

March 31, 2021

**VIA ELECTRONIC FILING**

Brinda Westbrook-Sedgwick  
Commission Secretary  
Public Service Commission  
of the District of Columbia  
1325 "G" Street, NW, 8<sup>th</sup> Floor  
Washington, DC 20005

**Re: Supplier Diversity - CY2020 - Annual Report - PUBLIC**

Dear Ms. Westbrook-Sedgwick:

Washington Gas Light Company ("Company") hereby submits for filing its public CY2020 Supplier Diversity Annual Report, in accordance with the February 15, 2012 "Memorandum of Understanding" between the Company and the Public Service Commission of the District of Columbia. A confidential version of this report is being filed under separate cover.

Sincerely,



Cathy Thurston-Seignious  
Supervisor, Administrative and  
Associate General Counsel

Enclosures

cc: Rodney Wilson, Auditor, DC PSC  
Christopher Lipscombe, General Counsel, DC PSC



# District of Columbia Public Service Commission

# 2020



Supplier  
Diversity  
Annual Report  
for the District  
of Columbia  
Public Service  
Commission

Public Version  
(Excludes Details in Attachments B and D)  
March 31, 2021

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# INTRODUCTION

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Washington Gas Light Company (“Washington Gas” or “Company”) submits its Annual Report for Calendar Year 2020 in accordance with Section 6 of the Memorandum of Understanding (“MOU”). The MOU documents the commitment of Washington Gas and the District of Columbia Public Service Commission (“Commission”) to the continuing expansion of opportunities for diverse businesses to participate in the procurement of goods and services.

This Annual Report highlights Washington Gas' performance in 2020 in the following areas:

- COVID-19
- Program Activities
- 2020 Annual Plan Results
- Utilization of Diverse Subcontractors
- Recruitment Efforts

## COVID-19

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The COVID-19 pandemic presented a number challenges with economic ramifications for diverse and small businesses. Due to required safety measures, key internal protocols and external strategies required new methods. Like many industries, in-person business matchmaking opportunities shifted to virtual platforms, providing valuable pathways to engage with prospective suppliers. Internally, the Supplier Diversity and Supply Chain Departments continued to raise the necessity of including and sustaining diverse businesses with Business Units, while exploring additional means to support. With improvements to current reporting tools, we anticipate providing full analysis of the effects on diverse spend in next year's report.

## PROGRAM ACTIVITIES

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*Washington Gas participated in the following internal and external activities in 2020:*

### **Internal Activities**

- Our corporate policy is to support participation by minority businesses in sourcing opportunities for goods and services used in providing public utility service. All qualified companies should participate in the market for goods and services used by the Company in order to promote competition. The Company's Supply Chain and contracting policies are readily available on Washington Gas' Corporate Intranet website to all employees who have purchasing responsibilities.

- The Company makes reasonable efforts to ensure full and equitable procurement opportunities for diverse businesses. These include expanding the current supply base to incorporate diverse companies when the opportunity exists, as well as encouraging prime vendors to subcontract to diverse organizations with the appropriate skill set.
- The Corporate Social Responsibility Department provides monthly reports to Senior Management at Washington Gas on the status of the supplier diversity program. These reports consist of the percentage of dollars spent with diverse firms compared to total dollars spent by the Company. With assistance from the Supply Chain Management unit, the diversity spend reporting processes underwent an integration and tool upgrade with the addition of the Microsoft Power BI dashboard. With this “best in class” analytics service in place, the company is in a better position to forecast spend and track diverse spend trends.
- Monthly supplier diversity meetings are held with Washington Gas executives and staff to discuss the program, potential opportunities for diversity and inclusion, value driver goals, and to set internal supplier diversity goals for each individual business unit.
- Washington Gas continues to be an active member of various supplier development councils and local chambers of commerce, actively participating in matchmaking and networking events.
- Washington Gas is committed to developing its supplier base and promotes each marketing event as an opportunity for diverse businesses to engage as a new supplier. The Company strives to encourage existing diverse suppliers to provide an expanded scope of services to Washington Gas, and to do business with other diverse suppliers.

### **External Activities**

#### ***District of Columbia Public Service Commission Advisory Council***

- As a signatory, Washington Gas participated in two key initiatives in support of local utility diversity initiatives. The first required a yearlong commitment to revise the Utility Diversity Memorandum of Understanding for the District of Columbia Public Service Commission (DCPSC). Notable amendments included the addition of an aspirational goal of 25% and an annual diversity report public hearing. The second occurred at the request of DCPSC Commissioner Chair William Phillips. Supplier Diversity and fellow signatories, Verizon and PEPCO, contributed to the creation of a guide on Utility Diversity best practices. The text provides a framework for stakeholders, public or private, of successful practices, and lessons learned.

#### ***Strive for 35 Fund – Merger Commitment 9***

- In 2019, Washington Gas launched the Strive for 35 Fund, a \$100,000 annual contribution over five years totaling \$500,000. Facilitated through our strategic partner,

Prince George's Financial Services Corporation First (FSC First), the Strive for 35 Fund offers lending opportunities for diverse Maryland-based suppliers with a business interest to provider services in the natural gas industry. In CY20, stewardship reports provided by the SF35 fund manager FSC First showed evidence of waning interest in lending products to address COVID-19 related challenges. Prospective candidates were more likely to pursue a small business grant due to less administrative duties and requirements. When possible, Supplier Diversity team will continue efforts to generate interest and plan for future engagement as COVID-19 related restrictions are rescinded.

