



INSURANCE DIVERSITY INITIATIVE NEWSLETTER

Email us at

Diversity@insurance.ca.gov

about any events or updates you'd like to share with the Initiative and our stakeholders!

Deadline for submissions is the 25th of every month.

November 2017

- Don't Miss the Deadline: Registration is now OPEN! - 6th Annual Insurance Diversity Summit
- Diversity Events Calendar
- Disabled Veteran Business Alliance Embraces All Veteran Businesses by Marty Keller
- Sacramento Bee OP-ED: California Companies Have a Gold Mine in China by Pat Fong Kushida and Eugene Eng
- NMSDC: Fueling Economic Growth - Detroit, MI Photos
- NAWBO: Together We Dare - Minneapolis, MN Photos
- Do You Have a Success Story?
- Summit Sponsors of the 6th Annual Insurance Diversity Summit

Registration is now OPEN!
6th Annual Insurance
Diversity Summit

Veterans Day
Saturday, November 11, 2017

Don't Miss the
DEADLINE!

28
NOV

Tuesday, November 28, 2017
Sacramento, California

- Business Matchmaking
- Resource Expo
- Workshops
- B2B Networking
- ... and more!

REGISTER NOW!
LIMITED SPOTS AVAILABLE



Disabled Veteran Business Alliance
Embraces All Veteran Businesses



Disabled Veteran
Business Alliance

General Registration still open & closes:

>>Friday, November 17th.<<

[Register here!](#)

For more information about the Insurance Diversity Initiative, visit:

<http://www.insurance.ca.gov/diversity/>



Diversity Events
Calendar

November

- [CalAsian Chamber of Commerce - Disadvantaged Business Enterprise Conference "I Am Small Business"](#)
November 14, 2017
Los Angeles, CA 90045

To submit a request for your Supplier Diversity or Governing Board Diversity-related event added to our calendar or to see upcoming events, please visit our [events calendar](#).

SAC BEE Opinion Editorial California Companies Have a Gold Mine in China



Insurance Diversity Task Force Member Pat Fong Kushida, President & CEO of the California Asian-Pacific Chamber of Commerce co-authored an opinion editorial

Last year the Disabled Veteran Business Alliance expanded its 22-year mission by now including support of business success for all veteran businesses, while still keeping its historic core dedication to disabled veteran-owned businesses.

As our society begins the long transition from the Baby Boomers to succeeding generations, veterans from the Vietnam era, who helped initiate California's successful DVBE program in 1989, are also beginning to make decisions about their own futures. Over the next ten years or so, many will retire from and sell off their businesses, ending a generation of significant economic contribution that these veterans have produced for themselves, their families, and their communities.

In the meantime, their children and grand children went to war in the Persian Gulf, Iraq, Afghanistan, and other less well-known theatres in the war against terrorism and its supporters. By the millions they have begun repatriation and the return to civilian careers, including those that are choosing self-employment as their path.

Unlike in the aftermath of the Vietnam War, America has openly embraced its warriors returning from these more recent conflicts. Many governments and corporations have smoothed the way to provide job opportunities for these veterans. Similarly, there is now a move underway to also provide contracting and procurement opportunities in the business-to-business arena.

Thus this generational transition includes a significant opening up of business prospects for the younger veteran entrepreneur.

They will be the beneficiaries of decades of hard work by not only supporters of disabled veteran businesses, but by all those who developed supplier diversity initiatives to help all disadvantaged businesses get a leg up in the extremely competitive government and corporate contracting worlds.

State and federal programs aimed at bringing disabled veteran businesses into their supply chains have matured to the point where, in spite of on-going challenges, they are much more often meeting their goals than not. This required many years of dedicated effort to deal with both the procurement cultures in these various organizations as well as with the disabled veteran businesses—helping them prepare for, connect with, and deliver on contracting success.

At least by the California numbers, the core DVBE program has been a great success: it has met and exceeded its mandatory 3% participation goal every

with Board Chairman for the Chamber, Eugene Eng. This op-ed brings to light the opportunities the Chamber is opening to California minority-owned and small businesses to grow their overseas networks.

The op-ed was featured in the Sacramento Bee on Wednesday, October 18, 2017 and can be viewed online

here: <http://www.sacbee.com/opinion/op-ed/soapbox/article179389361.html>

"A rising Asian middle class is driving consumer trends and economic activity. California is well positioned socially, geographically and historically to benefit from the economic power shifting to the Asia-Pacific, whose share of global GDP is expected to rise to almost 70 percent by 2050."



