



PUBLIC VERSION

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March 29, 2013

**Via Electronic Mail and Overnight Delivery**

David J. Collins  
Executive Secretary  
Public Service Commission of Maryland  
6 St. Paul Street, 16<sup>th</sup> Floor  
Baltimore, MD 21202

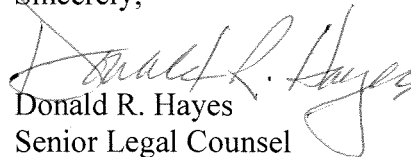
**Re: Washington Gas's Diverse Supplier Program Annual Report for  
Calendar Year 2012**

Dear Mr. Collins:

In accordance with Section 6 of the Memorandum of Understanding dated February 6, 2009, between Washington Gas Light Company and the Maryland Public Service Commission, enclosed for filing are (i) an original and nine (9) copies of the Public Version, and (ii) an original and nine (9) copies of the Confidential Version of Washington Gas's Diverse Supplier Program Annual Report for Calendar Year 2012. The Confidential Version of the Annual Report includes Attachments B and D, while the Public Version excludes details from Attachments B and D. The Public Version of the Annual Report is being filed electronically with the Commission.

Please contact me if you have any questions regarding the reports.

Sincerely,

  
Donald R. Hayes  
Senior Legal Counsel

Enclosures

cc: Obi Linton, Director, Office of External Relations (Confidential Version)  
Phil Vanderheyden, Director, Economics and Policy Analysis (Confidential Version)  
Janice Flynn, Staff Attorney (Confidential Version)



**Washington  
Gas**

# Maryland Public Service Commission

# 2012



Supplier  
Diversity  
Annual  
Report for  
the  
Maryland  
Public  
Service  
Commission

**PUBLIC VERSION**

(Excludes Details in Attachments B and D)

March 29, 2013

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# INTRODUCTION

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Washington Gas Light Company (“Washington Gas” or “Company”) submits its Annual Report for Calendar Year 2012 in accordance with Section 6 of the Memorandum of Understanding (MOU). The MOU documents the commitment of Washington Gas and the Maryland 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 2012 in the following areas:

- Program Activities
- 2012 Annual Plan Results
- Utilization of Diverse Subcontractors
- Recruitment Efforts

## PROGRAM ACTIVITIES

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*Washington Gas participated in the following internal and external activities in 2012:*

### Internal Activities

- One of Washington Gas’s corporate policies – now reflected in the Company’s Corporate Scorecard - 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 in such market. The Company’s procurement and contracting policies are readily available on Washington Gas’ Corporate Intranet website to all employees who have purchasing responsibilities.
- The Company requires that reasonable efforts are made 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 Procurement Department continues its reporting on the Supplier Diversity Program. These reports consist of the percentage of dollars spent with diverse firms compared to total dollars spent by Washington Gas. The reports are forwarded to Washington Gas senior management on a monthly basis.
- Washington Gas Supplier Diversity staff held meetings with the executives and their direct reports to discuss supplier diversity, anticipated opportunities for diversity and inclusion, the Corporate Scorecard goal, and 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.
- Washington Gas is committed to developing its supplier base and promotes each market 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

- Washington Gas is a corporate member of the Maryland/District of Columbia Minority Supplier Development Council and an executive member of its Board of Directors. In addition, the Company chairs the Nominations Committee and serves on the Procurement and Membership Committees. In 2012, Washington Gas supported various activities through its Corporate Member Sponsorship. The Company also provided additional support to the Council as a Diamond level Annual Sponsor for all major events hosted by the Council throughout the year. As a result, Company representatives attended and sponsored the MD/DC MSDC's 30<sup>th</sup> Annual Business Procurement Conference and Golf Outing held on June 27-28, 2012 at Omni Shoreham in Washington, D.C. Procurement representatives participated in the Matchmaking event and discussed potential business opportunities with minority suppliers. Washington Gas sponsored and Procurement staff attended the MD/DC MSDC's 31<sup>st</sup> Annual Leadership Awards Gala on October 12, 2012, at the Waterfront Marriott located in Baltimore, Maryland. During this event, a member of Washington Gas' supplier diversity team was honored and awarded with the Chairman's Award by the Maryland/District of Columbia Council. The award recognizes individuals that have made significant contributions to the success of the board/council. Additionally, Washington Gas sponsored and attended the Annual Business Meeting held on December 14, 2012 at the Hotel in Hanover, MD. During the meeting, the Company attended various seminars and met with MBE's and other corporate members to discuss supplier diversity best practices.
- Washington Gas attended the Greater Washington Hispanic Chamber of Commerce Annual Business Expo on March 15, 2012 at the Washington Convention Center. Procurement representatives hosted a vendor booth and participated in the Business Matchmaking event.
- Washington Gas is an active member of the Women Presidents' Educational Organization (WPEO), the local affiliate of the Women's Business Enterprise National Council (WBENC). Company representatives serve on the Certification Committee and perform certification reviews and site visits. Procurement staff participated in the Corporate Member Roundtable meeting in Bethesda, MD on February 23, 2012, during which Washington Gas received a Partnership Award for the advocacy work performed with WPEO. Washington Gas sponsored and hosted a WPEO Strategic Alliances Workshop which featured Ernst & Young and Mitchell & Titus. The event was held on December 5, 2012 at Washington Gas' headquarters in Washington, DC. The Company hosted a booth and matchmaking table at the WPEO Done Deals luncheon on February 15. Washington Gas served as a corporate sponsor at the WPEO Breakfast Breakthrough held at the JW Marriott in Washington, DC on November 14. Staff exhibited at the event, met with WBE's and hosted the table during the breakfast meeting. Company representatives attended the 2012

