



A PHI Company

**Marc K. Battle**  
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April 1, 2011

**Public Version**

Terry J. Romine, Esq.  
Executive Secretary  
Public Service Commission of Maryland  
William Donald Schaefer Tower  
6 St. Paul Street, 16<sup>th</sup> Floor  
Baltimore, MD 21202-6808

**Re: 2010 Delmarva Power & Light Company's Annual Report for Minority,  
Women and Service-Disabled Veteran-Owned Business Enterprises January 1,  
2010 – December 31, 2010 and Annual Plan for Calendar Year 2011 Minority,  
Women and Service-Disabled Veteran-Owned Business Enterprises January 1,  
2011 – December 31, 2011**

Dear Ms. Romine:

Enclosed are an original and seventeen (17) copies of the Delmarva Power & Light Company's ("Delmarva") Annual Report for Minority, Women and Service-Disabled Veteran-Owned Business Enterprises, January 1, 2011 – December 31, 2011.

Please contact me if you have any further questions.

Sincerely,

A handwritten signature in black ink, appearing to read "M. Battle".

Marc K. Battle

MKB/mda

Enclosure

cc: Paula M. Carmody, Peoples' Counsel  
Ronald A. Decker, Chief Staff Counsel

**DELMARVA POWER & LIGHT  
COMPANY  
ANNUAL REPORT  
FOR THE  
MINORITY, WOMEN AND  
SERVICE-DISABLED  
VETERAN-OWNED  
BUSINESS ENTERPRISES  
JANUARY 1, 2010  
-  
DECEMBER 31, 2010**

**Annual Report for  
Minority, Women and Service-Disabled Veteran-Owned  
Business Enterprises  
January 1, 2010 – December 31, 2010**

The following is the “Annual Report” pursuant to the State of Maryland Public Service Commission Memorandum of Understanding (MOU), signed on February 6, 2009. This Annual Report is submitted for the consideration of the Maryland Public Service Commission by Delmarva Power & Light, a Pepco Holdings, Inc. Company.

The results from January 1, 2010 through December 31, 2010 show that Delmarva Power & Light exceeded the 2010 overall goal of **9.120%** by attaining **14.23%** in diverse procurement. This demonstrates Delmarva Power & Light’s concerted effort toward goal attainment.

Delmarva Power & Light had total utility procurement for goods and services totaling **\$217.4** million dollars in direct spend and **\$2.1** million in subcontract spend for a total of **\$219.5** million in total for January 1 through December 31, 2010. Direct spend to diverse suppliers totaled **\$29.1** million dollars and subcontract dollars were **\$2.1** million dollars for a total of **\$31.2** million dollars or **14.23%** of diverse supplier spend to total utility procurement for goods and services.

The expenses in the PHI Service Company as of December 31, 2010, were **\$74.3** million to prime contractors and **\$6.6** million in second-tier procurement for a total of **\$80.9** million. A distribution for Delmarva Power & Light based on estimates would be **27%**. Supplier Diversity did not allocate the **\$80.9** million in this filing as it is not feasible to track individual invoices or expense categories.

<b>Diverse Suppliers</b>	<b>Annual Goal</b>	<b>January - Dec</b>
<b>Delmarva Power &amp; Light</b>	<b>2010</b>	<b>2010 Actual</b>
Minority Business Enterprise	6.000%	5.31%
Women Business Enterprise	3.000%	8.81%
Service Disabled Veteran Enterprise	0.020%	0.070%
Not For Profit Workshops	<u>0.100%</u>	<u>0.040%</u>
Total	<b>9.120%</b>	<b>14.23%</b>

1. Participated in the following internal and external activities (MOU §6.2.1).

INTERNAL EFFORTS

- Delmarva Power & Light implemented improved processes and systems which enhanced the ability to increase total percent spend with minority, women and service-disabled veterans. These new processes include an internet based system that collects profile data from diverse suppliers and provides the data internally for candidate bidder pool development.
- Sourcing Workflow is another tool to track procurements of \$100,000 or greater from requisition to contract and allows the addition of suppliers to the candidate bidder pool.

Second-tier procurement tracking and reporting system was also developed and implemented.

- ❑ Supplier Diversity is actively participating in critical projects such as Automated Meter Infrastructure (AMI), the Mid-Atlantic Power Pathway (MAPP) Support Team and other demand-side management programs to insure inclusion of diverse businesses in the competitive bidding process.
- ❑ Supplier Diversity works closely with the External Affairs and the Office of the Delmarva Power & Light Regional President to conduct educational meetings for diverse business advocacy organizations.
- ❑ All Delmarva Power & Light employees are required annually to complete with 100% accuracy the Corporate Business Policies Certification which contains several segments on the Corporate Supplier Diversity policy.
- ❑ Monthly supplier spend reports are posted on the internal Supplier Diversity intranet site which is open to all employees and is used routinely to update balanced score card progress toward diverse supplier goals.

#### EXTERNAL EFFORTS

- ❑ Provided leadership and direction for the Maryland Utility Forum. During 2010, hosted along with other utilities the meetings of the Forum designed to advance supplier diversity initiatives, foster consistency, provide best practices to the utilities.
- ❑ Developed a central database of several hundred certified diverse suppliers on a Google site. This saves utilities and suppliers duplication in efforts.
- ❑ Moved forward to establishing a formal group by determining by-laws, leadership roles, nomination process, etc. We anticipate finalizing the efforts in early 2011.
- ❑ Delmarva Power & Light retained a diverse consulting company to provide an assessment of certifying bodies, documentation required for certification and recommendations on how to secure detail information such as specific gender/ethnicity.
- ❑ Actively participated in and supported local, regional and national diverse business advocacy organizations. Attended conferences and seminars, participated as panelists, provided workshops and conducted one-on-one interviews with diverse suppliers and educated suppliers about Delmarva Power & Light's procurement opportunities, processes and practices working with the following organizations
  - The National Minority Supplier Development Council
  - The MD/DC and Minority Supplier Development Council
  - PA/NJ/DE Minority Supplier Development Council
  - Women's Business Enterprise National Council
  - Women President's Education Organization
  - Women Business Enterprise Council

- The Elite Service-Disabled Veterans Organization
  - The Edison Electric Institute Supplier Diversity Committee
  - State of Maryland MBE University (Montgomery County, Somerset County, Maryland)
  - Maryland Washington Minority Contractor's Association
- Provided information about Delmarva Power & Light's potential contracting opportunities and how to do business with the company at two of the three quarterly MBE University outreach events coordinated by the Maryland Governor's Office of Minority Affairs (GOMA) for diverse businesses throughout the state. PHI also underwrote sponsorship of 2 of the events (Montgomery County, Maryland and in Somerset County, Maryland), helping to ensure the events could be offered to the small, diverse supplier community for no charge. Supplier Diversity staff along with a team of PHI professionals from various departments also made presentations to and for small, local and minority businesses in Prince Georges' County Maryland invited by the Economic Development Corporation Small Business Initiative, about AMI, MAPP and general construction projects and services, then conducted one-on-one matchmaker sessions.
- PHI staff and contractors participated in the first annual Green Energy Summit, coordinated by the Presidents Roundtable, in Baltimore as exhibitors and sponsors.
- External recognition for the Company's Supplier Diversity efforts from January 1, 2010 through December 31, 2010 includes:
- Prince George's County Small Business Initiative recognized Charlie Partridge (Supplier Diversity representative) with a presentation of the **Dedication and Commitment** award for her work with small businesses
  - Maryland Washington Minority Contractors Association "**Most Inclusive Utility Company for the Year for Minority Business Enterprises**"
  - Diversity/Careers in Engineering & Information Technology "**Best Diversity Company 2010**"
  - Women's Business Enterprise Council "**Shining Star**" award presented to Maurice Williams (Supplier Diversity representative).
  - Howard University Entrepreneur Leadership Institute recognized Pepco Holdings, Inc. in recognition for "**Corporate Leadership**"
  - Hispanic Business "**Top 25 Companies for Supplier Diversity**"
  - Maryland Chamber of Commerce inaugural "**Large Company Partner in Business Award**" for outstanding contributions to supplier diversity
  - Black Enterprise **Top 40 for Supplier Diversity, Senior Management and Board of Director Diversity**
  - New Jersey Board of Public Utilities recognized Atlantic City Electric for **Best Practice Improvement**
  - PA/NJ/DE MSDC **President's Award** to PHI for leadership and commitment to Supplier Diversity
- Supplier Diversity advertised in local, regional and national publications during 2010. The publications receiving advertisement placements from January 1, 2010 through

December 31, 2010 include *Diversity Careers and Engineering, the Baltimore Daily Record, MBE News USA, EEI Perspectives, Minorities and Women in Business, Women's Enterprise, SBA Resource Guide and Veteran's Business Journal.*

2. See Attachment A-1, A-2, A-3 for a summary of total Diverse Supplier spend, with breakdowns by socially disadvantaged group, compared with total Utility dollars spent of goods and services (MOU §6.2.2).
3. See Attachment B in the Annual Report, identified as "CONFIDENTIAL," for the itemization of the Diverse Supplier program expenses including salaries, outreach etc., compared with total Utility dollars spent on general and administrative expenses. (MOU §6.2.3).
4. Delmarva Power & Light exceeded the annual goal of 10.004% attaining actual diverse spend of 12.454%. The dollars reported are actual spend for both first and second-tier procurement.

The second-tier reporting system, launched during 2009, has been successful in prime identification and inclusion of diverse suppliers. Approximately 70 prime suppliers provided second-tier spend and include their commitment to diverse inclusion in the contracting process.

In 2009, Delmarva Power & Light relied on self-certification of both prime contractor and second-tier contractors. During 2010, new requirements included third party certification and re-entry of supplier ownership data with posted copies of the ownership certification. Delmarva Power & Light worked closely with diverse suppliers that did not have current diverse ownership certification to assist them in finding third party certifiers and answering their concerns about the process

A certification review was conducted for second-tier suppliers by AECSoftUSA. Delmarva Power & Light did not conduct a formal audit of the second-tier spend as it is less than 2% of the total diverse spend and would have minimal impact if the dollars were not counted in the total and would not cause the goal not to be met. Prime contractors must agree that all of the data submitted is true and correct.

Delmarva Power & Light has an aggressive approach to inclusion of diverse suppliers including the internal Sourcing Workflow system which tracks the procurement process from requisition to contract and provides Supplier Diversity time to assure inclusion of diverse suppliers in the bidder pool.

The largest success in 2010 is the certification of a woman-owned business currently working on the MAPP project. Delmarva Power & Light was over **\$9.5** million dollars in 2010.

Supplier Diversity, Strategic Sourcing and major operating departments continue to analyze the material group codes identified as having no competitive opportunity and sole source procurements.

A particularly difficult area is in the procurement of distribution transformers. The State of Maryland regulated formula for the procurement of distribution transformers is based on total cost of ownership. The current formula does not take into consideration the intangible benefit to procurement from diverse suppliers or suppliers within the United States.

Another challenge is equipment warranties requiring procurement of original equipment manufacturer parts to maintain the warranty which eliminates competition.

The availability of interested third party certified Service Disabled Veterans remains limited despite active involvement and membership in The Elite Service-Disabled Veteran's Organization and as a result has affected our ability to meet our SDVOB goals (MOU §6.2.4).

5. Prime contractors for both material and services utilized Diverse Supplier subcontractors. Diverse Supplier subcontractors participated in prime contractor procurement of services and equipment such as employment services, distribution equipment, safety equipment, underground construction, safety systems, electrical and electro-mechanical equipment, sanitation services, trucking services, call center, line hardware, distribution transformers and electrical equipment (MOU §6.2.5)
6. There were no Diverse Supplier procurement-related complaints reported directly to Delmarva Power & Light during the 2010 reporting year, see Attachment C (MOU §6.2.6).
7. If Delmarva Power & Light were to receive a complaint regarding Diverse Supplier procurement-related issue or concern the Director, Supply Chain would be notified to follow-up and address the complaint (MOU §6.2.7).
8. See Attachment D for list of Diverse Suppliers that received payment for 2010 contract services, the NAICS Code(s) for the services provided, and the dollar amount paid to the vendors (MOU §6.2.8).
9. Further description of efforts made to recruit Diverse Suppliers of products or services in NAICS Code Categories where Diverse Supplier utilization has been low (MOU §6.2.9).

The number of Service Disabled Veterans Owned Business (SDVOB) qualified and registered to provide services and/or materials to Delmarva Power & Light is limited, however, available suppliers resulted in Delmarva Power & Light's ability to exceed the 2010 SDVOB goal of 0.020% attaining 0.070%. Delmarva Power & Light has met with representatives of The Elite Service Disabled Veteran Owned Business Network on several occasions to discuss the qualifications of several SDVOB's, however to date these efforts have resulted in a limited number of contracts. Delmarva Power & Light also attended the 7<sup>th</sup> Annual National Convention of The Elite Service Disabled Veteran Owned Business Network in Mashantucket, Connecticut in August 2010. The conference was well attended and Delmarva Power & Light identified several suppliers for potential opportunities which we continue to pursue (MOU §6.2.9).

Delmarva Power & Light also has several meetings with minority-owned investment/finance firms in 2010 and has plans to expand opportunities in 2011.





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

ATTACHMENT A-2		UTILITY NAME: Delmarva		FOR THE REPORTING YEAR: 2010		RESULTS BY PRODUCT				
(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)	(H)		(I)		(J)		COL. (H) \$ / TOTAL COL. (H) %
1	237	Construction - General	\$ 0	\$ 751,376.14	\$ 0	\$ 0	\$ 751,376	2.4057%		
2	238	Specialty Trade Contractors	\$5,064,964	\$13,936,368	\$ 0	\$ 0	\$19,001,332	60.8378%		
3	335	Elec Equip/Component Mfg	\$2,171,292	\$2,280,354	\$ 0	\$ 0	\$4,451,646	14.2531%		
4	423	Merchant Wholesaler, Durable	\$139,343	\$45,321	\$ 0	\$ 0	\$184,664	0.5913%		
5	441	Motor Vehicle and Parts Dealers	\$1,023	\$ 0	\$ 0	\$ 0	\$1,023	0.0033%		
6	454	Gasoline/Chemicals Professional, Scientific, and Technical Services	\$895,631	\$ 0	\$ 0	\$ 0	\$895,631	2.8676%		
7	541	Administrative and Support Services	\$308,990	\$360,210	\$146,593	\$ 0	\$815,793	2.6120%		
8	561	Administrative and Support Services	\$2,927,272	\$7,475	\$ 0	\$83,393	\$3,018,140	9.6634%		
9		Delmarva - 2nd tier spend	\$152,217	\$1,960,941	\$ 0	\$ 0	\$2,113,158	6.7658%		
Totals			\$11,660,732	\$19,342,046	\$146,593	\$83,393	\$31,232,764	100.0000%	\$219,534,248	14.23%
Footnotes:			5.31%	8.81%	0.07%	0.04%	14.23%			
1	NAICS Codes listed are subject to change									
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).									
	Pepeco does not use NAICS codes for contracting									

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

<b>ATTACHMENT A-3</b>			
UTILITY NAME: Delmarva Power			
FOR THE REPORTING YEAR: 2010			
(A)	(B)	(C)	(D)
LINE #	DESCRIPTION	CURRENT YEAR RESULTS (%)	CURRENT YEAR GOALS (%)
1	MINORITY BUSINESS ENTERPRISE	5.310%	6.000%
2			
3	WOMEN OWNED BUSINESS ENTERPRISE	8.810%	3.000%
4			
5	SERVICE DISABLED VETERAN BUSINESS ENTERPRISE	0.070%	0.020%
6			
7	NOT FOR PROFIT WORKSHOPS	0.040%	0.100%
8			
9	TOTAL	14.230%	9.120%

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

MOU - ATTACHMENT B

UTILITY NAME: Pepco and Delmarva Power

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
1	Wages	\$344,000	35.76%		N/A
2	Other Employee Expenses	\$15,000	1.56%		N/A
3	Program Expenses	\$266,000	27.65%		N/A
4	Reporting Expenses*	\$30,000	3.12%		N/A
5	Training	\$0	0.00%		N/A
6	Consultants	\$0	0.00%		N/A
7	Other Program Expenses (List)	\$0	0.00%		N/A
8	Overhead - pension, benefits, payroll tax, space, etc.	\$307,000	31.91%		N/A
9		\$0	0.00%		N/A
10		\$0	0.00%		N/A
11		\$0	0.00%		N/A
12		\$0	0.00%		N/A
13		\$0	0.00%		N/A
14		\$0	0.00%		N/A
15	TOTAL EXPENSES)	\$962,000	100.00%	\$186,219,364	0.52%

Note:  
 PHI Supplier Diversity provides support and development to all PHI companies.  
 \*Funding provided for 2nd tier software license paid by PHI Strategic Sourcing in addition to the Supplier Diversity budget. Strategic Sourcing provides management support on an ongoing basis to support the 2nd tier and diverse supplier database  
 Pepco A&G = \$116,780,756  
 Delmarva A&G = \$69,438,608  
 Total = \$186,219,364

Public Service Commission of Maryland  
 Supplier Diversity Annual Report of  
 Complaints  
 (MOU Sec. 6.2.5)

ATTACHMENT C

UTILITY NAME: Delmarva  
 FOR THE REPORTING 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					
2					
3					
4					
5					
6					
7					
8					
9					
10					
11					
12					
13					
14					
15					

No complaints filed during 2010

# **Confidential Attachment D**

**Removed**

**SUPPLIER DIVERSITY  
2010 MATERIAL GROUP CODES WITH GOAL**

MG CODE	MG CODE DESCRIPTION	% GOAL	% GOAL	% GOAL	% GOAL
		1000	1500	7000	9000
A01000	ADVERTISING	0%	0%	0%	0%
A01001	ADVERTISE/MAINSTREAM	0%	0%	0%	0%
A01002	ADVERTISE/TARGETED	50%	50%	50%	50%
A02000	AERIAL INSPECTION	0%	0%	0%	0%
A03000	CATERING/FOOD	0%	0%	0%	0%
A03001	CATERING	40%	40%	40%	40%
A04000	COMPUTER HDW DESKTOP	10%	10%	10%	10%
A04001	COMP HW DESKTOP PTS	50%	50%	50%	50%
A05000	COMPUTER HDW LAPTOP	5%	5%	5%	5%
A06000	COMPUTER HDW MAINFRM	5%	5%	5%	5%
A06001	COMP M&R HW MF/PERIP	0%	0%	0%	0%
A07000	COMPUTER HDW MAINTEN	40%	40%	40%	40%
A07001	COMP,HW,M/FRAME,M&R	0%	0%	0%	0%
A08000	COMPUTER HDW MISCELL	0%	0%	25%	0%
A08001	COMP M&R, HP, HW	0%	0%	0%	0%
A08002	COMP M&R DB TIMESHAR	0%	0%	0%	0%
A08003	COMP, LAN SERVICES	5%	5%	5%	5%
A08004	COMP, LAN HARDWARE	25%	25%	25%	25%
A09000	COMPUTER SOFTWARE	0%	0%	0%	5%
A09001	COMP, SW M/F BUS APP	0%	0%	0%	0%
A09002	COMP, M&R, TRAINING	5%	5%	5%	5%
A09003	COMP, M&R IMAGING	5%	5%	5%	5%
A09004	COMP, LAN PROPR SW	0%	0%	0%	0%
A10000	COMPUTER SFTWR MAINT	0%	0%	0%	0%
A10001	COMP M&R SW, MF LIC	0%	0%	0%	0%
A10002	COMP M&R SW LIC MINI	0%	0%	0%	0%
A10003	COMP, DESKTOP SW LIC	10%	10%	10%	10%
A10004	COMP, LAN SW & MAINT	15%	15%	15%	15%
A10005	COMPUTER RECYLING	25%	25%	25%	25%
A11000	COPIER RENTAL & SERV	0%	0%	0%	0%
A12000	DIRECTIONAL BORING	0%	0%	0%	0%
A12001	GEOTECHNICAL EVAL	0%	0%	0%	0%
A13000	ENVIRON HAZ-MAT DISP	0%	0%	0%	0%
A13001	ASBESTOS REMOVAL	0%	0%	0%	0%
A13002	ENVMENTAL, HAZ DISP	5%	0%	0%	0%
A13003	ASBESTOS ANALYSIS	5%	5%	5%	5%
A14000	FAC & BUILDING SVS	5%	50%	50%	50%
A14001	PAPER RECYCLING	10%	10%	10%	10%
A14002	BLDG ERECTION PREFAB	25%	25%	25%	25%
A14003	BLDG RENOVATE INDOOR	25%	25%	25%	25%
A14004	COATINGS	5%	5%	5%	5%
A14005	FIRE PROTECTION SYS	0%	0%	0%	0%
A14006	HVAC & SHEET METAL	25%	25%	25%	25%
A14007	LOCKSMITH	10%	10%	10%	10%
A14008	MOVING AND STORAGE	5%	5%	5%	5%
A14009	PAINTING, INDUSTRIAL	50%	50%	50%	50%
A14010	PLUMBING, CIVIL	35%	35%	35%	35%
A14011	ROOFING	25%	25%	5%	25%
A14012	SNOW REMOVAL	5%	5%	5%	5%
A14013	PEST CONTROL	50%	50%	50%	50%
A14014	REPAIR, MISC	10%	10%	10%	10%
A14015	ELEVATOR M&R	0%	0%	0%	0%
A14016	SCALES REPAIR	0%	0%	0%	0%
A14017	DRY ICE	0%	0%	0%	0%
A14018	STEAM CLEAN,EQUP REP	50%	50%	50%	50%
A14019	COURIER	50%	50%	50%	5%
A14020	PORTABLE TOILETS	50%	0%	0%	0%
A14021	CATHODIC PROTECTION	0%	0%	0%	0%
A14022	FENCING	50%	50%	50%	50%

