

SUPPLIER DIVERSITY PROGRAM 2010 ANNUAL REPORT

SUBMITTED TO: Ms. Terry J. Romine
Executive Secretary
Maryland Public Service Commission
6 St. Paul Street, 16th Floor
Baltimore, Maryland 21202

SUBMITTED BY: Frank Kelly
Director, Supplier Diversity
Baltimore Gas & Electric
2900 Lord Baltimore Drive
Baltimore, Maryland 21244
(410) 470-7811 office
E-Mail: frank.kelly@constellation.com

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Supplier Diversity Program

Annual Report 2010



BGE

We're on it.SM

March 31, 2011

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1.0 EXECUTIVE SUMMARY

Baltimore Gas and Electric (BGE) completed another year of great accomplishments in 2010. Specifically in the areas of increased resources, awareness, and ultimately diverse spend. As stated in past years, BGE will continue to offer projects and opportunities that have a positive impact for our diverse supplier community.

The success experienced in 2010 stemmed from our key sourcing initiatives, increased dedicated resources, training, and outreach to prime suppliers to encourage utilization of diverse firms, which you will find illustrated in this document.

BGE's total expenditures for products and services in 2010 were \$704.6 million. Procurement with diverse businesses accounted for \$90.5 million or (12.9%), surpassing BGE's goal of 10%. Our success is attributed to a combined commitment at every level of our company to support diversity and grow diverse opportunities accordingly.

The table below provides figures for activities and accomplishments by diverse suppliers for the calendar year.

	2010	
Total BGE Spend	\$704.6M	-
Minority (MBE)	\$45.4M	6.5%
Women (WBE)	\$38.9M	5.5%
Service Disabled Veteran (SDVBE)	\$6.2M	0.9%
Total WMDVBE	\$90.5M	12.9%

2.0 PROGRAM ACTIVITIES

2.1 Internal Activities

Executive Support

Our achievements in Supplier Diversity are not possible without the backing of BGE's senior executives and management. They are fully committed to meet or exceed company Diversity goals and play a key role in BGE's efforts to one day meet the 25% goal as stated in the Memorandum Of Understanding (MOU).

Throughout the year, our senior management team remained engaged on our Supplier Diversity Program and gave their full support to new and continuing initiatives. Management is briefed regularly through our phase gate process of diverse contracting and subcontracting efforts and continues to reinforce the importance of BGE's Supplier Diversity Program.

Department Staffing

To support detailed analysis and program management, BGE assigned dedicated resources to its Supplier Diversity Office. The additional resources include:

1. Senior Administrative Assistant
2. One (1) Strategic Sourcing Specialist working on all aspects of our Supplier Diversity Program
3. One (1) 50% Senior Buyer representing the Sourcing Unit to support the Diversity Office
4. Support of additional sourcing personnel as needed
5. Five (5) Diversity Champions representing the high spend divisions within BGE

Supplier Diversity Champions

BGE has assigned leadership level Champions to create greater support of BGE's Supplier Diversity Program, with enhanced communications and a network of internal "champions" within all departments to increase diverse spend each year. Responsibilities of the champions include:

- Actively identify opportunities and provide access to diverse suppliers
- Active participation as a member of the Supplier Diversity Council (SDC)
- Establish and ensure department supplier diversity plans/goals are executed
- Ensure Supplier Diversity program information is communicated to division
- Regularly report progress to division leadership
- Partner and advocate the utilization of diverse suppliers
- Manage the Supplier Development Process
- Assist in revisiting current contracts to maximize diverse opportunities
- Collaborate with Supplier Diversity Office to ensure goals are met

Policy & Procedures

A critical element of running any program is having guidelines (i.e. policy and procedures). A Supplier Diversity Manual was developed to familiarize employees with the Supplier Diversity Office mission, vision, goals, roles and responsibilities and illustrate key processes.

BGE implemented new processes and systems to more effectively capture diversity data. These included:

- A centralized e-mail box to better manage internal and external program requests, inquiries and documentation
- An improved Tier 2 tracking and reporting system
- New reports to better analyze diverse spend.
- Process that solicits prospective diverse suppliers from various advocacy groups (such as Minority Supplier Diversity Council, Edison Electric Institute, etc)
- Diverse spend tracker.

