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PUBLIC VERSION

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March 31, 2011

Via Electronic Mail and Overnight Delivery

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

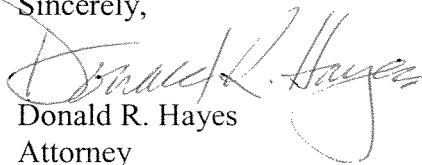
Re: Washington Gas's Annual Report related to its Diverse Supplier Program for Calendar Year 2010

Dear Ms. Romine:

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 2010. 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
Attorney

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)



PUBLIC VERSION
(Excludes Details in Attachments B and D)

ANNUAL REPORT

TO THE

PUBLIC SERVICE COMMISSION

OF

MARYLAND

2010

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INTRODUCTION

Washington Gas Light Company (“Washington Gas” or “Company”) submits its Annual Report for Calendar Year 2010 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's performance in 2010 in the following areas:

- Program Activities
- 2010 Annual Plan Results
- Utilization of Diverse Subcontractors
- Recruitment Efforts

PROGRAM ACTIVITIES

Washington Gas participated in the following internal and external activities during calendar year 2010:

Internal Activities

- One of Washington Gas's corporate policies is to support diverse businesses. All qualified companies should participate in the markets 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's Corporate Intranet website to all employees who have purchasing responsibilities.
- The Company requires that reasonable efforts be 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 appropriate skill sets.
- 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 new diverse suppliers.

External Activities

- 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 a corporate member of the Maryland/District of Columbia Minority Supplier Development Council, serves on the Procurement Committee and is on the Board of Directors. Procurement representatives attended the MD/DC MSDC's 28th Annual Business Procurement Conference held on June 28-29, 2010 at Martin's West in Baltimore, Maryland. Procurement representatives hosted a booth and met with diverse firms to discuss potential business opportunities. Procurement staff also attended the MD/DC Minority Supplier Development Councils 29th Annual Leadership Awards Gala on October 8, 2010, at the Camelot by Martins in Upper Marlboro, Maryland.
- Washington Gas is an active member of the National Minority Supplier Development Council (NMSDC).
- Washington Gas is an active member of the Women's Business Enterprise National Council (WBENC) and serves on the Certification Committee. Company representatives attended the Women's Business Expo June 21-24, 2010 at the Baltimore Convention Center, sponsored by the Women's President's Educational Organization, the local DC Chapter of WBENC. During this event, Washington Gas hosted a booth and met with diverse suppliers regarding future sourcing opportunities.
- Washington Gas is also an active member of the Elite Service Disabled Veteran Owned Business Network. Washington Gas representatives attended the Elite Service Disabled Veterans conference August 18-20, 2010 in Mashantucket, Connecticut on May 14, 2010. During this event, Washington Gas met with diverse suppliers regarding future sourcing opportunities.
- Washington Gas representatives attended and sponsored an advertisement for the 7th Annual Spring Breakfast hosted by Md. Washington Minority Contractors' Association. Washington Gas continues to work with the Association on future contracting opportunities.

- 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 for utility goods and services. The UMAP committee is currently developing the model standards for Utility Supplier Diversity programs.
- 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.
- Washington Gas is a corporate member of the Virginia Minority Supplier Development Council. This year we participated in their Annual Virginia Business Opportunity Fair, held on May 3-4, 2010 in Richmond, Virginia. Procurement representatives discussed potential business opportunities with diverse firms.

DIVERSE EXPENDITURES

The following description of diverse expenditures for calendar year 2010 is submitted in compliance with the Memorandum of Understanding.

**2010 DIVERSE PROCUREMENT EXPENDITURES
(As % of Category Sourceable Spend)**

	GOAL (FY2010)	ACTUAL(Calendar 2010)
Diverse Spend Gas	10%	10.75%
Diverse Spend Non-Gas	11%	13.18%

See Attachments for details.

