building, CPUC Supplier Clearinghouse payments, office support services and other program expenses.

Business Category	2014 Goals	2014 Actual
Minority Business Enterprise (MBE)	15.0%	29.8%
Women Business Enterprise (WBE)	5.0%	12.3%
Service-Disabled Veteran Business Enterprises (SDVBE)	1.5%	2.3%
Total WMDVBE	21.5%	44.4%

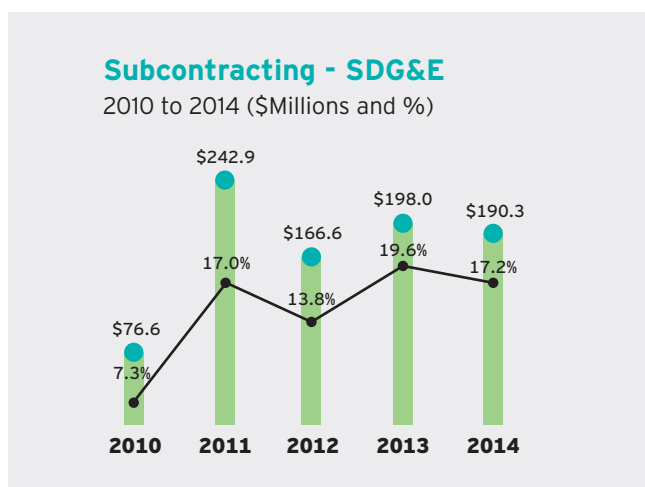
9.1.5 Summary of prime contractor utilization of WMDVBE subcontractors

2014 SDG&E	Minority Men	Minority Women	Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Women-Minority Business Enterprise (WMBE)	Service-Disabled Veteran Business Enterprise (SDVBE)	Total (WMDVBE)
Direct \$	\$172,950,061	\$31,804,870	\$204,754,931	\$82,364,879	\$287,119,810	\$14,448,023	\$301,567,833
Subcontracting \$	\$70,513,439	\$54,925,866	\$125,439,305	\$54,182,084	\$179,621,389	\$10,631,783	\$190,253,172
Total \$	\$243,463,500	\$86,730,736	\$330,194,236	\$136,546,963	\$466,741,199	\$25,079,806	\$491,821,005
Direct %	15.6%	2.9%	18.5%	7.4%	25.9%	1.3%	27.2%
Subcontracting %	6.4%	5.0%	11.3%	4.9%	16.2%	1.0%	17.2%
Total %	22.0%	7.8%	29.8%	12.3%	42.2%	2.3%	44.4%
Total Procurement		\$1,106,672,502					

DBE Subcontracting - SDG&E 2010 to 2014

Subcontracting highlights in 2014:

- Subcontracting by our prime contractors continues to be strong with over 17.2 percent of total spend being generated by DBE subcontractors.
- Subcontracting on the ECO project was nearly 59.3 percent or \$79.3 million.
- An SDG&E capital project, PSEP, achieved 60.7 percent of DBE spend or \$17.2 million.
- Subcontracting with Native American businesses increased to more than \$2 million in 2014 from \$1.6 million in 2013.



9.1.6 List of WMDVBE complaints

There were no formal complaints filed against SDG&E with the CPUC or lawsuits filed in 2014 in relation to its Supplier Diversity program.

9.1.7 Summary of purchases/contracts for products/services in excluded categories

The General Order 156 Ruling on November 14, 2003 ended exclusions, resulting in specific categories no longer being deducted from the fundamental procurement amount.

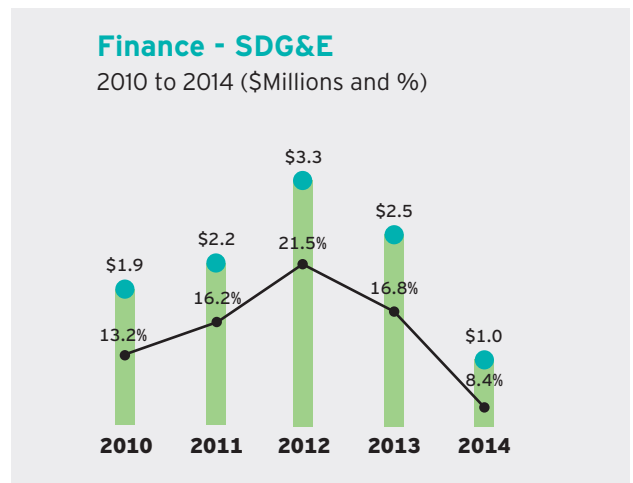
9.1.8 Description of efforts In underutilized areas

SDG&E continues to focus on increasing DBE suppliers in low utilization categories. In the financial services area, nearly \$1 million was spent with 15 DBE firms in 2014 for 8.4 percent of DBE spend.

In legal services area, \$4.5 million was spent with 19 DBE law firms, or 11 percent of legal spend with DBE firms, an increase of 1 percentage point over 2013.

Financial services

SDG&E's executives and stakeholders are committed to expanding this important area of our business. DBEs are actively sought out for various financial reviews or audits and were partnered with our prime contractors to explore subcontracting opportunities. SDG&E's executives, directors and managers continue to participate in numerous financial networking events to identify DBEs in the financial services arena.



Legal services

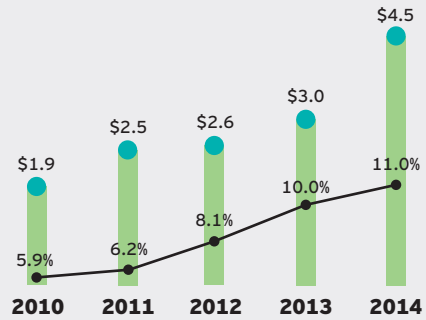
SDG&E's determination to continually increase spending with DBE legal firms paid off in 2014 with a 50% increase in legal DBE spending, which topped \$4.5 million. This represents nearly 11 percent of all legal spending, up from 10 percent in 2013.

SDG&E makes an effort to include DBE law firms in several areas of legal practice. The DBE Ambassador from legal services works closely with the Supplier Diversity team to identify qualified DBEs to participate in general law, securities, real estate, intellectual property, workers' compensation, venture capital projects, employment law and asset recovery.

SDG&E also sees the value in promoting utilization of diverse attorneys at non-DBE firms. In 2014, SDG&E spent nearly \$10.4 million with minority and female attorneys at majority-owned law firms, representing 51 percent of total spend at those firms.

Legal - SDG&E

2010 to 2014 (\$Millions and %)



PROFILES IN SUCCESS: Wilson Turner Kosmo LLP

Wilson Turner Kosmo LLP, a women-owned business enterprise, has been a business and employment law services provider to SDG&E since 2006.

"As a supplier of services to the DBE program, we take pride in partnering with SDG&E and being a part of a program that is helping to promote diversity and create meaningful business opportunities. Working with SDG&E's legal department has allowed our firm to expand our impact in the local business and legal communities and broaden our base of major businesses and employers to which we provide legal services. SDG&E's Diverse Business Enterprises program is not only inspiring, it is making true and significant differences by helping diverse suppliers grow and thrive," explains Claudette Wilson, Partner of Wilson Turner Kosmo LLP.



