



SOUTHWEST GAS CORPORATION

March 1, 2016

via Electronic Mail

Mr. Timothy Sullivan
Executive Director
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 2015 Annual Report and 2016 Annual Plan
- Utility Supplier Diversity Program 2015 Annual Fuel Procurement Report and 2016 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

Utility Supplier Diversity Program

2015 ANNUAL REPORT AND 2016 ANNUAL PLAN

**2015 ANNUAL FUEL PROCUREMENT REPORT AND
2016 ANNUAL FUEL PROCUREMENT PLAN**



Table of Contents

A Message From John P. Hester	3
Executive Summary	4-5
9.1.1 Supplier Diversity Program Activities –Internal and External	6-8
Internal Activities	6
New Diverse Suppliers	6
Diverse Subcontractor Program	6
External Outreach Activities.....	7
Regulatory and Utility Activities	7
New Website	8
Lesbian, Gay, Bisexual and/or Transgender Business Enterprise (LGBTBE) Inclusion	8
Media Outreach	8
9.1.2 Utility Supplier Diversity Procurement 2014 Annual Results	9-14
Table 9.1.2 (A): Annual Results by Ethnicity –Prime Contracting and Subcontracting	9
Table 9.1.2 (B): Annual Results by Product and Service Categories – Prime Contracting	10
Table 9.1.2 (C): Annual Results by Product and Service Categories –Subcontracting	11
Standard Industrial Classification Code Reporting.....	12
Table 9.1.2 (D): Annual Results by Product and Service Categories Prime Contractor SIC CODES..	13
Table 9.1.2 (E): Annual Results by Suppliers’ Gross Revenue Size	14
9.1.3 Annual Program Expense	15
Table 9.1.3: Program Expenses	15
9.1.4 Annual Results and Goals	15
Table 9.1.4: Results and Goals	15
9.1.5 Prime and Subcontracting Utilization Of Diverse Suppliers	16
Table 9.1.5: Utilization of Women, Minority or Disabled –Veteran Contractors.....	16
9.1.6 Complaints	17
9.1.7 Excluded Categories	17
9.1.8 Recruitment Efforts in Low-Utilization Areas	17
Financial Services	17
Legal Services	17
9.1.9 Document Retention	17

Table of Contents *(Continued)*

2016 ANNUAL PLAN

10.1.1 Goals	18
Table 10.1.1: 2015 Short-, Mid- and Long-term Goals by Product and Service Category	18
10.1.2 Description of Planned Program Activities-Internal and External	19-20
Internal Outreach Activities	20
External Outreach Activities	20
California Outreach Organizations	21
10.1.3 Plans for Recruiting Diverse Suppliers in Low-Utilization Areas Recruitment	22
10.1.4 Plans for Recruiting Diverse Suppliers in Excluded Categories	22
10.1.5 Supplier Diversity Subcontracting Program	23
10.1.6 General Order 156 Compliance	23

2015 ANNUAL FUEL PROCUREMENT REPORT AND 2016 ANNUAL PLAN

9.1.11 Annual Fuel Procurement Report And 2016 Annual Plan	24-26
Current Market Conditions	24
Description of Planned Program Activities	25
Internal Outreach	25
External Outreach	25
Plans for Recruiting Diverse Suppliers in Low-Utilization Areas	25
Support for Excluded Categories	25
Supplier Diversity Program Fuel Procurement Annual Plan for 2016	25
Table 9.1.11: California Fuel Procurement Results for 2015	26



PRESIDENT AND CEO MESSAGE

As President and CEO of Southwest Gas Corporation, I am proud to present the 2015 Utility Supplier Diversity Annual Report and the 2016 Annual Plan. This report highlights our sincere commitment to advance diversity and inclusion amongst our business partners, our employees and the communities we serve.

We strongly believe in business that is reflective of our community. Supplier Diversity has been a priority for Southwest Gas for years, and our dedication remains as strong today as it was more than two decades ago. We recognize that it is our responsibility to ensure that women, minorities, service-disabled veterans and the lesbian, gay, bisexual and transgender communities have equitable opportunities to participate in Southwest Gas' procurement process on a Company-wide basis. We believe our approach is both meaningful and impactful, and we are proud of our track record.

Over the years, we have encouraged, promoted and sustained new relationships with diverse suppliers who are vital to the continued growth and health of our Company. Working with diverse businesses brings new opportunities to enhance and enrich service to our valued customers and contributes to the well-being of our communities.