**SUPPLIER DIVERSITY  
2010 MATERIAL GROUP CODES WITH GOAL**

MG CODE	MG CODE DESCRIPTION	% GOAL	% GOAL	% GOAL	% GOAL
		1000	1500	7000	9000
A14023	LEASE, OIL STORAGE	0%	0%	0%	0%
A14024	LEASE, REAL ESTATE	0%	0%	0%	0%
A15000	ZZ DO NOT USE	0%	0%	0%	0%
A15001	AMI PROJECT	5%	5%	5%	5%
A15002	MAPP PROJECT	5%	5%	5%	5%
A15020	BLUEPRINT DIRECT LOAD CNTRL MAT	5%	5%	5%	5%
A16000	FLEET SERV VEH PURCH	0%	0%	5%	0%
A17000	FURNITURE	5%	5%	5%	5%
A18000	ZZ DO NOT USE	0%	0%	0%	0%
A18001	JANITORIAL SERVICES	50%	50%	50%	50%
A19000	LAMP & LIGHTING MAINT	50%	50%	50%	50%
A20000	ZZ DO NOT USE	0%	0%	0%	0%
A20001	LANDSCAPING	10%	10%	50%	50%
A21000	LINE LOCATING	0%	0%	0%	0%
A22000	OFFICE EQUIP MISCELL	20%	20%	20%	20%
A22001	AUDIO VISUAL	5%	5%	5%	5%
A22002	OFFICE/ MAINT REPAIR	0%	0%	0%	0%
A22003	PHOTOGRAPHY	5%	5%	5%	5%
A23000	OVRHD CONSTR & MAINT	0%	0%	0%	0%
A23001	OVERHEAD LINES, T&D	5%	0%	5%	0%
A24000	OVRHD SERV CONS&MAIN	0%	0%	0%	0%
A25000	PAVING & CONCRETE	50%	50%	50%	50%
A25001	CONCRETE, MASONRY	30%	30%	30%	30%
A25002	STONE/MASONRY REPAIR	0%	0%	0%	0%
A26000	PHOTOGRAPHIC SVS/EQU	0%	0%	0%	0%
A26001	PRINTING OTHER	0%	0%	0%	0%
A27000	PROFESSIONAL CONSULT	0%	0%	0%	0%
A27002	TRANSFORMER REPAIR	0%	0%	0%	0%
A27003	TELEMARKET SURVEYS	35%	35%	35%	35%
A27004	RECORD RETENTION	5%	5%	5%	5%
A27006	CONSULTING SVS, MISC	20%	20%	20%	20%
A27007	LEGAL	10%	10%	10%	10%
A27008	AUDITING	5%	5%	5%	5%
A27009	DEBT COLLECTION	5%	5%	5%	5%
A27010	CLAIM INVESTIGATION	5%	5%	5%	5%
A27011	APPR, CLAIM PROC, AUTO	50%	50%	50%	50%
A27012	APPR, CLAIM PROC, RE	5%	5%	5%	5%
A27013	APPR, CLAIM PROC OTH	50%	50%	50%	50%
A27014	TRAVEL AGENCIES	50%	50%	50%	50%
A27015	A/E FULL SERVICE	5%	5%	5%	5%
A27016	MEDICAL, CONSULTANTS	0%	0%	0%	0%
A27017	RECRUITMENT	5%	5%	5%	5%
A27018	SURVEYING	15%	15%	15%	15%
A27019	TRAINING	15%	15%	15%	15%
A27020	WEATHER FORECASTING	0%	0%	0%	0%
A27021	TRANS CONSULTING	5%	5%	5%	5%
A27022	DRAFTING SUPPORT	25%	25%	50%	50%
A27023	TESTING, NDE	0%	0%	0%	0%
A27024	PROCUREMENT CARD	5%	5%	5%	5%
A27025	ECONOMETRICS	0%	0%	0%	0%
A27026	ENG/ENGY MGMT CTRL	0%	0%	0%	0%
A27027	RESTRUCT/DIVESTITURE	0%	0%	0%	0%
A27028	ENVIRONMENT, CONSULT	5%	5%	0%	0%
A27029	MEDL/DENTAL/TUITION	0%	0%	0%	0%
A27030	ADMIN AWARDS/SAFETY	0%	0%	0%	0%
A27031	LOAD MGT FIELD/STUDY	0%	0%	0%	0%
A27032	CONSULT IBEW/PEPCO	0%	0%	0%	0%
A27033	AUDIT FINANCL STMENT	0%	0%	0%	0%
A27034	FINANCIAL RATING	0%	0%	0%	0%

**SUPPLIER DIVERSITY  
2010 MATERIAL GROUP CODES WITH GOAL**

MG CODE	MG CODE DESCRIPTION	% GOAL	% GOAL	% GOAL	% GOAL
		1000	1500	7000	9000
A27035	ENGINEER DESIGN,ELEC	0%	0%	0%	0%
A27037	COMP,SW RETAIL ACCES	0%	0%	0%	0%
A27038	COMP M&R (O) CONSULT	30%	30%	30%	30%
A27039	COMP M&R, DATA CONV	0%	0%	0%	0%
A27040	COMP M&R, INTERNET	30%	30%	30%	30%
A27041	QUALITY&RELIABILITY	15%	15%	15%	15%
A27042	PERSONNEL, TECHNICAL	40%	40%	40%	40%
A27043	WATER QLTY ANALYSIS	10%	10%	10%	10%
A27044	BIOLOGICAL STUDIES	0%	0%	0%	0%
A27045	GAS CONSULTING	5%	5%	5%	5%
A27046	INSPECTION PIPELINE	0%	0%	0%	0%
A27047	CONSULTANT, SAFETY	0%	0%	0%	0%
A27048	TESTING SERVICES-DE	0%	0%	0%	0%
A28000	R/E LEASES/MISC SERV	0%	0%	0%	0%
A28001	DIVING/UNDERWATER	25%	25%	0%	0%
A28002	DREDGING	0%	0%	0%	0%
A28003	ELEC, CIVIL MAINT	15%	15%	15%	15%
A28004	ELEC, PLANT MAINT	35%	35%	35%	35%
A28005	GAS/SEWER LINE INST	5%	5%	0%	0%
A28006	INSPECTION, SPECIAL	0%	0%	0%	0%
A28007	INSTRUMENT & CTRLS	5%	5%	0%	0%
A28008	INSULATION & LAGGING	0%	0%	0%	0%
A28009	LABOR, GENERAL	25%	0%	50%	50%
A28010	MACHINE WORK, MISC	0%	0%	0%	0%
A28011	MECHANICAL	5%	5%	5%	5%
A28012	METALIZING	0%	0%	0%	0%
A28013	MILLWRIGHT/MECH	0%	0%	0%	0%
A28014	PIPING/PWR/STEAMFIT	5%	5%	5%	5%
A28015	VALVES	0%	0%	0%	0%
A28016	PUMPS	0%	0%	0%	0%
A28017	ENERGY CONSERVATION	0%	0%	0%	0%
A28018	INSTR, SERVICES	0%	0%	0%	0%
A28019	MARINE, MARINA	0%	0%	0%	0%
A28020	BARRICADE, RENT/RPR	0%	0%	0%	0%
A29000	RENTALS - MISCELLAN	0%	0%	0%	0%
A29001	INSTR, RENTAL	5%	5%	5%	5%
A29002	MARINE, SUPPLIES	0%	0%	0%	0%
A29003	LEASE, COPIER	5%	5%	5%	5%
A29004	STEAM CLEAN,EQUIP RTL	50%	50%	50%	50%
A30000	REPROD SERV/EQUIP	0%	0%	0%	0%
A31000	RIGGING&HAULING RENT	0%	0%	0%	0%
A31001	RIGGING AND HAULING	40%	40%	40%	40%
A31002	CRANE REPAIR/RENTAL	5%	5%	5%	5%
A32000	RIGGING&HAULING SVS	0%	0%	0%	0%
A32001	GRASS MOWING, ROW	50%	50%	50%	50%
A32002	RAILROAD, ROW,MAINT	0%	0%	0%	0%
A33000	ROW MAINTENANCE	0%	0%	0%	0%
A34000	SECURITY	50%	50%	50%	50%
A35000	STREETLIGHT MAINTEN	0%	0%	0%	0%
A35001	ELEC,HIGH VOLT/SUBST	0%	0%	0%	0%
A35002	STL ERECTION & TOWER	0%	0%	0%	0%
A35003	SUB REMODEL/ADD	5%	5%	5%	5%
A35004	SUB/TRANS CIVIL CONS	0%	0%	0%	0%
A36000	SUBSCRIPTIONS	0%	0%	0%	0%
A37000	SUBSTA CONSTR&MAINT	5%	5%	5%	5%
A38000	TELECOMM CELLULAR	0%	0%	0%	0%
A39000	TELECOMM VOICE&DATA	0%	5%	0%	5%
A40000	TEMPORARY EMPLOYMENT	50%	50%	50%	50%
A41000	TOWEL & MAT SERVICE	0%	0%	0%	0%



**SUPPLIER DIVERSITY  
2010 MATERIAL GROUP CODES WITH GOAL**

MG CODE	MG CODE DESCRIPTION	% GOAL	% GOAL	% GOAL	% GOAL
		1000	1500	7000	9000
A42000	TRAFFIC MANAGEMENT	50%	5%	50%	50%
A43000	TRASH HAULING	5%	5%	5%	5%
A44000	TRAFFIC SIGNAL SYS	50%	50%	50%	50%
A44001	CONDUIT AND MANHOLES	40%	40%	40%	40%
A44002	EXCAVATION, LT EQUIP	5%	5%	5%	5%
A44003	UNDGRND LINES, T&D	0%	0%	0%	0%
A44004	MANHOLE CLING, DUCT	0%	0%	0%	0%
A45000	TREE TRIMMING ROUTINE	0%	0%	0%	0%
A45001	TREE TRIMMING SPECIAL	5%	5%	5%	5%
A46000	UNDRGRD CONSTR&MAINT	5%	5%	5%	5%
A46001	UNDERGROUND TANKS	0%	0%	0%	0%
A47000	UNIFORMS & RENTAL SVS	10%	10%	10%	10%
A47001	UNIFORM RENT&CLEAN	0%	0%	0%	0%
A48000	URD CONSTR&MAINTENAN	5%	5%	5%	0%
A49000	WOOD POLE INSP&MAINT	0%	0%	0%	0%
A50000	ACTUATION REPAIRS	0%	0%	0%	0%
A51000	ALARM MAINT/SERV	0%	0%	0%	0%
A52000	BATTERY MAINT/REPAIR	0%	0%	0%	0%
A53000	BOILER MAINT	5%	5%	0%	0%
A54000	COAL FEED PULVR REPR	5%	5%	0%	0%
A55000	COMBUST CHAMBER REPR	0%	0%	0%	0%
A56000	COMPRESSOR MAINT/REP	0%	0%	0%	0%
A57000	CONDENSER REPAIR	0%	0%	0%	0%
A58000	CONTOL SYS REPAIR	0%	0%	0%	0%
A59000	COOLING TOWER MAINT	0%	0%	5%	0%
A60000	DOOR REPAIR	0%	0%	0%	0%
A61000	ECONOMIZER REPAIRS	0%	0%	0%	0%
A62000	ELECTRONICS REPAIR	0%	0%	0%	0%
A63000	EXPANSION JOINT REPAIR	0%	0%	0%	0%
A64000	FANS/BLOWER REPAIRS	0%	0%	0%	0%
A65000	FEED WATER HEAT REPR	0%	0%	0%	0%
A66000	GEARBOX REPAIRS	0%	0%	0%	0%
A67000	GENERATOR MAINT/REPR	0%	0%	0%	0%
A68000	HEAT TRACE MAINT	0%	0%	0%	0%
A68001	LIFT TRUCK	0%	0%	0%	0%
A69000	LIGHTING REPAIRS	0%	0%	0%	0%
A70000	MECHANICAL SEAL REPR	0%	0%	0%	0%
A71000	MILL REPAIR	0%	0%	0%	0%
A72000	MONITOR REPAIRS	0%	0%	0%	0%
A73000	MOTOR REPAIRS	0%	0%	0%	0%
A7400	PLANT MAJOR COMP REP	0%	0%	0%	0%
A75000	POWER IXMSSION REPR	0%	0%	0%	0%
760000	PRECIPATOR REPAIRS	0%	0%	0%	0%
A77000	PUBLIC ADD EQUIP REP	0%	0%	0%	0%
A78000	REFRACTORY WORK	0%	0%	0%	0%
A79000	SCREENHOUSE REPAIRS	0%	0%	0%	0%
A80000	SHOP & EQUIP REPAIRS	0%	0%	0%	0%
A81000	SOOTBLOWER REPAIRS	0%	0%	0%	0%
A82000	SPEED REDUCER REPAIR	0%	0%	0%	0%
A83000	STACK/CHIMNEY REPAIR	0%	0%	0%	0%
A84000	SYSTEM UPGRADES	0%	0%	0%	0%
A85000	TANK REPAIRS	0%	0%	0%	0%
A86000	THEROCOUPLE REPAIR	0%	0%	0%	0%
A87000	TURBINE MAINT/REPAIR	0%	0%	0%	0%
A88000	VALVE REPAIR	0%	0%	0%	0%
A89000	WELD REPAIR/X-RAY	0%	0%	0%	0%
ADP	ZZ DO NOT USE	0%	0%	0%	0%
AECSOCK	ZZ DO NOT USE	0%	0%	0%	0%
AEDELEQ	ZZ DO NOT USE	0%	0%	0%	0%

SUPPLIER DIVERSITY  
2010 MATERIAL GROUP CODES WITH GOAL

MG CODE	MG CODE DESCRIPTION	% GOAL 1000	% GOAL 1500	% GOAL 7000	% GOAL 9000
IAEGEN	ZZ DO NOT USE	0%	0%	0%	0%
IAEGENEXP	ZZ DO NOT USE	0%	0%	0%	0%
IAEGENNSK	ZZ DO NOT USE	0%	0%	0%	0%
IAEGENPRT	ZZ DO NOT USE	0%	0%	0%	0%
IAESUB	ZZ DO NOT USE	0%	0%	0%	0%
IAETD	ZZ DO NOT USE	0%	0%	0%	0%
IAEUNDER	ZZ DO NOT USE	0%	0%	0%	0%
IAEVRM	ZZ DO NOT USE	0%	0%	0%	0%
IAPPAREL	RAINGEAR,GLOVES, ETC	0%	0%	0%	0%
IARRESTER	ZZ DO NOT USE	0%	0%	0%	0%
IARRSTDIS	ARRESTERS,DISTRIB	25%	25%	5%	25%
IARRSTSUB	ARRESTERS,SUBSTATION	0%	0%	0%	0%
IARRSTTRN	ARRESTERS,TRANSMISS	10%	10%	10%	10%
IBATTERY	BATTERIES, LANTERNS	0%	0%	0%	0%
IBLDGSUP	BUILDING SUPPLIES	5%	5%	5%	5%
IBLUEPRINT	DIRECT LOAD CNTRL MAT	5%	5%	5%	5%
IBOLTNUIT	BOLTS/NUTS	10%	10%	10%	10%
IBRACES	BRACES	0%	0%	0%	0%
IBRACKETS	BRACKETS,BRACES,XARM	5%	5%	5%	5%
IBUS	BUS CONDUCTORS	30%	30%	30%	30%
IBUSPIPE	BUSBAR PIPE&HI COND	30%	30%	30%	30%
ICABLEACC	CABLE,ACCESSORIES	0%	0%	10%	10%
ICABLEDIE	CABLE, SOLID DIELEC	0%	0%	0%	0%
ICABLEELB	CABLE,ELBOW	0%	0%	0%	0%
ICABLEHV	CABLE,HIGH VOLTAGE	0%	0%	0%	0%
ICABLEINS	CABLE, INSTRUMENT	35%	35%	35%	35%
ICABLELV	CABLE,LOW VOLTAGE	15%	15%	15%	15%
ICABLEMV	CABLE,MEDIUM VOLTAGE	25%	25%	25%	25%
ICABLEPOR	CABLE, PORTABLE	10%	10%	10%	10%
ICABLESPL	CABLE,SPLICES	0%	0%	20%	20%
ICABLESUB	CABLE,SUBSTATION	0%	0%	0%	0%
ICABLESW	CABLE, SWITCHBOARD	0%	0%	0%	0%
ICABLETEC	CABLE,TELECOMMUNICAT	50%	25%	50%	50%
ICAPACITR	POWER CAPACITORS	0%	0%	0%	0%
ICAPEQ	ZZ DO NOT USE	0%	0%	0%	0%
ICHARGES	OTC - CHARGES	0%	0%	0%	0%
ICHEMCOM	CHEMICALS, COMPOUNDS	30%	30%	30%	30%
ICHEMICAL	CHEMICALS	0%	0%	30%	30%
ICHEMSERV	CHEMI,FIRE EXTING	5%	5%	5%	5%
ICHEMSOL	CHEM, SOLVENTS, PKG	5%	5%	5%	5%
ICLAMPDIS	CLAMPS,DISTRIBUTION	0%	0%	5%	0%
ICLAMPOTH	CLAMPS,OTHER	0%	0%	50%	50%
ICLAMPSUB	CLAMPS,SUBSTATION	0%	0%	0%	0%
ICLAMPTRN	CLAMPS,TRANSMISSION	0%	0%	0%	0%
ICLEAN	ZZ DO NOT USE	0%	0%	0%	0%
ICLIMB	ZZ DO NOT USE	0%	0%	0%	0%
ICNTDISOH	CONNECTOR,DIST,OVHD	0%	0%	0%	0%
ICNTDISUG	CONNECTOR,UNDERGROUN	20%	20%	20%	20%
ICNTOTHR	CONNECTOR,OTHER	25%	25%	25%	25%
ICNTSUB	CONNECTOR,SUBSTATION	0%	0%	0%	0%
ICNTTRANS	CONNECTOR,TRANSM	0%	0%	0%	0%
ICOMCABLE	ZZ DO NOT USE	0%	0%	0%	0%
ICOMMUN	ZZ DO NOT USE	0%	0%	0%	0%
ICONDMET	CONDUIT,METAL	0%	0%	0%	0%
ICONDPLST	CONDUIT,PLASTIC	10%	10%	50%	20%
ICONDUIT	ZZ DO NOT USE	0%	0%	0%	0%
ICONN.TD	ZZ DO NOT USE	0%	0%	0%	0%
ICONNECT	ZZ DO NOT USE	0%	0%	0%	0%
ICROSSARM	CROSSARMS	0%	0%	0%	0%

