

INDIVIDUAL COMPANY RESULTS: CABLE AND TELEPHONE

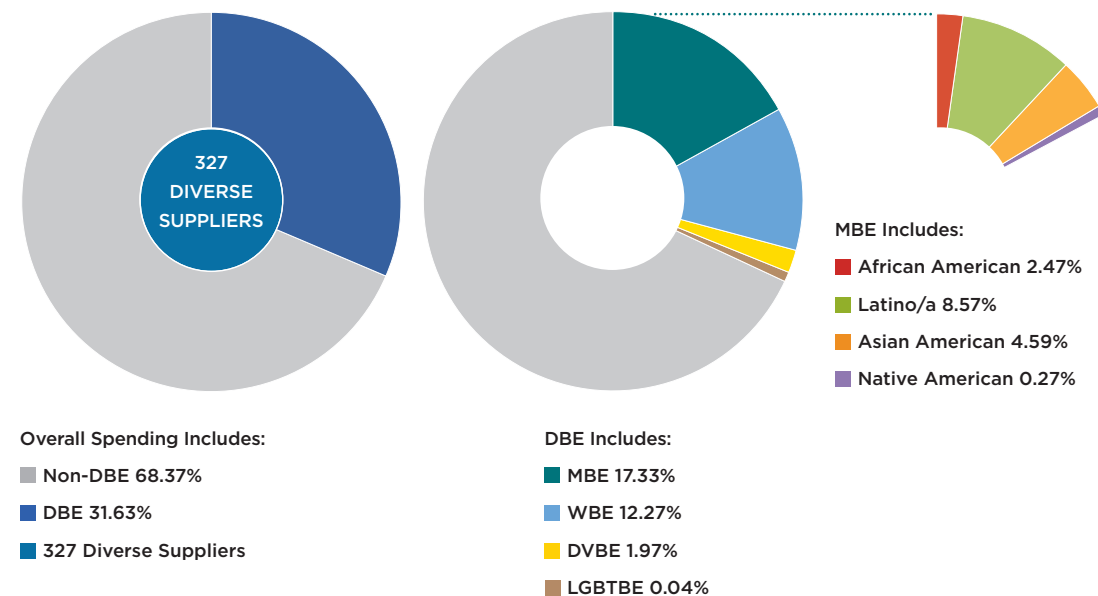
AT&T California (AT&T CA)

Headquarters: Dallas, TX

Total 2016 California Procurement: \$2,247,570,045

Category	Spend	Percentage	Legacy Average	Grade
All Diverse Business Enterprises (DBE)	\$710.86 M	31.63%	28.80%	B-
All Minority Business Enterprises (MBE)	\$389.58 M	17.33%	19.26%	C
African American	\$55.54 M	2.47%	3.85%	C
Latino/a	\$192.54 M	8.57%	7.32%	B-
Asian American	\$103.13 M	4.59%	6.81%	C-
Native American	\$6.04 M	0.27%	1.01%	F
Women of Color	\$96.04 M	4.27%	3.12%	B-
Women Business Enterprises (WBE)	\$275.74 M	12.27%	8.30%	B+
Disabled Veteran Business Enterprises (DVBE)	\$44.18 M	1.97%	1.05%	B-
Lesbian, Gay, Bisexual, and Transgender Business Enterprises (LGBTBE)	\$1.01 M	0.04%	0.08%	C-

Company Overall Spending

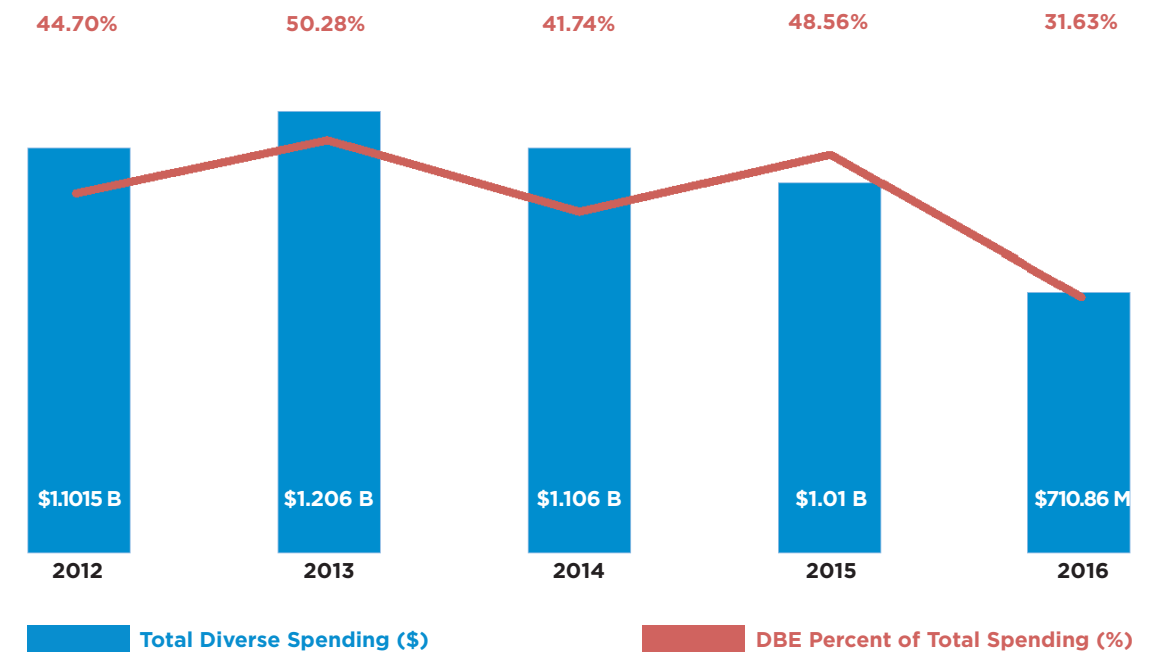


Supplier Diversity Infrastructure and Investment³

Supplier Diversity Program Established	1968
Full-time Staff Dedicated to Supplier Diversity	15
Supplier Diversity Program Cost	\$435,436
Champion Program	Yes. In 2016 the program had 53 active members.

AT&T CA is demonstrating a steep decline in most categories. From 2015 to 2016, the company reduced overall diverse spending by \$288 million, with some sub-categories declining by almost 50 percent. It is critical to note that the AT&T subsidiary acquired DirecTV in 2015, which did not have a supplier diversity program. It must develop a strategy to ensure that its now-larger supply chain recovers from this decline and meets previous thresholds.

AT&T California (AT&T CA) Five Year DBE Trend



³ AT&T California is a subsidiary of AT&T, which does not disaggregate this data on its program. As a result, AT&T California's data is the same as AT&T Wireless, which is also featured in this report.