Claudette Wilson, Partner, Wilson Turner Kosmo LLP

2014 SDG&E Legal Spend: Diverse Attorney Work Within Non-DBE Legal Firms Attorney Time Billed in 2014		Total*
Minority Men	African American	\$58,418
	Asian Pacific American	\$229,630
	Hispanic American	\$950,752
	Native American	
	Other	\$1,091,934
	Total Minority Men	\$2,330,734
Minority Women	African American	\$229,996
	Asian Pacific American	\$170,317
	Hispanic American	\$308,556
	Native American	
	Other	
	Total Minority Women	\$708,869
Total Minority Business Enterprise (MBE)		\$3,039,603
Women Business Enterprise (WBE)		\$6,975,822
Service-Disabled Veteran Business Enterprise (SDVBE)		
Non-DBE		\$10,462,296
Grand Total: All DBE/Non-DBE		\$20,477,721

*Note: Figures are estimated

2014 SDG&E Legal Spend: Diverse Paralegal Work Within Non-DBE Legal Firms Paralegal Time Billed in 2014		Total*
Minority Men	African American	\$25,127
	Asian Pacific American	\$1,085
	Hispanic American	\$86,990
	Native American	
	Other	\$25,022
	Total Minority Men	\$138,224
Minority Women	African American	
	Asian Pacific American	
	Hispanic American	\$1,757
	Native American	
	Other	\$7,553
	Total Minority Women	\$9,310
Total Minority Business Enterprise (MBE)		\$147,534
Women Business Enterprise (WBE)		\$409,021
Service-Disabled Veteran Business Enterprise (SDVBE)		
Non-DBE		\$177,240
Grand Total: All DBE/Non-DBE		\$733,795

*Note: Figures are estimated

9.1.9 Retention of all documents/data

SDG&E preserves all documents and data related to its DBE annual report for (a) three years or (b) the timeframe that is in compliance with SDG&E's

internal document retention policy, whichever comes later. SDG&E will provide these documents and data to the CPUC upon request.

9.1.10 Summary of purchases in product and service in additional categories

Per the GO156 OIR, this section is to report the summary of purchases in product and service categories that include renewable and non-renewable energy, wireless communications, broadband, smart grid and rail projects, in addition to their current reporting categories. For our renewable energy related projects, we have outlined some of our accomplishments below.

In 2014, SDG&E reached a milestone of placing 1,000 MW of renewable power on the Sunrise Powerlink transmission line, a project built with a high percentage of DBE participation.

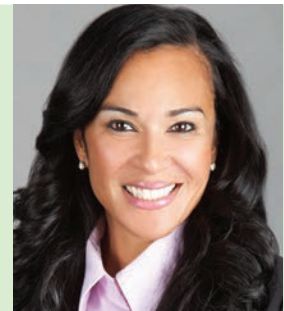
Another capital project, the ECO Substation project, interconnects with the existing 500kV Southwest Powerlink transmission line, strengthening this part of the transmission system. The project was also designed to be a connecting point for renewable energy and help the company meet California's aggressive renewable energy goals. Diverse suppliers have been instrumental in the reconstruction and modernization of the ECO Substation project.

In the area of smart grid, SDG&E reported 28.3 percent DBE spend, surpassing our goal of 15 percent. We continue to utilize innovation to include diverse suppliers in major projects.

2015 DBE ANNUAL PLAN

“Our strong commitment to support the diversity efforts across our business includes diversifying our supply chain. Diversity is a vital component of our business because it allows us to better align with the needs of our customers. It fuels the development of innovative solutions and strengthens the local communities we serve.”

- **Denita Willoughby**, Vice President,
Supply Management & Logistics



10.1.1 Goals

SDG&E is committed to a 40 percent targeted supplier diversity spend in 2015. In order to achieve this goal, focus is on some new key areas:

- Expanding our internal “DBE Champions and Ambassadors” program to include more employees to advocate for diverse suppliers.
- As part of our long-term strategy, we are expanding our technical assistance program to focus on improving the financial acumen of diverse suppliers for better access to working capital.
- Launching the Supplier Quick Pay Program (SQPP) to help qualified small businesses increase their working capital by paying these small suppliers faster.
- Partnering closely with our CBOs to increase recruiting efforts for near-term and long-term opportunities.
- SDG&E supports and welcomes the extension of General Order 156 DBE provision to LGBT suppliers and is committed to working with local and national LGBT organizations to recruit qualified suppliers.

Engaging employees - With the success of the “DBE Champions and Ambassadors” program, SDG&E will develop the next level of DBE representatives by expanding training and education to more employees. Emphasizing the importance of DBE suppliers through various internal forums

will provide more opportunities to educate the company on the value of DBE inclusion. As part of the Diversity & Inclusion Summit hosted by Sempra Energy, we will host a Supplier Diversity workshop to help educate and train employees on the importance of supplier diversity within the supply chain.

Leveraging outside agencies and expertise - We will partner with CBOs to educate and help their members understand how to conduct business with utilities. SDG&E will increase recruiting efforts in lower performing areas such as African American, Native American and Service Disabled Veterans, helping us to expand our “diversity within diversity.” We will partner with CBOs to co-sponsor their technical assistance programs to better align with the evolving needs of each CBO’s members.

Technical assistance - SDG&E continues to provide technical assistance in a variety of areas including access to capital, business plan practices, and human resources management. Furthermore, based on participants’ feedback, we will select several key topics from our technical assistance curriculum to further extend programs to more DBEs. Additionally, SDG&E will track the success of our technical assistance programs through our capstone event and annual survey. This capstone event allows suppliers to report the impact of technical assistance program on their business growth and success with utilities.

Supplier relationship management program (SRM)

- SRM serves to support the partnering of suppliers, internal business units and supply management through collaboration that produces high quality services and material, DBE participation, and cost competitive and flexible solutions to manage changing business needs. The Supply Management department will be meeting with key suppliers regularly to review their current participation in the DBE and sustainability programs, set goals and develop plans to achieve and maintain goals.

Working capital access - SDG&E understands that cash liquidity is a challenging issue for most small businesses and has therefore embraced the federal government's commitment to establish a "Fast Pay" program for small businesses. The goal is to help small businesses grow in revenue and number of employees, which in turn benefits and grows the economy. We are leveraging an existing program called SCORE, which stands for Small Contractor Opportunity Realization Effort, as a basis for the Supplier Quick Pay Program. The intent is to pilot the program with our SCORE businesses. For addressing access to working capital, we intend to meet with community banks to identify ways in which we can leverage our bank deposits for financing small businesses.

Lesbian, gay, bisexual and transgender (LGBT) -

SDG&E welcomes and supports the extension of GO 156 DBE provision to Lesbian, Gay, Bisexual and Transgender (LGBT) businesses. We are committed to working with local and national LGBT organizations to support the growth and success of LGBT businesses. SDG&E attended the 2014 National Gay & Lesbian Chamber of Commerce National Dinner to network and advocate for suppliers. In 2015, SDG&E will partner with local LGBT organizations to host a workshop that will equip LGBT suppliers with necessary tools and knowledge to increase their opportunities to work with utilities.

Reporting and communication - To better communicate with our prime contractors, Supplier Diversity will work with SRM to increase the impact and visibility of diverse suppliers. Internally, SDG&E will communicate the DBE results to business units through a new Supplier Diversity Quarterly Newsletter.

"SDG&E has fundamental expectations for all of our suppliers – competitive pricing, continuous improvement and innovation. Our diverse suppliers have offered creative solutions to current utility challenges. These partnerships have yielded mutual success for both SDG&E and the diverse suppliers."

- Sandra Hrna, Director, Supply Management and Diverse Business Enterprises



**WMDVBE annual short-, mid-, and long-term goals
by product and service categories by percentage of spend**

The SDG&E supplier diversity goal is to exceed the requirements of General Order 156, in our short-, mid-, and long-term goals. Since the makeup of our diverse suppliers is ever changing, we have not established specific goals within each sub-category.

PRODUCTS

Short-Term (2015)					Mid-Term (2017)					Long-Term (2019)				
Minority		Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Service-Disabled Veteran Business Enterprise (SDVBE)	Minority		Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Service-Disabled Veteran Business Enterprise (SDVBE)	Minority		Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Service-Disabled Veteran Business Enterprise (SDVBE)
Men	Women				Men	Women				Men	Women			
13	2	15	5	1.5	13	2	15	5	1.5	13	2	15	5	1.5

SERVICES

Short-Term (2015)					Mid-Term (2017)					Long-Term (2019)				
Minority		Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Service-Disabled Veteran Business Enterprise (SDVBE)	Minority		Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Service-Disabled Veteran Business Enterprise (SDVBE)	Minority		Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Service-Disabled Veteran Business Enterprise (SDVBE)
Men	Women				Men	Women				Men	Women			
13	2	15	5	1.5	13	2	15	5	1.5	13	2	15	5	1.5

PRODUCTS AND SERVICES TOTAL

Short-Term (2014)					Mid-Term (2016)					Long-Term (2018)				
13	2	15	5	1.5	13	2	15	5	1.5	13	2	15	5	1.5
				21.5					21.5					21.5

Short-Term	Mid-Term	Long-Term
40%	40%	40%

10.1.2 Descriptions of WMDVBE program activities

Internal

SDG&E will review and augment the internal activities detailed in Section 9.1.1 of this report to build upon the success of our program, with focus on working capital accessibility. We also plan to outline comprehensive DBE percentage targets for each portfolio, project and department. Finally, SDG&E will communicate the DBE results to business units through a new Supplier Diversity Quarterly Newsletter.

