

APPENDIX II: AGGREGATED SPENDING IN EACH INDUSTRIAL CATEGORY BY RACE

Introduction

Looking at supplier diversity across industrial categories not only uncovers areas where focus is needed, but also encourages greater equity in contracting practices because the level of economic opportunity varies greatly between industries. This year's report card breaks down contracting across seven spending categories for each of the companies that reported categorical data.

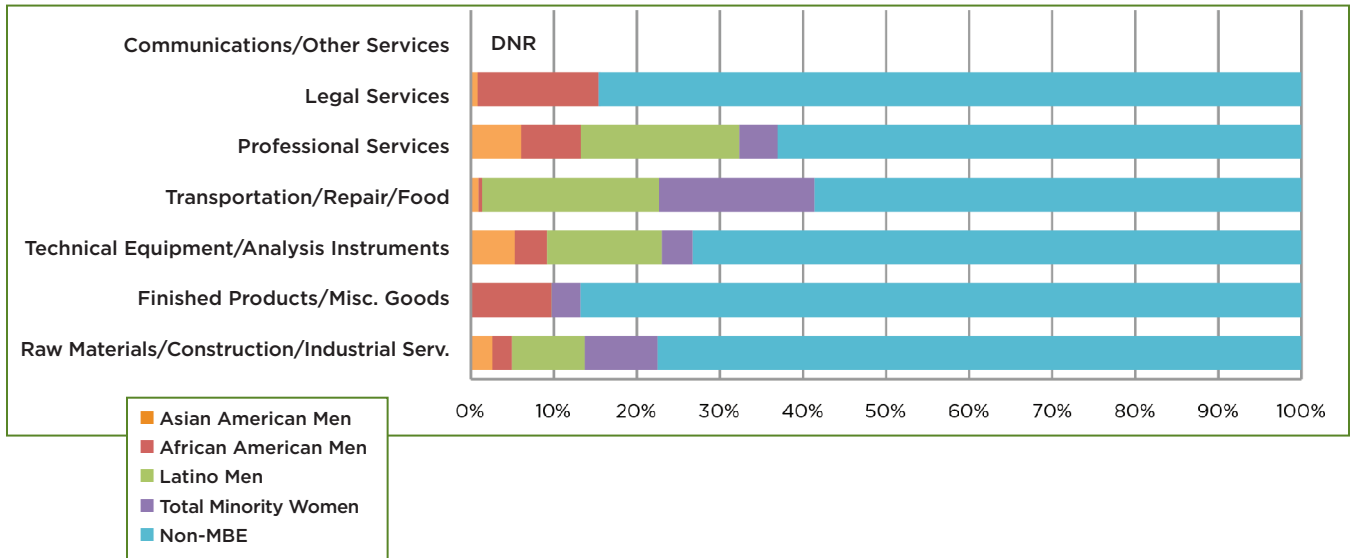
Again in 2014, the analysis reveals significantly skewed spending across the different categories, with contracting related to Legal Services, Communications/Other Services, Technical Equipment/Analysis Instruments and Finished Products/Misc. Goods tending to be much less diverse than in other areas.

Methodology for Assessment of Standard Industrial Coding

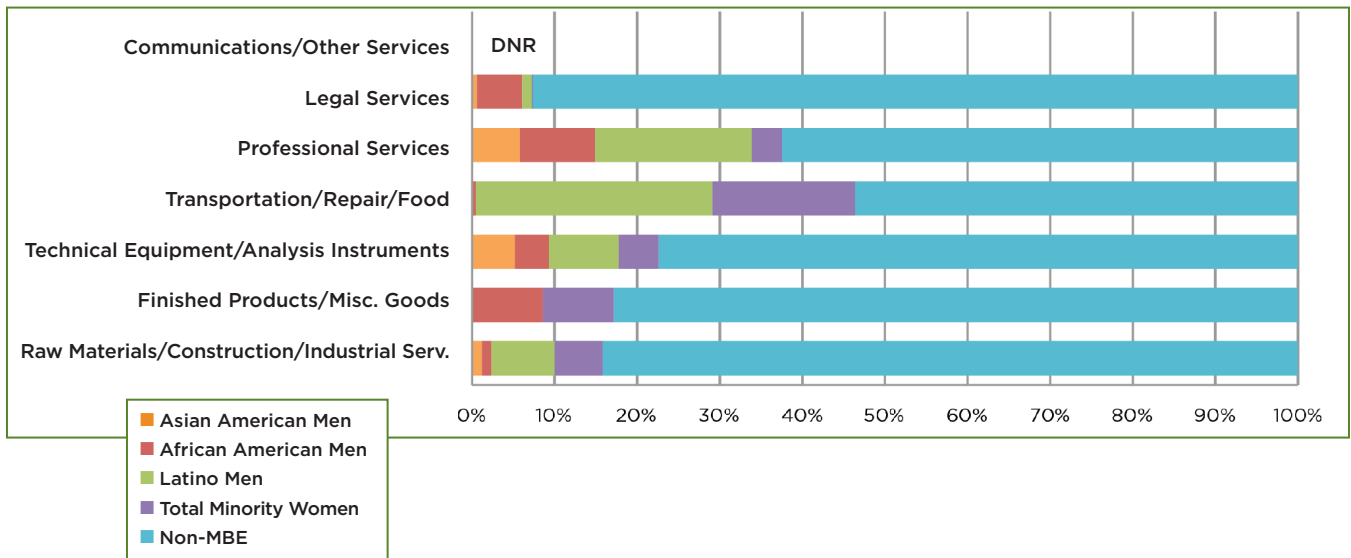
The charts below depict aggregated utility and telecom spending in each procurement category broken down by race. Spending in each of the seven procurement categories is divided into five demographic categories: African American men, Asian American men, Latino men, MWBE (including African American women, Asian American women and Latinas) and non-MBE. The tables below display the proportion of spending going towards minorities for each spending category. For simplicity, we aggregated the Standard Industrial Categories into the broader categories listed below.

Greenlining Category	Corresponding Standard Industrial Categories
Raw Materials/Construction/Industrial Services	(7, 13, 14, 15, 16, 17, 24, 26, 28, 29, 30, 32, 33, 46, 49, 52)
Finished Products/Misc. Goods	(23, 25, 39, 50, 51, 56, 57, 59)
Technical Equipment/Analysis Instruments	(34, 35, 36, 38)
Transportation/Repair/Food	(37, 42, 45, 47, 55, 58, 75, 76)
Professional Services (formerly Business Services)	(60, 61, 62, 63, 64, 65, 67, 73, 87, 89)
Legal Services	(81)
Communications/Other Services	(27, 48, 72, 78, 79, 80, 83, 86)

