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**Marc K. Battle**  
Assistant General Counsel

March 31, 2010

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, Maryland 21202

**Re: DELMARVA POWER & LIGHT COMPANY'S ANNUAL REPORT FOR  
MINORITY, WOMEN AND SERVICE-DISABLED VETERAN-OWNED  
BUSINESS ENTERPRISES, JANUARY 1, 2009 - DECEMBER 31,  
2009**

Dear Ms. Romine:

Enclosed for filing are the original and 17 (seventeen) copies of the nonconfidential version of the Delmarva Power Light & Company's Annual Report for Minority, Women and Service-Disabled Veteran-Owned Business Enterprises, January 1, 2009 - December 31, 2009.

Please feel free to contact me if you have any questions regarding this matter.

Sincerely,

A handwritten signature in black ink, appearing to read "M. Battle", written in a cursive style.

Marc K. Battle

MKB/mda

Enclosure

**ANNUAL REPORT FOR MINORITY, WOMEN AND SERVICE-DISABLED  
VETERAN-OWNED BUSINESS ENTERPRISES  
JANUARY 1, 2009 - DECEMBER 31, 2009**

The following is the "Annual Report for Minority, Women and Service-Disabled Veteran-Owned Business Enterprises" 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 Pepco, a Pepco Holdings, Inc. Company.

The results from January 1, 2009 through December 31, 2009 demonstrate that Pepco has exceeded its goals in some areas, and continues to strive for full achievement in the areas where improvement is needed. Taken as a whole, however, Pepco has significantly exceeded the annual goals.

<b>Diverse Suppliers Pepco</b>	<b>Annual Goal 2009</b>	<b>January - Dec 2009 Actual</b>
Minority Business Enterprise	6.00%	15.35%
Women Business Enterprise	2.00%	5.02%
Service Disabled Veteran Enterprise	0.001%	0.00%
Not For Profit Workshops	0.005%	0.02%
<b>Total</b>	<b>8.006%</b>	<b>20.39%</b>

Pepco had total utility procurement for goods and services totaling \$232.6 million dollars from January 1 through December 31, 2009. Direct spend to diverse suppliers totaled \$38.0 million dollars and subcontract dollars were \$9.5 million dollars for a total of \$47.5 million dollars or 20.39% of diverse supplier spend to total utility procurement for goods and services. The amounts stated are based primarily on self-certification of diverse suppliers.

The expenses in the PHI Service Company as of December 31, 2009, were \$71.1 million to prime contractors and \$2.8 million in second-tier procurement for a total of \$73.9 million. A distribution for Pepco based on estimates would be 36%. Supplier Diversity did not allocate the \$73.9 million in this filing as it is not feasible to track individual invoices or expense categories.

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

#### INTERNAL EFFORTS

- Supplier Diversity<sup>1</sup> management met with eighteen Directors, Vice-Presidents and Senior Vice-Presidents of Pepco Holdings, Inc. to a) review the status of critical initiatives, b) report on progress toward goal attainment, and c) discuss how Supplier Diversity can best keep PHI executives and their employees informed.
- Pepco has implemented improved processes and systems which enhance the ability to increase total percent spend with minority, women and service-disabled veterans. These new processes include a new internet based system to collect profile data from diverse suppliers, Sourcing Workflow (described below) and a second-tier procurement tracking and reporting system also described below.
- Provided training to Strategic Sourcing managers on the new second-tier spend tracking and reporting system.
- Provided training to employees on the use of a new internal directory of diverse suppliers.
- Participated in the development and training of a new internal system, "Sourcing Workflow", which automates tracking of the procurement process from requisition to contract. This system includes all requisitions valued over \$100,000 and engages all contract stakeholders. A system notification is sent to all stakeholders when the requisition is posted allowing Supplier Diversity staff time for review and inclusion of diverse suppliers to the candidate bidder pool.
- Supplier Diversity is an active member of the Advanced Meter Infrastructure (AMI) Core Team for installation, the Mid-Atlantic Power Pathway (MAPP) Support Team and other demand-side management programs. Pepco is making strong progress in the identification and qualification of diverse suppliers for major projects including AMI, MAPP and Demand-Side management projects and has identified hundreds of contractors for possible inclusion in the project contract requirements. Supplier Diversity works with the

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<sup>1</sup> The term "Supplier Diversity," when capitalized, refers to a functional department within PHI. The term "supplier diversity," when not capitalized, refers to the general topic area.

MAPP planners and Government Affairs personnel to conduct educational meetings for diverse business advocacy organizations.

- Revised language in the requisition and contract terms and conditions to more strongly state the Company's commitment to expanding opportunities for inclusion of diverse suppliers.
- All Pepco employees are required annually to complete with 100% accuracy the Corporate Business Policies Certification which includes 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

- The AMI contract was awarded in April 2009 for the installation of 1.9 million meters to a woman business enterprise, Scope Services. The estimated contract value is \$37 million. Deployment has begun in the Delmarva region. The project has received approval in the DC region and is pending approval in the Maryland.
- Throughout 2009 hosted meetings of the PC-16 Working Group on the Memorandum of Understanding signed February 6, 2009.
- Attended all meetings and actively participated in Maryland Utility Forum on Supplier Diversity. Major accomplishments included:
  - Submitted consistent Interim Reports, working with Commission staff to understand and clarify the reporting parameters prior to submission.
  - Identified major spend categories.
  - Identified major construction projects.
  - Shared vendor database information and 2nd tier reporting and tracking information.
  - Brainstormed business development needs and supplier capacity issues.

