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March 30, 2012

Via Electronic Mail and Overnight Delivery

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

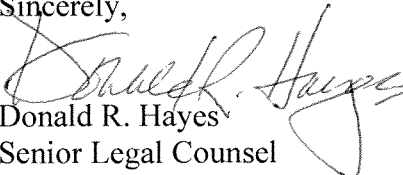
Re: Washington Gas's Annual Report related to its Diverse Supplier Program for Calendar Year 2011

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 Annual Report related to its Diverse Supplier Program for Calendar Year 2011. 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

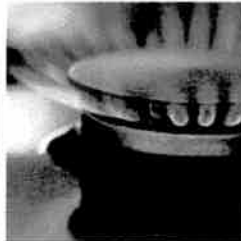
cc: Obi Linton, Director, Office of External Relations (Confidential Version)
Phil Vanderheyden, Director, Economics and Policy Analysis (Confidential Version)
Janice Flynn, Staff Attorney (Confidential Version)



**Washington
Gas**

Maryland Public Service Commission

2011



Supplier
Diversity
Annual
Report for
the
Maryland
Public
Service
Commission

PUBLIC VERSION

(Excludes Details in Attachments B and D)

March 30, 2012

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INTRODUCTION

Washington Gas Light Company submits its Annual Report for Calendar Year 2011 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 2011 in the following areas:

- Program Activities
- 2011 Annual Plan Results
- Utilization of Diverse Subcontractors
- Recruitment Efforts

WASHINGTON GAS

PROGRAM ACTIVITIES

Washington Gas participated in the following internal and external activities in 2011:

Internal Activities

- One of Washington Gas's corporate policies is to support minority businesses. 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 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 the Board of Directors. The Company chairs the Nominations Committee and serves on the Procurement Committee. In 2011, Washington Gas supported various activities through its Corporate Member Sponsorship. As a result, Company representatives attended and sponsored the MD/DC MSDC's 29th Annual Business Procurement Conference and Golf Outing held on June 27-28, 2011 at Martin's West in Baltimore, Maryland. Procurement representatives discussed potential business opportunities with minority suppliers. Procurement staff also attended the MD/DC Minority Supplier Development Council's 30th Annual Leadership Awards Gala on October 14, 2011, at the Gaylord Hotel located at the National Harbor in Maryland. During this event, Washington Gas was honored and awarded as "Corporation of the Year" by the Maryland/District of Columbia Council. Washington Gas received the award as a result of the support, advocacy work and accomplishments the Company achieved in the area of supplier diversity. Additionally, Washington Gas sponsored and attended the Annual Business Meeting during which the Company attended various seminars and met with MBE's and other corporate members to discuss supplier diversity best practices.
- Washington Gas hosted and sponsored the Procurement Overview and Certification workshop with the Greater Washington Hispanic Chamber of Commerce on July 20, 2011. The Company provided participants with information about doing business with Washington Gas, and secured representatives to talk about the certification process. MBE's also were afforded the opportunity to meet with Contracting Managers and Supplier Diversity representatives of the Company to discuss future contracting opportunities.
- Washington Gas is an active member of the Women's Business Enterprise National Council (WBENC) and serves on the Certification Committee and the Corporate Member Roundtable. Company representatives attended the 2011 WBENC National Conference held in Las Vegas, Nevada. During this event, Washington Gas hosted a booth and met with members of WBENC regarding future sourcing opportunities. Company representatives also participated in the Done Deals Luncheon, and the Salute and Summit Conference which provided Washington Gas with opportunities to meet with diverse vendors regarding sourcing opportunities and address supplier diversity matters. Washington Gas received a Partnership Award for the advocacy work the Company performs with WBENC.