2010 ANNUAL PLAN - DISCUSSION OF RESULTS

The following description of progress in implementing the Annual Plan for calendar year 2010 is submitted in compliance with the Memorandum of Understanding. While the Annual Plan discusses broad objectives for 2010, 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. This information was communicated to all employees through the Company's procurement policies and procedures which are posted on the Company's Intranet site. Additionally, Procurement representatives Dave Kenahan, Laura Welsh and Joan Hairston attended departmental staff meetings throughout the Washington Gas organization to communicate the procurement policy and emphasize the importance of including diverse businesses in their sourcing opportunities.

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 and potential opportunities with Washington Gas. These events were located in the Washington DC metropolitan area and were sponsored by government agencies, MD/DC Minority Supplier Development Council, the Virginia Minority Supplier Development Council and others.

Washington Gas participated on the UMAP committee of NARUC to learn best practices in diverse utilization and performing 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; however the Procurement Department also uses additional on-line databases and contacts to search for diverse firms to fulfill purchasing requests, including those available through:

- Maryland Department of Transportation (MDOT)
- MD/DC MSDC
- Small Business Administration – Central Contractor Registration (CCR)
- VMSDC
- WBENC
- ESDVOBN
- Utility Forum Group
- 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 expenditure diverse spend 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.

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 2010, six new diverse suppliers were identified and received payments totaling \$ 911,193.

MAINTAIN ACTIVE MEMBERSHIP IN SUPPLIER DIVERSITY ADVOCACY GROUPS

Washington Gas continues to be a corporate member of National Minority Supplier Development Council, Virginia Minority Supplier Development Council, Maryland/District of Columbia Minority Supplier Development Council, Women's Business Enterprise National Council and 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	TYPE
District of Columbia Chamber of Commerce	Corporate Member Board of Directors Committee(s)
Alexandria Chamber of Commerce	Corporate Member Committee(s)
Arlington Chamber of Commerce	Corporate Member Committee(s)
Fairfax Chamber of Commerce	Corporate Member Board of Directors Committee(s)
Greater Washington Hispanic Chamber of Commerce	Corporate Member Committee(s) Participate in Expo Sponsor an outreach project
Loudon County Chamber of Commerce	Corporate Member Committee(s)
Maryland Chamber of Commerce	Corporate Member Board of Directors Committee(s)
Montgomery County Chamber of Commerce	Corporate Member Board of Directors Committee(s)
Prince George's Chamber of Commerce	Corporate Member Board of Directors Committee(s)
Prince William Chamber of Commerce	Corporate Member Board of Directors Committee(s)
St. Mary's Chamber of Commerce	Corporate Member Committee(s)
Virginia Chamber of Commerce	Corporate Member Board of Directors Committee(s)

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

ORGANIZATION	TYPE
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	Networking Opportunity – Annual Conference Locate vendors for sourcing events
Md. Washington Minority Contractors' Association	Networking opportunity - Attend Annual Award Event Provide procurement alerts Locate vendors for sourcing events
Maryland/District of Columbia Minority Supplier Development Council	Annual Conference/Opportunity Fair 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
Green Energy Business Opportunity Conference	Participate as a sponsor of the conference Participate in Matchmaking sessions
National Association of Regulatory Utility Commissioners	Member Committee(s)
WSSC	Attend Procurement Fair Use supplier database as a resource
Virginia Minority Supplier Development Council	Networking Opportunity – Annual Conference 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 hosted a Minority Business Enterprise Input Committee and Procurement Meeting on June 17, 2010 and conducted a session for diverse vendors and committee members on doing business with Washington Gas. After the presentation, Washington Gas representatives met individually with diverse firms to discuss potential business opportunities.

Washington Gas was a sponsor of the Maryland Governor's Office of Minority Affairs "MBE University" on September 13, 2010 in Montgomery County 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, which is a certified MBE vendor, to set up a second tier reporting system. Washington Gas started including this spend in our reporting in January 2009 and requires contractors with construction contracts greater than \$1,000,000 and non construction contracts greater than \$550,000, to report on 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 calendar 2009 and 2010 second tier dollars reported to confirm that all suppliers were paid all amounts reported. 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 2010 is submitted in compliance with the Memorandum of Understanding.