WBENC National Conference held in Orlando, Florida. During this event, Washington Gas hosted a booth and met with members of WBENC regarding future sourcing opportunities. The Company also participated in the Salute and Summit held at the Hilton Hotel March 21-22 in Baltimore, MD.

- Washington Gas is a corporate member of the Virginia Minority Supplier Development Council (VMSDC) and serves on the Advisory Committee. The Company participated as a sponsor in the VMSDC's Annual Virginia Business Opportunity Fair, held on May 7-8, 2012 in Richmond, Virginia and Procurement representatives discussed potential business opportunities with MBE/PC firms. Washington Gas also attended various Corporate Advisory meetings to discuss strategies associated with increasing utilization of minority businesses.
- Washington Gas is an active member of the Elite Service Disabled Veteran Owned Business Network and a Company representative attended the Elite Service Disabled Veterans conference on July 18-20, 2012 in Las Vegas, Nevada. Washington Gas often uses the resources of the Network to find diverse vendors for services and contracting opportunities.
- Washington Gas is an active member of the National Minority Supplier Development Council (NMSDC). Representatives of the Supplier Diversity staff attended the National Conference in Denver, Colorado from October 27 through November 2, 2012.
- Washington Gas supports the Maryland Washington Minority Contractors Association and partners with that organization to find diverse vendors for services offered at the Company. On May 11, 2012, the Company sponsored and participated in the organization's 8<sup>th</sup> Annual Spring Breakfast. During the breakfast, Washington Gas received "Best Utility Company of the Year" award from the Maryland Washington Minority Contractors' Association. On October 31, 2012, Washington Gas also sponsored the Association's Minority Business Expo, served as an exhibitor and participated in the matchmaking session. In addition, Washington Gas hosted a table and participated in the matchmaking event for the MWMCA's Asian American contractors.
- Washington Gas is a member of the Maryland Supplier Diversity Utility Forum which meets with other utility signers of the MOU to discuss best practices. Staff serves as VP of the Forum and provides guidance to members on reporting diversity spend.
- Washington Gas staff attended the 124<sup>th</sup> Annual Meeting of NARUC held in Baltimore, MD. During the conference, staff participated in the Supplier Diversity sessions held during the event.
- Washington Gas employees are active participants on numerous Chambers' of Commerce throughout the Washington, D.C. metropolitan area. Through these organizations, Washington Gas is able to 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 2012 is submitted in compliance with the Memorandum of Understanding.*

### **2012 DIVERSE PROCUREMENT EXPENDITURES (As % of Category Sourceable Spend)**

	<b>GOAL (CY 2012)</b>	<b>ACTUAL (CY 2012)</b>
Diverse Spend Gas	11%	15%
Diverse Spend Non-Gas	14%	17%

See Attachments for details.

