



# 2018 MULTISTATE INSURANCE DIVERSITY SURVEY

## PART 1: GOVERNING BOARD DIVERSITY

1. Provide the name of the company with the public, U.S.-based Board of Directors that represents the ultimate controlling party of the insurance group: \_\_\_\_\_
  
2. How many people:
  - a) Serve on this Board of Directors? \_\_\_\_
  - b) Of those in "a)," how many identify as:
    - i. Women \_\_\_\_
    - ii. Men \_\_\_\_
  - c) Of those in "a)," how many:
    - i. Are Disabled Veterans? \_\_\_\_
    - ii. Publicly Identify as LGBT (Lesbian, Gay, Bisexual, and/or Transgender)? \_\_\_\_
  - d) Of those in "a)," how many identify as:
    - i. American Indian? \_\_\_\_
    - ii. African American? \_\_\_\_
    - iii. Asian Pacific Islander? \_\_\_\_
    - iv. Hispanic / Latino? \_\_\_\_
    - v. Multi-Ethnic? \_\_\_\_
    - vi. Caucasian? \_\_\_\_
    - vii. Other; specify: \_\_\_\_\_
  
3. Of the board members in Question 2 sections B, C, and D, who identified as Women, Disabled Veteran, LGBT, or non-Caucasian, how many:
  - a) Currently serve as an officer of the corporation? \_\_\_\_
    - i. Check all positions currently held by these board members below:
      - Chief Executive Officer (CEO)
      - Chief Financial Officer (CFO)
      - Chief Operations Officer (COO)
      - Chairperson of the Board
      - President
      - Secretary
      - Treasurer
      - Director
      - Other; please specify: \_\_\_\_\_
  - b) Currently serve as the chair on one of the board committees? \_\_\_\_
    - i. Check all committees currently chaired by these board members below:

- Audit
- Compensation
- Finance
- Nominating & Corporate Governance
- Regulator, Compliance, & Governing Affairs
- Other; please specify: \_\_\_\_\_

4. Do governing board members serve under term limits?

- Yes                       No

**If yes**, provide:

- Number of years per term: \_\_\_\_\_year(s)
- Maximum number of terms a member may serve on this board: \_\_\_\_\_term(s)

**If no**, provide the average number of years served by the current governing board: \_\_\_\_

5. Does the mission statement of the governing board and /or any of its committees include the goal of increasing and / or improving diversity on the company's governing board?

- Yes                       No

**If yes**, indicate where this language can be found and share below the mission statement language:

\_\_\_\_\_

6. When assessing prospective board members, is diversity one of the attributes used within the formal evaluation criteria by the nominating committee and by the board?

- Yes                       No

**If yes**, is a benchmark percentage of diverse candidates set to be considered or interviewed for open board member positions?

**If yes**, enter benchmark percentage

7. Were there any new board member vacancies in the past 3 years?

**If yes**,

- What percentage of candidates considered were diverse?
- What percentage of candidate interviewed were diverse?

8. Does your company actively engage in outreach efforts to diversify your board? This can include outreach efforts that are ongoing or intermittent as vacancies arise.

- Yes                       No

**If yes**:

a) Check all outreach and communication practices in which your company engages below:

**EVENTS** – seminars, meet-and-greets, trainings, etc.

- Attend meet-and-greets to scout potential members
- Host seminar on how to get on corporate boards

Share the name of an event you attended / hosted that has best guided and / or influenced growth of your governing board diversity efforts: \_\_\_\_\_

**MEDIA** – advertising, announcements, interviews, etc.

- Traditional media (newspaper, television commercial, etc.)
- Ethnic media outlets
- Letters to diverse organizations, chambers of commerce, etc.
- Recruitment brochures
- Social media; please specify: \_\_\_\_\_
- Trade publications

Share the name of a media group or outlet that has best guided and / or influenced growth of your governing board diversity efforts: \_\_\_\_\_

**ORGANIZATIONS** – membership, affiliation, sponsorship, etc.

- Member of ethnic chamber of commerce
- Member/affiliate of other organization, please specify: \_\_\_\_\_

Share the name of an organization that has best guided and / or influenced growth of your governing board diversity efforts: \_\_\_\_\_

**PROGRAMS & RESOURCES** – search firms, mentorship, training, locator, etc.

- Assemble internal board development team
- Manage and run a governing board diversity mentorship program (in-house)
- Participate in a governing board diversity mentorship program
- Operate a website dedicated to governing board diversity efforts