Washington Gas has received no complaints regarding its supplier diversity program for calendar year 2010.

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 Manger will review the facts and the proposed course of action with the Division Head-Procurement. Upon agreement by the Division Head–Procurement and the Manager, the Manager will advise the complainant 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 2010 is submitted in compliance with the Memorandum of Understanding.

The National Minority Supplier Development Council, Virginia Minority Supplier Development Council, Maryland/District of Columbia Minority Supplier Development Council, Women’s Business Enterprise National Council and Elite Service Disabled Veteran Owned Business Network host opportunity fairs and conferences. Washington Gas is a corporate member of these organizations and in 2010, 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.

Additionally, 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

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 meets with several diverse suppliers to facilitate firm supply commitments to the utility and utilizes the DOE/NARUC Utility Market Access Partnership (UMAP) initiatives, Funds Transfer Agency Agreement (FTAA) and Tripartite agreements in an effort to enhance the affiliation with diverse businesses.

The Company has North American Energy Standards Board (NAESB) contracts with ten Diverse Suppliers, including three women-owned companies and seven minority-owned businesses. Of the ten companies that have executed agreements in place with Washington Gas, five are active in transacting firm commodity commitments for monthly and daily supply requirements.

ATTACHMENT A-1 - Gas purchases		UTILITY NAME: WASHINGTON GAS							
		FOR THE REPORTING YEAR: Calendar Year 2010							
(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			
MINORITY BUSINESS ENTERPRISE									
1	AFRICAN-AMERICAN	\$20,012,510	\$0	\$20,012,510	44.50%		4.79%		
2	AMERICAN INDIAN/NATIVE AMERICAN	\$14,659,680	\$0	\$14,659,680	32.60%		3.51%		
3	ASIAN	\$0	\$0	\$0	0.00%		0.00%		
4	HISPANIC	\$0	\$0	\$0	0.00%		0.00%		
5	TOTAL MINORITY BUSINESS ENTERPRISE	\$34,672,190	\$0	\$34,672,190	77.10%		8.29%		
6									
7									
8	WOMEN BUSINESS ENTERPRISE	\$10,299,582	\$0	\$10,299,582	22.90%		2.46%		
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	\$44,971,772	\$0	\$44,971,772	100.00%	\$418,202,048	10.75%		

ATTACHMENT A-2 - Gas purchases

UTILITY NAME: WASHINGTON GAS

FOR THE REPORTING YEAR: Calendar Year 2010

RESULTS BY PRODUCT DESCRIPTIONS / NAICS CODES

(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(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	TOTAL UTILITY PROCUREMENT	PERCENTAGE OF DIVERSE SUPPLIER (\$) TO TOTAL UTILITY PROCUREMENT
			COLS. (D), (E), (F), and (G)			COL. (J) / TOTAL COL. (J)			
			\$	\$	\$	\$	\$	%	
1	454	Nonstore Retailers (Natural Gas)	\$34,672,190	\$10,299,582	\$0	\$0	\$44,971,772	\$418,202,048	10.75%
2									
3		Totals	\$34,672,190	\$10,299,582	\$0	\$0	\$44,971,772	\$418,202,048	10.75%
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 2010

(A)	(B)	(C)	(D)
LINE #	DESCRIPTION	CURRENT YEAR RESULTS (%)	CURRENT YEAR GOALS (%)
1	MINORITY BUSINESS ENTERPRISE	8.29%	7.00%
2			
3	WOMEN OWNED BUSINESS ENTERPRISE	2.46%	3.00%
4			
5	SERVICE DISABLED VETERAN BUSINESS ENTERPRISE	0.00%	0.00%
6			
7	NOT FOR PROFIT WORKSHOPS	0.00%	0.00%
8			
9	TOTAL	10.75%	10.00%