## **CY 2012 ANNUAL PLAN – DISCUSSION OF RESULTS**

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*The following description of progress in implementing the Annual Plan for calendar year 2012 is submitted in compliance with the Memorandum of Understanding. While the Annual Plan discusses broad objectives for 2012, the following goals and accomplishments directly support each of these areas:*

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

Communicating the Company's procurement policy to all employees with responsibility for procurement of goods and services is an on-going process at Washington Gas. Using diverse businesses is a core element of our corporate procurement policy and this information is posted on the Company's Intranet site. Additionally, Procurement representatives meet with each business unit throughout the Washington Gas organization to communicate the procurement policy and 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 Procurement Department staff and representatives of other departments attended networking events throughout the year to identify diverse suppliers for potential opportunities with Washington Gas. These events were located in the Washington, DC metropolitan area and sponsored by government agencies, regional affiliates of the National Minority Supplier Development Council and other advocacy groups of minority businesses.

Washington Gas has its own vendor database and implemented an “On-Line” registration process which can be accessed through the Company’s Supplier Diversity website. The Procurement Department also uses additional on-line databases and contacts to search for diverse firms to fulfill purchasing requests, including those available through the following:

- Maryland Department of Transportation
- Maryland District of Columbia Minority Supplier Development Council
- Small Business Administration – Central Contractor Registration
- Virginia Minority Supplier Development Council
- Women’s Business Enterprise National Council
- Elite Service Disabled Veteran Owned Business Network
- Utility Forum Group
- Small Women and Minority
- CVM Solutions Inc.
- Department of Veterans Affairs

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

The Procurement 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 Corporate Scorecard. Executives are responsible for results of their respective Business Units and these 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 2012, ten new diverse companies were identified and provided goods and services to Washington Gas. Three of the new vendors were certified natural gas energy providers and their total spend was \$9.8 million. The 2012 total value of all of the new diverse vendors was \$10.4 million.

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

Washington Gas continues to be a corporate member of the National Minority Supplier Development Council, the Virginia Minority Supplier Development Council, the Maryland/District of Columbia Minority Supplier Development Council, the Women’s Business Enterprise National Council and the Elite Service Disabled Veteran Owned Business Network. Washington Gas continues to attend and participate in the activities of these very effective networking organizations that advocate for diverse businesses.



***PARTICIPATE IN VARIOUS LOCAL CHAMBER OF COMMERCE***

Representatives from Washington Gas are board and committee members of the following Chambers of Commerce:

<b>ORGANIZATION</b>	<b>TYPE</b>
<b>District of Columbia Chamber of Commerce</b>	<b>Various committees Annual opportunity/procurement fair Women in Business Procurement Fair Board of Directors</b>
<b>Maryland Chamber of Commerce</b>	<b>Board of Directors Corporate membership Various committees</b>
<b>Montgomery County Chamber of Commerce</b>	<b>Corporate membership Various committees</b>
<b>Prince George's Chamber of Commerce</b>	<b>Board of Directors Corporate membership Various committees</b>
<b>Prince William Chamber of Commerce</b>	<b>Board of Directors Corporate membership Various committees</b>
<b>Fairfax Chamber of Commerce</b>	<b>Corporate membership Board of Directors Various committees</b>
<b>Loudon County Chamber of Commerce</b>	<b>Corporate membership Various committees</b>
<b>Arlington Chamber of Commerce</b>	<b>Corporate membership Various committees</b>
<b>Virginia Chamber of Commerce</b>	<b>Board of Directors Corporate membership Various committees</b>
<b>Greater Washington Hispanic Chamber of Commerce</b>	<b>Annual opportunity/procurement fair Corporate membership</b>
<b>Greater Washington Board of Trade</b>	<b>Board of Directors Corporate membership Various committees</b>

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

ORGANIZATION	TYPE
National Minority Supplier Development Council	Attend training conferences Serve on the Utility Committee Attend the Annual Conference & Procurement Fair
Maryland/DC Minority Supplier Development Council	Serve on Board of Directors Chair Nominations Committee Serve on Membership Committee Serve on Procurement Committee Serve on Gala Committee Attend sponsored events that promote supplier diversity Attend Awards Gala Attend Matchmaker workshops and events Host booth at Procurement Fair
Virginia Minority Supplier Development Council	Attend Annual Business Opportunity Fair Serve on Regional Advisory Committee Sponsor Golf Networking Event Host Booth at Procurement Fair Attend workshops and networking events
Maryland Washington Minority Contractors Association	Attend Annual Awards event Attend Procurement Fair and Conference Work with organization to explore sourcing opportunities
Women's Business Enterprise National Council	Attend Annual Awards Event Sponsor matchmaker events Attend Networking Fairs Serve on Certification Committee
Elite Service Disabled Veteran Owned Business Network	Explore outreach opportunities Work with organization to explore sourcing opportunities Attend Networking Fairs
Washington Suburban Sanitation Commission	Attend Procurement Fair
Maryland Utility Supplier Diversity Forum	Attend Meetings Serve as Vice President of Forum

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

On a continuous basis, Washington Gas educates prospective vendors 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 eligibility for vendors. Diverse firms are targeted.