Provide link here: \_\_\_\_\_

- Retain executive search firm(s) specializing in placing diverse candidates
- Technical assistance / training program for diverse candidates

Share the name of a program(s) or resource(s) checked above that has best guided and / or influenced growth of your governing board diversity efforts: \_\_\_\_\_

**OTHER**, please specify: \_\_\_\_\_

- b) Explain how, and to what extent, these strategies and practices have been successful in establishing relationships with diverse candidates for board positions: \_\_\_\_\_

9. Additional Comments: \_\_\_\_\_

## PART 2: NARRATIVE – INSURER SUPPLIER DIVERSITY

1. Does your company / group have a **supplier diversity policy statement**?

- Yes
- No, but will be creating one within the next 12 months
- No

*A supplier diversity policy statement is any language that refers to the company's / group's policies in regards to supplier diversity, with the goal of procuring goods and services from diverse businesses.*

**If yes**, provide the supplier diversity policy statement below: \_\_\_\_\_

- Provide a list of all documents in which the statement can be found (i.e. website, company / group report, board charter, etc.): \_\_\_\_\_
- *If the statement is available online, provide link here:* \_\_\_\_\_

**If no, but will be creating one within the next 12 months,** provide a timeline for when your company / group expects the policy statement to be completed and any other details available at this time (i.e. policy language, policy creation team, etc.): \_\_\_\_\_

**If no,** please explain why: \_\_\_\_\_

2. Does your company / group have a **supplier diversity program**?

- Yes
- No, but will be creating one within the next 12 months
- No

*A supplier diversity program is any formal plan and / or structure that has been setup specifically for the company / group to implement its supplier diversity policy statements.*

**If yes,** provide an overview of the program: \_\_\_\_\_

**If no, but will be creating one within the next 12 months,** provide a timeline for when your company / group expects the program to begin and any other details available at this time (i.e. program plan, program director, etc.): \_\_\_\_\_

**If no,** please explain why: \_\_\_\_\_

3. Does your company / group conduct outreach specifically to diverse businesses?  Yes  No

**If yes,** respond to parts **a, b, c, and d** below.

- a. Share all company / group outreach and communication strategies and practices that are conducted specifically to diverse businesses: \_\_\_\_\_
- b. Share any outreach and communication strategies and practices about supplier diversity conducted internally to company / group employees: \_\_\_\_\_
- c. Check below all outreach and communication practices in which your company / group engages:

**EVENTS** – seminars, meet-and-greets, summits, etc.

- Host matchmaking
- Host supplier diversity events
- Internal Awards Program
- Participate in matchmaking
- Participate in supplier diversity events
- Sponsor matchmaking
- Sponsor supplier diversity events
- None

Share the name of an event you attended / hosted that has best guided and / or influenced growth of your supplier diversity efforts: \_\_\_\_\_

**MEDIA** – advertising, announcements, interviews, webinars, etc.

- Traditional media (newspaper, television commercial, etc.)
- Ethnic media outlets
- Social media; please specify: \_\_\_\_\_
- Trade publications
- None

Share the name of a media group or outlet that has best guided and / or influenced growth of your supplier diversity efforts: \_\_\_\_\_

**ORGANIZATIONS** – membership, affiliation, sponsorship, etc.

- Member of a certification agency
- Member of ethnic chamber of commerce
- Member/affiliate of other organization, please specify: \_\_\_\_\_
- None

Share the name of an organization that has best guided and / or influenced growth of your supplier diversity efforts: \_\_\_\_\_

**PROGRAMS** – mentorship, training, locator, etc.

- Diverse supplier registration portal member
- Manage and run a supplier diversity mentorship program (in-house)
- Participate in a diversity mentorship program
- Subscription to supplier locator or 3<sup>rd</sup> party service that identifies supplier diversity
- Operate a website dedicated to supplier diversity  
Provide link here: \_\_\_\_\_
- Technical assistance / training program for diverse suppliers
- None

Share the name of a program that has best guided and / or influenced growth of your supplier diversity efforts: \_\_\_\_\_

**OTHER**, please specify: \_\_\_\_\_

d. Explain how, and to what extent, these strategies and practices have been successful in establishing relationships with diverse businesses: \_\_\_\_\_