- Defined *Direct vs. Indirect* Spend for 2nd tier reporting.
  - Compiled a comprehensive list of the Utility Forum member's material and service commodities and identified corresponding 3-digit NAICS code classification, creating standardized NAICS code spend classifications.
  - Established a "shared site" for posting documents and calendars.
  - Submitted a joint Utility Forum response to the Interim Issues Identified by Staff.
- 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 Pepco'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
  - Maryland Washington Minority Contractor's Association
- Provided information about Pepco's Mid-Atlantic Power Pathway (MAPP) and potential contracting opportunities at a meeting of the Southern MD Consortium of African American Organizations. Presentations were delivered to small, local and minority businesses in Prince Georges' County Maryland invited by the Economic Development Corporation Small Business Initiative, about MAPP and other general construction projects and conducted one-on-one matchmaker sessions.

- External recognition for the Company's Supplier Diversity efforts from January 1, 2009 through December 31, 2009 includes:
    - Letter of commendation from Representative Chris Van Hollen, 8th District, Maryland for corporate and personal commitment to Supplier Diversity
    - "Best Diversity Company 2009" Diversity/Careers in Engineering & Information Technology
    - 2009 Innovation Award by EEI Supplier Diversity Committee for displaying a Supplier Diversity model worthy of emulation by other utilities
    - Women's Enterprise USA's "Champions: "A Corporate Who's Who For WBEs"
    - Black Enterprise Magazine "40 Best Companies for Diversity"
    - Black EOE Journal "2009 Top Supplier Diversity Program"
    - Maryland Washington Minority Contractor's Association "Most Inclusive Utility Company of the Year for Minority Business Enterprise"
  - Supplier Diversity also provided interviews to the Washington Post, the Daily Record, Capital PR News and a radio interview on WOL AM on the signing of the Memorandum of Understanding signed February 6, 2009.
  - Supplier Diversity advertised in local, regional and national publications during 2009. The publications receiving advertisement placements from January 1, 2009 through December 31, 2009 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 targeted groups, 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. Pepco exceeded the annual goal of 8.006% attaining actual diverse spend of 20.39%. 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. Prime suppliers are eager to provide spend and to include their commitment to diverse inclusion in the contract process.

In 2009, Pepco relied on self-certification of both prime contractor and second-tier contractors. During 2010, new requirements include third party certification and re-entry of supplier ownership data with posted copies of the ownership certification. A certification review is also being conducted for second-tier suppliers by AECS of USA. Pepco is working closely with diverse suppliers that do not currently have ownership certification to assist them in finding third party certifiers and answering their concerns about the process

Pepco 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 2009 for a diverse supplier in a non-traditional procurement is the award of the smart meter installation contract to a woman-owned business, Scope Services. Another notable success is the award of a new company-wide wellness program contract to a woman-owned Maryland based business.

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

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 is currently 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 Pepco during the 2009 reporting year, see Attachment C (MOU §6.2.6).
7. If Pepco were to receive a complaint or concern regarding Diverse Supplier procurement-related issues or concern, the Director for Strategic Sourcing 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 2009 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 Pepco is limited, thereby, resulting in Pepco's inability to meet the 2009 SDVOB goal of 0.001%. Pepco 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 not resulted in contracts. Pepco also attended the 6<sup>th</sup> Annual National Convention of The Elite Service Disabled Veteran Owned Business Network in Colorado Springs, Colorado in August 2009. The conference was well attended and Pepco identified several suppliers for potential opportunities which we continue to pursue (MOU §6.2.9).



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: 2009					
(A)	(B)	(C)	(D)	(E)	(F)
LINE #	EXPENSE CATEGORY	EXPENSE AMOUNT (\$)	Percentage to Total Program Expenses	Total Utility Spend on General and Administrative Expenses	Percentage of Program Expenses to Total Utility G&A Expenses
1	Wages				
2	Other Employee Expenses				
3	Program Expenses				
4	Reporting Expenses*				
5	Training				
6	Consultants				
7	Other Program Expenses (List)				
8	Overhead - pension, benefits, payroll tax, space, etc.				
10					
11					
12					
13					
14					
15	TOTAL EXPENSES)				
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					