AT&T 2013

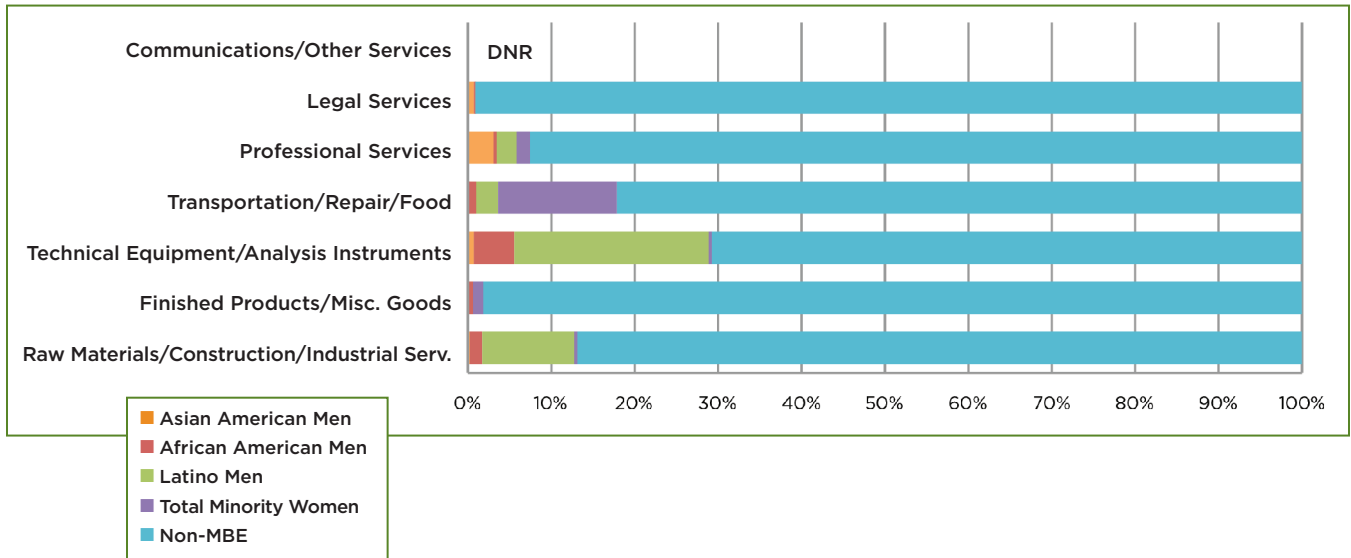


AT&T 2014

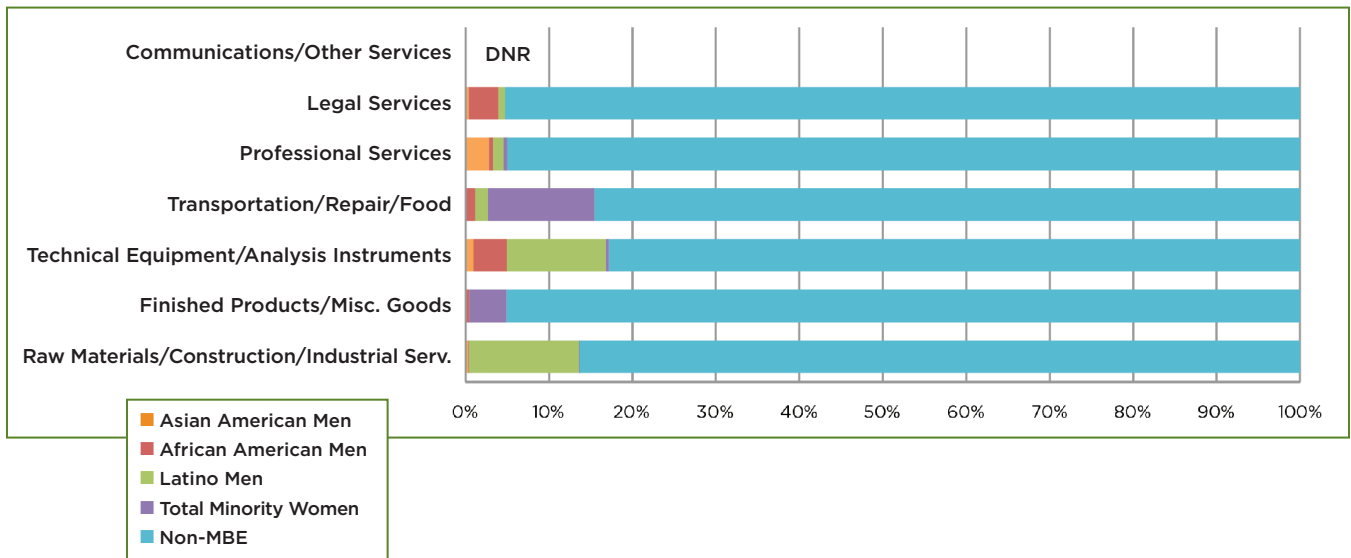


AT&T's overall minority contract spending dipped slightly, but AT&T saw increases in Finished-Products/Miscellaneous Goods, Transportation/Repair/Food, and Professional Services. AT&T does not report spending in the Communications/Other Services category in a way that we can analyze in this report.

