



SOUTHWEST GAS CORPORATION

February 28, 2017

via Electronic Mail

Mr. Timothy Sullivan
Executive Director
timothy.sullivan@cpuc.ca.gov
California Public Utilities Commission
505 Van Ness Avenue, 5th Floor
San Francisco, California 94102

Re: Southwest Gas Corporation (U 905 G)
Utility Supplier Diversity Program

Dear Mr. Sullivan:

Pursuant to Section 9 of General Order 156, Southwest Gas Corporation submits for filing the following:

- Utility Supplier Diversity Program 2016 Annual Report and 2017 Annual Plan
- Utility Supplier Diversity Program 2016 Annual Fuel Procurement Report and 2017 Annual Fuel Procurement Plan

Should you have any questions, please do not hesitate to contact me at (702) 876-7323.

Respectfully submitted,

Valerie J. Ontiveroz
Regulatory Manager/California

Attachment

c: Stephanie Green
CPUC Utility Supplier Diversity Program
stephanie.green@cpuc.ca.gov

Supplier Diversity

2016 REPORT • 2017 PLAN
2016 FUEL PROCUREMENT REPORT • 2017 FUEL PROCUREMENT PLAN



**SUPPLIER
DIVERSITY™**

Growing Opportunities
Powered by Southwest Gas



SOUTHWEST GAS

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A MESSAGE FROM JOHN P. HESTER

President and Chief Executive Officer

At Southwest Gas Corporation, we believe that cultivating business relationships with diverse suppliers is smart business. As President and CEO, I am proud to share our 2016 Supplier Diversity Annual Report and 2017 Annual Plan.

I am also proud that Southwest Gas continues to exceed the goals set forth in General Order 156. In fact, procurement with Clearinghouse-Verified diverse suppliers in support of California operations during 2016 was over \$14.1 million dollars, approximately 61.5 % of our total California procurement.

The accompanying report details the strategic initiatives and steps Southwest Gas has taken to further advance our Supplier Diversity Program providing increased purchasing, contracting and subcontracting procurement opportunities for diverse suppliers. In addition, the Company's strategies to expand and promote new opportunities for diverse businesses are highlighted in the 2017 Annual Plan.

The Supplier Diversity Program is designed to develop, enhance and sustain relationships with diverse suppliers by ensuring that women, minority, service-disabled veteran and lesbian, gay, bisexual and transgender (LGBT) owned businesses have equitable opportunities to participate in Southwest Gas' procurement process throughout our entire company.

We are committed to that mission and continually strive to create opportunities for diverse suppliers, supporting and strengthening the communities we serve.

Sincerely,

A handwritten signature in black ink that reads "John P. Hester". The signature is written in a cursive, flowing style.

John P. Hester

President and Chief Executive Officer
Southwest Gas Corporation



EXECUTIVE SUMMARY

Company Highlights

FAST FACTS

2 MILLION CUSTOMERS IN CALIFORNIA,
ARIZONA AND NEVADA.

CALIFORNIA SERVICE AREA REPRESENTS

10% 

OF THE COMPANY'S OVERALL OPERATIONS.

SOUTHWEST GAS SERVES APPROXIMATELY
193,000 CUSTOMERS IN CALIFORNIA.

Southwest Gas Corporation, a multi-jurisdictional utility headquartered in Las Vegas, Nevada, provides natural gas service to customers in California, Arizona and Nevada.

Southwest Gas' California service territories are located in Placer, El Dorado, Nevada, and San Bernardino counties.

Southwest Gas has long recognized the importance of supplier diversity and continues its commitment to promote increased opportunities for diverse suppliers within our service territories by focusing on high visibility, accessibility and multiple outreach efforts.

2016

EXECUTIVE SUMMARY

For the eleventh year in a row, Southwest Gas Corporation (Southwest Gas or Company) has exceeded the minimum goal of 21.5 percent established by General Order (GO) 156 for procurement with California Supplier Clearinghouse-Verified diverse suppliers. In 2016, Southwest Gas' total procurement with Clearinghouse-Verified diverse suppliers in support of California operations was **\$14,168,549** or **61.64** percent. Additionally, in 2016, Southwest Gas contracted with Clearinghouse-Verified Suppliers for natural gas purchases and financial services involving public debt issuance.

- Southwest Gas spent a total of **\$4,416,089** for natural gas purchases from two Clearinghouse-Verified diverse suppliers to support its operations in California.
- Southwest Gas contracted with two Clearinghouse-Verified diverse investment banks for financial services associated with **\$60 million in public debt issuance**.

Not only are we committed to advancing diversity in California, Southwest Gas spent an additional **\$119,970,311** with Clearinghouse-Verified diverse suppliers in support of Company operations in our Arizona and Nevada service areas.

These results are a reflection of Southwest Gas' long standing commitment to advance diversity and economic prosperity for all. The Company's Supplier Diversity Program (Program) has been in existence since the inception of GO 156. We are proud of our accomplishments and remain dedicated to creating opportunities for women; minority; lesbian, gay, bisexual and transgender (LGBT); and disabled veteran-owned business enterprises.