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

ATTACHMENT A-1		UTILITY NAME: Pepco		FOR THE REPORTING YEAR: 2009			
(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)
LINE #	DESCRIPTION	DIRECT (\$)	SUB CONTRACT (\$)	DIVERSE SUPPLIER PROCUREMENT (\$)	PERCENTAGE (%) OF DIVERSE SUPPLIER PROCUREMENT	TOTAL UTILITY PROCUREMENT (\$)	PERCENTAGE (%) OF DIVERSE SUPPLIER (\$ TO TOTAL UTILITY PROCUREMENT
				COLS. (C) + (D)	\$ / TOTAL COL. (E)	Col. (E) / Col. G	
<b>MINORITY BUSINESS ENTERPRISE</b>							
1	AFRICAN-AMERICAN	\$25,233,589	\$1,232,138	\$26,465,727	55.79%		11.38%
2	AMERICAN INDIAN/NATIVE AMERICAN	\$2,233	\$39,452	\$41,685	0.09%		0.02%
3	ASIAN	\$2,698,725	\$1,835,749	\$4,534,474	9.56%		1.95%
4	HISPANIC	\$2,389,542	\$2,285,748	\$4,675,290	9.86%		2.01%
5	TOTAL MINORITY BUSINESS ENTERPRISE	\$30,324,089	\$5,393,087	\$35,717,176	75.29%		15.35%
6							
7							
8	WOMEN BUSINESS ENTERPRISE	\$7,610,107	\$4,068,471	\$11,678,578	24.62%		5.02%
9							
10	SERVICE DISABLED VETERAN BE	\$0	\$0	\$0	0.00%		0.00%
11							
12	NOT FOR PROFIT WORKSHOPS	\$44,022	\$0	\$44,022	0.09%		0.02%
13							
14	GRAND TOTAL	\$37,978,217	\$9,461,558	\$47,439,775	100.00%	232,609,847	20.39%

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

ATTACHMENT A-1		UTILITY NAME: Delmarva		FOR THE REPORTING YEAR: 2009		(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)
LINE #	DESCRIPTION	DIRECT (\$)	SUB CONTRACT (\$)	DIVERSE SUPPLIER PROCUREMENT (\$)	PERCENTAGE (%) OF DIVERSE SUPPLIER PROCUREMENT	TOTAL UTILITY PROCUREMENT (\$)	PERCENTAGE (%) OF DIVERSE SUPPLIER TO TOTAL UTILITY PROCUREMENT	COLS. (C) + (D)	\$ / TOTAL COL. (E)	Col. (E) / Col. G			
<b>MINORITY BUSINESS ENTERPRISE</b>													
1	AFRICAN-AMERICAN	\$2,658,126	\$0	\$2,658,126	14.97%		1.94%						
2	AMERICAN INDIAN/NATIVE AMERICAN	\$3,232,830	\$0	\$3,232,830	18.20%		2.36%						
3	ASIAN	\$3,599,932	\$13,889	\$3,613,821	20.35%		2.63%						
4	HISPANIC	\$97,346	\$397,700	\$495,046	2.79%		0.36%						
5	TOTAL MINORITY BUSINESS ENTERPRISE	\$9,588,233	\$411,589	\$9,999,822	56.31%		7.29%						
6													
7													
8	WOMEN BUSINESS ENTERPRISE	\$5,717,264	\$1,008,467	\$6,725,731	37.87%		4.90%						
9													
10	SERVICE DISABLED VETERAN BE	\$925,073	\$0	\$925,073	5.21%		0.67%						
11													
12	NOT FOR PROFIT WORKSHOPS	\$108,333	\$0	\$108,333	0.61%		0.08%						
13													
14	GRAND TOTAL	\$16,338,904	\$1,420,056	\$17,758,960	100.00%	\$137,148,635	12.94%						

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

ATTACHMENT A-2												
UTILITY NAME: Pepco												
FOR THE REPORTING YEAR: 2009												
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	COL. (H) \$ / TOTAL COL. (H) %	
1	236	Construction of Buildings Heavy and Civil Engineering	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	0.0000%	\$ 0			
2	237	Construction	7,226,951	\$ 0	\$ 0	\$ 0	\$ 7,226,951	15.2339%	\$ 0			
3	238	Specialty Trade Contractors	\$ 7,202,742	\$ 3,112,944	\$ 0	\$ 0	\$ 10,315,686	21.7448%	\$ 0			
10	325	Chemical Mfg	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	0.0000%	\$ 0			
10	335	Elec Equip/Component Mfg	\$ 10,548,539	\$ 638,997	\$ 0	\$ 0	\$ 11,187,536	23.5826%	\$ 0			
3	423	Merchant Wholesaler, Durable	\$ 961,412	\$ 101	\$ 0	\$ 0	\$ 961,513	2.0268%	\$ 0			
3	424	Merchant Wholesaler, Non-Durable	\$ 0	\$ 1,899	\$ 0	\$ 0	\$ 1,899	0.0040%	\$ 0			
4	441	Motor Vehicle and Parts Dealers	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	0.0000%	\$ 0			
5	444	Equipment and Supplies Dealers	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	0.0000%	\$ 0			
6	454	Non-store Retail	\$ 692,445	\$ 0	\$ 0	\$ 0	\$ 692,445	1.4596%	\$ 0			
6	532	Rental and Leasing Services Professional, Scientific, and	\$ 0	\$ 7,452	\$ 0	\$ 0	\$ 7,452	0.0157%	\$ 0			
7	541	Technical Services	\$ 1,162,256	\$ 135,532	\$ 0	\$ 44,022	\$ 1,341,810	2.8285%	\$ 0			
8	561	Administrative and Support Services	\$ 2,529,743	\$ 3,713,181	\$ 0	\$ 0	\$ 6,242,924	13.1597%	\$ 0			
9	562	Waste Management and Remediation Services	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	0.0000%	\$ 0			
		Other - 2nd tier spend	\$ 5,393,087	\$ 4,068,471	\$ 0	\$ 0	\$ 9,461,558	19.9444%	\$ 0			
12		Totals	\$ 35,717,176	\$ 11,678,577	\$ 0	\$ 44,022	\$ 47,439,775	100.00%	\$ 232,609,847	20.39%		
13		Footnotes:										
14		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).										
		Pepco does not use NAICS codes for contracting										
ATTACHMENT A - 2												
UTILITY NAME: Delmarva Power												
FOR THE REPORTING YEAR: 2009												
RESULTS BY PRODUCT DESCRIPTIONS / NAICS CODES												