#### ***Capital Regional Minority Development Council***

- In 2020, Washington Gas served as a corporate member of the Capital Region Minority Supplier Development Council and was represented with two members on the Board of Directors. The Company also served as a participant and sponsor of the CRMSDC's Virtual Super Business Matchmaker. The event served as an optimal opportunity to engage with prospective vendors and market new opportunities. Washington Gas sponsored the annual business meeting and attended quarterly CRMSDC Board and Executive Board meetings to discuss strategies relative to the Council's growth and development.

#### ***Greater Washington Hispanic Chamber Of Commerce (GWHCC)***

- Washington Gas, as part of its strategic plan to expand engagement with a larger audience, held briefing sessions with the Greater Washington Hispanic Chamber of Commerce. The event afforded the company an opportunity to engage company staff with those in the supplier diversity industry.

#### ***Southern Gas Association (SGA)***

- Washington Gas Supply Chain Staff serve as members of the SGA Supply Chain Committee.

#### ***Supplier Diversity Utility Forum***

- Washington Gas continues to participate on the Maryland Utility Forum to augment its ability to provide opportunities to certify minority, women and service-disabled veteran owned businesses. The Maryland Utility Forum provides guidance to members on best practices and diverse spend reports.

#### ***Chambers Of Commerce***

- Washington Gas employees are active participants in numerous chambers of commerce throughout the Washington, D.C. metropolitan area. Through these organizations, Washington Gas can make contacts with diverse suppliers and discuss potential contracting opportunities.

## DIVERSE EXPENDITURES

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*The following description of diverse expenditures for Calendar Year 2020 is submitted in compliance with the Memorandum of Understanding.*

### 2020 DIVERSE PROCUREMENT EXPENDITURES

(As % of Category Sourceable Spend)

	GOAL (CY 2020)	ACTUAL (CY 2020)
Diverse Spend Gas	17.5%	16.23%
CBE Spend Gas	1%	0%
Diverse Spend Non-Gas	27%	26.1%
CBE Spend Non-Gas	8.50%	4.77%

See Attachments for details.

## CY 2020 ANNUAL PLAN – DISCUSSION OF RESULTS

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*The following description of progress in implementing the Annual Plan for Calendar Year 2020 is submitted in compliance with the Memorandum of Understanding. While the Annual Plan discusses broad objectives for 2021, the following goals and accomplishments directly support each of these areas:*

### ***MAKE THE PROCUREMENT POLICY AND PROCEDURE AVAILABLE TO ALL WASHINGTON GAS EMPLOYEES SO THOSE INDIVIDUALS WITH PURCHASING RESPONSIBILTIES UNDERSTAND THE IMPORTANCE OF PROVIDING OPPORTUNITIES TO DIVERSE VENDORS***

Communicating the Company's procurement policy and procedure to impacted employees with responsibility for procurement of goods and services is an on-going effort at Washington Gas. Using diverse businesses is a core element of our corporate procurement policy and we post the information on the Company's Intranet site. Additionally, Supplier Diversity representatives meet with business units throughout the organization to communicate the procurement policy, changes in procedures and to emphasize the importance of including diverse businesses in sourcing events.

***CONTINUE TO SEARCH FOR DIVERSE SUPPLIERS IN ALL AREAS OF PROCUREMENT, ESPECIALLY IN THOSE AREAS WHERE OPPORTUNITIES HAVE BEEN LIMITED. (NMSDC NETWORK, CONFERENCES)***

The Corporate Social Responsibility staff and representatives of other departments attend networking events throughout the year to identify diverse suppliers for potential opportunities with Washington Gas. These events are located in the Washington, DC metropolitan area and are sponsored by government agencies, regional affiliates of the National Minority Supplier Development Council and other advocacy groups of minority businesses. Businesses that may meet requirements for upcoming opportunities meet with Washington Gas personnel to further explore contracting opportunities.

Through its On-Line registration portal for diverse vendors located on the Company's Supplier Diversity website, Washington Gas implemented process improvements to its database that allow vendors to manage their company profiles to update information and attach current certification documents. To search for diverse firms to fulfil purchasing requests, the Supply Chain Department also uses additional on-line databases and contacts including those available through the following:

- Maryland Department of Transportation
- Capital Region Minority Supplier Development Council
- Small Business Administration – System for Award Management
- Women's Business Enterprise National Council
- Utility Forum Group
- Virginia Department of Small Business and Supplier Diversity
- CVM Solutions Inc.
- Department of Veterans Affairs

***THE SUPPLIER DIVERSITY DEPARTMENT WILL CONTINUE TO PROVIDE DIVERSE EXPENDITURE REPORTS ON A MONTHLY BASIS TO SENIOR MANAGEMENT***

The Supplier Diversity Department provides monthly diverse expenditure reports to senior management. These reports consist of the percentage of dollars spent with diverse firms compared to total dollars spent by Washington Gas by business unit. Washington Gas includes a supplier diversity goal on the Company's Value Drivers. Executives are individually and collectively responsible for the company's diverse spend and the results are shared with the Board of Directors and employees.