- Washington Gas is a corporate member of the Virginia Minority Supplier Development Council (VMSDC) and serves on the Advisory Committee. The Company participated in the VMSDC's Annual Virginia Business Opportunity Fair, held on May 2-3, 2011 in Richmond, Virginia. Procurement representatives discussed potential business opportunities with MBE/PC firms. Washington Gas attends 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 company representatives attended the Elite Service Disabled Veterans conference on July 20 -22, 2011 in Chicago, Illinois. 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 Atlanta, GA from October 30 through November 2, 2011.
- Washington Gas supports the Maryland Washington Minority Contractors Association and partners with them to find diverse vendors for services offered at the Company. On May 13, 2011, the Company sponsored and participated in the organizations' 7th Annual Spring Breakfast. On October 14, 2011. Washington Gas also sponsored the Association's Minority Business Expo. During this event, the Company served as an exhibitor and participated in the matchmaking session. In addition, the Company was featured as a speaker and panelist on the Supplier Diversity workshop.
- 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.
- Washington Gas is an active member of the Utility Market Access Partnership (UMAP) committee of the National Association of Regulatory Utility Commissioners (NARUC). This committee strives to level the playing field for diverse suppliers to utilities.
- Representatives from Washington Gas 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

The following description of diverse expenditures for calendar year 2011 is submitted in compliance with the Memorandum of Understanding.

2011 DIVERSE PROCUREMENT EXPENDITURES (As % of Category Sourceable Spend)

| | GOAL (CY 2011) | ACTUAL (CY 2011) |
|-----------------------|-----------------------|-------------------------|
| Diverse Spend Gas | 11% | 14% |
| Diverse Spend Non-Gas | 13% | 20% |

See Attachments for details.

2011 ANNUAL PLAN - DISCUSSION OF RESULTS

The following description of progress in implementing the Annual Plan for calendar year 2011 is submitted in compliance with the Memorandum of Understanding. While the Annual Plan discusses broad objectives for 2011, 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, NARUC UMAP)

The Procurement Department staff and representatives of other departments attended networking opportunities 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 Councils and other advocacy groups of minority businesses.

Washington Gas participated on the UMAP committee of NARUC to learn best practices in diverse utilization and to perform outreach activities with diverse firms with the capabilities and resources to supply goods and services to Washington Gas.

Washington Gas has its own vendor database and this year, Washington Gas implemented an “On-Line” registration process which can be accessed through our 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 (MDOT)
- Maryland District of Columbia Minority Supplier Development Council (MD/DCMSDC)
- Small Business Administration – Central Contractor Registration (CCR)
- Virginia Minority Supplier Development Council (VMSDC)
- Women’s Business Enterprise National Council (WBENC)
- Elite Service Disabled Veteran Owned Business Network (ESDVOBN)
- Utility Forum Group
- Small Women and Minority (SWAM)
- 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 2011, six new diverse companies were identified and provided goods and services to Washington Gas have a total value of \$3,118,982.66.

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 these very effective networking organizations.

PARTICIPATE IN VARIOUS LOCAL CHAMBER OF COMMERCE

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

| ORGANIZATION | PARTICIPATION |
|---|---|
| District of Columbia Chamber of Commerce | Board of Directors Various committees Annual Opportunity/Procurement Fair Women in Business Procurement Fair |
| Alexandria Chamber of Commerce | Corporate Member Committee(s) |
| Arlington Chamber of Commerce | Corporate Member Various Committees |
| Fairfax County Chamber of Commerce | Chairman-Board of Directors Corporate Member Various Committees |
| Federal Small Business Technology Council, Inc. | Annual OSDBU Procurement Conference |
| Greater Washington Board of Trade | Board of Directors Corporate Member Various Committees |
| Greater Washington Hispanic Chamber of Commerce | Corporate Member Annual Opportunity/Procurement Fair |
| Loudoun County Chamber of Commerce | Corporate Member Various Committees |
| Maryland Chamber of Commerce | Board of Directors Corporate Member Various Committees |
| Maryland/District of Columbia Utilities Association | Corporate Member Various Committees |
| Montgomery County Chamber of Commerce | Corporate Member Various Committees |
| National Association of Regulatory Utility Commissioners | Corporate Member |
| National Utilities Diversity Council, Inc. (NUDC) | Corporate Member |
| Prince George's Chamber of Commerce | Board of Directors Corporate Member Various Committees |
| Virginia Chamber of Commerce | Corporate Member Various Committees |