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

(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)	(J)	(K)
LINE #	NAICS #	PRODUCT/SERVICE DESCRIPTIONS BY NAICS CODE 1,2	MINORITY BUSINESS ENTERPRISE	WOMEN BUSINESS ENTERPRISE	SERVICE DISABLED VETERAN BUSINESS ENTERPRISE	NOT FOR PROFIT WORKSHOPS	TOTAL DIVERSE SUPPLIER (\$) BY NAICS CODE	PERCENTAGE (%) TO TOTAL DIVERSE SUPPLIER (\$) BY NAICS	TOTAL UTILITY PROCUREMENT	PERCENTAGE OF DIVERSE SUPPLIER (\$) TO TOTAL UTILITY PROCUREMENT
			(\$)	(\$)	(\$)	(\$)	COLS. (D), (E), (F), and (G)	\$/TOTAL COL. (H)	(\$)	COL. (H) / TOTAL COL. (K)
(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)	(J)	(K)
LINE #	NAICS #	Product/Service Descriptions by NAICS Code	MINORITY BUSINESS ENTERPRISE	WOMEN BUSINESS ENTERPRISE	SERVICE DISABLED VETERAN BUSINESS ENTERPRISE	NOT FOR PROFIT WORKSHOPS	TOTAL DIVERSE SUPPLIER (\$) BY NAICS	% TO TOTAL DIVERSE SUPPLIER (\$) BY NAICS	TOTAL UTILITY PROCUREMENT	% OF DIVERSE SUPPLIER (\$) TO TOTAL UTILITY (\$)
1	237	Heavy and Civil Engineering Construction	\$0	\$655,107	\$0	\$0	\$655,107	3.6889%	\$	%
2	238	Specialty Trade Contractors	\$3,310,435	\$1,405,249	\$925,073	\$0	\$5,640,757	31.7629%	\$	%
3	335	Electrical Equipment, Appliances, Component Manufacturing	\$2,807,720	\$2,240,128	\$0	\$0	\$5,047,848	28.4242%	\$	%
4	337	Furniture and Related Product Manufacturing	\$0.00	\$1,063	\$0	\$0	\$1,063	0.0060%	\$	%
5	423	Merchant Wholesaler, Durable Goods	\$97,473	\$84,110	\$0	\$0	\$181,583	1.0225%	\$	%
6	441	Motor Vehicle and Parts Dealers	\$1,280	\$0	\$0	\$0	\$1,280	0.0072%	\$	%
7	454	Nonstore Retailer	\$719,448	\$0	\$0	\$0	\$719,448	4.0512%	\$	%
8	541	Professional, Scientific, and Technical Services	\$71,409	\$156,950	\$0	\$0	\$228,359	1.2859%	\$	%
9	561	Administrative and Support Services	\$2,580,468	\$916,407	\$0	\$108,333	\$3,605,209	20.3008%	\$	%
10	562	Waste Management and Remediation Services	\$0	\$258,249	\$0	\$0	\$258,249	1.4542%	\$	%
11		Other - 2nd tier	\$411,589	\$1,008,467	\$0	\$0	\$1,420,056	7.9963%	\$	%
Totals			\$9,999,822	\$6,725,731	\$925,073	\$108,333	\$17,758,959	100.00%	\$137,148,635	12.94%

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

ATTACHMENT A-3		UTILITY NAME: Pepco	
(A)		FOR THE REPORTING YEAR: 2009	
(B)	(C)	(D)	(D)
LINE #	DESCRIPTION	CURRENT YEAR RESULTS (%)	CURRENT YEAR GOALS (%)
1	MINORITY BUSINESS ENTERPRISE	15.350%	6.000%
2	WOMEN OWNED BUSINESS ENTERPRISE	5.020%	2.000%
3	SERVICE DISABLED VETERAN BUSINESS ENTERPRISE	0.000%	0.001%
4	NOT FOR PROFIT WORKSHOPS	0.020%	0.005%
5	TOTAL	20.39%	8.006%
ATTACHMENT A-3		UTILITY NAME: Delmarva Power	
(A)		FOR THE REPORTING YEAR: 2009	
(B)	(C)	(D)	(D)
LINE #	DESCRIPTION	CURRENT YEAR RESULTS (%)	CURRENT YEAR GOALS (%)
1	MINORITY BUSINESS ENTERPRISE	7.290%	5.000%
2	WOMEN OWNED BUSINESS ENTERPRISE	4.900%	2.000%
3	SERVICE DISABLED VETERAN BUSINESS ENTERPRISE	0.670%	0.010%
4	NOT FOR PROFIT WORKSHOPS	0.080%	0.000%
5	TOTAL	12.940%	7.010%

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

ATTACHMENT C					
UTILITY NAME: Pepco		FOR THE REPORTING YEAR: 2009			
(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 2009					
ATTACHMENT C					
UTILITY NAME: Delmarva		FOR THE REPORTING YEAR: 2009			
(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 2009					

