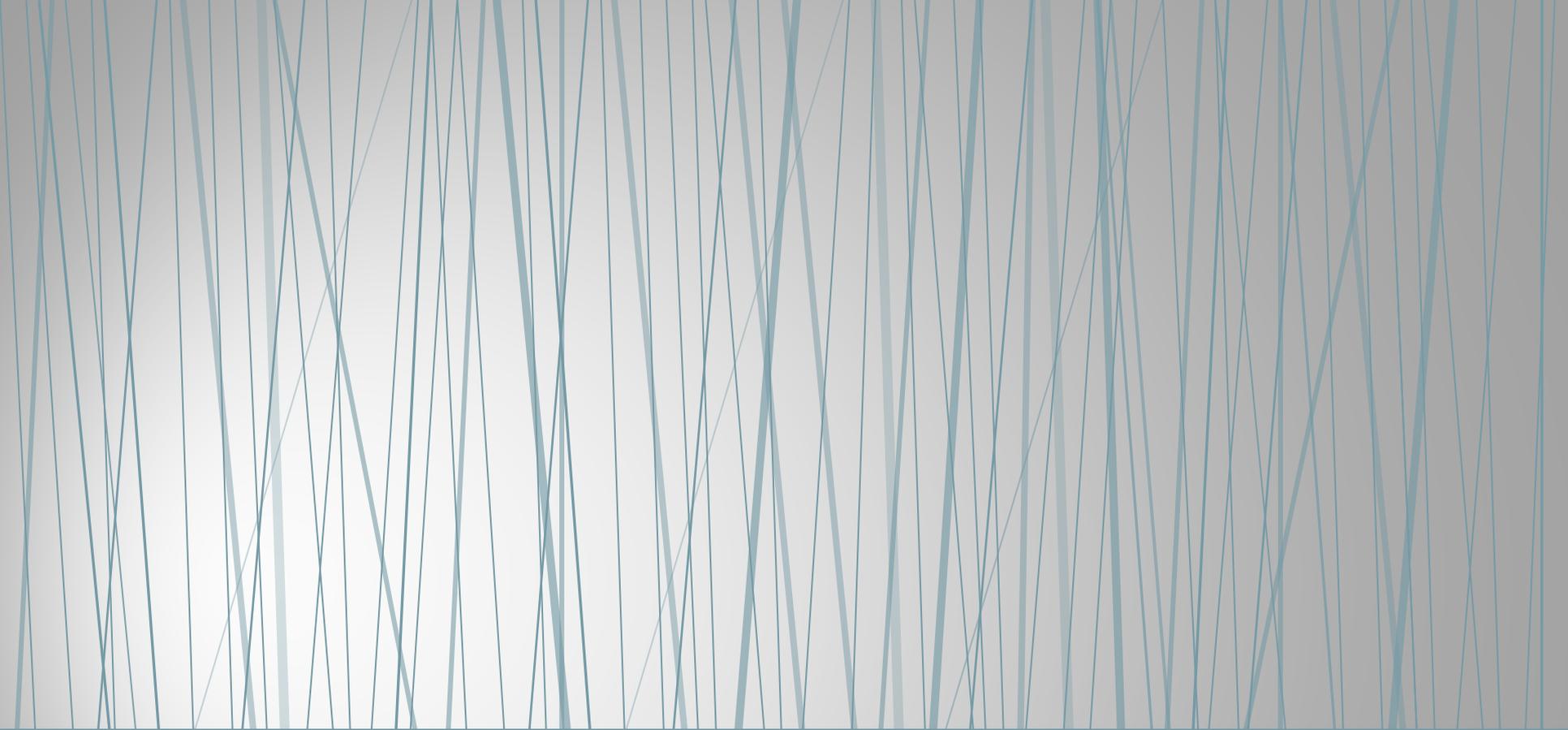


CALIFORNIA DEPARTMENT OF INSURANCE

INSURANCE DIVERSITY INITIATIVE

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HISTORY: CALIFORNIA'S INSURANCE DIVERSITY INITIATIVE

CALIFORNIA

LARGEST INSURANCE MARKET IN U.S.
INSURERS COLLECT **\$288 BILLION** ANNUALLY IN
PREMIUMS

HOME TO MAJORITY OF NATION'S
DIVERSE SUPPLIERS:

WOMEN OWNED

MINORITY OWNED

DISABLED VETERAN OWNED

LGBT OWNED

HISTORY

2011: NEW INSURANCE COMMISSIONER
SWORN IN

NO DATA ON INSURER SUPPLIER OR
GOVERNING BOARD DIVERSITY

2011 VOLUNTARY SURVEY OF INSURERS

INSURANCE DIVERSITY INITIATIVE

3 COMPONENTS OF INITIATIVE

- 1) INSURANCE DIVERSITY TASK FORCE
- 2) ANNUAL DIVERSITY SUMMIT & MATCHMAKING
- 3) FIRST IN THE NATION SURVEYS:
SUPPLIER DIVERSITY &
GOVERNING BOARD DIVERSITY

MISSION

EXPAND ECONOMIC
OPPORTUNITIES &
ENSURE EQUAL ACCESS

MISSION

INCREASE
PROCUREMENT FROM
DIVERSE SUPPLIERS

GOAL

INCREASE DIVERSITY
ON GOVERNING
BOARDS

GOAL

TRANSPARENCY

THRESHOLD:

\$100 MILLION OR MORE IN CALIFORNIA
PREMIUMS

INFORMATION COLLECTED FROM:

TOP 200+ INSURERS REPRESENTING
**47% OF THE NATIONAL INSURANCE
MARKET**

& SURVEY RESULTS **MADE PUBLIC**

SUPPLIER DIVERSITY

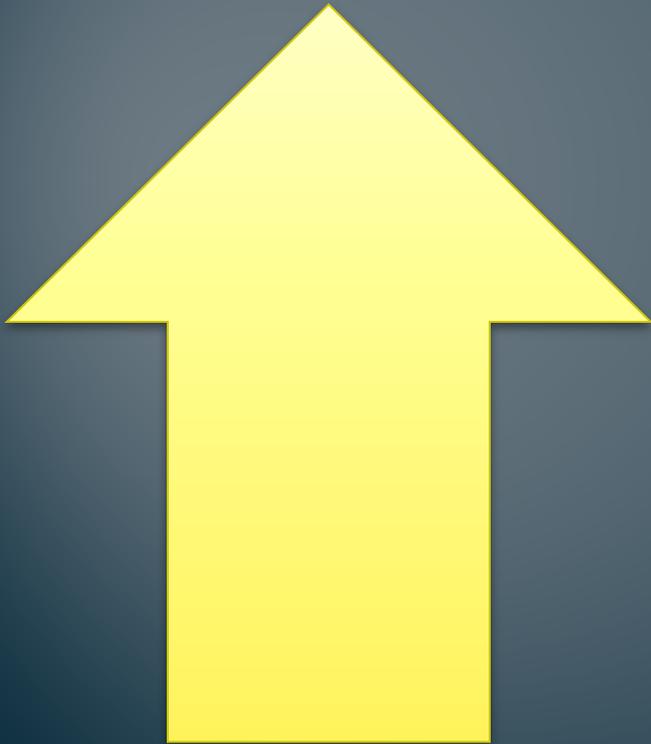
BUSINESS IMPERATIVE

COMPETITIVE EDGE

**GOAL 1: INCREASE PROCUREMENT
FROM DIVERSE SUPPLIERS**

PATTERNS

Between 2013 & 2015...



INCREASE: DIVERSE SPEND WITH
CA DIVERSE SUPPLIERS

INCREASE: # COMPANIES
CONDUCTING OUTREACH

INCREASE: # COMPANIES
TRACKING SPEND WITH DIVERSE
SUPPLIERS

2015 ISD SURVEY CA DIVERSE SPEND

SURVEY PERIOD	YEAR	INDUSTRY DIVERSE SPEND	\$: INCREASE FROM PREVIOUS YEAR	?: INCREASE FROM PREVIOUS YEAR
2013	2012	\$930 MILLION		
2015	2013	\$1.3 BILLION ▪ 5.6%	\$370 MILLION INCREASE	39.8% INCREASE
	2014	\$1.5 BILLION ▪ 6.4%	\$200 MILLION INCREASE	15.4% INCREASE