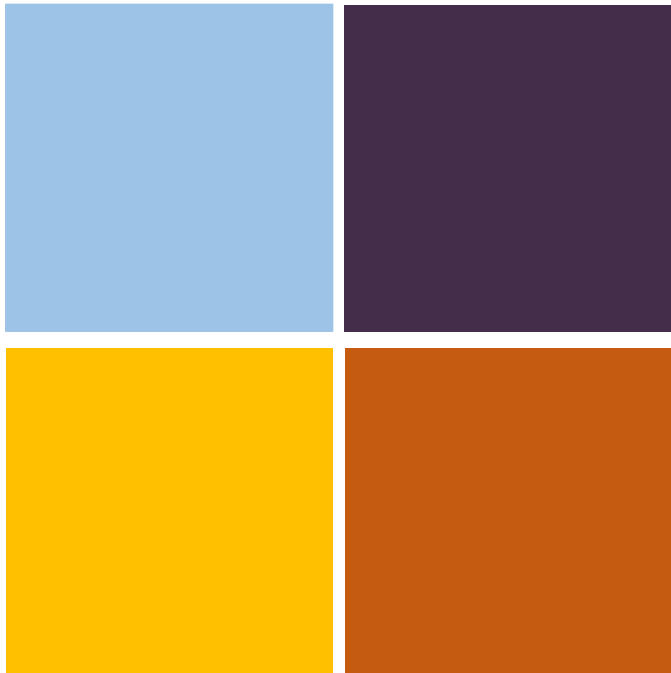
This report details our Company's programs, activities and achievements in 2015. The accompanying 2016 Annual Plan describes the Company's goals and strategies to increase purchasing, contracting and subcontracting procurement opportunities for diverse suppliers. Our team at Southwest Gas Corporation is dedicated to continuing our great work actively promoting supplier diversity and providing increased opportunities and benefits to our suppliers, customers and communities.

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

1.95 MILLION CUSTOMERS IN CALIFORNIA, ARIZONA AND NEVADA.

SOUTHWEST GAS SERVES APPROXIMATELY **191,000** CUSTOMERS IN CALIFORNIA.

CALIFORNIA SERVICE AREAS REPRESENT



OF THE COMPANY'S OVERALL OPERATIONS.

Southwest Gas, 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.

2015

EXECUTIVE SUMMARY

Southwest Gas utilizes multiple strategies to ensure the continued growth and success of its Supplier Diversity Program. During 2015, Southwest Gas achieved procurement of **\$20,063,302**, with California Clearinghouse-Verified diverse suppliers, equal to **75.53 percent** of the total California procurement. The Company achieved increased procurement by enhancing the subcontracting program and internal awareness of diverse suppliers. In addition, Southwest Gas spent **\$118,921,605** with Clearinghouse-Verified diverse suppliers in support of the Company’s Arizona and Nevada operations.

Southwest Gas also utilizes diverse suppliers certified by agencies other than the California Clearinghouse (Agency-Certified). The Company spent an additional **\$10,477** with Agency-Certified diverse suppliers in support of its California operations, and **\$8,792,992** in support of its Arizona and Nevada operations. Southwest Gas’ 2015 procurement with both Clearinghouse-Verified and Agency-Certified diverse suppliers totaled **\$147,788,375**, as demonstrated in the chart below.

	California	Arizona and Nevada	Total
Minority Men	\$ 3,533,851	\$ 16,026,090	\$ 19,559,942
Minority Women	\$ 773,868	\$ 12,587,975	\$ 13,361,842
Total Minority Business Enterprise (MBE)	\$ 4,307,719	\$ 28,614,065	\$ 32,921,784
Women Business Enterprise (WBE)	\$ 15,755,582	\$ 90,307,540	\$ 106,063,123
Subtotal Women, Minority Business Enterprise (WMBE)	\$ 20,063,302	\$ 118,921,605	\$ 138,984,907
Service Disabled Veteran Business Enterprise (DVBE)	\$ -	\$ -	\$ -
Total Clearinghouse-Verified WMDVBE	\$ 20,063,302	\$ 118,921,605	\$ 138,984,907
Agency-Certified WMDVBE	\$ 10,477	\$ 8,792,992	\$ 8,803,468
Total WMDVBE	\$ 20,073,778	\$ 127,714,597	\$ 147,788,375

Total California Procurement	\$ 26,563,753
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% Clearinghouse-Verified Procurement	75.53%
% Agency-Certified Procurement	0.04%
% Total WMDVBE Procurement	75.57%

2015 ANNUAL REPORT

9.1.1

SUPPLIER DIVERSITY PROGRAM ACTIVITIES

Internal Activities

Southwest Gas is dedicated to promoting internal awareness of the Supplier Diversity Program and utilizes various strategies to encourage increased participation. These include meeting regularly with Southwest Gas management and multiple departments to encourage diverse supplier spend in all areas of Company operations, with a focus on those areas of traditionally lower utilization. The Supplier Diversity Program Staff encourages internal business units to support the Program by ensuring that diverse suppliers are included in all Company-wide bid opportunities. Southwest Gas' 2015 internal outreach efforts included program presentations to the executive management team, division/department vice presidents and their respective management teams. The following key points were conveyed:

- Emphasized the importance of utilizing the on-line sourcing request form, which enables the Supplier Diversity Program Staff to identify Clearinghouse-Verified diverse suppliers for bid opportunities.
- Promoted utilization of the Supplier Clearinghouse's database to source diverse suppliers for bid opportunities.
- Encouraged the Company's management and procurement personnel to utilize diverse suppliers in historically low and under-utilized areas.