AT&T Wireless 2013

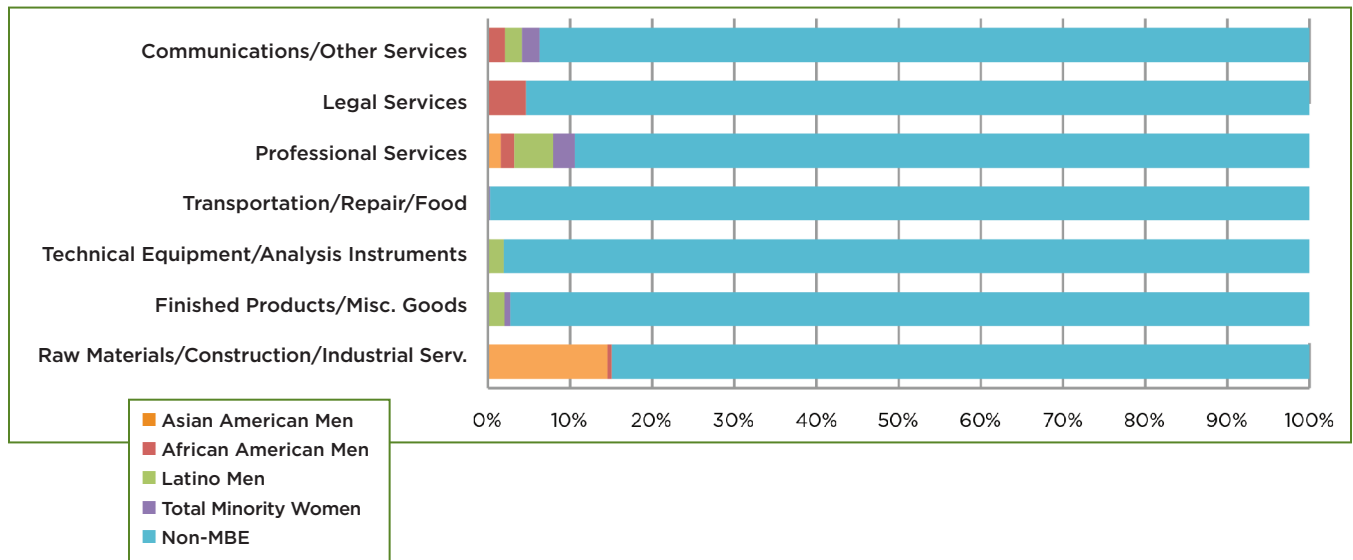


AT&T Wireless 2014

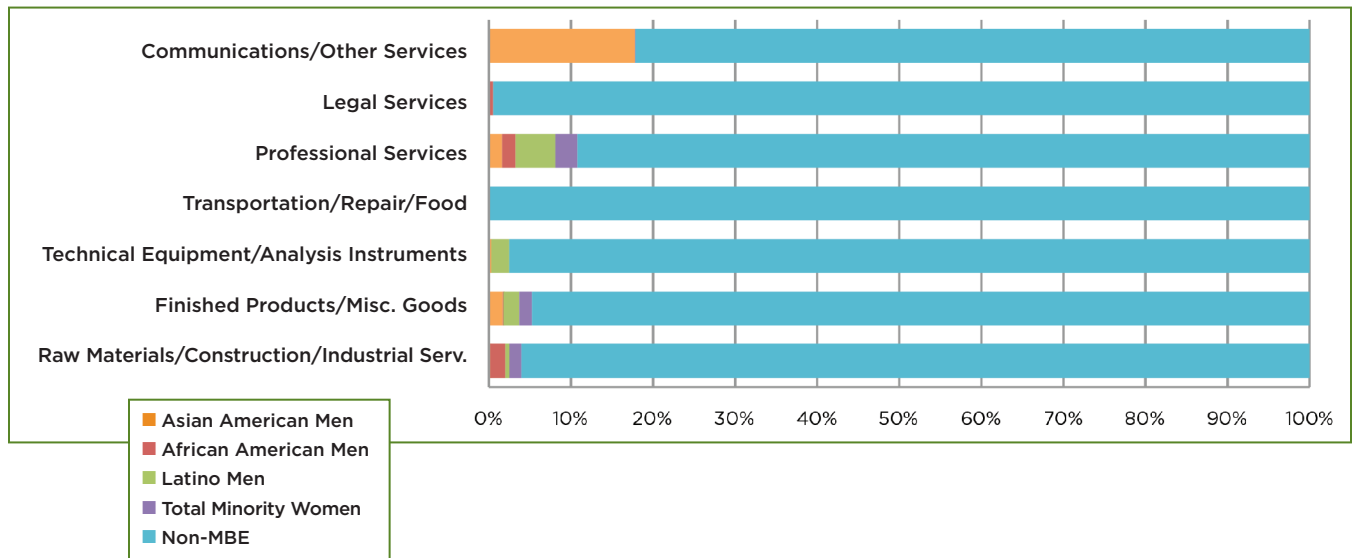


AT&T Wireless' overall minority contract spending dropped substantially in 2014. AT&T Wireless saw slight improvements in the Finished Products/Miscellaneous Goods and Legal Services categories. AT&T Wireless saw a decline of almost 15% in the Technical Equipment/Analysis Instruments category. AT&T Wireless does not report spending in the Communications/Other Services category in a way that we can analyze in this report.

Comcast 2013

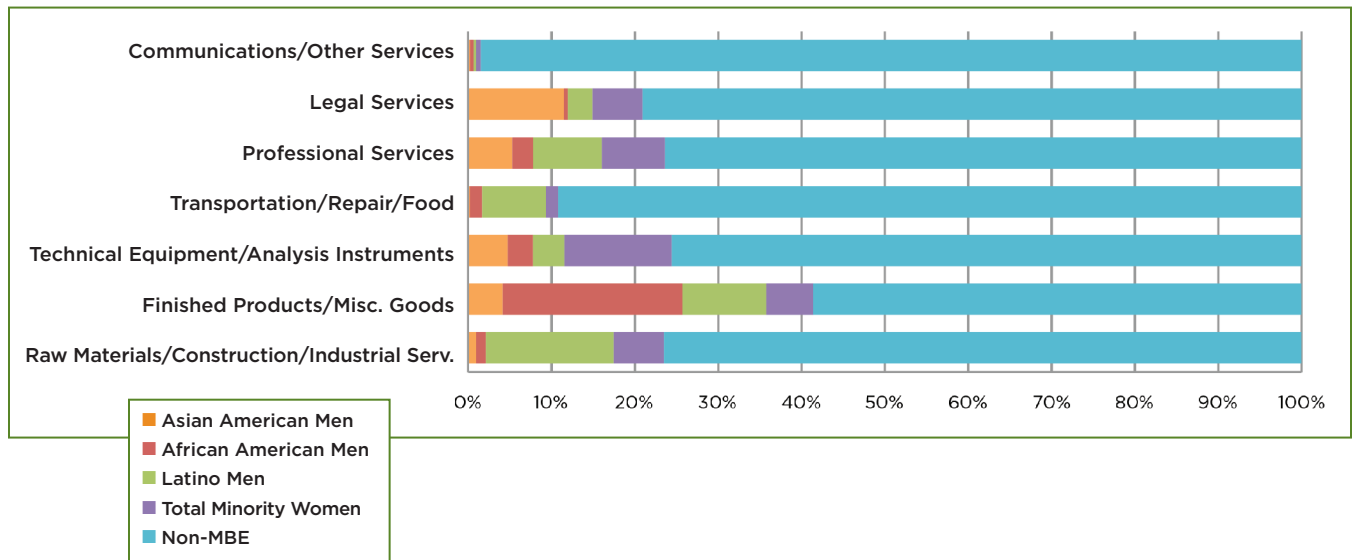


Comcast 2014

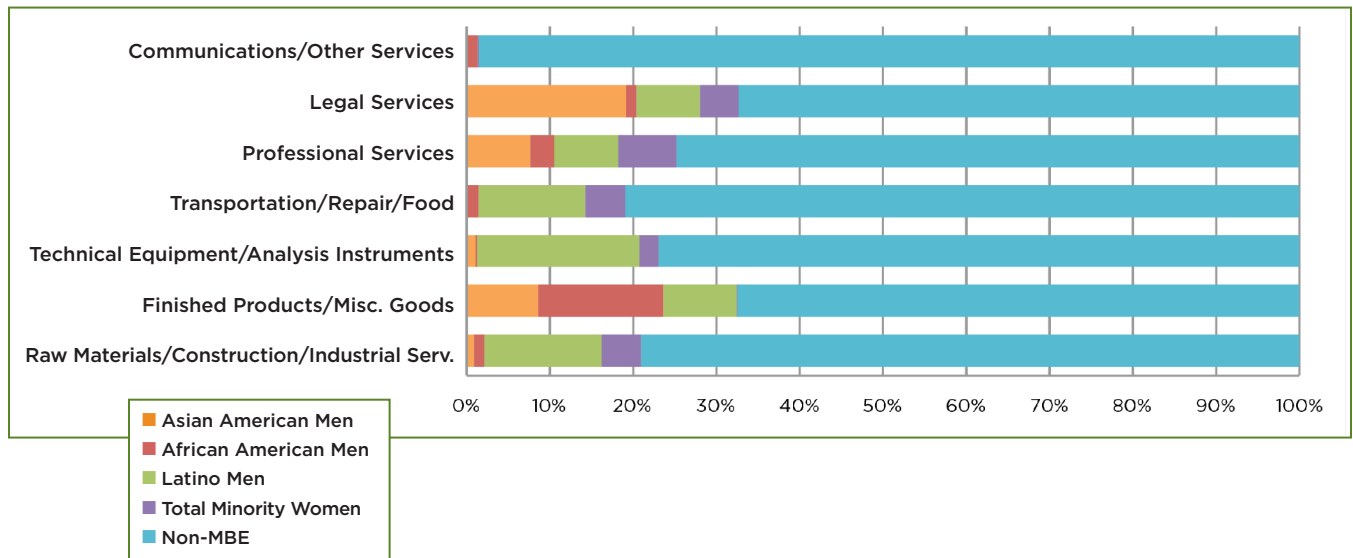


Comcast's overall minority contract spending dropped slightly in 2014. Comcast saw slight growth in the Finished Products/Miscellaneous Goods category, but otherwise saw declines across the board, including a greater than 10% drop in Raw Materials/Construction/Industrial Services.