ATTACHMENT A-1 - Other than gas purchases							
UTILITY NAME: WASHINGTON GAS							
FOR THE REPORTING YEAR: Calendar Year 2010							
(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	
MINORITY BUSINESS ENTERPRISE							
1	AFRICAN-AMERICAN	\$8,343,064	\$835,870	\$9,178,934	40.55%		5.35%
2	AMERICAN INDIAN/NATIVE AMERICAN	\$108	\$0	\$108	0.00%		0.00%
3	ASIAN	\$548,363	\$88,925	\$637,288	2.82%		0.37%
4	HISPANIC	\$4,209,943	\$2,667,222	\$6,877,165	30.38%		4.01%
5	TOTAL MINORITY BUSINESS ENTERPRISE	\$13,101,478	\$3,592,017	\$16,693,495	73.75%		9.72%
6							
7							
8	WOMEN BUSINESS ENTERPRISE	\$5,779,941	\$115,155	\$5,895,096	26.04%		3.43%
9							
10	SERVICE DISABLED VETERAN BE	\$4,452	\$0	\$4,452	0.02%		0.00%
11							
12	NOT FOR PROFIT WORKSHOPS	\$42,000	\$0	\$42,000	0.19%		0.02%
13							
14	GRAND TOTAL	\$18,927,871	\$3,707,172	\$22,635,043	100.00%	\$171,681,861	13.18%

ATTACHMENT A-2 - Other than gas purchases
 UTILITY NAME: WASHINGTON GAS
 FOR THE REPORTING YEAR: **Calendar Year 2010**

RESULTS BY PRODUCT
 DESCRIPTIONS / NAICS CODES

(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(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 WORKSHOP S	TOTAL DIVERSE SUPPLIER (\$) BY NAICS CODE	TOTAL UTILITY PROCUREMENT	PERCENTAGE OF DIVERSE SUPPLIER (\$) TO TOTAL UTILITY PROCUREMENT	
			COLS. (D), (E), (F), and (G)						COL. (I) \$ / TOTAL COL. (J) %	
1	236	Construction of Buildings	\$ 0	\$ 1,123,753	\$ 0	\$ 0	\$ 1,123,753	\$ 5,130,820	0.65%	
2	237	Heavy and Civil Engineering								
3	238	Construction	\$13,313,106	\$ 0	\$ 0	\$ 0	\$ 0	\$83,621	0.00%	
4	441	Specialty Trade Contractors	\$ 0	\$243,659	\$ 0	\$ 0	\$13,556,764	\$66,440,545	7.90%	
5	444	Motor Vehicle and Parts Dealers	\$ 0	\$1,329,589	\$935	\$ 0	\$1,330,524	\$4,215,295	0.77%	
6	532	Building Material and Garden Equipment and Supplies Dealers	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$574,065	0.00%	
7	541	Rental and Leasing Services	\$ 0	\$7,074	\$ 0	\$ 0	\$7,074	\$685,580	0.00%	
8	561	Professional, Scientific, and Administrative Services	\$3,348,358	\$912,435	\$2,783	\$ 0	\$4,263,576	\$56,452,202	2.48%	
9	562	Administrative and Support Services	\$334	\$59,937	\$ 0	\$42,000	\$102,271	\$6,895,852	0.06%	
10	423	Waste Management and Remediation Services	\$ 0	\$7,088	\$ 0	\$ 0	\$7,088	\$281,061	0.00%	
11	424	Merchant Wholesalers, Durable Goods	\$ 0	\$1,544,616	\$733	\$ 0	\$1,545,349	\$27,008,760	0.90%	
12	323	Merchant Wholesalers, Nondurable Goods	\$11,464	\$559,109	\$ 0	\$ 0	\$570,573	\$1,120,760	0.33%	
13	493	Printing and Related Support Activities	\$15,602	\$106,334	\$ 0	\$ 0	\$121,936	\$1,608,735	0.07%	
14	722	Warehousing and Storage	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$65,672	0.00%	
15	811	Food Services and Drinking Place Repair and Maintenance	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$41,599	0.00%	
16		Totals	\$4,631	\$1,504	\$ 0	\$ 0	\$6,135	\$1,088,786	0.00%	
17			\$16,693,495	\$5,895,096	\$4,452	\$42,000	\$22,635,043	\$171,693,353	13.18%	
18	Footnotes:									
19	1 NAICS Codes listed are subject to change									
20	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 2010**