ATTACHMENT D 1

UTILITY NAME: DELMARVA POWER  
FOR THE REPORTING YEAR: 2009

(A) LINE #	(B) VENDOR NAME	(C) AMOUNT (\$)	(D) NAICS CODE	(E) SELF-CERTIFIED: YES (Y) or NO (N)
	Diverse Suppliers - Tier 1			
1	A-1 SANITATION SERVICE		238	Y
2	ADMIRAL SECURITY SERVICES		561	Y
3	AIR-TECH PRODUCTS INC		441	Y
4	AREA UTILITIES INC		238	Y
5	ARROW LEASING CORPORATION		238	Y
6	BEST CAR WASH		811	Y
7	BEVERLY RICHARDSON		561	Y
8	BLUE HEN PROMOTIONS INC		541	Y
9	BRANDYWINE CONSTRUCTION CO INC		238	Y
10	BROWNFIELD ASSOCIATES INC		562	Y
11	C.P. TEST SERVICES INC		335	Y
12	CONTRACT ENVIRONMENTS INC		541	Y
13	CRAIG'S MOBILE STEAM CLEANING		238	Y
14	CSI INTERNATIONAL		561	Y
15	D&D CONTRACTING		237	Y
16	DECKER CONTRACTING INC		237	Y
17	DELAWARE SCHOOL & OFFICE CO.		337	Y
18	FIRST CHOICE SAFEWARE LLC		423	Y
19	GUARDIAN COMPANIES INC		238	Y
20	GUARDIAN CONSTRUCTION INC		238	Y
21	H C CONSTRUCTORS INC		237	Y
22	HAMILL CONSULTING INC		541	Y
23	HURLEY & ASSOCIATES		541	Y
24	HUTCHINSON INTERNATIONAL		541	Y
25	INFRARED PREDICTIVE SURVEYS INC		238	Y
26	JOSEPH W SMALL ASSOC INC		541	Y
27	KAP CONTRACTING CO INC		541	Y
28	LOGICAL DATA SOLUTIONS INC		424	Y
29	LOWER SHORE ENTERPRISES INC		541	Y
30	M D HENRY CO		561	Y
31	MERIDIAN KNOWLEDGE SOLUTIONS INC		335	Y
32	MID ATLANTIC ENVIRONMENTAL LAB INC		541	Y
33	NORDIC FIBERGLASS INC		541	Y
34	PENNSYLVANIA TRANSFORMER		335	Y
35	PHOENIX PETROLEUM COMPANY		335	Y
36	PINNACLE CONSULTING SVCS INC		454	Y
37	PITTMAN MCLENAGAN GROUP LC		541	Y
38	POWER COMM CONSTRUCTION INC		541	Y
39	POWER PARTNERS INC		238	Y
40	REHARD COMMUNICATIONS, INC		335	Y
41	SOUTHERN STATES LLC		541	Y
42	STAMFORD SCREEN PRINTING		335	Y
43	STRIPE-A-LOT		541	Y
44	THE RICKINSON GROUP		238	Y
45	TYNDALE COMPANY INC		561	Y
46	VIRGINIA TRANSFORMER		423	Y
47	WIRE SALES COMPANY		335	Y
48	ZERO CHAOS		335	Y
	Total	\$16,338,903		



ATTACHMENT D<sup>1</sup> UTILITY NAME: DELMARVA POWER

FOR THE REPORTING YEAR: 2009

(A) LINE #	(B) VENDOR NAME	(C) AMOUNT (\$)	(D) NAICS CODE	(E) SELF-CERTIFIED: YES (Y) or NO (N)
1	Delmarva 2nd Tier Minority-owned firms			
2	Glex, Inc.		N/A	Y
3	Aeronet Logistics		N/A	Y
	Economical Air Service Company		N/A	Y
		\$411,588.70		
	Delmarva 2nd Tier Woman-owned firms			
1	A & H METALS INCORPORATED		N/A	Y
2	AMERICAN PIPE		N/A	Y
3	Atlas Flasher & Supply Co., Inc.		N/A	Y
4	BROOKS MANUFACTURING COMPANY		N/A	Y
5	CAROLINA GLOVE COMPANY		N/A	Y
6	Directline Productions		N/A	Y
7	Duncan Bolt		N/A	Y
8	Hytac Cutting Service		N/A	Y
9	LEM PRODUCTS INCORPORATED		N/A	Y
10	NORDIC FIBERGLASS		N/A	Y
11	Polaris Electrical Connectors		N/A	Y
12	RAINBOW TECHNOLOGY CORPORATION		N/A	Y
13	T FRANK MCCALLS INC		N/A	Y
14	TEK ID, INCORPORATED		N/A	Y
15	THE WILSON BOHANNAN COMPANY		N/A	Y
16	WARREN HEIM CORPORATION		N/A	Y
17	Welding Outlets, Inc.		N/A	Y
18	Xact! Resources		N/A	Y
		\$1,008,466.58		
	Total 2nd tier	\$1,420,055.28		