***EXPAND PROCUREMENT SERVICES TO ASSIST DEPARTMENTS IN IDENTIFYING POSSIBLE OPPORTUNITIES TO ENGAGE DIVERSE FIRMS***

Identifying possible opportunities with diverse suppliers is part of the purchasing process at Washington Gas. In 2020, five new diverse companies were identified and provided goods and services to Washington Gas. The 2020 total spend of all the new diverse vendors was \$3,474,180.41.



### ***MAINTAIN ACTIVE MEMBERSHIP IN SUPPLIER DIVERSITY ADVOCACY GROUPS***

Washington Gas continues to be a corporate member of the Capital Region Minority Supplier Development Council and the Women's Business Enterprise National Council. Washington Gas is actively involved with these organizations and participates in the activities of these advocacy groups to enhance the Company's ability to meet diverse businesses for contracts and services.

### ***PARTICIPATE IN VARIOUS LOCAL CHAMBERS OF COMMERCE/ORGANIZATIONS***

Representatives from Washington Gas are Board and Committee members of the following:

<b>ORGANIZATION</b>	<b>INVOLVEMENT</b>
<b>District of Columbia Chamber of Commerce</b>	<ul style="list-style-type: none"><li>• Board of Directors</li><li>• Various committees</li><li>• Annual opportunity/procurement fair</li><li>• Women in Business Procurement Fair</li></ul>
<b>Maryland Chamber of Commerce</b>	<ul style="list-style-type: none"><li>• Board of Directors</li><li>• Corporate membership</li><li>• Various committees</li></ul>
<b>Montgomery County Chamber of Commerce</b>	<ul style="list-style-type: none"><li>• Corporate membership</li><li>• Various committees</li></ul>
<b>Prince George's Chamber of Commerce</b>	<ul style="list-style-type: none"><li>• Board of Directors</li><li>• Corporate membership</li><li>• Various committees</li></ul>
<b>Prince William Chamber of Commerce</b>	<ul style="list-style-type: none"><li>• Corporate membership</li><li>• Various committees</li></ul>
<b>Northern Virginia Chamber of Commerce</b>	<ul style="list-style-type: none"><li>• Board of Directors</li><li>• Corporate membership</li><li>• Various committees</li></ul>
<b>Calvert County Chamber of Commerce</b>	<ul style="list-style-type: none"><li>• Corporate membership</li></ul>
<b>Charles County Chamber of Commerce</b>	<ul style="list-style-type: none"><li>• Corporate membership</li></ul>
<b>St. Mary's County Chamber of Commerce</b>	<ul style="list-style-type: none"><li>• Corporate membership</li></ul>
<b>Southern Maryland Minority Chamber of Commerce</b>	<ul style="list-style-type: none"><li>• Board of Directors</li></ul>
<b>Loudoun County Chamber of Commerce</b>	<ul style="list-style-type: none"><li>• Corporate membership</li><li>• Various committees</li></ul>
<b>Arlington Chamber of Commerce</b>	<ul style="list-style-type: none"><li>• Corporate membership</li><li>• Various committees</li></ul>
<b>Virginia Chamber of Commerce</b>	<ul style="list-style-type: none"><li>• Board of Directors</li><li>• Corporate membership</li></ul>

***CONTINUE TO EXPAND RELATIONSHIPS WITH BUSINESS AND COMMUNITY ORGANIZATIONS THAT PROVIDE NETWORKING OPPORTUNITIES WITH DIVERSE SUPPLIERS***

<b>ORGANIZATION</b>	<b>TYPE</b>
<b>Capital Region Minority Supplier Development Council</b>	<ul style="list-style-type: none"> <li>• Serve on Executive Board of Directors</li> <li>• Serve on Various Committees</li> <li>• Attend sponsored events that promote supplier diversity</li> <li>• Attend Matchmaker workshops and events</li> <li>• Attend Awards Gala</li> </ul>
<b>United States Pacific Asian American Chamber of Commerce Advocacy</b>	<ul style="list-style-type: none"> <li>• Corporate member</li> <li>• Attend quarterly business meetings</li> </ul>
<b>Maryland Washington Minority Companies Association</b>	<ul style="list-style-type: none"> <li>• Attend Procurement Fair and Conference</li> <li>• Work with organization to explore sourcing opportunities</li> <li>• Attend Annual Awards event</li> <li>• Attend Procurement Fairs</li> </ul>
<b>Women’s Business Enterprise Council DMV</b>	<ul style="list-style-type: none"> <li>• Serve on Certification Committee</li> <li>• Sponsor matchmaker events</li> <li>• Attend Networking Fairs</li> <li>• Attend Annual Awards Event</li> </ul>
<b>Maryland Utility Supplier Diversity Forum</b>	<ul style="list-style-type: none"> <li>• Attend Meetings</li> <li>• Memorandum of Understanding revision committee</li> </ul>
<b>District of Columbia Public Service Commission Advisory Council</b>	<ul style="list-style-type: none"> <li>• Serve as Corporate Member</li> <li>• Serve on Committee and Working Groups</li> </ul>

***CONTINUE TO EDUCATE DIVERSE SUPPLIERS ABOUT PROGRAMS, PROCESSES AND EXPECTATIONS OF DOING BUSINESS WITH WASHINGTON GAS***

On a continuous basis, Washington Gas educates prospective suppliers on the Company’s Supplier Diversity Program and the Washington Gas procurement process. Washington Gas hosts events that will provide opportunities to engage potential vendors in conversations about future projects and the eligibility criteria for working with the Company.