Edison 2013

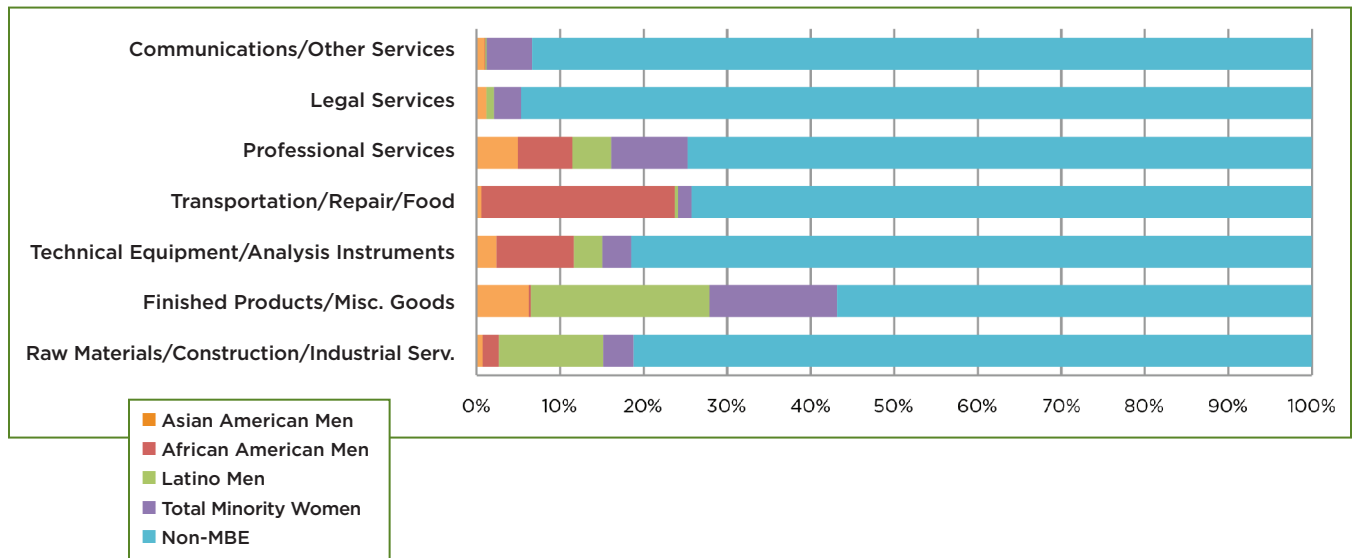


Edison 2014

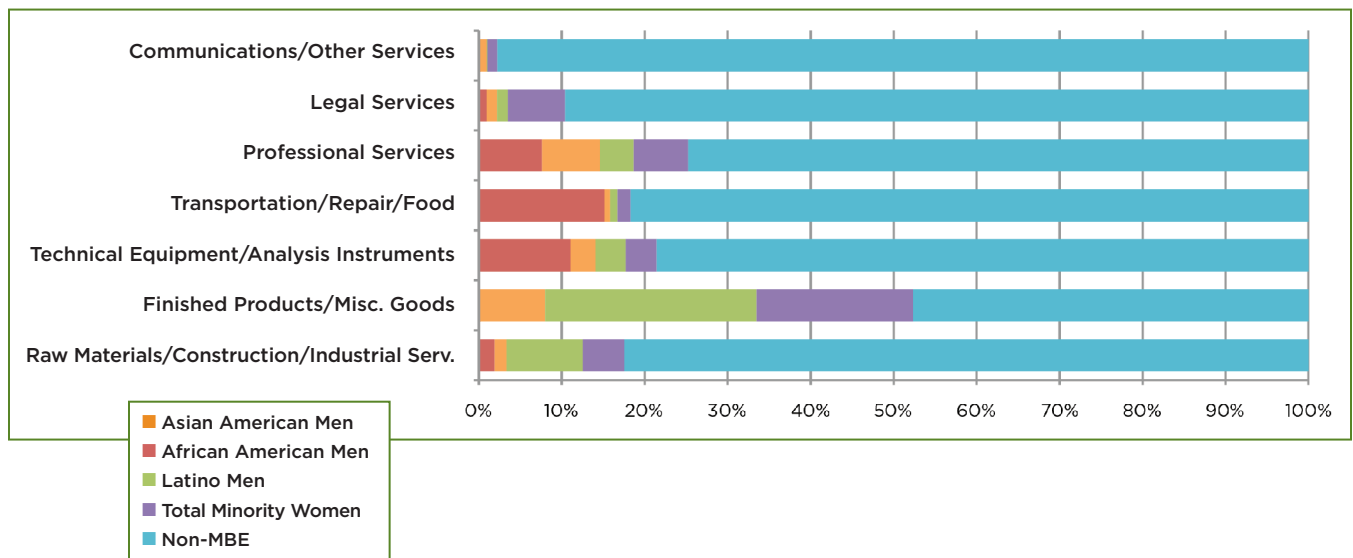


Edison's overall minority contract spending increased over \$100 million in 2014. Edison decreased spending in the Finished Products/Miscellaneous Goods and Raw Materials/Construction/Industrial Services but also saw significant increases in the Transportation/Repair/Food and Legal Services categories.

