



A PHL Company

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February 25, 2011

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

Re: Delmarva Power & Light Company Supplier Diversity Annual Report

Dear Ms. Romine:

Enclosed please find an original and seventeen (17) copies of Delmarva Power & Light Company's ("Delmarva") Supplier Diversity Annual Report.

Please contact me if you have any further questions.

Sincerely,

A handwritten signature in black ink that reads "Marc K. Battle".

Marc K. Battle

MKB/mda

Enclosure

**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 Company, (Delmarva or Company) a Pepco Holdings, Inc. company.

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

1. Delmarva 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

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>
Total	9.120%	14.200%

2. Delmarva 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. Supply 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 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.
 - 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 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.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'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.
 - d. Delmarva 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 has a second tier reporting and tracking system that provides second-tier dollars from Delmarva's prime contractors to diverse suppliers.
 - b. Delmarva 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 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.

Public Service Commission of Maryland
 Supplier Diversity Annual Report of
 Mid-Term Goals
 (MOU Sec. 7.1)

ATTACHMENT E-2		Delmarva Power							
UTILITY NAME:		2010							
FOR THE REPORTING YEAR:									
(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)	(N)
YEAR	MINORITY BUSINESS ENTERPRISE	WOMEN BUSINESS ENTERPRISE	SERVICE DISABLED VETERAN BUSINESS ENTERPRISE	NOT FOR PROFIT WORKSHOP	(\$) TOTAL	(%) TOTAL BY SPEND	TOTAL UTILITY PROCUREMENT	PERCENTAGE (%) OF DIVERSE SUPPLIER SPEND TO TOTAL UTILITY PROCUREMENT	
	%	%	%	%	\$	%	\$	%	
2011	6.0	4.0%	0.090%	0.1	14.2	10.100%	\$ 1,660.0	9.120%	

ATTACHMENT 1

SUPPLIER DIVERSITY
2011 MATERIAL GROUP CODES WITH GOALS

MG CODE	MG CODE DESCRIPTION	NAICS CODE	% GOAL 1000	% GOAL 1500	% GOAL 7000	% GOAL 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,EQUIP 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%
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%

SUPPLIER DIVERSITY
2011 MATERIAL GROUP CODES WITH GOALS

MG CODE	MG CODE DESCRIPTION	NAICS CODE	% GOAL 1000	% GOAL 1500	% GOAL 7000	% GOAL 9000
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	OVHRD CONSTR & MAINT		0%	0%	0%	0%
A23001	OVERHEAD LINES, T&D		5%	0%	5%	0%
A24000	OVHRD 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	MED/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%
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%

SUPPLIER DIVERSITY
2011 MATERIAL GROUP CODES WITH GOALS

MG CODE	MG CODE DESCRIPTION	NAICS CODE	% GOAL 1000	% GOAL 1500	% GOAL 7000	% GOAL 9000
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%
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%

SUPPLIER DIVERSITY
2011 MATERIAL GROUP CODES WITH GOALS

MG CODE	MG CODE DESCRIPTION	NAICS CODE	% GOAL 1000	% GOAL 1500	% GOAL 7000	% GOAL 9000
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%
VAECSTOCK	ZZ DO NOT USE		0%	0%	0%	0%
VAEDLEQ	ZZ DO NOT USE		0%	0%	0%	0%
VAEGEN	ZZ DO NOT USE		0%	0%	0%	0%
VAEGENEXP	ZZ DO NOT USE		0%	0%	0%	0%
VAEGENNSK	ZZ DO NOT USE		0%	0%	0%	0%
VAEGENPRT	ZZ DO NOT USE		0%	0%	0%	0%
VAESUB	ZZ DO NOT USE		0%	0%	0%	0%
VAETD	ZZ DO NOT USE		0%	0%	0%	0%
VAEUNDER	ZZ DO NOT USE		0%	0%	0%	0%
VAEVRM	ZZ DO NOT USE		0%	0%	0%	0%
VAPPAREL	RAINGEAR,GLOVES, ETC		0%	0%	0%	0%
VARRESTER	ZZ DO NOT USE		0%	0%	0%	0%
VARRSTDIS	ARRESTERS,DISTRIB		25%	25%	5%	25%
VARRSTSUB	ARRESTERS,SUBSTATION		0%	0%	0%	0%
VARRSTTRN	ARRESTERS,TRANSMISS		10%	10%	10%	10%
VBATTERY	BATTERIES, LANTERNS		0%	0%	0%	0%
IBLDGSUP	BUILDING SUPPLIES		5%	5%	5%	5%
IBLUEPRINT	DIRECT LOAD CNTRL MAT		5%	5%	5%	5%
IBOLTNUT	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%
ICABLEEELB	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%