During each of these events, the Company provided participants with information about how to conduct business with Washington Gas and diverse suppliers met with Supplier Diversity representatives to discuss future contracting opportunities.

## **PRIME CONTRACTOR UTILIZATION OF DIVERSE SUBCONTRACTORS**

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Washington Gas renewed its commitment with CVM Solutions to manage a second tier reporting system that generates second tier metrics in the Company's reports. Contractors with construction contracts greater than \$1,000,000 and non-construction contracts greater than \$550,000 are required to report subcontracting opportunities awarded to diverse suppliers on a monthly basis. This information is stored in a database to assist in second tier reporting.

Washington Gas audits second tier dollars reported to confirm the accuracy of the amounts reported by prime contractors. Washington Gas will continue to audit direct Tier 2 spend entered in our reporting system.

## **DIVERSE COMPLAINTS**

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*The following statement regarding complaints received during Calendar Year 2020 is submitted in compliance with the Memorandum of Understanding.*

In Calendar Year 2020, Washington Gas did not receive any complaints from diverse suppliers.

### **Complaint Review Process**

All complaints will be submitted to the Manager of Corporate Contributions and Supplier Diversity. The Manager will review all the facts surrounding the complaint and determine the appropriate course of action. The facts and the proposed course of action will be reviewed and sanctioned by the Chief Corporate Social Responsibility Officer.

## **DIVERSE RECRUITMENT EFFORTS FOR UNDERUTILIZED PROCUREMENT CATEGORIES**

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*The following lists the Company's efforts to recruit diverse suppliers for products and services in Calendar Year 2020.*

Washington Gas continues to make strides in its efforts to increase diverse spend. The Supplier Diversity team engages monthly with Business Units in order to identify prime and second tier sourcing opportunities and to advocate the inclusion of certified diverse vendors with expertise in the natural gas industry.

## **NATURAL GAS PURCHASES**

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Washington Gas acquires gas supplies for its sales customers who have not chosen to purchase gas supplies from retail energy suppliers. Of Washington Gas' approximately 1.173 million customers who are eligible to choose, as of March 1, 2020, there were approximately 178,024 customers who have chosen not to purchase their natural gas commodity from the Company.

The Company provides opportunities for diverse suppliers to participate in gas procurement activities by identifying diverse suppliers in the wholesale natural gas market and soliciting their interest in providing firm procurement transactions. The Company engages several minority companies to facilitate firm supply commitments to the utility and uses channels such as an internal risk pool and Tripartite agreements in an effort to enhance the affiliation with diverse businesses in assessing creditworthiness standards.

The Company has North American Energy Standards Board (“NAESB”) contracts with ten minority suppliers, two of which are women-owned, and one disabled-veteran American. Of the ten companies that have executed agreements in place with the utility, six are actively trading firm commodity commitments for monthly and daily supply requirements.

Washington Gas strives to provide diverse firms with an opportunity to compete fairly and expand their trades. The Company seeks to align current wholesale natural gas markets with minority business enterprises in promoting strategic relationships that align with Washington Gas’ overall commitment to excellence and quality.

