

## Choptank's Expectations of the Business Community

The business community can improve working relationships with diverse businesses and develop a thriving alliance with local organizations to benefit the entire community.

Identify and address the need for information that diverse businesses require. Coordinate with organizations to provide workshops for the following:

- Help diverse businesses develop a familiarity with the North American Industry Classification System.
- Provide assistance in obtaining certification as a diverse business from a recognized certifying organization.
- Instruct businesses in how to recognize and pursue subcontracting and partnering opportunities.

Provide feedback to Choptank to develop a positive exchange of information to solve current issues and introduce new ideas.



To obtain a copy of the Choptank Electric Supplier Diversity Program, please go to [www.choptankelectric.coop](http://www.choptankelectric.coop) or contact:  
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Choptank Electric Cooperative

## Supplier Diversity Program



Choptank Electric Cooperative has developed a **Supplier Diversity Program** to reach diverse businesses. The co-op is voluntarily implementing this program with the Maryland Public Service Commission (PSC).

On July 15, 2009, Choptank executed a Memorandum of Understanding (MOU) with the PSC that states the co-op's intent: *To voluntarily pursue a target goal of 25 percent of eligible procurements from minority-, woman-, and service related disabled veteran-owned businesses, and not-for-profit entities organized to promote the interests of physically or mentally disabled individuals.*

Choptank plans to achieve the long-range target of 25 percent by using outreach methods, partnering with other organizations, and leveraging regional efforts.



### **Objectives of Choptank's Supplier Diversity Program**

- To develop stronger methods of reaching the business community to increase procurement opportunities for diverse businesses.
- To leverage existing regional and statewide business resources and partnerships involved in diverse supplier activities.
- To encourage large businesses to consider diverse businesses as subcontractors.
- To adopt successful diverse supplier activities used in other industries and states.
- To track, monitor and periodically evaluate the program, and to report progress to the PSC.



### **Procurement Opportunities at Choptank**

- Utility system engineering
- Utility system construction
- Utility system maintenance
  - Utility system equipment
  - Professional services (consulting, etc.)
  - Technology services
- Office equipment and products
- Building and facilities maintenance
- Miscellaneous business support (temporary employees, etc.)

### **Choptank's Expectations of Individual Suppliers**

Diverse suppliers can take steps to create a successful partnership with Choptank by following these guidelines:

- Complete the Supplier Information Form to be included with future Choptank bidding opportunities.
  - Be properly certified as a diverse business.
  - Be acquainted with the North American Industry Classification System (NAICS).
  - Be competitive and consider subcontractor opportunities.
  - Join or access existing resources, business networks, alliances, organizations and initiatives offered through the following:
    - Local business roundtables
    - Chambers of Commerce
- Provide feedback to Choptank