2015 INSURER SUPPLIER DIVERSITY SURVEY

**TRANSPARENCY
INITIATIVE**

**63% INCREASE IN
DIVERSE SPEND
SINCE 2012
(\$586.8 MILLION)**

2015 ISD SURVEY

CA DIVERSE SPEND BY CERTIFICATION

CERTIFICATION TYPE	2012	2013	2014
WOMEN BUSINESS ENTERPRISES (WBEs)	\$153 MILLION	\$433 MILLION	\$558 MILLION
MINORITY BUSINESS ENTERPRISES (MBEs)	\$241 MILLION	\$618 MILLION	\$729 MILLION
DISABLED VETERAN BUSINESS ENTERPRISES (DVBEs)	\$1 MILLION	\$83 MILLION	\$89 MILLION
LGBT BUSINESS ENTERPRISES (LGBTBEs)	\$104,000	\$6 MILLION	\$5 MILLION
MULTI-CERTIFIED BUSINESS ENTERPRISES	\$38 MILLION	\$111 MILLION	\$135 MILLION

2015 ISD SURVEY

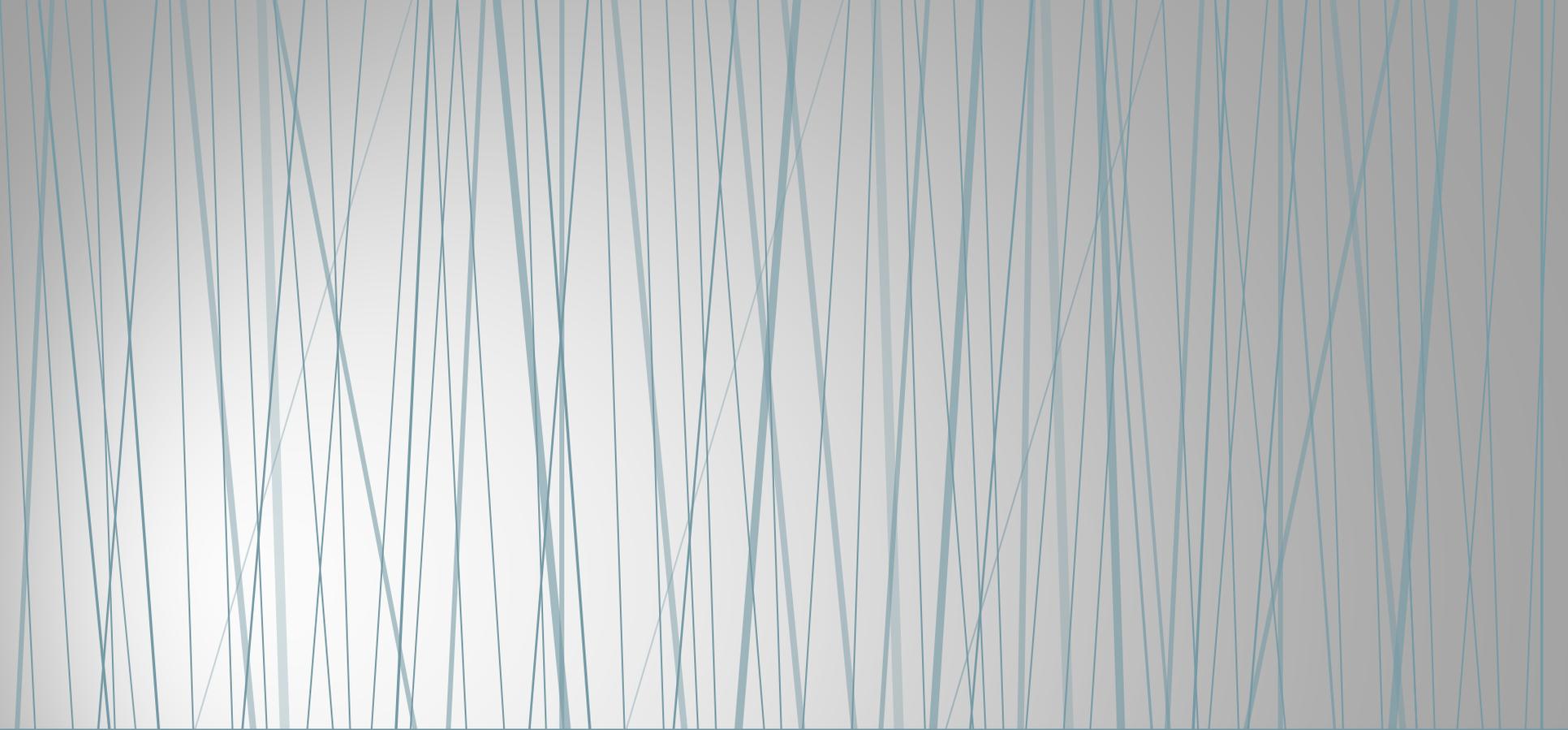
CA DIVERSE SPEND BY ETHNICITY

ETHNICITY OF MBE	2013	2014
AFRICAN AMERICAN	\$154 MILLION	\$173 MILLION
AMERICAN INDIAN	\$42 MILLION	\$39 MILLION
ASIAN/PACIFIC ISLANDER	\$277 MILLION	\$330 MILLION
LATINO/HISPANIC	\$111 MILLION	\$146 MILLION
MULTI-ETHNIC	\$10 MILLION	\$10 MILLION

2015 ISD SURVEY

DIVERSE SPEND BY INDUSTRY CATEGORY

INDUSTRY CATEGORY	2013 SPEND WITH CA DIVERSE SUPPLIERS	2014 SPEND WITH CA DIVERSE SUPPLIERS