**SUPPLIER DIVERSITY  
2010 MATERIAL GROUP CODES WITH GOAL**

MG CODE	MG CODE DESCRIPTION	% GOAL 1000	% GOAL 1500	% GOAL 7000	% GOAL 9000
ICUTOUTS	CUTOUTS	0%	0%	0%	0%
IDUMMY	DUMMY STOCK NUMBERS	0%	0%	0%	0%
IELCMTR1	ZZ DO NOT USE	0%	0%	0%	0%
IELCMTR2	ZZ DO NOT USE	0%	0%	0%	0%
IELECTRI1	ELECTRICAL HW, MISC	5%	5%	5%	5%
IELECTRO1	ELEC COMPNTS/PARTS	5%	5%	5%	5%
IENCLOSUG	ENCLOSURES, UNDERGROU	0%	0%	0%	0%
IETC	ZZ DO NOT USE	0%	0%	0%	0%
IFASTEN	FASTENERS	50%	50%	5%	50%
IFIBEROP	ZZ DO NOT USE	0%	0%	0%	0%
IFILTER	FILTERS	0%	0%	0%	0%
IFLTCHRY	VEHICLES/CHRYSLER	0%	0%	0%	0%
IFLTFORD	VEHICLES,/FORD	0%	0%	5%	5%
IFLTGMC	VEHICLES/GMC	0%	0%	25%	25%
IFLTNOEM	AUTO/PARTS NON-OEM	10%	10%	10%	10%
IFLTOEM	AUTO/PARTS OEM	0%	0%	0%	0%
IFLTOEN	AUTO/FORKLIFT PARTS	0%	0%	0%	0%
IFUELDIES	FUEL, DIESEL	50%	10%	50%	50%
IFUELGAS	FUEL, GASOLINE	30%	10%	5%	30%
IFUELMISC	FUEL, MISC.	10%	10%	50%	10%
IFUELOIL	FUEL, OIL	0%	0%	0%	0%
IFURN	ZZ DO NOT USE	0%	0%	0%	0%
IFUSEPRI	ZZ DO NOT USE	0%	0%	0%	0%
IFUSES	FUSES	20%	20%	20%	20%
IFUSESEC	ZZ DO NOT USE	0%	0%	20%	20%
IGASACC	GAS, ACCESSORIES	5%	0%	0%	0%
IGASES	COMPRESSED GASES	15%	20%	0%	0%
IGASKET	GASKETS & PACKING	50%	50%	50%	50%
IGASMTR1	ZZ DO NOT USE	0%	0%	0%	0%
IGASMTR2	ZZ DO NOT USE	0%	0%	0%	0%
IHLV	HULV MATERIALS	0%	0%	5%	0%
IHVAC	HVAC PARTS	0%	0%	5%	5%
INSTMMSC	INSTR, PTS, DISTR	5%	5%	5%	5%
INSTMREC	INSTRUMENT, RECORDING	0%	0%	0%	0%
INSTMTES	INSTRUMENT, TESTING	0%	0%	0%	0%
INSULATR	ZZ DO NOT USE	0%	0%	0%	0%
INSULDIS	INSULATOR, DISTRIB	0%	0%	0%	0%
INSULPOR	INSULATOR, PORCELAIN	5%	5%	5%	5%
INSULSUB	INSULATOR, SUBSTATION	0%	0%	0%	0%
INSULTRN	INSULATOR, TRANSMISSI	0%	0%	0%	0%
IJANITORI	JANITORIAL	30%	30%	30%	30%
ILABOR	OTC - LABOR	0%	0%	0%	0%
ILAMPS.BL	ZZ DO NOT USE	0%	0%	0%	0%
ILAMPS.SL	ZZ DO NOT USE	0%	0%	0%	0%
ILBR&VHCL	OTC - LABOR&VEHICLE	0%	0%	0%	0%
ILEAD	ZZ DO NOT USE	0%	0%	0%	0%
ILGHTBLDG	LIGHTING, BUILDING	0%	0%	0%	0%
ILNG	ZZ DO NOT USE	0%	0%	0%	0%
ILOCKS	LOCKS	0%	0%	0%	0%
ILUBRCANT	LUBRICANTS	0%	0%	20%	20%
IMEDICAL	MEDICAL SUPPLIES	0%	0%	5%	0%
IMETALS	MTL, WELDING&FAB	10%	10%	10%	10%
IMETALSFT	MTL PLUM FITTINGS	25%	25%	25%	25%
IMETALSMC	METALS, HW, MISC	20%	20%	20%	20%
IMETALSNF	MTL, NF, WIRE, CHAIN	5%	5%	5%	5%
IMETELACC	METERS, ELECT, ACCESSO	0%	0%	0%	0%
IMETELEC	METERS, ELECTRIC	0%	0%	0%	0%
IMETGAS	METERS, GAS	0%	0%	0%	0%
IMETGSACC	METERS, GAS, ACCESSOR	0%	0%	0%	0%

**SUPPLIER DIVERSITY  
2010 MATERIAL GROUP CODES WITH GOAL**

MG CODE	MG CODE DESCRIPTION	% GOAL	% GOAL	% GOAL	% GOAL
		1000	1500	7000	9000
IMISC	MISC. MATERIAL	0%	0%	5%	0%
IMOTOR	MOTORS & ACC	30%	30%	30%	30%
INetwork	ZZ DO NOT USE	0%	0%	0%	0%
INONSPLR	NON SUPPLIER EXP	0%	0%	0%	0%
NONSTOCK	NON STOCK MATERIALS	0%	0%	0%	0%
IOFFICE	OFFICE SUPPLIES	50%	50%	50%	50%
IOFFICEFU	FURNITURE, MISC	30%	30%	30%	30%
IOFFICEPA	PAPER, FRMS, SNAPOUT	0%	0%	0%	0%
IOFFICEPR	PREMI AWARDS/ PROMO	35%	35%	35%	35%
IOFFICEST	ENVELOPES, CUSTOM	5%	5%	50%	5%
IPADS	PADS & ENCLOSURES	50%	50%	0%	0%
IPAINT	PAINTS & SOLVENTS	5%	5%	5%	5%
IPANELS	PANELS& SWBD, INSTR	5%	5%	5%	5%
IPIPECASE	PIPE CASING, GAS	0%	0%	0%	0%
IPIPE.FIT	PIPE FITTING, GAS	0%	0%	0%	0%
IPIPE.GAS	PIPE, GAS	0%	0%	0%	0%
IPLANNED	OTC - PLANNED	0%	0%		
IPLHRDWR	POLE LINE HARDWARE	5%	5%	50%	50%
IPLTACT	ACTUATION	0%	0%	0%	0%
IPLTALARM	ALARM	0%	0%	0%	0%
IPLTBLR	BOILER	0%	0%	0%	0%
IPLTCDNSR	CONDENSER PARTS	0%	0%	0%	0%
IPLTCLTWR	COOLING TOWER	0%	0%	0%	0%
IPLTCMBCH	COMBUSTION CHAMBER	0%	0%	0%	0%
IPLTCNSYS	CONTROL SYSTEMS	0%	0%	0%	0%
IPLTCNTRL	CONTROLLERS	0%	0%	0%	0%
IPLTCOMPR	COMPRESSORS	0%	0%	0%	0%
IPLTDEMIN	DEMINERALIZER	0%	0%	0%	0%
IPLTECON	ECONOMIZER PARTS	0%	0%	0%	0%
IPLTEXPJT	EXPANSION JOINT	0%	0%	0%	0%
IPLTFDWTR	FEED WATER HEATER	0%	0%	0%	0%
IPLTFNBLR	FANS/BLOWERS	0%	0%	0%	0%
IPLTFRPRO	FIRE PROTECTION EQUIPMENT	0%	0%	0%	0%
IPLTGENER	GENERATOR	0%	0%	0%	0%
IPLTGRBOX	GEARBOX	0%	0%	0%	0%
IPLTHOSE	HOSE	0%	0%	0%	0%
IPLTHTRC	HEAT TRACE	0%	0%	0%	0%
IPLTLIFTS	CRANE/LIFTS/HOISTS	0%	0%	0%	0%
IPLTMCOMP	PLANT MAJOR COMPONEN	0%	0%	0%	0%
IPLTMILPT	MILL PARTS	0%	0%	0%	0%
IPLTMNTRS	MONITORS	0%	0%	0%	0%
IPLTMSEAL	MECHANICAL SEALS	0%	0%	0%	0%
IPLTPAEQP	PUBLIC ADDRESS EQUIP	0%	0%	0%	0%
IPLTPCBDS	PRINTED CIRCUIT BRDS	0%	0%	0%	0%
IPLTPRECP	PRECIPATOR PARTS	0%	0%	0%	0%
IPLTPROBE	PROBES	0%	0%	0%	0%
IPLTPULVR	COAL FEED PULVR PARTS	0%	0%	0%	0%
IPLTPWRSP	POWER SUPPLYS	0%	0%	0%	0%
IPLTPWRTX	POWER XMISSION	0%	0%	0%	0%
IPLTREBKT	REDULID KITS	0%	0%	0%	0%
IPLTSCRNH	SCREENHOUSE PARTS	0%	0%	0%	0%
IPLTSHPEQ	SHOP EQUIPMENT	0%	0%	0%	0%
IPLTSPBLS	SPONGE BALLS	0%	0%	0%	0%
IPLTSPDRD	SPEED REDUCER	0%	0%	0%	0%
IPLTSTACK	STACK/CHIMMEYS	0%	0%	0%	0%
IPLTSTBLW	SOOTBLOWER PARTS	0%	0%	0%	0%
IPLTTHERM	THERMOCOUPLE	0%	0%	0%	0%
IPLTTRAP	STRAINER/TRAP	0%	0%	0%	0%
IPLTTRBN	TURBINE	0%	0%	0%	0%

**SUPPLIER DIVERSITY  
2010 MATERIAL GROUP CODES WITH GOAL**

MG CODE	MG CODE DESCRIPTION	% GOAL	% GOAL	% GOAL	% GOAL
		1000	1500	7000	9000
IPLTRDCR	TRANSDUCERS	0%	0%	0%	0%
IPLTTXMTR	TRANSMITTERS	0%	0%	0%	0%
IPMEQ	ZZ DO NOT USE	0%	0%	0%	0%
IPOLE	ZZ DO NOT USE	0%	0%	0%	0%
IPOLEOTHR	POLES, OTHER	10%	10%	0%	0%
IPOLE.SL	ZZ DO NOT USE	0%	0%	0%	0%
IPOLESTL	POLES,STEEL	20%	20%	0%	0%
IPOLESTLA	POLES,STREET LIGHT	5%	5%	5%	5%
IPOLEWOOD	POLES,WOOD	0%	0%	0%	0%
IPOWERPLNT	POWER PLANT	0%	0%	0%	0%
IPPDEV	ZZ DO NOT USE	0%	0%	0%	0%
IPUMPS	PUMPS,CHEM,FUEL	0%	0%	0%	0%
IPVF	ZZ DO NOT USE	0%	0%	0%	0%
IPVF.GAS	ZZ DO NOT USE	0%	0%	0%	0%
IPVFMET	PVF METAL	0%	0%	0%	0%
IPVFPLAS	PVF PLASTIC	5%	40%	40%	40%
IRAILROAD	RR,LOCOMOTIVE,TRACKS	0%	0%	0%	0%
IRECLOSER	RECLOSER	0%	0%	0%	0%
IRECORD	ZZ DO NOT USE	0%	0%	0%	0%
IREG	REGULATORS	0%	0%	0%	0%
IRELAY	RELAYS,TS & METERS	5%	0%	0%	0%
IROPE	ZZ DO NOT USE	0%	0%	0%	0%
ISAFEAPP	SAFETY APPAREL	20%	20%	20%	20%
ISAFETY	SAFETY SUPPLIES	20%	20%	20%	20%
ISAFETYEQ	SAFETY MISC EQUIP	50%	50%	50%	50%
ISAFETYGL	GLOVES, HIGH VOLT	0%	0%	0%	0%
ISEALS	SEALS,GREASE,OIL,GAS	20%	20%	20%	20%
SERVICE	ZZ DO NOT USE	0%	0%	0%	0%
ISIGNS	SIGNS, TAGS, ETC.	0%	0%	10%	0%
ISOLDER	SOLDER AND PASTE	5%	5%	5%	5%
ISPARE	ZZ DO NOT USE	0%	0%	0%	0%
ISPLICAER	SPLICES,AERIAL	0%	0%	10%	10%
ISTAPLES	STAPLES	50%	50%	50%	50%
ISTLTFXTR	STREET LIGHTING, FIXT	0%	0%	5%	0%
ISTLTG	STREET LIGHTING	0%	0%	0%	0%
ISTLTLAMP	STREET LIGHTING,LAMP	0%	0%	10%	10%
ISTLTMISC	STREET LIGHTING,MISC	0%	0%	0%	0%
ISTLTPOLE	STREET LIGHTING,POLE	0%	0%	0%	0%
ISTORMBOX	STORM BOXES	0%	0%	0%	0%
ISUB	ZZ DO NOT USE	0%	0%	0%	0%
ISUBSMAT	SUBSTATION MATERIAL	5%	5%	5%	5%
ISWITCH	SWITCH,PRESSURE SPEC	0%	0%	0%	0%
ISWITCHPT	SWITCH PARTS	5%	5%	5%	5%
ISW.PAD	SWITCH-PAD MOUNTED	0%	0%	0%	0%
ISW.POLE	SWITCH-POLE MOUNTED	20%	20%	20%	20%
ITAPE	TAPE, ELECTRICAL	50%	50%	50%	50%
ITELECOMM	TELECOMMUNICATIONS	0%	0%	0%	0%
ITERMINAT	MED VOLT SPICE&TERM	10%	10%	10%	10%
ITOOL.HL	TOOLS-HOT LINE	50%	50%	50%	50%
ITOOLS	TOOLS - HAND	0%	0%	20%	20%
ITOOLSAIR	TOOLS, AIR PARTS	5%	5%	5%	5%
ITOOLSCAB	TOOLS, CABLE GRIPS	0%	0%	20%	20%
ITOOLSCAD	TOOLS, CADWELD	10%	10%	10%	10%
ITOOLSCSA	TOOLS, HOISTS&SLINGS	0%	0%	5%	0%
ITOOLSCUT	TOOLS, CUTTING TOOLS	15%	15%	15%	15%
ITOOLSEL	TOOLS, ELEC PARTS	0%	0%	0%	0%
ITOOLSHDW	TOOLS, DOOR HARDWARE	5%	5%	5%	5%
ITOOLSHYD	TOOLS, HYDRAULIC	50%	50%	50%	50%
ITOOLSLNM	TOOLS, LINEMEN'S	50%	50%	50%	50%

**SUPPLIER DIVERSITY  
2010 MATERIAL GROUP CODES WITH GOAL**

MG CODE	MG CODE DESCRIPTION	% GOAL	% GOAL	% GOAL	% GOAL
		1000	1500	7000	9000
ITOOLSMSC	TOOLS, MISC.	0%	0%	50%	20%
ITOWERS	TOWERS	0%	0%	0%	0%
ITRF1PD	TRANSF, 1PH PAD	0%	0%	0%	0%
ITRF1PDSS	TRANSF, 1PH PAD SS	0%	0%	0%	0%
ITRF1PL	TRANSF, 1PH POLE	5%	5%	50%	5%
ITRF1PLSS	TRANSF, 1PH POLE SS	5%	5%	0%	0%
ITRF1SBWY	TRANS, SUBWAY	0%	0%	0%	0%
ITRFSUBS	TRANS, 1 PH SUBSURF	0%	0%	0%	0%
ITRF1UG	TRANSF, 1PH UNDERGR	0%	0%	0%	0%
ITRF3PD	TRANSF, 3PH PAD	1%	1%	0%	0%
ITRF3PDSS	TRANSF, 3PH PAD SS	0%	0%	0%	0%
ITRF3PL	TRANSF, 3PH POLE	0%	0%	0%	0%
ITRF3SUBS	TRANS, 3PH SUBSURF	0%	0%	0%	0%
ITRF<75MV	TRANSFORMERS < 75MVA	10%	10%	10%	10%
ITRF>75MV	TRANSFORMERS > 75MVA	0%	0%	0%	0%
ITRF.DIST	ZZ DO NOT USE	0%	0%	0%	0%
ITRFDRYTY	TRANS, DRY TYPE	0%	0%	0%	0%
ITRFHVPOLE	TRANS, HV POLE TYPES	0%	0%	0%	0%
ITRFNTWK	TRANS, NETWORK	0%	0%	0%	0%
ITRF.OTHR	TRANSFORMER - OTHER	10%	10%	10%	10%
ITRFPROT	TRANS, PROTECTORS	0%	0%	0%	0%
IVALVES	VALVES	25%	0%	0%	0%
IVEHICLE	OTC - VEHICLE	0%	0%	0%	0%
IVRM	VRM MATERIAL	0%	0%	0%	0%
IVRMMISC	TRANSPORTATION, MISC	0%	0%	0%	0%
IVRMTIRES	AUTOMOTIVE, TIRES	0%	0%	0%	0%
IWELD	WELDING SUPPLIES	10%	10%	10%	10%
IWIRDISBR	WIRE,DISTRIB,BARE	0%	0%	0%	0%
IWIRDISCV	WIRE,DISTRIB,COVERED	0%	0%	0%	0%
IWIRE	ZZ DO NOT USE	0%	0%	0%	0%
IWIREGUY	DISTR MATL WIRE, GUY	50%	50%	5%	50%
IWIREOTH	WIRE,OTHER	0%	0%	0%	0%

Contractor 7000 Capital	Total
760.005   Contractor-Consultin.	26,142,520
760005 Total	26,142,520
760.010   Contractor-Other	214,905,139
760010 Total	214,905,139
760.015   Contractor-Temporary	402,320
760015 Total	402,320
760.040   Contr-Suppl Skills	42,388,054
760040 Total	42,388,054
760.041   Contr-Ext Craft Skill	7,567,406
760041 Total	7,567,406
760.042   Contr-Design Constr	5,845,904
760042 Total	5,845,904
760.103   Contractor-Spec Proj	1,727,100
760103 Total	1,727,100
<b>Grand Total</b>	<b>298,978,443</b>

Material 7000 Capital	Total
730005   Material-DPL CPD	352,000
730005 Total	352,000
730006   Material-Consignment	71,000
730006 Total	71,000
730007   Material-Direct Ship	102,569,151.7
730007 Total	102,569,151.7
730010   Material-Nonstock	7,262,255.9
730010 Total	7,262,255.9
730012   Material-HULV	116,500
730012 Total	116,500
730059   Material-PEPCO	61,852,665.9
730059 Total	61,852,665.9
<b>Grand Total</b>	<b>134,662,724.9</b>

Contractor 7000 O&M	Total
760005   Contractor-Professional and Consulting F	360,966.5
760005 Total	360,966.5
760010   Contractor-Other Services	61,697,110
760010 Total	61,697,110
760015   Contractor-Temporary Employment	159,988
760015 Total	159,988
760020   Contractor-Maintenance	633,027
760020 Total	633,027
760025   Contractor-Training	196,472
760025 Total	196,472
760040   Contractor-Supplemental Skills	126,965,777
760040 Total	126,965,777
760041   Contractor-External Craft Skills	150,371,265
760041 Total	150,371,265
760042   Contractor-Design for Construction	38,76
760042 Total	38,76
760102   Contractor-Advertising-Media	500,000
760102 Total	500,000
<b>Grand Total</b>	<b>390,064,440</b>