New Diverse Suppliers

Southwest Gas is an active member of various chambers and business organizations and regularly participates in and sponsors events. The Company's Supplier Diversity Program Staff also meets one on one with representatives of these organizations to better understand the services their constituents provide and how those services align with Southwest Gas' business needs. This practice has allowed the Company to reach a greater number of suppliers. In 2015, these efforts led to contractual agreements with six new diverse suppliers.

	Diverse Status	Spend
Advertising Agency	Native American Female	\$582
Industrial Supplies	Asian Male	\$453
Concrete Services	Hispanic Male	\$17,200
Interior Design	White Female	\$1408
Equipment Services	White Female	\$16,759
Public Relations Services	White Female	\$19,399

Diverse Subcontractor Program

Supplier Diversity Program Staff worked with prime contractors to promote use of diverse subcontractors and enhance methodology for reporting diverse subcontractor spend. This has resulted in procurement of **\$674,849** with a Hispanic woman-owned subcontractor in 2015.

9.1.1

SUPPLIER DIVERSITY PROGRAM ACTIVITIES

External Outreach Activities



Southwest Gas is proud to advocate for the diverse business community through match-making and other outreach activities. Throughout our service territories, Southwest Gas continues its proactive efforts to identify diverse suppliers for potential procurement opportunities. In California, the Company sponsored and participated in 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 – -Sponsor/Exhibitor – Sacramento, CA
CPUC & Verizon – 2015 Small Business EXPO – Participant – San Diego, CA
Elite Service Disabled Veteran-Owned Businesses (SDVOB) National Conference – Sponsor/Exhibitor – Long Beach, CA
High Desert Hispanic Chamber of Commerce – Eye Opener Breakfast Meeting – Participant – Victorville, CA
National Minority Supplier Development Council – National Conference – Exhibitor – San Diego, CA
Southern California Minority Business Development Council – Minority Business Opportunity Day – Exhibitor – Universal City, CA
Women’s Business Enterprise Council-WEST Procurement Opportunity Conference – Sponsor/Participant – Santa Barbara, CA
Valley Small Business Construction Report - Exhibitor – Palmdale, CA
SoCalGas Small Utility CEO Roundtable – Participant - Los Angeles, CA

Regulatory and Utility Activities

Hearings

2015 Supplier Diversity Enbanc Hearing – Small CEO Panel Participant – San Francisco, CA

Workshops

CPUC GO-156 Audit Workshop – San Francisco, CA

CPUC Metric Workshop – Conference Call

Joint Utilities Meetings

Quarterly Meeting Hosted by SDG&E - San Diego, CA

Quarterly Meetings Hosted by California Water Services Company - San Jose, CA

Quarterly Meetings Hosted by SCE - Irwindale, CA

Quarterly Meetings Hosted by TeleCommunications – San Francisco, CA

Quarterly Meetings Hosted by SDG&E - San Diego, CA

Supplier Diversity

Diverse Suppliers stands for women, minority, disabled veteran and LGBT business enterprises.

9.1.1

SUPPLIER DIVERSITY PROGRAM ACTIVITIES

New Website

Southwest Gas has launched a new Supplier Diversity website! The updated website offers an informative resource to diverse suppliers seeking to do business with Southwest Gas. It includes Program personnel contact information, necessary supplier forms, as well as other helpful information for prospective vendors and suppliers.

Lesbian, Gay, Bisexual and/or Transgender Business Enterprise (LGBTBE) Inclusion

During 2015, Southwest Gas focused on the integration of lesbian, gay, bisexual and/or transgender business enterprises (LGBTBE) into its Supplier Diversity Program. These efforts included:

- The Company updated its external and internal supplier diversity websites and all outreach materials to include LGBTBEs in all forms of communication.
- Southwest Gas expanded its reporting system to include the LGBTBE category to track LGBTBE procurement.
- The Company joined an LGBT Chamber of Commerce in Southern California further enhancing its efforts to develop business partnerships with LGBTBEs.