SUPPLIER DIVERSITY
2011 MATERIAL GROUP CODES WITH GOALS

MG CODE	MG CODE DESCRIPTION	NAICS CODE	% GOAL 1000	% GOAL 1500	% GOAL 7000	% GOAL 9000
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%
ICUTOOTS	CUTOOTS		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%
IFLTORD	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%
IHULV	HULV MATERIALS		0%	0%	5%	0%
IHVAC	HVAC PARTS		0%	0%	5%	5%
IINSTMSC	INSTR, PTS, DISTR		5%	5%	5%	5%
IINSTMREC	INSTRUMENT,RECORDING		0%	0%	0%	0%
IINSTMTES	INSTRUMENT,TESTING		0%	0%	0%	0%

SUPPLIER DIVERSITY
2011 MATERIAL GROUP CODES WITH GOALS

MG CODE	MG CODE DESCRIPTION	NAICS CODE	% GOAL 1000	% GOAL 1500	% GOAL 7000	% GOAL 9000
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%
JANITORI	JANITORIAL		30%	30%	30%	30%
LABOR	OTC - LABOR		0%	0%	0%	0%
LAMPS.BL	ZZ DO NOT USE		0%	0%	0%	0%
LAMPS.SL	ZZ DO NOT USE		0%	0%	0%	0%
LBR&VHCL	OTC - LABOR&VEHICLE		0%	0%	0%	0%
LEAD	ZZ DO NOT USE		0%	0%	0%	0%
LIGHTBLDG	LIGHTING,BUILDING		0%	0%	0%	0%
LNG	ZZ DO NOT USE		0%	0%	0%	0%
LOCKS	LOCKS		0%	0%	0%	0%
LUBRCANT	LUBRICANTS		0%	0%	20%	20%
MEDICAL	MEDICAL SUPPLIES		0%	0%	5%	0%
METALS	MTL, WELDING&FAB		10%	10%	10%	10%
METALSFT	MTL PLUM FITTINGS		25%	25%	25%	25%
METALSMC	METALS, HW, MISC		20%	20%	20%	20%
METALSNF	MTL, NF, WIRE,CHAIN		5%	5%	5%	5%
METELACC	METERS,ELECT,ACCESSO		0%	0%	0%	0%
METELEC	METERS,ELECTRIC		0%	0%	0%	0%
METGAS	METERS,GAS		0%	0%	0%	0%
METGSACC	METERS,GAS,ACCESSOR		0%	0%	0%	0%
MISC	MISC. MATERIAL		0%	0%	5%	0%
MOTOR	MOTORS & ACC		30%	30%	30%	30%
NETWORK	ZZ DO NOT USE		0%	0%	0%	0%
NONSPLR	NON SUPPLIER EXP		0%	0%	0%	0%
NONSTOCK	NON STOCK MATERIALS		0%	0%	0%	0%
OFFICE	OFFICE SUPPLIES		50%	50%	50%	50%
OFFICEFU	FURNITURE, MISC		30%	30%	30%	30%
OFFICEPA	PAPER, FRMS, SNAPOUT		0%	0%	0%	0%
OFFICEPR	PREMI AWARDS/ PROMO		35%	35%	35%	35%
OFFICEST	ENVELOPES, CUSTOM		5%	5%	50%	5%
PADS	PADS & ENCLOSURES		50%	50%	0%	0%
PAINT	PAINTS & SOLVENTS		5%	5%	5%	5%
PANELS	PANELS& SWBD, INSTR		5%	5%	5%	5%
PIPECASE	PIPE CASING, GAS		0%	0%	0%	0%
PIPE.FIT	PIPE FITTING, GAS		0%	0%	0%	0%
PIPE.GAS	PIPE, GAS		0%	0%	0%	0%
PLANNED	OTC - PLANNED		0%	0%		
PLHRDWR	POLE LINE HARDWARE		5%	5%	50%	50%
PLTACT	ACTUATION		0%	0%	0%	0%
PLTALARM	ALARM		0%	0%	0%	0%
PLTBLR	BOILER		0%	0%	0%	0%
PLTCDNSR	CONDENSER PARTS		0%	0%	0%	0%
PLTCLTWR	COOLING TOWER		0%	0%	0%	0%
PLTCMBCH	COMBUSTION CHAMBER		0%	0%	0%	0%
PLTCNSYS	CONTROL SYSTEMS		0%	0%	0%	0%
PLTCNTRL	CONTROLLERS		0%	0%	0%	0%
PLTCOMPR	COMPRESSORS		0%	0%	0%	0%
PLTDEMIN	DEMINERALIZER		0%	0%	0%	0%
PLTECON	ECONOMIZER PARTS		0%	0%	0%	0%
PLTEXPJT	EXPANSION JOINT		0%	0%	0%	0%
PLTFDWTR	FEED WATER HEATER		0%	0%	0%	0%
PLTFNBRL	FANS/BLOWERS		0%	0%	0%	0%
PLTFRPRO	FIRE PROTECTION EQUIPMENT		0%	0%	0%	0%
PLTGENER	GENERATOR		0%	0%	0%	0%
PLTGRBOX	GEARBOX		0%	0%	0%	0%
PLTHOSE	HOSE		0%	0%	0%	0%
PLTHTRC	HEAT TRACE		0%	0%	0%	0%
PLTLIFTS	CRANE/LIFTS/HOISTS		0%	0%	0%	0%
PLTMCOMP	PLANT MAJOR COMPONENTEN		0%	0%	0%	0%
PLTMILPT	MILL PARTS		0%	0%	0%	0%
PLTMNTRS	MONITORS		0%	0%	0%	0%
PLTMSEAL	MECHANICAL SEALS		0%	0%	0%	0%