PG&E 2013

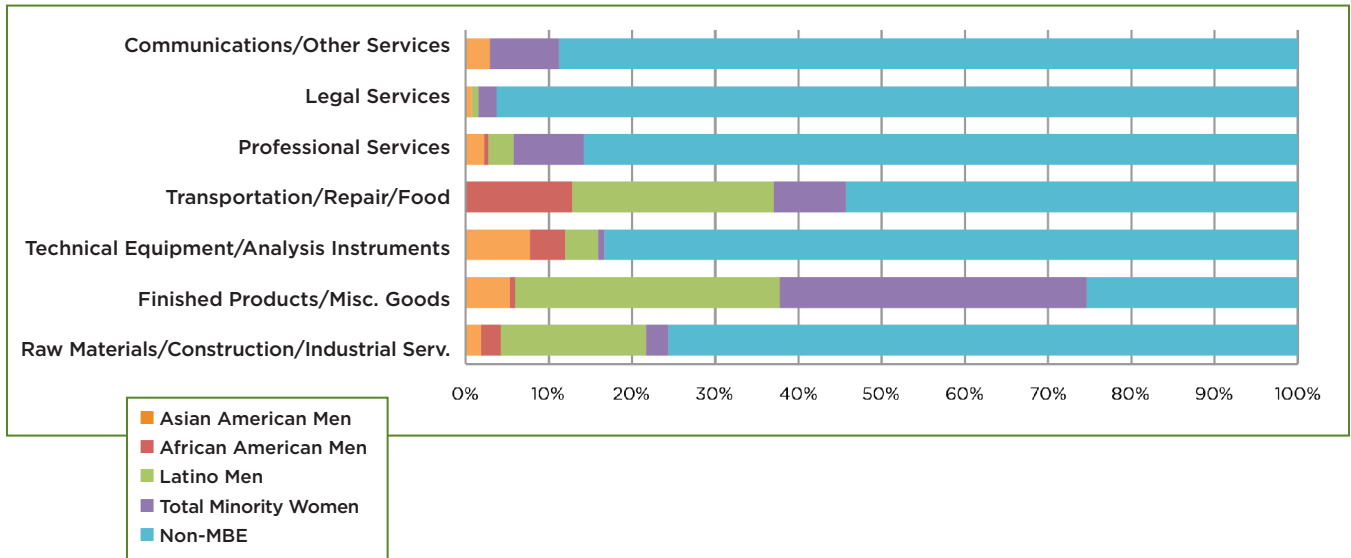


PG&E 2014

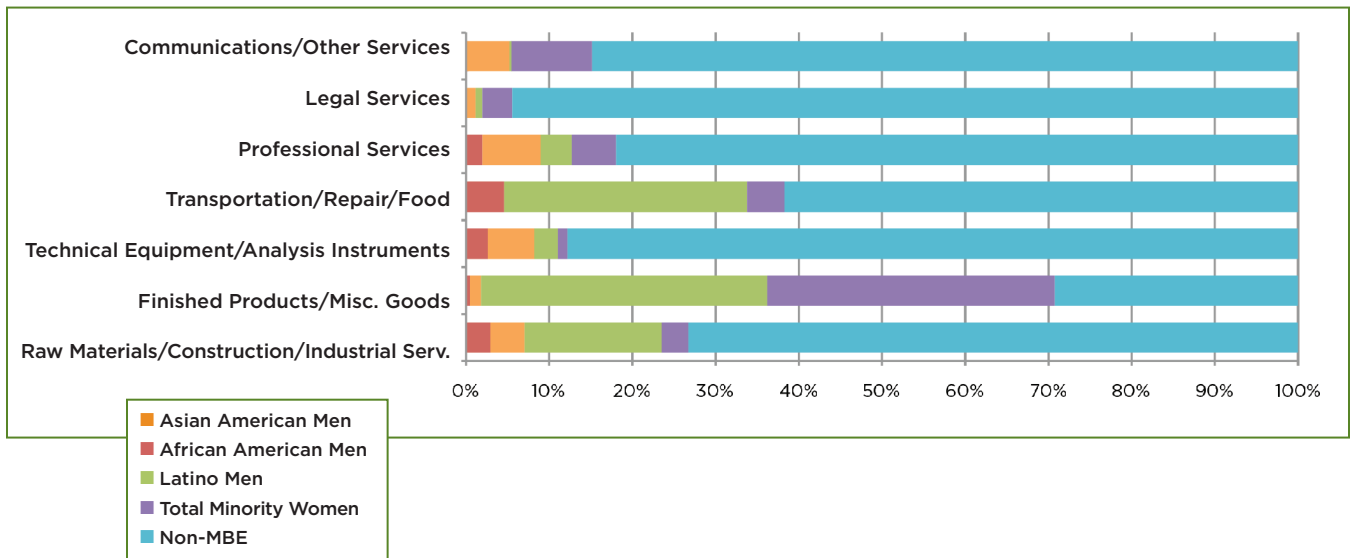


PG&E's overall minority contract spending declined by over \$100 million in 2014. PG&E saw significant declines in the Raw Materials/Construction/Industrial Services, Transportation/Repair/Food, and Communications/Other Services categories, but saw impressive increases in the Finished Products/Miscellaneous Goods and Legal Services categories.