Below is a summary of spending activity for 2016:

	California	Arizona and Nevada [1]	Total
Minority Men	\$ 3,143,784	\$ 16,149,022	\$ 19,292,806
Minority Women	\$ 1,059,007	\$ 8,332,185	\$ 9,391,192
Total Minority Business Enterprise (MBE)	\$ 4,202,790	\$ 24,481,207	\$ 28,683,997
Women Business Enterprise (WBE)	\$ 9,965,758	\$ 95,489,104	\$ 105,454,862
Subtotal Women, Minority Business Enterprise (WMBE)	\$ 14,168,549	\$ 119,970,311	\$ 134,138,859
Service Disabled Veteran Business Enterprise (DVBE)	\$ -	\$ -	\$ -
Total Clearinghouse-Verified WMDVLGBTBE	\$ 14,168,549	\$ 119,970,311	\$ 134,138,859
Total WMDVLGBTBE	\$ 14,168,549	\$ 119,970,311	\$ 134,138,859
Total California Procurement	\$ 22,987,297		
% Clearinghouse-Verified Procurement	61.64%		
% Total WMDVBE Procurement [2]	61.64%		

2016 ANNUAL REPORT

9.1.1

SUPPLIER DIVERSITY PROGRAM ACTIVITIES

Internal Activities

Southwest Gas continues to operate its Supplier Diversity Program by utilizing tried and true strategies that have resulted in consistently high levels of procurement activity with diverse suppliers.

The Supplier Diversity Program and Program Staff consistently maintain internal awareness of the Program and continually seek to create new opportunities for diverse suppliers. Program strategies include:

- Meeting regularly with Southwest Gas management and business units to assess needs, and identify procurement opportunities;
- Consulting with regional diversity councils, diverse chambers, and other organizations to identify qualified diverse suppliers;
- Promoting diverse supplier spend in all areas of Company operations, with a focus on those areas of traditionally lower utilization; and
- Encouraging internal business units to support the Program by ensuring that diverse suppliers are included in all company-wide bid opportunities.

Program staff also provides presentations to the executive management team, division/department vice presidents and their management teams. The following key points are communicated:

- Emphasizing the importance of engaging Program Staff to assist with identifying diverse suppliers for bid opportunities; and
- Encouraging management and procurement personnel to utilize diverse suppliers in historically low and under-utilized areas.

9.1.1

SUPPLIER DIVERSITY PROGRAM ACTIVITIES

External Outreach Activities

Southwest Gas conducts outreach to the diverse business community through participation in business development events and strategic partnerships with various organizations which are dedicated to advancing supplier diversity. In 2016, Southwest Gas participated in and/or sponsored the following outreach activities through various local and national supplier diversity organizations:

Outreach Activities

American Indian of California Chamber of Commerce – Sponsor Expo– Rancho Mirage, CA
California Disabled Veteran Alliance - Keeping the Promise –Sacramento, CA
CPUC, SoCal Gas, & SDG&E – Small Business Expo – Pasadena, Ca
Elite SDVOB National Conference – Long Beach, CA
High Desert Hispanic Chamber of Commerce – Eye Opener Breakfast Meeting– Victorville, CA
Southern California Minority Business Development Council – Minority Business Opportunity Day - Universal City, CA
Western Regional Minority Supplier Development Council & CPUC Small Business Expo – San Francisco, CA
WBEC-WEST Procurement Opportunity Conference –Las Vegas, NV

Regulatory Participation

Joint Utilities Quarterly Meetings Hosted by Southwest Gas – Las Vegas, NV
Joint Utilities Quarterly Meetings Hosted by T-Mobile – Sacramento, CA
Joint Utilities Quarterly Meetings Hosted by SCE – San Diego, CA
Joint Utilities Quarterly Meetings Hosted by AT&T – San Francisco, CA

Hearings

En banc Hearing – San Francisco, CA

Media Outreach

Southwest Gas promoted its Supplier Diversity Program through the following media to increase the awareness of the Program and the assistance it provides to diverse suppliers seeking to do business with Southwest Gas:

American Indian of California Chamber of Commerce Program Directory
California Disabled Veteran Alliance - Keeping the Promise program booklet
Elite SDVOB National Conference program booklet
Long Beach Gay and Lesbian Chamber of Commerce Business Directory
Southern California Minority Business Development Council – Minority Business Opportunity Day - Universal City, CA
Western Regional Minority Supplier Development Council & CPUC Small Business Expo program booklet
WBEC-WEST Procurement Opportunity Conference –Las Vegas, NV

9.1.2

RESULTS BY ETHNICITY

ANNUAL RESULTS BY ETHNICITY-PRIME CONTRACTING AND SUBCONTRACTING

	Ethnicity	Direct	Sub	Total \$	%
Minority Male	Asian Pacific America	\$ 406,400	\$ -	\$ 406,400	1.77%
	African America	\$ 2,661,883	\$ -	\$ 2,661,883	11.58%
	Hispanic America	\$ 75,501	\$ -	\$ 75,501	0.33%
	Native American	\$ -	\$ -	\$ -	0.00%
Total Minority Men		\$ 3,143,784	\$ -	\$ 3,143,784	13.68%
Minority Female	Asian Pacific America	\$ 243,739	\$ -	\$ 243,739	1.06%
	African America	\$ 882	\$ -	\$ 882	0.00%
	Hispanic America	\$ 814,386	\$ 306,558	\$ 1,120,944	4.88%
	Native American	\$ -	\$ -	\$ -	0.00%
Total Minority Women		\$ 1,059,007	\$ 306,558	\$ 1,365,564	5.94%
Total Minority Business Enterprise (MBE)		\$ 4,202,791	\$ 306,558	\$ 4,509,348	19.62%
Women Business Enterprise (WBE)		\$ 9,659,201	\$ -	\$ 9,659,201	42.02%
Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)		\$ -	\$ -	\$ -	0.00%
Disabled Veteran Business Enterprise (DVBE)		\$ -	\$ -	\$ -	0.00%
Other 8(a)*		\$ -	\$ -	\$ -	0.00%
TOTAL WMDVLGBTBE		\$ 13,861,992	\$ 613,115	\$ 14,168,549	61.64%

