

**DEPARTMENT OF INSURANCE**

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**CDI INSURANCE DIVERSITY TASK FORCE (IDTF)  
1<sup>st</sup> QUARTERLY MEETING MINUTES**

**Thursday, March 28, 2019  
10:00 a.m. – 12:00 p.m. PST  
California Department of Insurance  
300 Capitol Mall, Sacramento, CA 95814**

**I. Housekeeping– Task Force Chair Sal Peinado, Jr**

- A. Task Force Roll Call – CDI staff, Rebecca Ball.**
- i. Quorum Met. Task Force Members Present:**
- (Located in Sacramento) Imelda Alejandrino, Salvador (Sal) Peinado, Jr.;
  - (Located in Los Angeles) Beverly Cole, Mark Morales, Randolph Sinnott;
  - (Located in San Francisco) Jay Greene;
  - (Via Phone) Linda Akutagawa, Scott Diener, Cecil Plummer, Dawn Marchand.
- B. 2018 IDTF 4<sup>th</sup> Quarterly Meeting Minutes – Mark Morales moved to approve the minutes. Beverly Cole seconded the motion. With 10 Ayes, 0 Nays, 0 Abstentions, the Minutes were approved.**
- C. Guest Introductions – (In-Person) Melissa Gear Legislative Office (CDI-Sac), Anthony Wes-Tech Environmental (CDI-Sac); (Via Phone) Joy Wong - New York Life, Matt Akin - Association of CA Life & Health, James Cardenas - National Veteran Business Development Council (NVBDC), Karen Clark - BlueShield of CA, Gabriella Morioka - Automobile Club of California, Wayne Shanks - United States Automobile Association (USAA)**

**II. Insurance Diversity Initiative - Welcome**

- A. Announcement –**
- i. Sal Peinado, Jr, IDTF Chair – Welcomed gathered attendees.**
- ii. Amorette Yang, CDI – Gave remarks on behalf of Commissioner Lara indicating his excitement in working with the task force towards achieving greater supplier and governing board diversity in the insurance industry, and sponsoring Senate Bill (SB) 534 that was introduced by the author, CA Senator Steven Bradford on February 21, 2019.**

**III. Insurance Diversity Initiative Updates**

- A. New Logo**
- i. Chandara Phanachone, CDI – Introduced the new Insurance Diversity logo developed by Uptown Studios, a woman- and LGBT-owned business enterprise located in Sacramento, CA. Discussed the themes of the logo, and how it will be used in all marketing and branding materials for the Initiative.**
- B. 8th Annual Insurance Diversity Summit Planning**
- i. Chandara Phanachone, CDI – Updated the task force that the 8<sup>th</sup> Annual Insurance Diversity Summit will be held in the Fall of 2019 in San Francisco. Reiterated the date is to be decided, but we make every attempt to have the date not coincide with the timing of other major diversity conferences.**

### **C. 2019 Legislation – Senate Bill 534**

- i. Amorette Yang, CDI – Provided an overview of Senate Bill (SB) 534, which is currently sponsored by Commissioner Lara and authored by Senator Steven Bradford who introduced this legislation in February 2019. As an extension of the original insurance supplier diversity bill (AB 53), SB 534 focuses on supplier and governing board diversity and seeks to:
  - Require insurance companies to report on their supplier diversity and governing board diversity efforts
  - Expand the diverse supplier categories to include LGBT and veteran-owned businesses
  - Codify the Insurance Diversity Task Force, an advisory board for the Commissioner and Department
- ii. Shared the Insurance Committee hearing will occur April 10<sup>th</sup> followed by the Judiciary Committee Hearing on April 23<sup>rd</sup>. Yang also informed the task force that an email will come shortly outlining instructions on how to submit a letter of support for SB 534.
- iii. Melissa Gear, CDI – Added letters of support are due prior to 5pm one week before each committee hearing date, and reminded the task force that all members as well as diversity stakeholders are encouraged to attend and offer their support in person.
- iv. Sal Peinado Jr., IDTF – Asked about the legislative timeline for SB 534.
- v. Melissa Gear, CDI – Specified that should SB 534 pass both Senate and Assembly, the bill will need to be signed by the Governor. This will delay final passage until September or October of 2019.
- vi. Sal Peinado Jr., IDTF – Asked about SB 534's impact to the timing of the Department's Multistate Insurance Diversity Survey (MIDS).
- vii. Amorette Yang, CDI – Shared that the administration of MIDS is still under consideration, and a final decision has not been made.
- viii. Jay Greene, IDTF – Shared that the Golden Gate Business Association (GGBA) will be providing a letter of support for SB 534.

### **D. Supplier & Governing Board Diversity Resources**

- i. Rebecca Ball, CDI – Shared the updated resource page for GBD, and noted the ISD resource page is forthcoming.
- ii. Chandara Phanachone, CDI – Added the governing board diversity case studies are completed and forthcoming, and that the upcoming supplier diversity case studies will focus on a couple of champion insurance companies with the goal of providing insights and resources to support the creation and sustainability of other insurer supplier diversity programs.