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:



9.1.2

RESULTS BY ETHNICITY

ANNUAL RESULTS BY ETHNICITY-PRIME CONTRACTING AND SUBCONTRACTING

	Ethnicity	Prime \$	Sub \$	Total \$	%
Minority Men	Asian-Pacific	\$ 515,612	\$ -	\$ 515,612	1.94%
	Black	\$ 3,001,039	-	3,001,039	11.30%
	Hispanic	\$ 17,200	-	17,200	0.06%
	Native-American	\$ -	-	-	0.00%
	Other	-	-	-	0.00%
	Total Minority Men	\$ 3,533,851	\$ -	\$ 3,533,851	13.30%
Minority Women	Asian-Pacific	\$ 132,607	-	132,607	0.50%
	Black	\$ 3,031	-	3,031	0.01%
	Hispanic	\$ 637,648	674,849	1,312,497	4.94%
	Native-American	\$ 582	-	582	0.00%
	Other	\$ -	-	-	0.00%
	Total Minority Women	\$ 773,868	\$ 674,849	\$ 1,448,717	5.45%
Total Minority Business Enterprise (MBE)		\$ 4,307,719	\$ 674,849	\$ 4,982,568	18.76%
Women Business Enterprise (WBE)		\$ 15,080,733	\$ -	\$ 15,080,733	56.77%
Subtotal Women, Minority Business Enterprise (WMBE)		\$ 19,388,452	\$ 674,849	\$ 20,063,301	75.53%
Service Disabled Veteran Business		\$ -	\$ -	\$ -	0.00%
TOTAL WMDVBE		\$ 19,388,452	\$ 674,849	\$ 20,063,301	75.53%

Gross Procurement	\$26,563,753
Exclusions [1]	-
Net Procurement	\$26,563,753

[1] Included in calculation of total procurement per Commission directive in D.03-11-024.

TABLE 9.1.2 (A)

9.1.2

PRODUCT AND SERVICES

PROCUREMENT BY PRODUCT AND SERVICE CATEGORIES-DIRECT

Ethnicity		Products		Services		Total		
		\$	%	\$	%	\$	%	
Minority Men	Asian-Pacific	Direct	\$ 515,612	37.49%	\$ -	0.00%	\$ 515,612	37.49%
	Black	Direct	\$ -	0.00%	\$ 3,001,040	16.06%	\$ 3,001,040	16.06%
	Hispanic	Direct	\$ -	0.00%	\$ 17,200	0.09%	\$ 17,200	0.09%
	Native-American	Direct	\$ -	0.00%	\$ -	0.00%	\$ -	0.00%
	Other	Direct	\$ -	0.00%	\$ -	0.00%	\$ -	0.00%
Total Minority Men		Direct	\$ 515,612	37.49%	\$ 3,018,240	16.15%	\$ 3,533,852	53.63%
Minority Women	Asian-Pacific	Direct	\$ 132,607	9.64%	\$ -	0.00%	\$ 132,607	9.64%
	Black	Direct	\$ 3,031	0.22%	\$ -	0.00%	\$ 3,031	0.22%
	Hispanic	Direct	\$ 581,028	2.19%	\$ 56,620	0.21%	\$ 637,648	2.40%
	Native-American	Direct	\$ 582	0.00%	\$ -	0.00%	\$ 582	0.00%
	Other	Direct	\$ -	0.00%	\$ -	0.00%	\$ -	0.00%
Total Minority Women		Direct	\$ 717,248	12.05%	\$ 56,620	0.21%	\$ 773,868	12.27%
Total Minority Business Enterprise (MBE)		Direct	\$ 1,232,860	4.64%	\$ 3,074,860	11.58%	\$ 4,307,720	16.22%
Women Business Enterprise (WBE)		Direct	\$ 142,453	0.54%	14,938,280	56.24%	\$ 15,080,733	56.77%
Total Women, Minority Business Enterprise (WMBE)		Direct	\$ 1,375,313	5.18%	\$ 18,013,140	67.81%	\$ 19,388,453	72.99%
Service Disabled Veteran Business Enterprise (DVBE)		Direct	\$ -	0.00%	\$ -	0.00%	\$ -	0.00%
TOTAL WMDVBE		Direct	\$ 1,375,313	5.18%	\$ 18,013,140	67.81%	\$ 19,388,453	72.99%
Gross Procurement			\$ 26,563,753					
Exclusions [1]			-					
Net Procurement			\$ 26,563,753					
Total Product Procurement			\$ 1,375,313					
Total Service Procurement			\$ 18,687,989					
Net Procurement			\$ 20,063,302					

[1] Included in calculation of total procurement per Commission directive in D.03-11-024.

TABLE 9.1.2 (B)

9.1.2

PRODUCT AND SERVICES

PROCUREMENT BY PRODUCT AND SERVICE CATEGORIES-SUBCONTRATING

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%
	Other	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%	\$ 674,849	3.61%	\$ 674,849	3.36%
	Native-American	Sub	\$ -	0.00%	\$ -	0.00%	\$ -	0.00%
	Other	Sub	\$ -	0.00%	\$ -	0.00%	\$ -	0.00%
Total Minority Women		Sub	\$ -	0.00%	\$ 674,849	3.61%	\$ 674,849	3.36%
Total Minority Business		Sub	\$ -	0.00%	\$ 674,849	3.61%	\$ 674,849	2.54%
Women Business Enterprise		Sub	\$ -	0.00%	\$ -	0.00%	\$ -	0.00%
Total Women, Minority		Sub	\$ -	0.00%	\$ 674,849	3.61%	\$ 674,849	2.54%
Service Disabled Veteran Business Enterprise (DVBE)		Sub	\$ -	0.00%	\$ -	0.00%	\$ -	0.00%
TOTAL WMDVBE		Sub	\$ -	0.00%	\$ 674,849	3.61%	\$ 674,849	2.54%

Gross Procurement	\$ 26,563,753
Exclusions [1]	-
Net Procurement	\$ 26,563,753

Total Product Procurement	\$ 1,375,313
Total Service Procurement	\$ 18,687,989
Net Procurement	\$ 20,063,302

[1] Included in calculation of total procurement per Commission directive in D.03-11-024.