ATTACHMENT A-1 Diverse Suppliers-Gas Purchases							
UTILITY NAME: Washington Gas							
FOR THE REPORTING YEAR: Calendar Year 2020							
(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)
LINE #	DESCRIPTION	DIRECT (\$)	SUB CONTRACT (\$)	DIVERSE SUPPLIER PROCUREMENT (\$)	PERCENTAGE (%) OF DIVERSE SUPPLIER PROCUREMENT	TOTAL UTILITY PROCUREMENT (\$ (1))	PERCENTAGE (%) OF DIVERSE SUPPLIER (\$ TO TOTAL UTILITY PROCUREMENT
1	SYSTEM WIDE			COLS. (C) + (D)	\$ / TOTAL COL. (E)		Col. (E) / Col. G
2							
3	MINORITY BUSINESS ENTERPRISE						
4							
5	AFRICAN-AMERICAN	\$14,797,481	\$0	\$0	0.00%		0.00%
6	AMERICAN INDIAN/NATIVE AMERICAN	\$0	\$0	\$0	0.00%		0.00%
7	ASIAN	\$0	\$0	\$0	0.00%		0.00%
8	HISPANIC	\$0	\$0	\$14,797,481	70.06%		11.37%
9	TOTAL MINORITY BUSINESS ENTERPRISE	\$14,797,481	\$0	\$14,797,481	70.06%		11.37%
10							
11	WOMEN BUSINESS ENTERPRISE	\$1,941,139	\$0	\$1,941,139	9.19%		1.49%
12							
13	SERVICE DISABLED VETERAN BE	\$4,384,034	\$0	\$4,384,034	20.76%		0.92%
14							
15	NOT FOR PROFIT WORKSHOPS	\$0	\$0	\$0	0.00%		0.00%
16							
17	GRAND TOTAL	\$21,122,655	\$0	\$21,122,655	100.00%	\$130,143,468	16.23%
18							
(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)
LINE #	DESCRIPTION	DIRECT (\$)	SUB CONTRACT (\$)	CBE SUPPLIER PROCUREMENT (\$)	PERCENTAGE (%) OF CBE SUPPLIER PROCUREMENT	TOTAL UTILITY PROCUREMENT (\$)	PERCENTAGE (%) OF CBE SUPPLIER (\$ TO TOTAL UTILITY PROCUREMENT
19	SYSTEM WIDE			COLS. (C) + (D)	\$ / TOTAL COL. (E)		Col. (E) / Col. G
20	DC based Certified Business Enterprises (CBE) (Definition: DBE,DZE,ROB,SRB,LBE,LRB)	\$0	\$0	\$0	0.00%		0.00%
21							
22	TOTAL DC BASED CBE	\$0	\$0	\$0	0.00%	\$130,143,468	0.00%
23							
(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)
LINE #	DESCRIPTION	DIRECT (\$)	SUB CONTRACT (\$)	CBE SUPPLIER PROCUREMENT (\$)	PERCENTAGE (%) OF CBE SUPPLIER PROCUREMENT	TOTAL DC UTILITY PROCUREMENT (\$ - (2))	PERCENTAGE (%) OF CBE SUPPLIER (\$ TO TOTAL DC UTILITY PROCUREMENT
24	DISTRICT OF COLUMBIA			COLS. (C) + (D)	\$ / TOTAL COL. (E)		Col. (E) / Col. G
25	DC based Certified Business Enterprises (CBE) (Definition: DBE,DZE,ROB,SRB,LBE,LRB) - (3)						
26	DBE- Disadvantaged Business Enterprise	\$0.00	\$0.00	\$0	0.00%		0.00%
27	DZE-Local Business Enterprise w/ Principal Office Located In An Enterprise Zone	\$0.00	\$0.00	\$0	0.00%		0.00%
28	ROB-Resident-Owned Business	\$0.00	\$0.00	\$0	0.00%		0.00%
29	SBE- Small Business Enterprise	\$0.00	\$0.00	\$0	0.00%		0.00%
30	LBE-Local Business Enterprise	\$0.00	\$0.00	\$0	0.00%		0.00%
31	LRB - Longtime Resident Business	\$0.00	\$0.00	\$0	0.00%		0.00%
32							
33	TOTAL DC BASED CBE	\$0	\$0	\$0	0.00%	\$0	0.00%
	Footnotes:						
	(1) Total Utility Procurement = Total Procurement spend - Schedule 1						
	(2) Total DC Utility Procurement = Total Procurement spend - spend on schedule 1 * % meters/customers in the District of Columbia. (13.7% 12/31/2018)						
	(3) Calculations in lines 25-30 only report spend once for any vendor who qualifies in multiple categories. Vendor should be listed in the category assigned the most preference points.						

ATTACHMENT A-1 Diverse Suppliers-Non Gas Purchases							
UTILITY NAME: Washington Gas							
FOR THE REPORTING YEAR: Calendar Year 2020							
(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)
LINE #	DESCRIPTION	DIRECT (\$)	SUB CONTRACT (\$)	DIVERSE SUPPLIER PROCUREMENT (\$)	PERCENTAGE (%) OF DIVERSE SUPPLIER PROCUREMENT	TOTAL UTILITY PROCUREMENT (\$) (1)	PERCENTAGE (%) OF DIVERSE SUPPLIER (\$) TO TOTAL UTILITY PROCUREMENT
1	SYSTEM WIDE			COLS. (C) + (D)	\$ / TOTAL COL. (E)		Col. (E) / Col. G
2							
3	MINORITY BUSINESS ENTERPRISE						
4							
5	AFRICAN-AMERICAN	\$25,765,811	\$16,337,837	\$42,103,648	31.95%		8.32%
6	AMERICAN INDIAN/NATIVE AMERICAN	\$1,939,619	\$702,161	\$2,641,779	2.00%		0.52%
7	ASIAN	\$10,937,699	\$1,090,851	\$12,028,550	9.13%		2.38%
8	HISPANIC	\$1,636,166	\$38,613,770	\$40,249,937	30.54%		7.96%
9	TOTAL MINORITY BUSINESS ENTERPRISE	\$40,279,295	\$56,744,619	\$97,023,914	73.62%		19.18%
10							
11	WOMEN BUSINESS ENTERPRISE	\$17,226,052	\$13,669,251	\$30,895,303	23.44%		6.11%
12							
13	SERVICE DISABLED VETERAN BE	\$342,982	\$3,535,897	\$3,878,879	2.94%		0.92%
14							
15	NOT FOR PROFIT WORKSHOPS	\$0	\$0	\$0	0.00%		0.00%
16							
17	GRAND TOTAL	\$57,848,329	\$73,949,768	\$131,798,096	100.00%		26.1%
18					26.0536%	\$ 505,872,877	
(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)
LINE #	DESCRIPTION	DIRECT (\$)	SUB CONTRACT (\$)	CBE SUPPLIER PROCUREMENT (\$)	PERCENTAGE (%) OF CBE SUPPLIER PROCUREMENT	TOTAL UTILITY PROCUREMENT (\$)	PERCENTAGE (%) OF CBE SUPPLIER (\$) TO TOTAL UTILITY PROCUREMENT
19	SYSTEM WIDE			COLS. (C) + (D)	\$ / TOTAL COL. (E)		Col. (E) / Col. G
20	DC based Certified Business Enterprises (CBE) (Definition: DBE,DZE,ROB,SRB,LBE,LRB)	\$ 17,957,165	\$ 6,179,994	\$24,137,158	100.00%		4.77%
21							
22	TOTAL DC BASED CBE	\$ 17,957,165	\$ 6,179,994	\$24,137,158	100.00%	\$ 505,872,877	4.77%
23							
(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)
LINE #	DESCRIPTION	DIRECT (\$)	SUB CONTRACT (\$)	CBE SUPPLIER PROCUREMENT (\$)	PERCENTAGE (%) OF CBE SUPPLIER PROCUREMENT	TOTAL DC UTILITY PROCUREMENT (\$) - (2)	PERCENTAGE (%) OF CBE SUPPLIER (\$) TO TOTAL DC UTILITY PROCUREMENT
24	DISTRICT OF COLUMBIA			COLS. (C) + (D)	\$ / TOTAL COL. (E)		Col. (E) / Col. G
25	DC based Certified Business Enterprises (CBE) (Definition: DBE,DZE,ROB,SRB,LBE,LRB) - (3)						
26	DBE- Disadvantaged Business Enterprise			\$0	0.00%		0.00%
27	DZE-Local Business Enterprise w/ Principal Office Located In An Enterprise Zone			\$0	0.00%		0.00%
28	ROB-Resident-Owned Business	\$3,956,095	\$0	\$3,956,095	16.39%		5.71%
29	SBE- Small Business Enterprise	\$0.00	\$0	\$0	0.00%		0.00%
30	LBE-Local Business Enterprise	\$1,110,456	\$6,179,994	\$7,290,449	30.20%		10.52%
31	LRB - Longtime Resident Business	\$12,890,615	\$0	\$12,890,615	53.41%		18.60%
32							
33	TOTAL DC BASED CBE	\$17,957,165	\$6,179,994	\$24,137,158	100.00%	\$ 69,304,584	34.83%
Footnotes:							
(1) Total Utility Procurement = Total Procurement spend - Schedule 1							
(2) Total DC Utility Procurement = Total Procurement spend - spend on schedule 1 * % meters/customers in the District of Columbia. 12/31/2018 DC Meter = 13.7%.							
(3) Calculations in lines 25-30 only report spend once for any vendor who qualifies in multiple categories. Vendor should be listed in the category assigned the most preference points.							