Material 7000 O&M	Total
730010   Material Expense - Nonstock	23,702,229
730010 Total	23,702,229
730013   Material - Deposits	4,680
730013 Total	4,680
730020   Material Expense-Gasoline	189,114.9
730020 Total	189,114.9
730041   Material Expense-Nonstock-ATP	81,044
730041 Total	81,044
730059   Material-PEPCO	3,468,996
730059 Total	3,468,996
731006   Material - Returned to Storeroom	-400,000
731006 Total	-400,000
<b>Grand Total</b>	<b>781,609.8</b>

7000 - Capital Material 134,662,725.00  
 7000 - Capital Contractor 298,798,443.00  
 7000 - O&M Material 7,816,088.00  
 7000 - O&M Contractor 39,006,440.00  
 Total Material 142,478,623  
 Total Contractor 337,804,883  
**480,283,706**

Capital	1000	O&M	Contractor			
760005	7994.05					
760010	1151906774.5					
760015	4135180					
760040	178000					
760041	694079.33					
760042	1129614.05					
Grand Total	129321652.9					

1000 Contractor

129321652.9

Capital	1000	O&M	Material			
730005	24145921					
730006	4000					
730007	42983589					
730010	9666180.4					
730012	85000					
730052	1350000					
733000	910000					
Grand Total	77929690.4					

1000 Material

34032101.4

Capital Contractor  
 Capital Material 34,032,101.00  
 O&M Contractor 123,702,626.00  
 O&M Material 16,790,843.00

Contractor 263024279  
 Material 50522944  
 303847223

Capital	1000	O&M	Contractor			
730005	5073575.55					
730006	1000					
730007	243					
730009	1100000					
730010	4027036.91					
730012	2600000					
730020	2983312					
730021	389520.96					
730025	389520.96					
730026	12000					
730030	115500					
730040	366420					
730041	1326042.18					
730052	351634.04					
730059	2607020					
731005	1033000					
731007	3060000					
731010	6540000					
731015	8540000					
731021	360000					
731060	650000					
731080	30000					
Grand Total	19817304.7					

1000 O&M Material

16790842.6

Capital	1000	O&M	Material			
730005	5073575.55					
730006	1000					
730007	243					
730009	1100000					
730010	4027036.91					
730012	2600000					
730020	2983312					
730021	389520.96					
730025	389520.96					
730026	12000					
730030	115500					
730040	366420					
730041	1326042.18					
730052	351634.04					
730059	2607020					
731005	1033000					
731007	3060000					
731010	6540000					
731015	8540000					
731021	360000					
731060	650000					
731080	30000					
Grand Total	19817304.7					

Capital	1000	O&M	Contractor			
760005	31984962.56					
760010	41818831.42					
760015	972544.2					
760020	20166147.17					
760025	725494					
760035	8836700					
760040	1252956					
760041	6694371					
760042	912000					
760102	875000					
760112	708600					
Grand Total	123702626.4					

1000 - O&M Contractor

123702626.4



Contractor	9000	↓
Material	Contractor	↓
Capital	O&M	↓
Grand Total	Total	

Contractor	9000	↓
Material	Contractor	↓
Capital	Capital	↓
Grand Total	Total	
760005 Contractor-Consultin	9,900,236	
760005 Total	9,900,236	
760010 Contractor-Other	4,914,620	
760010 Total	4,914,620	
760015 Contractor-Temporary	50,000	
760015 Total	50,000	
Grand Total	14,864,856	

O&M Material -  
 Capital Material -  
 O&M Contractor 14,864,856  
 Capital Contractor

Contractor	9000	↓
Material	Material	↓
Capital	O&M	↓
Grand Total	Total	

Contractor	9000	↓
Material	Material	↓
Capital	Capital	↓
Grand Total	Total	

1500	
Material	
O&M	



		Total
730010	Material Expense - Nonstock	884,217
730010 Total		884,217
730020	Material Expense-Gasoline	1,932,966
730020 Total		1,932,966
730052	Material-ACE CPD	1,172,755
730052 Total		1,172,755
Grand Total		3,989,938

**2,817,183**

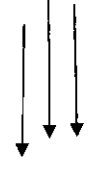
1500	
Material	
Capital	



		Total
730007	Material-Direct Ship	22,390,181
730007 Total		22,390,181
730010	Material-Nonstock	1,538,497
730010 Total		1,538,497
730012	Material-HULV	647,000
730012 Total		647,000
730025	Material-Freight Stk	20,000
730025 Total		20,000
730052	Material-ACE CPD	17,123,150
730052 Total		17,123,150
733001	Meter Purchases-ACE	810,743
733001 Total		810,743
Grand Total		42,529,571

**2,185,497**

1500	
Contractor	
O&M	

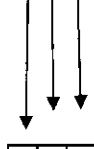


		Total
760005	Contractor-Professional and Consulting F	2,869,017
760005 Total		2,869,017
760010	Contractor-Other Services	10,246,436
760010 Total		10,246,436
760015	Contractor-Temporary Employment	202,104
760015 Total		202,104
760020	Contractor-Maintenance	160,344
760020 Total		160,344
760025	Contractor-Training	12,765
760025 Total		12,765
760041	Contractor-External Craft Skills	8,866,937
760041 Total		8,866,937
760102	Contractor-Advertising-Media	240,000
760102 Total		240,000
760112	Contractor-Market Research	21,060
760112 Total		21,060
Grand Total		<b>22,618,663</b>

O&M Material 2,817,183  
 Capital Material 2,185,497

O&M Contractor 22,618,663  
 Capital Contractor 41,906,739

1500	
Contractor	
Capital	



		Total
760005	Contractor-Consultin	3,308,112
760005 Total		3,308,112
760010	Contractor-Other	34,391,580
760010 Total		34,391,580
760015	Contractor-Temporary	588,600
760015 Total		588,600
760020	Contractor-Mainten	200,000
760020 Total		200,000
760040	Contr-Suppl Skills	497,869
760040 Total		497,869
760041	Contr-Ext Craft Skill	1,295,099
760041 Total		1,295,099
760042	Contr-Design Constr	1,625,478
760042 Total		1,625,478
Grand Total		<b>41,906,739</b>

**011 BUDGETED MATERIALS AND CONTRACTOR**

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Contractor	←
(All)	←
Capital	←

SELECT EXPENSE TYPE HERE  
SELECT EXPENSE DESCRIPTION HERE

		Total
760005	Contractor-Consultin	47344973
<b>760005 Total</b>		<b>47344973</b>
760010	Contractor-Other	369702013.7
<b>760010 Total</b>		<b>369702013.7</b>
760015	Contractor-Temporary	5176100
<b>760015 Total</b>		<b>5176100</b>
760020	Contractor-Mainten	200000
<b>760020 Total</b>		<b>200000</b>
760040	Contr-Suppl Skills	43063922.9
<b>760040 Total</b>		<b>43063922.9</b>
760041	Contr-Ext Craft Skil	9556584.47
<b>760041 Total</b>		<b>9556584.47</b>
760042	Contr-Design Constr	8600996.11
<b>760042 Total</b>		<b>8600996.11</b>
760103	Contractor-Spec Proj	1727100
<b>760103 Total</b>		<b>1727100</b>
<b>Grand Total</b>		<b>485371690.1</b>

1000	←
(All)	←
Material	←

		Total
730005	Material-DPL CPD	29219496.65
<b>730005 Total</b>		<b>29219496.65</b>
730006	Material Expense-Consignment	1000
	Material-Consignment	4000
<b>730006 Total</b>		<b>5000</b>
730007	Material Expense-Direct Ship	243
	Material-Direct Ship	42983589
<b>730007 Total</b>		<b>42983832</b>
730008	Material Expense-Fabrication Shop	-1100000
<b>730008 Total</b>		<b>-1100000</b>
730010	Material Expense - Nonstock	4027036.91
	Material-Nonstock	9666180.4
<b>730010 Total</b>		<b>13693217.31</b>
730012	Material-HULV	2685000
<b>730012 Total</b>		<b>2685000</b>
730020	Material Expense-Gasoline	2983312
<b>730020 Total</b>		<b>2983312</b>
730021	Material Expense-Chemicals	389520.96
<b>730021 Total</b>		<b>389520.96</b>
730025	Material-Freight Stock	12000
<b>730025 Total</b>		<b>12000</b>
730030	Material-Freight Nonstock	115500
<b>730030 Total</b>		<b>115500</b>
730040	Material Expense-Direct Ship-ATP	366420
<b>730040 Total</b>		<b>366420</b>
730041	Material Expense-Nonstock-ATP	1326042.18
<b>730041 Total</b>		<b>1326042.18</b>
730052	Material-ACE CPD	486634.04
<b>730052 Total</b>		<b>486634.04</b>
730059	Material-PEPCO	2607020
<b>730059 Total</b>		<b>2607020</b>
731005	Material-Scrapped	1033000
<b>731005 Total</b>		<b>1033000</b>
731007	Material-Scrap Material	-300000
<b>731007 Total</b>		<b>-300000</b>
731010	Material-Gain Inventory Difference	-654000
<b>731010 Total</b>		<b>-654000</b>
731015	Material-Losses Inventory Variance	854000

**011 BUDGETED MATERIALS AND CONTRACTOR**

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Contractor	←
(All)	←
Capital	←

SELECT EXPENSE TYPE HERE  
 SELECT EXPENSE DESCRIPTION HERE

		Total
731015 Total		854000
731021	Material-Gain price adjustments	36000
731021 Total		36000
731060	Material-Loss/Gain price variances	65000
731060 Total		65000
731080	Material-Discount Lost	30000
731080 Total		30000
733000	Meter Purchases-DPL	910000
733000 Total		910000
Grand Total		97746995.14

	Company code 1000	Company Code 1500	Company Code 7000
<b>2011 Plan</b>			
O&M Material	16,790,843	2,817,183	7,816,098
Capital Material	34,032,101	2,185,497	134,662,725
	<b>50,822,944</b>	<b>5,002,680</b>	<b>142,478,823</b>
O&M Contractor	123,702,626	22,618,663	39,004,440
Capital Contractor	129,321,653	41,906,739	298,978,443
	<b>253,024,279</b>	<b>64,525,402</b>	<b>337,982,883</b>
Total O&M	140,493,469	25,435,846	46,820,538
Total Capital	159,289,948	44,092,236	433,641,168
	<b>299,783,417</b>	<b>69,528,082</b>	<b>480,461,706</b>
Excludable \$ from 2010	1,144,037	4,284,292	116,697,575
x	<b>298,639,380</b>	<b>65,243,790</b>	<b>363,764,131</b>
	238,911,504	52,195,032	<b>291,011,305</b>

Company Code 9000	Total Regulated	
-	27,424,124	
-	170,880,323	
-	<b>198,304,447</b>	
-	185,325,729	
14,864,956	485,071,791	
<b>14,864,956</b>	<b>670,397,520</b>	
-	212,749,853	25%
14,864,956	651,888,308	75%
<b>14,864,956</b>	<b>864,638,161</b>	100%
1,598,921	17,551,663	
<b>13,266,035</b>	<b>847,086,498</b>	<b>203,300,759.45 O&amp;M</b>
10,612,828	592,730,669	<b>643,785,738.26 CAP</b>
		80% of total

Reporting period.....  
Cost center group....  
Cost element group...  
Cost element types...

	Cost Center \$	Order \$	Total
730005 Material-DPL CPD	942,527.12	4,131,048.53	5,073,575.65
730006 Material Expense-Consignment	0	1,000.00	1,000.00
730007 Material Expense-Direct Ship	233,843.00	0	233,843.00
730008 Material Expense-Fabrication Shop	-1,100,000.00	0	-1,100,000.00
730010 Material Expense - Nonstock	2,306,777.00	4,974,705.55	7,281,482.55
730012 Material-HULV	2,600,000.00	0	2,600,000.00
730013 Material - Deposits	0	4,680.00	4,680.00
730020 Material Expense-Gasoline	0	6,807,427.00	6,807,427.00
730021 Material Expense-Chemicals	389,520.96	0	389,520.96
730025 Material-Freight Stock	12,000.00	0	12,000.00
730030 Material-Freight Nonstock	115,500.00	0	115,500.00
730040 Material Expense-Direct Ship-ATP	366,420.00	0	366,420.00
730041 Material Expense-Nonstock-ATP	1,326,042.18	81,044.00	1,407,086.18
730052 Material-ACE CPD	351,634.04	1,172,754.97	1,524,389.01
730059 Material-PEPCO	2,607,020.00	3,468,996.00	6,076,016.00
731005 Material-Scrapped	1,033,000.00	0	1,033,000.00
731006 Material - Returned to Storeroom	0	-400,000.00	-400,000.00
731007 Material-Scrap Material	-300,000.00	0	-300,000.00
731010 Material-Gain Inventory Difference	-654,000.00	0	-654,000.00
731015 Material-Losses Inventory Variance	854,000.00	0	854,000.00
731021 Material-Gain price adjustments	36,000.00	0	36,000.00
731060 Material-Loss/Gain price variances	65,000.00	0	65,000.00
731080 Material-Discount Lost	30,000.00	0	30,000.00
<b>Capital</b>	<b>11,215,284.30</b>	<b>20,241,656.05</b>	<b>31,456,940.35</b>

760005 Contractor-Professional and Consulting F	26,592,852.56	11,870,812.00	38,463,664.56
760010 Contractor-Other Services	31,088,911.32	27,146,066.46	58,234,977.78
760015 Contractor-Temporary Employment	9,440,144.20	649,492.00	10,089,636.20
760020 Contractor-Maintenance	19,625,657.56	1,333,860.61	20,959,518.17
760025 Contractor-Training	610,800.00	323,931.00	934,731.00
760035 Contractor-Outside Counsel/Legal	8,836,700.00	0	8,836,700.00
760040 Contractor-Supplemental Skills	1,252,956.00	12,696,577.00	13,949,533.00
760041 Contractor-External Craft Skills	0	30,598,433.00	30,598,433.00
760042 Contractor-Design for Construction	912,000.00	3,876.00	915,876.00
760102 Contractor-Advertising-Media	515,000.00	1,100,000.00	1,615,000.00
760112 Contractor-Market Research	475,000.00	21,060.00	496,060.00
<b>Capital</b>	<b>99,350,021.64</b>	<b>85,744,108.07</b>	<b>185,094,129.71</b>

Total Material and Contractor Budget

**216,551,070.06**



MATERIAL		COMMODITY DESCRIPTION		NAICS DESCRIPTION	
SERV	NAICS				
SERVICE	237	A/E FULL SERVICE			Heavy and Civil Engineering Construction
MATERIAL	424	ABRASIVES			Merchant Wholesalers, Nondurable Goods
MATERIAL	334	ACC SERVICE CONTRACT			Computer and Electronic Product Manufacturing
SERVICE	541	ACCOUNTING-AUDITING			Professional, Scientific, and Technical Services
SERVICE	238	ACTUATION REPAIRS			Specialty Trade Contractors
MATERIAL	423	ACTUATORS			Merchant Wholesalers, Durable Goods
MATERIAL	424	ADDITIVE (CHEMICALS)			Merchant Wholesalers, Nondurable Goods
MATERIAL	325	ADHESIVES & SEALANTS			Chemical Manufacturing
SERVICE	541	ADMIN AWARDS/SAFETY			Professional, Scientific, and Technical Services
SERVICE	561	ADMINISTRATIVE AND SUPPORT SERVICES			Administrative and Support Services
SERVICE	541	ADVERTISE/MAINSTREAM			Professional, Scientific, and Technical Services
SERVICE	541	ADVERTISE/TARGETED			Professional, Scientific, and Technical Services
SERVICE	541	ADVERTISING			Professional, Scientific, and Technical Services
SERVICE	541	AERIAL INSPECTION			Professional, Scientific, and Technical Services
SERVICE	541	AERIAL PHOTO & MAPG			Professional, Scientific, and Technical Services
MATERIAL	236	AIR COOLER/COOLING SYSTEM			Professional, Scientific, and Technical Services
SERVICE	541	AIR MONITORG/SURVEY			Construction of Buildings
SERVICE	488	AIRCRAFT/HELICOP SERV			Professional, Scientific, and Technical Services
MATERIAL	334	ALARM			Support Activities for Transportation
SERVICE	238	ALARM MAINT/SERV			Computer and Electronic Product Manufacturing
MATERIAL	334	ALARM,HORN,SIGNAL EQ			Specialty Trade Contractors
MATERIAL	331	ALLOYS			Computer and Electronic Product Manufacturing
?	?	AMI PROJECT			Primary Metal Manufacturing
SERVICE	541	ANALYTICAL TESTING			#N/A
MATERIAL	236	ANCHORS			Professional, Scientific, and Technical Services
SERVICE	531	APPR, CLAIM PROC, RE			Construction of Buildings
SERVICE	531	APPR,CLAIM PROC OTH			Real Estate
SERVICE	531	APPR,CLAIM PROC,AUTO			Real Estate
SERVICE	541	ARCHAEOLOGICAL SERV			Professional, Scientific, and Technical Services
SERVICE	541	ARCHITECTURAL SERV			Professional, Scientific, and Technical Services
MATERIAL	335	ARRESTERS,DISTRIB			Electrical Equipment, Appliance, and Component Manufacturing
MATERIAL	335	ARRESTERS,SUBSTATION			Electrical Equipment, Appliance, and Component Manufacturing
MATERIAL	335	ARRESTERS,TRANSMISS			Electrical Equipment, Appliance, and Component Manufacturing
SERVICE	541	ASBESTOS ANALYSIS			Professional, Scientific, and Technical Services
SERVICE	562	ASBESTOS REMOVAL			Waste Management and Remediation Services
SERVICE	562	ASH DISPOSAL			Waste Management and Remediation Services
SERVICE	541	AUDIO VISUAL			Professional, Scientific, and Technical Services
SERVICE	541	AUDIT FINANCL STMENT			Professional, Scientific, and Technical Services
SERVICE	541	AUDITING			Professional, Scientific, and Technical Services
MATERIAL	333	AUGERS & EARTH DRILL			Machinery Manufacturing
MATERIAL	423	AUTO/FORKLIFT PARTS			Merchant Wholesalers, Durable Goods
MATERIAL	423	AUTO/PARTS OEM			Merchant Wholesalers, Durable Goods
MATERIAL	423	AUTO/PARTS NON-OEM			Merchant Wholesalers, Durable Goods

