



PPG Architectural Finishes, Inc.

400 Bertha Lamme Drive  
Cranberry Township, PA 16066  
Charles Hobson  
National Sales Manager

## Executive Summary

December 13, 2023

Indiana Department of Administration  
402 W. Washington St. Room W468  
Indianapolis, Indiana 46204

Attention Kevin March

Contract Negotiated Bid ASA-24-76002 Paint and Paint Supplies

PPG Architectural Finishes, Inc., acknowledges and understands the general information presented for Contract Negotiated Bid ASA-24-76002 Paint and Paint Supplies and agrees with any requirements/conditions listed in Section One. PPG currently holds several State Contracts to Supply Paints and Painting Supplies to participating government agencies throughout the US. PPG has in the past held the Paint Supplies contract for the State of Indiana. PPG agrees to supply the requested products and facility trainings subject to the terms and conditions set forth in RFP ASA-24-76002, including, but not limited to, the State's mandatory contract clauses.

The principal contact for ASA-24-76002 will be Mary Goltz, National Bid Manager 910-515-0538 400 Bertha Lamme Drive, Cranberry Township, PA 16066. [bids@ppg.com](mailto:bids@ppg.com)

We appreciate the opportunity to do business with the Indiana Department of Administration. If you should have any questions, please free to contact us.

Sincerely,

*Charles Hobson*  
*PPG Architectural Finishes, Inc.*  
*National Sales Manager*





PPG Architectural Finishes, Inc.

400 Bertha Lamme Drive  
Cranberry Township, PA 16066  
Charles Hobson  
National Sales Manager

**2.2.3 Respondent Notification:**

Respondent Notification indicated on Executive Summary Page.

**2.2.4 Secretary of State:**

PPG is currently indicated on State of Indiana as Active.

**2.2.5 Other information:**

Optional

**2.2.6 Contract Terms/Clauses**

Reviewed and accepted by PPG Architectural Finishes, Inc.

**2.2.7 Registration to do business:**

As stated in 2.2.4 PPG Architectural Finishes, Inc. is currently Active as stated in 2.2.4

PPG is a registered bidder in the Database for the State of Indiana/

**2.2.8 Authorizing Document:**

Authorizing Signatory  
Charles Hobson National Sales Manager (POA available upon request)  
Bidder #0000588  
FEIN 251612585  
C Corporation  
NACIS 325510

**2.2.9 Diversity Subcontractor Agreement:**

It is the policy of PPG Architectural Finishes, Inc. to support the maximum practical utilization of certified M/W/DBE/VOSD by promoting diversity throughout of business practice. We do not have means of utilizing Sub-Contractors as it relates to this opportunity. However, I have attached information on our Supplier Diversity Plan along with our Diverse Spend for the Current year. (Please see attached).

**2.2.11 General Information:**

PPG Architectural Finishes, Inc.  
400 Bertha Lamme Drive  
Cranberry Township, PA 16066

Contact Mary Goltz  
910-515-0538  
[bids@ppg.com](mailto:bids@ppg.com)  
[www.ppgpaints.com](http://www.ppgpaints.com)

- a. Yes, PPG has a formal disaster recovery plan
- b. All information and email transactions are secured on our Company platform and kept confidential.

#### **2.2.12 Experience Serving State Governments:**

PPG supplies all government agencies across North America and currently hold a schedule with GSA #21F0062U. PPG has been awarded State Contracts for the supply of Paints and Supplies to IL, CA, TX, NC, IA, DE, MD, VT, LA and HI.

#### **2.2.13 Experience Serving Similar Clients:**

State of North Carolina  
Kayla Glenn  
Contract Specialist  
[Kayla.glenn@doa.nc.gov](mailto:Kayla.glenn@doa.nc.gov)  
910-476-7592

State of Tennessee  
Seth Lake  
Category Specialist  
[Seth.lake@tn.gov](mailto:Seth.lake@tn.gov)  
615-507-6930

State of Louisiana  
Tuan Nguyen  
Buyer  
[Tuan.nguyen@la.gov](mailto:Tuan.nguyen@la.gov)  
225-219-0245

#### **2.2.14 Payment**

PPG accepts all forms of payment including P Card and ACH.