Net Procurement \$ 22,987,297

NOTE: * FIRMS CLASSIFIED AS 8(a) OF SMALL BUSINESS ADMINISTRATION INCLUDES NON-WMDVLGBTBE
 ** NET PROCUREMENT INCLUDES PURCHASE ORDER, NON-PURCHASE ORDER, AND CREDIT CARD DOLLARS
 Direct - DIRECT PROCUREMENT
 Sub - SUBCONTRACTOR PROCUREMENT
 % - PERCENTAGE OF NET PROCUREMENT

TABLE 9.1.2 (A)

9.1.2

PRODUCT AND SERVICES

PROCUREMENT BY PRODUCT AND SERVICE CATEGORIES-DIRECT

Ethnicity		Products		Services		Total		
		\$	%	\$	%	\$	%	
Minority Male	Asian-Pacific	Direct	\$ 406,400	25.42%	\$ -	0.00%	\$ 406,400	2.87%
	Black	Direct	\$ -	0.00%	\$ 2,661,883	21.18%	\$ 2,661,883	18.79%
	Hispanic	Direct	\$ -	0.00%	\$ 75,501	0.60%	\$ 75,501	0.53%
	Native-American	Direct	\$ -	0.00%	\$ -	0.00%	\$ -	0.00%
Total Minority Men		Direct	\$ 406,400	25.42%	\$ 2,737,384	21.78%	\$ 3,143,784	22.19%
Minority Female	Asian-Pacific	Direct	\$ 243,739	15.24%	\$ -	0.00%	\$ 243,739	1.72%
	Black	Direct	\$ 882	0.06%	\$ -	0.00%	\$ 882	0.01%
	Hispanic	Direct	\$ 787,546	49.26%	\$ 26,840	0.21%	\$ 814,386	5.75%
	Native-American	Direct	\$ -	0.00%	\$ -	0.00%	\$ -	0.00%
Total Minority Women		Direct	\$ 1,032,167	64.56%	\$ 26,840	0.21%	\$ 1,059,007	7.47%
Total Minority Business Enterprise (MBE)		Direct	\$ 1,438,567	89.97%	\$ 2,764,224	21.99%	\$ 4,202,791	18.28%
Women Business Enterprise (WBE)		Direct	\$ 160,311	10.03%	\$ 9,805,447	78.01%	\$ 9,965,758	43.35%
Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)		Direct	\$ -	0.00%	\$ -	0.00%	\$ -	0.00%
Disabled Veteran Business Enterprise (DVBE)		Direct	\$ -	0.00%	\$ -	0.00%	\$ -	0.00%
Other 8(a)*		Direct	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
TOTAL WMDVLGTBE		Direct	\$ 1,598,878	11.28%	\$ 12,569,671	88.72%	\$ 14,168,549	61.64%
Net Procurement			\$ 22,987,297					
Total Product Procurement			\$ 1,598,878					
Total Service Procurement			\$ 12,569,671					
Net Diverse Procurement			\$ 14,168,549					
Net Procurement			\$ 22,987,297					
Total Number of WMDVLGBTBEs that received direct spend							16	

TABLE 9.1.2 (B)

NOTE: * FIRMS CLASSIFIED AS 8(a) OF SMALL BUSINESS ADMINISTRATION INCLUDES NON-WMDVLGBTBE
 ** NET PROCUREMENT INCLUDES PURCHASE ORDER, NON-PURCHASE ORDER, AND CREDIT CARD DOLLARS
 Direct - DIRECT PROCUREMENT
 Sub - SUBCONTRACTOR PROCUREMENT
 % - PERCENTAGE OF NET PROCUREMENT

9.1.2

PRODUCT AND SERVICES

PROCUREMENT BY PRODUCT AND SERVICE CATEGORIES-SUBCONTRACTING

Ethnicity			Products		Services		Total	
			\$	%	\$	%	\$	%
Minority Men	Asian-Pacific	Sub	\$ -	0.00%	\$ -	0.00%	\$ -	0.00%
	Black	Sub	\$ -	0.00%	\$ -	0.00%	\$ -	0.00%
	Hispanic	Sub	\$ -	0.00%	\$ -	0.00%	\$ -	0.00%
	Native-American	Sub	\$ -	0.00%	\$ -	0.00%	\$ -	0.00%
Total Minority Men		Sub	\$ -	0.00%	\$ -	0.00%	\$ -	0.00%
Minority Women	Asian-Pacific	Sub	\$ -	0.00%	\$ -	0.00%	\$ -	0.00%
	Black	Sub	\$ -	0.00%	\$ -	0.00%	\$ -	0.00%
	Hispanic	Sub	\$ -	0.00%	\$ 306,558	2.44%	\$ 306,558	2.16%
	Native-American	Sub	\$ -	0.00%	\$ -	0.00%	\$ -	0.00%
Total Minority Women		Sub	\$ -	0.00%	\$ 306,558	2.44%	\$ 306,558	2.16%
Total Minority Business Enterprise (MBE)		Sub	\$ -	0.00%	\$ 306,558	2.44%	\$ 306,558	1.33%
Women Business Enterprise (WBE)		Sub	\$ -	0.00%	\$ -	0.00%	\$ -	0.00%
Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)		Sub	\$ -	0.00%	\$ -	0.00%	\$ -	0.00%
Disabled Veteran Business Enterprise (DVBE)		Sub	\$ -	0.00%	\$ -	0.00%	\$ -	0.00%
Other 8(a)*		Sub	\$ -	0.00%	\$ -	0.00%	\$ -	0.00%
TOTAL WMDVLGTBE		Sub	\$ -	0.00%	\$ 306,558	2.44%	\$ 306,558	1.33%
Net Procurement			\$22,987,297					
Total Product Procurement			\$ 1,598,878					
Total Service Procurement			\$12,569,671					
Net Diverse Procurement			\$14,168,549					
Net Procurement			\$22,987,297					
Total Number of WMDVLGBTBEs that received direct spend			16					