ATTACHMENT A-2 by Naics Codes-Gas Purchases										
		UTILITY NAME:	Washington Gas							
		FOR THE REPORTING YEAR:	Calendar Year 2020							
		RESULTS BY PRODUCT DESCRIPTIONS / NAICS CODES								
(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)	(J)	(K)
LINE #	NAICS #	PRODUCT/SERVICE DESCRIPTIONS BY NAICS CODE <sup>1,2</sup>	MINORITY BUSINESS ENTERPRISE	WOMEN BUSINESS ENTERPRISE	SERVICE DISABLED VETERAN BUSINESS ENTERPRISE	NOT FOR PROFIT WORKSHOPS	TOTAL DIVERSE SUPPLIER (\$) BY NAICS CODE	PERCENTAGE (%) TO TOTAL DIVERSE SUPPLIER (\$) BY NAICS	TOTAL UTILITY PROCUREMENT	PERCENTAGE OF DIVERSE SUPPLIER (\$) TO TOTAL UTILITY PROCUREMENT
			\$	\$	\$	\$	COLS. (D), (E), (F), and (G)	\$ / TOTAL COL. (H)	\$	COL. (H) \$ / TOTAL COL. (J)
1	221	Natural Gas	\$14,797,481	\$1,941,139	\$4,384,034	\$0	\$21,122,655	100.00%	\$317,560,443	6.65%
2										
3		Totals	\$14,797,481	\$1,941,139	\$4,384,034	\$0	\$21,122,655	100.00%	\$130,143,468	16.23%
4										
5		RESULTS BY PRODUCT DESCRIPTIONS / NAICS CODES								
(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)	(J)	(K)
LINE#	NAICS #	PRODUCT/SERVICE DESCRIPTIONS BY NAICS CODE <sup>1,2</sup>	DC Certified Business Enterprises (CBE)				TOTAL CBE SUPPLIER (\$) BY NAICS CODE	PERCENTAGE (%) TO TOTAL CBE SUPPLIER (\$) BY NAICS	TOTAL UTILITY PROCUREMENT	PERCENTAGE OF CBE SUPPLIER (\$) TO TOTAL UTILITY PROCUREMENT
6							COL. (D)	\$ / TOTAL COL. (H)	\$	COL. (H) \$ / TOTAL COL. (J)
7			\$				\$	%	\$	%
8	221	Natural Gas	\$0				\$0	0.00%	\$0	0.00%
9		Totals	\$0				\$0	0.00%	\$0	0.00%
	Footnotes:									
		NAICS Codes listed are subject to change								