SUPPLIER DIVERSITY
2011 MATERIAL GROUP CODES WITH GOALS

MG CODE	MG CODE DESCRIPTION	NAICS CODE	% GOAL 1000	% GOAL 1500	% GOAL 7000	% GOAL 9000
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%
IPLTTRDCR	TRANUDCERS		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%
ISPICAER	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 SPLICE&TERM		10%	10%	10%	10%
ITOOL.HL	TOOLS-HOT LINE		50%	50%	50%	50%

SUPPLIER DIVERSITY
2011 MATERIAL GROUP CODES WITH GOALS

MG CODE	MG CODE DESCRIPTION	NAICS CODE	% GOAL 1000	% GOAL 1500	% GOAL 7000	% GOAL 9000
ITTOOLS	TOOLS - HAND		0%	0%	20%	20%
ITTOOLSAIR	TOOLS, AIR PARTS		5%	5%	5%	5%
ITTOOLSCAB	TOOLS, CABLE GRIPS		0%	0%	20%	20%
ITTOOLSCAD	TOOLS, CADWELD		10%	10%	10%	10%
ITTOOLSCSA	TOOLS, HOISTS&SLINGS		0%	0%	5%	0%
ITTOOLSCUT	TOOLS, CUTTING TOOLS		15%	15%	15%	15%
ITTOOLSEL	TOOLS, ELEC PARTS		0%	0%	0%	0%
ITTOOLSHDW	TOOLS, DOOR HARDWARE		5%	5%	5%	5%
ITTOOLSHYD	TOOLS, HYDRAULIC		50%	50%	50%	50%
ITTOOLSLNM	TOOLS, LINEMEN'S		50%	50%	50%	50%
ITTOOLSMSC	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%

SUPPLIER DIVERSITY
2009 MATERIAL GROUP CODES WITH GOALS

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%	5/23/2007	7/28/2010
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%	5/23/2007	
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%	6/4/2007	
A09000	COMPUTER SOFTWARE	0%	0%	0%	5%	5/23/2007	
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%	NEW	7/29/2008
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%	6/23/2008	
A13003	ASBESTOS ANALYSIS	5%	5%	5%	5%		
A14000	FAC & BUILDING SVS	5%	50%	50%	50%	5/23/2007	
A14001	PAPER RECYCLING	10%	10%	10%	10%	NEW	7/29/2008
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%	5/23/2007	
A14012	SNOW REMOVAL	5%	5%	5%	5%	6/30/2010	
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,EQUIP REP	50%	50%	50%	50%		
A14019	COURIER	50%	50%	50%	5%	5/23/2007	
A14020	PORTABLE TOILETS	50%	0%	0%	0%		
A14021	CATHODIC PROTECTION	0%	0%	0%	0%		
A14022	FENCING	50%	50%	50%	50%		
A14023	LEASE, OIL STORAGE	0%	0%	0%	0%		