- 4. Does your company / group require and / or encourage procurement with Veteran Owned Business Enterprises (VOBEs)? Yes No
- 5. Does your company / group require and / or encourage procurement with Disabled Owned Business Enterprises (DOBEs)? Yes No
- 6. Does your company / group require and/or encourage its primary suppliers to subcontract with diverse businesses? Yes No

**If yes:**

- a. Do you track procurement spend with Tier 2 diverse suppliers? Yes No

b. Please explain: \_\_\_\_\_

7. Does your company / group set internal targets or goals in regards to its supplier diversity statement and / or program? Yes No

**If yes, explain:** \_\_\_\_\_

8. Describe in detail any updates, progress, and / or best practices established by your company / group with regards to supplier diversity; include any awards or recognition received for supplier diversity work:  
\_\_\_\_\_

9. Additional Comments: \_\_\_\_\_

10. Provide the most accurate and direct information for the primary, secondary, and general points of contact for your company / group's supplier diversity operations for interested diverse business enterprises:

**Primary** – Name, Title, Phone Number, Email, Physical Address

**Secondary** – Name, Title, Phone Number, Email, Physical Address

**General (optional)** – Name, Title, Phone Number, Email, Physical Address



# 2018 MULTISTATE INSURANCE DIVERSITY SURVEY

State of California - District of Columbia  
 State of New York - State of Oregon - State of Washington

## CHARTS - INSURER SUPPLIER DIVERSITY NATIONAL

**TABLE 1 TOTAL PROCUREMENT**

Total Procurement Spend (\$)															
	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
TOTAL															

**TABLE 2A WOMEN BUSINESS ENTERPRISES (WBE)**

Total Diverse Spend (\$)															
	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
TOTAL															

**TABLE 2B WOMEN BUSINESS ENTERPRISES (WBE)**

Total Dollars in Contracts Signed (\$)															
	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
TOTAL															

**TABLE 2C WOMEN BUSINESS ENTERPRISES (WBE)**

Total Number of Unique Paid Suppliers (#)															
	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
<\$50k															
>= \$50k but < \$100k															
>= \$100k but < \$500k															
>= \$500k but < \$1M															
>= \$1M but < \$5M															
>= \$5M but < \$10M															
>= 10M															
TOTAL															

**TABLE 3A MINORITY BUSINESS ENTERPRISES (MBE)**

Total Diverse Spend (\$)															
	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
TOTAL															

**TABLE 3B MINORITY BUSINESS ENTERPRISES (MBE)**

Total Dollars in Contracts Signed (\$)															
	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
TOTAL															

**TABLE 3C MINORITY BUSINESS ENTERPRISES (MBE)**

Total Number of Unique Paid Suppliers (#)															
	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
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>= \$1M but < \$5M															
>= \$5M but < \$10M															
>= 10M															
TOTAL															

**TABLE 3D MINORITY BUSINESS ENTERPRISES (MBE)**

Total Diverse Spend (\$) by Ethnicity															
	(a) African American	(b) Asian/Pacific Islander	(c) Latino/Hispanic	(d) American Indian	(e) Multi-Ethnic	TOTAL									
TOTAL															

**TABLE 4A DISABLED VETERAN BUSINESS ENTERPRISES (DVBE)**

Total Diverse Spend (\$)															
	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
TOTAL															

**TABLE 4B DISABLED VETERAN BUSINESS ENTERPRISES (DVBE)**

Total Dollars in Contracts Signed (\$)															
	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
TOTAL															



# 2018 MULTISTATE INSURANCE DIVERSITY SURVEY

State of California · District of Columbia  
State of New York · State of Oregon · State of Washington

## CHARTS - INSURER SUPPLIER DIVERSITY NATIONAL

**TABLE 4C DISABLED VETERAN BUSINESS ENTERPRISES (DVBE)**  
Total Number of Unique Paid Suppliers (#)

	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
<\$50k															
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>= \$500k but < \$1M															
>= \$1M but < \$5M															
>= \$5M but < \$10M															
>= \$10M															
<b>TOTAL</b>															

**TABLE 5A LESBIAN, GAY, BISEXUAL, TRANSGENDER BUSINESS ENTERPRISES (LGBTBE)**  
Total Diverse Spend (\$)

	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
<b>TOTAL</b>															

**TABLE 5B LESBIAN, GAY, BISEXUAL, TRANSGENDER BUSINESS ENTERPRISES (LGBTBE)**  
Total Dollars in Contracts Signed (\$)

	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
<b>TOTAL</b>															

**TABLE 5C LESBIAN, GAY, BISEXUAL, TRANSGENDER BUSINESS ENTERPRISES (LGBTBE)**  
Total Number of Unique Paid Suppliers (#)