SDG&E 2013

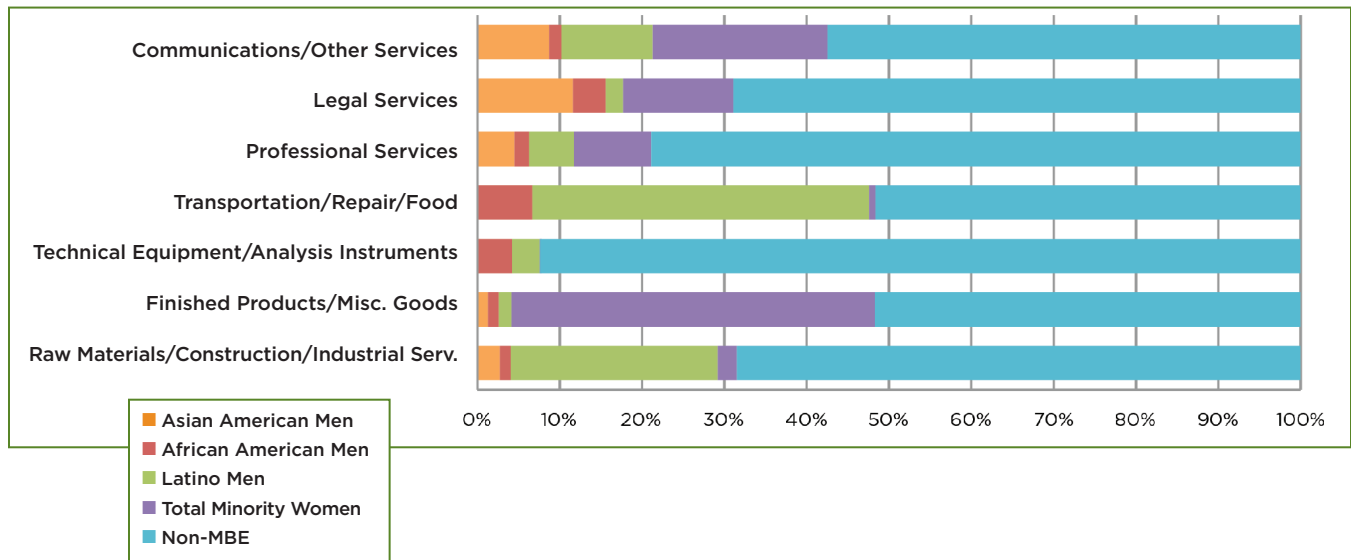


SDG&E 2014

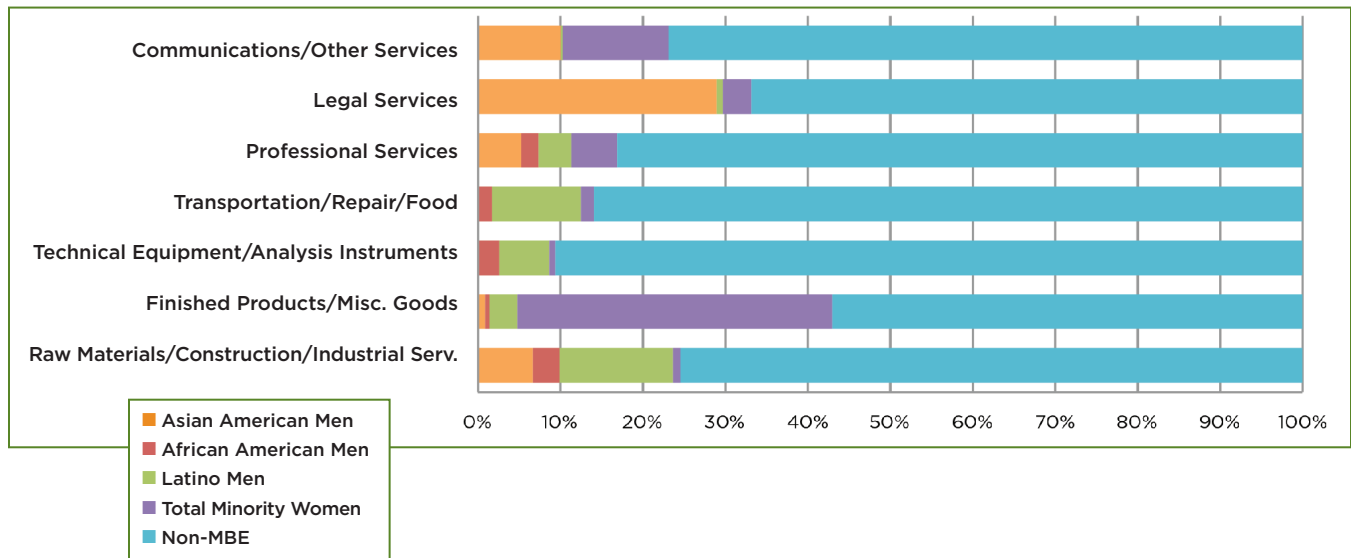


SDG&E's overall minority contract spending declined by over \$40 million in 2014. SDG&E saw improvement in the Legal Services category but experienced substantial declines in the Finished Products/Miscellaneous Goods and Transportation/Repair/Food categories.

SoCalGas 2013

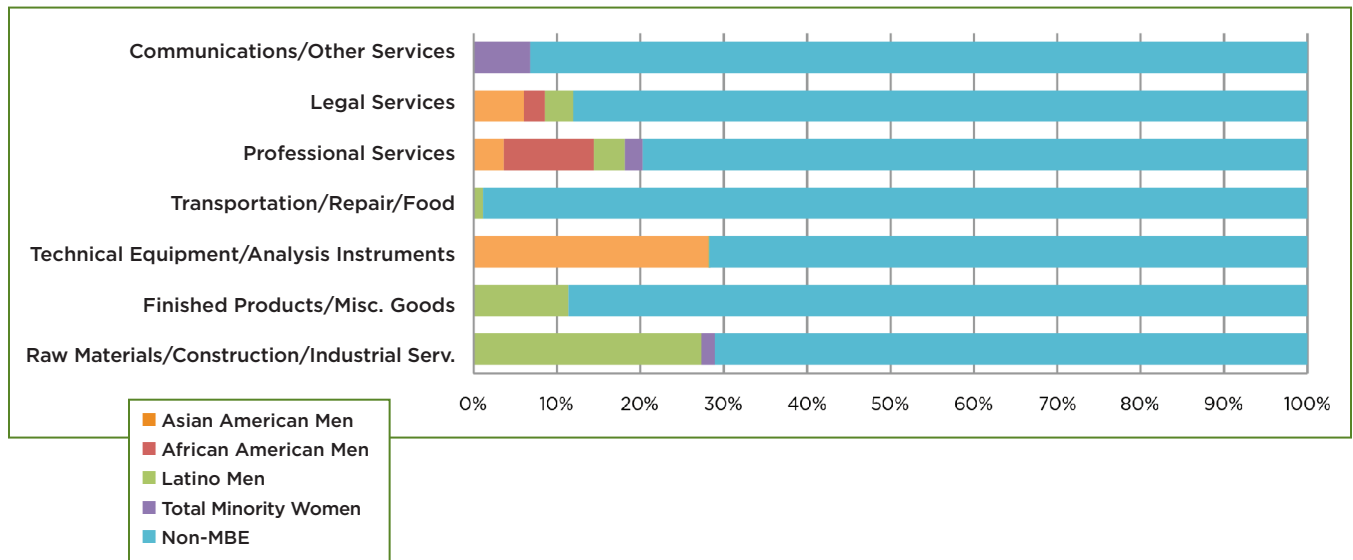


SoCalGas 2014

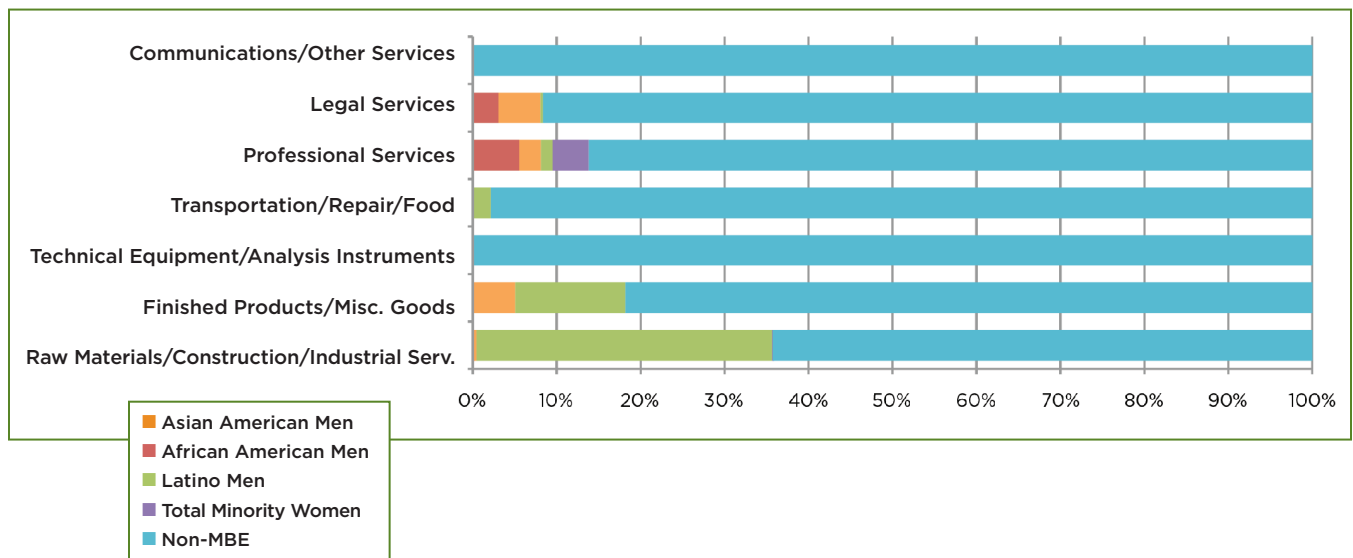


SoCalGas increased its overall minority spending by almost \$100 million in 2014. SoCalGas only declined in one category, Transportation/Repair/Food, while increasing spending significantly in the Finished Products/Miscellaneous Goods, Legal Services, and Communications/Other categories.