TABLE 9.1.2 (C)

9.1.2

STANDARD INDUSTRIAL CLASSIFICATION CODE REPORTING

Pursuant to 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 2015. 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
13	Pipe Testing	Non-destructive pipe testing
16	Underground Utility Contractor	Underground utility contractor
17	Commercial Roofing	Roofing repair
30	Rubber and Miscellaneous	Meter parts
33	Primary Metal Industries	Natural gas products, including gas meter connectors
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	Advertising Agencies , Computer Integrated Systems Design & Computer Related Services
87	Engineering & Management Services	Pipeline engineering services and fire protection clothing
89	Services, NEC	Interior Plant Design

9.1.2

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

SIC Code	SIC Category Code Description	*	Asian-Pacific		Black		Hispanic		Native-American		Other		Total Minority		Minority Business Enterprise (MBEs)	Women Business Enterprise (WBEs)	Subtotal Women, Minority Business Enterprise (WMBEs)	Service Disabled Veterans Business Enterprise (DVBEs)	Total WMDVBE		
			Men	Women	Men	Women	Men	Women	Men	Women	Men	Women	Men	Women							
13	Pipe Testing	\$	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 874,991	\$ -	\$ 874,991	\$ -	\$ 874,991
		%	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%	3.29%	0.00%	0.00%	3.29%	
16	Underground Utility	\$	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 14,658,786	\$ -	\$ 14,658,786	\$ -	\$ 14,658,786
		%	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%	55.18%	0.00%	0.00%	55.18%	
17	Commercial Roofing	\$	\$ -	\$ -	\$ -	\$ -	\$ 17,200	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 17,200	\$ -	\$ 17,200	\$ -	\$ 17,200	\$ -	\$ 17,200
		%	0.00%	0.00%	0.00%	0.00%	0.06%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.06%	0.00%	0.00%	0.06%	0.00%	0.00%	0.06%	
30	Rubber and Miscellaneous	\$	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2,587	\$ -	\$ -	\$ 2,587	\$ -	\$ 2,587	\$ -	\$ 2,587
		%	0.00%	0.00%	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%	0.00%	0.01%	
33	Primary Metal Industries	\$	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,457	\$ -	\$ -	\$ 1,457	\$ -	\$ 1,457	\$ -	\$ 1,457
		%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.01%	0.00%	0.00%	0.01%	0.00%	0.01%		
38	Mass Flow Meters	\$	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 67,575	\$ -	\$ -	\$ 67,575	\$ -	\$ 67,575	\$ -	\$ 67,575
		%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.25%	0.00%	0.00%	0.25%	0.00%	0.25%		
45	Janitorial Services	\$	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 56,620	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 56,620	\$ -	\$ 56,620	\$ -	\$ 56,620	\$ -	\$ 56,620
		%	0.00%	0.00%	0.00%	0.00%	0.00%	0.21%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.21%	0.00%	0.21%	0.00%	0.21%		
48	Communication	\$	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 7,075	\$ -	\$ -	\$ 7,075	\$ -	\$ 7,075	\$ -	\$ 7,075
		%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.03%	0.00%	0.00%	0.03%	0.00%	0.03%		
50	Wholesale Trade - Durable Goods	\$	\$ 515,612	\$ 132,607	\$ -	\$ 3,031	\$ -	\$ 580,903	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 58,445	\$ 515,612	\$ 716,541	\$ 1,232,153	\$ 58,445	\$ 1,290,597	\$ -	\$ 1,290,597
		%	1.94%	0.50%	0.00%	0.01%	0.00%	2.19%	0.00%	0.00%	0.00%	0.00%	0.22%	1.94%	2.70%	4.64%	0.22%	4.86%	0.00%	4.86%	
73	Business Services	\$	\$ -	\$ -	\$ -	\$ -	\$ 125	\$ -	\$ 582	\$ -	\$ -	\$ -	\$ -	\$ 63,859	\$ -	\$ 707	\$ 63,859	\$ 64,567	\$ -	\$ 64,567	
		%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.24%	0.00%	0.00%	0.00%	0.24%	0.24%	0.00%	0.24%	
87	Engineering & Management Services	\$	\$ -	\$ -	\$ 3,001,040	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 19,399	\$ 3,001,040	\$ -	\$ 3,001,040	\$ 19,399	\$ 3,020,439	\$ -	\$ 3,020,439
		%	0.00%	0.00%	11.30%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.07%	11.30%	0.00%	11.30%	0.07%	11.37%	0.00%	11.37%	
89	Services, NEC	\$	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,408	\$ -	\$ -	\$ 1,408	\$ -	\$ 1,408	\$ -	\$ 1,408
		%	0.00%	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%	0.00%	0.01%	
Total		\$	\$ 515,612	\$ 132,607	\$ 3,001,040	\$ 3,031	\$ 17,200	\$ 637,648	\$ -	\$ 582	\$ -	\$ -	\$ 15,755,582	\$ 3,533,852	\$ 773,868	\$ 4,307,720	\$ 15,755,582	\$ 20,063,302	\$ -	\$ 20,063,302	
		%	1.94%	0.50%	11.30%	0.01%	0.06%	2.40%	0.00%	0.00%	0.00%	59.31%	13.30%	2.91%	16.22%	59.31%	75.53%	0.00%	75.53%		