(A)	(B)	(C)	(D)
LINE #	DESCRIPTION	CURRENT YEAR RESULTS (%)	CURRENT YEAR GOALS (%)
1	MINORITY BUSINESS ENTERPRISE	9.72%	8.00%
2			
3	WOMEN OWNED BUSINESS ENTERPRISE	3.43%	2.00%
4			
5	SERVICE DISABLED VETERAN BUSINESS ENTERPRISE	0.00%	1.00%
6			
7	NOT FOR PROFIT WORKSHOPS	0.02%	0.00%
8			
9	TOTAL	13.18%	11.00%

PUBLIC VERSION
(EXCLUDES DETAILS IN ATTACHMENT)

ATTACHMENT B - Gas and other than gas purchases					
UTILITY NAME: WASHINGTON GAS					
FOR THE REPORTING YEAR: Calendar Year 2010					
(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

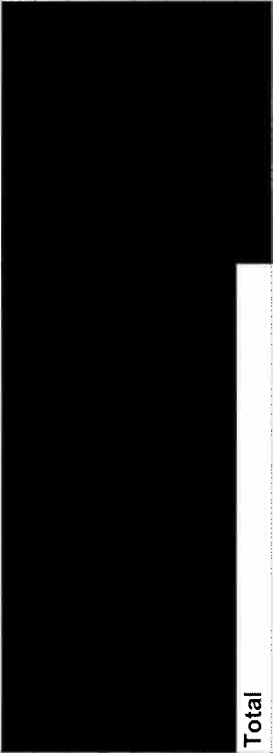
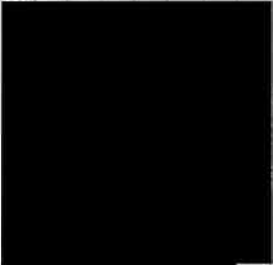
UTILITY NAME: **WASHINGTON GAS**