Washington Gas participated in the Business Expo and Matchmaking Event with the Greater Washington Hispanic Chamber of Commerce on March 15, 2012. The Company hosted a vendor table at the WSSC Women's Business Owners Expo held on March 30, 2012. In an effort to reach diverse business, Washington Gas participated in the Maryland Asian American Business Conference on May 22, 2012, and hosted a vendor table at the Pan-Asian Chamber of Commerce Diversity Business Fair and Expo on June 6, 2012. Washington Gas hosted a vendor table at the Baltimore County Council's Meet the Primes vendor fair on September 5, 2012 and participated in the Prince George's Minority Business Development Division Expo as an exhibitor on September 28, 2012.

During each of these events, the Company provided participants with information about doing business with Washington Gas, and the MBE's were afforded the opportunity to meet with Supplier Diversity representatives to discuss future contracting opportunities.

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

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Washington Gas contracted with CVM Solutions to set up a second tier reporting system and included second tier spend in the Company's reports since 2009. 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 quarterly basis. This information is stored in a database to assist in second tier reporting.

Washington Gas has audited all 2012 second tier dollars reported to confirm that all amounts reported were paid to the subcontractors and suppliers. Washington Gas will continue to audit all future spend entered in our second tier reporting system.

## **DIVERSE COMPLAINTS**

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*The following statement regarding complaints received during calendar year 2012 is submitted in compliance with the Memorandum of Understanding.*

In Calendar Year 2012, Washington Gas did not receive any complaints from diverse suppliers.

### **Complaint Review Process**

All complaints will be submitted to the Manager, Supply Chain, Contract Management and

Supplier Diversity (Manager). 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 with the Division Head-Procurement. Upon agreement by the Division Head, Procurement and the Manager, the complainant will be advised of the course of action to be taken by Washington Gas.

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

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*The following description of the efforts Washington Gas made to recruit diverse suppliers of products and services for calendar year 2012 is submitted in compliance with the Memorandum of Understanding.*

Washington Gas has made considerable efforts to increase diverse spend in the legal and accounting areas. Washington Gas' Office of the General Counsel (OGC) continues in its quest to secure more diverse vendors in the legal field and meets with referred diverse vendors who seek opportunities to work with Washington Gas. In addition, OGC continues to maintain its contracts with certified MBE legal firms.

Washington Gas is proud to announce its partnership with Mechanics and Farmers Bank, a MBE banking institution. While our Treasury department has a long history of partnering with MBE banks as agents in our issuance of debt securities, 2012 marks our first engagement with a minority business enterprise as a true lender. This five-year revolving credit agreement with Mechanics and Farmers Bank supports commercial paper issuance to fund short-term liquidity requirements. The Company works with the Finance Department on ways to enhance diverse spend and continues to identify certified diverse vendors with expertise in banking, auditing and other professional services. The finance department is currently reviewing these diverse firms' qualifications for future sourcing events.

The National Minority Supplier Development Council, the Virginia Minority Supplier Development Council, the Maryland/District of Columbia Minority Supplier Development Council, the Women's Business Enterprise National Council, the Maryland Washington Minority Contractors' Association and the Elite Service Disabled Veteran Owned Business Network host opportunity fairs and conferences. Washington Gas is a corporate member of these organizations and in 2012, attended events hosted by each organization. During the conferences, the Company targeted vendors for current and future procurement opportunities as well as sourcing activities with little or no diverse participation. As a result of these networking events, Washington Gas has met with diverse vendors who supply services and products for which Washington Gas has had little or no diverse participation previously.

## **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 retailed energy suppliers. Of Washington Gas' approximately 1.1 million customers who are eligible to choose, as of February 1, 2013, approximately 171,000 have chosen to purchase their natural gas commodity from a competitive retail energy supplier.

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 the Funds Transfer Agency Agreement (FTAA) and Tripartite agreements in an effort to enhance the affiliation with diverse businesses in adopting creditworthiness standards.