Gross Product Procurement	\$	26,563,753
Exclusions [1]	-	
Net Product Procurement	\$	26,563,753

[1] Included in calculation of total procurement per Commission directive in D.03-11-024. Percentages are WMDVBE expenditures compared to total expenditures for each SIC category.

[1] Included in calculation of total procurement per Commission directive in D.03-11-024. Percentages are WMDVBE expenditures compared to total expenditures for each SIC category.

9.1.2

ANNUAL RESULTS BY SUPPLIERS' GROSS REVENUE SIZE

	Suppliers Reported to California Clearinghouse			
# WMDVBEs \$M	DVBE	MBE	WBE	Grand Total
< \$1 million	0	5	1	6
\$1 million < \$5 million	0	1	6	7
\$5 million < \$10 million	0	0	0	0
> \$10 million	0	5	8	13
Total	0	11	15	26

2015 Actual Suppliers Used			
DVBE	MBE	WBE	Grand Total
0	10	14	24
0	1	0	1
0	0	0	0
0	0	1	1
0	11	15	26

	Suppliers' Gross Revenue Reported to California Clearinghouse			
WMDVBEs \$M	DVBE [1]	MBE	WBE	Grand Total
< \$1 million	\$ -	\$2,783,910.00	\$ 375,000	\$ 3,158,910
\$1 million < \$5 million	-	4,744,430	10,152,626	14,897,056
\$5 million < \$10 million	-	-	-	-
> \$10 million	-	404,897,800	-	404,897,800
Total	\$ -	\$ 412,426,140	\$ 10,527,626	\$ 422,953,766

2015 Actual Dollars Spent			
DVBE	MBE	WBE	Grand Total
\$ -	\$ 1,308,470	\$ 1,096,797	\$ 2,405,267
-	2,999,249	-	2,999,249
-	-	-	-
-	-	14,658,786	14,658,786
\$ -	\$ 4,307,719	\$ 15,755,582	\$ 20,063,302

[1] Disabled Veterans Business Enterprise Gross Revenue not available through California Clearinghouse.

9.1.3

ANNUAL PROGRAM EXPENSES

Expense Category	2015
Wages	\$13,328
Other Employee Expenses	\$1595
Program Expenses	\$3737
Reporting Expenses	-
Training	-
Consultants	\$2944
Other (Includes participation and/or sponsorship or outreach activities, i.e., trade fairs, award events, etc.)	\$ 27,850
Total	\$49,454

TABLE 9.1.3

9.1.4

ANNUAL RESULTS AND GOALS

Category	Results	Goals
Minority Men	11.36%	7.5%
Minority Women	4.85%	7.5%
Total Minority Business Enterprise (MBE)	16.22%	15.00%
Women Business Enterprise (WBE)	59.31%	5.00%
Subtotal Women, Minority Business Enterprise (WMBE)	75.53%	20.00%
Service Disabled Veteran Business Enterprise (DVBE)	0.00%	1.50%
Total WMDVBE	75.53%	21.50%

TABLE 9.1.4

9.1.5

CALIFORNIA PROCUREMENT RESULTS

PRIME AND SUBCONTRACTING UTILIZATION OF DIVERSE SUPPLIERS

	Minority Men	Minority Women	Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Women Minority Business Enterprise (WMBE)	Service Disabled Veterans Business Enterprise (DVBE)	TOTAL WMDVBE
Prime \$	\$ 3,533,852	\$ 773,868	\$ 4,307,720	\$ 15,080,733	\$ 19,388,453	\$ -	\$ 19,388,453
Subcontracting \$	-	-	-	674,849		-	674,849
Total \$	\$ 3,533,852	\$ 773,868	\$ 4,307,720	\$ 15,755,582	\$ 19,388,453	\$ -	\$ 20,063,302
Prime %	17.61%	3.86%	21.47%	75.17%	96.64%	0.00%	96.64%
Subcontracting %	0.00%	0.00%	0.00%	3.36%	3.36%	0.00%	3.36%
Total %	17.61%	3.86%	21.47%	78.53%	100.00%	0.00%	100.00%
Gross Procurement	\$20,063,302						
Exclusion [1]	-						
Net Procurement	\$ 20,063,302						

[1] Included in calculation of total procurement per Commission directive in D.03-11-024.