	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
<\$50k															
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>= \$500k but < \$1M															
>= \$1M but < \$5M															
>= \$5M but < \$10M															
>= \$10M															
<b>TOTAL</b>															

**TABLE 6A MULTI CERTIFIED BUSINESS ENTERPRISES (MCBE)**  
Total Diverse Spend (\$)

	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
<b>TOTAL</b>															

**TABLE 6B MULTI CERTIFIED BUSINESS ENTERPRISES (MCBE)**  
Total Dollars in Contracts Signed (\$)

	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
<b>TOTAL</b>															

**TABLE 6C MULTI CERTIFIED BUSINESS ENTERPRISES (MCBE)**  
Total Number of Unique Paid Diverse Suppliers (#)

	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
<\$50k															
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>= \$5M but < \$10M															
>= \$10M															
<b>TOTAL</b>															



# 2018 MULTISTATE INSURANCE DIVERSITY SURVEY

State of California - District of Columbia  
State of New York - State of Oregon - State of Washington

## CHARTS - INSURER SUPPLIER DIVERSITY NATIONAL

**TABLE 6D MULTI CERTIFIED BUSINESS ENTERPRISES (MCBE)**  
Total Diverse Spend (\$) by Ethnicity

	(a) African American	(b) Asian/Pacific Islander	(c) Latino/Hispanic	(d) American Indian	(e) Multi-Ethnic	TOTAL
<b>TOTAL</b>						

**TABLE 6E MULTI CERTIFIED BUSINESS ENTERPRISES (MCBE)**  
Number of Multi-Certified Business Enterprises by Certification Combination (#)

	TOTAL
WBE / MBE	
WBE / DVBE or VOB	
WBE / LGTBE	
MBE / DVBE or VOB	
MBE / LGTBE	
DVBE or VOB / LGTBE	
WBE / MBE / DVBE or VOB	
WBE / MBE / LGTBE	
WBE / DVBE or VOB / LGTBE	
MBE / DVBE or VOB / LGTBE	
WBE / MBE / DVBE or VOB / LGTBE	
<b>TOTAL</b>	

**TABLE 7A VETERAN OWNED BUSINESS ENTERPRISES (VOBE)**  
Total Diverse Spend (\$)

	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
<b>TOTAL</b>															

**TABLE 7B VETERAN OWNED BUSINESS ENTERPRISES (VOBE)**  
Total Dollars in Contracts Signed (\$)

	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
<b>TOTAL</b>															

**TABLE 7C VETERAN OWNED BUSINESS ENTERPRISES (VOBE)**  
Total Number of Unique Paid Suppliers (#)

	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
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>=\$1M but < \$5M															
>=\$5M but < \$10M															
>=\$10M															
<b>TOTAL</b>															

**SUMMARY OF PROCUREMENT SPEND**

1. Total Diverse Spend (\$)	
2. Total Procurement Spend (\$)	
% Diverse Spend	

**SUMMARY BY CERTIFICATION**

	Total Diverse Spend (\$)	Total Dollars in Contracts Signed (\$)	Total Number of Unique Paid Suppliers (#)
WBE			
MBE			
DVBE			
LGBTBE			
MCBE			
VOBE			
<b>TOTAL</b>			



# 2018 MULTISTATE INSURANCE DIVERSITY SURVEY

State of California - District of Columbia  
 State of New York - State of Oregon - State of Washington

## CHARTS - INSURER SUPPLIER DIVERSITY NATIONAL

### SUMMARY BY INDUSTRY CATEGORY

	Total Procurement Spend Overall (\$)	Total Diverse Spend (\$)	Total Dollars in Contracts Signed (\$)	Total Number of Unique Paid Suppliers (#)
Advertising/Marketing				
Financial/Investment Services				
Claims Services				
Facilities				
Human Resources				
Information Technology				
Office Supplies				
Print Services				
Professional Services				
Telecom				
Real Estate				
Travel/Entertainment				
Legal Services				
Other				
<b>TOTAL</b>				

### SUMMARY BY ETHNICITY

	African American	Asian Pacific Islander	Latino/Hispanic	American Indian	Multi-Ethnic	TOTAL
Minority Business Enterprises						
Multi-Certified Business Enterprises						
<b>TOTAL</b>						