External

SDG&E will continue to build upon the successful external strategies described in Section 9.1.1 of this report. Because the SCORE program was so successful at developing new DBEs, we will continue to offer additional opportunities to small suppliers under our SCORE program. The success of the SDG&E and SCG Supplier Diversity Institute and other technical assistance efforts will continue in 2015 through the efforts of our staff and community partners.

10.1.3 Plans for recruiting WMDVBE suppliers where WMDVBE utilization has been low

We plan to focus on identifying opportunities within core business and capital projects for DBE participation. We will also create stronger partnerships with our CBOs to help expand in underrepresented areas.

In legal and financial services, we plan to continue our outreach and mentoring activities with the goal of engaging our legal and financial teams early in the process to promote inclusion.

10.1.4 Plans for recruiting WMDVBE suppliers in any excluded category

SDG&E has eliminated all excludable items in compliance with General Order 156.

10.1.5 Subcontracting activities

Expanding on our past success in having prime contractors engage DBE subcontractors, we will continue to enhance activities outlined in Section 9.1.5 of this report. We will continue to improve upon processes for tracking and comparing subcontracting commitments to actual prime contractor subcontracting spend.

SDG&E assigns a Supplier Diversity staff person to every major prime contractor with a subcontracting commitment. These efforts enable the Supplier Diversity team to better manage the prime contractors' performance and identify opportunities for continuous improvements.

10.1.6 Program compliance

SDG&E will continue its efforts to meet or exceed all requirements established by General Order 156.

2014 DBE POWER PROCUREMENT ANNUAL REPORT

Achieving our strategic priorities through diversity

SDG&E maintained its position at the forefront of procuring electric and fuel resources with diverse suppliers, spending \$103 million with DBE firms in 2014. This spend equates to 22.5 percent of electric and gas purchases, exceeding the California Public Utility Commission (CPUC) goal of 21.5 percent. The Electric and Fuel Procurement organization continues to embrace supplier diversity as an integral part of its culture, which helps ensure high DBE participation.

In 2014, SDG&E reached a milestone of placing 1,000 MW of renewable power on the Sunrise Powerlink transmission line, a project built with a high percentage of DBE participation. During the year we transacted several wholesale power purchases with diverse suppliers. Notable accomplishments in 2014 include:

- Transacted with two DBEs for Resource Adequacy (RA) through a Request for Offer (RFO) to help meet SDG&E's 2014 RA requirements; a DBE was again selected in the RA RFO for 2015
- Executed a deal on Intercontinental Exchange (ICE) with a DBE
- Hosted DBE workshops and networking events throughout the year including the Western Systems Power Pool (WSPP) event in Denver

SDG&E's technical assistance, mentoring and capability in building various programs are some of the key reasons for our success. We will continue to strive to increase our DBE percentage in electric and fuel procurement through one-on-one mentoring, cultivating relationships between prime contractors and DBEs, and providing DBEs greater access to the WSPP. This goal-oriented approach and our teams' consistent enthusiasm and focus provides the intangible edge that will make our ongoing programs successful.



"SDG&E continues to be at the forefront in working with and mentoring DBEs in the dynamic power procurement area. In 2015, our team will continue to create new connections and strengthen our strong relationships with diverse suppliers for the benefit of our commodity customers."

- James P. Avery
Senior Vice President, Power Supply



"We are very proud of our results for 2014. SDG&E spent \$103 million with DBE firms, which equated to 22.5% of our natural gas and electric procurement spend. Results like these can only come from a total team effort."

- Victor Vilaplana
Vice President, Electric & Fuel Procurement

9.1.1 Description of WMDVBE program activities

INTERNAL ACTIVITIES

Executive support

Victor Vilaplana has assumed the leadership role as Vice President of Electric and Fuel Procurement and is committed not only to support the DBE program, but also to continue to explore new and innovative ways to expand DBE participation in this very challenging area. He promotes the DBE program at monthly meetings dedicatedly solely to discussing SDG&E's DBE program, potential opportunities and

new initiatives and by meeting with DBEs to discuss ways to expand business relationships.

Inspired by the commitment demonstrated by the executive leadership team, SDG&E has embraced diversity at all levels within the power commodity. Internal DBE Champions and Ambassadors made the difference in exceeding the 21.5 percent target for 2014. Some key accomplishments by individual team members are listed below.

SUE GARCIA, MANAGER, SETTLEMENTS & SYSTEMS

Championing diversity teaming award as a member of the supplier diversity champion team

Sue Garcia is the DBE Champion for Electric and Fuel Procurement. Sue helped lead diverse spending efforts through integration of DBE spending early in department budgets and capital projects.



STEVE TAYLOR, GENERATION & SUPPLY MANAGER

Championing diversity innovation award finalist

Steve Taylor obtained IOU and CPUC consensus to highlight indirect DBE costs from the developers in the annual report as a separate spend. He was instrumental in encouraging Power Purchase Agreement contract holders to increase DBE spend and obtaining subcontracting commitments for indirect spend.



BRAD MANTZ, ENERGY CONTRACTS ORIGINATOR

Championing diversity mentor award

Brad Mantz worked with the DBE team to host workshops and public outreach events to educate DBEs and help them through the certification process, including assisting DBEs with FERC Power Marketers Certification. He worked tirelessly to help educate DBEs about the electric business, regulatory process and opportunities including procurement RFOs. Brad is the DBE Ambassador in Electric and Fuel Procurement and has helped many DBEs achieve success.



EXTERNAL/OUTREACH ACTIVITIES - ELECTRIC AND GAS PROCUREMENT

Mentoring

Mentoring efforts remain a key focus to ensure DBEs are successful in power and fuel procurement. We continued to refine and expand our mentoring and support to help DBEs become familiar with this specialized and sometimes challenging area. We offer hands-on training and guidance from the Origination and Trading team and provide introductions for potential matchmaking opportunities with developers and project construction and management companies. We introduced many DBE firms to potential financial and development partners to prepare to participate in our 2014 All Source RFO.

Workshop & networking event

A workshop was held in conjunction with the Western Systems Power Pool (WSPP) and North American Energy Market Association (NAEMA) conference to introduce small businesses and DBEs to the wholesale power market. In this special session hosted by the three major California utilities, small businesses and diverse suppliers participated in a dynamic discussion of the challenges and opportunities in energy, and reviewed the regulatory

framework and its real-world application. DBE participants also engaged in a networking event strengthening existing ties and worked on new business and partnering opportunities. While the workshop mainly focused on the prism of California's requirements under CPUC GO 156, the challenges and opportunities of other states' DBE programs were discussed as well. SDG&E's Brad Mantz was a panelist for the "Introduction to the California Power Market" session.

2014 Pre-bidder's workshops

SDG&E held multiple events during the year to explain the requirements for participation in several of SDG&E's RFOs for various procurement needs. Pre-bidder's workshops were held for the Renewable Action Mechanism RFO, the All Source RFO for larger projects, the Resource Adequacy RFO, the Renewable Projects (over 20 MW) RFO and the Green House Gas Offset RFO. The events included presentations on resource eligibility, project capacity, location/site control, interconnection, deliverability studies, Power Purchase Agreement (PPA) terms and evaluation criteria. Over 20 diverse suppliers attended these pre-bidder's workshops to compete or partner with developers or seek subcontracting opportunities. SDG&E worked directly with many DBEs to make introductions and provide guidance.

9.1.2 Summary of purchases and/or contracts

Natural gas

SDG&E remains committed to creating opportunities to work with diverse natural gas suppliers and posted another successful year in 2014 by purchasing \$100 million worth of natural gas from diverse suppliers for electric generation.