9.1.6

DIVERSE SUPPLIER COMPLAINTS

Southwest Gas did not receive any formal supplier diversity-related complaints during 2015.

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 and continues to build relationships with diverse investment banks. This effort has resulted in diverse investment banks participating as co-managers in the Company's last two public debt offerings in 2012 and 2013. During 2015, Southwest Gas had no public debt offerings.

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. 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.

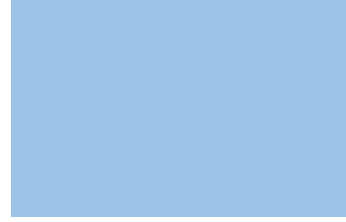
2016 ANNUAL PLAN

10.1.1 GOALS

Short-Term (2016)							
PRODUCTS/SERVICES	Minority Men	Minority Women	Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Women Minority Business Enterprise (WMBE)	Disabled Veteran Business Enterprise (DVBE)	Total WMDVBE
Construction	1.50%	1.50%	3.00%	4.00%	7.00%	0.00%	11.00%
Equipment	1.50%	1.50%	3.00%	0.00%	0.00%	0.00%	1.00%
Supplies	1.50%	1.50%	3.00%	0.30%	4.00%	0.50%	4.50%
Technology	1.50%	1.50%	3.00%	0.20%	0.30%	0.00%	0.30%
Services	1.50%	1.50%	3.00%	0.50%	3.70%	1.00%	4.70%
TOTAL	7.50%	7.50%	15.00%	5.00%	20.00%	1.50%	21.50%

Mid-Term (2018)							
PRODUCTS/SERVICES	Minority Men	Minority Women	Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Women Minority Business Enterprise (WMBE)	Disabled Veteran Business Enterprise (DVBE)	Total WMDVBE
Construction	1.50%	1.50%	3.00%	4.00%	7.00%	0.00%	11.00%
Equipment	1.50%	1.50%	3.00%	0.00%	0.00%	0.00%	1.00%
Supplies	1.50%	1.50%	3.00%	0.30%	4.00%	0.50%	4.50%
Technology	1.50%	1.50%	3.00%	0.20%	0.30%	0.00%	0.30%
Services	1.50%	1.50%	3.00%	0.50%	3.70%	1.00%	4.70%
TOTAL	7.50%	7.50%	15.00%	5.00%	20.00%	1.50%	21.50%

Long -Term (2020)							
PRODUCTS/SERVICES	Minority Men	Minority Women	Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Women Minority Business Enterprise (WMBE)	Disabled Veteran Business Enterprise (DVBE)	Total WMDVBE
Construction	1.50%	1.50%	3.00%	4.00%	7.00%	0.00%	11.00%
Equipment	1.50%	1.50%	3.00%	0.00%	0.00%	0.00%	1.00%
Supplies	1.50%	1.50%	3.00%	0.30%	4.00%	0.50%	4.50%
Technology	1.50%	1.50%	3.00%	0.20%	0.30%	0.00%	0.30%
Services	1.50%	1.50%	3.00%	0.50%	3.70%	1.00%	4.70%
TOTAL	7.50%	7.50%	15.00%	5.00%	20.00%	1.50%	21.50%



10.1.2

DESCRIPTION OF PLANNED PROGRAM ACTIVITIES

Internal Outreach Activities

- Target internal departments with significant purchasing activity to increase diverse spend.
- Educate internal departments on the implementation of the LGBTBE's inclusion in the Supplier Diversity Program.
- Monitor the updated processes, procedures and systems in place to support LGBTBE inclusion in procurement.
- Monitor the progress and effectiveness of targeted outreach for LGBTBEs to increase their knowledge and participation in the Supplier Diversity Program.
- Develop and implement efficient measuring tools to monitor the effectiveness of outreach efforts and implement changes where needed.
- Meet with internal business units to identify short- and long-term goals in areas of purchasing and contracting that may offer business opportunities for diverse suppliers.
- Utilize the Clearinghouse database, the State of California's 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 each major product and service category are set forth in Table 10.1.1(a).
- In accordance with Decision 15-06-007 issued in Rulemaking 14-10-009, Southwest Gas will continue to integrate Assembly Bill 1678 requirements into its Supplier Diversity Program by identifying the LGBTBEs and their products and services in relation to the Company's business needs.