**ATTACHMENT D 1**

UTILITY NAME: **Peppo**  
 FOR THE REPORTING YEAR: **2009**

(A)	(B)	(C)	(D)	(E)
LINE #	VENDOR NAME	AMOUNT (\$)	NAICS CODE	SELF-CERTIFIED: YES (Y) or NO (N)
1	Diverse Suppliers - Tier 1			
2	4015 SALES COMPANY LLC		238	Y
3	A.N.R.		561	Y
4	ACCOKEEK FENCE COMPANY INC		238	Y
5	ACCU-READ SERVICES		238	Y
6	ADMIRAL SECURITY SERVICES		561	Y
7	AIMTEK INC		423	Y
8	ALLSTAR UTILITY CO INC		237	Y
9	ANCHOR CONSTRUCTION CORP.		237	Y
10	AVINEON INC		541	Y
11	BANKERS BMS INC		541	Y
12	CAPITOL PAVING OF D C INC		238	Y
13	COMMUNICATION & POWER SUPPLIES		424	Y
14	COMPUTER TEMP		561	Y
15	CONTRACT ENVIRONMENTS INC		541	Y
16	CSI INTERNATIONAL		561	Y
17	CUTTS CONSULTING LLC		541	Y
18	CYCON PUBLISHING INC		541	Y
19	D & D DESIGN SOLUTIONS LLC		541	Y
20	DIGGING & RIGGING		532	Y
21	DIGITIZED LOGOS INC		541	Y
22	DISCON INC		335	Y
23	DISTRICT SAFETY PRODUCTS INC		423	Y
24	EXQUISITE DESIGN STUDIOS		541	Y
25	FIRST CHOICE SAFEWARE LLC		423	Y
26	GLOVER SEPTIC SVCS INC		561	Y
27	GLOW TUBE INC		541	Y
	HAMILL CONSULTING INC		541	Y

ATTACHMENT D 1

UTILITY NAME: Pepco  
 FOR THE REPORTING YEAR: 2009

(A)	(B)	(C)	(D)	(E)
LINE #	VENDOR NAME	AMOUNT (\$)	NAICS CODE	SELF-CERTIFIED: YES (Y) or NO (N)
28	HARKLESS CONSTRUCTION COMPANY		237	Y
29	IDEAL ELECTRIC SUPPLY CORP		335	Y
30	K W REESE INC		238	Y
31	L G MOORE		561	Y
32	LANGUAGE TESTING INTERNATIONAL		541	Y
33	LOGICAL DATA SOLUTIONS INC		541	Y
34	MAYA ADVERTISING & COMMUNICATIONS		541	Y
35	MID ATLANTIC ENVIRONMENTAL LAB INC		541	Y
36	MONUMENTAL SUPPLY COMPANY INC		423	Y
37	NEW HORIZONS SUPPORTED SVCS INC		541	Y
38	PENNSYLVANIA TRANSFORMER		335	Y
39	PHOENIX PETROLEUM COMPANY		454	Y
40	PINNACLE CONSULTING SVCS INC		541	Y
41	PITTMAN MCLENAGAN GROUP LC		541	Y
42	PLATINUM PERSONNEL		561	Y
43	POWER COMM CONSTRUCTION INC		238	Y
44	POWER PARTNERS INC		335	Y
45	R B HINKLE CONSTRUCTION INC		238	Y
46	RENARD COMMUNICATIONS, INC		541	Y
47	ROCK INDUSTRIES		335	Y
48	ROCKINGHAM - ALLSTAR VENTURE		238	Y
49	RONALD K. TURNER		561	Y
50	SCOPE SERVICES INC		561	Y
51	SDM ASSOCIATES, INC.		335	Y
52	SHAH & ASSOCIATES		541	Y
53	SOUTHERN FASTENERS AND SUPPLY INC		335	Y
54	STAMFORD SCREEN PRINTING		541	Y
55	STAR ENVELOPE LLC		561	Y

**ATTACHMENT D 1**

		UTILITY NAME: Pepco			
		FOR THE REPORTING YEAR: 2009			
(A)	(B)	(C)	(D)	(E)	
LINE #	VENDOR NAME	AMOUNT (\$)	NAICS CODE	SELF-CERTIFIED: YES (Y) or NO (N)	
56	TELETAINMENT LLC		561	Y	
57	TESTING TECHNOLOGIES INC		238	Y	
58	THE CHOICE		561	Y	
59	THE RICKINSON GROUP		561	Y	
60	URBAN SERVICE SYSTEMS CORP		561	Y	
61	VOYTEN ELECTRIC & ELECTRONICS		335	Y	
62	WESTLAND ENTERPRISES INC		561	Y	
63	WOMACK INDUSTRIES INC		561	Y	
64	ZERO CHAOS		561	Y	
	<b>Total</b>	<b>\$37,978,217</b>			
	<b>Pepco 2nd Tier</b>				
	<b>Minority-owned firms</b>				
	Aeronet Logistics		N/A	Y	
	Agile Sourcing Partners		N/A	Y	
	All Labor Solutions, LLC		N/A	Y	
	ALLSTAR UTILITY CO., INC.		N/A	Y	
	Allstar Utility Company		N/A	Y	
	Artis Watkins		N/A	Y	
	Charles E Miles		N/A	Y	
	Charles S Roberts		N/A	Y	
	Concrete Safety Systems LLC		N/A	Y	
	Economical Air Service Company		N/A	Y	
	Edward Council		N/A	Y	
	<b>FORT MYER CONSTRUCTION</b>		N/A	Y	
	G. E. Frisco Company, Inc.		N/A	Y	
	George McDaniel		N/A	Y	