**SUPPLIER DIVERSITY
2009 MATERIAL GROUP CODES WITH GOALS**

MG CODE	MG CODE DESCRIPTION	% GOAL							
		1000	1500	7000	9000				
A14024	LEASE, REAL ESTATE	0%	0%	0%	0%				
A15000	ZZ DO NOT USE	0%	0%	0%	0%				
A15001	AMI - TELECOM	0%	0%	0%	0%	NEW		7/29/2008	
A15002	MAPP PROJECT	5%	5%	5%	5%	NEW		7/29/2008	
A15003	AMI - INSTALL	25%	25%	25%	25%				
A15020	BLUEPRINT DIRECT LOAD CNTRL M	5%	5%	5%	5%	NEW		3/6/2009	
A16000	FLEET SERV VEH PURCH	0%	0%	5%	0%			5/23/2007	
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%			5/23/2007	
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%	5/23/2007	5%		4/26/2010
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%			5/23/2007	
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%				
A27035	ENGINEER DESIGN,ELEC	0%	0%	0%	0%				

NOTE: MGC with 0% goal are no opportunity

SUPPLIER DIVERSITY
2009 MATERIAL GROUP CODES WITH GOALS

MG CODE	MG CODE DESCRIPTION	% GOAL	% GOAL	% GOAL	% GOAL	
		1000	1500	7000	9000	
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%	5/23/2007
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%	7/28/2010
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%	5/23/2007
A35001	ELEC,HIGH VOLT/SUBST	0%	0%	0%	0%	5/23/2007
A35002	STL ERECTION & TOWER	0%	0%	0%	0%	11/25/2008 7/28/2010
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%	5/23/2007
A40000	TEMPORARY EMPLOYMENT	50%	50%	50%	50%	
A41000	TOWEL & MAT SERVICE	0%	0%	0%	0%	
A42000	TRAFFIC MANAGEMENT	50%	5%	50%	50%	5/23/2007
A43000	TRASH HAULING	5%	5%	5%	5%	

NOTE: MGC with 0% goal are no opportunity

SUPPLIER DIVERSITY
2009 MATERIAL GROUP CODES WITH GOALS

MG CODE	MG CODE DESCRIPTION	% GOAL	% GOAL	% GOAL	% GOAL
		1000	1500	7000	9000
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	UNDRGRD 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%
LAECSTOCK	ZZ DO NOT USE	0%	0%	0%	0%
LAEDLEQ	ZZ DO NOT USE	0%	0%	0%	0%
LAEGEN	ZZ DO NOT USE	0%	0%	0%	0%
LAEGENEXP	ZZ DO NOT USE	0%	0%	0%	0%
LAEGENNSK	ZZ DO NOT USE	0%	0%	0%	0%

5/23/2007

5/23/2007

3/31/2009

SUPPLIER DIVERSITY
2009 MATERIAL GROUP CODES WITH GOALS

MG CODE	MG CODE DESCRIPTION	% GOAL	% GOAL	% GOAL	% GOAL	
		1000	1500	7000	9000	
VAEENPRT	ZZ DO NOT USE	0%	0%	0%	0%	
VAESUB	ZZ DO NOT USE	0%	0%	0%	0%	
VAETD	ZZ DO NOT USE	0%	0%	0%	0%	
VAEUNDER	ZZ DO NOT USE	0%	0%	0%	0%	
VAEVRM	ZZ DO NOT USE	0%	0%	0%	0%	
VAPPAREL	RAINGEAR,GLOVES, ETC	0%	0%	0%	0%	
VARRESTER	ZZ DO NOT USE	0%	0%	0%	0%	
VARRSTDIS	ARRESTERS,DISTRIB	25%	25%	5%	25%	5/23/2007
VARRSTSUB	ARRESTERS,SUBSTATION	0%	0%	0%	0%	
VARRSTTRN	ARRESTERS,TRANSMISS	10%	10%	10%	10%	
VATTERY	BATTERIES, LANTERNS	0%	0%	0%	0%	
IBLDGSUP	BUILDING SUPPLIES	5%	5%	5%	5%	
IBOLTNUT	BOLTS/NUTS	10%	10%	10%	10%	
IBLUEPRINT	DIRECT LOAD CNTRL MAT	5%	5%	5%	5%	3/6/2009 NEW
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%	5/23/2007 7/28/2010
ICABLEEELB	CABLE,ELBOW	0%	0%	0%	0%	
ICABLEHV	CABLE,HIGH VOLTAGE	0%	0%	0%	0%	5/23/2007
ICABLEINS	CABLE, INSTRUMENT	35%	35%	35%	35%	
ICABLELV	CABLE,LOW VOLTAGE	15%	15%	15%	15%	5/23/2007
ICABLEMV	CABLE,MEDIUM VOLTAGE	25%	25%	25%	25%	5/23/2007
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%	5/23/2007
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%	5/23/2007
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%	5/23/2007
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%	
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%	

