

Frank Kelly
Director, Supplier Diversity
Supply Chain Management

2900 Lord Baltimore Drive
Baltimore, Maryland 21244
410.470.7811
443.213.3583 Fax
frank.kelly@constellation.com



March 31, 2010

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

Dear Ms. Romine:

Enclosed, please find Baltimore Gas and Electric Company's 2009 Report for our Supplier Diversity Program. This report is in accordance with our Memorandum of Understanding (MOU), dated February 6, 2009. The MOU provides diverse businesses the opportunity to compete for BGE's procurement contracts for products and services.

The 2009 Report includes activities and initiatives that demonstrated BGE's continued commitment to supplier diversity. The areas represented in the 2009 Report are Asset Management, Customer Relations & Account Services, Gas and Electric Operations and Planning, Integrated Field Services, and Logistic Services. It also includes the following support organizations: Human Resources, Legal, Finance & Accounting and Business Transformation, and Strategy & Regulatory Affairs.

If you have questions, please contact me at (410) 470-7811.

Sincerely,

A handwritten signature in black ink that reads "Frank U. Kelly". The signature is written in a cursive style with a large, sweeping initial 'F'.

Frank U. Kelly
Director Supplier Diversity
BGE Supply Chain

Attachments

SUPPLIER DIVERSITY PROGRAM 2009 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: Mr. Frank U. Kelly
Director, Supplier Diversity
Baltimore Gas & Electric
2900 Lord Baltimore Drive
Baltimore, Maryland 21244
(410) 470-7811 office
E-Mail: Frank.Kelly@constellation.com

DATE: March 31, 2010

PROGRAM ACTIVITIES

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A. Internal Activities

In an effort to advance the Supplier Diversity Program toward industry best practices in diverse sourcing and ultimately attain a 25% supplier diversity goal, the Supplier Diversity Plan, consisting of six initiatives, was formulated. The major opportunities and benefits identified were to provide sourcing alternatives to increase minority participation in supply chain, become recognized by the PSC as an industry leader in Supplier Diversity, enhance community development and corporate image and ensure that all regulatory requirements were met. Below is a detailed explanation of the six initiatives:

- **Supplier Diversity Forum** –The Supplier Diversity Forum initiative was created to provide a venue for Maryland/DC utilities to leverage best practices and to build and strengthen a network of diverse suppliers. On June 8, 2009 BGE hosted the first Utility Forum on Supplier Diversity, involving supply chain representatives from Constellation/ Baltimore Gas & Electric and other utilities to enable collective progress toward achieving 25% diversity spend. Throughout the year there were three additional forums conducted, with BGE hosting the second, Pepco the third and Washington Gas the fourth. The project team that initiated the Supplier Diversity Forum initiative included: VP & Chief Supply Chain Officer – CE, SVP – BGE Logistics Management, VP – BGE Supply Chain, BGE Director- Supplier Diversity, BGE Senior Buyer, BGE Project Manager, Executive Secretary to VP – BGE Supply Chain and BGE Senior Administrative Assistant
- **Strategic & Operational Sourcing** – By partnering with both the Strategic Sourcing and Operational Sourcing groups in BGE, this initiative targeted major spend categories to increase diverse spend. These “bid opportunities” were targeted through the demand planning process resulting in identifying \$250M in potential diverse spend opportunities. In addition, several workshops and meetings were conducted with the BGE Supply Chain staff. This project team was comprised of: BGE Director - Supplier Diversity, BGE Director - Strategic Sourcing, BGE Director - Operational Sourcing, BGE Project Manager, CE Project Manager – Supply Chain and BGE Senior Administrative Assistant
- **2nd Tier Reporting** - The focus of this initiative was to develop a process and implement a tool that reports 2nd tier diverse spend. The project team consisted of: BGE Director - Supplier Diversity, BGE Senior Buyer, two Supply Chain Associates, BGE Project Manager, and BGE Senior Administrative Assistant
- **Diverse Supplier Outreach** – This initiative sought diverse suppliers through active involvement with diverse supplier development organizations and procurement events resulting in additional bid opportunities for diverse suppliers. The team created an outreach calendar that detailed specific events and aligned them with sourcing initiatives. The project team members were: BGE Director - Supplier Diversity, BGE

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Supervisor Inventory Management, BGE Strategic Sourcing Leader, BGE Senior Buyer, BGE Project Manager, and BGE Senior Administrative Assistant