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

| ORGANIZATION | PARTICIPATION |
|---|--|
| National Utilities Diversity Council, Inc. | Serve on Committee Attend Meetings |
| Greater Washington Board of Trade | Corporate Member Board of Directors |
| Elite Service Disabled Veteran Owned Business Network | Annual conference Locate vendors for sourcing events |
| Women’s Business Enterprise National Council | Annual Conference Business Summit Locate vendors for sourcing events |
| Md. Washington Minority Contractors’ Association | Attend Annual Award Event Business Expo Provide procurement alerts Locate vendors for sourcing events |
| Maryland/District of Columbia Minority Supplier Development Council | Annual Procurement Conference Annual Business Conference Golf Outing and Reception Locate vendors for sourcing events |
| Maryland Utility Supplier Diversity Forum | Attend Meetings Host meetings |
| Governor’s Office of Minority Affairs | Sponsor MBE University Serve on MBE Planning Committee |
| National Association of Regulatory Utility Commissioners | Member Committee(s) |
| WSSC | Attend Procurement Fair Use supplier database as a resource |
| Virginia Minority Supplier Development Council | Annual Conference Workshops Locate vendors for sourcing events |

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 an annual event which provides an overview of projects for the upcoming year and the criteria for potential vendors. Diverse firms are invited to this event.

Washington Gas hosted and sponsored the Procurement Overview and Certification workshop with the Greater Washington Hispanic Chamber of Commerce on July 20, 2011. The Company provided participants with information about doing business with Washington Gas, and secured representatives to talk about the certification process. MBE's also were afforded the opportunity to meet with Contracting Managers and Supplier Diversity representatives of the Company to discuss future contracting opportunities.

Washington Gas was a sponsor of the Maryland Governor's Office of Minority Affairs "MBE University" on October 3, 2011 in Prince George's Maryland. Procurement representatives conducted sessions to let diverse vendors know how to do business with Washington Gas and met individually with diverse firms to discuss potential business opportunities.

PRIME CONTRACTOR UTILIZATION OF DIVERSE SUBCONTRACTORS

In 2009, Washington Gas contracted with CVM Solutions, to set up a second tier reporting system. Washington Gas started including this spend in our reports in January 2009 and requires contractors with construction contracts greater than \$1,000,000 and non construction contracts greater than \$550,000, 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 2011 second tier dollars reported to confirm that all amounts reported were paid to the subcontracted vendors. Washington Gas will continue to audit all future spend entered into our second tier reporting system.

DIVERSE COMPLAINTS

The following statement regarding complaints received during calendar year 2011 is submitted in compliance with the Memorandum of Understanding.

In Calendar Year 2011, 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

The following description of the efforts Washington Gas made to recruit diverse suppliers of products and services for calendar year 2011 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. During 2011, Washington Gas' Office of General Counsel contracted with a certified MBE legal firm and this increased the business unit's diverse spend by 10%. In addition, Washington Gas worked with a second MBE legal firm, The Clayton Group, to obtain MBE certification. The Company also worked with the Finance Department on ways to enhance diverse spend. During 2011, Washington Gas worked with a finance vendor, Data Management Solutions, to obtain MBE certification and worked with advocacy groups 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 2011, 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. In addition, 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

Of the more than 1,094,028 Washington Gas customers who are eligible to choose, as of February 1, 2012, approximately 168,000 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 eliciting their interest in providing firm procurement transactions. The Company engages several minority companies to facilitate firm supply commitments to the utility and utilizes 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 nine minority suppliers, three of which are women-owned companies. Of the nine companies that have executed agreements in place with the utility, five of these companies 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 2011 | | | | | | | | | |
| (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 | |
| MINORITY BUSINESS ENTERPRISE | | | | | | | | | |
| 1 | AFRICAN-AMERICAN | \$31,940,854 | \$0 | \$31,940,854 | 52.15% | | 7.20% | | |
| 2 | AMERICAN INDIAN/NATIVE AMERICAN | \$17,962,042 | \$0 | \$17,962,042 | 29.33% | | 4.05% | | |
| 3 | ASIAN | \$0 | \$0 | \$0 | 0.00% | | 0.00% | | |
| 4 | HISPANIC | \$0 | \$0 | \$0 | 0.00% | | 0.00% | | |
| 5 | TOTAL MINORITY BUSINESS ENTERPRISE | \$49,902,896 | \$0 | \$49,902,896 | 81.48% | | 11.25% | | |
| 6 | | | | | | | | | |
| 7 | | | | | | | | | |
| 8 | WOMEN BUSINESS ENTERPRISE | \$11,339,894 | \$0 | \$11,339,894 | 18.52% | | 2.55% | | |
| 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 | \$61,242,790 | \$0 | \$61,242,790 | 100.00% | \$443,690,333 | 13.80% | | |