NOTE: MGC with 0% goal are no opportunity

SUPPLIER DIVERSITY
2009 MATERIAL GROUP CODES WITH GOALS

MG CODE	MG CODE DESCRIPTION	% GOAL	% GOAL	% GOAL	% GOAL	
		1000	1500	7000	9000	
VELECTR11	ELECTRICAL HW, MISC	5%	5%	5%	5%	
VELECTRO1	ELEC COMPNTS/PARTS	5%	5%	5%	5%	
VENCLOSUG	ENCLOSURES,UNDERGROU	0%	0%	0%	0%	
VECTC	ZZ DO NOT USE	0%	0%	0%	0%	
FASTEN	FASTENERS	50%	50%	5%	50%	5/23/2007
FIBEROP	ZZ DO NOT USE	0%	0%	0%	0%	
FILTER	FILTERS	0%	0%	0%	0%	
FLTCHRY	VEHICLES/CHRYSLER	0%	0%	0%	0%	
FLTFORD	VEHICLES,/FORD	0%	0%	5%	5%	
FLTGMC	VEHICLES/GMC	0%	0%	25%	25%	
FLTNOEM	AUTO/PARTS NON-OEM	10%	10%	10%	10%	
FLTOEM	AUTO/PARTS OEM	0%	0%	0%	0%	
FLTOEN	AUTO/FORKLIFT PARTS	0%	0%	0%	0%	
FUELDIES	FUEL, DIESEL	50%	10%	50%	50%	5/23/2007
FUELGAS	FUEL, GASOLINE	30%	10%	5%	30%	5/23/2007
FUELMISC	FUEL, MISC.	10%	10%	50%	10%	5/23/2007
FUELOIL	FUEL, OIL	0%	0%	0%	0%	
FURN	ZZ DO NOT USE	0%	0%	0%	0%	
FUSEPRI	ZZ DO NOT USE	0%	0%	0%	0%	
FUSES	FUSES	20%	20%	20%	20%	
FUSESEC	ZZ DO NOT USE	0%	0%	20%	20%	
GASACC	GAS, ACCESSORIES	5%	0%	0%	0%	5/23/2007
GASES	COMPRESSED GASES	15%	20%	0%	0%	5/23/2007
GASKET	GASKETS & PACKING	50%	50%	50%	50%	
GASMTR1	ZZ DO NOT USE	0%	0%	0%	0%	
GASMTR2	ZZ DO NOT USE	0%	0%	0%	0%	
HULV	HULV MATERIALS	0%	0%	5%	0%	7/27/2007
HVAC	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%	
JANITORI	JANITORIAL	30%	30%	30%	30%	
LABOR	OTC - LABOR	0%	0%	0%	0%	
LAMPS.BL	ZZ DO NOT USE	0%	0%	0%	0%	
LAMPS.SL	ZZ DO NOT USE	0%	0%	0%	0%	
LBR&VHCL	OTC - LABOR&VEHICLE	0%	0%	0%	0%	
LEAD	ZZ DO NOT USE	0%	0%	0%	0%	
LGHTBLDG	LIGHTING,BUILDING	0%	0%	0%	0%	
LNG	ZZ DO NOT USE	0%	0%	0%	0%	
LOCKS	LOCKS	0%	0%	0%	0%	
LUBRCANT	LUBRICANTS	0%	0%	20%	20%	
MEDICAL	MEDICAL SUPPLIES	0%	0%	5%	0%	5/23/2007
METALS	MTL, WELDING&FAB	10%	10%	10%	10%	
METALSFT	MTL PLUM FITTINGS	25%	25%	25%	25%	
METALSMC	METALS, HW, MISC	20%	20%	20%	20%	
METALSNF	MTL, NF, WIRE,CHAIN	5%	5%	5%	5%	
METELACC	METERS,ELECT,ACCESSO	0%	0%	0%	0%	
METELEC	METERS,ELECTRIC	0%	0%	0%	0%	
METGAS	METERS,GAS	0%	0%	0%	0%	
METGSACC	METERS,GAS,ACCESSOR	0%	0%	0%	0%	
MISC	MISC. MATERIAL	0%	0%	5%	0%	5/23/2007
MOTOR	MOTORS & ACC	30%	30%	30%	30%	
NETWORK	ZZ DO NOT USE	0%	0%	0%	0%	
NONSPLR	NON SUPPLIER EXP	0%	0%	0%	0%	
NONSTOCK	NON STOCK MATERIALS	0%	0%	0%	0%	