TABLE 9.1.2 (C)

NOTE: * FIRMS CLASSIFIED AS 8(a) OF SMALL BUSINESS ADMINISTRATION INCLUDES NON-WMDVLGTBE
 ** NET PROCUREMENT INCLUDES PURCHASE ORDER, NON-PURCHASE ORDER, AND CREDIT CARD DOLLARS
 Direct - DIRECT PROCUREMENT
 Sub - SUBCONTRACTOR PROCUREMENT
 % - PERCENTAGE OF NET PROCUREMENT

9.1.2

STANDARD INDUSTRIAL CLASSIFICATION CODE REPORTING

Pursuant to Decision (D.) 05-12-023, Southwest Gas reports diverse supplier procurement results by Standard Industrial Classification (SIC) Code.

The following is a list of SIC codes and detailed descriptions of the products and/or services that Southwest Gas obtained from Clearinghouse-Verified diverse suppliers throughout 2016. These SIC codes are also utilized in the table on the following page, which provides a breakdown of the dollars spent in each category.

SIC CODE	CODE DESCRIPTION	PRODUCT OR SERVICE PROVIDED
16	Underground Utility Contractor	Underground utility contractor
17	Commercial Roofing	Roofing repair
23	Apparel & Other Finished Products	Protection clothing
33	Primary Metal Miscellaneous	Natural gas products, including gas meter connectors
34	Fabricated Metal Products	Valves and Pipe Fittings, NEC
38	Mass Flow Meters	Natural gas pressure flow meters
45	Janitorial Services	Janitorial Services
48	Communications	Communication Services
50	Wholesale Trade Durable Goods	Industrial supplies, including meter paint and coating. Electrical apparatus and equipment wiring suppliers and construction materials
73	Business Services	Computer Integrated Systems Design & Computer Related Services, Guard Services
87	Engineering & Management Services	Pipeline engineering services
89	Services, NEC	Interior Plant Design

9.1.2

ANNUAL RESULTS BY PRODUCT AND SERVICE CATEGORIES PRIME CONTRACTOR BY SIC CODES

SIC Category	Asian Pacific American		African American		Hispanic American		Native American		Minority Business Enterprise	Women Business Enterprise	Lesbian, Gay, Bisexual, Transgender Business Enterprise	Disabled Veterans Business Enterprise	Other 8(a)**	Total WMDVLGBTBE	Total Dollars
	Male	Female	Male	Female	Male	Female	Male	Female	(MBE)	(WBE)	(LGBTBE)	(DVBE)			
16 Underground Utility Contractor	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 9,246,774	\$ -	\$ -	\$ -	\$ 9,246,774	\$9,246,774
	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	40.23%	0.00%	0.00%	0.00%	40.23%	40.23%
17 Commercial Roofing	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 499,174	\$ -	\$ -	\$ -	\$ 499,174	\$499,174
	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	2.17%	0.00%	0.00%	0.00%	2.17%	2.17%
23 Apparel & Other Finished Products	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 959	\$ -	\$ -	\$ -	\$ 959	\$ 959
	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
33 Primary Metal Miscellaneous	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,785	\$ -	\$ -	\$ -	\$ 1,785	\$ 1,785
	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	0.01%	0.00%	0.00%	0.00%	0.01%	0.01%
34 Fabricated Metal Products	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 157,394	\$ -	\$ -	\$ -	\$ 157,394	\$ 157,394
	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	0.68%	0.00%	0.00%	0.00%	0.68%	0.68%
38 Mass Flow Meters	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
45 Janitorial Services	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
48 Communications	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 174	\$ -	\$ -	\$ -	\$ 174	\$ 174
	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
50 Wholesale Trade Durable Goods	\$ \$406,400	\$ 243,739	\$ 2,661,883	\$ 882	\$ -	\$ 787,546	\$ -	\$ -	\$ 4,100,450	\$ -	\$ -	\$ -	\$ -	\$ 4,100,450	\$4,100,450
	% 1.77%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	% 0.00%	0.0%	0.0%	0.0%	0.0%	17.84%	17.84%
73 Business Services	\$ -	\$ -	\$ -	\$ -	\$ 75,501	\$ 26,840	\$ -	\$ -	\$ 102,340.50	\$ -	\$ -	\$ -	\$ -	\$ 102,341	\$102,341
	% 0.0%	% 0.0%	% 0.0%	% 0.0%	% 0.0%	% 0.0%	% 0.0%	% 0.0%	% 0.0%	0.0%	0.0%	0.0%	0.0%	0.45%	0.45%
87 Engineering & Management Services	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 54,999	\$ -	\$ -	\$ -	\$ 54,999.42	\$ 54,999.42
	% 0.0%	% 0.0%	% 0.0%	% 0.0%	% 0.0%	% 0.0%	% 0.0%	% 0.0%	% 0.0%	0.0%	0.0%	0.0%	0.0%	0.00%	0.00%
89 Services, NEC	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 4,500	\$ -	\$ -	\$ -	\$ 4,500	\$4,500
	% 0.0%	% 0.0%	% 0.0%	% 0.0%	% 0.0%	% 0.0%	% 0.0%	% 0.0%	% 0.0%	0.0%	0.0%	0.0%	0.0%	0.02%	0.02%
TOTAL	\$ \$406,400	\$ 243,739	\$ 2,661,883	\$ 882	\$ 75,501	\$ 814,386	\$ -	\$ -	\$ 4,202,791	\$ 9,965,758.66	\$ -	\$ -	\$ -	\$ 14,168,549	\$14,168,549
	% 1.77%	% 0.01	% 12%	% 0.00%	% 0.33%	% 0.12%	% 0.00%	% 0.00%	% 18.28%	% 43.35%	% 0.00%	% 0.00%	% 0.00%	% 61.64%	% 61.64%