Improved Partnership with Sourcing

Supplier Diversity formed a stronger partnership with Sourcing, which is responsible for the procurement of goods and services. This partnership allows Sourcing to take a more active role in providing business divisions with access to diverse suppliers and identify future business opportunities.

Supplier Diversity Office made improvements to the existing buyer toolkit. Toolkit Enhancements include:

- Elevator Speech
- RFP Language
- Datasheet to be used on our online sourcing platform
- PO Language
- Diverse Supplier Database (Utility Forum)
- Opportunity Tracker

In addition the Supplier Diversity Office created a specific training for Sourcing personnel that highlights the enhancements and illustrates how Supplier Diversity is integrated within BGE's 7 step sourcing process.

Web Presence

BGE has made enhancements to the Supplier Diversity Web site. BGE has made the following enhancements:

- Created a department email and added to the website
- Updated the pre-qualification supplier questionnaire
- Added all Supplier Diversity personnel with contact information on the web
- Added Smart Energy Program link to website
- Updated the Maryland Washington Minority Contractors Association quick link

2.2 External Activities

Benchmark

BGE benchmarked best practices amongst industry leading supplier diversity program such as:

- Pacific Gas & Electric
- Arizona Public Service
- Governor Office of Minority Affairs
- Southern California Edison
- United Rentals
- Northrop Grumman

Utility Forum on Supplier Diversity:

BGE actively participates as a member of the Utility Forum to enable collective progress toward achieving 25% diversity spend.

- Learned and leveraged best practices from best-in-class companies
- Built and strengthened a network of diverse suppliers
- Enhanced diverse business development by working together to improve diverse supplier capacity and through the exchange of supplier diversity databases and shared resources

Outreach:

BGE constantly seeks diverse suppliers through active involvement with minority development organizations and procurement events resulting in an enhanced database of qualified suppliers.

Actively participate in and support local, regional, and national diverse advocacy organizations such as:

- National Association of Regulatory Utility Commissioners (NARUC)
- The Elite Service-Disabled Veteran-Owned Business Network (ESDVOB)
- Governor's Office of Minority Affairs (GOMA)
- Maryland Washington Minority Contractors Association (MWMCA)
- Maryland/District of Columbia Minority Supplier Development Council (MD/DC MSDC)
- Edison Electric Institute (EEI)
- National Minority Supplier Development Council (NMSDC)
- National Association of Minority and Women Owned Law Firms (NAMWOLF)

The following events were attended by BGE Senior Leadership, Supplier Diversity Director, Sourcing Directors and Managers, Senior Buyers and/or end-user department personnel:

- National Association of Regulatory Utility Commissioners Annual Conference
- State of Maryland Minority Business Enterprise Reception
- State of Maryland Minority Business Enterprise Baltimore and Southern (MBE) University
- Service Disable Veteran Owned Businesses National Convention
- Maryland Hispanic Business Conference
- Maryland/District of Columbia Minority Supplier Diversity Council Business Conference
- Maryland Black Caucus Foundation 2010 Annual Weekend
- Maryland Washington Minority Contractors Association's Annual Spring Inclusion Breakfast
- Green Energy Business Opportunity Conference
- Center for Business Inclusion and Diversity (Top 100 Minority Business Enterprises (MBE's))
- Edison Electric Institute Annual Supplier Diversity Conference
- Maryland/District of Columbia Minority Supplier Diversity Council Business Golf Outing

- Maryland/District of Columbia Minority Supplier Diversity Council Leadership Award Gala
- Greater Baltimore Committee Economic Outlook Conference
- Baltimore Business Journal Breakfast Event
- National Minority Supplier Diversity Council Conference and Business Opportunity Fair
- National Association of Minority and Women Owned Law Firms Annual Law Firm Expo

Supplier Development

A significant amount of time and effort was focused on Supplier Development. Actions taken include:

- Provide guidance to enhance their competitive ability:
 - Obtain financing
 - How to get certified
 - Develop value propositions

3.0 SUMMARY OF TOTAL DIVERSE SUPPLIER SPEND

See Attachment A-1: Supplier Diversity Annual Report of Socially Disadvantaged Groups

See Attachment A-2: Supplier Diversity Annual Report of North American Industry Classification System (NAICS) Codes

See Attachment A-3: Supplier Diversity Annual Report of Goal Comparison

4.0 SUPPLIER DIVERSITY PROGRAM EXPENSES

See Attachment B: Supplier Diversity Annual Report of Program Expenses

5.0 SUPPLIER DIVERSITY PROGRAM PERFORMANCE

Performance

In 2010, the spend with Minority, Women, and Service-Disabled Veteran Owned Enterprises was \$90.5M including natural gas purchases, representing 12.9% of overall spend. The following is a breakdown comparing Maryland’s Public Service Commission (PSC) Annual Goal vs. Actual:

	Actual Diverse Payments	PSC Goal (%)	2010 Actual (%)
Total	\$90.5M	10%	12.9%

Successes

A significant amount of time and effort was devoted to Supplier Diversity. Through a stronger presence in the sourcing process and the hard work of Supplier Diversity, Sourcing, and the Supplier Diversity Champions BGE added 9 prime diverse suppliers with an aggregated spend of approximately \$9M. Following is a sample of some of BGE's 2010 successes:

Supplier	Contract Term	Type of Business	Classification
ABN LLC.	1 year	Underground Construction	SDVOB
M. Luis	5 year	Paving Contractor	WBE/Hispanic
Traffic Control Services LLC.	3 year	Traffic Control & Flagger Services	WBE
One Nation	1 year	Gas Distribution (gas commodity)	Native American

Natural Gas/Fuels

For the purchase of natural gas BGE maintains its commitment to include diverse suppliers. During 2010 BGE purchased natural gas from diverse suppliers, valued at \$21.1M. The following suppliers were utilized in 2010:

- Allied Energy Resources
- Anahau Energy
- Delta Energy
- GRP Services
- NDR Energy Group
- One Nation
- Yaka Energy

Traditionally Underserved Diverse Suppliers

BGE made significant progress in recruiting diverse suppliers in two key categories that were traditionally underserved by diverse suppliers: underground construction services and overhead construction services. In both of these sourcing categories, diverse suppliers were either identified or expanded their current capabilities that led to contract awards. To achieve these results the sourcing team worked hand in hand with local organizations to leverage their resources and ensure local diverse contractors were positioned for success in upcoming bid opportunities. The local organizations that we worked with included the Maryland/Washington Minority Contractors Association and the Maryland Elite Service Disabled Veteran Owned Business Network.

Following is a sample of some of BGE's 2010 successes in traditionally underserved categories (Tier 1):

Category	Supplier	Contract Term	Approximate Spend
Underground Construction	Tucker Construction Group	4 year	\$16M
Underground/Substation Const.	Delta Utility Services	4 year	\$7M
Substation Switchgear	PowerCon	3 year	\$16M
Fuels	Phoenix Petroleum	3 year	\$9M

Following is a sample of some of BGE's 2010 successes in traditionally underserved categories (Tier 2):

Category	Supplier	Contract Term	2 nd Tier Commitment
Distribution Transformers	Howard Transformers	3 year	16%
AMI Meter Installation	VSI	4 year	25%
Smart Grid Project	Silver Spring Network	5 year	15-20%

6.0 PRIME CONTRACTORS EFFORTS TO UTILIZE DIVERSE SUBCONTRACTORS

The results of BGE's efforts to encourage prime contractors to utilize diverse subcontractors resulted in 29 prime suppliers capturing approximately \$30M in 2nd Tier Spend. Some highlights include:

Prime	Description of Work	2010 2 nd Tier Spend
HONEYWELL	Demand Response (green)	\$7.6M
GENERAL CABLE INDUSTRIES, INC.	Wire & Cable	\$6.2M
LEWIS TREE SERVICE INC	Vegetation Mgmt.	\$2.4M
ICF RESOURCES aka ICF International	Conservation Programs	\$2.0M
GENERAL ELECTRIC	Substation Construction	\$2.0M
ARBORMETRICS SOLUTIONS INC.	Vegetation Mgmt Support / LiDall	\$1.8M
PHH VEHICLE MANAGEMENT SVCS	Vehicle Leasing	\$1.7M

7.0 DIVERSE SUPPLIER COMPLAINTS

7.1 2010 Procurement Related Complaints

No complaints in 2010

7.2 Review Process for Addressing Complaints

Although we strive for zero complaints, BGE has a process in place in the event a complaint is filed. All complaints are received by the Director Supplier Diversity and immediately elevated to senior leadership. The facts of the complaint are investigated by the Supplier Diversity Office leveraging Supply Chain personnel and all other key stakeholders. Once all data is collected the Director Supplier Diversity will engage the appropriate resources to facilitate a resolution. The decision is discussed with SVP - BGE Logistics Management Services and VP - BGE Supply Chain and reported to the appropriate stakeholders.

8.0 DIVERSE SUPPLIERS RECEIVING PAYMENTS IN 2010

See Attachment D: Supplier Diversity Annual Report of Vendor Contracts

9.0 ATTACHMENTS

- Attachment A-1 Supplier Diversity Annual Report of Socially Disadvantaged Groups
- Attachment A-2 Supplier Diversity Annual Report of North American Industry Classification System (NAICS) Codes
- Attachment A-3 Supplier Diversity Annual Report of Goal Comparison
- Attachment B Supplier Diversity Annual Report of Program Expenses
- Attachment D Supplier Diversity Annual Report of Vendor Contracts

Public Service Commission of Maryland
Supplier Diversity Annual Report of Socially Disadvantaged Groups
(MOU Sec. 6.2.2)

Attachment A-1							
Utility Name:		BGE					
For the Reporting 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	\$16,335,977	\$3,428,586	\$19,764,564	21.82%		2.8%
2	American Indian/Native American	\$6,526,318	\$0	\$6,526,318	7.21%		0.9%
3	Asian	\$10,046,136	\$6,701,668	\$16,747,804	18.49%		2.4%
4	Hispanic	\$134,871	\$2,301,364	\$2,436,235	2.69%		0.3%
5	Total Minority Business Enterprise	\$33,043,301	\$12,431,619	\$45,474,920	50.20%	\$0	6.45%
6							
7							
8	Women Business Enterprise	\$24,323,306	\$14,534,390	\$38,857,696	42.90%		5.5%
9							
10	Service Disabled Veteran Business Enterprise	\$3,199,949	\$2,989,160	\$6,189,109	6.83%		0.9%
11							
12	Not for Profit Workshops	\$57,178	\$0	\$57,178	0%		0.0%
13							
15	Grand Total	\$60,623,734	\$29,955,169	\$90,578,903	100.00%	\$704,692,461	12.9%
	Footnotes:						
	1	Hubzone spend is not included in the data above					

Public Service Commission of Maryland
 Supplier Diversity Annual Report of NAICS Codes
 (MOU Sec. 6.2.2)