# Supplier Diversity

## Overview and Benefits

We believe our company and communities benefit when we provide equal opportunities for diverse suppliers to compete for new and current business opportunities. By including qualified diverse suppliers in the purchasing process to provide products and services that meet our requirements, we will strengthen the business position of our suppliers, customers, and ourselves. We recognizes the strategic value of supplier diversity initiatives, and strives to have a sustainable program.

Supplier Diversity program benefits include:

- Increased opportunities to buy locally, regionally, or nationally to ensure a source of supply
- Quality products, services, and solutions resulting from competition for PPG's business
- Competitive edge when seeking government Procurement opportunities that require firms to make every effort to use diverse suppliers
- Personalized and flexible service
- Enhanced product loyalty among diverse customers
- Ability for PPG to play a part in diverse supplier business growth and success
- Drive economical and social benefits with targeted businesses and/or local communities
- Enhanced community relations and positive publicity based on supplier diversity commitment

## Scope

The Supplier Diversity program applies to the USCA region of PPG – primarily the United States. Additionally, the program is primarily used and supported by the Automotive and Aerospace businesses.

We follow the definition of diverse businesses as laid out by the certifying bodies and those recognized by our government. Accordingly, these companies are U.S. owned and privately held, and are a minimum of 51% owned and operated by an individual or individuals that fall into one or more of the below categories:

- Woman Owned Business Enterprise (WBE)
- Minority Business Enterprise (MBE)
- Veteran Owned Business (VET)
- Small Disadvantaged Business Enterprise (SBE)
- Lesbian, Gay, Bisexual, Transgender (LGBTQ)
- Historically Under-utilized Business Zone (HUBZone)
- Small Business Association / Economically/Socially Disadvantaged (8a)
- Disadvantaged Business Enterprise (DBE)
- Woman-Owned Small Business (WOSB)
- Economically Disadvantaged Woman-Owned (ED-WOSB)
- Service Disabled Veteran (SDVET)
- AbilityOne Program
- Alaska Native Corporation (ANC)

- Self-Certified Small Disadvantaged Business (SC-SDB)
- Historically Black Colleges and Universities (HBCU)
- Disabled
- Airport Concession Disadvantaged Business Enterprise (ACDBE)

\*Not all categories may be listed. Additionally, our Aerospace business and business units involved in government subcontracting may recognize different definitions accepted in their respective industries.

A diverse business is classified and certified as such by entities such as, but not limited to:

- Women's Business Enterprise National Council (WBENC)
- National Minority Supplier Diversity Council (NMSDC)
- National LGBT Chamber of Commerce (NGLCC)
- Canadian Aboriginal and Minority Supplier Council (CAMSC)
- National Women Business Owners Corporation (NWBOC)
- Disability:IN
- Small Business Administration
- U.S. Department of Veterans Affairs Vets First Verification Program

Customer requirements will dictate acceptable certifying agency(ies).