ATTACHMENT A-2 - Gas purchases

UTILITY NAME: WASHINGTON GAS

FOR THE REPORTING YEAR: Calendar Year 2011

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 ^{1,2} | 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. (I) \$ / TOTAL COL. (J) | | % |
| 1 | 221 | Natural Gas | \$49,902,896 | \$11,339,894 | \$0 | \$0 | \$61,242,790 | 100.00% | \$443,690,333 | 13.80% |
| 2 | | | | | | | | | | |
| 3 | | Totals | \$49,902,896 | \$11,339,894 | \$0 | \$0 | \$61,242,790 | 100.00% | \$443,690,333 | 13.80% |
| 4 | | | | | | | | | | |
| 5 | Footnotes: | | | | | | | | | |
| 6 | 1 | NAICS Codes listed are subject to change | | | | | | | | |
| 7 | | | | | | | | | | |
| 8 | 2 | To the extent that disclosure of the contract amount dollars applies to only one vendor, the Utility may confidentially report data for columns (D) through (K). | | | | | | | | |

| ATTACHMENT A-3 - Gas purchases | | UTILITY NAME: WASHINGTON GAS | |
|--------------------------------|--|--|------------------------|
| | | FOR THE REPORTING YEAR: Calendar Year 2011 | |
| (A) | (B) | (C) | (D) |
| LINE # | DESCRIPTION | CURRENT YEAR RESULTS (%) | CURRENT YEAR GOALS (%) |
| 1 | MINORITY BUSINESS ENTERPRISE | 11.25% | 7.00% |
| 2 | | | |
| 3 | WOMEN OWNED BUSINESS ENTERPRISE | 2.55% | 4.00% |
| 4 | | | |
| 5 | SERVICE DISABLED VETERAN BUSINESS ENTERPRISE | 0.00% | 0.00% |
| 6 | | | |
| 7 | NOT FOR PROFIT WORKSHOPS | 0.00% | 0.00% |
| 8 | | | |
| 9 | TOTAL | 13.80% | 11.00% |

| ATTACHMENT A-1 - Other than gas purchases | | UTILITY NAME: WASHINGTON GAS | | | | | | | |
|--|------------------------------------|------------------------------|-------------------|-----------------------------------|--|--------------------------------|---|-------------------|--|
| FOR THE REPORTING YEAR: Calendar Year 2011 | | | | | | | | | |
| (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) | | | | |
| MINORITY BUSINESS ENTERPRISE | | | | | | | | | |
| 1 | AFRICAN-AMERICAN | \$8,634,461 | \$6,479,689 | \$15,114,150 | 31.38% | | 6.36% | | |
| 2 | AMERICAN INDIAN/NATIVE AMERICAN | \$0 | \$0 | \$0 | 0.00% | | 0.00% | | |
| 3 | ASIAN | \$209,194 | \$393,417 | \$602,611 | 1.25% | | 0.25% | | |
| 4 | HISPANIC | \$4,919,062 | \$4,602,810 | \$9,521,872 | 19.77% | | 4.00% | | |
| 5 | TOTAL MINORITY BUSINESS ENTERPRISE | \$13,762,717 | \$11,475,916 | \$25,238,633 | 52.40% | | 10.61% | | |
| 6 | | | | | | | | | |
| 7 | | | | | | | | | |
| 8 | WOMEN BUSINESS ENTERPRISE | \$8,803,862 | \$8,414,005 | \$17,217,867 | 35.75% | | 7.24% | | |
| 9 | | | | | | | | | |
| 10 | SERVICE DISABLED VETERAN BE | \$729,339 | \$4,979,105 | \$5,708,444 | 11.85% | | 2.40% | | |
| 11 | | | | | | | | | |
| 12 | NOT FOR PROFIT WORKSHOPS | \$0 | \$0 | \$0 | 0.00% | | 0.00% | | |
| 13 | | | | | | | | | |
| 14 | GRAND TOTAL | \$23,295,918 | \$24,869,026 | \$48,164,944 | 100.00% | \$237,806,980 | 20.25% | | |