- **Supplier Diversity Web-Presence** – This initiative established a supplier diversity web-presence on BGE.com. The web-presence highlighted the company’s supplier diversity commitment to key stakeholders including, prospective diverse suppliers. The project team members were: BGE Director - Supplier Diversity, BGE Senior Web Producer, BGE Project Manager, CE Business Consultant and BGE Senior Administrative Assistant
- **Government Compliance** – This initiative ensured that federal and state regulatory requirements are met. The project team consisted of: BGE Director - Supplier Diversity, BGE Strategic Sourcing Manager, BGE Principal Functional Analyst, two BGE Sr. Buyers, BGE Project Manager, and BGE Senior Administrative Assistant. Significant accomplishments were:
 - Terms and Conditions language in all contracts are strengthened to include the utilization of minority, women and service-disabled veteran-owned business enterprises
 - Participation of certified minority, women-owned and service disabled veteran-owned business enterprise language are included in all Request for Proposals and Request for Quotes
 - Prime Contractors must provide periodic reports to BGE detailing supplier diversity spend for subcontracting with diverse suppliers, also referred to as 2nd tier

B. External Activities

Accomplishments

BGE is proud of our accomplishments and received several awards for our efforts in promoting minority and women-owned businesses.

- **Black EOE Journal "2009 Annual Yearbook"** 2009 Top Supplier Diversity Program for African Americans
- **Hispanic Network Magazine "2009 Best of the Best"** 2009 Top Supplier Diversity Program for Hispanics
- **Professional Woman's Magazine "2009 Best of the Best"** 2009 Top Supplier Diversity Program for Women

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The following events were attended in 2009 by BGE Senior Leadership, Supplier Diversity Director, Sourcing Directors, Strategic Sourcing Leaders, Senior Buyers and/or end-user department personnel:

- Workgroup sessions with Maryland Jurisdictional Utilities as ordered by the Maryland PSC on finalizing the unified memorandum of understanding that was due to the commission by January 16, 2009
- Best practices subcontracting workshop, sponsored by Edison Electric Institute, General Services Administration and the Small Business Administration
- Worked with the Strategic Sourcing and Operations Sourcing Teams to determine the missed opportunities for diverse suppliers regarding the 2008 purchase order spend. This assessment was instrumental in developing the roadmap to achieve the recently agreed upon 25% goal within the Memorandum of Understanding with the Public Service Commission
- Panel discussion at the Edison Electric Institute's Supplier Diversity Conference entitled The Memorandum of Understanding "Coming to an Area Near You" Conducted fifteen 1/1 matchmaker sessions with diverse suppliers at the Edison Electric Institute's Supplier Diversity Conference, in an effort to build a robust database of certified and qualified suppliers
- Greater Baltimore Chamber of Commerce Annual Meeting
- 28th Annual Leadership Awards Gala on October 16th hosted by Maryland/DC Supplier Development Council
- Outreach Session hosted by the Baltimore Chapter of the National Association of the Advancement of Colored People (Table sponsored by Constellation Energy)
- "Energizing Powerful Connections VI" Supplier Diversity Conference, hosted by GE Energy, Duke Energy, Progress Energy, Dominion, Southern Company
- "Advancing Minorities Interest in Engineering" luncheon at Howard University, Washington, DC. The luncheon was sponsored by Constellation Energy
- An Outreach Forum was hosted by the underground construction sourcing team to target specific underground distribution gas and electric contractors. Over 70 diverse suppliers were in attendance

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BALTIMORE GAS AND ELECTRIC TOTAL SPEND

- A. Attachment A-1 Supplier Diversity Annual Report of Socially Disadvantaged Groups
- B. Attachment A-2 Supplier Diversity Annual Report of NAICS Codes
- C. Attachment A-3 Supplier Diversity Annual Report of Goal Comparison

SUPPLIER DIVERSITY ANNUAL REPORT OF PROGRAM EXPENSES

Attachment B

PROGRAM GOALS

A. Performance

In 2009, the spend with Minority, Women, and Service-Disabled Veteran Owned Enterprises was \$61.9M including natural gas purchases, representing 11.2% of overall spend. The following is a breakdown comparing Maryland's PSC Annual Goal vs. Actual:

	<u>2009 Payments</u>	<u>2009 PSC Goal</u>	<u>2009 Actual</u>
Total	\$551.7M	\$55.2M (10%)	\$62M (11.2%)

B. Contracts

BGE has made significant progress in awarding major contracts to diverse suppliers. Following is a sample of some of the recent awards:

<i>Recent Awards</i>	<i>Contract Duration</i>	<i>Value (Life of Contract)</i>	<i>2010 Annual Impact</i>
Cable & Wire	2009 - 2012 (3 yrs)	\$15.0 M	\$5.0M
Fleet Fuel	2009 - 2012 (3yrs)	\$ 8.8 M	\$2.9M
Flame Resistant Clothing	2009 - 2014 (5 yrs)	\$ 3.5 M	\$.7M
Janitorial Services	2009 - 2012 (3 yrs)	\$ 2.6M	\$.9M
Pole Lighting	2009 - 2012 (3 yrs)	\$.9M	\$.3M
Substation Switchgear	2010 - 2012 (3 yrs)	\$ 9.9M	\$5.9M
Freight	2010 - 2012 (3 yrs)	\$9M - \$15M	\$3M
Total:		\$49M - \$55M	\$18M

C. Natural Gas/Fuels

BGE maintains its commitment to purchase natural gas from minority and women-owned business (M/WBE) suppliers. During 2009 BGE purchased natural gas from M/WBEs, valued at \$21.9M. The following suppliers were utilized in 2009:

- Allied energy Resources
- Anahau Energy
- Delta Energy
- GRP Services
- NDR Energy Group
- Eservices Group
- Yaka Energy

D. 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 and state organizations to leverage their resources and ensure local diverse contractors were positioned for success in upcoming bids opportunities. The local organizations we worked with included the Washington Maryland Minority Contractors Association and the Maryland Elite Service Disabled Veteran Owned Business Organization. The underground sourcing team also hosted an outreach forum specific to underground distribution gas and electric contractors to facilitate matchmaking with over 70 attendees.

E. Support Organizations

BGE is committed to supporting organizations that promote, develop and assist diverse and small businesses. BGE is both a participant and supporter of these organizations through financial contributions, sponsorships, participation on boards and committees, and donation of in-kind services. These organizations include but are not limited to:

- Edison Electric Institute (EEI)
- National Association of Women Business Owners (NAWBO)
- National Minority Supplier Development Council (NMSDC)
- MD/DC Minority Supplier Development Council (MD/DC MSDC)
- Virginia Minority Supplier Development Council (VMSDC)

PRIME CONTRACTORS' EFFORTS TO UTILIZE DIVERSE SUBCONTRACTORS

The results of BGE's efforts to encourage prime contractors to utilize diverse subcontractors resulted in capturing \$17.4M in 2nd Tier Spend. Some highlights include:

- \$7.6M of 2nd Tier Spend for Peak Rewards Install and Marketing contract
- \$2.8M of 2nd Tier Spend for LiDAR/IVMP/P&P for Assets contract
- \$2.4M of 2nd Tier Spend for Vegetation Management Platform contract

DIVERSE SUPPLIER PROCUREMENT-RELATED FORMAL COMPLAINTS

A formal complaint made by Mr. Arnold M. Jolivet, Managing Director, Maryland Minority Contractors, regarding a potential protest against City of Baltimore for sole sourcing a \$3.1M contract to BGE. Mr. Jolivet was informed of upcoming bid opportunities as it relates to Underground Construction and as a result, the Maryland Minority Contractors Association agreed to withdraw the complaint.

BALTIMORE GAS AND ELECTRIC'S REVIEW PROCESS FOR ADDRESSING COMPLAINTS

All complaints are received by the Director Supplier Diversity. The facts of the matter are investigated by Supply Chain personnel and all key stakeholders are interviewed. Once the 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.

DIVERSE SUPPLIERS RECEIVING PAYMENTS IN 2009

Attachment D

ATTACHMENTS

- Attachment A-1 Supplier Diversity Annual Report of Socially Disadvantaged Groups
- Attachment A-2 Supplier Diversity Annual Report of 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:							
		For the Reporting Year							
(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)				
Minority Business Enterprise									
1	African-American	\$20,451,028	\$180,000	\$20,631,028	33.29%	\$551,712,415			3.74%
2	American Indian/Native American	\$3,798,581	\$0.00	\$3,798,581	6.13%	\$551,712,415			0.69%
3	Asian	\$1,934,237	\$0.00	\$1,934,237	3.12%	\$551,712,415			0.35%
4	Hispanic	\$144,075	\$77	\$144,152	0.23%	\$551,712,415			0.03%
5	Total Minority Business Enterprise	\$26,327,921	\$180,077	\$26,507,998	42.78%	\$551,712,415			4.80%
6									
7									
8	Women Business Enterprise	\$18,093,790	\$10,422,263	\$28,516,053	46.02%	\$551,712,415			5.17%
9									
10	Service Disabled Veteran Business Enterprise	\$9,816	\$5,342,099	\$5,351,915	8.64%	\$551,712,415			0.97%
11									
12	Not for Profit Workshops	\$0		\$0	0%	\$551,712,415			0.00%
13	Unclassified Corporate Card MWSDVOBES	\$90,618		\$90,618	0.15%	\$551,712,415			0.00%
14	Unclassified 2nd Tier MWSDVOBES	\$1,498,214	\$1,498,214	\$1,498,214	2.42%	\$551,712,415			0.27%
15	Grand Total	\$44,522,145	\$17,442,653	\$61,964,798	100.00%	\$551,712,415			11.21%