### MULTI CERTIFIED BUSINESS ENTERPRISES SUMMARY

	TOTAL
WBE / MBE	
WBE / DVBE or VOB	
WBE / LGTE	
MBE / DVBE or VOB	
MBE / LGTE	
DVBE or VOB / LGTE	
WBE / MBE / DVBE or VOB	
WBE / MBE / LGTE	
WBE / DVBE or VOB / LGTE	
MBE / DVBE or VOB / LGTE	
WBE / MBE / DVBE or VOB / LGTE	
<b>TOTAL</b>	



# 2018 MULTISTATE INSURANCE DIVERSITY SURVEY

State of California · District of Columbia  
State of New York · State of Oregon · State of Washington

## CHARTS - INSURER SUPPLIER DIVERSITY CALIFORNIA

**TABLE 1 TOTAL PROCUREMENT**

Total Procurement Spend (\$)															
	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
TOTAL															

**TABLE 2A WOMEN BUSINESS ENTERPRISES (WBE)**

Total Diverse Spend (\$)															
	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
TOTAL															

**TABLE 2B WOMEN BUSINESS ENTERPRISES (WBE)**

Total Dollars in Contracts Signed (\$)															
	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
TOTAL															

**TABLE 2C WOMEN BUSINESS ENTERPRISES (WBE)**

Total Number of Unique Paid Suppliers (#)															
	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
<\$50k															
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>= \$100k but < \$500k															
>= \$500k but < \$1M															
>= \$1M but < \$5M															
>= \$5M but < \$10M															
>= 10M															
TOTAL															

**TABLE 3A MINORITY BUSINESS ENTERPRISES (MBE)**

Total Diverse Spend (\$)															
	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
TOTAL															

**TABLE 3B MINORITY BUSINESS ENTERPRISES (MBE)**

Total Dollars in Contracts Signed (\$)															
	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
TOTAL															

**TABLE 3C MINORITY BUSINESS ENTERPRISES (MBE)**

Total Number of Unique Paid Suppliers (#)															
	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
<\$50k															
>= \$50k but < \$100k															
>= \$100k but < \$500k															
>= \$500k but < \$1M															
>= \$1M but < \$5M															
>= \$5M but < \$10M															
>= 10M															
TOTAL															

**TABLE 3D MINORITY BUSINESS ENTERPRISES (MBE)**

Total Diverse Spend (\$) by Ethnicity						
	(a) African American	(b) Asian/Pacific Islander	(c) Latino/Hispanic	(d) American Indian	(e) Multi-Ethnic	TOTAL
TOTAL						

**TABLE 4A DISABLED VETERAN BUSINESS ENTERPRISES (DVBE)**

Total Diverse Spend (\$)															
	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
TOTAL															

**TABLE 4B DISABLED VETERAN BUSINESS ENTERPRISES (DVBE)**

Total Dollars in Contracts Signed (\$)															
	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
TOTAL															



# 2018 MULTISTATE INSURANCE DIVERSITY SURVEY

State of California · District of Columbia  
State of New York · State of Oregon · State of Washington

## CHARTS - INSURER SUPPLIER DIVERSITY CALIFORNIA

**TABLE 4C DISABLED VETERAN BUSINESS ENTERPRISES (DVBE)**  
Total Number of Unique Paid Suppliers (#)

	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
<\$50k															
>= \$50k but < \$100k															
>= \$100k but < \$500k															
>= \$500k but < \$1M															
>= \$1M but < \$5M															
>= \$5M but < \$10M															
>= 10M															
<b>TOTAL</b>															

**TABLE 5A LESBIAN, GAY, BISEXUAL, TRANSGENDER BUSINESS ENTERPRISES (LGBTBE)**  
Total Diverse Spend (\$)

	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
<b>TOTAL</b>															

**TABLE 5B LESBIAN, GAY, BISEXUAL, TRANSGENDER BUSINESS ENTERPRISES (LGBTBE)**  
Total Dollars in Contracts Signed (\$)

	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
<b>TOTAL</b>															

**TABLE 5C LESBIAN, GAY, BISEXUAL, TRANSGENDER BUSINESS ENTERPRISES (LGBTBE)**  
Total Number of Unique Paid Suppliers (#)

	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
<\$50k															
>= \$50k but < \$100k															
>= \$100k but < \$500k															
>= \$500k but < \$1M															
>= \$1M but < \$5M															
>= \$5M but < \$10M															
>= 10M															
<b>TOTAL</b>															