ATTACHMENT A-2 - Other than gas purchases
 UTILITY NAME: WASHINGTON GAS
 FOR THE REPORTING YEAR: Calendar Year 2011

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 ^{1,2} | 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 |
| | | | COL. (D) | COL. (E) | COL. (F) | COL. (G) | COLS. (D), (E), (F), and (G) | \$/ TOTAL COL. (H) | \$ | COL. (I) \$ / TOTAL COL. (J) % |
| 1 | 236 | Construction of Buildings | \$ 321,176 | \$ 652,873 | \$ 0 | \$ 0 | \$ 974,049 | 2.02% | \$ 42,948,094 | 0.41% |
| | | Heavy and Civil Engineering | | | | | | | | |
| 2 | 237 | Construction | \$ 0 | \$ 0 | \$ 0 | \$ 0 | \$ 0 | 0.00% | \$ 0 | 0.00% |
| 3 | 238 | Specialty Trade Contractors | \$ 19,901,345 | \$ 8,321,863 | \$ 4,979,105 | \$ 0 | \$ 33,202,313 | 68.93% | \$ 96,429,918 | 13.96% |
| 4 | 441 | Motor Vehicle and Parts Dealers | \$ 50,286 | \$ 24,944 | \$ 3,080 | \$ 0 | \$ 78,309 | 0.16% | \$ 5,182,733 | 0.03% |
| | | Building Material and Garden | | | | | | | | |
| 5 | 444 | Equipment and Supplies Dealers | \$ 0 | \$ 2,509,874 | \$ 0 | \$ 0 | \$ 2,509,874 | 5.21% | \$ 962,498 | 1.06% |
| 6 | 532 | Rental and Leasing Services | \$ 0 | \$ 6,784 | \$ 0 | \$ 0 | \$ 6,784 | 0.01% | \$ 448,100 | 0.00% |
| 7 | 541 | Professional, Scientific, and Technical Services | \$ 3,942,314 | \$ 818,138 | \$ 725,724 | \$ 0 | \$ 5,486,176 | 11.39% | \$ 52,836,009 | 2.31% |
| | | Administrative and Support Services | | | | | | | | |
| 8 | 561 | Services | \$ 47,084 | \$ 430,249 | \$ 0 | \$ 0 | \$ 477,333 | 0.99% | \$ 6,034,820 | 0.20% |
| | | Waste Management and Remediation Services | | | | | | | | |
| 9 | 562 | Remediation Services | \$ 0 | \$ 7,964 | \$ 0 | \$ 0 | \$ 7,964 | 0.02% | \$ 260,306 | 0.00% |
| 10 | 423 | Merchant Wholesalers, Durable Goods | \$ 896,015 | \$ 2,974,690 | \$ 535 | \$ 0 | \$ 3,871,240 | 8.04% | \$ 29,680,529 | 1.63% |
| 11 | 424 | Merchant Wholesalers, Nondurable Goods | \$ 10,404 | \$ 817,975 | \$ 0 | \$ 0 | \$ 828,379 | 1.72% | \$ 843,795 | 0.35% |
| 12 | 323 | Printing and Related Support Activities | \$ 297 | \$ 39,662 | \$ 0 | \$ 0 | \$ 39,959 | 0.08% | \$ 796,329 | 0.02% |
| 13 | 493 | Warehousing and Storage | \$ 0 | \$ 0 | \$ 0 | \$ 0 | \$ 0 | 0.00% | \$ 472,345 | 0.00% |
| 14 | 722 | Food Services and Drinking Place | \$ 0 | \$ 0 | \$ 0 | \$ 0 | \$ 0 | 0.00% | \$ 19,063 | 0.00% |
| 15 | 811 | Repair and Maintenance | \$ 69,713 | \$ 612,853 | \$ 0 | \$ 0 | \$ 682,565 | 1.42% | \$ 892,441 | 0.29% |
| 16 | | Totals | \$ 25,238,633 | \$ 17,217,867 | \$ 5,708,444 | \$ 0 | \$ 48,164,944 | 100.00% | \$ 237,806,980 | 20.25% |
| 17 | | | | | | | | | | |
| 18 | Footnotes: | | | | | | | | | |
| 19 | 1 | NAICS Codes listed are subject to change | | | | | | | | |
| 20 | | | | | | | | | | |
| 21 | 2 | To the extent that disclosure of the contract amount dollars applies to only one vendor, the Utility may confidentially report data for columns (D) through (K). | | | | | | | | |