NAICS	COMMODITY DESCRIPTION	NAICS DESCRIPTION
MATERIAL	423 AUTOMOTIVE, TIRES	Merchant Wholesalers, Durable Goods
SERVICE	523 BANKING & INVESTMENT	Securities, Commodity Contracts, and Other Financial Investments and F
SERVICE	237 BARRICADE, RENT/RPR	Heavy and Civil Engineering Construction
MATERIAL	335 BATTERIES (ALL)	Electrical Equipment, Appliance, and Component Manufacturing
MATERIAL	335 BATTERIES, LANTERNS	Electrical Equipment, Appliance, and Component Manufacturing
SERVICE	238 BATTERY MAINT/REPAIR	Specialty Trade Contractors
MATERIAL	321 BEARG,BSHG,WHL,GEAR	Wood Product Manufacturing
SERVICE	541 BIOLOGICAL STUDIES	Professional, Scientific, and Technical Services
MATERIAL	236 BLDG ERECTION PREFAB	Construction of Buildings
MATERIAL	236 BLDG RENOVATE INDOOR	Construction of Buildings
MATERIAL	236 BLDG/FAC CNST/MAINT	Construction of Buildings
SERVICE	238 BOILER MAINT	Specialty Trade Contractors
MATERIAL	332 BOILERS	Fabricated Metal Product Manufacturing
MATERIAL	335 BOLTS/NUTS	Electrical Equipment, Appliance, and Component Manufacturing
MATERIAL	335 BRACES	Electrical Equipment, Appliance, and Component Manufacturing
MATERIAL	335 BRACKETS,BRACES,XARM	Electrical Equipment, Appliance, and Component Manufacturing
MATERIAL	423 BUCKET & UTIL TRUCK	Merchant Wholesalers, Durable Goods
MATERIAL	444 BUILDING MATERIALS - CHEMICALS	Building Material and Garden Equipment and Supplies Dealers
MATERIAL	444 BUILDING MATERIALS - INVENTORY	Building Material and Garden Equipment and Supplies Dealers
MATERIAL	444 BUILDING MATERIALS - NONSTOCK	Building Material and Garden Equipment and Supplies Dealers
MATERIAL	444 BUILDING SUPPLIES	Building Material and Garden Equipment and Supplies Dealers
MATERIAL	335 BUS CONDUCTORS	Electrical Equipment, Appliance, and Component Manufacturing
MATERIAL	335 BUSBAR PIPE&HI COND	Electrical Equipment, Appliance, and Component Manufacturing
SERVICE	813 BUSINESS ASSOCIATION	Religious, Grantmaking, Civic, Professional, and Similar Organizations
MATERIAL	424 BUSINESS FORMS	Merchant Wholesalers, Nondurable Goods
MATERIAL	335 CABLE, INSTRUMENT	Electrical Equipment, Appliance, and Component Manufacturing
MATERIAL	335 CABLE, PORTABLE	Electrical Equipment, Appliance, and Component Manufacturing
MATERIAL	335 CABLE, SOLID DIELEC	Electrical Equipment, Appliance, and Component Manufacturing
MATERIAL	335 CABLE, SWITCHBOARD	Electrical Equipment, Appliance, and Component Manufacturing
MATERIAL	335 CABLE,ACCESSORIES	Electrical Equipment, Appliance, and Component Manufacturing
MATERIAL	335 CABLE,ELBOW	Electrical Equipment, Appliance, and Component Manufacturing
MATERIAL	335 CABLE,HIGH VOLTAGE	Electrical Equipment, Appliance, and Component Manufacturing
MATERIAL	335 CABLE,LOW VOLTAGE	Electrical Equipment, Appliance, and Component Manufacturing
MATERIAL	335 CABLE,MEDIUM VOLTAGE	Electrical Equipment, Appliance, and Component Manufacturing
MATERIAL	335 CABLE,SPLICES	Electrical Equipment, Appliance, and Component Manufacturing
MATERIAL	335 CABLE,SUBSTATION	Electrical Equipment, Appliance, and Component Manufacturing
MATERIAL	335 CABLE,TELECOMMUNICAT	Electrical Equipment, Appliance, and Component Manufacturing
MATERIAL	335 CAPACITOR BANKS	Electrical Equipment, Appliance, and Component Manufacturing
SERVICE	238 CARPENTRY	Specialty Trade Contractors
SERVICE	722 CATERING	Food Services and Drinking Places
SERVICE	722 CATERING/FOOD	Food Services and Drinking Places
SERVICE	238 CATHODIC PROTECTION	Specialty Trade Contractors
MATERIAL	336 CHAINS	Transportation Equipment Manufacturing

NAICS		NAICS DESCRIPTION	NAICS DESCRIPTION
MATERIAL	325	CHEM, SOLVENTS, PKG	Chemical Manufacturing
MATERIAL	325	CHEM, FIRE EXTING	Chemical Manufacturing
SERVICE	561	CHEMICAL CLEANING	Administrative and Support Services
MATERIAL	325	CHEMICALS	Chemical Manufacturing
MATERIAL	325	CHEMICALS, COMPOUNDS	Chemical Manufacturing
SERVICE	238	CHIMNEY REPAIRS	Specialty Trade Contractors
SERVICE	813	CIVIC ORG.ASSOC.MVMT	Religious, Grantmaking, Civic, Professional, and Similar Organizations
SERVICE	237	CIVIL ENGINEERING CONSTRUCTION	Heavy and Civil Engineering Construction
SERVICE	541	CIVIL ENGR SERV	Professional, Scientific, and Technical Services
MATERIAL	423	CKT - CB, RECLSR, FUS	Merchant Wholesalers, Durable Goods
SERVICE	238	CKT BREAKER MAINT	Specialty Trade Contractors
MATERIAL	335	CKT BRKR SWITCHBOARD	Electrical Equipment, Appliance, and Component Manufacturing
SERVICE	541	CLAIM INVESTIGATION	Professional, Scientific, and Technical Services
MATERIAL	423	CLAMPS, DISTRIBUTION	Merchant Wholesalers, Durable Goods
MATERIAL	423	CLAMPS, OTHER	Merchant Wholesalers, Durable Goods
MATERIAL	423	CLAMPS, SUBSTATION	Merchant Wholesalers, Durable Goods
MATERIAL	335	CLAMPS, TRANSMISSION	Electrical Equipment, Appliance, and Component Manufacturing
MATERIAL	423	CLEAN / JANIT SUPPLY	Merchant Wholesalers, Durable Goods
MATERIAL	448	CLOTHING (UNIFORMS)	Clothing and Clothing Accessories Stores
MATERIAL	448	CLOTHING AND CLOTHING ACCESSORIES	Clothing and Clothing Accessories Stores
SERVICE	813	CLUBS	Religious, Grantmaking, Civic, Professional, and Similar Organizations
MATERIAL	444	CNG EQUIP	Building Material and Garden Equipment and Supplies Dealers
MATERIAL	454	COAL - SOLID FUEL	Nonstore Retailers
MATERIAL	423	COAL FEED PULVR PARTS	Merchant Wholesalers, Durable Goods
SERVICE	238	COAL FEED PULVR REPR	Specialty Trade Contractors
SERVICE	238	COAT, CAULK, WTR/FRPRF	Specialty Trade Contractors
SERVICE	238	COATINGS	Specialty Trade Contractors
MATERIAL	423	COIL	Merchant Wholesalers, Durable Goods
SERVICE	238	COMBUST CHAMBER REPR	Specialty Trade Contractors
SERVICE	238	COMBUSTION CHAMBER	Specialty Trade Contractors
MATERIAL	334	COMMUNICATION EQ/PRT	Computer and Electronic Product Manufacturing
MATERIAL	423	COMP HW DESKTOP PTS	Merchant Wholesalers, Durable Goods
MATERIAL	423	COMP M&R (O) CONSULT	Merchant Wholesalers, Durable Goods
SERVICE	541	COMP M&R DB TIMESHAR	Professional, Scientific, and Technical Services
MATERIAL	423	COMP M&R HW MF/PERIP	Merchant Wholesalers, Durable Goods
MATERIAL	423	COMP M&R SW LIC MINI	Merchant Wholesalers, Durable Goods
MATERIAL	423	COMP M&R SW, MF LIC	Merchant Wholesalers, Durable Goods
MATERIAL	423	COMP M&R, DATA CONV	Merchant Wholesalers, Durable Goods
SERVICE	541	COMP M&R, HP, HW	Professional, Scientific, and Technical Services
MATERIAL	423	COMP M&R, INTERNET	Merchant Wholesalers, Durable Goods
MATERIAL	423	COMP, DESKTOP SW LIC	Merchant Wholesalers, Durable Goods
MATERIAL	423	COMP, LAN HARDWARE	Merchant Wholesalers, Durable Goods
MATERIAL	423	COMP, LAN PROPR SW	Merchant Wholesalers, Durable Goods

NAICS	COMMODITY DESCRIPTION	NAICS DESCRIPTION
SERVICE	541 COMP, LAN SERVICES	Professional, Scientific, and Technical Services
SERVICE	541 COMP, LAN SW & MAINT	Professional, Scientific, and Technical Services
SERVICE	541 COMP, M&R IMAGING	Professional, Scientific, and Technical Services
SERVICE	541 COMP, M&R, TRAINING	Professional, Scientific, and Technical Services
SERVICE	541 COMP, SW M/F BUS APP	Professional, Scientific, and Technical Services
SERVICE	541 COMP, HW, M/FRAME, M&R	Professional, Scientific, and Technical Services
MATERIAL	423 COMP, SW RETAIL ACCES	Merchant Wholesalers, Durable Goods
MATERIAL	424 COMPOUNDS & MIXTURES	Merchant Wholesalers, Nondurable Goods
MATERIAL	424 COMPRESSED GASES	Merchant Wholesalers, Nondurable Goods
SERVICE	238 COMPRESSOR MAINT/REP	Specialty Trade Contractors
MATERIAL	333 COMPRESSORS	Machinery Manufacturing
MATERIAL	423 COMPUTER EQUIP/PRTS	Merchant Wholesalers, Durable Goods
MATERIAL	423 COMPUTER HDW DESKTOP	Merchant Wholesalers, Durable Goods
MATERIAL	423 COMPUTER HDW MAINFRM	Merchant Wholesalers, Durable Goods
SERVICE	541 COMPUTER HDW MAINTEN	Professional, Scientific, and Technical Services
SERVICE	541 COMPUTER HDW MISCELL	Professional, Scientific, and Technical Services
SERVICE	562 COMPUTER RECYCLING	Waste Management and Remediation Services
SERVICE	541 COMPUTER SERVICES	Professional, Scientific, and Technical Services
SERVICE	541 COMPUTER SFTWR MAINT	Professional, Scientific, and Technical Services
SERVICE	611 COMPUTER SFTWR TRNG	Educational Services
MATERIAL	423 COMPUTER SOFTWARE	Merchant Wholesalers, Durable Goods
MATERIAL	327 CONCRETE FOOTERS	Nonmetallic Mineral Product Manufacturing
SERVICE	238 CONCRETE WORK	Specialty Trade Contractors
MATERIAL	327 CONCRETE, STONE, TILE	Nonmetallic Mineral Product Manufacturing
MATERIAL	327 CONCRTE-CEM (PRECST)	Nonmetallic Mineral Product Manufacturing
MATERIAL	423 CONDENSER PARTS	Merchant Wholesalers, Durable Goods
SERVICE	238 CONDENSER REPAIR	Specialty Trade Contractors
SERVICE	541 CONDENSER TESTING	Professional, Scientific, and Technical Services
MATERIAL	333 CONDNSR, COOLTWR, EVAP	Machinery Manufacturing
SERVICE	237 CONDUIT AND MANHOLES	Heavy and Civil Engineering Construction
MATERIAL	423 CONDUIT, METAL	Merchant Wholesalers, Durable Goods
MATERIAL	326 CONDUIT, PLASTIC	Plastics and Rubber Products Manufacturing
MATERIAL	423 CONNECTOR, DIST, OVHD	Merchant Wholesalers, Durable Goods
MATERIAL	423 CONNECTOR, OTHER	Merchant Wholesalers, Durable Goods
MATERIAL	423 CONNECTOR, SUBSTATION	Merchant Wholesalers, Durable Goods
MATERIAL	423 CONNECTOR, TRANSM	Merchant Wholesalers, Durable Goods
MATERIAL	423 CONNECTOR, UNDERGROUN	Merchant Wholesalers, Durable Goods
SERVICE	541 CONSLT ENGR-SUPPLY	Professional, Scientific, and Technical Services
SERVICE	237 CONST PROJ, DISTRIB - SUBSTA - TRANSMIS	Heavy and Civil Engineering Construction
SERVICE	237 CONST SVC / PROJ	Heavy and Civil Engineering Construction
SERVICE	237 CONSTRUCTION OF BUILDINGS	Heavy and Civil Engineering Construction
SERVICE	541 CONSULT IBEW/PEPCO	Professional, Scientific, and Technical Services
SERVICE	541 CONSULTANT, SAFETY	Professional, Scientific, and Technical Services

NAICS	COMMODITY/DESCRIPTION	NAICS DESCRIPTION
SERVICE	541 CONSULTING SVS, MISC	Professional, Scientific, and Technical Services
MATERIAL	423 CONTAINERS & STORAGE	Merchant Wholesalers, Durable Goods
SERVICE	238 CONTOL SYS REPAIR	Specialty Trade Contractors
MATERIAL	335 CONTROL POWER XFMR	Electrical Equipment, Appliance, and Component Manufacturing
MATERIAL	423 CONTROL SYSTEMS	Merchant Wholesalers, Durable Goods
MATERIAL	423 CONTROLLERS	Merchant Wholesalers, Durable Goods
SERVICE	238 CONVEYOR BELT REPAIR	Specialty Trade Contractors
MATERIAL	326 CONVEYORS & ACCESS	Plastics and Rubber Products Manufacturing
SERVICE	238 COOLING TOWER MAINT	Specialty Trade Contractors
SERVICE	532 COPIER RENTAL & SERV	Rental and Leasing Services
MATERIAL	332 COUPLINGS	Fabricated Metal Product Manufacturing
SERVICE	561 COURIER	Administrative and Support Services
MATERIAL	423 CRANE/LIFTS/HOISTS	Merchant Wholesalers, Durable Goods
SERVICE	561 CREDIT AGENCIES	Administrative and Support Services
MATERIAL	335 CROSSARMS	Electrical Equipment, Appliance, and Component Manufacturing
MATERIAL	333 CRUSHR, BRKR, GRNDRS	Machinery Manufacturing
MATERIAL	423 CUTOUPS	Merchant Wholesalers, Durable Goods
MATERIAL	423 DATA PROC, HDWR	Merchant Wholesalers, Durable Goods
MATERIAL	423 DATA PROC, SEWR	Merchant Wholesalers, Durable Goods
SERVICE	541 DEBT COLLECTION	Professional, Scientific, and Technical Services
MATERIAL	423 DEMINERALIZER	Merchant Wholesalers, Durable Goods
SERVICE	238 DEMO FACILITIES	Specialty Trade Contractors
SERVICE	522 DEVELOPMENT FINANCE	Credit Intermediation and Related Activities
MATERIAL	334 DIGITAL NETWRK INFRA	Computer and Electronic Product Manufacturing
SERVICE	541 DIRECTIONAL BORING	Professional, Scientific, and Technical Services
SERVICE	624 DISASTR PREP & RELF	Social Assistance
MATERIAL	335 DIST PWR XFMR (POLE)	Electrical Equipment, Appliance, and Component Manufacturing
MATERIAL	334 DIST, CNTL BRD FIXTR	Computer and Electronic Product Manufacturing
MATERIAL	335 DISTR MATL WIRE, GUY	Electrical Equipment, Appliance, and Component Manufacturing
SERVICE	238 DIVING/UNDERWATER	Specialty Trade Contractors
SERVICE	561 DOOR REPAIR	Administrative and Support Services
SERVICE	541 DRAFTING SUPPORT	Professional, Scientific, and Technical Services
SERVICE	238 DREDGING SERVICES	Specialty Trade Contractors
SERVICE	561 DRY ICE	Administrative and Support Services
MATERIAL	332 DUCTS	Fabricated Metal Product Manufacturing
MATERIAL	423 EARTH & STONE	Merchant Wholesalers, Durable Goods
MATERIAL	333 EARTH MOVING MACHNRY	Machinery Manufacturing
SERVICE	541 ECONOMETRICS	Professional, Scientific, and Technical Services
MATERIAL	423 ECONOMIZER PARTS	Merchant Wholesalers, Durable Goods
SERVICE	238 ECONOMIZER REPAIRS	Specialty Trade Contractors
SERVICE	611 EDUCATIONAL INSTIT	Educational Services
MATERIAL	335 ELEC & PWR REGULATOR	Electrical Equipment, Appliance, and Component Manufacturing
MATERIAL	423 ELEC AC MOTORS	Merchant Wholesalers, Durable Goods

UNIT SERV	NAICS	SHORT DESCRIPTION	NAICS DESCRIPTION
MATERIAL	335	ELEC BOX, ENCL, FTGS	Electrical Equipment, Appliance, and Component Manufacturing
MATERIAL	423	ELEC COMPNTS/PARTS	Merchant Wholesalers, Durable Goods
MATERIAL	423	ELEC COND,TRAY,MARKR	Merchant Wholesalers, Durable Goods
MATERIAL	423	ELEC DC MOTORS	Merchant Wholesalers, Durable Goods
MATERIAL	423	ELEC HGRS,TIES,CLIPS	Merchant Wholesalers, Durable Goods
MATERIAL	423	ELEC INSULTR & BUSHG	Merchant Wholesalers, Durable Goods
MATERIAL	423	ELEC SAFETY DEVICES	Merchant Wholesalers, Durable Goods
SERVICE	811	ELEC SERV (MCROWAVE)	Repair and Maintenance
MATERIAL	335	ELEC VAR SPD DRIVES	Electrical Equipment, Appliance, and Component Manufacturing
MATERIAL	423	ELEC WIRE & CABLE	Merchant Wholesalers, Durable Goods
SERVICE	237	ELEC, CIVIL MAINT	Heavy and Civil Engineering Construction
SERVICE	237	ELEC, PLANT MAINT	Heavy and Civil Engineering Construction
SERVICE	237	ELEC,HIGH VOLT/SUBST	Heavy and Civil Engineering Construction
SERVICE	238	ELECTRICAL	Specialty Trade Contractors
MATERIAL	423	ELECTRICAL HW, MISC	Merchant Wholesalers, Durable Goods
SERVICE	811	ELECTRICAL REPAIRS	Repair and Maintenance
MATERIAL	334	ELECTRONIC MATL/PART	Computer and Electronic Product Manufacturing
SERVICE	238	ELECTRONICS REPAIR	Specialty Trade Contractors
SERVICE	541	ELEVATOR M&R	Professional, Scientific, and Technical Services
SERVICE	238	ELEVATOR MAINTENANCE	Specialty Trade Contractors
SERVICE	621	EMERG FIELD MED SERV	Ambulatory Health Care Services
MATERIAL	335	EMERG LIGHTING, PARTS	Electrical Equipment, Appliance, and Component Manufacturing
SERVICE	541	EMISSION TESTING	Professional, Scientific, and Technical Services
MATERIAL	423	ENCLOSURES, UNDERGROU	Merchant Wholesalers, Durable Goods
SERVICE	926	ENERGY CONSERVATION	Administration of Economic Programs
SERVICE	541	ENG/ENGY MGMT CTRL	Professional, Scientific, and Technical Services
SERVICE	237	ENGINEER DESIGN,ELEC	Heavy and Civil Engineering Construction
MATERIAL	424	ENVELOPES, CUSTOM	Merchant Wholesalers, Nondurable Goods
SERVICE	562	ENVIRON HAZ-MAT DISP	Waste Management and Remediation Services
SERVICE	541	ENVIRONMENT, CONSULT	Professional, Scientific, and Technical Services
SERVICE	541	ENVIRONMENTAL SERV	Professional, Scientific, and Technical Services
SERVICE	562	ENVIRONMENTAL, HAZ DISP	Waste Management and Remediation Services
MATERIAL	423	EQUIP - IT,TELECOM	Merchant Wholesalers, Durable Goods
SERVICE	238	EQUIP RIGGING & HAUL	Specialty Trade Contractors
SERVICE	811	EQUIP/TOOL MAINT/RPR	Repair and Maintenance
SERVICE	532	EQUIPMENT RENTAL	Rental and Leasing Services
SERVICE	811	EQUIPMENT REPAIRS	Repair and Maintenance
SERVICE	238	EXCAVATION	Specialty Trade Contractors
SERVICE	237	EXCAVATION, LT EQUIP	Heavy and Civil Engineering Construction
MATERIAL	332	EXHSTR,DFUSR,DMP,VNT	Fabricated Metal Product Manufacturing
MATERIAL	424	EXPANSION JOINT	Merchant Wholesalers, Nondurable Goods
SERVICE	238	EXPANSION JOINT REPAIR	Specialty Trade Contractors
MATERIAL	325	EXPLOSIVE MATERIALS	Chemical Manufacturing