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

Attachment A-3	Utility Name: For the Reporting Year	BGE 2009	
(A)	(B)	(C)	(D)
Line #	Description	Current Year Results (%)	Current Year Goals (%)
1	Minority Business Enterprise	4.80%	2.50%
2			
3	Women Business Enterprise	5.2%	2.50%
4			
5	Service Disabled Veteran BE	0.97%	2.50%
6			
7	Not for Profit Workshops	0.00%	2.50%
8			
9	Unclassified 2nd Tier	0.27%	
10			
11	Total	11.21%	10%

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	2009			
(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	\$317,881	87.06%		0.15%
2	Other Employee Expenses	\$68	0.02%		0.00%
3	Program Expenses	\$20,592	5.64%		0.01%
4	Reporting Expenses	\$580	0.16%		0.00%
5	Training				
6	Consultants	\$25,528	6.99%		0.01%
7	Other Program Expenses	\$500	0.14%		0.00%
8					
12					
13					
14					
15	Total Expenses	\$365,149	100.00%	\$210,467,552	0.17%

Public Service Commission of Maryland
Supplier Diversity Annual Report of Vendor Contracts
MOU Section 6.2.8.

Attachment D			
Utility Name:	BGE		
For the Reporting Year:	2009		
Vendor Name	Amount (\$)	NAICS Code(s)	Self-Certified: (Y) or (N)
DELTA ENERGY	\$5,113,908.00	221210	N
GRP SERVICES	\$4,257,201.00	221210	N
YAKA ENERGY	\$3,738,625.00	221210	N
ESERVICES	\$3,065,805.00	221210	N
NDR ENERGY	\$2,646,810.00	221210	N
ALLIED ENERGY	\$2,640,269.00	221210	N
DELTA UTILITY SERVICES INC	\$2,538,996.62	221121, 238210	N
KNIGHT PROTECTIVE SERVICE INC	\$2,239,285.90	561612	N
MARYLAND PAVING AND SEALANT	\$1,936,906.09	324121	N
HA CRETA INC	\$1,699,234.77	508499	N
POWERCON CORP	\$1,355,356.36	335313	N
DJ S UNDERGROUND CABLE	\$1,300,090.94	238210	N
TUCKER CONSTRUCTION GROUP INC	\$1,241,028.84	236115	N
PHOENIX PETROLEUM CO	\$1,029,553.82	424720	N
MID ATLANTIC CONTRACTING INC	\$814,677.68	221119, 236210	N
T&T TECH INC	\$767,944.39	33139	N
SUNRISE SAFETY SERVICES	\$715,486.77	237310, 332999	N
GREEN POINT TECHNOLOGY	\$639,747.08	518210, 541219	N
ANAHUA ENERGY	\$536,025.00	221210	N
IDEAL ELECTRICAL SUPPLY	\$440,279.47	238210, 238220	N
MONUMENTAL SUPPLY CO INC	\$423,115.89	423510, 423720	N
FIRST CHOICE SAFEWARE LLC	\$409,757.20	423840	N
QUALITY UTILITY	\$334,359.84	237130	N
ECO-BATTERY INC	\$331,866.77	335911, 335912	N
SM CONSULTING INC	\$276,499.00	541511, 541512	N
BINGHAM & TAYLOR	\$246,831.20	331511	N
OFFICE WORKS FURNITURE	\$240,877.64	238990	N
NORTH SOUTH WOOD PRESERVING	\$215,743.75	249101, 321114	N
C J MAINTENANCE INC	\$209,197.35	561720, 425120	N
CIVIL SOURCE CONSULTING LLC	\$191,593.10	541330, 541420	N
AMERICAN PIPE PLASTICS INC	\$179,653.06	326122	N
THE CLASSIC CATERING PEOPLE	\$163,794.29	722320	N
INTEGRATED DESIGNS INC	\$152,588.38	323122, 541430	N
AR INTEGRATED TECHNOLOGIES INC	\$150,499.28	238210	N
D&H BUILDERS	\$146,971.00	236115, 236116	N
ROBNET INC	\$141,517.43	423710	N