The Company has North American Energy Standards Board (NAESB) contracts with eight minority suppliers, one of which is women-owned and one Native American. Of the eight companies that have executed agreements in place with the utility, all are active in transacting 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 - Gas purchases		UTILITY NAME: WASHINGTON GAS		FOR THE REPORTING YEAR: Calendar Year 2012					
(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)		
LINE #	DESCRIPTION	DIRECT (\$)	SUB CONTRACT (\$)	DIVERSE SUPPLIER PROCUREMENT (\$)	PERCENTAGE (%) OF DIVERSE SUPPLIER PROCUREMENT	TOTAL UTILITY PROCUREMENT (\$)	PERCENTAGE (%) OF DIVERSE SUPPLIER (\$ TO TOTAL UTILITY PROCUREMENT	Col. (E) / Col. G	
				COLS. (C) + (D)	\$ / TOTAL COL. (E)				
<b>MINORITY BUSINESS ENTERPRISE</b>									
1	AFRICAN-AMERICAN	\$17,555,261	\$0	\$17,555,261	50.38%				7.80%
2	AMERICAN INDIAN/NATIVE AMERICAN	\$5,844,828	\$0	\$5,844,828	16.77%				2.60%
3	ASIAN		\$0	\$0	0.00%				0.00%
4	HISPANIC	\$7,252,552	\$0	\$7,252,552	20.81%				3.22%
5	TOTAL MINORITY BUSINESS ENTERPRISE	\$30,652,641	\$0	\$30,652,641	87.97%				13.63%
6									
7									
8	WOMEN BUSINESS ENTERPRISE	\$4,190,693	\$0	\$4,190,693	12.03%				1.86%
9									
10	SERVICE DISABLED VETERAN BE	\$0	\$0	\$0	0.00%				0.00%
11									
12	NOT FOR PROFIT WORKSHOPS	\$0	\$0	\$0	0.00%				0.00%
13									
14	GRAND TOTAL	\$34,843,334	\$0	\$34,843,334	100.00%	\$224,924,922			15.49%

ATTACHMENT A-1 - Other than gas purchases

UTILITY NAME: WASHINGTON GAS  
 FOR THE REPORTING YEAR: Calendar Year 2012

(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)
LINE #	DESCRIPTION	DIRECT (\$)	SUB CONTRACT (\$)	DIVERSE SUPPLIER PROCUREMENT (\$)	PERCENTAGE (%) OF DIVERSE SUPPLIER PROCUREMENT	TOTAL UTILITY PROCUREMENT (\$)	PERCENTAGE (%) OF DIVERSE SUPPLIER (\$ TO TOTAL UTILITY PROCUREMENT
				COLS. (C) + (D)	\$ / TOTAL COL. (E)	Col. (E) / Col. G	
<b>MINORITY BUSINESS ENTERPRISE</b>							
1	AFRICAN-AMERICAN	\$12,348,767	\$7,320,958	\$19,669,725	44.10%		7.54%
2	AMERICAN INDIAN/NATIVE AMERICAN	\$0		\$0	0.00%		0.00%
3	ASIAN	\$21,873	\$586,405	\$608,278	1.36%		0.23%
4	HISPANIC	\$6,325,906	\$1,928,036	\$8,253,942	18.50%		3.17%
5	TOTAL MINORITY BUSINESS ENTERPRISE	\$18,696,546	\$9,835,399	\$28,531,945	63.96%		10.94%
6							
7							
8	WOMEN BUSINESS ENTERPRISE	\$7,377,964	\$1,984,855	\$9,362,819	21.00%		3.59%
9							
10	SERVICE DISABLED VETERAN BE	\$438,734	\$6,253,142	\$6,691,876	15.00%		2.57%
11							
12	NOT FOR PROFIT WORKSHOPS	\$18,777	\$0	\$18,777	0.04%		0.01%
13							
14	GRAND TOTAL	\$26,532,020	\$18,073,396	\$44,605,416	100.00%	\$260,748,325	17.11%







ATTACHMENT A-3 - Gas purchases		UTILITY NAME: WASHINGTON GAS	
		FOR THE REPORTING YEAR: Calendar Year 2012	
(A)	(B)	(C)	(D)
LINE #	DESCRIPTION	CURRENT YEAR RESULTS (%)	CURRENT YEAR GOALS (%)
1	MINORITY BUSINESS ENTERPRISE	13.63%	6.00%
2			
3	WOMEN OWNED BUSINESS ENTERPRISE	1.86%	4.00%
4			
5	SERVICE DISABLED VETERAN BUSINESS ENTERPRISE	0.00%	1.00%
6			
7	NOT FOR PROFIT WORKSHOPS	0.00%	0.00%
8			
9	TOTAL	15.49%	11.00%