Resource adequacy (RA) deals

In a milestone for the program, our Resource Adequacy deals for 2014 included two diverse suppliers. We believe this to be a first by any California IOU. Following on this success, SDG&E selected a diverse supplier to purchase a portion of our 2015 Resource Adequacy needs in the ensuing RFO.

Intercontinental exchange deal

SDG&E transacted a deal with a diverse supplier on the Intercontinental Exchange (ICE), an electronic platform. This transaction shows the evolution of our diverse suppliers involvement across our procurement process because transactions on ICE require the counterparties to provide credit assurances to SDG&E. Notably, the Funds Transfer Agency Agreement (FTAA) agreement cannot be utilized by ICE transactions, so this platform is even more significant.

PROFILES IN SUCCESS: ATO Power

ATO Power, Inc., a Service Disabled Veteran Business started providing natural gas to SDG&E in 2013 and was subsequently able to qualify to serve all the CPUC regulated power utilities in California. ATO Power is now the largest SDVBE in the natural gas power market.

"It was SDG&E's outstanding commitment to diverse suppliers that allowed ATO Power to grow and flourish. SDG&E stands apart as a leader in this area."

- **Joseph Bessler**, *President & CEO, ATO Power*



Victor Vilaplana, Vice President of Electric & Fuel Procurement presented a "Certificate of Appreciation" to Joseph Bessler, President & CEO of ATO Power. From left to right: Steve Read (SDG&E), Ryan Miller (SDG&E), Marilyn Bessler, Joseph Bessler, Victor Vilaplana (SDG&E), Scott Lewis (SDG&E), Sue Garcia (SDG&E), and Brad Mantz (SDG&E).

9.1.3 Program expenses

Program expenses are included in Section 9.1.3 in the 2014 Diverse Business Enterprises Product and Services Section.

9.1.4 Goal progress

SDG&E achieved the goal set by the CPUC with a successful 22.5 percent DBE spend in energy products for 2014. In procuring natural gas for our

electric generation plants, SDG&E purchased \$100 million, or 31 percent of all of its natural gas from DBEs in 2014.

9.1.5 Subcontractors

SDG&E reported nearly \$1 million on the 2014 Annual Energy Product of post-commercial subcontracting spend in 2014.

In addition, SDG&E encourages partnering and teaming arrangements between developers and DBEs. In 2014, nearly \$7 million was spent

with DBEs during pre-commercial development and construction phases. The pre-commercial development spend cannot be counted towards GO156 requirements. Nevertheless SDG&E will continue to identify significant opportunities for DBE participation for subcontracting spend in electric power plant construction.

9.1.6 Complaints

There were no formal complaints filed in 2014.

9.1.7 Summary of purchases/contracts for products/services in excluded categories

For gas procurement, SDG&E no longer reduces the procurement base with Canadian and offshore volumes per the CPUC's decision to end excludable categories.

For electric procurement, purchases excluded from reporting are: physical or financial purchase transactions with the California Independent System Operator (CAISO), other IOUs, utilities, Federal entities, State entities, Municipalities and cooperatives.

9.1.8 Diverse suppliers in underutilized areas

The electric commodity market is an underutilized area for DBE participation, but through SDG&E's

efforts outlined in Section 9.1.1 to inform and educate DBEs about potential opportunities, the number of suppliers is on the rise.

9.1.9 Retention of all documents/data

SDG&E will comply with all regulations.

9.1.10 Participation results by fuel category

Please see chart in Section 9.1.2 for the summary of results by fuel category.

9.1.10(B) Market conditions and outreach

SDG&E has an obligation to procure least cost, best fit electricity from suppliers. Suppliers must also meet SDG&E's credit requirements to manage risk exposure. Some diverse suppliers have limited access to credit and have difficulties competing with large electric generators financed by investment firms or commercial banks. To address this challenge, SDG&E continues to work with individual DBEs on credit requirements in order to foster their participation in the electricity market.

SDG&E and other utility buyers utilize the Funds Transfer Agency Agreement (FTAA), a specialized credit instrument to assist small DBEs in short term procurement opportunities. This tool allows for diverse suppliers to gain entry into a capital intensive portion of our power procurement process, while not having to utilize their available lines of credit.

2015 DBE POWER PROCUREMENT ANNUAL PLAN

10.1.1 Goals

Category	2015-2018 Goals
Minority Owned (MBE)	15.0%
Women Owned (WBE)	5.0%
Service-Disabled Veteran (SDVBE)	1.5%
Total	21.5%

10.1.2 Descriptions of WMDVBE program activities

In 2015, SDG&E plans to continue its successful program for including DBEs in gas procurement and in the electric commodity market as outlined in Section 9.1.1.

Areas of focus for 2015

- **Mentoring** - We continue to work closely with diverse suppliers to provide one-on-one guidance and support to network and partner with project developers and prime contractors. SDG&E has been successful in developing diverse suppliers at a faster rate than in the past. This rapid development has translated into measurable success.
- **Training** - SDG&E will continue to educate DBEs on crucial topics such as financing, marketing and structuring strategic alliances in order to increase their chances for success.
- **Subcontracting** - SDG&E will continue to track DBE subcontracting spend from our counterparties. Additionally, we plan to host workshops and networking events to communicate these opportunities to DBEs and project developers.

10.1.3 Recruitment plans for suppliers in underutilized areas

Refer to Sections 9.1.10(B) and 10.1.2 of this report for analysis and corresponding planned activities

to recruit suppliers in all of the areas considered underutilized.

10.1.4 Plans for recruiting WMDVBE suppliers in any excluded category

Due to the nature of the excluded categories mentioned in Section 9.1.7, SDG&E will not plan any specific activities for these excluded categories.

10.1.5 Subcontracting activities

SDG&E will work together with other market participants to help expand the interpretation of General Order 156 for electric procurement such that all related costs will become opportunities for DBEs. SDG&E will work closely with the other

utilities and the CPUC to incorporate DBEs prior to the COD of a project as this represents significant opportunities with fewer barriers to entry. SDG&E will work with developers and their EPC contractors to utilize DBEs in the development phase of a project.

10.1.6 Program compliance

SDG&E will continue its efforts to meet or exceed all requirements established by GO 156.

APPENDIX A

ORGANIZATIONS & EVENTS

Asian Business Association San Diego (ABA-SD)

- Annual Lunar New Year Celebration
- Orange County's 2014 Procurement & Export/Import Opportunities Conference
- Rice Club Luncheons

Asian Business Association Orange County (ABA-OC)

- 19th Annual Recognition and Achievement Awards Gala, celebrating 23 years

American Indian Chamber of Commerce, California (AICC)

- Annual Scholarship & Awards Luncheon
- Annual Native American Heritage Luncheon
- Annual Conference Business Expo

Black Business Association (BBA)

- 40th Awards Dinner
- Salute to Black Women Business Conference & Awards Luncheon
- Procurement Exchange Summit

Black Chamber of Orange County

- 23rd Annual Banquet

Cal Asian Chamber of Commerce

- California Asian Business Summit

California DVBE Alliance (CADVBE)

- Keeping the Promise Business Expo
- Salute to Veterans Day Breakfast

California Black Chamber of Commerce (CBCC)

- Foundation Youth Scholarship
- Ron Brown Summit and Conference

California Hispanic Chamber of Commerce (CAHCC-SD)

- Networking mixers

Central San Diego Black Chamber of Commerce (CSDBCC)

- Secrets to My Success
- Utilities Mixer
- Annual Awards Gala

Edison Electric Institute (EEI)

- 31st Annual Supplier Diversity Conference

Elite Service Disabled Veteran Owned Business (SDVOB)

- 11th Annual National Convention of Service Disabled Veteran & Small Businesses

Greater LA African American Chamber of Commerce (GLAAACC)

- Annual Awards Luncheon

Greenlining

- Annual Economic Summit
- Greenlining Annual Report Card

National Association of Women Business Owners-SD (NAWBO-SD)

- NAWBO-SD Bravo Awards
- Networking Conference

National Association of Women Business Owners-LA (NAWBO-LA)

- NAWBO Awards Luncheon

National Minority Supplier Development Council (NMSDC)

