

**DEPARTMENT OF INSURANCE**

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**CDI INSURANCE DIVERSITY TASK FORCE (IDTF)  
3rd QUARTERLY MEETING MINUTES****Monday, August 1, 2016****10:00 a.m. – 12:00 p.m.****California Department of Insurance  
300 Capitol Mall, Sacramento, CA 95814****I. Welcome – Task Force Chair Melanie Shelby**

- A. Task Force Roll Call – CDI staff, Rebecca Ball
- B. Attendee Introductions
- C. 2<sup>nd</sup> Quarterly Minutes– No quorum, continued the meeting in advisory mode and agenda order changed.
- D. Quorum reached after agenda item 5 was discussed.

**II. Staff Briefing****A. Multistate Insurance Diversity Survey**

- i. Melanie Ramil – More than 600 insurers are required to report. The completed survey is due September 1 and a thirty-day extension is available by emailing MIDS. The public report will be accessible through the MIDS portal on December 1. Users will have the ability to search individual and group reports by name or aggregate data for the various fields. The survey results will be presented at the 2016 Summit. CDI is currently working on the ability to export data into Excel.
- ii. Chris Shultz – CDI is diligently working with the other states regarding the authority issue.
- iii. Chair Shelby, Members Peinado and Morales requested a recap of tech calls. Melanie Ramil shared MIDS webpage for resource documents, including those used on tech calls. FAQ's are updated with actual questions from calls to cover everything.

**B. 2016 Insurance Diversity Summit**

- i. Melanie Ramil – The 2016 Summit will be hosted at CSULA and SMA will be the match making contractor again. Insurers will be able to select their own matches and a space for informal networking will be available. A pre-Summit webinar will take place for both insurers and diverse businesses. CDI will present 2016 MIDS results at the Summit. We will continue to hold regular planning meetings with the Task Force members to develop the Summit agenda.
- ii. Once the survey results are in, the Task Force will be asked to nominate and vote on award winners. The agenda will mirror last year's Summit - with afternoon breakout sessions: Insurers Only, B2B and the Governing Board Roundtable (Scott and Linda). A sponsor sheet is posted on the CDI website and it is accessible in various places to cover food and beverage costs (The Department cannot cover these costs). The cap for sponsorships is \$6K and sponsors cannot have any affiliation or formal relationship with CDI. Once sponsorship is accepted the sponsors' logo will be posted on the IDI website, registration page, monthly newsletter, Summit Sponsor Board. The deadline is September 30<sup>th</sup>.

**C. IDI Education Plan**

- i. Melanie Ramil – There are 3 components to the plan
  - The IDTF Report
  - Legislative Caucus Meetings
  - 2017 Task Force 1<sup>st</sup> Quarterly Meeting at the Capitol
- ii. Robin Billups – (Joined the meeting via teleconference and a quorum was reached.)

- D. **Approve: 2016 2<sup>nd</sup> Quarterly Minutes** – 2<sup>nd</sup> Quarter IDTF Minutes were unanimously approved by the members.

### III. 3<sup>rd</sup> Quarterly Task Force Discussion

#### A. **Adding agents and brokers as industry category to charts section of MIDS**

- i. Chair Shelby - recapped the 2<sup>nd</sup> Quarterly meeting and how to capture expertise and experience in diversity. Supplier Diversity Committee met in April and discussed an online resource guide for insurers; including who would create it, use it, and what it may look like.
- ii. Melanie Ramil – Should agents and brokers become a new category? Commissioner Jones would like to explore the issue.
- iii. Chris Shultz – CDI has a Community Report on underserved communities that tracks if offices exist in certain zip codes. These are predominantly minority communities with greater than 2/3 minority populations. Do we want to capture if insurers have agents and offices in these areas?
- iv. Michael Keeley – Some companies use captive agents, but a fine line exists for independents and whether they are contractors or employees. It's a good idea to track how much is spent in these communities. Most captive agents don't have certification, but most brokers have multiple certifications.
- v. Sal Peinado, Jr. and Robin Billups – Do not support it. The focus should be on procurement. Adding agents and brokers will confuse the purpose of the initiative.
- vi. Chair Shelby – Mark, how does NGLCC address the certification process?
- vii. Mark Morales – Some have certifications, but can't use it. The insurance industry doesn't track it, but if they did, more will be certified. For agents there is no purpose.
- viii. Randy Sinnott – Brokers don't spend as much as insurance companies and it is not useful to track. If certified, we can track insurance companies' spend.
- ix. Vice-Chair Akutagawa – Regarding underserved communities, why add agents and brokers if we already get data other ways. How to better impact these communities, just because there are brokers there, does that really impact the community? It is too complicated.
- x. Chair Shelby – I see both sides of the issue, is there an economic value?
- xi. Robin Billups – What is the Task Force Mission? We should follow the dollars and cents and stay focused on procurement.
  - No decision made on adding categories.

### IV. Discussion and Vote

#### A. **Insurance Diversity Initiative Report**

- Melanie Ramil – No Vote. The Task Force needs to review report. Comments regarding the draft are due August 12<sup>th</sup>.

### VI. Task Force Members Updates

- A. Report by Michael Keeley – Insurance Governance Diversity Workshop (07/22/16)
  - i. Michael Keeley – Provided overview of the workshop. Looked at other industry board diversity and discussed how to develop a program.
- B. Upcoming Events
  - i. Mark Morales – Melanie Ramil and Mark will be presenting at NGLCC to insurers.
  - ii. Melanie Ramil - Next Quarterly Meeting Date – Thursday, October 20, 2016, from 10 AM – 12 PM (PST)

### VII. Next Steps and Adjourn

- C. Chair Shelby – IDTF report comments are due by August 12.
  - i. Motion to Adjourn.
    - Approved. Adjourned.