ATTACHMENT A-3 - Other than gas purchases

UTILITY NAME: **WASHINGTON GAS**

FOR THE REPORTING YEAR: **Calendar Year 2011**

| (A) | (B) | (C) | (D) |
|--------|--|--------------------------|------------------------|
| LINE # | DESCRIPTION | CURRENT YEAR RESULTS (%) | CURRENT YEAR GOALS (%) |
| 1 | MINORITY BUSINESS ENTERPRISE | 10.61% | 10.00% |
| 2 | | | |
| 3 | WOMEN OWNED BUSINESS ENTERPRISE | 7.24% | 2.00% |
| 4 | | | |
| 5 | SERVICE DISABLED VETERAN BUSINESS ENTERPRISE | 2.40% | 1.00% |
| 6 | | | |
| 7 | NOT FOR PROFIT WORKSHOPS | 0.00% | 0.00% |
| 8 | | | |
| 9 | TOTAL | 20.25% | 13.00% |

| ATTACHMENT B - Gas and other than gas purchases | | PUBLIC VERSION | | | |
|---|-------------------------------|---------------------|--------------------------------------|--|---|
| UTILITY NAME: WASHINGTON GAS | | | | | |
| FOR THE REPORTING YEAR: Calendar Year 2011 | | | | | |
| (A) | (B) | (C) | (D) | | |
| | | (E) | (F) | | |
| 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 2011**

| (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 | | UTILITY NAME: WASHINGTON GAS | | PUBLIC VERSION | |
|--|--|------------------------------|------------|-----------------------------------|--|
| FOR THE REPORTING YEAR: Calendar Year 2011 | | (C) | | (E) | |
| (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 | | | | | |
| 10 | Footnotes: | | | | |
| 11 | 1 To the extent that disclosure of the contract amount dollars applies to only one vendor, | | | | |
| 12 | the Utility may confidentially report data for columns (B) through (E). | | | | |

PUBLIC VERSION

ATTACHMENT D 1 Other than gas purchases

UTILITY NAME: WASHINGTON GAS
 FOR THE REPORTING YEAR: Calendar Year 2011

| (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 | | | 423 | N |
| 6 | | | 423 | N |
| 7 | | | 541 | N |
| 8 | | | 238 | N |
| 9 | | | 541 | N |
| 10 | | | 541 | N |
| 11 | | | 238 | N |
| 12 | | | 423 | N |
| 13 | | | 238 | N |
| 14 | | | 541 | N |
| 15 | | | 238 | N |
| 16 | | | 423 | N |
| 17 | | | 441 | N |
| 18 | | | 441 | N |
| 19 | | | 811 | N |
| 20 | | | 424 | N |
| 21 | | | 236 | N |
| 22 | | | 541 | N |
| 23 | | | 541 | N |
| 24 | | | 561 | N |
| 25 | | | | |
| 26 | | | | |

Footnotes:

1 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).