FOR THE REPORTING YEAR: **Calendar Year 2010**

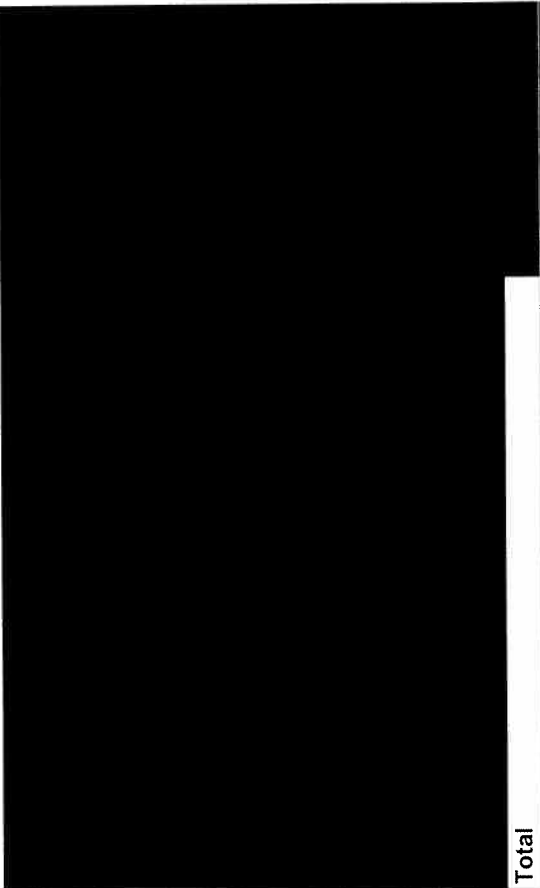
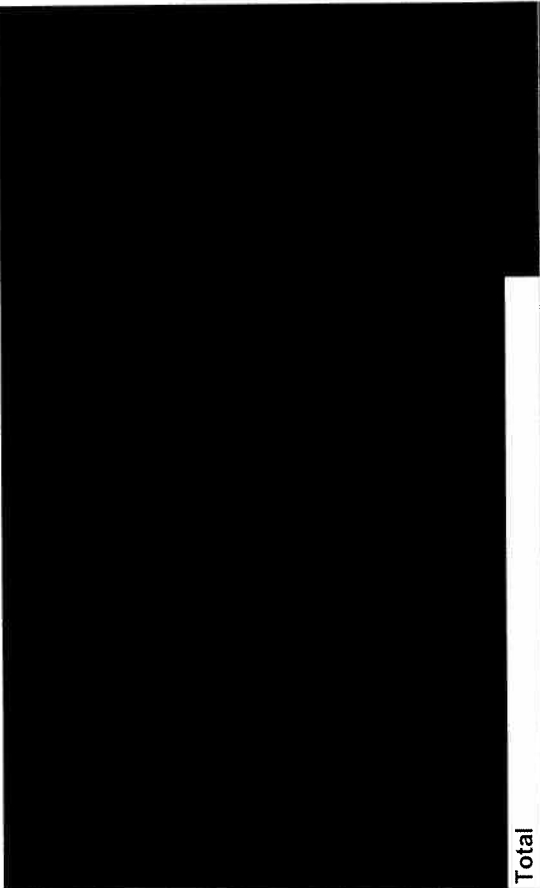
(A) (B) (C) (D) (E) (F)

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					

PUBLIC VERSION
(EXCLUDE DETAILS IN ATTACHMENT)

ATTACHMENT D 1 Gas purchases		UTILITY NAME: WASHINGTON GAS		
FOR THE REPORTING YEAR: Calendar Year 2010				
(A)	(B)	(C)	(D) (E)	
LINE #	VENDOR NAME	AMOUNT (\$)	NAICS CODE	
			SELF-CERTIFIED: YES (Y) or NO (N)	
1			454	N
2			454	N
3			454	N
4			454	N
5			454	N
6			454	N
7			454	N
8	Total			
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
(EXCLUDE DETAILS IN ATTACHMENT)

ATTACHMENT D 1 Other than gas purchases		UTILITY NAME: WASHINGTON GAS			
		FOR THE REPORTING YEAR: Calendar Year 2010			
(A)	(B)	(C)	(D)	(E)	
LINE #	VENDOR NAME	AMOUNT (\$)	NAICS CODE	SELF-CERTIFIED: YES (Y) or NO (N)	
1			238	N	
2			541	N	
3			541	N	
4			423	N	
5			541	N	
6			541	N	
7			541	N	
8			238	N	
9			238	N	
10			238	N	
11			423	N	
12			441	N	
13			424	N	
14			236	N	
15			541	N	
16	Total				
17					
18	Footnotes:				
19	1 To the extent that disclosure of the contract amount dollars applies to only one vendor,				
20	the Utility may confidentially report data for columns (B) through (E).				

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ATTACHMENT E-1									
UTILITY NAME: Washington Gas - Gas Purchases									
FOR THE REPORTING YEAR: January - December 2011									
(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)	
YEAR	MINORITY BUSINESS ENTERPRISE %	WOMEN BUSINESS ENTERPRISE %	DISABLED VETERAN BUSINESS ENTERPRISE %	NOT FOR PROFIT WORKSHOP %	(\$) TOTAL \$	(%) TOTAL BY SPEND %	TOTAL UTILITY PROCUREMENT (\$) \$	PERCENTAGE (%) OF DIVERSE SUPPLIER SPEND TO TOTAL UTILITY PROCUREMENT %	
2011	7	4	0	0	48,158,000.00	11.00%	437,800,000	11.00%	
Due to the impact of weather and demand for purchasing natural gas, as well as price volatility, the forecasted dollars may vary over the term.									