ADVERTISING/MARKETING	\$57 MILLION	\$46 MILLION
FINANCIAL/INVESTMENT SERVICES	\$6 MILLION	\$12 MILLION
CLAIMS SERVICES	\$167 MILLION	\$199 MILLION
FACILITIES	\$441 MILLION	\$510 MILLION
HUMAN RESOURCES	\$69 MILLION	\$58 MILLION
INFORMATION TECHNOLOGY	\$115 MILLION	\$208 MILLION
LEGAL SERVICES	\$19 MILLION	\$24 MILLION
OFFICE SUPPLIES	\$3 MILLION	\$3 MILLION
PRINT SERVICES	\$21 MILLION	\$22 MILLION
PROFESSIONAL SERVICES	\$115 MILLION	\$138 MILLION
TELECOM	\$711,849	\$804,936.77
REAL ESTATE	\$4 MILLION	\$5 MILLION
TRAVEL/ENTERTAINMENT	\$3 MILLION	\$4 MILLION
OTHER	\$230 MILLION	\$287 MILLION

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GOAL 2: INCREASE DIVERSITY ON GOVERNING BOARDS

GOVERNING BOARD DIVERSITY



GOVERNING BOARD DIVERSITY SURVEY

TOTAL # BOARD MEMBERS
(OF 200+ INSURANCE COMPANIES):

1,153

BY GENDER

- **MEN: 81%**
- **WOMEN: 19%**

GOVERNING BOARD DIVERSITY SURVEY

TOTAL # BOARD MEMBERS
(OF 200+ INSURANCE
COMPANIES):

1,153

- **DISABLED VETERAN: 1**
- **PUBLICLY IDENTIFY AS LGBT: 4**

GOVERNING BOARD DIVERSITY SURVEY

OF 1,153 BOARD MEMBERS

83% CAUCASIAN (955)

6% AFRICAN AMERICAN (69)