NAICS		COMMODITY DESCRIPTION	NAICS DESCRIPTION
SERVICE	561	EXTERIOR CLEANING	Administrative and Support Services
MATERIAL	423	EXTR FINISHING MATL	Merchant Wholesalers, Durable Goods
SERVICE	561	FAC & BUILDING SVS	Administrative and Support Services
MATERIAL	424	FANS & BLOWERS	Merchant Wholesalers, Nondurable Goods
SERVICE	238	FANS/BLOWER REPAIRS	Specialty Trade Contractors
MATERIAL	423	FASTENERS	Merchant Wholesalers, Durable Goods
SERVICE	541	FEASIBILITY STUDIES	Professional, Scientific, and Technical Services
SERVICE	238	FEED WATER HEAT REPR	Specialty Trade Contractors
MATERIAL	423	FEED WATER HEATER	Merchant Wholesalers, Durable Goods
MATERIAL	423	FENCING	Merchant Wholesalers, Durable Goods
SERVICE	237	FENCING SERVICES	Heavy and Civil Engineering Construction
MATERIAL	325	FERTLZR & HERBICIDE	Chemical Manufacturing
MATERIAL	424	FILTER MEDIA	Merchant Wholesalers, Nondurable Goods
MATERIAL	424	FILTERS	Merchant Wholesalers, Nondurable Goods
SERVICE	541	FINANCIAL RATING	Professional, Scientific, and Technical Services
MATERIAL	423	FIRE EXTINGUISH SERV	Merchant Wholesalers, Durable Goods
SERVICE	922	FIRE PROTECTION	Justice, Public Order, and Safety Activities
MATERIAL	236	FIRE PROTECTION EQUIPMENT/SYSTEM	Construction of Buildings
MATERIAL	335	FLUID & GAS REGULATR	Electrical Equipment, Appliance, and Component Manufacturing
SERVICE	722	FOOD SERVICES	Food Services and Drinking Places
MATERIAL	424	FOOTWEAR	Merchant Wholesalers, Nondurable Goods
SERVICE	115	FORESTRY CNSULT SERV	Support Activities for Agriculture and Forestry
MATERIAL	335	FREQUENCY CONVERTERS	Electrical Equipment, Appliance, and Component Manufacturing
MATERIAL	423	FSTNRS-BOLT,WSHR,PIN	Merchant Wholesalers, Durable Goods
MATERIAL	424	FUEL ADDITIVES	Merchant Wholesalers, Nondurable Goods
MATERIAL	454	FUEL OIL (#2,#4,#6)	Nonstore Retailers
MATERIAL	454	FUEL, DIESEL	Nonstore Retailers
MATERIAL	454	FUEL, GASOLINE	Nonstore Retailers
MATERIAL	454	FUEL, MISC.	Nonstore Retailers
MATERIAL	454	FUEL, OIL	Nonstore Retailers
MATERIAL	442	FURNITURE	Furniture and Home Furnishings Stores
MATERIAL	442	FURNITURE, MISC	Furniture and Home Furnishings Stores
MATERIAL	335	FUSES	Electrical Equipment, Appliance, and Component Manufacturing
MATERIAL	335	FUSIBLE SWITCHBOARD	Electrical Equipment, Appliance, and Component Manufacturing
SERVICE	541	GAS CONSULTING	Professional, Scientific, and Technical Services
MATERIAL	454	GAS, ACCESSORIES	Nonstore Retailers
SERVICE	237	GAS/SEWER LINE INST	Heavy and Civil Engineering Construction
MATERIAL	423	GASKETS & PACKING	Merchant Wholesalers, Durable Goods
MATERIAL	423	GASKETS & SEALS	Merchant Wholesalers, Durable Goods
MATERIAL	454	GASOLINE,KERO,DIESEL	Nonstore Retailers
MATERIAL	423	GEARBOX	Merchant Wholesalers, Durable Goods
SERVICE	238	GEARBOX REPAIRS	Specialty Trade Contractors
MATERIAL	335	GENERATOR	Electrical Equipment, Appliance, and Component Manufacturing

NAICS	COMMODITY DESCRIPTION	NAICS DESCRIPTION
MATERIAL	335 GENERATOR (TURB/PWR)	Electrical Equipment, Appliance, and Component Manufacturing
SERVICE	811 GENERATOR MAINT	Repair and Maintenance
SERVICE	238 GENERATOR MAINT/REPR	Specialty Trade Contractors
SERVICE	541 GEOTECHNICAL EVAL	Professional, Scientific, and Technical Services
MATERIAL	423 GLOVES, HIGH VOLT	Merchant Wholesalers, Durable Goods
SERVICE	541 GNDWTR MONITORG SERV	Professional, Scientific, and Technical Services
SERVICE	541 GRAPHIC DESIGN	Professional, Scientific, and Technical Services
SERVICE	561 GRASS MOWING, ROW	Administrative and Support Services
MATERIAL	423 GRIND, SAND, POLEQ	Merchant Wholesalers, Durable Goods
MATERIAL	423 HAND TOOLS	Merchant Wholesalers, Durable Goods
SERVICE	562 HAZARD MATL DECONTAM	Waste Management and Remediation Services
SERVICE	562 HAZARD WASTE DISPOSL	Waste Management and Remediation Services
SERVICE	923 HEALTHWELLNESS PROG	Administration of Human Resource Programs
MATERIAL	332 HEAT EXCH & HEATER	Fabricated Metal Product Manufacturing
SERVICE	811 HEAT EXCH INST/MAINT	Repair and Maintenance
SERVICE	238 HEAT TRACE MAINT	Specialty Trade Contractors
MATERIAL	332 HEAT TREATING	Fabricated Metal Product Manufacturing
SERVICE	541 HIGH PRES WTR CLEAN	Professional, Scientific, and Technical Services
MATERIAL	332 HOSE FITTINGS	Fabricated Metal Product Manufacturing
MATERIAL	326 HOSES	Plastics and Rubber Products Manufacturing
SERVICE	721 HOTEL, LODGE, & MTG FAC	Accommodation
MATERIAL	423 HULV MATERIALS	Merchant Wholesalers, Durable Goods
SERVICE	541 HUMAN RESOURCE SERV	Professional, Scientific, and Technical Services
MATERIAL	335 HUMIDIFIER / DEHUMID	Electrical Equipment, Appliance, and Component Manufacturing
MATERIAL	332 HVAC & HVAC PARTS	Fabricated Metal Product Manufacturing
MATERIAL	236 HVAC & SHEET METAL	Construction of Buildings
MATERIAL	333 HVY EQUIP COMPONENTS	Machinery Manufacturing
MATERIAL	333 HYDRAULIC MACH/EQ	Machinery Manufacturing
MATERIAL	333 INDUST MACH COMPNTS	Machinery Manufacturing
SERVICE	541 INSPECTION PIPELINE	Professional, Scientific, and Technical Services
SERVICE	541 INSPECTION, SPECIAL	Professional, Scientific, and Technical Services
MATERIAL	335 INSTR, PTS, DISTR	Electrical Equipment, Appliance, and Component Manufacturing
SERVICE	532 INSTR, RENTAL	Rental and Leasing Services
SERVICE	237 INSTRUMENT & CTRLS	Heavy and Civil Engineering Construction
SERVICE	238 INSTRUMENT SERVICES, TESTING	Specialty Trade Contractors
MATERIAL	335 INSTRUMENT XFMRs	Electrical Equipment, Appliance, and Component Manufacturing
MATERIAL	335 INSTRUMENT, RECORDING	Electrical Equipment, Appliance, and Component Manufacturing
MATERIAL	335 INSULATION & LAGGING	Electrical Equipment, Appliance, and Component Manufacturing
SERVICE	238 INSULATION REPAIRS	Specialty Trade Contractors
MATERIAL	335 INSULATOR, PORCELAIN	Electrical Equipment, Appliance, and Component Manufacturing
MATERIAL	335 INSULATOR, DISTRIB	Electrical Equipment, Appliance, and Component Manufacturing
MATERIAL	335 INSULATOR, SUBSTATION	Electrical Equipment, Appliance, and Component Manufacturing
MATERIAL	335 INSULATOR, TRANSMISSI	Electrical Equipment, Appliance, and Component Manufacturing



DATE / NAICS		COMMODITY DESCRIPTION	NAICS DESCRIPTION
SER			
SERVICE	525	INSUR & RETIRE SERV	Funds, Trusts, and Other Financial Vehicles
SERVICE	238	INTERIOR FINISHING	Specialty Trade Contractors
MATERIAL	423	INTR FINISHING MATL	Merchant Wholesalers, Durable Goods
MATERIAL	335	ISOLATION XFMR	Electrical Equipment, Appliance, and Component Manufacturing
MATERIAL	444	IT EQUIPMENT	Building Material and Garden Equipment and Supplies Dealers
SERVICE	561	JANITORIAL	Administrative and Support Services
SERVICE	561	JANITORIAL SERVICES	Administrative and Support Services
SERVICE	561	JANITORIAL SERVICES	Administrative and Support Services
MATERIAL	423	LAB & SCIENCE EQUIP	Merchant Wholesalers, Durable Goods
MATERIAL	423	LAB SUPPLY & FIXTURE	Merchant Wholesalers, Durable Goods
MATERIAL	424	LABELS	Merchant Wholesalers, Nondurable Goods
MATERIAL	423	LADDER & SCAFFOLDING	Merchant Wholesalers, Durable Goods
MATERIAL	335	LAMPS, BULB, & PARTS	Electrical Equipment, Appliance, and Component Manufacturing
MATERIAL	444	LANDSCAPE MATLS	Building Material and Garden Equipment and Supplies Dealers
SERVICE	561	LANDSCAPING	Administrative and Support Services
SERVICE	532	LEASE, COPIER	Rental and Leasing Services
SERVICE	532	LEASE, OIL STORAGE	Rental and Leasing Services
SERVICE	532	LEASE, REAL ESTATE	Rental and Leasing Services
SERVICE	532	LEASING SERVICES - COPIER/FAX	Rental and Leasing Services
SERVICE	541	LEGAL	Professional, Scientific, and Technical Services
SERVICE	541	LEGAL SERVICES	Professional, Scientific, and Technical Services
MATERIAL	441	LIFT TRUCK	Motor Vehicle and Parts Dealers
MATERIAL	335	LIGHT FIXTURE, PARTS	Electrical Equipment, Appliance, and Component Manufacturing
MATERIAL	335	LIGHTING CNTL SYSTEM	Electrical Equipment, Appliance, and Component Manufacturing
MATERIAL	423	LIME (BULK)	Merchant Wholesalers, Durable Goods
SERVICE	237	LINE HEATERS - DRAINES.	Heavy and Civil Engineering Construction
SERVICE	238	LINE LOCATING	Specialty Trade Contractors
SERVICE	562	LIQ WASTE & SEW SERV	Waste Management and Remediation Services
MATERIAL	334	LOAD CENTERS	Computer and Electronic Product Manufacturing
SERVICE	541	LOAD MGT FIELD/STUDY	Professional, Scientific, and Technical Services
SERVICE	541	LOCKS	Professional, Scientific, and Technical Services
SERVICE	541	LOCKSMITH	Professional, Scientific, and Technical Services
MATERIAL	424	LUBES, OIL, GREASE	Merchant Wholesalers, Nondurable Goods
MATERIAL	424	LUBRICANTS	Merchant Wholesalers, Nondurable Goods
MATERIAL	335	LV CURR AC/DC PNLBRD	Electrical Equipment, Appliance, and Component Manufacturing
SERVICE	238	MACHINE WORK, MISC	Specialty Trade Contractors
MATERIAL	334	MAGNETIC COILS	Computer and Electronic Product Manufacturing
SERVICE	484	MAIL-CARGO TRANSPRT	Truck Transportation
SERVICE	561	MAILING	Administrative and Support Services
SERVICE	561	MAILING	Administrative and Support Services
SERVICE	237	MANHOLE CLING,DUCT	Heavy and Civil Engineering Construction
MATERIAL	333	MANLIFT - AERIAL LFT	Machinery Manufacturing
SERVICE	541	MAPP PROJECT	Professional, Scientific, and Technical Services

NAICS	COMMODITY DESCRIPTION	NAICS DESCRIPTION
SERVICE	483 MARINE TRANSPORT	Water Transportation
SERVICE	561 MARINE, MARINA	Administrative and Support Services
SERVICE	561 MARINE, SUPPLIES	Administrative and Support Services
MATERIAL	423 MATL HNDLG MACH & EQ	Merchant Wholesalers, Durable Goods
MATERIAL	335 MCC - MOTOR CNTL CTR	Electrical Equipment, Appliance, and Component Manufacturing
MATERIAL	423 MEAS & TEST INSTRMNT	Merchant Wholesalers, Durable Goods
MATERIAL	331 MECH CABL (GUY WIRE)	Primary Metal Manufacturing
SERVICE	238 MECHANICAL	Specialty Trade Contractors
SERVICE	811 MECHANICAL REPAIRS	Repair and Maintenance
SERVICE	561 MECHANICAL SEAL REPR	Administrative and Support Services
MATERIAL	331 MECHANICAL SEALS	Primary Metal Manufacturing
MATERIAL	331 MECHANICAL WIRE	Primary Metal Manufacturing
MATERIAL	423 MED VOLT SPLICE&TERM	Merchant Wholesalers, Durable Goods
SERVICE	541 MEDIA & ADVERTISING	Professional, Scientific, and Technical Services
SERVICE	621 MEDICAL SERVICES	Ambulatory Health Care Services
MATERIAL	424 MEDICAL SUPPLIES	Merchant Wholesalers, Nondurable Goods
SERVICE	621 MEDICAL, CONSULTANTS	Ambulatory Health Care Services
SERVICE	621 MED/DENTAL/TUITION	Ambulatory Health Care Services
MATERIAL	236 METAL BLDG INSTALL	Construction of Buildings
MATERIAL	332 METAL FAB & MACH	Fabricated Metal Product Manufacturing
MATERIAL	423 METAL SCRAP	Merchant Wholesalers, Durable Goods
SERVICE	238 METALIZING	Specialty Trade Contractors
MATERIAL	332 METALS, HW, MISC	Fabricated Metal Product Manufacturing
SERVICE	541 METEOR CONSLT/MONIT	Professional, Scientific, and Technical Services
MATERIAL	335 METER CENTER, SOCKET	Electrical Equipment, Appliance, and Component Manufacturing
SERVICE	238 METER CONTRACTOR	Specialty Trade Contractors
MATERIAL	335 METERS - PWR,V,AMP,W	Electrical Equipment, Appliance, and Component Manufacturing
MATERIAL	335 METERS,ELECT,ACCESSO	Electrical Equipment, Appliance, and Component Manufacturing
MATERIAL	335 METERS,ELECTRIC	Electrical Equipment, Appliance, and Component Manufacturing
MATERIAL	335 METERS,GAS	Electrical Equipment, Appliance, and Component Manufacturing
MATERIAL	335 METERS,GAS,ACCESSOR	Electrical Equipment, Appliance, and Component Manufacturing
MATERIAL	423 MILL PARTS	Merchant Wholesalers, Durable Goods
SERVICE	238 MILL REPAIR	Specialty Trade Contractors
SERVICE	238 MILLWRIGHT/MECH	Specialty Trade Contractors
MATERIAL	423 MISC EQUIPMENT	Merchant Wholesalers, Durable Goods
MATERIAL	423 MISC MATLS & SUPPLY	Merchant Wholesalers, Durable Goods
SERVICE	541 MISC PROF SERV/CNSLT	Professional, Scientific, and Technical Services
SERVICE	541 MISC SERV & CONTRACT	Professional, Scientific, and Technical Services
MATERIAL	424 MISC. DRUGS AND MEDS	Merchant Wholesalers, Nondurable Goods
MATERIAL	423 MISC. MATERIAL	Merchant Wholesalers, Durable Goods
MATERIAL	333 MIXERS & ACCESSORIES	Machinery Manufacturing
SERVICE	238 MONITOR REPAIRS	Specialty Trade Contractors
MATERIAL	334 MONITORS	Computer and Electronic Product Manufacturing

NAICS	COMMODITY	DESCRIPTION	NAICS	DESCRIPTION
MATERIAL	335	MOTOR & GENRTOR COMP		Electrical Equipment, Appliance, and Component Manufacturing
SERVICE	238	MOTOR REPAIRS		Specialty Trade Contractors
SERVICE	811	MOTOR REPAIRS		Repair and Maintenance
MATERIAL	441	MOTOR VEHICLES AND PARTS DEALERS		Motor Vehicle and Parts Dealers
MATERIAL	423	MOTORS & ACC		Merchant Wholesalers, Durable Goods
SERVICE	541	MOVING AND STORAGE		Professional, Scientific, and Technical Services
SERVICE	561	MOWING, GROUND MAINT		Administrative and Support Services
SERVICE	541	MRKTG MISC CONTRACT		Professional, Scientific, and Technical Services
MATERIAL	423	MTL PLUM FITTINGS		Merchant Wholesalers, Durable Goods
MATERIAL	423	MTL, NF, WIRE, CHAIN		Merchant Wholesalers, Durable Goods
MATERIAL	423	MTL, WELDING&FAB		Merchant Wholesalers, Durable Goods
MATERIAL	454	NAT GAS,PROP,METHANE		Nonstore Retailers
SERVICE	541	NDE NON-DESTR TEST		Professional, Scientific, and Technical Services
MATERIAL	236	NEW ROOF PROJECT		Construction of Buildings
?	?	NON STOCK MATERIALS		#N/A
MATERIAL	335	NON-ELECTRIC MOTORS		Electrical Equipment, Appliance, and Component Manufacturing
SERVICE	562	NONHAZ WASTE DISPOS		Waste Management and Remediation Services
MATERIAL	423	NON-METALLIC SCRAP		Merchant Wholesalers, Durable Goods
SERVICE	532	OFFICE EQ LEAS, MAINT		Rental and Leasing Services
SERVICE	561	OFFICE EQUIP MISCELL		Administrative and Support Services
MATERIAL	442	OFFICE FURNITURE		Furniture and Home Furnishings Stores
MATERIAL	423	OFFICE MACHINES/PRTS		Merchant Wholesalers, Durable Goods
MATERIAL	424	OFFICE SUPPLIES		Merchant Wholesalers, Nondurable Goods
SERVICE	561	OFFICE/MAINT REPAIR		Administrative and Support Services
?	?	OTC - CHARGES		#N/A
?	?	OTC - LABOR		#N/A
?	?	OTC - LABOR&VEHICLE		#N/A
?	?	OTC - PLANNED		#N/A
?	?	OTC - VEHICLE		#N/A
?	?	OTHER - ASSET OPTI.		#N/A
?	?	OTHER - GAS PURCHASE		#N/A
?	?	OTHER - REFUND OF METER ERROR - GAS PURCHASE		#N/A
SERVICE	238	OVERHEAD LINES, T&D		Specialty Trade Contractors
SERVICE	238	OVRHD CONSTR & MAINT		Specialty Trade Contractors
SERVICE	238	OVRHD SERV CONS&MAIN		Specialty Trade Contractors
MATERIAL	335	PAD MOUNT XFMR		Electrical Equipment, Appliance, and Component Manufacturing
MATERIAL	335	PADS & ENCLOSURES		Electrical Equipment, Appliance, and Component Manufacturing
MATERIAL	424	PAINT, PRIMR, & FINSH		Merchant Wholesalers, Nondurable Goods
SERVICE	238	PAINTING		Specialty Trade Contractors
MATERIAL	424	PAINTS & SOLVENTS		Merchant Wholesalers, Nondurable Goods
MATERIAL	423	PANELBOARDS		Merchant Wholesalers, Durable Goods
MATERIAL	335	PANELS& SWBD, INSTR		Electrical Equipment, Appliance, and Component Manufacturing
MATERIAL	424	PAPER PRODUCTS		Merchant Wholesalers, Nondurable Goods