ATTACHMENT A-3 - Other than gas purchases		UTILITY NAME: WASHINGTON GAS	
		FOR THE REPORTING YEAR: Calendar Year 2012	
(A)	(B)	(C)	(D)
LINE #	DESCRIPTION	CURRENT YEAR RESULTS (%)	CURRENT YEAR GOALS (%)
1	MINORITY BUSINESS ENTERPRISE	10.94%	9.50%
2			
3	WOMEN OWNED BUSINESS ENTERPRISE	3.59%	3.50%
4			
5	SERVICE DISABLED VETERAN BUSINESS ENTERPRISE	2.57%	1.00%
6			
7	NOT FOR PROFIT WORKSHOPS	0.01%	0.00%
8			
9	TOTAL	17.11%	14.00%

ATTACHMENT B - Gas and other than gas purchases		PUBLIC VERSION	
UTILITY NAME: WASHINGTON GAS		(EXCLUDES DETAILS IN ATTACHMENT)	
FOR THE REPORTING YEAR: Calendar Year 2012		(E)	(F)
(A)	(B)	(C)	(D)
LINE #	EXPENSE CATEGORY	EXPENSE AMOUNT (\$)	PERCENTAGE TO TOTAL PROGRAM EXPENSES
			TOTAL UTILITY SPEND ON GENERAL AND ADMINISTRATIVE EXPENSES
			PERCENTAGE (\$) OF PROGRAM EXPENSES TO TOTAL UTILITY G&A EXPENSES
		Col. (C) \$ / Total Col. (C)	Col. (C) \$ / Total Col. (E)
1	Employee Salary Expenses		
2	Other Employee Expenses		
3	Program Expenses		
4	Reporting Expenses		
5	Training		
6	Consultants		
7	Other Program Expenses (List)		
8	TOTAL EXPENSES		

ATTACHMENT C - Gas and other than gas purchases					
UTILITY NAME: WASHINGTON GAS					
FOR THE REPORTING YEAR: Calendar Year 2012					
(A)	(B)	(C)	(D)	(E)	(F)
LINE #	NAME OF COMPANY	FILING DATE OF COMPLAINT	NATURE OF COMPLAINT	RESOLVED YES OR NO	IF NO, PLEASE PROVIDE CURRENT STATUS
1	NONE TO REPORT				
2					
3					
4					
5					
6					
7					
8					
9					
10					
11					
12					
13					
14					
15					

ATTACHMENT D 1 Gas purchases		PUBLIC VERSION (EXCLUDES DETAILS IN ATTACHMENT)		
UTILITY NAME: WASHINGTON GAS				
FOR THE REPORTING YEAR: Calendar Year 2012				
(A)	(B)	(C)	(D)	(E)
LINE #	VENDOR NAME	AMOUNT (\$)	NAICS CODE	SELF-CERTIFIED: YES (Y) or NO (N)
1			221	N
2			221	N
3			221	N
4			221	N
5			221	N
6			221	N
7			221	N
8			221	N
9			221	N
10			221	N
11			221	N
12	Total		221	N
13				
14	Footnotes:			
15	1 To the extent that disclosure of the contract amount dollars applies to only one vendor,			
16	the Utility may confidentially report data for columns (B) through (E).			

**PUBLIC VERSION**

**ATTACHMENT D 1 Other than gas purchases**

(EXCLUDES DETAILS IN ATTACHMENT)

UTILITY NAME: WASHINGTON GAS

FOR THE REPORTING YEAR: **Calendar Year 2012**

(A)

(B)

(C)

(D)

(E)

LINE #

VENDOR NAME

AMOUNT (\$)

NAICS CODE

SELF-CERTIFIED: YES (Y) or NO (N)

1				238	N
2				561	N
3				541	N
4				541	N
5				541	N
6				423	N
7				811	N
8				561	N
9				541	N
10				541	N
11				238	N
12				423	N
13				238	N
14				541	N
15				238	N
16				541	N
17				423	N
18				441	N
19				561	N
20				441	N
21				811	N
22				561	N
23				424	N
24				238	N
25				541	N
26				541	N
27				236	N
28				238	N
29				541	N
30				541	N
31				561	N
32				541	N
33					
34					
35					
36					

Total

Footnotes:

1 To the extent that disclosure of the contract amount dollars applies to only one vendor,