ATTACHMENT A-2 by Naics codes-Non Gas Purchases										
		UTILITY NAME:	Washington Gas							
		FOR THE REPORTING YEAR:	Calendar Year 2020							
		RESULTS BY PRODUCT DESCRIPTIONS / NAICS CODES								
(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)	(J)	(K)
LINE #	NAICS #	PRODUCT/SERVICE DESCRIPTIONS BY NAICS CODE <sup>1,2</sup>	MINORITY BUSINESS ENTERPRISE	WOMEN BUSINESS ENTERPRISE	SERVICE DISABLED VETERAN BUSINESS ENTERPRISE	NOT FOR PROFIT WORKSHOPS	TOTAL DIVERSE SUPPLIER (\$) BY NAICS CODE	PERCENTAGE (%) TO TOTAL DIVERSE SUPPLIER (\$) BY NAICS	TOTAL UTILITY PROCUREMENT	PERCENTAGE OF DIVERSE SUPPLIER (\$) TO TOTAL UTILITY PROCUREMENT
			\$	\$	\$	\$	COLS. (D), (E), (F), and (G)	\$ / TOTAL COL. (H)	\$	COL. (H) \$ / TOTAL COL. (J)
1	236	Construction of Buildings	\$0	\$0	\$0	\$0	\$0	0.00%	\$0	0.00%
2	237	Heavy and Civil Engineering Construction	\$7,803,772	\$0	\$0	\$0	\$7,803,772	5.92%	\$29,952,758	1.54%
3	238	Specialty Trade Contractors	\$61,873,808	\$20,254,997	\$1,625,214	\$0	\$83,754,019	63.55%	\$321,468,124	16.56%
4	323	Printing and Related Support Activities	\$0	\$0	\$0	\$0	\$0	0.00%	\$0	0.00%
5	423	Merchant Wholesalers,Dudurable Goods	\$234,220	\$1,224,710	\$2,873	\$0	\$1,461,802	1.11%	\$5,610,750	0.29%
6	424	Merchant Wholesalers, Nondurable Goods	\$664,242	\$667,052	\$0	\$0	\$1,331,294	1.01%	\$5,109,827	0.26%
7	441	Motor Vehicle and Parts Dealers	\$1,463,678	\$127,279	\$0	\$0	\$1,590,957	1.21%	\$6,106,478	0.31%
8	444	Building Material and Garden Equipment and Supplies Dealers	\$0	\$12,126	\$0	\$0	\$12,126	0.01%	\$46,543	0.00%
9	454	Nonstore Retailers	\$998,118	\$17,433	\$0	\$0				
10	493	Warehousing and Storage	\$0	\$0	\$0	\$0	\$0	0.00%	\$0	0.00%
11	532	Rental and Leasing Services	\$132,048	\$1,821,400	\$1,900	\$0	\$1,955,348	1.48%	\$7,505,096	0.39%
12	541	Professional, Scientific, and Technical Services	\$5,962,363	\$4,741,557	\$342,982	\$0	\$11,046,902	8.38%	\$42,400,675	2.18%
13	561	Administrative and Support Services	\$13,935,210	\$1,179,385	\$0	\$0	\$15,114,595	11.47%	\$58,013,461	2.99%
14	562	Waste Management and Remediation Services	\$0	\$6	\$0	\$0	\$6	0.00%	\$25	0.00%
15	722	Food Services and Drinking Place	\$1,379	\$0	\$0	\$0	\$1,379	0.00%	\$5,292	0.00%
16	811	Repair and Maintenance	\$3,955,075	\$849,358	\$1,905,910	\$0	\$6,710,344	5.09%	\$25,755,918	1.33%
17		Totals	\$97,023,914	\$30,895,303	\$3,878,879	\$0	\$131,798,096	100.00%	\$505,872,877	26.1%
18		RESULTS BY PRODUCT DESCRIPTIONS / NAICS CODES								
19										
(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)	(J)	(K)
LINE#	NAICS #	PRODUCT/SERVICE DESCRIPTIONS BY NAICS CODE <sup>1,2</sup>	DC Certified Business Enperprises (CBE)	direct	2nd tier		TOTAL CBE SUPPLIER (\$) BY NAICS CODE	PERCENTAGE (%) TO TOTAL CBE SUPPLIER (\$) BY NAICS	TOTAL UTILITY PROCUREMENT	PERCENTAGE OF CBE SUPPLIER (\$) TO TOTAL UTILITY PROCUREMENT
20							COL. (D)	\$ / TOTAL COL. (H)		COL. (H) \$ / TOTAL COL. (J)
21			\$				\$	%	\$	%
22	236	Construction of Buildings	\$0				\$0	0.00%	\$0	0.00%
23	237	Heavy and Civil Engineering Construction	\$0				\$0	0.00%	\$0	0.00%
24	238	Specialty Trade Contractors	\$19,403,658				\$19,403,658	80.27%	\$406,087,199	3.836%
25	323	Printing and Related Support Activities	\$0				\$0	0.00%	\$0	0.00%
26	423	Merchant Wholesalers,Dudurable Goods	\$0				\$0	0.00%	\$0	0.00%
27	424	Merchant Wholesalers, Nondurable Goods	\$0				\$0	0.00%	\$0	0.00%
28	441	Motor Vehicle and Parts Dealers	\$0				\$0	0.00%	\$0	0.00%
29	444	Building Material and Garden Equipment and Supplies Dealers	\$0				\$0	0.00%	\$0	0.00%
30	454	Nonstore Retailers								
31	493	Warehousing and Storage	\$0				\$0	0.00%	\$0	0.00%
32	532	Rental and Leasing Services	\$0				\$0	0.00%	\$0	0.00%
33	541	Professional, Scientific, and Technical Services	\$774,336				\$774,336	3.20%	\$16,205,598	0.15%
34	561	Administrative and Support Services	\$39,921				\$39,921	0.17%	\$835,491	0.01%
35	562	Waste Management and Remediation Services	\$0				\$0	0.00%	\$0	0.00%
36	722	Food Services and Drinking Place	\$0				\$0	0.00%	\$0	0.00%
37	811	Repair and Maintenance	\$3,953,702				\$3,953,702	16.36%	\$82,744,589	0.78%
38		Totals	\$24,171,617				\$24,171,617	100.00%	\$505,872,877	4.78%
39	Footnotes:									
40		NAICS Codes listed are subject to change								