Verizon 2013

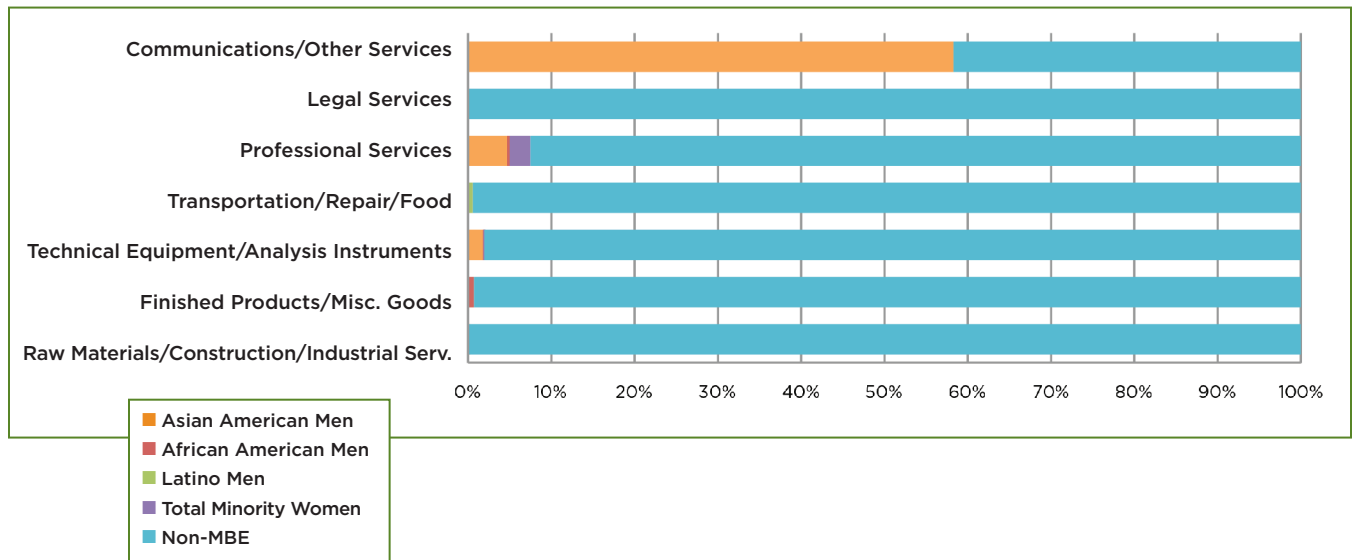


Verizon 2014

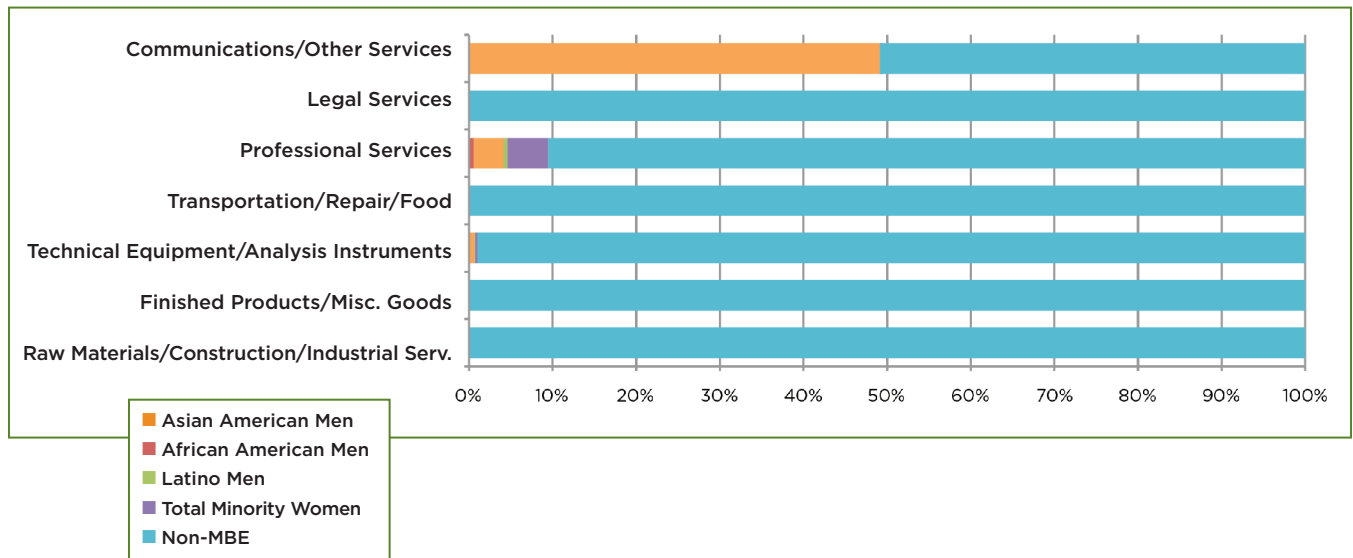


Verizon increased its overall minority spending approximately \$75,000, an approximately 0.001% increase over 2013. Verizon increased its percentage of MBE spending in the Raw Materials/Construction/Industrial Services, Finished Products/Miscellaneous Goods and Transportation/Repair/Food categories, but experienced declines of over 6 percent in all other categories, including a precipitous decline in the Technical Equipment/Analysis Instruments category from 28.27% in 2013 to 0.00% in 2014.

Verizon Wireless 2013



Verizon Wireless 2014



Verizon Wireless decreased its overall diverse spending by approximately \$67 million in 2014. This decrease in spending was accompanied by a reduction in proportional spend across almost every category, with the exception of Professional Services, which saw a slight increase, and Legal Services, which remained at 0%.

Total 2014 SIC Spending by Company

AT&T	Asian American Men	African American Men	Latino Men	Minority Women	Non-MBE
Raw Materials/Construction/Industrial Services	1.21%	1.14%	7.67%	5.82%	84.16%
Finished Products/Misc. Goods	0.02%	8.56%	0.00%	8.63%	82.79%
Technical Equipment/Analysis Instruments	5.22%	4.12%	8.45%	4.82%	77.39%
Transportation/Repair/Food	0.16%	0.30%	28.62%	17.34%	53.58%
Professional Services	5.80%	9.09%	18.95%	3.70%	62.46%
Legal Services	0.60%	5.45%	1.15%	0.17%	92.63%
Communications/Other Services	DNR	DNR	DNR	DNR	DNR

AT&T

- MBE contracting comprised more than 46% of Transportation/Repair/Food spending, making it the most diverse category, with Professional Services following closely behind at 37.54%.
- Latino contract spending (both men and women) made up the majority of Transportation/Repair/Food at almost 46%.
- In contrast, AT&T spent nothing with Asian American men and next to nothing with MWBE in the Legal Services category.

AT&T Wireless	Asian American Men	African American Men	Latino Men	Minority Women	Non-MBE
Raw Materials/Construction/Industrial Services	0.34%	0.07%	13.29%	0.17%	86.13%
Finished Products/Misc. Goods	0.00%	0.46%	0.00%	4.58%	94.96%
Technical Equipment/Analysis Instruments	0.81%	3.44%	10.11%	0.53%	85.11%
Transportation/Repair/Food	0.02%	1.10%	1.50%	12.38%	84.99%
Professional Services	2.73%	0.49%	1.25%	1.25%	94.30%
Legal Services	0.41%	3.72%	0.79%	0.12%	94.97%
Communications/Other Services	DNR	DNR	DNR	DNR	DNR

AT&T Wireless

- Latino men and MWBE spending constituted the most spending, with Latino men comprising 13.29% of Raw Materials/ Construction/Industrial Services and 10.11% of Technical Equipment/Analysis Instruments, while MWBE comprised 12.38% of Transportation/Repair/Food.
- African American and Asian American spending were less than 4% in all categories.
- With the exception of African American men, no minority group exceeded 1% in the Legal Services category and only MWBE spending exceeded 1% in the Finished Products/Misc. Goods category.