Total Product Procurement	\$1,598,878
Total Service Procurement	\$12,569,671
Net Procurement***	\$22,987,297

NOTE:** FIRMS WITH MULTIPLE MINORITY OWNERSHIP STATUS
 ** FIRMS CLASSIFIED AS 8(a) OF SMALL BUSINESS ADMINISTRATION INCLUDES NON-WMDVLGBTBE
 *** NET PROCUREMENT INCLUDES PURCHASE ORDER, NON-PURCHASE ORDER, AND CREDIT CARD DOLLARS
 TOTAL DOLLARS - TOTAL PROCUREMENT DOLLAR AMOUNT IN THE SPECIFIC SIC CATEGORY
 % - PERCENTAGE OF TOTAL DOLLARS

TABLE 9.1.2 (D)

9.1.2

ANNUAL RESULTS BY SUPPLIERS' GROSS REVENUE SIZE

Data on Number of Suppliers												
# WMDVLGBTBEs	Revenue Reported to CHS						Utility-Specific 2016 Summary					
	MBE	WBE	LGBTBE	DVBE	Other 8(a)*	Grand Total	MBE	WBE	LGBTBE	DVBE	Other 8(a)*	Grand Total
Under \$1 million	3	0	0	0	0	3	7	7	0	0	0	14
Under \$5 million	1	3	0	0	0	4	1	0	0	0	0	1
Under \$10 million	0	1	0	0	0	1	0	1	0	0	0	1
Above \$10 million	4	4	0	0	0	8	0	0	0	0	0	0
TOTAL	8	8	0	0	0	16	8	8	0	0	0	16

Revenue and Payment Data												
WMDVLGBTBE \$M	Revenue Reported to CHS						Utility-Specific 2016 Summary					
	MBE	WBE	LGBTBE	DVBE	Other 8(a)*	Grand Total	MBE	WBE	LGBTBE	DVBE	Other 8(a)*	Grand Total
Under \$1 million	\$ 1,350,000	\$ -	\$ -	\$ -	\$ -	\$ 1,350,000	\$ 1,540,907	\$ 718,985	\$ -	\$ -	\$ -	\$ 2,259,892
Under \$5 million	\$ 1,244,430	\$ 5,974,158	\$ -	\$ -	\$ -	\$ 7,218,588	\$ 2,661,883	\$ -	\$ -	\$ -	\$ -	\$ 2,661,883
Under \$10 million	\$ -	\$ 6,200,000	\$ -	\$ -	\$ -	\$ 6,200,000	\$ -	\$ 9,246,774	\$ -	\$ -	\$ -	\$ 9,246,774
Above \$10 million	\$ 526,459,663	\$ 216,368,298	\$ -	\$ -	\$ -	\$ 742,827,961	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
TOTAL	\$ 529,054,093	\$ 228,542,456	\$ -	\$ -	\$ -	\$ 757,596,549	\$ 4,202,791	\$ 9,965,759	\$ -	\$ -	\$ -	\$ 14,168,549

NOTE: * FIRMS CLASSIFIED AS 8(a) OF SMALL BUSINESS ADMINISTRATION INCLUDES NON-WMDVLGBTBE

CHS: SUPPLIER CLEARINGHOUSE

TABLE 9.1.2 (E)

9.1.3 ANNUAL PROGRAM EXPENSES

Expense Category	2016
Wages	\$12,941
Other Employee Expenses	\$1,429
Program Expenses	\$2,539
Reporting Expenses	-
Training	-
Consultants	-
Other (Includes participation and/or sponsorship and outreach activities, i.e., trade fairs, award events, etc.)	\$20,841
Total	\$37,750

9.1.4 ANNUAL RESULTS AND GOALS

Category	2016 Results	Goals
Minority Men	13.68%	7.50%
Minority Women	4.61%	7.50%
Minority Business Enterprise (MBE)	18.29%	15.00%
Women Business Enterprise (WBE)	43.35%	5.00%
Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	0.00%	0.00%
Disabled Veteran Business (DVBE)	0.00%	1.50%
TOTAL WMDVLGBTBE	61.64%	21.50%

9.1.5

CALIFORNIA PROCUREMENT RESULTS

PRIME AND SUBCONTRACTING UTILIZATION OF DIVERSE SUPPLIERS

	Minority Male	Minority Female	Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veterans Business Enterprise (DVBE)	Other 8(a)*	TOTAL WMDVLGBTBE
Direct \$	\$3,143,784	\$1,059,007	\$4,202,791	\$9,659,201	\$0	\$0	\$0	\$13,861,992
Subcontracting \$	\$0	\$0	\$0	\$306,558	\$0	\$0	\$0	\$306,558
Total \$	\$3,143,784	\$1,059,007	\$4,202,791	\$9,965,758	\$0	\$0	\$0	\$14,168,549