TRAFFIC ENGINEERING	\$134,544.19	561990	N
SOUTHERN STATES	\$134,188.74	424710, 424720	N
BLUE SKY MARKETING INC	\$128,575.00	237130, 541613	N
BFPE INTERNATIONAL	\$127,082.44	334290, 423850	N
PGI INC	\$119,394.91	315225, 315999	N
PMB ASSOCIATES LLC	\$81,929.49	424990	N
TELECOMMUNICATIONS SYSTEMS INC	\$80,000.00	517212	N
ELECTRICAL EQUIPMENT CO	\$78,249.09	423610, 811310	N
WALTERS RELOCATIONS INC	\$76,571.25	484210	N
MARYLAND MARKETING SOURCE INC	\$76,193.67	541910	N
AQUENT LLC	\$73,712.19	541511, 561320	N
CHESAPEAKE WIPER & SUPPLY INC	\$71,046.00	812332	N
USAT	\$65,369.25	443120	N
APOGEE INTERACTIVE INC	\$60,180.00	518111	N
POWER DELIVERY CONSULTANTS	\$59,955.64	484110	N
LGK ASSOCIATES INC	\$53,542.12	541614	N
MCCARTHY BURGESS & WOLFF	\$48,389.12	561440	N
BAY AREA RESEARCH LLC	\$47,232.00	541890	N
ROANES RIGGING &	\$36,486.00	238290, 238990	N
HURLEY & ASSOCIATES INC	\$36,285.90	541690	N
L J BROSSOIT & SONS INC	\$32,660.00	238220, 238990	N
MD/DC MINORITY SUPPLIER	\$32,000.00	813910, 813410	N
ATS CALL CENTERS INC	\$24,042.42	561421	N
MILLER CONSULTING SERVICES INC	\$23,923.76	541512, 541511	N
R E UPTGRAFF MFG CO	\$23,600.00	423610	N
SPEARS MECHANICAL CONTRACTORS	\$23,072.00	238210, 238220	N
OTHER UNCLASSIED MWSDVOBE SPEND	\$19,199.76		
SE FIELDS INC	\$15,875.00	236115, 237110	N
MERCADO CONSULTANTS INC	\$15,500.49	541330, 237310	N
DIGGING & RIGGING INC	\$15,317.31	238290, 484110	N
ESCO TOOL	\$14,480.96	333512	N
KNAPP POLLY PIG INC	\$12,615.64	326199	N
PATTERN RECOGNITION	\$12,000.00	541512	N
POWER PRESENTATIONS INC	\$11,923.26	541613	N
INDUSTRIAL CONSTRUCTION &	\$10,614.49	238220	N
WEAR FLEX SLINGS	\$10,375.40	332618	N
UTILITY RISK MGMT CORP LLC	\$9,815.52	221121, 221122	N
GLYNDON ENGINEERING	\$9,495.00	237990, 541330	N
JAN FERGUSON INC	\$9,360.88	424930, 541320	N
DOSHI & SHAH INC	\$9,255.10	285500	N
KEYES-DAVIS COMPANY	\$7,904.70	332999	N
BALLARD SPAHR ANDREWS	\$7,054.19	541110	N
GOODMAN MAIN STOPPER	\$6,996.01	332919	N
MICHAEL J BOLLINGER CO INC	\$6,934.15	238160	N
AECISOFT USA INC	\$6,000.00	511210, 518210	N
VANGEL PAPER INC	\$5,345.34	423930	N
CANVAS DESIGN GROUP	\$4,584.80	314911	N

CRANE OPERATIONAL SERVICES INC	\$4,140.00	541990	N
BLAST FINISHING INC	\$3,229.84	423840	N
CAC DIRECT MARKETING SERVICES	\$2,024.21	541860	N
DEAL PRODUCTS	\$2,077.10	238910	N
REHAB AT WORK - WSS	\$1,575.00	621340, 621498	N
CAPS	\$1,487.94	423840	N
CARRICK & ASSOCIATES	\$996.00	541611, 541612	N
CREWS CONTROL	\$979.75	512110, 512191	N
PRO-VISION	\$982.84	541618	N
PENNCRO ASSOCIATES INC	\$856.70	561440	N
THE C J NOLTE CO	\$828.64	423840	N
ALLEN DISPLAY	\$523.24	3371215	N
ECKERL AND SON INC	\$508.00	236116	N
HERGENROEDER FINANCIAL	\$425.00	523930	N
MX4 ELECTRONICS INC	\$295.85	423430, 541519	N
BROTHERS JOHNSON	\$244.80	562991	N
Total	\$44,522,145.00		