- Council Conference and Business Opportunity Fair
- Accelerate Successful Capital Event

Southern California Minority Business Development Council (SCMBDC)

- Minority Business Opportunity Day

Council for Supplier Diversity (CSD)

- 4th Annual Supplier Diversity Business Opportunity Conference
- VIP Reception, Awards Ceremony & Benefit Concert

Women's Business Enterprise National Council (WBENC)

- National Conference

Women's Business Enterprise Council - West (WBEC-WEST)

- Secrets to Preparing for Business Growth
- 1st Annual San Diego Corporate Connection Dine Around
- Corporate Connection - Los Angeles
- Platinum Supplier Program - 7 Secrets Every Successful WBE Knows
- Strategies for Competitive Advantage & the Power of Capability Statement

San Diego Council for Development

- Operation Opportunity Key to Contracts

APPENDIX B

SDG&E DBE ANNUAL RESULTS BY ETHNICITY

		Direct \$	Sub \$	Total \$	%
Minority Men	African American	15,305,107	9,288,409	24,593,516	2.22%
	Asian Pacific American	33,818,426	16,613,583	50,432,009	4.56%
	Hispanic American	98,296,166	43,137,964	141,434,130	12.78%
	Native American	25,530,362	1,473,075	27,003,437	2.44%
	Other	-	408	408	0.00%
	Total Minority Men	172,950,061	70,513,439	243,463,500	22.00%
Minority Women	African American	7,864,470	1,691,463	9,555,933	0.86%
	Asian Pacific American	10,695,669	12,527,499	23,223,168	2.10%
	Hispanic American	12,312,297	40,034,404	52,346,701	4.73%
	Native American	1,830	599,376	601,206	0.05%
	Other	930,604	73,124	1,003,728	0.09%
	Total Minority Women	31,804,870	54,925,866	86,730,736	7.84%
Total Minority Business Enterprise (MBE)		204,754,931	125,439,305	330,194,236	29.84%
Women Business Enterprise (WBE)		82,364,879	54,182,084	136,546,963	12.34%
Subtotal Women, Minority Business Enterprise (WMBE)		287,119,810	179,621,389	466,741,199	42.18%
Service Disabled Veteran Business Enterprise (SDVBE)		14,448,023	10,631,783	25,079,806	2.27%
TOTAL WMDVBE		301,567,833	190,253,172	491,821,005	44.44%
Total Procurement \$		1,106,672,502			

APPENDIX C

SDG&E DBE PROCUREMENT BY PRODUCT AND SERVICE CATEGORIES - DIRECT

			Products \$	%	Services \$	%	Total \$	%
Minority Men	African American	Direct	4,509,078	1.36%	10,796,029	1.39%	15,305,107	1.38%
	Asian Pacific American	Direct	11,409,474	3.45%	22,408,951	2.89%	33,818,426	3.06%
	Hispanic American	Direct	54,091,948	16.36%	44,204,218	5.70%	98,296,166	8.88%
	Native American	Direct	487,064	0.15%	25,043,298	3.23%	25,530,362	2.31%
	Other	Direct	-	0.00%	-	0.00%	-	0.00%
	Total Minority Men	Direct	70,497,564	21.33%	102,452,497	13.20%	172,950,061	15.63%
Minority Women	African American	Direct	-	0.00%	7,864,470	1.01%	7,864,470	0.71%
	Asian Pacific American	Direct	5,730,354	1.73%	4,965,315	0.64%	10,695,669	0.97%
	Hispanic American	Direct	6,945,146	2.10%	5,367,150	0.69%	12,312,297	1.11%
	Native American	Direct	-	0.00%	1,830	0.00%	1,830	0.00%
	Other	Direct	87	0.00%	930,517	0.12%	930,604	0.08%
	Total Minority Women	Direct	12,675,587	3.83%	19,129,282	2.46%	31,804,870	2.87%

Total Minority Business Enterprise (MBE)	Direct	83,173,152	25.16%	121,581,779	15.67%	204,754,931	18.50%
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Women Business Enterprise (WBE)	Direct	16,679,609	5.05%	65,685,270	8.46%	82,364,879	7.44%
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Subtotal Women, Minority Business Enterprise (WMBE)	Direct	99,852,760	30.21%	187,267,049	24.13%	287,119,810	25.94%
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Service Disabled Veteran Business Enterprise (SDVBE)	Direct	1,196,469	0.36%	13,251,554	1.71%	14,448,023	1.31%
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Total WMDVBE	Direct	101,049,229	30.57%	200,518,603	25.84%	301,567,833	27.25%
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Total Products Procurement \$	330,555,657
Total Services Procurement \$	776,116,845
Total Procurement \$	1,106,672,502

APPENDIX D

SDG&E DBE PROCUREMENT BY PRODUCT AND SERVICE CATEGORIES - SUBCONTRACTING

			Products \$	%	Services \$	%	Total \$	%
Minority Men	African American	Sub	3,626,850	1.10%	5,661,559	0.73%	9,288,409	0.84%
	Asian Pacific American	Sub	3,612,094	1.09%	13,001,489	1.68%	16,613,583	1.50%
	Hispanic American	Sub	5,636,614	1.71%	37,501,350	4.83%	43,137,964	3.90%
	Native American	Sub	746,250	0.23%	726,825	0.09%	1,473,075	0.13%
	Other	Sub	408	0.00%	-	0.00%	408	0.00%
	Total Minority Men	Sub	13,622,216	4.12%	56,891,223	7.33%	70,513,439	6.37%
Minority Women	African American	Sub	-	0.00%	1,691,463	0.22%	1,691,463	0.15%
	Asian Pacific American	Sub	2,258,715	0.68%	10,268,784	1.32%	12,527,499	1.13%
	Hispanic American	Sub	36,583,991	11.07%	3,450,413	0.44%	40,034,404	3.62%
	Native American	Sub	13	0.00%	599,363	0.08%	599,376	0.05%
	Other	Sub	1,505	0.00%	71,619	0.01%	73,124	0.01%
	Total Minority Women	Sub	38,844,224	11.75%	16,081,642	2.07%	54,925,866	4.96%

Total Minority Business Enterprise (MBE)	Sub	52,466,440	15.87%	72,972,865	9.40%	125,439,305	11.33%
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Women Business Enterprise (WBE)	Sub	6,953,922	2.10%	47,228,162	6.09%	54,182,084	4.90%
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Subtotal Women, Minority Business Enterprise (WMBE)	Sub	59,420,362	17.98%	120,201,027	15.49%	179,621,389	16.23%
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Service Disabled Veteran Business Enterprise (SDVBE)	Sub	1,661,097	0.50%	8,970,686	1.16%	10,631,783	0.96%
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Total WMDVBE	Sub	61,081,459	18.48%	129,171,713	16.64%	190,253,172	17.19%
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Total Products Procurement \$	330,555,657
Total Services Procurement \$	776,116,845
Total Procurement \$	1,106,672,502

APPENDIX E

SDG&E DBE PROCUREMENT BY PRODUCT CATEGORY SUMMARY

Products	Total Expenditures	
14 - Mining & Quarrying Of Nonmetallic Minerals	\$	2,334,073
23 - Apparel & Oth Finished Prods	\$	174,571
24 - Lumber & Wood Prods, Exc Furniture	\$	1,491,225
25 - Furniture & Fixtures	\$	1,604,965
26 - Paper & Allied Prods	\$	54,533
28 - Chemicals & Allied Prods	\$	1,427,895
29 - Petroleum Refining & Related Industries	\$	1,052,092
30 - Rubber & Misc Plastics Prods	\$	808,526
32 - Stone, Clay, Glass & Concrete Prods	\$	1,957,142
33 - Primary Metal Industries	\$	9,456,007
34 - Fabricated Metal Prods, Exc Machinery	\$	15,358,799
35 - Industrial & Commercial Machinery	\$	30,223,377
36 - Electronic & Oth Elec Equip & Components	\$	99,645,289
37 - Transportation Equip	\$	2,584,404
38 - Measuring, Analyzing & Controlling Instruments	\$	12,114,374
39 - Misc Manufacturing Industries	\$	279,080
50 - Wholesale Trade; Durable Goods	\$	121,035,238
51 - Wholesale Trade; Nondurable Goods	\$	19,817,864
52 - Bldg Matls, Hardware, Garden Supply	\$	22,413
55 - Automotive Dlrs & Gasoline Service Stations	\$	7,174,415
57 - Home Furniture, Furnishings & Equip	\$	462,841
58 - Eating & Drinking Places	\$	1,278,427
59 - Misc Retail	\$	198,109
Total Products Procurement	\$	330,555,657