Direct %	13.68%	4.61%	18.28%	42.02%	0.00%	0.00%	0.00%	60%
Subcontracting %	0.00%	0.00%	0.00%	1.33%	0.00%	0.00%	0.00%	1.33%
Total %	13.68%	4.61%	18.28%	43.35%	0.00%	0.00%	0.00%	61.64%

Net Procurement**	\$22,987,297
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NOTE: *FIRMS CLASSIFIED AS 8(a) OF SMALL BUSINESS ADMINISTRATION INCLUDES NON-WMDVLGBTBE

**NET PROCUREMENT INCLUDES PURCHASE ORDER, NON-PURCHASE ORDER, AND CREDIT CARD DOLLARS

% - PERCENTAGE OF NET PROCUREMENT

Direct - DIRECT PROCUREMENT

Sub - SUBCONTRACTOR PROCUREMENT

9.1.6 DIVERSE SUPPLIER COMPLAINTS

Southwest Gas did not receive any formal supplier diversity-related complaints during 2016.

9.1.7 EXCLUDED CATEGORIES

Pursuant to D.03-11-024, Southwest Gas does not include exclusions in its procurement reporting.

9.1.8 RECRUITMENT EFFORTS IN LOW-UTILIZATION AREAS

Financial Services

Southwest Gas has developed and continues to build relationships with diverse investment banks. As a result of these efforts, diverse investment banks participated as co-managers in the Company's public debt offerings in 2012 and 2013. In 2016, Southwest Gas had one public debt issuance, utilizing the services of two diverse investment banks, with each firm handling \$30 million.

In addition, Southwest Gas continues to utilize and seeks additional diverse suppliers for lease financing opportunities and investment management for employee benefit plans. Southwest Gas has employed a diverse supplier as an asset manager of its 401k plan since 2002.

Legal Services

Southwest Gas continues to support diversity within the legal profession, offering work opportunities for women and minority attorneys in both diverse and non-diverse law firms. In fact, a number of women and minority attorneys who are members/partners of majority-owned law firms serve as lead attorneys on various matters representing Southwest Gas. The Company remains dedicated and proactive in its efforts to meet its legal needs utilizing women and minority-owned law firms, and will continue to promote increased opportunities for diversity within the legal services field.

9.1.9 DOCUMENT RETENTION

Pursuant to GO 156, Southwest Gas retains all data in preparing its annual report for a minimum of three years.

2017 ANNUAL PLAN

10.1.1 GOALS

Southwest Gas' Supplier Diversity goal is to meet or exceed the requirements of GO 156. Based on the Company's 2016 goal performance and procurement activity, Southwest Gas' priority is to maintain an overall procurement level at or above 40% spend with diverse businesses.

As reflected below, the Company's short-, mid- and long-term product and service category goals mirror GO 156. Southwest Gas has additionally incorporated specific goals for LGBTBE procurement. The Company will strive to meet the LGBTBE goals and modify future goals based on performance.

Southwest Gas
Overall WMDVLGBTBE Procurement Goal
40.00%

Products

Short-Term 2017					
Minority (MBE)		WBE	LGBTBE	DVBE	
Total MBE 15%					
Men	Women				
7.50%	7.50%	5.00%	0.10%	1.50%	

Mid-Term 2019					
Minority (MBE)		WBE	LGBTBE	DVBE	
Total MBE 15%					
Men	Women				
7.50%	7.50%	5.00%	0.50%	1.50%	

Long-Term 2021					
Minority (MBE)		WBE	LGBTBE	DVBE	
Total MBE 15%					
Men	Women				
7.50%	7.50%	5.00%	1.00%	1.50%	

Services

Short-Term 2017					
Minority (MBE)		WBE	LGBTBE	DVBE	
Total MBE 15%					
Men	Women				
7.50%	7.50%	5.00%	0.10%	1.50%	

Mid-Term 2019					
Minority (MBE)		WBE	LGBTBE	DVBE	
Total MBE 15%					
Men	Women				
7.50%	7.50%	5.00%	0.50%	1.50%	

Long-Term 2021					
Minority (MBE)		WBE	LGBTBE	DVBE	
Total MBE 15%					
Men	Women				
7.50%	7.50%	5.00%	1.00%	1.50%	



10.1.2 DESCRIPTION OF PLANNED PROGRAM ACTIVITIES

Internal Outreach Activities

- Meet regularly with internal departments with significant purchasing activity to increase opportunities for diverse businesses.
- Continue educating internal departments on the implementation of the LGBTBE's inclusion in the GO-156 Program and seek to identify LGBTBE suppliers.
- Monitor the updated processes, procedures and systems in place to support LGBTBE inclusion in procurement.
- Continue to review the progress and effectiveness of targeted outreach for LGBTBEs to increase their knowledge and participation in the supplier diversity program.
- Utilize the Clearinghouse database, the State of California Department of General Services Procurement Division, Office of Small Business and DVBE Certification, and other diverse supplier resources and directories to assist in identifying certified diverse suppliers.
- Work closely with the Company's Gas Purchases & Transportation Department to identify Clearinghouse-Verified and qualified diverse suppliers of natural gas to Southwest Gas.