NOTE: MGC with 0% goal are no opportunity

SUPPLIER DIVERSITY
2009 MATERIAL GROUP CODES WITH GOALS

MG CODE	MG CODE DESCRIPTION	% GOAL	% GOAL	% GOAL	% GOAL	
		1000	1500	7000	9000	
\OFFICE	OFFICE SUPPLIES	50%	50%	50%	50%	
\OFFICEFU	FURNITURE, MISC	30%	30%	30%	30%	
\OFFICEPA	PAPER, FRMS, SNAPOUT	0%	0%	0%	0%	
\OFFICEPR	PREMI AWARDS/ PROMO	35%	35%	35%	35%	
\OFFICEST	ENVELOPES, CUSTOM	5%	5%	50%	5%	5/23/2007
\PADS	PADS & ENCLOSURES	50%	50%	0%	0%	
\PAINT	PAINTS & SOLVENTS	5%	5%	5%	5%	
\PANELS	PANELS& SWBD, INSTR	5%	5%	5%	5%	
\PIPECASE	PIPE CASING, GAS	0%	0%	0%	0%	
\PIPE.FIT	PIPE FITTING, GAS	0%	0%	0%	0%	
\PIPE.GAS	PIPE, GAS	0%	0%	0%	0%	
\PLANNED	OTC - PLANNED	0%	0%			
\PLHRDWR	POLE LINE HARDWARE	5%	5%	50%	50%	5/23/2007
\PLTACT	ACTUATION	0%	0%	0%	0%	
\PLTALARM	ALARM	0%	0%	0%	0%	
\PLTBLR	BOILER	0%	0%	0%	0%	
\PLTCDNSR	CONDENSER PARTS	0%	0%	0%	0%	
\PLTCLTWR	COOLING TOWER	0%	0%	0%	0%	
\PLTCMBCH	COMBUSTION CHAMBER	0%	0%	0%	0%	
\PLTCNSYS	CONTROL SYSTEMS	0%	0%	0%	0%	
\PLTCNTRL	CONTROLLERS	0%	0%	0%	0%	
\PLTCOMPR	COMPRESSORS	0%	0%	0%	0%	
\PLTDEMIN	DEMINERALIZER	0%	0%	0%	0%	
\PLTECON	ECONOMIZER PARTS	0%	0%	0%	0%	
\PLTEXPJT	EXPANSION JOINT	0%	0%	0%	0%	
\PLTFDWTR	FEED WATER HEATER	0%	0%	0%	0%	
\PLTFNBLR	FANS/BLOWERS	0%	0%	0%	0%	
\PLTFRPRO	FIRE PROTECTION EQUIPMENT	0%	0%	0%	0%	
\PLTGENER	GENERATOR	0%	0%	0%	0%	
\PLTGRBOX	GEARBOX	0%	0%	0%	0%	
\PLTHOSE	HOSE	0%	0%	0%	0%	
\PLTHTRC	HEAT TRACE	0%	0%	0%	0%	
\PLTLIFTS	CRANE/LIFTS/HOISTS	0%	0%	0%	0%	
\PLTMCOMP	PLANT MAJOR COMPONEN	0%	0%	0%	0%	
\PLTMILPT	MILL PARTS	0%	0%	0%	0%	
\PLTMNTRS	MONITORS	0%	0%	0%	0%	
\PLTMSEAL	MECHANICAL SEALS	0%	0%	0%	0%	
\PLTPAEQP	PUBLIC ADDRESS EQUIP	0%	0%	0%	0%	
\PLTPCBDS	PRINTED CIRCUIT BRDS	0%	0%	0%	0%	
\PLTPRECP	PRECIPATOR PARTS	0%	0%	0%	0%	
\PLTPROBE	PROBES	0%	0%	0%	0%	
\PLTPULVR	COAL FEED PULVR PARTS	0%	0%	0%	0%	
\PLTPWRSP	POWER SUPPLYS	0%	0%	0%	0%	
\PLTPWRTX	POWER XMISSION	0%	0%	0%	0%	
\PLTREBKT	REDULID KITS	0%	0%	0%	0%	
\PLTSCRNH	SCREENHOUSE PARTS	0%	0%	0%	0%	
\PLTSHPEQ	SHOP EQUIPMENT	0%	0%	0%	0%	
\PLTSPBLS	SPONGE BALLS	0%	0%	0%	0%	
\PLTSPDRD	SPEED REDUCER	0%	0%	0%	0%	
\PLTSTACK	STACK/CHIMMEYS	0%	0%	0%	0%	
\PLTSTBLW	SOOTBLOWER PARTS	0%	0%	0%	0%	
\PLTTHERM	THERMOCOUPLE	0%	0%	0%	0%	
\PLTTRAP	STRAINER/TRAP	0%	0%	0%	0%	
\PLTTRBN	TURBINE	0%	0%	0%	0%	
\PLTTRDCR	TRANDUCERS	0%	0%	0%	0%	
\PLTTXMTR	TRANSMITTERS	0%	0%	0%	0%	
\PMEQ	ZZ DO NOT USE	0%	0%	0%	0%	
\POLE	ZZ DO NOT USE	0%	0%	0%	0%	
\POLEOTHR	POLES, OTHER	10%	10%	0%	0%	6/23/2008
\POLE.SL	ZZ DO NOT USE	0%	0%	0%	0%	