MATERIAL SERV	COMMODITY DESCRIPTION	NAICS DESCRIPTION
SERVICE 562	PAPER RECYCLING	Waste Management and Remediation Services
MATERIAL 424	PAPER, FRMS, SNAPOUT	Merchant Wholesalers, Nondurable Goods
SERVICE 541	PARTS CLEANING	Professional, Scientific, and Technical Services
SERVICE 532	PASSNGER MTR VEHICLE	Rental and Leasing Services
SERVICE 238	PAVING & CONCRETE	Specialty Trade Contractors
MATERIAL 324	PAVING EQUIPMENT	Petroleum and Coal Products Manufacturing
MATERIAL 335	PDUS - PWR DIST UNIT	Electrical Equipment, Appliance, and Component Manufacturing
MATERIAL 339	PERSONAL SAFETY&PROT	Miscellaneous Manufacturing
SERVICE 541	PERSONNEL, TECHNICAL	Professional, Scientific, and Technical Services
SERVICE 541	PEST CONTROL	Professional, Scientific, and Technical Services
SERVICE 561	PEST CONTROL	Administrative and Support Services
MATERIAL 325	PEST CONTROL PROD	Chemical Manufacturing
MATERIAL 324	PETROLEUM AND COAL PRODUCTS	Petroleum and Coal Products Manufacturing
SERVICE 541	PHOTOGRAPHIC SVS/EQU	Professional, Scientific, and Technical Services
SERVICE 541	PHOTOGRAPHY	Professional, Scientific, and Technical Services
MATERIAL 423	PIPE	Merchant Wholesalers, Durable Goods
MATERIAL 423	PIPE CASING, GAS	Merchant Wholesalers, Durable Goods
MATERIAL 423	PIPE FLANGES	Merchant Wholesalers, Durable Goods
MATERIAL 423	PIPE, GAS	Merchant Wholesalers, Durable Goods
MATERIAL 423	PIPING/PWR/STEAMFIT	Merchant Wholesalers, Durable Goods
MATERIAL 322	PKG BOXES,BAGS,POUCH	Paper Manufacturing
SERVICE 238	PLANT MAJOR COMP REP	Specialty Trade Contractors
MATERIAL 423	PLANT MAJOR COMPONEN	Merchant Wholesalers, Durable Goods
MATERIAL 326	PLASTIC AND RUBBER PRODUCTS	Plastics and Rubber Products Manufacturing
MATERIAL 333	PLC - PROG LOG CNTLR	Machinery Manufacturing
SERVICE 238	PLUMB, HEAT, & AC	Specialty Trade Contractors
MATERIAL 423	PLUMBING HDWR & FITG	Merchant Wholesalers, Durable Goods
SERVICE 238	PLUMBING, CIVIL	Specialty Trade Contractors
MATERIAL 334	PNEU,HYD,EL CNTL SYS	Computer and Electronic Product Manufacturing
MATERIAL 333	PNEUMATIC MACH/EQ	Machinery Manufacturing
MATERIAL 335	POLE LINE HARDWARE	Electrical Equipment, Appliance, and Component Manufacturing
MATERIAL 335	POLES, OTHER	Electrical Equipment, Appliance, and Component Manufacturing
MATERIAL 335	POLES,STEEL	Electrical Equipment, Appliance, and Component Manufacturing
MATERIAL 335	POLES,STREET LIGHT	Electrical Equipment, Appliance, and Component Manufacturing
MATERIAL 335	POLES,WOOD	Electrical Equipment, Appliance, and Component Manufacturing
MATERIAL 335	POLES,XARMS,ANG,CHAN	Electrical Equipment, Appliance, and Component Manufacturing
SERVICE 561	PORTABLE TOILETS	Administrative and Support Services
SERVICE 561	POSTAGE	Administrative and Support Services
MATERIAL 335	POWER CAPACITORS	Electrical Equipment, Appliance, and Component Manufacturing
SERVICE 238	POWER IXMISSION REPR	Specialty Trade Contractors
MATERIAL 335	POWER PLANT	Electrical Equipment, Appliance, and Component Manufacturing
MATERIAL 423	POWER SUPPLY UNITS	Merchant Wholesalers, Durable Goods
MATERIAL 335	POWER SUPPLY XFMRs	Electrical Equipment, Appliance, and Component Manufacturing

NAICS	NAICS DESCRIPTION	MATERIAL	SERVICES	COMMODITY DESCRIPTION	NAICS DESCRIPTION
335	POWER SUPPLYS				Electrical Equipment, Appliance, and Component Manufacturing
335	POWER XMISSION				Electrical Equipment, Appliance, and Component Manufacturing
335	PRECIPITATOR PARTS				Electrical Equipment, Appliance, and Component Manufacturing
238	PRECIPITATOR REPAIRS				Specialty Trade Contractors
811	PRECIPITATOR REPAIRS				Repair and Maintenance
236	PREFAB STRUCTURES				Construction of Buildings
?	PREMI AWARDS/PROMO				#N/A
323	PRINT & PUBLISH EQ				Printing and Related Support Activities
334	PRINTED CIRCUIT BRDS				Computer and Electronic Product Manufacturing
323	PRINTED PUBLICATIONS				Printing and Related Support Activities
323	PRINTING OTHER				Printing and Related Support Activities
334	PROBES				Computer and Electronic Product Manufacturing
?	PROCUREMENT CARD				#N/A
541	PROF ENGR SERV/CONS				Professional, Scientific, and Technical Services
813	PROFESSIONAL ASSOC				Religious, Grantmaking, Civic, Professional, and Similar Organizations
561	PROFESSIONAL CONSULT				Administrative and Support Services
541	PROFESSIONAL SERVICES				Professional, Scientific, and Technical Services
541	PROFESSIONAL SERVICES - CORP. GREENHOUSE PLAN				Professional, Scientific, and Technical Services
541	PROFESSIONAL SERVICES - FINANCIAL ANALYSIS				Professional, Scientific, and Technical Services
541	PROFESSIONAL SERVICES - LAND PURCHASES HAMPSHIRE				Professional, Scientific, and Technical Services
541	PROFESSIONAL SERVICES - MISS UTILITY				Professional, Scientific, and Technical Services
541	PROFESSIONAL SERVICES - SOFTWARE				Professional, Scientific, and Technical Services
541	PROFESSIONAL SERVICES - TRANSLATION				Professional, Scientific, and Technical Services
561	PUBLIC ADD EQUIP REP				Administrative and Support Services
561	PUBLIC ADDRESS EQUIP				Administrative and Support Services
423	PUMP PARTS				Merchant Wholesalers, Durable Goods
811	PUMP REPAIRS				Repair and Maintenance
332	PUMPS				Fabricated Metal Product Manufacturing
423	PUMPS				Merchant Wholesalers, Durable Goods
423	PUMPS,CHEM,FUEL				Merchant Wholesalers, Durable Goods
333	PURIFIER / PRECIPITR				Machinery Manufacturing
?	PVF METAL				#N/A
335	PWR ADAPTR & INVERTR				Electrical Equipment, Appliance, and Component Manufacturing
335	PWR DRV,CLUTCH,TRANS				Electrical Equipment, Appliance, and Component Manufacturing
335	PWR MONTRG, CNTL SYS				Electrical Equipment, Appliance, and Component Manufacturing
541	QUALITY CONTROL				Professional, Scientific, and Technical Services
541	QUALITY&RELIABILITY				Professional, Scientific, and Technical Services
532	R/E LEASES/MISC SERV				Rental and Leasing Services
488	RAILRD TRACK REPAIR				Support Activities for Transportation
561	RAILROAD, ROW,MAINT				Administrative and Support Services
237	RAILWAY & TRAMWAY				Heavy and Civil Engineering Construction
424	RAINGEAR,GLOVES,ETC				Merchant Wholesalers, Nondurable Goods
531	REAL ESTATE SERVICES				Real Estate

NAICS	QUALIFIER	DESCRIPTION	NAICS DESCRIPTION
MATERIAL	335	RECEP,PLG,TERMS,CONN	Electrical Equipment, Appliance, and Component Manufacturing
MATERIAL	335	RECLOSER	Electrical Equipment, Appliance, and Component Manufacturing
SERVICE	561	RECORD RETENTION	Administrative and Support Services
SERVICE	541	RECRUITMENT	Professional, Scientific, and Technical Services
?	?	REDULID KITS	#N/A
MATERIAL	327	REFRATORIES	Nonmetallic Mineral Product Manufacturing
SERVICE	238	REFRATORY REPAIRS	Specialty Trade Contractors
MATERIAL	335	REGULATORS	Electrical Equipment, Appliance, and Component Manufacturing
MATERIAL	335	RELAYS,TS & METERS	Electrical Equipment, Appliance, and Component Manufacturing
SERVICE	532	RENTAL AND LEASING SERVICES	Rental and Leasing Services
SERVICE	532	RENTALS - MISCELLAN	Rental and Leasing Services
SERVICE	541	REPAIR, MISC	Professional, Scientific, and Technical Services
SERVICE	532	REPROD SERVICE/EQUIP	Rental and Leasing Services
SERVICE	541	REPRODUCTION SERV	Professional, Scientific, and Technical Services
MATERIAL	325	RESINS & ROSINS	Chemical Manufacturing
SERVICE	722	RESTAURANT & CATER	Food Services and Drinking Places
?	?	RESTRUCT/DIVESTITURE	#N/A
SERVICE	238	RIGGING AND HAULING	Specialty Trade Contractors
SERVICE	532	RIGGING&HAULING RENT	Rental and Leasing Services
MATERIAL	423	ROOF,SIDING,SH METAL	Merchant Wholesalers, Durable Goods
SERVICE	238	ROOFING	Specialty Trade Contractors
MATERIAL	423	ROPES (WIRE ROPE)	Merchant Wholesalers, Durable Goods
SERVICE	561	ROW MAINTENANCE	Administrative and Support Services
SERVICE	488	ROW MAINT-POLE INSP	Support Activities for Transportation
SERVICE	561	ROWVC - ROW VEG CNTL	Administrative and Support Services
SERVICE	237	RR,LOCOMOTIVE,TRACKS	Heavy and Civil Engineering Construction
SERVICE	561	RRINTING	Administrative and Support Services
MATERIAL	423	SAFETY APPAREL	Merchant Wholesalers, Durable Goods
MATERIAL	423	SAFETY MISC EQUIP	Merchant Wholesalers, Durable Goods
MATERIAL	423	SAFETY SUPPLIES	Merchant Wholesalers, Durable Goods
SERVICE	238	SANDBLASTING	Specialty Trade Contractors
MATERIAL	423	SAWS	Merchant Wholesalers, Durable Goods
SERVICE	541	SCALES REPAIR	Professional, Scientific, and Technical Services
MATERIAL	333	SCREEN & FEEDING EQ	Machinery Manufacturing
MATERIAL	333	SCREENHOUSE PARTS	Machinery Manufacturing
SERVICE	238	SCREENHOUSE REPAIRS	Specialty Trade Contractors
MATERIAL	454	SEALS,GREASE,OIL,GAS	Nonstore Retailers
SERVICE	561	SECRTY/FIRE SYS SERV	Administrative and Support Services
SERVICE	561	SECURITY	Administrative and Support Services
SERVICE	561	SECURITY GUARD SERV	Administrative and Support Services
MATERIAL	334	SECURITY SURV & DET	Computer and Electronic Product Manufacturing
SERVICE	611	SEMINARS & TRAINING	Educational Services
MATERIAL	333	SEPARATOR (SCRUBBER)	Machinery Manufacturing

NAICS	COMMON DESCRIPTION	NAICS DESCRIPTION
238	SERV ENGR, FLD SERV	Specialty Trade Contractors
332	SHIM STOCK	Fabricated Metal Product Manufacturing
238	SHOP & EQUIP REPAIRS	Specialty Trade Contractors
423	SHOP EQUIPMENT	Merchant Wholesalers, Durable Goods
323	SIGNAGE	Printing and Related Support Activities
335	SIGNAL CONVERTERS	Electrical Equipment, Appliance, and Component Manufacturing
423	SIGNS, TAGS, ETC.	Merchant Wholesalers, Durable Goods
335	SLIP RINGS	Electrical Equipment, Appliance, and Component Manufacturing
541	SNOW REMOVAL	Professional, Scientific, and Technical Services
561	SNOW REMOVAL	Administrative and Support Services
423	SOFTWARE	Merchant Wholesalers, Durable Goods
423	SOLDER AND PASTE	Merchant Wholesalers, Durable Goods
238	SOOTBLOWER REPAIRS	Specialty Trade Contractors
423	SOOTBLOWERS	Merchant Wholesalers, Durable Goods
238	SPECIALTY TRADE CONTRACTORS	Specialty Trade Contractors
423	SPEED REDUCER	Merchant Wholesalers, Durable Goods
238	SPEED REDUCER REPAIR	Specialty Trade Contractors
335	SPLICES,AERIAL	Electrical Equipment, Appliance, and Component Manufacturing
423	SPONGE BALLS	Merchant Wholesalers, Durable Goods
423	SPRINGS	Merchant Wholesalers, Durable Goods
238	STACK/CHIMNEY REPAIR	Specialty Trade Contractors
335	STAPLES	Electrical Equipment, Appliance, and Component Manufacturing
334	STATIC VAR COMPNSATR	Computer and Electronic Product Manufacturing
561	STEAM CLEAN,EQUIP REP	Administrative and Support Services
532	STEAM CLEAN,EQUIP RTL	Rental and Leasing Services
237	STL ERECTION & TOWER	Heavy and Civil Engineering Construction
238	STONE/MASONRY REPAIR	Specialty Trade Contractors
493	STORAGE	Warehousing and Storage
541	STORAGE TANK CLEAN	Professional, Scientific, and Technical Services
335	STORM BOXES	Electrical Equipment, Appliance, and Component Manufacturing
333	STRAINER/TRAP	Machinery Manufacturing
335	STREET LIGHTING	Electrical Equipment, Appliance, and Component Manufacturing
335	STREET LIGHTING, FIXT	Electrical Equipment, Appliance, and Component Manufacturing
335	STREET LIGHTING,LAMP	Electrical Equipment, Appliance, and Component Manufacturing
335	STREET LIGHTING,MISC	Electrical Equipment, Appliance, and Component Manufacturing
335	STREET LIGHTING,POLE	Electrical Equipment, Appliance, and Component Manufacturing
561	STREETLIGHT MAINTEN	Administrative and Support Services
237	SUB REMODEL/ADD	Heavy and Civil Engineering Construction
237	SUB/TRANS CIVIL CONS	Heavy and Civil Engineering Construction
561	SUBSCRIPTIONS	Administrative and Support Services
237	SUBSTA CONSTR&MAINT	Heavy and Civil Engineering Construction
335	SUBSTATION MATERIAL	Electrical Equipment, Appliance, and Component Manufacturing
541	SURVEYING	Professional, Scientific, and Technical Services

UNIT SERV	NAICS	SOLUTION DESCRIPTION	NAICS DESCRIPTION
MATERIAL	335	SWITCH PARTS	Electrical Equipment, Appliance, and Component Manufacturing
MATERIAL	335	SWITCH,PRESSURE SPEC	Electrical Equipment, Appliance, and Component Manufacturing
MATERIAL	335	SWITCHGEAR	Electrical Equipment, Appliance, and Component Manufacturing
MATERIAL	335	SWITCH-PAD MOUNTED	Electrical Equipment, Appliance, and Component Manufacturing
MATERIAL	335	SWITCH-POLE MOUNTED	Electrical Equipment, Appliance, and Component Manufacturing
MATERIAL	335	SWITCH,CNTLS,RELAY	Electrical Equipment, Appliance, and Component Manufacturing
SERVICE	238	SYSTEM UPGRADES	Specialty Trade Contractors
MATERIAL	323	TAGS	Printing and Related Support Activities
SERVICE	238	TANK REPAIRS	Specialty Trade Contractors
MATERIAL	332	TANKS, CYLNDRS, BOT	Fabricated Metal Product Manufacturing
MATERIAL	444	TAPE, ELECTRICAL	Building Material and Garden Equipment and Supplies Dealers
SERVICE	238	TE ROOM	Specialty Trade Contractors
SERVICE	541	TECHNICAL SERVICES	Professional, Scientific, and Technical Services
SERVICE	541	TECHNICAL SERVICES - CAD	Professional, Scientific, and Technical Services
SERVICE	541	TECHNICAL SERVICES - ELECTRIC UTILITY	Professional, Scientific, and Technical Services
SERVICE	541	TECHNICAL SERVICES - GENERATOR MAINT.	Professional, Scientific, and Technical Services
SERVICE	541	TECHNICAL SERVICES - SOFTWARE	Professional, Scientific, and Technical Services
SERVICE	541	TECHNICAL SERVICES - TELEPHONE UTILITY	Professional, Scientific, and Technical Services
SERVICE	541	TECHNICAL SERVICES - UPGRADE TRUNK LINES	Professional, Scientific, and Technical Services
SERVICE	541	TECHNICAL SERVICES - SOFTWARE	Professional, Scientific, and Technical Services
SERVICE	517	TELECOM MEDIA SERV	Telecommunications
SERVICE	517	TELECOM SERV	Telecommunications
SERVICE	237	TELECOMM CELLULAR	Heavy and Civil Engineering Construction
SERVICE	237	TELECOMM VOICE&DATA	Heavy and Civil Engineering Construction
SERVICE	517	TELECOMMUNICATIONS	Telecommunications
SERVICE	541	TELEMARKET SURVEYS	Professional, Scientific, and Technical Services
SERVICE	561	TEMPORARY EMPLOYMENT	Administrative and Support Services
SERVICE	561	TEMPORARY STAFFING	Administrative and Support Services
SERVICE	541	TESTING SERVICES-DE	Professional, Scientific, and Technical Services
SERVICE	541	TESTING, NDE	Professional, Scientific, and Technical Services
MATERIAL	423	THERMOCOUPLE	Merchant Wholesalers, Durable Goods
MATERIAL	423	TIRES	Merchant Wholesalers, Durable Goods
MATERIAL	423	TOOLS - HAND	Merchant Wholesalers, Durable Goods
MATERIAL	423	TOOLS, CABLE GRIPS	Merchant Wholesalers, Durable Goods
MATERIAL	423	TOOLS, CADWELD	Merchant Wholesalers, Durable Goods
MATERIAL	423	TOOLS, DOOR HARDWARE	Merchant Wholesalers, Durable Goods
MATERIAL	423	TOOLS, ELEC PARTS	Merchant Wholesalers, Durable Goods
MATERIAL	423	TOOLS, HOISTS&SLINGS	Merchant Wholesalers, Durable Goods
MATERIAL	423	TOOLS, HYDRAULIC	Merchant Wholesalers, Durable Goods
MATERIAL	423	TOOLS, LINEMEN'S	Merchant Wholesalers, Durable Goods
MATERIAL	423	TOOLS, MISC.	Merchant Wholesalers, Durable Goods
MATERIAL	423	TOOLS-HOT LINE	Merchant Wholesalers, Durable Goods
SERVICE	561	TOWEL & MAT SERVICE	Administrative and Support Services