ATTACHMENT A-3 Diverse Supplier Goal to Results-Gas Purchases				
	UTILITY NAME:	Washington Gas		
	FOR THE REPORTING YEAR:	Calendar Year 2020		
(A)	(B)	(C)	(D)	(F)
LINE #	DESCRIPTION	ACTUAL CURRENT YEAR RESULTS (\$)	CURRENT YEAR GOAL (\$)	ACTUAL VS GOAL (%)
				Column (C/D)
1	MINORITY BUSINESS ENTERPRISE	\$14,797,481	\$28,244,489	52%
2				
3	WOMEN OWNED BUSINESS ENTERPRISE	\$1,941,139	\$16,946,693	11%
4				
5	SERVICE DISABLED VETERAN BUSINESS ENTERPRISE	\$4,384,034	\$4,236,673	0%
6				
7	NOT FOR PROFIT WORKSHOPS	\$0	\$0	0%
8				
9				
10				
11	TOTAL	\$21,122,655	\$49,427,855	43%
12				
13	DC Based Certified Business Enterprises (CBE)	\$0	\$4,681,350	0%
14				
15	TOTAL	\$0	\$4,681,350	0%

ATTACHMENT A-3 Diverse Supplier Goal to Results-Non Gas Purchases				
	UTILITY NAME: Washington Gas			
	FOR THE REPORTING YEAR: Calendar Year 2020			
(A)	(B)	(C)	(D)	(F)
LINE #	DESCRIPTION	ACTUAL CURRENT YEAR RESULTS (\$)	CURRENT YEAR GOAL (\$)	ACTUAL VS GOAL (%)
				Column (C/D)
1	MINORITY BUSINESS ENTERPRISE	\$97,023,914.15	\$85,651,264.64	113%
2				
3	WOMEN OWNED BUSINESS ENTERPRISE	\$30,895,303.38	\$42,825,635.52	72%
4				
5	SERVICE DISABLED VETERAN BUSINESS ENTERPRISE	\$3,878,878.76	\$16,059,612.12	24%
6				
7	NOT FOR PROFIT WORKSHOPS	\$0.00	\$0	0%
8				
9				
10				
11	TOTAL	\$131,798,096	\$144,536,512	91%
12				
13	DC Based Certified Business Enterprises (CBE)	\$24,137,158	\$45,502,234.00	53%
14				
15	TOTAL	\$24,137,158	\$45,502,234	53%

ATTACHMENT B 1 Vendor Report-Gas Purchases				
	UTILITY NAME:	Washington Gas	<b>CONFIDENTIAL VERSION</b>	
	FOR THE REPORTING YEAR:	Calendar Year 2020	(NOT FOR PUBLIC DISCLOSURE)	
(A)	(B)	(C)	(D)	(E)
LINE #	VENDOR NAME	AMOUNT (\$)	NAICS CODE	DC Based CBE: YES (Y) or NO (N)
1				
2				
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15	Footnotes:			
	To the extent that disclosure of the contract amount dollars applies to only one vendor,			
	the Utility may confidentially report data for columns (B) through (E).			

ATTACHMENT B 1 Vendor Report-Non Gas Purchases				
	UTILITY NAME:	Washington Gas	<b>CONFIDENTIAL VERSION</b>	
	FOR THE REPORTING YEAR:	Calendar Year 2020	(NOT FOR PUBLIC DISCLOSURE)	
(A)	(B)	(C)	(D)	(E)
LINE <small>u</small>	VENDOR NAME	AMOUNT (\$)	NAICS CODE	DC Based CBE: YES (Y) or NO (N)
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73	Footnotes:			
74	To the extent that disclosure of the contract amount dollars applies to only one vendor,			
75	the Utility may confidentially report data for columns (B) through (E).			

ATTACHMENT D Local, Small and Disadvantaged Professional Services-DC Based-Non Gas Purchases					
	UTILITY NAME:	Washington Gas		<b>CONFIDENTIAL VERSION</b>	
	FOR THE REPORTING YEAR:	Calendar Year 2020		(NOT FOR PUBLIC DISCLOSURE)	
(A)	(B)	(C)	(D)	(E)	(F)
LINE #	VENDOR NAME - DC BASED	PRODUCT/SERVICES	TOTAL (\$) CBE DC BASED SPEND PROF SVCS	TOTAL (\$) NON CBE DC BASED SPEND PROF SVCS	PERCENTAGE OF CBE (%) TO NON CBE DC BASED PROF SVCS
1					Column (D/E)
2			\$	\$	%
3					
4					
5					
6					
7					
8					
9					
10	TOTAL				
11					
12	Footnotes:				
	To the extent that disclosure of the contract amount dollars applies to only one vendor,				
	the Utility may confidentially report data for columns (B) through (F).				