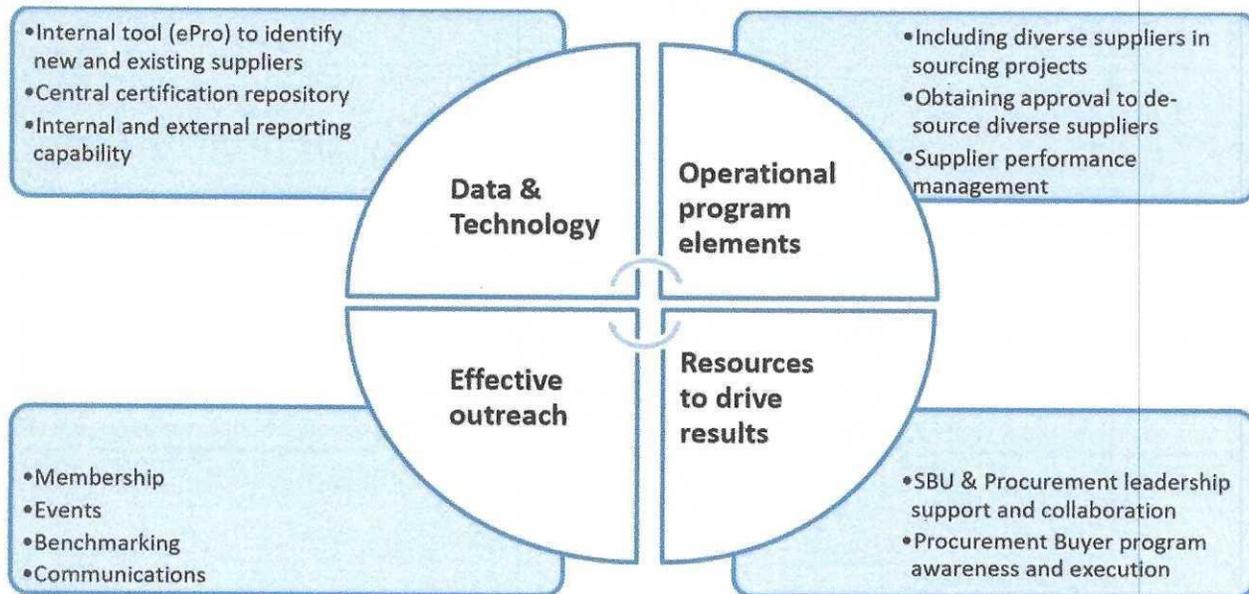
## Roles and Responsibilities

The program roles and responsibilities span internal functions and well as our external customers and stakeholders.

- **Business and Customers**
  - Provide requirements, expectations, and reporting to help meet established targets and objectives
  - Work collaboratively with Procurement to drive program growth
- **Procurement Center of Excellence**
  - Assist in identifying tools, suppliers, and best practices through available applications, council memberships, benchmarking, and networking events for category managers and businesses to review
  - Program governance, including, but not limited to:
    - Facilitate internal reporting and KPI progress (e.g. diverse spend as a percent of total spend) on a monthly cadence
    - Monitor program progress and assist in external reporting (e.g. diverse spend as a percent of sales) as determined by customer requirements
- **Procurement Category Management**
  - Include diverse suppliers in sourcing strategies and projects, and drive volume to qualified diverse suppliers (where possible) through the use of market information, references, tools, and other reports
  - Obtain approval on the de-sourcing of diverse suppliers, and/or explain why potential diverse suppliers were not qualified or awarded business

## Goals and Success Factors

The program foundation is based on four pillars, where the ultimate goal is to increase the volume of spend going to qualified diverse suppliers. These actions are in alignment with our corporate strategies of maintaining and growing revenue, improving customer relationships by helping to meet and exceed their metrics, and to be best in class.



## Additional References

- Want to do register to do business with us? [ePro supplier registration link](#)
- View our commitment to Sustainability and Supplier Diversity: [PPG Supplier Sustainability Report](#)

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# Excellent Supplier Awards

## Overview and Benefits

Every year, PPG recognizes an elite group of outstanding suppliers whose performance has consistently exceeded requirements with our highest-level award, the Excellent Supplier Award.

- We purchase more than \$10 billion of goods and services worldwide each year through thousands of suppliers
- We rely on our suppliers to be a critical strategic resource in enabling us to meet present and future requirements of our own customers
- We rate our suppliers on both qualitative and quantitative criteria, which are supported by evaluations from the business and employees who utilize the products and services
- We recognize those with outstanding performance on a both a global and regional scale

The program serves as an enabler for suppliers to commit to continuous improvement and foster strong partnerships.

## Scope

The Excellent Supplier Award program applies to Procurement's global supply base, which includes Direct (Raw Materials), Indirect, Logistics, and Energy.

Nominations are submitted within the first quarter of the year, and awards are distributed to awardees by the end of the second quarter.



### Competitive Advantage and Value

Supplier contributes to PPG's success through outstanding efforts that create value, generate savings, and establish a competitive advantage



### Sustainability

Supplier demonstrates world-class sustainability practices, innovates and develops new products requiring less intensive material and energy consumption, and leverages their strengths to meet PPG's sustainability goals



### Supplier Diversity

Supplier meets the diverse criteria (small business, or business owned by a veteran, minority, woman, etc.) and provides quality products or services that deliver value to PPG

The top Global and/or regional suppliers will receive an award for one of the three categories where suppliers are rated and evaluated based on quantitative and qualitative criteria which includes, but is not limited to:

- **Commercial Value** – Price, terms, transportation, inventory management, competitiveness, and capability to meet the needs of PPG and our customers
- **Delivery** – On-time, accurate, and complete

- **Documentation** – Proper and accurate labeling, shipping documentation, and invoicing. This includes all Safety, Health, and Environmental information requested by PPG or necessary to comply with any laws
- **Quality** – Conformance of materials and services to specifications and standards with minimum variability and with all required documentation supporting the conformance
- **Value Add** – Additional value and continuous improvement provided to PPG, either tracked formally or informally
- **Compliance** – Regulatory, price, environmental, etc.; including mitigating risks for PPG
- **Innovation** – New or improved ideas and methods; assists PPG in developing new products or services
- **Responsiveness** - Quality and timeliness, including special emergencies, of any requested action
- **Service** – Proactive (vs. reactive), high value account management, customer service, etc.
- **Sustainability** – Demonstrated commitment to sustainable operations and initiatives in support of their customers, communities, and employees

## Roles and Responsibilities

The program roles and responsibilities span internal functions and well as our external customers and stakeholders.