Attachment A-2										
		Utility Name:	BGE							
		For the Reporting Year	2010							
		RESULTS BY PRODUCT								
(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)	(J)	(K)
Line #	NAICS#	Product/Services 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), (G), and (H)	\$/Total COL. (I)		COL. (I) \$ / Total COL. (J)
1	221	Natural Gas Distribution (gas commodity)	\$18,991,861	\$2,452,203	\$2,151,455	\$0	\$23,595,519	26.0%		3.3%
2	236	Construction of Buildings	\$2,212,187	\$1,134,018	\$0	\$0	\$3,346,205	3.7%		0.5%
3	237	Heavy and Civil Engineering Construction	\$3,186,625	\$3,724,077	\$826,620	\$0	\$7,737,322	8.5%		1.1%
4	238	Specialty Trade Contractors	\$952,392	\$102,482	\$221,874	\$0	\$1,276,747	1.4%		0.2%
5	332	Fabricated Metal Product Manufacturing	\$6,263,031	\$472,250	\$0	\$0	\$6,735,281	7.4%		1.0%
6	335	Electrical Equipment, Appliance, and Component Manufacturing	\$469,623	\$2,244,037	\$0	\$0	\$2,713,660	3.0%		0.4%
7	423	Merchant Wholesalers, Durable Goods	\$1,937,567	\$4,467,831	\$0	\$0	\$6,405,399	7.1%		0.9%
8	424	Merchant Wholesalers, Nondurable Goods	\$4,122,474	\$704,779	\$0	\$0	\$4,827,253	5.3%		0.7%
9	441	Motor Vehicle and Parts Dealers	\$1,727,947	\$0	\$0	\$0	\$1,727,947	1.9%		0.2%
10	444	Building Material and Garden Equipment and Supplies Dealers	\$0	\$0	\$0	\$0	\$0	0.0%		0.0%
12	532	Rental and Leasing Services	\$0	\$0	\$0	\$0	\$0	0.0%		0.0%
13	541	Professional, Scientific, and Technical Services	\$2,191,332	\$7,118,996	\$0	\$0	\$9,310,328	10.3%		1.3%
14	561	Administrative and Support Services	\$3,245,865	\$9,562,801	\$2,792,740	\$0	\$15,601,406	17.2%		2.2%
15	562	Waste Management and Remediation Services	\$14,325	\$2,631	\$0	\$0	\$16,956	0.0%		0.0%
16	811	Repair and Maintenance	\$0	\$1,425,287	\$0	\$0	\$1,425,287	1.6%		0.2%
17		Other	\$159,692	\$5,446,304	\$196,420	\$57,178	\$5,859,594	6.5%		0.8%
19		Totals	\$45,474,920	\$38,857,695	\$6,189,109	\$57,178	\$90,578,903	100%	\$704,692,461	12.9%
20										
21	Footnotes:									
23	1	NAICS Codes listed are subject to change								
25	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 (L).								

Public Service Commission of Maryland
 Supplier Diversity Annual Report of Goal Comparison
 (MOU Sec. 6.2.2)

Attachment A-3			
	Utility Name:	BGE	
	For the Reporting Year	2010	
(A)	(B)	(C)	(D)
Line #	Description	Current Year Results (%)	Current Year Goals (%)
1	Minority Business Enterprise	6.5%	6.5%
2			
3	Women Business Enterprise	5.5%	5.5%
4			
5	Service Disabled Veteran Business Enterprise	0.9%	1.0%
6			
7	Not for Profit Workshops	0.01%	0.0%
8			
9	Total	12.9%	13.0%

Public Service Commission of Maryland
 Supplier Diversity Annual Report of Program Expenses
 (MOU Sec. 6.2.3)

Attachment B					
Utility Name:		BGE			
For the Reporting 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	\$312,408	83.23%		0.14%
2	Other Employee Expenses	\$1,248	0.33%		0.00%
3	Program Expenses	\$12,316	3.28%		0.01%
4	Reporting Expenses	\$30,650	8.17%		0.01%
5	Training	\$17,200	4.58%		0.01%
6	Consultants	\$0	0.00%		0.00%
7	Other Program Expenses	\$1,525	0.41%		0.00%
8					
12					
13					
14					
15	Total Expenses	\$375,347.00	100.00%	\$222,211,525	0.17%

Public Service Commission of Maryland
Supplier Diversity Annual Report of Vendor Contracts
(MOU Sec. 6.2.8)