External Outreach Activities

- Southwest Gas will strive to meet and exceed the procurement goals set forth in GO 156. The ethnicity and gender goals for product and service categories are set forth in Table 10.1.1(a). These goals reflect the Company's continued commitment to increasing procurement with diverse suppliers.
- In accordance with D.15-06-007, Southwest Gas will continue to integrate Assembly Bill 1678 requirements into its Program by identifying the LGBTBEs and their products and services in relation to the Company's business needs.

10.1.2 DESCRIPTION OF PLANNED PROGRAM ACTIVITIES

External Outreach Activities

- Southwest Gas will continue to collaborate with supplier diversity business organizations to promote its Program. Southwest Gas will continue its efforts to identify and network with diverse suppliers who have the capability and capacity to provide products and services, particularly in the low-utilization areas.
- Southwest Gas plans to conduct outreach annually with women, minority, LGBT, and disabled veteran-owned business enterprises to provide information and instruction regarding the Company's procurement process and bid requirements to increase procurement opportunities for diverse suppliers.

10.1.2

PLAN PROGRAM ACTIVITIES INTERNAL AND EXTERNAL

California Outreach Organizations

Supplier Diversity Program Staff, along with the Southern California Division management, will actively participate in the following organizations' outreach activities during 2017:

American Indian Chamber of Commerce of California	<i>(www.aicccal.org)</i>
Apple Valley Chamber of Commerce	<i>(www.avchamber.org)</i>
Barstow Chamber of Commerce	<i>(www.barstowchamber.com)</i>
Big Bear Chamber of Commerce	<i>(www.bigbearchamber.com)</i>
California Black Chamber of Commerce	<i>(www.calbcc.org)</i>
California Disabled Veteran Business Alliance	<i>(www.cadvbe.org)</i>
Hesperia Chamber of Commerce	<i>(www.hesperiachamber.org)</i>
High Desert Hispanic Chamber of Commerce	<i>(www.hdhcc.org)</i>
Long Beach Gay & Lesbian Chamber of Commerce	<i>(www.lbgfcc.org)</i>
National Association of Minority Contractors	<i>(www.namcsc.net)</i>
Southern California Minority Supplier Development Council	<i>(www.scmsdc.org)</i>
Victorville Chamber of Commerce	<i>(www.vvchamber.com)</i>
Women's Business Enterprise Council West	<i>(www.wbec-west.com)</i>

10.1.3

PLANS FOR RECRUITING DIVERSE SUPPLIERS IN LOW-UTILIZATION AREA

Southwest Gas' relatively limited service territories in California present certain challenges. In order to address these challenges head on, Program Staff will be conducting outreach activities specifically targeting diverse suppliers in our Southern and Northern California service territories. This will include partnerships with regional diversity councils, diverse chambers, and other utilities. Additionally, the Company will incorporate the following methods in 2017:

- Conduct "How to Do Business with Southwest Gas" webinars in order to reach diverse suppliers who may be unable to travel to Southwest Gas locations;
- Focus on increasing procurement opportunities for service disabled veteran, Native American and LBGT business enterprises; and
- Participate in additional outreach opportunities in communities nearby or adjacent to our service territories, including Northern California, Reno, Nevada and the Inland Empire in Southern California.

The Company's Program Staff will continue to monitor procurement categories for low- or under-utilized areas and focus outreach activities to identify possible procurement opportunities, as follows:

- Engage with LGBTBEs through community outreach.
- Attend industry-specific business conferences and outreach activities that attract diverse suppliers relative to the Company's low and under-utilized areas.
- Attend Joint Utility meetings to discuss best practices and collaborate with other utilities to identify Clearinghouse-Verified diverse suppliers for business opportunities in the Company's low and under-utilized areas.

10.1.4

PLANS FOR RECRUITING DIVERSE SUPPLIERS IN EXCLUDED CATEGORIES

Pursuant to D.03-11-024, Southwest Gas does not include exclusions in its procurement reporting.

10.1.5 SUPPLIER DIVERSITY SUBCONTRACTING PROGRAM

Southwest Gas' Supplier Diversity Subcontracting Program is designed to provide diverse suppliers with maximum subcontracting opportunities on Southwest Gas projects. Supplier Diversity Program Staff, operations management, and prime contractors will meet to determine how to maximize diverse subcontractor inclusion by undertaking the following internal and external activities:

- Southwest Gas will continue to meet with its prime contractors and procurement personnel to discuss the Company's commitment to utilize diverse subcontractors and will continue to encourage its prime contractors to identify and use diverse subcontractors for Southwest Gas projects.
- Program Staff will provide any necessary assistance to prime contractors in developing plans for reporting diverse subcontracting activities to Southwest Gas. Program Staff will also assist prime contractors with sourcing for Clearinghouse-Verified diverse suppliers (including access to and usage of the Clearinghouse database).
- Southwest Gas will continue to encourage prime contractors to contact Program Staff and diverse supplier trade organizations for assistance in identifying diverse subcontracting opportunities on Southwest Gas projects.
- Program Staff will continue to assist subcontractors in becoming verified through the California Supplier Clearinghouse or, for service-disabled veterans, certified by the State of California Department of General Services, and the Office of Small Business Certification and Resources.

10.1.6 GENERAL ORDER 156 COMPLIANCE

Southwest Gas will continue to adhere to Program guidelines as established in GO 156 to achieve overall Program success and further increase procurement with diverse suppliers. Southwest Gas will also solicit the assistance of various diverse supplier trade organizations to identify diverse suppliers in low and under-utilized areas.