- PPG Businesses and Functions
  - Determine potential candidates and/or support/confirm supplier nominations made by Procurement
- Procurement Center of Excellence
  - Overall program management: create nomination form, compile results for Procurement Leadership review, award ordering
- Procurement Leadership Team
  - Champion program
  - Final supplier selection
- Procurement Category Management (Global Category Managers)
  - Nominate suppliers with support and approval from key Business/Function stakeholders
  - Provide winning suppliers with award and letter

## Goals and Success Factors

- Demonstrates PPG commitment to our suppliers
- Recognizes supplier efforts and contributions to PPG success
- Promotes the importance of value, sustainability, and supplier diversity that are critical to PPG

## Additional References

- [PPG Supplier Sustainability Report](#)
- [PPG External Supplier Diversity page](#)

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## Global Procurement



# English

PPG has implemented ePro, a global platform that improves efficiencies in our procurement processes. These processes include activities that occur from the time PPG sources a good or service with a supplier until the payment is made for those goods and services. In addition to the many benefits that ePro brings to PPG, our suppliers realize the following benefits:

- No fees associated to use ePro including registration and interaction with PPG
- Enhanced capabilities for suppliers participating in Request for Proposals (RFPs) or negotiating contracts
- Electronic receipt of purchase orders (POs) and submission of invoices leading to improved accuracy, efficiency and cycle times
- Visibility to POs, invoice status and payment information in a central location

**For help with ePro and to become more familiar with the application, we have a variety of resources available:**

Issue Type	Examples	Who to contact?
Jaggaer - Technical <ul style="list-style-type: none"> <li>• Login and Password issues</li> <li>• Error page or software bug encountered within the supplier portal</li> <li>• Catalog management assistance</li> <li>• Portal invoicing assistance</li> <li>• Registration or bid response technical assistance</li> <li>• General registration questions</li> </ul>	<ul style="list-style-type: none"> <li>• How do I submit an invoice?</li> <li>• What do I do if I forgot my password?</li> <li>• How do I add new users to my supplier profile and set their permissions?</li> <li>• How do I upload my pricing for a catalog or sourcing event?</li> <li>• The portal keeps getting stuck?</li> <li>• Why can't I setup my mobile app password?</li> <li>• How can I set up cXML invoicing?</li> <li>• What do the different registration emails mean?</li> </ul>	<ul style="list-style-type: none"> <li>• Log a ticket with <a href="#">Jaggaer Global Customer Care</a></li> <li>• Call Jaggaer's 24/5 Support Hotline at 1-800-233-1121.</li> <li>• International numbers available <a href="#">here</a></li> </ul>

Issue Type	Examples	Who to contact?
PPG – Registration and Onboarding <ul style="list-style-type: none"> <li>• Help with PPG specific registration questions</li> <li>• Questions about onboarding</li> </ul>	<ul style="list-style-type: none"> <li>• Which certificates am I required to upload?</li> <li>• What does this onboarding question mean?</li> <li>• What do I do if I received multiple e-mails to register?</li> <li>• How do I know which commodity code to choose during registration?</li> <li>• Why do I need to provide information included in the onboarding form?</li> </ul>	<ul style="list-style-type: none"> <li>• e-mail: <a href="mailto:eProSupplierSupport@ppg.com">eProSupplierSupport@ppg.com</a></li> </ul>
PPG – Invoice Payment Status <ul style="list-style-type: none"> <li>• Check the status of your invoices</li> </ul>	<ul style="list-style-type: none"> <li>• How can I check the status of my invoices submitted through the Jaggaer Portal?</li> <li>• What do the invoice payment status options mean?</li> </ul>	<a href="#">Review the Payment Status QRG</a> 
PPG - Payment Issues <ul style="list-style-type: none"> <li>• Payment is late</li> <li>• Payment went to the wrong bank account</li> <li>• Payment remittance not received</li> </ul>	Please check the portal for payment status first <ul style="list-style-type: none"> <li>• What if my invoice says "Payable" but it is past due?</li> <li>• What if my invoice says "Paid" but I did not receive payment?</li> </ul>	<ul style="list-style-type: none"> <li>• EMEA – <a href="#">Find the correct contact using this list</a> </li> <li>• USCA – <a href="#">Find the right contact here</a> . Please have correct invoice numbers and PO numbers when contacting AP</li> </ul>