Comcast	Asian American Men	African American Men	Latino Men	Minority Women	Non-MBE
Raw Materials/Construction/Industrial Services	0.13%	0.13%	0.36%	1.19%	98.20%
Finished Products/Misc. Goods	1.47%	1.47%	1.71%	1.35%	94.00%
Technical Equipment/Analysis Instruments	0.23%	0.23%	1.94%	0.00%	97.60%
Transportation/Repair/Food	0.00%	0.00%	0.00%	0.00%	100.00%
Professional Services	1.45%	1.45%	4.33%	2.39%	90.38%
Legal Services	0.00%	0.00%	0.00%	0.00%	100.00%
Communications/Other Services	20.56%	0.00%	0.00%	0.05%	79.39%

Comcast

- Comcast reported no MBE spending in Transportation/Repair/Food in 2014.
- MWBE accounted for 2.39% of Professional Services, but little or none of any other category.
- While Comcast had an impressive 20.56% spending rate with Asian American Men in the Communications/Other Services category, Comcast had zero procurement with African American women in any category.

Edison	Asian American Men	African American Men	Latino Men	Minority Women	Non-MBE
Raw Materials/Construction/Industrial Services	0.85%	1.21%	13.65%	4.58%	76.52%
Finished Products/Misc. Goods	7.43%	13.07%	7.65%	0.10%	58.60%
Technical Equipment/Analysis Instruments	1.05%	0.18%	19.16%	2.27%	75.61%
Transportation/Repair/Food	0.10%	1.45%	14.15%	5.29%	89.21%
Professional Services	7.79%	2.95%	7.83%	7.17%	76.42%
Legal Services	21.90%	1.44%	8.69%	5.29%	76.95%
Communications/Other Services	0.00%	1.33%	0.00%	0.12%	98.49%

Edison

- No group exceeds 1.33% spending in the Communications/Other Services category.
- Edison had relatively high overall MBE spending in Legal Services, and Asian American spending (both men and women) was about 27% of Edison’s Legal Services contracting.
- Edison had strong spending in the Finished Products/Miscellaneous Goods category across all minority groups with the exception of MWBE.

PG&E	Asian American Men	African American Men	Latino Men	Minority Women	Non-MBE
Raw Materials/Construction/Industrial Services	1.40%	1.92%	9.20%	5.04%	82.44%
Finished Products/Misc. Goods	7.89%	0.11%	25.49%	18.87%	47.64%
Technical Equipment/Analysis Instruments	3.04%	11.04%	3.64%	3.71%	78.57%
Transportation/Repair/Food	0.67%	15.15%	0.88%	1.58%	81.73%
Professional Services	6.97%	7.62%	4.06%	6.55%	74.79%
Legal Services	1.31%	0.93%	1.29%	6.90%	89.58%
Communications/Other Services	0.81%	0.11%	0.14%	1.19%	97.74%

PG&E

- PG&E had some contract spending with all minority groups (including MWBE) in each category.
- Latino men made up 25.49% of the Finished Products/Miscellaneous Goods category, the highest among all other companies.

SDG&E	Asian American Men	African American Men	Latino Men	Minority Women	Non-MBE
Raw Materials/Construction/Industrial Services	4.05%	2.96%	16.47%	3.24%	73.28%
Finished Products/Misc. Goods	1.30%	0.48%	34.40%	34.59%	29.23%
Technical Equipment/Analysis Instruments	5.56%	2.63%	2.84%	1.15%	87.82%
Transportation/Repair/Food	0.00%	4.59%	29.19%	4.49%	61.72%
Professional Services	7.01%	1.98%	3.75%	5.31%	81.95%
Legal Services	1.17%	0.00%	0.81%	3.55%	94.47%
Communications/Other Services	5.25%	0.00%	0.21%	9.69%	84.86%

SDG&E

- MWBE contract spending comprised 34.59% of the Finished Products/Misc. Goods category, the strongest performance with any group in any one category.
- SDG&E had no African American spending in Legal Services or Communications/Other Services, and did not break 3% for this group in any category except Transportation/Repair/Food.

SoCalGas	Asian American Men	African American Men	Latino Men	Minority Women	Non-MBE
Raw Materials/Construction/Industrial Services	6.01%	2.01%	17.72%	2.09%	72.17%
Finished Products/Misc. Goods	0.76%	12.19%	1.11%	49.09%	36.85%
Technical Equipment/Analysis Instruments	0.00%	5.24%	2.89%	0.74%	91.12%
Transportation/Repair/Food	0.00%	4.71%	36.13%	1.86%	57.29%
Professional Services	5.00%	2.94%	6.91%	5.59%	79.56%
Legal Services	29.79%	0.96%	4.02%	13.39%	51.85%
Communications/Other Services	7.48%	1.53%	9.04%	38.97%	42.98%

SoCalGas

- MWBE had the most Finished Products/Misc. Goods contract spending of any minority group, rising from 44.14% in 2013 to 49.09% in 2014.
- SoCalGas had particularly strong spending in the Communications/Other Services category, although spending with African American men was low.
- There was zero Asian American contract spending in the Transportation/Repair/Food category for the third consecutive year.
- African American men contract spending in Transportation/Repair/Food has dropped from 26.83% in 2011 to 4.71% in 2014.

Verizon	Asian American Men	African American Men	Latino Men	Minority Women	Non-MBE
Raw Materials/Construction/Industrial Services	0.45%	0.00%	35.19%	0.06%	64.30%
Finished Products/Misc. Goods	5.09%	0.00%	13.10%	0.00%	81.81%
Technical Equipment/Analysis Instruments	0.00%	0.00%	0.00%	0.00%	100.00%
Transportation/Repair/Food	0.00%	0.00%	2.12%	0.00%	97.88%
Professional Services	2.61%	5.52%	1.40%	4.31%	86.17%
Legal Services	5.04%	3.04%	2.74%	0.00%	89.18%
Communications/Other Services	0.00%	0.00%	0.00%	0.00%	100.00%

Verizon

- There was no minority contract spending in the Technical Equipment/Analysis Instruments category.
- There was no African American men or MWBE contract spending in the Finished Products/Misc. Goods category.
- While Verizon Wireless had 49.12% spending with Asian American men in the Communications/Other Services category (the highest percentage of any company in any category), it had no spending in that category with any other group.
- Spending with Latino men in Raw Materials/Construction/Industrial Services is carrying Verizon's overall supplier diversity performance.

Verizon Wireless	Asian American Men	African American Men	Latino Men	Minority Women	Non-MBE
Raw Materials/Construction/Industrial Services	0.00%	0.00%	0.00%	0.00%	100.00%
Finished Products/Misc. Goods	0.00%	0.00%	0.00%	0.00%	100.00%
Technical Equipment/Analysis Instruments	0.57%	0.07%	0.12%	0.23%	99.02%
Transportation/Repair/Food	0.00%	0.00%	0.00%	0.00%	100.00%
Professional Services	3.54%	0.57%	0.51%	4.87%	90.51%
Legal Services	0.00%	0.00%	0.00%	0.00%	100.00%
Communications/Other Services	49.12%	0.00%	0.00%	0.00%	50.88%

Verizon Wireless

- Verizon Wireless had no MBE contract spending in the Legal Services category.
- While Verizon Wireless had 49.12% spending with Asian American men in the Communications/Other Services category, it had no spending in that category with any other group.
- Verizon Wireless had less than 1% spending in every category except Asian American men in Communications/Other Services and Asian American men and Women in the Professional Services category.