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ATTACHMENT E-2									
UTILITY NAME: Washington Gas - Gas Purchases									
FOR THE REPORTING YEAR: January - December 2011									
(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)	
YEAR	MINORITY BUSINESS ENTERPRISE	WOMEN BUSINESS ENTERPRISE	SERVICE DISABLED VETERAN BUSINESS ENTERPRISE	NOT FOR PROFIT WORKSHOP	(\$) TOTAL	(%) TOTAL BY SPEND	TOTAL UTILITY PROCUREMENT (\$)	PERCENTAGE (%) OF DIVERSE SUPPLIER SPEND TO TOTAL UTILITY PROCUREMENT	
	%	%	%	%	\$	%	\$	%	
2013	8	5	1	0	56,914,000.00	13.00%	437,800,000	13.00%	

Due to the impact of weather and demand for purchasing natural gas, as well as price volatility, the forecasted dollars may vary over the term.

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ATTACHMENT E-3									
UTILITY NAME: Washington Gas - Gas Purchases									
FOR THE REPORTING YEAR: January - December 2011									
(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)	
YEAR	MINORITY BUSINESS ENTERPRISE	WOMEN BUSINESS ENTERPRISE	SERVICE DISABLED VETERAN BUSINESS ENTERPRISE	NOT FOR PROFIT WORKSHOP	(\$) TOTAL	(%) TOTAL BY SPEND	TOTAL UTILITY PROCUREMENT (\$)	PERCENTAGE (%) OF DIVERSE SUPPLIER SPEND TO TOTAL UTILITY PROCUREMENT	
	%	%	%	%	\$	%	\$	%	
2015	9	5	2	0	70,048,000.00	16.00%	437,800,000	16.00%	
Due to the impact of weather and demand for purchasing natural gas, as well as price volatility, the forecasted dollars may vary over the term.									

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ATTACHMENT E-1									
UTILITY NAME: Washington Gas - Non-Gas Purchases									
FOR THE REPORTING YEAR: January - December 2011									
(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)	
YEAR	MINORITY BUSINESS ENTERPRISE %	WOMEN BUSINESS ENTERPRISE %	SERVICE DISABLED VETERAN BUSINESS ENTERPRISE %	NOT FOR PROFIT WORKSHOP %	(\$) TOTAL	(%) TOTAL BY SPEND %	TOTAL UTILITY PROCUREMENT (\$)	PERCENTAGE (%) OF DIVERSE SUPPLIER SPEND TO TOTAL UTILITY PROCUREMENT %	
2011	10	2	1	0	\$ 28,340,000.00	13.00%	218,000,000	13.00%	

The greater Total Utility Non-Gas Procurement in CY 2011 than in CY 2013 and CY 2015 is due to expenditures related to the SOC redevelopment project.

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ATTACHMENT E-2									
UTILITY NAME: Washington Gas - Non-Gas Purchases									
FOR THE REPORTING YEAR: January - December 2011									
(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)	
YEAR	MINORITY BUSINESS ENTERPRISE	WOMEN BUSINESS ENTERPRISE	SERVICE DISABLED VETERAN BUSINESS ENTERPRISE	NOT FOR PROFIT WORKSHOP	(\$) TOTAL	(%) TOTAL BY SPEND	TOTAL UTILITY PROCUREMENT (\$)	PERCENTAGE (%) OF DIVERSE SUPPLIER SPEND TO TOTAL UTILITY PROCUREMENT	
	%	%	%	%	\$	%	\$	%	
2013	10	3.5	1.5	0	25,200,000.00	15.00%	168,000,000	15.00%	