Attachment D				
	Utility Name:	BGE		
	For the Reporting Year:	2010		
(A)	(B)	(C)	(D)	(E)
Line #	Vendor Name	Amount (\$)	NAICS Code(s)	Self-Certified: (Y) or (N)
Diverse Suppliers: Tier 1				
1	ANAHAU	\$5,503,705	221	N
3	PHOENIX PETROLEUM CO	\$3,907,015	424	N
4	YAKA ENERGY	\$3,359,486	221	N
5	DELTA UTILITY SERVICES INC	\$3,278,776	541	N
6	ONE NATION	\$3,122,651	221	N
7	KNIGHT PROTECTIVE SERVICE INC	\$2,489,231	561	N
8	MARYLAND PAVING AND SEALANT	\$2,485,353	484	N
9	POWERCON CORP	\$2,244,037	335	N
10	DJ S UNDERGROUND CABLE	\$2,163,993	237	N
11	UTILITY RISK MGMT CORP LLC	\$2,151,455	221	N
12	HA CRETA INC	\$2,134,458	508	N
13	DELTA ENERGY	\$2,107,503	221	N
14	NDR ENERGY	\$2,036,910	221	N
15	TUCKER CONSTRUCTION GROUP INC	\$1,955,956	236	N
16	IDEAL ELECTRICAL SUPPLY	\$1,074,585	423	N
17	SUNRISE SAFETY SERVICES	\$1,041,403	541	N
18	HALL ENTERPRISES INC	\$964,445	541	N
19	ATLANTIC CORPORATE INTERIORS	\$955,080	423	N
20	ABN LLC	\$826,620	237	N
21	THE CLASSIC CATERING PEOPLE	\$807,611	722	N
22	FIRST CHOICE SAFEWARE LLC	\$786,758	423	N
23	MONUMENTAL SUPPLY CO INC	\$771,189	423	N
24	T&T TECH INC	\$764,238	561	N
25	TYNDALE CO INC	\$646,721	424	N
26	COMER CONSTRUCTION	\$547,508	237	N
27	C J MAINTENANCE INC	\$484,877	561	N
28	GREEN POINT TECHNOLOGY	\$475,573	518	N
29	ECO-BATTERY INC	\$469,623	335	N
30	TRINMAR MECHANICAL SERVICES INC	\$430,082	236	N
31	OSI SOFTWARE INC	\$418,291	541	N
32	MID ATLANTIC CONTRACTING INC	\$387,258	236	N
33	ALLIED ENERGY	\$386,072	221	N
34	QUALITY UTILITY	\$378,512	237	N
35	NORTH SOUTH WOOD PRESERVING	\$336,389	249	N
36	ROBNET INC	\$300,291	423	N
37	PRESIDIO CORPORATION	\$298,028	541	N
38	MANUEL LUIS CONSTRUCTION	\$291,582	237	N
39	TRAFFIC CONTROL SERVICES LLC	\$262,066	541	N
40	L J BROSSOIT & SONS INC	\$221,874	238	N
41	TRAFFIC ENGINEERING	\$220,018	541	N
42	BINGHAM & TAYLOR	\$216,355	331	N
43	AMERICAN PIPE PLASTICS INC	\$209,076	326	N

Public Service Commision of Maryland
Supplier Diversity Annual Report of Vendor Contracts