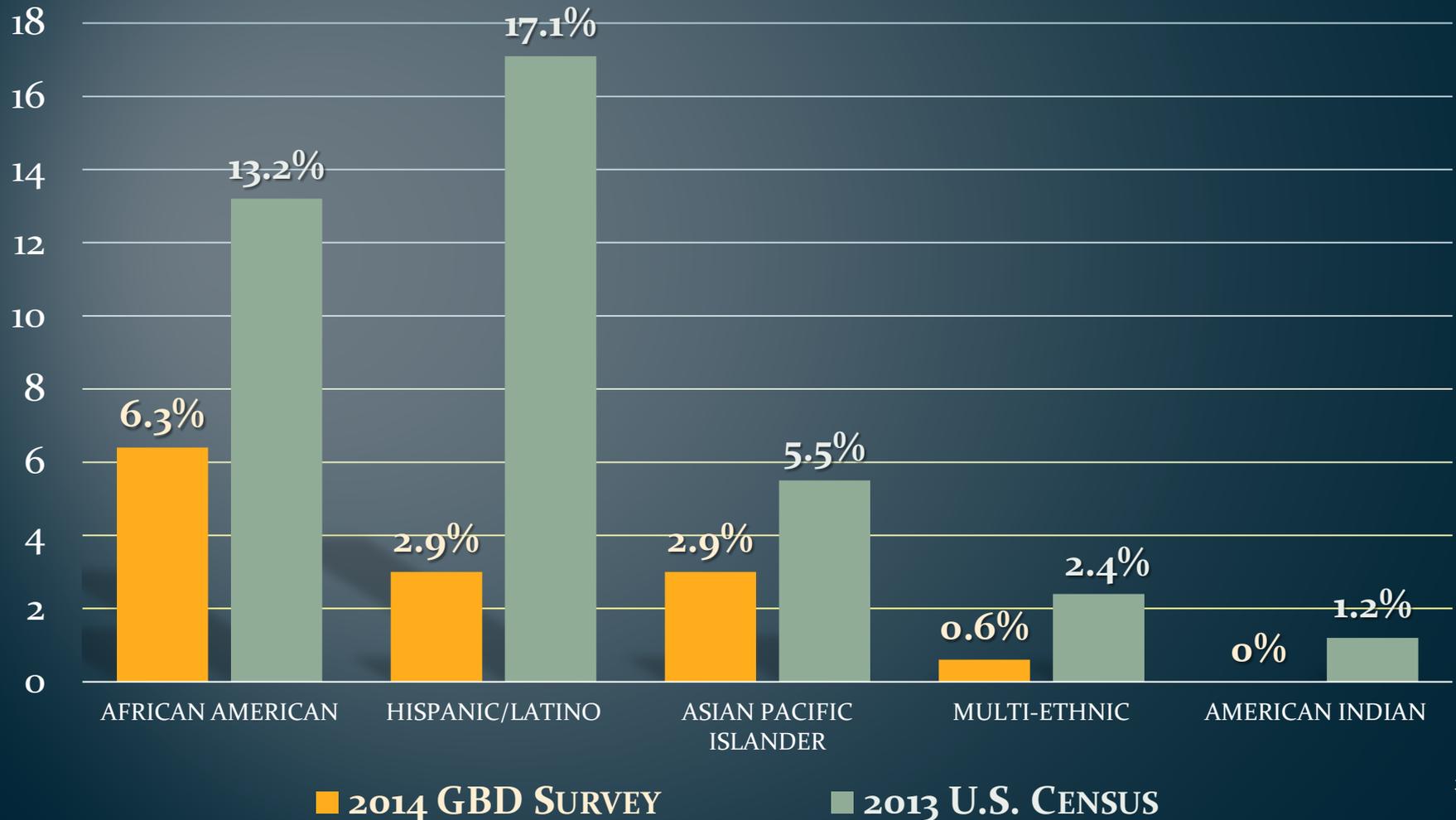
3% HISPANIC / LATINO (35)

3% ASIAN / PACIFIC ISLANDER (35)

1% MULTI-ETHNIC (12)

0% AMERICAN INDIAN

GOVERNING BOARD DIVERSITY SURVEY



GOVERNING BOARD DIVERSITY SURVEY

21 COMPANIES HAVE
ZERO WOMEN
ON THEIR GOVERNING BOARDS
(155 MEN, 0 WOMEN)

45 COMPANIES HAVE
ZERO PERSONS OF COLOR
ON THEIR GOVERNING BOARDS
(312 CAUCASIAN PERSONS,
0 PERSONS OF COLOR)

MULTISTATE INSURANCE DIVERSITY SURVEY

PARTICIPATING STATES:

CALIFORNIA
DISTRICT OF COLUMBIA
MINNESOTA
NEW YORK
OREGON
WASHINGTON

THRESHOLD:

ALL INSURANCE COMPANIES WITH \$300 MILLION OR
MORE IN WRITTEN PREMIUMS NATIONALLY

600+ COMPANIES = OVER 70% NATIONAL MARKET



CA DEPARTMENT OF INSURANCE RESOURCES

For more information:

[HTTP://WWW.INSURANCE.CA.GOV/DIVERSITY](http://www.insurance.ca.gov/diversity)

Contact:

[DIVERSITY@INSURANCE.CA.GOV](mailto:diversity@insurance.ca.gov)

THANK YOU!