**SUPPLIER DIVERSITY
2009 MATERIAL GROUP CODES WITH GOALS**

MG CODE	MG CODE DESCRIPTION	% GOAL	% GOAL	% GOAL	% GOAL	
		1000	1500	7000	9000	
POLESTL	POLES,STEEL	20%	20%	0%	0%	
POLESTLA	POLES,STREET LIGHT	5%	5%	5%	5%	
POLEWOOD	POLES,WOOD	0%	0%	0%	0%	
POWERPLNT	POWER PLANT	0%	0%	0%	0%	
PPDEV	ZZ DO NOT USE	0%	0%	0%	0%	
PUMPS	PUMPS,CHEM,FUEL	0%	0%	0%	0%	
PVF	ZZ DO NOT USE	0%	0%	0%	0%	
PVF.GAS	ZZ DO NOT USE	0%	0%	0%	0%	
PVFMET	PVF METAL	0%	0%	0%	0%	
PVFPLAS	PVF PLASTIC	5%	40%	40%	40%	5/23/2007
RAILROAD	RR,LOCOMOTIVE,TRACKS	0%	0%	0%	0%	
RECLOSER	RECLOSER	0%	0%	0%	0%	
RECORD	ZZ DO NOT USE	0%	0%	0%	0%	
REG	REGULATORS	0%	0%	0%	0%	
RELAY	RELAYS,TS & METERS	5%	0%	0%	0%	5/23/2007
ROPE	ZZ DO NOT USE	0%	0%	0%	0%	
SAFEAPP	SAFETY APPAREL	20%	20%	20%	20%	
SAFETY	SAFETY SUPPLIES	20%	20%	20%	20%	
SAFETYEQ	SAFETY MISC EQUIP	50%	50%	50%	50%	
SAFETYGL	GLOVES, HIGH VOLT	0%	0%	0%	0%	
SEALS	SEALS,GREASE,OIL,GAS	20%	20%	20%	20%	
SERVICE	ZZ DO NOT USE	0%	0%	0%	0%	
SIGNS	SIGNS, TAGS, ETC.	0%	0%	10%	0%	5/23/2007
SOLDER	SOLDER AND PASTE	5%	5%	5%	5%	
SPARE	ZZ DO NOT USE	0%	0%	0%	0%	
SPLICAER	SPLICES,AERIAL	0%	0%	10%	10%	
STAPLES	STAPLES	50%	50%	50%	50%	
STLTFXTR	STREET LIGHTING,FIXT	0%	0%	5%	0%	3/31/2009
STLTG	STREET LIGHTING	0%	0%	0%	0%	
STLTLAMP	STREET LIGHTING,LAMP	0%	0%	10%	10%	
STLTMISC	STREET LIGHTING,MISC	0%	0%	0%	0%	
STLTPOLE	STREET LIGHTING,POLE	0%	0%	0%	0%	
STORMBOX	STORM BOXES	0%	0%	0%	0%	
SUB	ZZ DO NOT USE	0%	0%	0%	0%	
SUBSTMAT	SUBSTATION MATERIAL	5%	5%	5%	5%	
SWITCH	SWITCH,PRESSURE SPEC	0%	0%	0%	0%	
SWITCHPT	SWITCH PARTS	5%	5%	5%	5%	
SW.PAD	SWITCH-PAD MOUNTED	0%	0%	0%	0%	
SW.POLE	SWITCH-POLE MOUNTED	20%	20%	20%	20%	
TAPE	TAPE, ELECTRICAL	50%	50%	50%	50%	
TELECOMM	TELECOMMUNICATIONS	0%	0%	0%	0%	
TERMINAT	MED VOLT SPLICE&TERM	10%	10%	10%	10%	
TOOL.HL	TOOLS-HOT LINE	50%	50%	50%	50%	
TOOLS	TOOLS - HAND	0%	0%	20%	20%	
TOOLSAIR	TOOLS, AIR PARTS	5%	5%	5%	5%	
TOOLSCAB	TOOLS, CABLE GRIPS	0%	0%	20%	20%	
TOOLSCAD	TOOLS, CADWELD	10%	10%	10%	10%	
TOOLSCSA	TOOLS, HOISTS&SLINGS	0%	0%	5%	0%	5/23/2007
TOOLSCUT	TOOLS, CUTTING TOOLS	15%	15%	15%	15%	
TOOLSEL	TOOLS, ELEC PARTS	0%	0%	0%	0%	
TOOLSHDW	TOOLS, DOOR HARDWARE	5%	5%	5%	5%	
TOOLSHYD	TOOLS, HYDRAULIC	50%	50%	50%	50%	
TOOLSLSNM	TOOLS, LINEMEN'S	50%	50%	50%	50%	
TOOLSMSC	TOOLS, MISC.	0%	0%	50%	20%	5/23/2007
TOWERS	TOWERS	0%	0%	0%	0%	
TRF1PD	TRANSF, 1PH PAD	0%	0%	0%	0%	
TRF1PDSS	TRANSF, 1PH PAD SS	0%	0%	0%	0%	
TRF1PL	TRANSF, 1PH POLE	5%	5%	50%	5%	5/23/2007
TRF1PLSS	TRANSF, 1PH POLE SS	5%	5%	0%	0%	
TRF1SBWY	TRANS, SUBWAY	0%	0%	0%	0%	