44	AR INTEGRATED TECHNOLOGIES INC	\$162,429	541	N
45	CIVIL SOURCE CONSULTING LLC	\$137,168	541	N
46	SOUTHERN STATES	\$133,001	424	N
47	MARYLAND MARKETING SOURCE INC	\$118,817	541	N
48	BLUE SKY MARKETING INC	\$111,861	541	N
49	ALW SOURCING LLC	\$108,424	541	N
50	USAT	\$98,731	443	N
51	INTEGRATED DESIGNS INC	\$89,768	323	N
52	PGI INC	\$88,589	315	N
53	BFPE INTERNATIONAL	\$85,609	334	N
54	WALTERS RELOCATIONS INC	\$60,986	484	N
55	APOGEE INTERACTIVE INC	\$60,180	518	N
56	MAS TEC ENERGY SERVICES NORTH	\$55,801	237	N
57	MCCARTHY BURGESS & WOLFF	\$54,975	561	N
58	LGK ASSOCIATES INC	\$53,780	541	N
59	MILLER CONSULTING SERVICES INC	\$52,380	541	N
60	ROANES RIGGING &	\$48,386	238	N
61	PMB ASSOCIATES LLC	\$48,270	424	N
62	POWER DELIVERY CONSULTANTS	\$43,964	484	N
63	D&H BUILDERS	\$37,750	236	N
64	ELECTRICAL EQUIPMENT CO	\$36,170	423	N
65	BJORGE & ASSOCIATES INC	\$35,583	541	N
66	HURLEY & ASSOCIATES INC	\$32,363	541	N
67	THE C J NOLTE CO	\$26,319	423	N
68	ATS CALL CENTERS INC	\$25,921	561	N
69	MERCADO CONSULTANTS INC	\$23,010	541	N
70	INDUSTRIAL CONSTRUCTION &	\$20,616	238	N
71	SISCO INC	\$20,018	423	N
72	CANVAS DESIGN GROUP	\$18,368	314	N
73	CHESAPEAKE WIPER & SUPPLY INC	\$18,198	812	N
74	AECISOFT USA INC	\$18,000	511	N
75	M D HENRY COMPANY	\$17,100	561	N
76	POWER PRESENTATIONS INC	\$15,663	541	N
77	DOSHI & SHAH INC	\$15,323	285	N
78	KNAPP POLLY PIG INC	\$14,810	326	N
79	WEAR FLEX SLINGS	\$13,848	332	N
80	GOODMAN MAIN STOPPER	\$11,759	332	N
81	JAN FERGUSON INC	\$9,788	424	N
82	PATTERN RECOGNITION	\$9,450	541	N
83	BAY AREA RESEARCH LLC	\$8,230	541	N
84	SOMES ENVIRONMENTAL	\$7,003	541	N
85	VANGEL PAPER INC	\$4,323	423	N
86	MICHAEL J BOLLINGER CO INC	\$4,032	238	N
87	PENNSYLVANIA TRANSFORMER	\$2,214	523	N
88	PRO-VISION	\$1,896	541	N
89	MONUMENTAL SUPPLY CO	\$1,639	423	N
90	SIGNCRAFTERS INC	\$1,600	339	N
91	BEVERLY KAYE & ASSOCIATES INC	\$1,571	624	N
92	CAPS	\$1,518	999	N
93	MX4 ELECTRONICS INC	\$1,239	423	N
94	OFFICE WORKS FURNITURE	\$1,125	238	N
95	VALLEYWOOD INDUSTRIES INC	\$1,050	423	N
96	MICROPATH CORPORATION	\$945	511	N
97	MITCHELLS BLIND & SHADE CO INC	\$785	337	N
98	AMPORTS EAST	\$568	488	N

