



Elkton Gas™

An **AGL Resources** Company

125B East High Street  
Elkton, MD 21921

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**FILED**

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PUBLIC SERVICE COMM  
OF MARYLAND

July 3, 2012

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

Re: Elkton Gas  
2012 Supplier Diversity Plan

Dear Mr. Collins:

Enclosed you will find the 2012 Supplier Diversity Plan 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

## Elkton Gas 2012 Supplier Diversity Plan

Diverse Vendors Partnerships	Percentage of eligible spend
Minority Business Enterprise	2.5%
Women Business Enterprise	2.0%
Service Disabled Veteran Business Enterprise	0.5%
Not for Profit Workshop	0.0%
<b>Total</b>	<b>5.0%</b>

**Internal and external outreach efforts to identify and develop diverse suppliers for participation in the Company's Diverse Supplier procurement program with a special emphasis on promoting contracting opportunities with Maryland diverse suppliers (MOU § 6.1).**

- Work with Maryland MSDC to identify certified minority vendors in the Maryland area
- Participate and support the Maryland Diverse Supplier Workgroup
- Set goals, meet with vendors and internal business leaders to seek out areas of opportunity
- Participate in national and regional organizations such as:
  - National Minority Supplier Development Council;
  - National Association of Minority Contractors; and
  - U.S. Small Business Administration (SBA)
  - Women's Business Enterprise National Council
  - Women President's Education Organization
- Continually monitor and review our supplier diversity program for possible changes and enhancements

**Plans for recruiting Diverse Suppliers of products and services where utilization has been low, underutilized or currently unavailable (MOU § 3.2.1).**

- Conduct sessions with internal business leaders and supply chain staff to ensure understanding of the goals and departmental responsibilities and to identify and expand areas of opportunity for diverse suppliers.
- Continue to develop plans and strategies to use diverse suppliers in all aspects of our business.

**Plans for encouraging Prime Contractors to engage Diverse Suppliers in subcontracts that include subcontracting opportunities (MOU § 3.3).**

- Work with prime contractor to develop a subcontracting plan to include minority vendors

**Plans for complying with the established Diverse Supplier program guidelines (MOU § 6.1)**

- Continue to monitor our reporting and tracking system to provide spend information from diverse suppliers.
- Meet with other Maryland utilities and industry contacts in an effort to increase supplier diversity awareness and further enhance the Supplier Diversity initiative.
- Submit the Annual Reports as outlined in Section 6 of the MOU.