**TABLE 6A MULTI CERTIFIED BUSINESS ENTERPRISES (MCBE)**  
Total Diverse Spend (\$)

	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
<b>TOTAL</b>															

**TABLE 6B MULTI CERTIFIED BUSINESS ENTERPRISES (MCBE)**  
Total Dollars in Contracts Signed (\$)

	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
<b>TOTAL</b>															

**TABLE 6C MULTI CERTIFIED BUSINESS ENTERPRISES (MCBE)**  
Total Number of Unique Paid Suppliers (#)

	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
<\$50k															
>= \$50k but < \$100k															
>= \$100k but < \$500k															
>= \$500k but < \$1M															
>= \$1M but < \$5M															
>= \$5M but < \$10M															
>= 10M															
<b>TOTAL</b>															

**TABLE 6D MULTI CERTIFIED BUSINESS ENTERPRISES (MCBE)**  
Total Diverse Spend (\$) by Ethnicity

	(a) African American	(b) Asian/Pacific Islander	(c) Latino/Hispanic	(d) American Indian	(e) Multi-Ethnic	TOTAL
<b>TOTAL</b>						



# 2018 MULTISTATE INSURANCE DIVERSITY SURVEY

State of California · District of Columbia  
State of New York · State of Oregon · State of Washington

## CHARTS - INSURER SUPPLIER DIVERSITY CALIFORNIA

**TABLE 6E MULTI CERTIFIED BUSINESS ENTERPRISES (MCBE)**  
Number of Multi-Certified Business Enterprises by Certification Combination (#)

TOTAL	
WBE / MBE	
WBE / DVBE or VOB	
WBE / LGBTE	
MBE / DVBE or VOB	
MBE / LGBTE	
DVBE or VOB / LGBTE	
WBE / MBE / DVBE or VOB	
WBE / MBE / LGBTE	
WBE / DVBE or VOB / LGBTE	
MBE / DVBE or VOB / LGBTE	
WBE / MBE / DVBE or VOB / LGBTE	
TOTAL	

**TABLE 7A VETERAN OWNED BUSINESS ENTERPRISES (VOBE)**  
Total Diverse Spend (\$)

	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
TOTAL															

**TABLE 7B VETERAN OWNED BUSINESS ENTERPRISES (VOBE)**  
Total Dollars in Contracts Signed (\$)

	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
TOTAL															

**TABLE 7C VETERAN OWNED BUSINESS ENTERPRISES (VOBE)**  
Total Number of Unique Paid Suppliers (#)

	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
<\$50k															
>=\$50k but < \$100k															
>=\$100k but < \$500k															
>=\$500k but < \$1M															
>=\$1M but < \$5M															
>=\$5M but < \$10M															
>= 10M															
TOTAL															

**SUMMARY OF PROCUREMENT SPEND**

1. Total Diverse Spend (\$)	
2. Total Procurement Spend (\$)	
% Diverse Spend	

**SUMMARY BY CERTIFICATION**

	Total Diverse Spend (\$)	Total Dollars in Contracts Signed (\$)	Total Number of Unique Paid Suppliers (#)
WBE			
MBE			
DVBE			
LGBTE			
MCBE			
VOBE			
TOTAL			

**SUMMARY BY INDUSTRY CATEGORY**

	Total Procurement Spend Overall (\$)	Total Diverse Spend (\$)	Total Dollars in Contracts Signed (\$)	Total Number of Unique Paid Suppliers (#)
Advertising/Marketing				
Financial/Investment Services				
Claims Services				
Facilities				
Human Resources				
Information Technology				
Office Supplies				
Print Services				
Professional Services				
Telecom				
Real Estate				
Travel/Entertainment				
Legal Services				
Other				
TOTAL				



# 2018 MULTISTATE INSURANCE DIVERSITY SURVEY

State of California · District of Columbia  
 State of New York · State of Oregon · State of Washington

## CHARTS - INSURER SUPPLIER DIVERSITY CALIFORNIA

SUMMARY BY ETHNICITY						
	African American	Asian Pacific Islander	Latino/Hispanic	American Indian	Multi-Ethnic	TOTAL
Minority Business Enterprises						
Multi-Certified Business Enterprises						
<b>TOTAL</b>						

