



Elkton Gas™

An *AGL Resources* Company

125B East High Street  
Elkton, MD 21921

410 398 4626 phone  
www.elktongas.com

July 3, 2012

David Collins  
Executive Secretary  
Maryland Public Service Commission  
William Donald Schaefer Tower  
6 St. Paul St., 16th Floor  
Baltimore, MD 21202

**FILED**  
JUL 05 2012  
PUBLIC SERVICE COMM  
OF MARYLAND

Re: Elkton Gas  
2011 Supplier Diversity Report

Dear Mr. Collins:

Enclosed you will find the 2011 Supplier Diversity report for Elkton Gas. In accordance with the Memorandum of Understanding between Pivotal Utility Holdings, Inc. D/B/A Elkton Gas and the Maryland Public Service Commission dated May 29, 2009.

Sincerely,

Randy E. Cobb  
Director- Supplier Diversity  
AGL Resources  
Ten Peachtree Place  
Atlanta, GA 30309  
Office 404-584-3290  
rcobb@aglresources.com

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

ATTACHMENT A-1		UTILITY NAME: Pivotal Utility Holdings, Inc D/B/A Eikton Gas					
FOR THE REPORTING YEAR:		2011					
(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)
LINE #	DESCRIPTION	DIRECT (\$)	SUB CONTRACT (\$)	DIVERSE SUPPLIER PROCUREMENT (\$)	PERCENTAGE (%) OF DIVERSE SUPPLIER PROCUREMENT \$ / TOTAL COL. (E)	TOTAL UTILITY PROCUREMENT (\$)	PERCENTAGE (%) OF DIVERSE SUPPLIER (\$ TO TOTAL UTILITY PROCUREMENT Col. (E) / Col. G
	MINORITY BUSINESS ENTERPRISE						
1	AFRICAN-AMERICAN	\$36,876	\$0	\$36,876	77.96%		6.29%
2	AMERICAN INDIAN/NATIVE AMERICAN	\$0	\$0	\$0	0.00%		0.00%
3	ASIAN	\$2,061	\$0	\$2,061	4.36%		0.35%
4	HISPANIC	\$0	\$0	\$0	0.00%		0.00%
5	TOTAL MINORITY BUSINESS ENTERPRISE	\$38,937	\$0	\$38,937	82.32%		6.64%
6							
7							
8	WOMEN BUSINESS ENTERPRISE	\$8,362	\$0	\$8,362	17.68%		1.43%
9							
10	SERVICE DISABLED VETERAN BE	\$0	\$0	\$0	0.00%		0.00%
11							
12	NOT FOR PROFIT WORKSHOPS	\$0	\$0	\$0	0.00%		0.00%
13							
14	GRAND TOTAL	\$47,299	\$0	\$47,299	100.00%	\$586,614	8.06%

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

ATTACHMENT B					
UTILITY NAME: Pivotal Utility Holdings, Inc D/B/A Elkton Gas					
FOR THE REPORTING YEAR:					
(A)	(B)	(C)	(D)	(E)	(F)
LINE #	EXPENSE CATEGORY	EXPENSE AMOUNT (\$)	PERCENTAGE TO TOTAL PROGRAM EXPENSES	TOTAL UTILITY SPEND ON GENERAL AND ADMINISTRATIVE EXPENSES	PERCENTAGE (\$) OF PROGRAM EXPENSES TO TOTAL UTILITY G&A EXPENSES
			Col. (C) / Total Col. (C)		Col. (C) / Total Col. (E)
1	Employee Salary Expenses	\$150,000	99.34%		11.54%
2	Other Employee Expenses	\$1,000	0.66%		0.05%
3	Program Expenses	\$0	0.00%		0.00%
4	Reporting Expenses	\$0	0.00%		0.00%
5	Training	\$0	0.00%		0.00%
6	Consultants	\$0	0.00%		0.00%
7	Other Program Expenses (List)	\$0	0.00%		0.00%
8		\$0	0.00%		0.00%
9		\$0	0.00%		0.00%
10		\$0	0.00%		0.00%
11		\$0	0.00%		0.00%
12		\$0	0.00%		0.00%
13		\$0	0.00%		0.00%
14		\$0	0.00%		0.00%
15	TOTAL EXPENSES	\$151,000	100.00%	\$1,299,945	11.62%

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

ATTACHMENT C					
UTILITY NAME: Pivotal Utility Holdings, Inc D/B/A Elkton Gas		FOR THE REPORTING YEAR: 2011			
(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	NONE				
2					
3					
4					
5					
6					
7					
8					
9					
10					
11					
12					
13					
14					
15					

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

ATTACHMENT D 1		UTILITY NAME: Pivotal Utility Holdings, Inc D/B/A Eikton Gas		FOR THE REPORTING YEAR: 2011	
(A)	(B)	(C)	(D)	(E)	
LINE #	VENDOR NAME	AMOUNT (\$)	NAICS CODE	SELF-CERTIFIED: YES (Y) or NO (N)	
1	Wade Ford, Inc	\$34,756	441110 N		
2	Alpha Office Supplies	\$2,120	424120 N		
3	Guy Brown	\$2,061	424120 n		
4	E R partridge	\$2,822	812332 n		
5	Approved Fire Protection	\$290	423990 Y		
6	Rebecca Grenier d/b/a Queen of Clean	\$5,250	561720 Y		
7		\$0			
8		\$0			
9		\$0			
10		\$0			
11		\$0			
12		\$0			
13		\$0			
14		\$0			
15		\$0			
16		\$0			
17		\$0			
18		\$0			
19		\$0			
20		\$0			
21		\$0			
22		\$0			
23		\$0			
24		\$0			
25		\$0			
26	Total	\$47,299			
27					
28	<b>Footnotes:</b>				
29	1 To the extent that disclosure of the contract amount dollars applies to only one vendor,				
30	the Utility may confidentially report data for columns (B) through (E).				