**2016 ANNUAL FUEL PROCUREMENT REPORT
AND
2017 ANNUAL PLAN**

2016 ANNUAL FUEL PROCUREMENT REPORT AND 2017 ANNUAL PLAN

In 2016, Southwest Gas spent a total of **\$4,416,089** for natural gas purchases from two Clearinghouse-Verified diverse suppliers to support its operations in California (see *Fuel Purchases Chart*).

Current Market Conditions

The Company's Gas Supply Department secures natural gas supplies for the provision of gas service to all the Company's sales customers in California, Arizona and Nevada. The Company meets these requirements through a combination of firm contract purchases, monthly spot market purchases, and daily spot market purchases. Such requirements are determined for each of the different market areas, as necessary, and the Company purchases gas supplies in the most economic fashion from a wide variety of sources and an ever-changing number of potential suppliers. Southwest Gas acquires the necessary gas supplies on a competitive price basis, also taking into consideration the reliability and assured performance of potential gas suppliers, as well as the reliability of the actual sources of supply. Diverse suppliers therefore compete directly with the Company's other natural gas suppliers. Southwest Gas has a longstanding commitment to doing business with diverse suppliers and will do so when possible and economic.

Southwest Gas actively solicits both firm and spot market gas supply offers from diverse suppliers. The Company encourages diverse suppliers to participate when it seeks offers for natural gas supplies, whether daily, monthly, or long term. Southwest Gas generally receives responses to its solicitation programs from various diverse suppliers, some of whom become successful in the competitive process. During 2016, two diverse suppliers provided successful offers in response to the Company's gas supply solicitations providing supplies during four different months.



DESCRIPTION OF PLANNED PROGRAM ACTIVITIES



Internal Outreach

The Company reviews proposals from prospective diverse natural gas suppliers and provides those potential suppliers with the information and opportunity to participate in all bidding programs. The Company's Gas Supply Department fields calls directly from such prospective suppliers, takes referrals from existing industry contacts, and pursues contacts forwarded by Program staff.

External Outreach

Gas Supply employees participate in various energy industry organizations, subscribe to numerous industry publications, and regularly attend and participate in industry conferences and workshops. All of these endeavors support and promote the establishment and maintenance of relationships with diverse natural gas suppliers. In addition, Gas Supply meets with diverse supplier representatives as needed to discuss natural gas supply requirements, existing supply arrangements, and settlements for gas purchased. Southwest Gas also sponsors a biannual supplier meeting to which it invites all eligible suppliers, including diverse suppliers. During this meeting, Company representatives help educate suppliers on the Company's solicitation processes and how best to become a successful participant in those solicitations.

Plans for Recruiting Diverse Suppliers in Low-Utilization Areas

In 2016, Southwest Gas purchased natural gas supplies from two Clearinghouse-Verified diverse suppliers to support its California operations. During 2017, Southwest Gas will continue to work with Clearinghouse-Verified diverse natural gas suppliers that offer cost-competitive natural gas supplies for its California operations.

Support for Excluded Categories

Pursuant to D.03-11-024, Southwest Gas does not include exclusions in its procurement reporting.

SUPPLIER DIVERSITY PROGRAM FUEL PROCUREMENT ANNUAL PLAN FOR 2017

The Company's Gas Supply Department continues to identify and develop new diverse supplier relationships and encourage participation by diverse suppliers in Southwest Gas' various natural gas supply bid opportunities. During 2017, Southwest Gas will remain dedicated to welcoming and encouraging the participation of all diverse suppliers who express interest in supplying natural gas to the Company, will review all offers from diverse suppliers, and purchase natural gas from diverse suppliers when provided with cost-competitive offers.

9.1.12

ANNUAL ENERGY PRODUCT RESULTS BY ETHNICITY & WMDVLGBTBE CERTIFICATION

Annual Energy Product Results by Ethnicity and WMDVLGBTBE Certification

(All dollar figures in \$MM)

Product ¹	Unit	Results by Ethnicity & Gender												Results by WMDVLGBTBE Certification					Total WMDVLGBTBE	Total Procurement Spend							
		Asian Pacific American			African American			Hispanic American			Native American			Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)	Disabled Veteran Business Enterprise (DVBE)	Other 8(a) ³									
		Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Total	Total	Total	Total	Total									
NATURAL GAS	SHORT TERM	\$	\$2,497,717	\$ 1,918,373	\$4,416,089	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 4,416,089	\$ 18,005,788		
		%	13.9%	10.7%	24.5%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	24.5%	100%	
	LONG TERM	\$	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 15,771,851	
		%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100%	
	Total Natural Gas	\$	\$2,497,717	\$ 1,918,373	\$4,416,089	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 4,416,089	\$ 33,777,640	
		%	7.4%	5.7%	13.1%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	13.1%	100%	
LPG	SHORT TERM	\$	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
		%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0%	
	LONG TERM	\$	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
		%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0%
	Total LPG	\$	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
		%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0%
Overall Total \$		\$2,497,717	\$ 1,918,373	\$4,416,089	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 4,416,089	\$ 33,777,640		
Overall Total %		7.4%	5.7%	13.1%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	13.1%	100%		

Note:

Short Term Gas - for terms 91 days or less The term of the deal is no longer than one calendar month
 Long Term Gas - The term of the deal is greater than one calendar month but less than 1 calendar year

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

²Firms with multi-minority ownership status

³Includes Non-WMDVLGBT firms classified as 8(a) of Small Business Administration

% - percentages calculated by the Row Category Total Procurement Spend