**ATTACHMENT D 1**

		UTILITY NAME: Pepco			
		FOR THE REPORTING YEAR: 2009			
(A)	(B)	(C)	(D)	(E)	
LINE #	VENDOR NAME	AMOUNT (\$)	NAICS CODE	SELF-CERTIFIED: YES (Y) or NO (N)	
	Glex, Inc.		N/A	Y	
	Globe Sanitation		N/A	Y	
	GLOVER'S SEPTIC SERVIES, INC.		N/A	Y	
	Ideal Electrical Supply Corporation		N/A	Y	
	J&M Concrete Sawing		N/A	Y	
	JACKSON TRUCKING		N/A	Y	
	James Fletcher		N/A	Y	
	JEFFY JOHN INC		N/A	Y	
	JMF Concrete Sawing		N/A	Y	
	JOHNSON TRUCKING, LLC.		N/A	Y	
	NEWELL PORCELAIN		N/A	Y	
	OA Jenkins Trucking		N/A	Y	
	PENNSYLVANIA TRANSFORMER		N/A	Y	
	POWER DELIVERY CONSULTANTS INC		N/A	Y	
	REEF INDUSTRIES INCORPORATED		N/A	Y	
	Richard E Onley, Sr		N/A	Y	
	Saturn Electronic & Engineering Inc		N/A	Y	
	Shayla Trucking		N/A	Y	
	SOUTHERN FASTENERS & SUPPLY		N/A	Y	
	Southern States LLC		N/A	Y	
	TAMPERPROOF SCREW CO., INC.		N/A	Y	
	Western Utilities Transformer Service		N/A	Y	
	Pepco 2nd Tier	\$5,393,087	N/A	Y	
	Woman-owned firms				
1	A & A Bolt & Screw Co		N/A	Y	

**ATTACHMENT D**

UTILITY NAME: **Pepco**  
 FOR THE REPORTING YEAR: **2009**

(A)	(B)	(C)	(D)	(E)
LINE #	VENDOR NAME	AMOUNT (\$)	NAICS CODE	SELF-CERTIFIED: YES (Y) or NO (N)
2	A & H METALS INCORPORATED		N/A	Y
3	Airbill		N/A	Y
4	Alliance Technology Group		N/A	Y
5	AMERICAN PIPE		N/A	Y
6	Arkansas Mill Supply		N/A	Y
7	ARMORCAST PRODUCTS COMPANY		N/A	Y
8	Arrow Trucking		N/A	Y
9	Atlas Flasher & Supply Co., Inc.		N/A	Y
10	Bonus Building Care		N/A	Y
11	BROOKS MANUFACTURING, COMPANY		N/A	Y
12	CAROLINA GLOVE COMPANY		N/A	Y
13	Coastal Resources, Inc.		N/A	Y
14	Data Integration		N/A	Y
15	Directline Productions		N/A	Y
16	Duncan Bolt		N/A	Y
17	Express Employment Professionals		N/A	Y
18	GEOTEK INCORPORATED		N/A	Y
19	Hytex Cutting Service		N/A	Y
20	LEM PRODUCTS INCORPORATED		N/A	Y
21	M D Henry Company, Inc.		N/A	Y
22	NORDIC FIBERGLASS		N/A	Y
23	Polaris Electrical Connectors		N/A	Y
24	RAINBOW TECHNOLOGY CORPORATION		N/A	Y
25	Raytech Industries Inc.		N/A	Y
26	Rivers Edge		N/A	Y
27	SANCHEM INCORPORATED		N/A	Y

ATTACHMENT D 1

		UTILITY NAME: Pepco			
FOR THE REPORTING YEAR:		2009			
(A)	(B)	(C)	(D)	(E)	
LINE #	VENDOR NAME	AMOUNT (\$)	NAICS CODE	SELF-CERTIFIED: YES (Y) or NO (N)	
28	Scope Services, Inc. - Labor	[REDACTED]	N/A	Y	
29	Scope Services, Inc.-Labor	[REDACTED]	N/A	Y	
30	Snelling Personnel Services	[REDACTED]	N/A	Y	
31	T FRANK MCCALLS INC	[REDACTED]	N/A	Y	
32	Tee Pee Tools	[REDACTED]	N/A	Y	
33	TEK I.D. INCORPORATED	[REDACTED]	N/A	Y	
34	THE WILSON BOHANNAN COMPANY	[REDACTED]	N/A	Y	
35	U.G. PRODUCTS CO., INC.	[REDACTED]	N/A	Y	
36	VICTORY BOLT & SPECIALTY, INC.	[REDACTED]	N/A	Y	
37	WARREN HEIM CORPORATION	[REDACTED]	N/A	Y	
38	Welding Outlets, Inc.	[REDACTED]	N/A	Y	
39	Scope Services, Inc.-Labor	[REDACTED]	N/A	Y	
40	Coastal Resources, Inc.	[REDACTED]	N/A	Y	
41	Xact! Resources	[REDACTED]	N/A	Y	
	Total 2nd Tier	\$4,068,471			
		\$9,461,557.96			
<b>Footnotes:</b>					
1	To the extent that disclosure of the contract amount dollars applies to only one vendor, the Utility may confidentially report data for columns (B) through (E).				