Public Service Commission of Maryland
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99	HERGENROEDER FINANCIAL	\$430	523	N
100	OPPORTUNITY BUILDERS INC	\$324	624	N
101	NANCY FOREMAN DESIGN INC	\$305	541	N
102	KEYES-DAVIS COMPANY	\$300	332	N
103	SE FIELDS INC	\$225	238	N
104	QUALITY PRODUCTS & SALES INC	\$217	452	N
105	VIRGINIA CRAMER	\$100	541	N
106	BROTHERS JOHNSON INC	\$85	562	N
	Tier 1 Total	\$60,570,588		
	Diverse Suppliers: Tier 2			
107	HL METALS	\$6,263,031	332	N
108	ACCENT CAREER SERVICES	\$6,203,514	561	N
109	URMC	\$1,816,725	561	N
110	HUNT CONSULTING	\$1,710,982	541	N
111	UUSCO	\$1,434,004	423	N
112	MULLENEX TRUCK REPAIR LLC	\$1,425,287	811	N
113	BURT CHEVROLET	\$1,152,852	441	N
114	CUSTOMER LINK	\$1,050,642	561	N
115	PRECISION TREE SERVICE, LLC	\$976,015	561	N
116	ALL AROUND UNDERGROUND	\$881,707	561	N
117	ECO-BATTERY	\$619,728	238	N
118	SUNNYVALE FORD	\$575,095	441	N
119	SIERRA UTILITY	\$497,185	561	N
120	BC MATERIALS	\$446,344	332	N
121	KEYS MATERIALS & UTILITIES, INC.	\$432,062	423	N
122	FORT WAYNE CONTRACTING, INC.	\$361,833	237	N
123	MAM UTILITY INC	\$344,700	221	N
124	TUCKER CONSTRUCTION GROUP, INC	\$334,154	237	N
125	ATLANTIC CONSTRUCTION CO. LLC	\$307,531	237	N
126	BROADWAY ELECTRIC	\$295,577	423	N
127	SHELTON GROUP	\$281,497	237	N
128	ABSOLUTE UNDERGROUND INC.	\$212,515	236	N
129	MACHADO CONSTRUCTION	\$206,932	236	N
130	E U SERVICES	\$196,420	323	N
131	JO-LYN SERVICES	\$189,025	561	N
132	TRAYNORKIRK & COMPANY	\$168,214	541	N
133	VICTORY BOLT & SPECIALITY, INC	\$142,720	423	N
134	DITCH WITCH OF MARYLAND	\$142,540	331	N
135	CONSTRUCTION DERIVATIVES, LLC	\$119,563	238	N
136	AJO CONCRETE CONSTRUCTION	\$98,498	238	N
137	WINDY WILLOW	\$82,731	561	N
138	PHOENIX PETROLEUM COMPANY	\$82,457	424	N
139	FIRST CLASS PLUMBING	\$80,516	238	N
140	ONE SOURCE	\$73,935	423	N
141	NEWELL PORCELAIN	\$68,796	327	N
142	J. WARREN WALKER & SONS, INC.	\$66,414	236	N
143	J & J TREE AND LAWN	\$57,787	561	N
144	SUNRISE SAFETY SERVICES, INC.	\$54,032	488	N
145	INNOVATIVE SOLUTIONS UNLIMITED, LLC	\$50,155	531	N
146	MD HAULING, LLC	\$48,648	237	N
147	W.C.S. HUGHES CONSTRUCTION	\$40,123	238	N
148	MCCALL TRUCKING	\$39,642	484	N
149	CONSOLIDATED SERVICES	\$37,398	541	N
150	PRIORITY CONSTRUCTION	\$35,362	236	N

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151	NORDIC FIBERGLASS	\$24,072	423	N
152	DELAINÉ CONTRACTORS, INC.	\$24,050	238	N
153	PINE BLUFF CRATING & PALLET	\$18,134	321	N
154	M J MILES	\$17,160	484	N
155	LACHAPPELLE COMM	\$17,142	541	N
156	MONUMENTAL SUPPLY	\$16,780	423	N
157	MARTELECOM	\$14,625	541	N
158	BUCKHAULTS PALLET	\$14,003	321	N
159	L&J INDUSTRIAL COMPANY	\$13,952	333	N
160	FALLSTONE ENTERPRISES, INC.	\$13,937	236	N
161	UNITY DISPOSAL & RECYCLING	\$13,200	562	N
162	EDWARDS TRUCKING	\$9,000	484	N
163	BLUME'S CATERING, INC.	\$7,362	722	N
164	SIMCO SUPPLY LLC	\$7,339	425	N
165	ELWOOD SAFETY	\$6,870	423	N
166	TNE GLOBAL	\$6,203	333	N
167	MULLAN NURSERY COMPANY, INC.	\$5,841	561	N
168	R&R CONTRACTING UTILITIES, INC.	\$5,184	237	N
169	FALLSWAY CONSTRUCTION COMPANY, LI	\$4,624	484	N
170	M.T.D.	\$3,621	561	N
171	ALL WASTE ROLL-OFF SERVICES	\$1,783	562	N
172	MACE ELECTRIC COMPANY	\$1,140	238	N
173	GLOVER'S SEPTIC SERVICES, INC	\$1,040	562	N
174	JACKSON & ASSOCIATES	\$905	238	N
175	JEM ENTERPRISES, INC. DBA GLOBE SANIT	\$848	562	N
176	LAUREL RUBBER	\$717	423	N
177	XPRESS SOLUTIONS, INC	\$480	541	N
178	MARYLAND MAID CLEANING SERVICE	\$270	561	N
	Tier 2 Total	\$29,955,169		
	Total Diverse Total	\$90,525,757		