MATERIAL		COMMODITY DESCRIPTION		NAICS DESCRIPTION	
MATERIAL	423	TRACT/TRAILER TRUCK		Merchant Wholesalers, Durable Goods	
SERVICE	926	TRADE POLICY AND REG		Administration of Economic Programs	
SERVICE	813	TRADE UNIONS		Religious, Grantmaking, Civic, Professional, and Similar Organizations	
SERVICE	561	TRAF CNTL (FLAGGING)		Administrative and Support Services	
SERVICE	238	TRAFFIC CONTROL SERV		Specialty Trade Contractors	
SERVICE	238	TRAFFIC MANAGEMENT		Specialty Trade Contractors	
SERVICE	237	TRAFFIC SIGNAL SYS		Heavy and Civil Engineering Construction	
SERVICE	541	TRAINING		Professional, Scientific, and Technical Services	
MATERIAL	423	TRANDUCERS		Merchant Wholesalers, Durable Goods	
SERVICE	541	TRANS CONSULTING		Professional, Scientific, and Technical Services	
MATERIAL	335	TRANS, 1PH SUBSURF		Electrical Equipment, Appliance, and Component Manufacturing	
MATERIAL	335	TRANS, 3PH SUBSURF		Electrical Equipment, Appliance, and Component Manufacturing	
MATERIAL	335	TRANS, DRY TYPE		Electrical Equipment, Appliance, and Component Manufacturing	
MATERIAL	335	TRANS, HV POLE TYPES		Electrical Equipment, Appliance, and Component Manufacturing	
MATERIAL	335	TRANS, NETWORK		Electrical Equipment, Appliance, and Component Manufacturing	
MATERIAL	335	TRANS, PROTECTORS		Electrical Equipment, Appliance, and Component Manufacturing	
MATERIAL	335	TRANS, SUBWAY		Electrical Equipment, Appliance, and Component Manufacturing	
MATERIAL	335	TRANSF, 1PH PAD		Electrical Equipment, Appliance, and Component Manufacturing	
MATERIAL	335	TRANSF, 1PH PAD SS		Electrical Equipment, Appliance, and Component Manufacturing	
MATERIAL	335	TRANSF, 1PH POLE		Electrical Equipment, Appliance, and Component Manufacturing	
MATERIAL	335	TRANSF, 1PH POLE SS		Electrical Equipment, Appliance, and Component Manufacturing	
MATERIAL	335	TRANSF, 1PH UNDERGR		Electrical Equipment, Appliance, and Component Manufacturing	
MATERIAL	335	TRANSF, 3PH PAD		Electrical Equipment, Appliance, and Component Manufacturing	
MATERIAL	335	TRANSF, 3PH PAD SS		Electrical Equipment, Appliance, and Component Manufacturing	
MATERIAL	335	TRANSF, 3PH POLE		Electrical Equipment, Appliance, and Component Manufacturing	
MATERIAL	335	TRANSFORMER - OTHER		Electrical Equipment, Appliance, and Component Manufacturing	
SERVICE	238	TRANSFORMER REPAIR		Specialty Trade Contractors	
MATERIAL	335	TRANSFORMERS < 75MVA		Electrical Equipment, Appliance, and Component Manufacturing	
MATERIAL	335	TRANSFORMERS > 75MVA		Electrical Equipment, Appliance, and Component Manufacturing	
MATERIAL	423	TRANSMITTERS		Merchant Wholesalers, Durable Goods	
SERVICE	485	TRANSPORTATION, MISC		Transit and Ground Passenger Transportation	
MATERIAL	423	TRAPS & STRAINERS		Merchant Wholesalers, Durable Goods	
SERVICE	562	TRASH HAULING		Waste Management and Remediation Services	
MATERIAL	423	TRAV SCRNL, STOP LOGS		Merchant Wholesalers, Durable Goods	
SERVICE	561	TRAVEL AGENCIES		Administrative and Support Services	
SERVICE	561	TRAVEL FACILITATION		Administrative and Support Services	
SERVICE	237	TREE TRIMMING ROUTINE		Heavy and Civil Engineering Construction	
SERVICE	237	TREE TRIMMING SPECIAL		Heavy and Civil Engineering Construction	
SERVICE	237	TRENCHING		Heavy and Civil Engineering Construction	
SERVICE	811	TRNSPRT REPAIR SERV		Repair and Maintenance	
MATERIAL	423	TRUCK & RAIL SCALE		Merchant Wholesalers, Durable Goods	
MATERIAL	332	TUBE & TUBING - TUBE FITTINGS		Fabricated Metal Product Manufacturing	
MATERIAL	333	TURBINE & TURBINE PARTS		Machinery Manufacturing	

NAICS	COMMODITY DESCRIPTION	NAICS DESCRIPTION
SERVICE	811 TURBINE MAINT	Repair and Maintenance
SERVICE	238 TURBINE MAINT/REPAIR	Specialty Trade Contractors
SERVICE	238 UNDERGROUND CONSTRUCTION	Specialty Trade Contractors
SERVICE	238 UNDERGROUND TANKS	Specialty Trade Contractors
SERVICE	237 UNDERGRND LINES, T&D	Heavy and Civil Engineering Construction
SERVICE	561 UNDERGRND LOCAT & MARK	Administrative and Support Services
SERVICE	237 UNDERGRD CONSTR&MAINT	Heavy and Civil Engineering Construction
SERVICE	561 UNDRWTR SERV-DIVING	Administrative and Support Services
SERVICE	561 UNIFORM RENT&CLEAN	Administrative and Support Services
SERVICE	561 UNIFORMS & RENTAL SVS	Administrative and Support Services
MATERIAL	335 UPS - UNINT PWR SPLY	Electrical Equipment, Appliance, and Component Manufacturing
SERVICE	237 URD CONSTR&MAINTENAN	Heavy and Civil Engineering Construction
SERVICE	221 UTILITIES	Utilities
SERVICE	541 VACUUMING & WSHDOWN	Professional, Scientific, and Technical Services
SERVICE	238 VALVE REPAIR	Specialty Trade Contractors
SERVICE	811 VALVE REPAIRS	Repair and Maintenance
MATERIAL	332 VALVES & VALVE PARTS	Fabricated Metal Product Manufacturing
MATERIAL	441 VEHICLE LEASING	Motor Vehicle and Parts Dealers
MATERIAL	423 VEHICLE PARTS	Merchant Wholesalers, Durable Goods
MATERIAL	441 VEHICLES/FORD	Motor Vehicle and Parts Dealers
MATERIAL	441 VEHICLES/CHRYSLER	Motor Vehicle and Parts Dealers
MATERIAL	441 VEHICLES/GMC	Motor Vehicle and Parts Dealers
MATERIAL	423 VRM MATERIAL	Merchant Wholesalers, Durable Goods
SERVICE	541 WATER QLTY ANALYSIS	Professional, Scientific, and Technical Services
SERVICE	221 WATER TRTMTNT EQUIP	Utilities
SERVICE	221 WATER/SEWER UTILITY	Utilities
SERVICE	541 WEATHER FORECASTING	Professional, Scientific, and Technical Services
MATERIAL	423 WELD & SOLD DRING MATL	Merchant Wholesalers, Durable Goods
SERVICE	238 WELD REPAIR/X-RAY	Specialty Trade Contractors
MATERIAL	423 WELDING SUPPLIES	Merchant Wholesalers, Durable Goods
SERVICE	238 WELDING, SOLDER SERV	Specialty Trade Contractors
MATERIAL	335 WIRE, DISTRIB, BARE	Electrical Equipment, Appliance, and Component Manufacturing
MATERIAL	335 WIRE, DISTRIB, COVERED	Electrical Equipment, Appliance, and Component Manufacturing
MATERIAL	335 WIRE, OTHER	Electrical Equipment, Appliance, and Component Manufacturing
SERVICE	238 WOOD POLE INSP&MAINT	Specialty Trade Contractors
MATERIAL	321 WOOD POLE MAINT/REIN	Wood Product Manufacturing
MATERIAL	321 WOOD PRODUCT MANUFACTURING	Wood Product Manufacturing
SERVICE	238 XFMR INSPECT & RPR	Specialty Trade Contractors

**ANNUAL PLAN FOR CALENDAR  
YEAR 2011  
MINORITY, WOMEN AND  
SERVICE-DISABLED  
VETERAN-OWNED  
BUSINESS ENTERPRISES  
JANUARY 1, 2011  
-  
DECEMBER 31, 2011**

**Annual Plan for Calendar Year 2011  
 Minority, Women and Service-Disabled Veteran-Owned  
 Business Enterprises  
 January 1, 2011 – December 31, 2011**

The following is hereby submitted as an “Annual Plan” pursuant to the State of Maryland Public Service Commission Memorandum of Understanding (MOU), signed on February 6, 2009. This Plan is submitted for the consideration of the Maryland Public Service Commission by Delmarva Power & Light, a Delmarva Power & Light Holdings, Inc. company.

This plan will be in effect for the period of January 1, 2011 through December 31, 2011 and covers the Delmarva Power & Light region.

1. Delmarva Power & Light will continue efforts to increase the total percent spend with minority, women and service disabled veterans on both first and second-tier procurement to ultimately accomplish the 25% goal. The mid term and long term goals as summarized below reflect increases over the next five year period with the initial long term goal meeting the minimum percentages defined in section 5.1.2 of the MOU. See attachment for E-2 and E-3, Mid and Long Term goals. Long term contracts have not been excluded and are therefore included in the total anticipated spend (MOU § 7.1.1)

**2011 - Delmarva Power & Light**

Diverse Suppliers	Mid-Term (3yr)	Long-Term (5yr)
Minority	6.000%	8.000%
Women	3.000%	4.000%
Service-disabled veteran	0.020%	2.000%
Handicapped workshops	<u>0.100%</u>	<u>0.200%</u>
<b>Total</b>	<b>9.120%</b>	<b>14.200%</b>

2. Delmarva Power & Light will continue aggressive internal and external outreach efforts to identify diverse suppliers for participation in the Company's competitive procurement programs with a special emphasis on promoting contracting opportunities with local diverse suppliers in the Company's green initiatives, investment and financial services opportunities for diverse businesses. Planned external activities for calendar year 2011 include (MOU §7.1.2):
  - a. Attend monthly/bi-monthly Maryland Utility Forum meetings and actively participate in achieving the following 2011 Maryland Utility Forum goals.

Continue to enhance the Maryland Utility Forum Website relocating the website from Google to a shared platform.

Establish formal Maryland Utility Forum group finalizing the rules, roles and operating procedures.

Review assessment results of MOU Schedule 2 Third Party Certifying Agencies prepared by the consultant retained by PHI and make any necessary recommendations.

Establish common methodology to assess accuracy of Tier 2 spend.

Continue to provide updated information to the Forum's master list of third party certified companies.

Develop plan to assess opportunities for Diverse Supplier investment firms. Leverage utility experience to determine best practices, common goals, and supplier outreach opportunities.

- b. Supplier Diversity will work with Strategic Sourcing and individual operating areas to propose goals, monitor progress, highlight success, communicate areas of opportunity and meet with suppliers and internal customers to explore areas of opportunity.
- c. Supplier Diversity has an internet based system to collect profile data from diverse suppliers which serves as an on-line internal directory of diverse suppliers accessible by all employees. During 2010, we notified the suppliers that their ownership must be certified or we would be forced to take them out of the diverse supplier database. In 2011, we will not add suppliers as diverse suppliers until we have certification.
- d. Supplier Diversity will continue to identify and provide diverse suppliers for inclusion in the candidate bidder pool for procurements exceeding \$100,000. All requisitions require inclusion of diverse bidders or a detailed explanation why none are available.
- e. Supplier Diversity encourages participation of buyers and operating group personnel in business and advocacy group training such as the National Minority Supplier Development Council Conference, the MD/DC Minority Supplier Development Council events, other regional Council events, Edison Electric Institute (EEI) Supplier Diversity events, Women's Business Enterprise National Council opportunity fairs, seminars and conferences. Ongoing program orientation and review sessions will be held to ensure:
  - Maximize level of opportunities for diverse suppliers
  - Expanded contracting opportunities
  - Focused discussions on the use of local diverse suppliers to meet the Company's operating requirements

- Understanding of the business case for supplier diversity
- f. Ongoing meetings and discussions will be held with Company employees to:
  - Discuss the business case for diverse supplier inclusion and expansion
  - Offer Supplier Diversity resources in identifying and qualifying diverse suppliers for contracting opportunities
  - Address specific material group code goal attainment and non-opportunity areas requiring additional development and sourcing requirements
  - Continue use of material group code reports to target areas requiring increased internal and/or external development
  - Discuss Supplier Diversity program enhancements and changes in policies and procedures
  - Provide referrals to operating areas
  - Provide monthly progress toward target and corporate goals to each line of business
  - Solicit input on how to further improve or enhance the program
  - Implement changes to enhance the program
- g. Supplier Diversity continues to support a wide range of outreach efforts. These activities are designed to identify and maximize contracting opportunities as well as to provide education about the utility industry, procurement practices, areas of opportunity and those areas which are saturated in the marketplace and offer limited opportunity.
- h. Supplier Diversity participates as a member of the board of directors in various business advocacy organizations and advisory councils and participates in conferences, trade shows, workshops and panel discussions. Supplier Diversity provides financial, technical and in-kind services to public and private sector organizations promoting the advancement of diverse businesses.
- i. Supplier Diversity invites and encourages participation in the outreach initiatives and actively promotes the use of diverse suppliers. Supplier Diversity will participate, support and sponsor events during 2011 to ensure the maximum level of promotion of opportunities for diverse

Suppliers. Specific activities are listed in Appendix A. A sample of organizations supported By Delmarva Power & Light to promote contracting opportunities with diverse suppliers includes:

- MD/DC Minority Supplier Development Council
- Montgomery County, Maryland Economic Development
- The Elite-Service-Disabled Veteran Organization
- Maryland Washington Minority Contractor's Association
- Women's Business Enterprise National Council affiliates serving Maryland, DC, Delaware and New Jersey
- PA/NJ/DE Minority Supplier Development Council
- State of Maryland Office of Minority Affairs
- Local and regional Chambers of Commerce
- Greater Washington Board of Trade
- Small Business Administration

j. Supplier Diversity also participates in regional and national organizations advocating diverse supplier development and actively encourages participation by local businesses in these organizations' activities to expand their business opportunities. A sample of these organizations which Supplier Diversity members have leadership roles are listed below. Specific activities are attached in Appendix A.

- National Minority Supplier Development Council
- MD/DC MSDC and PA/NJ/DE MSDC
- EEI (Edison Electric Institute) Supplier Diversity Committee
- National Association of Minority Contractors
- U.S. Small Business Administration (SBA)
- Maryland Washington Minority Contractors Association
- Women President's Education Organization (WPEO)
- The Elite Service-Disabled Veteran-Owned Business Network

3. Plans for recruiting Diverse Suppliers of products and services where utilization has been low, underutilized or currently unavailable (MOU §7.1.3, 7.1.4):

- a. The Company will continue to use the material group code method to maximize use of diverse suppliers in all Company operations. Supplier Diversity will continue efforts to identify and pre-qualify diverse suppliers seeking business opportunities with Delmarva Power & Light.
- b. Continued sessions with major operating areas to ensure understanding of the goals and departmental responsibilities and to identify and expand areas of opportunity for diverse suppliers.
- c. Supplier Diversity, Strategic Sourcing and major operating departments will continue to analyze the material group codes identified as having no opportunity. Each non-opportunity code will be reviewed and an action

plan developed for diverse suppliers. We will continue work on the development of creative and innovative ways to decrease the number of non-opportunity categories.

- d. Supplier Diversity and Strategic Sourcing will cooperate in identifying diverse suppliers to support the Company's operations. Meetings will be held with operating groups to identify new contracting opportunities. Supplier Diversity will participate on cross-functional teams in the development of major projects to insure diverse inclusion.
  - e. Construction projects will continue to encourage the use of diverse suppliers as prime contractors and to encourage majority contractors/suppliers to develop and use diverse suppliers.
  - f. Delmarva Power & Light will continue its efforts to maximize contract opportunities for diverse suppliers in professional services.
  - g. Supplier Diversity will continue to work with operating areas and conduct Supplier Diversity business briefings/forums during 2011 to communicate specific business needs, operational requirements and upcoming opportunities to increase the number of procurement opportunities for diverse suppliers and to improve goal performance.
  - h. Supplier Diversity will continue advertising in local, regional and national publications on a limited basis during 2011 due to budgetary constraints. A copy of the ad to be used in 2011 is attached. (Appendix C). The corporate web site [www.Delmarva Power & Light.com](http://www.Delmarva Power & Light.com) has a segment on Supplier Diversity. An intranet site is also maintained and continuously enhanced.
  - i. The 2011 Supplier Diversity outreach efforts will continue to focus on locating diverse suppliers in the non-opportunity areas. A listing of the planned 2011 tradeshow and seminars and networking opportunities are attached (Appendix A).
4. Plans for encouraging Prime Contractors to engage Diverse Suppliers in subcontracts that include subcontracting opportunities (MOU §7.1.5):
    - a. The Company will continue to develop strategies to use diverse suppliers in all aspects of Delmarva Power & Light's operations. Specific action includes:
    - b. Contract evaluation processes that give weight to those bidders who agree to provide training and development to diverse suppliers in non-opportunity areas.



- c. Support alliances with diverse suppliers that provide value-added services to Delmarva Power & Light.
  - d. Delmarva Power & Light assures that the clause entitled "Utilization of Small Business Concerns" is included in all contracts that offer further subcontracting opportunities, and all subcontractors (except small business concerns) who receive contracts in excess of \$550,000 (\$1,000,000 for construction) will be required to adopt a subcontracting plan.
5. Plans for complying with the established Diverse Supplier program guidelines (MOU §7.1.6):
- a. Delmarva Power & Light has a second tier reporting and tracking system that provides second-tier dollars from Delmarva Power & Light's prime contractors to diverse suppliers.
  - b. Delmarva Power & Light will have the entire supplier database reviewed by AECSOftUSA, a third party verifier, to assure compliance with certification requirements.
  - c. A consultant will be hired during 2011 to assess the criteria used by the various certifying agencies and the availability of details on ownership status which will be made available to the Maryland Utility Forum and Maryland Public Service Commission staff.
  - d. Delmarva Power & Light will meet with other Maryland utilities and industry contacts in an effort to increase supplier diversity awareness and further enhance the Supplier Diversity initiative.
  - e. Submit the Annual Reports as outlined in Section 6 of the MOU.

**PEPCO HOLDINGS, INC.  
2011 PLANNED CONFERENCES TRADE SHOWS**

<b>EVENT</b>	<b>Location</b>	<b>Date</b>
EEI Supplier Diversity SBA/GSA Best Practice Workshop	TX	Jan
New Jersey Assoc. of Women Business Owners Annual Procurement Expo	NJ	Feb
Women's Business Enterprise National Council Salute to Women's Business Enterprises	MD	Mar
SBA National Small Business Week	DC	Apr
MD/DC MSDC 28th Annual Business Procurement Conference	MD	Jun
WPEO - Breakthrough Breakfast	TBD	May
SBA Small Business Awards Breakfast	DC	May
SDDC Business Opportunity Conference	NJ	May
EEI Supplier Diversity Conference	WA	May
MSDC PA-NJ-DE Golf Classic	DE	Jun
Women's Business Enterprise National Council National Conference & Business Fair	NV	Jun
Congressional Black Caucus Annual Legislative Conference	DC	Sep
Eleanor Holmes Norton Reception	DC	Sep
SBDC Procurement Expo	DE	Sep
Ideal Companies Annual Golf Outing	VA	Sep
NMSDC, PA, NJ, DE EXPOpportunity	NJ	Sep
Service Disabled Veteran Conference	NJ	Oct
NMSDC Annual Business Opportunity Conference	GA	Oct
MD/DC Minority Supplier Development Council Annual Awards Gala	TBD	Nov
State of Maryland MBE University	MD	TBA

# “We Understand the Power of Diversity.”



It takes commitment to keep the power flowing safely to our customers every day. This commitment involves working at the community level, partnering with emergency services, and keeping an eye on environmental stewardship.

The utilities of Pepco Holdings, Inc. (PHI) achieve these goals through another commitment. Our pledge to Supplier Diversity and building relationships with the certified diverse businesses that help us run.

For more information, call 1.800.FOR.MBES or visit us online at [www.pepcoholdings.com](http://www.pepcoholdings.com). At PHI, Supplier Diversity plugs us into the communities we serve.



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