## ePro Supplier Resources

<a href="#">Important PPG Supplier Changes</a>	
<a href="#">Supplier Awareness FAQ</a>	
<a href="#">ePro Supplier Registration Account Activation Directions</a>	
<a href="#">PPG Supplier Information Session – ePro Registration</a>	
<a href="#">Supplier Guide – Registering Multiple PPG Records</a>	
<a href="#">Help Videos (Create Invoices / Check Payment Status)</a>	
<a href="#">Help and support</a>	
<a href="#">AP Support Contact List</a>	
<a href="#">Supplier Invoicing Guide</a>	
<a href="#">Invoice Payment Status Guide</a>	
<a href="#">How to Update Banking</a>	
<a href="#">Two-step verification for the authentication</a>	

Monthly Spend by Diverse Status and Month of Current Year

Diverse Status Spend\ Month	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Diverse Owned	\$ 20,313,240	\$ 30,568,264	\$ 29,582,381	\$ 25,682,435	\$ 27,025,862	\$ 26,201,572	\$ 21,875,542	\$ 25,786,090	\$ 23,779,994	\$ 27,097,193	\$ 16,503,015	\$ -	\$ 274,415,990
Not Diverse Owned	\$ 480,509,520	\$ 442,924,481	\$ 463,516,707	\$ 413,419,974	\$ 454,157,609	\$ 429,323,139	\$ 374,880,044	\$ 375,502,143	\$ 363,168,877	\$ 355,437,267	\$ 268,966,973	\$ -	\$ 4,421,294,733
<b>Total</b>	<b>\$ 500,816,761</b>	<b>\$ 473,492,745</b>	<b>\$ 493,099,089</b>	<b>\$ 439,096,409</b>	<b>\$ 481,183,471</b>	<b>\$ 455,524,510</b>	<b>\$ 396,755,587</b>	<b>\$ 401,288,233</b>	<b>\$ 386,948,871</b>	<b>\$ 382,534,460</b>	<b>\$ 285,469,988</b>	<b>\$ -</b>	<b>\$ 4,696,210,123</b>

Monthly Spend by Spend Area and Month of Current Year

Diverse Status Spend\ Month	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Finished Goods/ Intermediate	\$ 3,861,801	\$ 3,808,534	\$ 3,543,928	\$ 3,820,710	\$ 4,427,804	\$ 3,655,617	\$ 3,165,338	\$ 3,266,945	\$ 3,985,185	\$ 3,678,457	\$ 3,124,778	\$ -	\$ 40,739,098
Indirect	\$ 272,286,085	\$ 244,563,230	\$ 255,580,354	\$ 235,804,041	\$ 255,289,284	\$ 259,809,370	\$ 223,699,363	\$ 224,778,981	\$ 220,018,332	\$ 215,063,823	\$ 163,142,856	\$ -	\$ 2,570,035,720
Rawmaterial	\$ 191,796,266	\$ 194,609,096	\$ 197,381,926	\$ 170,464,430	\$ 181,313,751	\$ 159,031,006	\$ 140,484,323	\$ 140,458,263	\$ 134,295,354	\$ 133,337,197	\$ 94,489,219	\$ -	\$ 1,737,620,832
Unclassified	\$ 32,872,609	\$ 30,511,884	\$ 36,192,881	\$ 29,007,228	\$ 40,152,632	\$ 33,028,517	\$ 29,406,562	\$ 31,784,042	\$ 28,690,000	\$ 30,454,983	\$ 24,713,133	\$ -	\$ 347,814,472
<b>Total</b>	<b>\$ 500,816,761</b>	<b>\$ 473,492,745</b>	<b>\$ 493,099,089</b>	<b>\$ 439,096,409</b>	<b>\$ 481,183,471</b>	<b>\$ 455,524,510</b>	<b>\$ 396,755,587</b>	<b>\$ 401,288,233</b>	<b>\$ 386,948,871</b>	<b>\$ 382,534,460</b>	<b>\$ 285,469,988</b>	<b>\$ -</b>	<b>\$ 4,696,210,123</b>