Pat Fong Kushida
President & CEO



Eugene Eng
Board Chairman

fiscal year since 2009/10.

The looming generational shift, however, requires us to think creatively about how these programs effectively serve our veteran business owners and justify the public commitment to them.

California Senate Bill 488, although unsuccessful in getting through the Legislature this year, makes this point by asking the insurance companies to begin counting and reporting both their veteran and disabled veteran spend. The Billion Dollar Roundtable, comprising 29 American corporations whose annual supplier diversity spend exceeds \$1 billion, recently voted to recognize the certification offered by the National Veteran Business Development Council (NVBDC), the first non-profit sector reliable veteran business certification. The DVBA has entered into a partnership with the NVBDC to encourage its members to consider NVBDC certification, and to work with those major corporations' supplier diversity programs to help promote veteran participation.

We celebrate all the business success that our state's DVBE program has helped create; the men and women who served our nation in Vietnam have set a high standard for succeeding generations of business owners to match and exceed. And in the great tradition of veterans-helping-veterans, the DVBA stands ready to help the next generation be even more successful in business in our ever-changing economy.

More information about the Disabled Veteran Business Alliance can be found at www.dvba.org.



Marty Keller
Executive Director



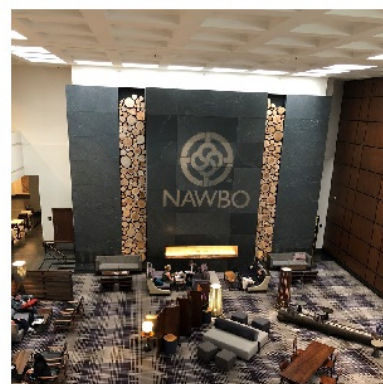
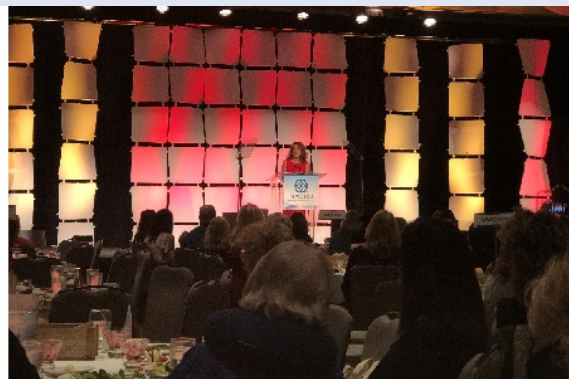
OCTOBER 22-25 - DETROIT, MICHIGAN

**2017 NMSDC Conference +
Business Opportunity Exchange**



2017 National Women's Business

Conference hosted by NAWBO



Founded in 1975, the National Association of Women Business Owners (NAWBO) is the unified voice of over 10.1 million women-owned businesses in the United States representing the fastest growing segment of the economy.

The National Minority Supplier Development Council (NMSDC) advances business opportunities for certified minority business enterprises and connects them to corporate members.

TIME TO UPDATE



Do You Have an Insurance Supplier Diversity Success? We Want to Hear from You!

Take a quick moment to fill out our survey <https://www.surveymonkey.com/r/388MZ69> or

Sometime in the near future you'll see updates to the Insurance Diversity Initiative Newsletter. Don't fret, we're not going anywhere and we'll continue as your reliable monthly periodical for supplier and board governance diversity.

The first update is to get our monthly newsletter out as early as possible each month. Starting in December, we'll accept any events and updates you'd like to share with the Initiative and our stakeholders by the 15th of the month for publication in the following month's edition.

As for the second and more exciting update, we'd like to hear directly from our loyal readers their suggestions in the renaming our publication. In December, we'll announce

contact us directly at
diversity@insurance.ca.gov.

a contest with a prize to the individual or organization who suggests the selected winning new name. The announcement of the winner and the renaming of the publication will be part of our relaunch in the New Year commencing with the January 2018 edition.

6th Annual Insurance Diversity Summit Sponsors

Diamond Presenting Sponsor



Silver Sponsor



Bronze Sponsors



EQUILAR



We are excited to announce the returning sponsorship of the National Gay and Lesbian Chamber of Commerce (NGLCC), JT2 Integrated Resources, Air-Tech Environmental, Inc. and Blaylock Van, LLC; and, the new sponsorship of En Pointe IT Solutions, Equilar, Jay Greene Law Firm, Macias Consulting Group, Mischler Financial Group, Paragon Subrogation Services, Inc., Trinus, Inc., and Westech Environmental!

California Department of Insurance
(916) 492-3623
www.insurance.ca.gov/Diversity

STAY CONNECTED