APPENDIX F IN FOLD-OUT ▶

APPENDIX F

SDG&E DBE PROCUREMENT BY PRODUCT CATEGORY DETAIL

Products	African American		Asian American		Hispanic American		Native American		
	Men	Women	Men	Women	Men	Women	Men	Women	
14 - Mining & Quarrying Of Nonmetallic Minerals	2,314,801	-	-	-	-	-	-	-	-
	99.17%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
23 - Apparel & Oth Finished Prods	-	-	82,829	-	-	-	-	-	-
	0.00%	0.00%	47.45%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
24 - Lumber & Wood Prods, Exc Furniture	-	-	-	-	-	-	-	-	-
	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
25 - Furniture & Fixtures	-	-	-	-	-	-	-	-	-
	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
26 - Paper & Allied Prods	-	-	-	-	-	-	-	-	-
	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
28 - Chemicals & Allied Prods	-	-	-	-	-	-	-	-	-
	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
29 - Petroleum Refining & Related Industries	-	-	-	-	-	-	-	-	-
	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
30 - Rubber & Misc Plastics Prods	-	-	17,720	-	-	-	-	-	-
	0.00%	0.00%	2.19%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
32 - Stone, Clay, Glass & Concrete Prods	-	-	-	-	-	-	-	-	-
	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
33 - Primary Metal Industries	-	-	4,389,485	-	121,914	-	-	-	-
	0.00%	0.00%	46.42%	0.00%	1.29%	0.00%	0.00%	0.00%	0.00%
34 - Fabricated Metal Prods, Exc Machinery	-	-	742,809	34,201	1,834,693	-	745,323	-	-
	0.00%	0.00%	4.84%	0.22%	11.95%	0.00%	4.85%	0.00%	0.00%
35 - Industrial & Commercial Machinery	4,136,792	-	-	-	690,405	1,225,507	-	-	-
	13.69%	0.00%	0.00%	0.00%	2.28%	4.05%	0.00%	0.00%	0.00%
36 - Electronic & Oth Elec Equip & Components	-	-	8,006,790	545,959	1,949,296	-	-	-	-
	0.00%	0.00%	8.04%	0.55%	1.96%	0.00%	0.00%	0.00%	0.00%
37 - Transportation Equip	-	-	-	46,109	664,382	-	487,064	-	-
	0.00%	0.00%	0.00%	1.78%	25.71%	0.00%	18.85%	0.00%	0.00%
38 - Measuring, Analyzing & Controlling Instruments	-	-	-	-	-	-	-	-	-
	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
39 - Misc Manufacturing Industries	-	-	-	-	-	-	-	-	-
	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
50 - Wholesale Trade; Durable Goods	672,779	-	1,781,935	7,352,484	48,559,733	42,124,545	278	13	-
	0.56%	0.00%	1.47%	6.07%	40.12%	34.80%	0.00%	0.00%	0.00%
51 - Wholesale Trade; Nondurable Goods	18,238	-	-	10,317	825,758	179,085	-	-	-
	0.09%	0.00%	0.00%	0.05%	4.17%	0.90%	0.00%	0.00%	0.00%
52 - Bldg Mats, Hardware, Garden Supply	-	-	-	-	-	-	-	-	-
	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
55 - Automotive Dirs & Gasoline Service Stations	517,718	-	-	-	5,080,717	-	649	-	-
	7.22%	0.00%	0.00%	0.00%	70.82%	0.00%	0.01%	0.00%	0.00%
57 - Home Furniture, Furnishings & Equip	-	-	-	-	-	-	-	-	-
	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
58 - Eating & Drinking Places	475,600	-	-	-	-	-	-	-	-
	37.20%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
59 - Misc Retail	-	-	-	-	1,663	-	-	-	-
	0.00%	0.00%	0.00%	0.00%	0.84%	0.00%	0.00%	0.00%	0.00%
Total Products Procurement	8,135,928	-	15,021,568	7,989,069	59,728,562	43,529,137	1,233,314	13	-
	2.46%	0.00%	4.54%	2.42%	18.07%	13.17%	0.37%	0.00%	0.00%

Other		Total Minority		Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Women Minority Business Enterprise (WMBE)	Service Disabled Veteran Business Enterprise (SDVBE)	Total WMDVBE	TOTAL
Men	Women	Men	Women						
-	-	2,314,801	-	2,314,801	-	2,314,801	-	2,314,801	2,334,073
0.00%	0.00%	99.17%	0.00%	99.17%	0.00%	99.17%	0.00%	99.17%	174,571
-	-	82,829	-	82,829	1,390	84,219	-	84,219	1,491,225
0.00%	0.00%	47.45%	0.00%	47.45%	0.80%	48.24%	0.00%	48.24%	1,604,965
-	-	-	-	-	456,551	456,551	-	456,551	54,533
0.00%	0.00%	0.00%	0.00%	0.00%	30.62%	30.62%	0.00%	30.62%	1,427,895
-	-	-	-	-	-	-	-	-	1,052,092
0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	808,526
-	-	-	-	-	9,079	9,079	1,988	11,067	1,957,142
0.00%	0.00%	0.00%	0.00%	0.00%	16.65%	16.65%	3.65%	20.29%	9,456,007
-	-	-	-	-	31,850	31,850	-	31,850	15,358,799
0.00%	0.00%	0.00%	0.00%	0.00%	2.23%	2.23%	0.00%	2.23%	30,223,377
-	-	-	-	-	580,466	580,466	264,997	845,463	99,645,289
0.00%	0.00%	0.00%	0.00%	0.00%	55.17%	55.17%	25.19%	80.36%	2,584,404
-	-	17,720	-	17,720	4,763	22,483	37,436	59,919	12,114,374
0.00%	0.00%	2.19%	0.00%	2.19%	0.59%	2.78%	4.63%	7.41%	279,080
-	-	-	-	-	-	-	-	-	121,035,238
0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	19,817,864
-	-	4,511,399	-	4,511,399	-	4,511,399	-	4,511,399	22,413
0.00%	0.00%	47.71%	0.00%	47.71%	0.00%	47.71%	0.00%	47.71%	7,174,415
-	1,505	3,322,825	35,706	3,358,531	441,210	3,799,741	-	3,799,741	462,841
0.00%	0.01%	21.63%	0.23%	21.87%	2.87%	24.74%	0.00%	24.74%	1,278,427
-	-	4,827,197	1,225,507	6,052,704	433,336	6,486,040	-	6,486,040	198,109
0.00%	0.00%	15.97%	4.05%	20.03%	1.43%	21.46%	0.00%	21.46%	330,555,657
-	-	9,956,086	545,959	10,502,045	3,721,148	14,223,193	14,215	14,237,408	
0.00%	0.00%	9.99%	0.55%	10.54%	3.73%	14.27%	0.01%	14.29%	
-	-	1,151,446	46,109	1,197,555	156,665	1,354,220	-	1,354,220	
0.00%	0.00%	44.55%	1.78%	46.34%	6.06%	52.40%	0.00%	52.40%	
-	87	-	87	87	604,873	604,960	-	604,960	
0.00%	0.00%	0.00%	0.00%	0.00%	4.99%	4.99%	0.00%	4.99%	
-	-	-	-	-	-	-	-	-	
0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
-	-	51,014,725	49,477,042	100,491,768	1,824,254	102,316,021	1,232,733	103,548,754	
0.00%	0.00%	42.15%	40.88%	83.03%	1.51%	84.53%	1.02%	85.55%	
-	-	843,996	189,402	1,033,398	15,333,246	16,366,643	1,296,716	17,663,359	
0.00%	0.00%	4.26%	0.96%	5.21%	77.37%	82.59%	6.54%	89.13%	
-	-	-	-	-	-	-	-	-	
0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
-	-	5,599,084	-	5,599,084	14,040	5,613,124	-	5,613,124	
0.00%	0.00%	78.04%	0.00%	78.04%	0.20%	78.24%	0.00%	78.24%	
-	-	-	-	-	806	806	-	806	
0.00%	0.00%	0.00%	0.00%	0.00%	0.17%	0.17%	0.00%	0.17%	
408	-	476,008	-	476,008	18,827	494,835	-	494,835	
0.03%	0.00%	37.23%	0.00%	37.23%	1.47%	38.71%	0.00%	38.71%	
-	-	1,663	-	1,663	1,028	2,691	9,481	12,172	
0.00%	0.00%	0.84%	0.00%	0.84%	0.52%	1.36%	4.79%	6.14%	
408	1,592	84,119,780	51,519,811	135,639,592	23,633,531	159,273,122	2,857,566	162,130,688	
0.00%	0.00%	25.45%	15.59%	41.03%	7.15%	48.18%	0.86%	49.05%	