MULTI CERTIFIED BUSINESS ENTERPRISES SUMMARY	
	TOTAL
WBE / MBE	
WBE / DVBE or VOB	
WBE / LGBTE	
MBE / DVBE or VOB	
MBE / LGBTE	
DVBE or VOB / LGBTE	
WBE / MBE / DVBE or VOB	
WBE / MBE / LGBTE	
WBE / DVBE or VOB / LGBTE	
MBE / DVBE or VOB / LGBTE	
WBE / MBE / DVBE or VOB / LGBTE	
<b>TOTAL</b>	



# 2018 MULTISTATE INSURANCE DIVERSITY SURVEY

State of California · District of Columbia  
 State of New York · State of Oregon · State of Washington

## CHARTS - INSURER SUPPLIER DIVERSITY DISTRICT OF COLUMBIA

**TABLE 1 TOTAL PROCUREMENT**

Total Procurement Spend (\$)														TOTAL
	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other
TOTAL														

**TABLE 2A WOMEN BUSINESS ENTERPRISES (WBE)**

Total Diverse Spend (\$)														TOTAL
	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other
TOTAL														

**TABLE 2B WOMEN BUSINESS ENTERPRISES (WBE)**

Total Dollars in Contracts Signed (\$)														TOTAL
	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other
TOTAL														

**TABLE 2C WOMEN BUSINESS ENTERPRISES (WBE)**

Total Number of Unique Paid Suppliers (#)														TOTAL
	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other
<\$50k														
>= \$50k but < \$100k														
>= \$100k but < \$500k														
>= \$500k but < \$1M														
>= \$1M but < \$5M														
>= \$5M but < \$10M														
>= 10M														
TOTAL														

**TABLE 3A MINORITY BUSINESS ENTERPRISES (MBE)**

Total Diverse Spend (\$)														TOTAL
	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other
TOTAL														

**TABLE 3B MINORITY BUSINESS ENTERPRISES (MBE)**

Total Dollars in Contracts Signed (\$)														TOTAL
	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other
TOTAL														

**TABLE 3C MINORITY BUSINESS ENTERPRISES (MBE)**

Total Number of Unique Paid Suppliers (#)														TOTAL
	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other
<\$50k														
>= \$50k but < \$100k														
>= \$100k but < \$500k														
>= \$500k but < \$1M														
>= \$1M but < \$5M														
>= \$5M but < \$10M														
>= 10M														
TOTAL														

**TABLE 3D MINORITY BUSINESS ENTERPRISES (MBE)**

Total Diverse Spend (\$) by Ethnicity							TOTAL
	(a) African American	(b) Asian/Pacific Islander	(c) Latino/Hispanic	(d) American Indian	(e) Multi-Ethnic		
TOTAL							

**TABLE 4A DISABLED VETERAN BUSINESS ENTERPRISES (DVBE)**

Total Diverse Spend (\$)														TOTAL
	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other
TOTAL														

**TABLE 4B DISABLED VETERAN BUSINESS ENTERPRISES (DVBE)**

Total Dollars in Contracts Signed (\$)														TOTAL
	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other
TOTAL														



# 2018 MULTISTATE INSURANCE DIVERSITY SURVEY

State of California - District of Columbia  
 State of New York - State of Oregon - State of Washington

## CHARTS - INSURER SUPPLIER DIVERSITY DISTRICT OF COLUMBIA

**TABLE 4C DISABLED VETERAN BUSINESS ENTERPRISES (DVBE)**  
 Total Number of Unique Paid Suppliers (#)

	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
<\$50k															
>= \$50k but < \$100k															
>= \$100k but < \$500k															
>= \$500k but < \$1M															
>= \$1M but < \$5M															
>= \$5M but < \$10M															
>= \$10M															
<b>TOTAL</b>															

**TABLE 5A LESBIAN, GAY, BISEXUAL, TRANSGENDER BUSINESS ENTERPRISES (LGBTBE)**  
 Total Diverse Spend (\$)

	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
<b>TOTAL</b>															

**TABLE 5B LESBIAN, GAY, BISEXUAL, TRANSGENDER BUSINESS ENTERPRISES (LGBTBE)**  
 Total Dollars in Contracts Signed (\$)

	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
<b>TOTAL</b>															

**TABLE 5C LESBIAN, GAY, BISEXUAL, TRANSGENDER BUSINESS ENTERPRISES (LGBTBE)**  
 Total Number of Unique Paid Suppliers (#)