## **IV. Task Force Members Updates**

### **A. Task Force Advisory Groups**

- i. Sal Peinado Jr., IDTF – Shared that he wants to focus on building momentum after task force meetings. Wants subcommittees to start focusing on producing work product to support supplier diversity, such as diverse supplier case studies, or identifying who are the key drivers of California diverse spend. .
- ii. Beverly Cole, IDTF – Asked a question about Tier 1 spend versus Tier 2 spend when identifying insurers who are driving California diverse spend.
- iii. Sal Peinado Jr., IDTF – Provide clarification that Tier 1 would be the focus when identifying diverse supplier opportunities.
- iv. Imelda Alejandrino, IDTF – Asked if MIDS identifies insurers with supplier diversity programs, or insurers who plan on creating a supplier diversity program. Suggested focus on identifying insurer opportunities should be concerned with those who have, or planning on having a diverse supplier program. Also shared that events held at Insurance companies seem (anecdotally) to drive better engagement by other insurers and diverse business.
- v. Sal Peinado Jr., IDTF – Offered the reminder to task force members to recommend resources to the Commissioner for consideration on the IDI's resource page.
- vi. Linda Akutagawa, IDTF – Shared the National Association of Corporate Directors has a Northern California chapter that might be a potential partner for the Insurance Diversity Initiative.
- vii. Dawn Marchand, IDTF – Supplier diversity subcommittees need to focus connecting smaller diverse suppliers with primes as a way to circumvent the problem that diverse suppliers just don't have capacity or scale to contact directly with insurers.

### **B. Past & Upcoming Events**

- i. Chandara Phanachone, CDI – Shared Greenlining's 26<sup>th</sup> Annual Economic Summit, "Reclaiming Our Time," on April 26<sup>th</sup>. This year will feature an all new equity lab – a skill based interactive sessions to further social equality.

- ii. Chandara Phanachone, CDI – Shared the National Association of Women Business Owner’s (NAWBO’s) 2019 Propel Conference, “Choosing to Own it,” from April 28-30<sup>th</sup>. Will feature a WBO to WBO matchmaking session to highlight the importance of doing business with other diverse businesses.
- iii. Chandara Phanachone, CDI – Announced CalPERS/CalSTRS upcoming Diversity Forum event from June 10-11. Will share the business case for diversity, and the state of diversity within the investment community.
- iv. Jay Greene, IDTF – Announced a GGBA invitation only event on May 5<sup>th</sup> for Architecture and construction businesses.
- v. Cecil Plummer, IDTF – Reminded task force of upcoming Western Regional Minority Supplier Development Council (WRMSDC) WRMSDC May 2<sup>nd</sup> event, “Mission Possible.”
- vi. Cecil Plummer, IDTF – Attended WRMSDC’s, “Prime Time” on March 21, 2019. Focus of event was on importance of diverse businesses securing contracts from each other. Shared the fact that only 10% of DBE’s get contracts with an external corporation.
- vii. Cecil Plummer, IDTF – Attended WRMSDC’s annual event from December 2018, “Following our North Star.” The event was to celebrate the accomplishments of firm’s supplier diversity programs. Sal Peinado Jr was awarded the 2018 Paragon Award for volunteering his time as a board member and Treasurer of WRMSDC.
- viii. Jay Greene, IDTF – Hosted the Golden Gate Business Association event, “Power Lunch V.” As a *keynote guest speaker*, Commissioner Lara, welcomed the crowd as the 1<sup>st</sup> openly LGBTQ+ statewide-elected official, extolling his commitment to the LGBTQ+ community and discussed how the Department’s Insurance Diversity Initiative positively impacts diverse communities.
- ix. Mark Morales, IDTF – Hosted the Western Business Alliance event, “Setting the LGBT Economic Agenda.” Over 400 attendees went to the event. Mark did a panel on creating influence and success. Shared success story of Kaiser meeting 61 diverse business enterprises to bring into the supplier diversity program.
- x. Imelda Alejandrino, IDTF – Attended the event, “Speaking to Influence and Change Hearts and Minds.” The focus was on promoting the voices of women in leadership. Imelda hosted a panel on how to improve business pitches by finding emotional triggers to get audience engagement.
- xi. James Cardenas, NVBDC – Announced during public comment the 4<sup>th</sup> annual Federal Reserve matchmaking for veteran-owned businesses on Nov 5-6 in Columbus, OH.
- xii. Anthony, Wes-Tech Environmental – Shared an area for improvement with the Summit sponsorship process.
- xiii. Cecil Plummer, IDTF – Announced a new stadium for Oakland is an opportunity for diverse suppliers. Shared that he is working to get diverse businesses a seat at the table by advocating for language to be included in the bidding agreement that a percent of the contract work must be done by certified diverse businesses.
- xiv. Chandara Phanachone, CDI – Thank you for these announcements.

**C. Other Announcements**

- i. Mark Morales, IDTF – Asked the status on reappointments to the task force.
- ii. Chandara Phanachone, CDI – Indicated Commissioner is still in the process of finalizing Task Force appointments for 2019, and that we are thankful for the interest in serving on the Task Force.

**V. Next Steps and Adjourn**

**A. Contact us: [diversity@insurance.ca.gov](mailto:diversity@insurance.ca.gov)**

- i. Rebecca Ball, CDI – Discussed process of electing the next chair and vice chair of the task force. Traditionally, elections occur prior to the 2<sup>nd</sup> Quarterly Task Force Meeting.

**B. Next Meeting: June 5, 2019**

- i. Sal Peinado, Jr, IDTF Chair – Moved to adjourn.
- ii. Mark Morales – 1<sup>st</sup> the motion.
- iii. Beverly Cole – 2<sup>nd</sup> the motion.