External Outreach Activities *(Continued)*

- Southwest Gas will conduct workshops with LGBTBEs annually to provide information and instruction regarding the Company's procurement process and bid requirements to increase the LGBTBE talent pool.
- Southwest Gas will continue to collaborate with local and national 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 of diverse suppliers.
- The Company plans to advertise in both national and local diverse supplier trade association newspapers, magazines and other media engaged in promoting supplier diversity.

10.1.2

PLANS 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 2016:

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 grow our pool of diverse suppliers, Supplier Diversity Program Staff must find new and 'outside the box' ways to reach diverse suppliers in these areas. In so doing, the Company will conduct workshop webinars in 2016 in order to reach diverse suppliers who are unable to travel to Southwest Gas locations.

The Company's Supplier Diversity 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:

- Arrange "face to face" meetings between diverse suppliers and key procurement decision-makers.
- Focus on growth of our disabled-veteran, Native American and LGBTBE spend.
- Engage with LGBT businesses through community outreach and Southwest Gas events.
- Meet with management personnel that have historically lower diverse supplier utilization to discuss potential ways to increase the use of Clearinghouse-Verified diverse suppliers in their procurement processes.
- Participate in 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 to identify Clearinghouse-Verified diverse suppliers for business opportunities in the Company's low-utilization 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

The Company's Supplier Diversity Subcontracting Program is designed to provide diverse suppliers with maximum subcontracting opportunities on Southwest Gas projects. The Program will continue to encourage its prime contractors to consider using diverse subcontractors by undertaking the following internal and external activities:

- Meet with the Company's prime contractors and procurement personnel to discuss and emphasize Southwest Gas' commitment to utilize diverse subcontractors and encourage prime contractors to identify and use diverse subcontractors for Southwest Gas projects.
- Provide any necessary assistance to prime contractors in developing plans for reporting diverse subcontracting activities to Southwest Gas.
- Assist prime contractors with sourcing for Clearinghouse-Verified diverse suppliers, including access to and usage of the Clearinghouse database.
- Encourage prime contractors to contact Supplier Diversity Program Staff and diverse supplier trade organizations for assistance in identifying diverse subcontracting opportunities on Southwest Gas projects.
- Assist subcontractors in becoming verified through the California Supplier Clearinghouse or, for service-disabled veterans, certified by the State of California's 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.

2015 ANNUAL FUEL PROCUREMENT REPORT
AND
2016 ANNUAL PLAN

2015 ANNUAL FUEL PROCUREMENT REPORT AND 2016 ANNUAL PLAN

In 2015, Southwest Gas spent a total of **\$1,858,808.68** for natural gas purchases from 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 continue to do so when possible and economic.

Southwest Gas actively solicits both firm and spot market gas supply offers from diverse suppliers. Those diverse suppliers are encouraged to participate when Southwest Gas is seeking offers for natural gas supplies, whether daily, monthly, or long term. Historically, Southwest Gas has received positive responses to its solicitation programs from various diverse suppliers, many of whom have been successful in the competitive process. In fact, during 2015, Southwest Gas had natural gas supply procurement of over \$1.8 million dollars from a diverse supplier who was the successful bidder in a Company gas supply solicitation.



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 Supplier Diversity 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, the Company's Gas Supply Department meets with diverse supplier representatives as needed to discuss natural gas supply requirements, existing supply arrangements, and settlements for gas purchased.

Plans for Recruiting Diverse Suppliers in Low-Utilization Areas

In 2015, Southwest Gas purchased natural gas supplies from a Clearinghouse-Verified diverse supplier to support its California operations. During 2016, 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 2016

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 2016, 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.

9.1.11

ANNUAL ENERGY PRODUCT RESULTS BY ETHNICITY & WMDVBE CERTIFICATION

	Product ¹	Unit	Asian-Pacific			African-American			Latino			Native American			Other			Minority Business Enterprise	Women Business Enterpri	Disabled Veteran Business	TOTAL WMDVBE	TOTAL PROCUREMENT		
			Male	Female	Subtotal	Male	Female	Subtotal	Male	Female	Subtotal	Male	Female	Subtotal	Male	Female	Subtotal							
NATURAL GAS	SHORT TERM	\$	\$0	\$1,858,809	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$1,858,809	\$11,725,466
		%	0.00%	5.45%	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%	0.00%	0.00%	0.00%	5.45%	100%
	LONG TERM	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$22,352,442
		%	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%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	100%
	TOTAL Natural Gas	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$34,077,908
		%	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%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	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
		%	0.00%	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%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
	LONG TERM	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		%	0.00%	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%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
		\$	\$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%	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%	0.00%	0.00%	0.00%	0.00%	0.00%
	TOTAL LPG	\$	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		%	0.00%	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%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Grand Total	TOTAL \$	\$0	\$1,858,809	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$1,858,809	\$34,077,908	
	TOTAL %	0.00%	5.45%	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%	0.00%	0.00%	0.00%	5.45%	100.00%	

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