SUPPLIER DIVERSITY
2009 MATERIAL GROUP CODES WITH GOALS

MG CODE	MG CODE DESCRIPTION	% GOAL				
		1000	1500	7000	9000	
\TRFSUBS	TRANS, 1 PH SUBSURF	0%	0%	0%	0%	
\TRF1UG	TRANSF, 1PH UNDERGR	0%	0%	0%	0%	
\TRF3PD	TRANSF, 3PH PAD	1%	1%	0%	0%	5/23/2007
\TRF3PDSS	TRANSF, 3PH PAD SS	0%	0%	0%	0%	
\TRF3PL	TRANSF, 3PH POLE	0%	0%	0%	0%	
\TRF3SUBS	TRANS, 3PH SUBSURF	0%	0%	0%	0%	
\TRF<75MV	TRANSFORMERS < 75MVA	10%	10%	10%	10%	5/23/2007
\TRF>75MV	TRANSFORMERS > 75MVA	0%	0%	0%	0%	5/23/2007
\TRF.DIST	ZZ DO NOT USE	0%	0%	0%	0%	
\TRFDRYTY	TRANS, DRY TYPE	0%	0%	0%	0%	
\TRFHVPOLE	TRANS, HV POLE TYPES	0%	0%	0%	0%	
\TRFNTWK	TRANS, NETWORK	0%	0%	0%	0%	
\TRF.OTHR	TRANSFORMER - OTHER	10%	10%	10%	10%	
\TRFPROT	TRANS, PROTECTORS	0%	0%	0%	0%	
\VALVES	VALVES	25%	0%	0%	0%	5/23/2007
\VEHICLE	OTC - VEHICLE	0%	0%	0%	0%	
\VRM	VRM MATERIAL	0%	0%	0%	0%	
\VRMMISC	TRANSPORTATION, MISC	0%	0%	0%	0%	
\VRMTIRES	AUTOMOTIVE, TIRES	0%	0%	0%	0%	
\WELD	WELDING SUPPLIES	10%	10%	10%	10%	
\WIRDISBR	WIRE,DISTRIB,BARE	0%	0%	0%	0%	
\WIRDISCV	WIRE,DISTRIB,COVERED	0%	0%	0%	0%	
\WIRE	ZZ DO NOT USE	0%	0%	0%	0%	

SUPPLIER DIVERSITY
2009 MATERIAL GROUP CODES WITH GOALS

MG CODE	MG CODE DESCRIPTION	% GOAL	% GOAL	% GOAL	% GOAL	
		1000	1500	7000	9000	
WIREGUY	DISTR MATL WIRE, GUY	50%	50%	5%	50%	5/23/2007
WIREOTH	WIRE, OTHER	0%	0%	0%	0%	

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

EVENT	Location	Date
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 EXPOppportunity	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

ATTACHMENT 2

“We Understand the Power of Diversity.”



Michael W. Maxwell
Vice President, Asset Management

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. At PHI, Supplier Diversity plugs us into the communities we serve.



Atlantic City Electric • Delmarva Power • Pepco