UTILITY NAME: PHI Service Co				
FOR THE REPORTING YEAR: 2009				
(A)	(B)	(C)	(D)	(E)
LINE #	VENDOR NAME	AMOUNT (\$)	NAICS CODE	SELF-CERTIFIED: YES (Y) or NO (N)
1	ADMIRAL SECURITY SERVICES	\$844,274.20	561	Y
2	APPLIED PSYCHOLOGICAL TECHNIQUES IN	\$16,600.00	541	Y
3	ARDMORE ENTERPRISES INC	\$2,101.17	541	Y
4	AVA ELECTRIC COMPANY INC	\$1,235.18	237	Y
5	AVINEON INC	\$936,252.00	541	Y
6	BANKERS BMS INC	\$1,488.22	541	Y
7	BECKSTAR	\$9,443.30	541	Y
8	COMPUTER TEMP	\$200,698.59	561	Y
9	CONTRACT ENVIRONMENTS INC	\$87,910.11	541	Y
10	CORPORATE INTERIORS OF DELAWARE INC	\$10,593.37	561	Y
11	CSI INTERNATIONAL	\$10,109.17	561	Y
12	DECKER CONTRACTING INC	\$13,198.71	237	Y
13	DELAWARE SCHOOL & OFFICE CO.	\$504.00	337	Y
14	EXQUISITE DESIGN STUDIOS	\$692.90	561	Y
15	FREEDOM ELECTRONICS INC	\$7,280.00	541	Y
16	GOLDEN OPPORTUNITY, INC.	\$415.00	541	Y
17	HAMILL CONSULTING INC	\$200,817.30	541	Y
18	INTEGRATED DATA SOLUTIONS INC	\$14,192.96	541	Y
19	L S CALDWELL & ASSOCIATES INC	\$26,000.00	541	Y
20	LANGUAGE TESTING INTERNATIONAL	\$1,022.00	541	Y
21	MARTHA WEEMS LTD	\$7,997.89	541	Y
22	MAYA ADVERTISING & COMMUNICATIONS	\$41,450.00	541	Y
23	MC CONSULTING	\$52,523.74	541	Y
24	MERIDIAN KNOWLEDGE SOLUTIONS INC	\$6,964.68	541	Y
25	MICRO-SERV CORPORATION	\$1,521,421.00	541	Y
26	MITCHELL & TITUS LLP	\$45,000.00	541	Y
27	MONITORING SERVICES	\$150.00	541	Y
28	MYITGROUP LLP	\$133,036.79	541	Y
29	NOVA RECORDS MANAGEMENT LLC	\$63,852.80	541	Y
30	PINNACLE CONSULTING SVCS INC	\$64,102.20	541	Y
31	PITTMAN MCLENNAN GROUP LC	\$197,154.08	541	Y
32	QUAD656	\$19,932.21	561	Y
33	RELEVANTE	\$23,718.75	561	Y
34	RENARD COMMUNICATIONS, INC	\$8,500.00	541	Y
35	ROBERT SLYE ELECTRONICS	\$8,087.50	541	Y
36	RONALD K. TURNER	\$12,412.28	561	Y
37	SOFTWARE HOUSE INTERNATIONAL	\$2,204,104.00	423	Y
38	STAMFORD SCREEN PRINTING	\$4,743.13	541	Y
39	STAR ENVELOPE LLC	\$363,753.58	561	Y
40	STUDLEY PROF	\$37,067.93	561	Y
41	TELADJUST INC	\$12,012.00	541	Y
42	THE HR SOURCE	\$81,818.81	561	Y
43	THE RICKINSON GROUP	\$148,800.00	561	Y
44	THOMPSON COBB BAZILIO & ASSOC	\$9,518.75	541	Y
45	TYNDALE COMPANY INC	\$3,515.30	423	Y
46	UNICAGUIA COM	\$5,000.00	541	Y
47	ZERO CHAOS	\$9,663,479.72	561	Y
		<b>\$11,125,045.32</b>		



LINE #	VENDOR NAME	AMOUNT (\$)	NAICS CODE	SELF-CERTIFIED: YES (Y) or NO (N)
	Corp Services 2nd Tier			
	Minority-owned firms			
1	Agile Sourcing Partners		N/A	Y
2	Ideal Electrical Supply Corporation		N/A	Y
3	POWER DELIVERY CONSULTANTS INC		N/A	Y
4	Saturn Electronic & Engineering Inc		N/A	Y
5	Western Utilities Transformer Service	\$1,896,781.14	N/A	Y
	Corp Services 2nd Tier			
	Women-owned firms			
1	Arkansas Mill Supply		N/A	Y
2	Arrow Trucking		N/A	Y
3	Bonus Building Care		N/A	Y
4	Data integration		N/A	Y
5	Express Employment Professionals		N/A	Y
6	Raytech Industries Inc.		N/A	Y
7	Rivers Edge		N/A	Y
8	Snelling Personnel Services		N/A	Y
9	Tee Pee Tools	\$912,037.87	N/A	Y
	Total 1st Tier Diverse	\$11,125,045.32		
	Total 2nd Tier Diverse	\$2,808,819		
		\$13,933,864	19%	
	Total Service Company Spend	71,116,712		
	Total 2nd tier diverse	\$2,808,819		
		73,925,531		

Footnotes:

1 To the extent that disclosure of the contract amount dollars applies to only one vendor, the Utility may confidentially report data for columns (B) through (E).

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