SDG&E DBE PROCUREMENT BY SERVICE CATEGORY SUMMARY

Services	Total Expenditures	
07 - Agricultural Svcs	\$	26,390,606
13 - Oil & Gas Extraction	\$	1,779,474
15 - Bldg Const-General Contractors	\$	35,504,735
16 - Heavy Const Other Than Bldg Construction	\$	152,851,991
17 - Const-Special Trade Contractors	\$	155,539,908
27 - Printing, Publishing & Allied Industries	\$	1,120,786
42 - Motor Freight Transportation & Warehousing	\$	9,025,576
45 - Transportation By Air	\$	816,701
46 - Pipelines, Exc Natural Gas	\$	1,938,877
47 - Transportation Svcs	\$	3,749,876
48 - Communications	\$	62,964
49 - Electric, Gas & Sanitary Svcs	\$	3,390,374
60 - Depository Institutions	\$	631,585
61 - Nondepository Credit Institutions	\$	73,381
62 - Security & Commodity Brokers, Dlrs	\$	4,013,626
64 - Insurance Agents, Brokers & Service	\$	909,669
65 - Real Estate	\$	1,043,546
72 - Personal Svcs	\$	1,162,445
73 - Business Svcs	\$	123,263,481
75 - Automotive Repair, Svcs & Parking	\$	6,692,248
76 - Misc Repair Svcs	\$	1,823,179
78 - Motion Pictures	\$	63,647
80 - Health Svcs	\$	683,001
81 - Legal Svcs	\$	40,680,240
82 - Educational Svcs	\$	2,082,078
83 - Social Svcs	\$	857,105
87 - Engrg, Accounting, Research & Mgmt Consulting	\$	170,498,492
89 - Svcs, Not Elsewhere Classified	\$	29,017,106
99 - Nonclassifiable Establishments	\$	450,150
Total Services Procurement	\$	776,116,845

APPENDIX H IN FOLD-OUT ▶

SDG&E DBE PROCUREMENT BY SERVICE CATEGORY DETAIL

Services	African American		Asian Pacific American		Hispanic American		Native American		Men
	Men	Women	Men	Women	Men	Women	Men	Women	
07 - Agricultural Svcs	177,000	-	2,189,008	-	22,614	-	-	-	-
	0.67%	0.00%	8.29%	0.00%	0.09%	0.00%	0.00%	0.00%	0.00%
13 - Oil & Gas Extraction	-	-	-	-	-	-	-	-	-
	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
15 - Bldg Const-General Contractors	23,263	-	-	9,808,719	4,425,237	-	-	-	-
	0.07%	0.00%	0.00%	27.63%	12.46%	0.00%	0.00%	0.00%	0.00%
16 - Heavy Const Other Than Bldg Construction	51,412	-	-	-	51,654,807	80,266	17,586,468	-	-
	0.03%	0.00%	0.00%	0.00%	33.79%	0.05%	11.51%	0.00%	0.00%
17 - Const-Special Trade Contractors	9,161,468	47,087	9,448,142	257,618	8,980,417	2,538,853	695,524	-	-
	5.89%	0.03%	6.07%	0.17%	5.77%	1.63%	0.45%	0.00%	0.00%
27 - Printing, Publishing & Allied Industries	-	-	87,916	-	7,797	-	-	-	-
	0.00%	0.00%	7.84%	0.00%	0.70%	0.00%	0.00%	0.00%	0.00%
42 - Motor Freight Transportation & Warehousing	524,507	23,023	-	14,313	3,826,912	1,299,982	-	-	-
	5.81%	0.26%	0.00%	0.16%	42.40%	14.40%	0.00%	0.00%	0.00%
45 - Transportation By Air	-	-	-	-	-	8,750	-	332,305	-
	0.00%	0.00%	0.00%	0.00%	0.00%	1.07%	0.00%	40.69%	0.00%
46 - Pipelines, Exc Natural Gas	-	-	-	-	-	-	-	-	-
	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
47 - Transportation Svcs	4,679	-	-	-	13,010	-	261,008	-	-
	0.12%	0.00%	0.00%	0.00%	0.35%	0.00%	6.96%	0.00%	0.00%
48 - Communications	-	-	-	-	-	-	-	-	-
	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
49 - Electric, Gas & Sanitary Svcs	-	-	-	-	-	114,077	2,219	-	-
	0.00%	0.00%	0.00%	0.00%	0.00%	3.36%	0.07%	0.00%	0.00%
60 - Depository Institutions	-	-	-	-	-	-	-	-	-
	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
61 - Nondepository Credit Institutions	73,381	-	-	-	-	-	-	-	-
	100.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
62 - Security & Commodity Brokers, Dir's	7,578	-	-	-	133,125	-	-	-	-
	0.19%	0.00%	0.00%	0.00%	3.32%	0.00%	0.00%	0.00%	0.00%
64 - Insurance Agents, Brokers & Service	-	6,802	-	-	-	-	-	-	-
	0.00%	0.75%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
65 - Real Estate	-	-	-	-	111,818	-	-	-	-
	0.00%	0.00%	0.00%	0.00%	10.72%	0.00%	0.00%	0.00%	0.00%
72 - Personal Svcs	1	-	-	-	-	-	-	-	-
	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
73 - Business Svcs	4,152,881	7,552,574	7,295,156	2,349,941	3,203,717	2,907,658	446,834	1,830	-
	3.37%	6.13%	5.92%	1.91%	2.60%	2.36%	0.36%	0.00%	0.00%
75 - Automotive Repair, Svcs & Parking	-	-	-	-	83,754	96,842	-	-	-
	0.00%	0.00%	0.00%	0.00%	1.25%	1.45%	0.00%	0.00%	0.00%
76 - Misc Repair Svcs	-	-	-	-	7,278	-	-	-	-
	0.00%	0.00%	0.00%	0.00%	0.40%	0.00%	0.00%	0.00%	0.00%
78 - Motion Pictures	-	10,723	24,693	-	-	-	-	-	-
	0.00%	16.85%	38.80%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
80 - Health Svcs	-	-	-	371,987	411	-	-	-	-
	0.00%	0.00%	0.00%	54.46%	0.06%	0.00%	0.00%	0.00%	0.00%
81 - Legal Svcs	-	656,230	477,257	104,824	327,953	681,899	-	-	-
	0.00%	1.61%	1.17%	0.26%	0.81%	1.68%	0.00%	0.00%	0.00%
82 - Educational Svcs	-	-	-	-	-	-	-	-	-
	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
83 - Social Svcs	-	-	94,572	-	-	-	-	-	-
	0.00%	0.00%	11.03%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
87 - Engrg, Accounting, Research & Mgmt Consulting	2,276,045	1,177,154	15,654,729	2,326,697	8,902,152	293,557	6,778,071	-	-
	1.33%	0.69%	9.18%	1.36%	5.22%	0.17%	3.98%	0.00%	0.00%
89 - Svcs, Not Elsewhere Classified	5,372	82,340	138,967	-	4,567	795,679	-	267,058	-
	0.02%	0.28%	0.48%	0.00%	0.02%	2.74%	0.00%	0.92%	0.00%
99 - Nonclassifiable Establishments	-	-	-	-	-	-	-	-	-
	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Total Services Procurement	16,457,588	9,555,933	35,410,440	15,234,099	81,705,568	8,817,563	25,770,123	601,193	0.00%
	2.12%	1.23%	4.56%	1.96%	10.53%	1.14%	3.32%	0.08%	0.00%

