

Final

Conformity Statement through March 31, 2012

ITEM #3

***includes new (99) plus maintenance companies (431) **this number includes companies less than 100

Employers with 100 or more employees

| | through March 31, 2012 Level 3 Employers | through March 31, 2012 Level 4 Employers | through March 31, 2012 Levels 3 & 4 <100 Employers | NEW Confirmed to Date including <100 Employers for Levels 3 & 4 (through 3-31-12) | Amount Needed to Attain Goal for Levels 3 & 4 | Goal to attain for new clients | Total Goals *** | TERM Counts FY11** |
|-----------------|---|---|--|---|---|--------------------------------|-----------------|--------------------|
| Alexandria | 6 | 4 | 1 | 11 | 0 | 10 | 21 | 51 |
| Arlington | 24 | 13 | 6 | 43 | 0 | 12 | 93 | 159 |
| DC | 18 | 9 | 8 | 35 | 0 | 10 | 115 | 331 |
| Fairfax | 72 | 33 | 10 | 115 | 0 | 20 | 61 | 196 |
| Frederick | 7 | 5 | 0 | 12 | 0 | 4 | 5 | 4 |
| Loudoun | 7 | 2 | 0 | 9 | 0 | 9 | 17 | 11 |
| Montgomery | 31 | 10 | 7 | 48 | 0 | 22 | 172 | 342 |
| Prince George's | 6 | 0 | 1 | 7 | 0 | 4 | 28 | 17 |
| PRTC | 7 | 0 | 0 | 7 | 0 | 7 | 14 | 5 |
| Tri-County | 1 | 0 | 0 | 1 | 0 | 1 | 4 | 2 |
| Total | 179 | 76 | 33 | 288 | 0 | 99 | 530 | 1118 |

Conformity Statement through March 31, 2012

Employers with less than 100 employees*

| | Level 3 Employers | Level 3 # of employees | Level 4 Employers | Level 4 # of employees | Counted toward Conformity |
|-----------------|----------------------|---------------------------|----------------------|---------------------------|------------------------------|
| Alexandria | 4 | 133 | 0 | 0 | 1 |
| Arlington | 17 | 499 | 6 | 102 | 6 |
| DC | 28 | 785 | 3 | 62 | 8 |
| Fairfax | 19 | 1057 | 0 | 0 | 10 |
| Frederick | 0 | 0 | 0 | 0 | 0 |
| Loudoun | 0 | 0 | 0 | 0 | 0 |
| Montgomery | 43 | 644 | 13 | 122 | 7 |
| Prince George's | 2 | 148 | 0 | 0 | 1 |
| PRTC | 0 | 0 | 0 | 0 | 0 |
| Tri-County | 0 | 0 | 0 | 0 | 0 |
| Total | 113 | 3266 | 22 | 286 | 33 |

* Companies that have less than 100 employees are added with other companies until the total is 100. This means that the number of employees is the determining factor, not the number of employers, but rather the number of employees.