Diverse Spend by Supplier Classification\*

\*Note: Total spend by supplier classification will exceed overall program spend since some suppliers qualify for multiple classifications

Diverse Status Spend\ Month	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
SBA	\$ 7,254	\$ 7,564	\$ 4,612	\$ 2,708	\$ 3,283	\$ 3,080	\$ 4,145	\$ 2,965	\$ 5,416	\$ 2,183	\$ -	\$ -	\$ 43,210
SC_SBD	\$ (6,563,789)	\$ 4,638,474	\$ 4,350,794	\$ 4,384,597	\$ 4,270,436	\$ 3,906,680	\$ 2,688,151	\$ 3,078,536	\$ 2,599,318	\$ 2,217,367	\$ 1,402,794	\$ -	\$ 26,873,358
DBE	\$ 224,799	\$ 363,797	\$ 240,851	\$ 155,448	\$ 265,511	\$ 217,490	\$ 164,443	\$ 160,903	\$ 129,302	\$ 187,357	\$ 67,969	\$ -	\$ 2,177,869
WOSB	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
HUBzone	\$ 325,562	\$ 264,802	\$ 292,650	\$ 265,432	\$ 469,830	\$ 170,001	\$ 426,889	\$ 237,857	\$ 175,750	\$ 272,777	\$ 68,943	\$ -	\$ 2,970,494
SDVET	\$ 26,426	\$ 83,762	\$ 69,813	\$ 48,353	\$ 47,287	\$ 73,589	\$ 25,441	\$ 35,143	\$ 43,439	\$ 61,715	\$ 11,071	\$ -	\$ 526,040
HBCU	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
LGBT	\$ 64,886	\$ 55,097	\$ 128,456	\$ 33,180	\$ 63,299	\$ 13,632	\$ 55,956	\$ 48,113	\$ 2,822	\$ 44,445	\$ 9,788	\$ -	\$ 511,675
ANC	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
DIS	\$ 27,153	\$ 83,762	\$ 69,813	\$ 59,178	\$ 48,025	\$ 74,072	\$ 25,854	\$ 35,747	\$ 43,439	\$ 62,235	\$ 11,296	\$ -	\$ 540,576
ABOne	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
SBE	\$ 10,596,599	\$ 21,470,822	\$ 20,383,532	\$ 18,745,428	\$ 18,838,684	\$ 18,352,798	\$ 14,733,729	\$ 17,109,697	\$ 16,080,720	\$ 17,867,261	\$ 10,818,929	\$ -	\$ 184,998,199
ACORBE	\$ 15,271	\$ 8,671	\$ -	\$ 1,171	\$ 1,171	\$ 3,671	\$ 2,171	\$ 1,321	\$ -	\$ 1,171	\$ -	\$ -	\$ 94,617
VET	\$ 1,914,607	\$ 966,091	\$ 1,336,400	\$ 1,658,148	\$ 1,281,376	\$ 1,831,600	\$ 1,279,522	\$ 1,389,113	\$ 1,410,600	\$ 1,942,613	\$ 863,925	\$ -	\$ 15,873,994
WBE	\$ 7,947,874	\$ 6,510,334	\$ 6,495,923	\$ 6,483,011	\$ 6,905,500	\$ 6,702,970	\$ 5,101,209	\$ 5,351,755	\$ 5,020,476	\$ 4,915,668	\$ 3,362,599	\$ -	\$ 64,797,319
MOSE	\$ (3,724,100)	\$ 9,185,216	\$ 8,323,052	\$ 6,419,285	\$ 7,713,568	\$ 6,973,105	\$ 6,414,706	\$ 8,170,963	\$ 6,587,406	\$ 8,815,096	\$ 4,629,285	\$ -	\$ 70,016,582
ED_WOSB	\$ 1,683,486	\$ 1,599,284	\$ 1,656,922	\$ 1,486,593	\$ 1,787,661	\$ 1,823,937	\$ 1,466,051	\$ 1,559,296	\$ 1,100,171	\$ 1,295,548	\$ 562,717	\$ -	\$ 16,021,665