Year	Other		Total Minority		Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Women Minority Business Enterprise (WMBE)	Service Disabled Veteran Business Enterprise (SDVBE)	Total WMDVBE	Total
	Men	Women	Men	Women						
-	-	-	2,388,622	-	2,388,622	1,527,312	3,915,934	-	3,915,934	26,390,606
0.00%	0.00%	9.05%	0.00%	9.05%	5.79%	14.84%	0.00%	14.84%		
-	71,619	-	71,619	71,619	27,574	99,193	-	99,193	1,779,474	
0.00%	4.02%	0.00%	4.02%	4.02%	1.55%	5.57%	0.00%	5.57%		
-	-	4,448,500	9,808,719	14,257,218	33,560	14,290,778	914,454	15,205,232	35,504,735	
0.00%	0.00%	12.53%	27.63%	40.16%	0.09%	40.25%	2.58%	42.83%		
-	-	69,292,687	80,266	69,372,953	4,480,856	73,853,809	-	73,853,809	152,851,991	
0.00%	0.00%	45.33%	0.05%	45.39%	2.93%	48.32%	0.00%	48.32%		
-	-	28,285,551	2,843,558	31,129,110	40,891,859	72,020,969	12,182,467	84,203,436	155,539,908	
0.00%	0.00%	18.19%	1.83%	20.01%	26.29%	46.30%	7.83%	54.14%		
-	-	95,713	-	95,713	306,054	401,767	21,853	423,619	1,120,786	
0.00%	0.00%	8.54%	0.00%	8.54%	27.31%	35.85%	1.95%	37.80%		
-	-	4,351,419	1,337,318	5,688,737	2,597,842	8,286,580	-	8,286,580	9,025,576	
0.00%	0.00%	48.21%	14.82%	63.03%	28.78%	91.81%	0.00%	91.81%		
-	-	-	341,055	341,055	341,979	683,034	-	683,034	816,701	
0.00%	0.00%	0.00%	41.76%	41.76%	41.87%	83.63%	0.00%	83.63%		
-	-	-	-	-	1,938,877	1,938,877	-	1,938,877	1,938,877	
0.00%	0.00%	0.00%	0.00%	0.00%	100.00%	100.00%	0.00%	100.00%		
-	-	278,697	-	278,697	2,010,453	2,289,150	-	2,289,150	3,749,876	
0.00%	0.00%	7.43%	0.00%	7.43%	53.61%	61.05%	0.00%	61.05%		
-	-	-	-	-	-	-	-	-	62,964	
0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%		
-	-	2,219	114,077	116,296	-	116,296	-	116,296	3,390,374	
0.00%	0.00%	0.07%	3.36%	3.43%	0.00%	3.43%	0.00%	3.43%		
-	-	-	-	-	-	-	-	-	631,585	
0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%		
-	-	73,381	-	73,381	-	73,381	-	73,381	73,381	
0.00%	0.00%	100.00%	0.00%	100.00%	0.00%	100.00%	0.00%	100.00%		
-	-	140,703	-	140,703	-	140,703	1,238	141,941	4,013,626	
0.00%	0.00%	3.51%	0.00%	3.51%	0.00%	3.51%	0.03%	3.54%		
-	-	-	6,802	6,802	73,854	80,656	-	80,656	909,669	
0.00%	0.00%	0.00%	0.75%	0.75%	8.12%	8.87%	0.00%	8.87%		
-	-	111,818	-	111,818	36	111,854	329,702	441,556	1,043,546	
0.00%	0.00%	10.72%	0.00%	10.72%	0.00%	10.72%	31.59%	42.31%		
-	-	1	-	1	35,735	35,736	452,449	488,185	1,162,445	
0.00%	0.00%	0.00%	0.00%	0.00%	3.07%	3.07%	38.92%	42.00%		
-	930,510	15,098,588	13,742,513	28,841,101	23,572,875	52,413,976	2,618,163	55,032,139	123,263,481	
0.00%	0.75%	12.25%	11.15%	23.40%	19.12%	42.52%	2.12%	44.65%		
-	-	83,754	96,842	180,595	12,334	192,930	-	192,930	6,692,248	
0.00%	0.00%	1.25%	1.45%	2.70%	0.18%	2.88%	0.00%	2.88%		
-	-	7,278	-	7,278	-	7,278	-	7,278	1,823,179	
0.00%	0.00%	0.40%	0.00%	0.40%	0.00%	0.40%	0.00%	0.40%		
-	-	24,693	10,723	35,416	16,500	51,916	-	51,916	63,647	
0.00%	0.00%	38.80%	16.85%	55.64%	25.92%	81.57%	0.00%	81.57%		
-	-	411	371,987	372,398	-	372,398	-	372,398	683,001	
0.00%	0.00%	0.06%	54.46%	54.52%	0.00%	54.52%	0.00%	54.52%		
-	-	805,210	1,442,953	2,248,163	2,231,400	4,479,563	-	4,479,563	40,680,240	
0.00%	0.00%	1.98%	3.55%	5.53%	5.49%	11.01%	0.00%	11.01%		
-	-	-	-	-	1,967,984	1,967,984	-	1,967,984	2,082,078	
0.00%	0.00%	0.00%	0.00%	0.00%	94.52%	94.52%	0.00%	94.52%		
-	-	94,572	-	94,572	199,792	294,364	-	294,364	857,105	
0.00%	0.00%	11.03%	0.00%	11.03%	23.31%	34.34%	0.00%	34.34%		
-	7	33,610,997	3,797,415	37,408,413	20,554,182	57,962,594	1,903,990	59,866,584	170,498,492	
0.00%	0.00%	19.71%	2.23%	21.94%	12.06%	34.00%	1.12%	35.11%		
-	-	148,906	1,145,077	1,293,983	10,092,375	11,386,358	3,797,924	15,184,282	29,017,106	
0.00%	0.00%	0.51%	3.95%	4.46%	34.78%	39.24%	13.09%	52.33%		
-	-	-	-	-	-	-	-	-	450,150	
0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%		
-	1,002,136	159,343,720	35,210,924	194,554,644	112,913,432	307,468,076	22,222,240	329,690,316	776,116,845	
0.00%	0.13%	20.53%	4.54%	25.07%	14.55%	39.62%	2.86%	42.48%		

APPENDIX J

MAJOR SDG&E PURCHASE CATEGORIES

CATEGORY	EXAMPLES OF SERVICES DESCRIPTIONS
Electric Operations	Engineering, Procurement and Construction (EPC), Engineering Services, Smart Grid, Electric Construction Services, Vegetation Management, Cable/Wire, Transformers, Equipment Rental, Aviation Services, Wildfire Mitigation Support, Traffic Control, Grading/Paving/Civil Services, Substation Site Development, Foundations
Power Supply	Electricity & Gas Commodity, Power Plant Maintenance, Turbine Maintenance
Customer Services	Energy Efficiency, Advertising & Marketing, Fulfillment & Distribution Services, Printing & Related Services, Appliance Recycling
Fleet Services	Trucks, Vehicles & Equipment, Fuel & Oils, Tires, Auto Parts and Services, Vehicle Disposal
Operations Support	Furniture, Office Maintenance & Repair, Landscaping & Maintenance, Building Leasing, Relocation, Environmental Services, Land Survey, Food & Catering, Building Security & Monitoring
Information Technology	PC Equipment, Hardware/Software, Licensing, Application Development, Network/Telecommunication Equipment and Support, Helpdesk, Consulting
Professional Services	Legal, Tax Consulting, Audit Services, Insurance & Benefits, Bond Issuance

P.O. Box 129831 | San Diego, CA 92112-9831 | 1-800-411-7343 | Connect at sdge.com

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