	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
<\$50k															
>= \$50k but < \$100k															
>= \$100k but < \$500k															
>= \$500k but < \$1M															
>= \$1M but < \$5M															
>= \$5M but < \$10M															
>= \$10M															
<b>TOTAL</b>															

**TABLE 6A MULTI CERTIFIED BUSINESS ENTERPRISES (MCBE)**  
 Total Diverse Spend (\$)

	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
<b>TOTAL</b>															

**TABLE 6B MULTI CERTIFIED BUSINESS ENTERPRISES (MCBE)**  
 Total Dollars in Contracts Signed (\$)

	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
<b>TOTAL</b>															

**TABLE 6C MULTI CERTIFIED BUSINESS ENTERPRISES (MCBE)**  
 Total Number of Unique Paid Suppliers (#)

	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
<\$50k															
>= \$50k but < \$100k															
>= \$100k but < \$500k															
>= \$500k but < \$1M															
>= \$1M but < \$5M															
>= \$5M but < \$10M															
>= \$10M															
<b>TOTAL</b>															

**TABLE 6D MULTI CERTIFIED BUSINESS ENTERPRISES (MCBE)**  
 Total Diverse Spend (\$) by Ethnicity

	(a) African American	(b) Asian/Pacific Islander	(c) Latino/Hispanic	(d) American Indian	(e) Multi-Ethnic	TOTAL
<b>TOTAL</b>						



# 2018 MULTISTATE INSURANCE DIVERSITY SURVEY

State of California - District of Columbia  
 State of New York - State of Oregon - State of Washington

## CHARTS - INSURER SUPPLIER DIVERSITY DISTRICT OF COLUMBIA

**TABLE 6E MULTI CERTIFIED BUSINESS ENTERPRISES (MCBE)**  
 Number of Multi-Certified Business Enterprises by Certification Combination (#)

TOTAL	
WBE / MBE	
WBE / DVBE or VOB	
WBE / LGTBE	
MBE / DVBE or VOB	
MBE / LGTBE	
DVBE or VOB / LGTBE	
WBE / MBE / DVBE or VOB	
WBE / MBE / LGTBE	
WBE / DVBE or VOB / LGTBE	
MBE / DVBE or VOB / LGTBE	
WBE / MBE / DVBE or VOB / LGTBE	
TOTAL	

**TABLE 7A VETERAN OWNED BUSINESS ENTERPRISES (VOBE)**  
 Total Diverse Spend (\$)

	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
TOTAL															

**TABLE 7B VETERAN OWNED BUSINESS ENTERPRISES (VOBE)**  
 Total Dollars in Contracts Signed (\$)

	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
TOTAL															

**TABLE 7C VETERAN OWNED BUSINESS ENTERPRISES (VOBE)**  
 Total Number of Unique Paid Suppliers (#)

	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
<\$50k															
>= \$50k but < \$100k															
>= \$100k but < \$500k															
>= \$500k but < \$1M															
>= \$1M but < \$5M															
>= \$5M but < \$10M															
>= 10M															
TOTAL															

**SUMMARY OF PROCUREMENT SPEND**

1. Total Diverse Spend (\$)	
2. Total Procurement Spend (\$)	
% Diverse Spend	

**SUMMARY BY CERTIFICATION**

	Total Diverse Spend (\$)	Total Dollars in Contracts Signed (\$)	Total Number of Unique Paid Suppliers (#)
WBE			
MBE			
DVBE			
LGBTBE			
MCBE			
VOBE			
TOTAL			

**SUMMARY BY INDUSTRY CATEGORY**

	Total Procurement Spend Overall (\$)	Total Diverse Spend (\$)	Total Dollars in Contracts Signed (\$)	Total Number of Unique Paid Suppliers (#)
Advertising/Marketing				
Financial/Investment Services				
Claims Services				
Facilities				
Human Resources				
Information Technology				
Office Supplies				
Print Services				
Professional Services				
Telecom				
Real Estate				
Travel/Entertainment				
Legal Services				
Other				
TOTAL				



# 2018 MULTISTATE INSURANCE DIVERSITY SURVEY

State of California - District of Columbia  
 State of New York - State of Oregon - State of Washington

## CHARTS - INSURER SUPPLIER DIVERSITY DISTRICT OF COLUMBIA

SUMMARY BY ETHNICITY						
	African American	Asian Pacific Islander	Latino/Hispanic	American Indian	Multi-Ethnic	TOTAL
Minority Business Enterprises						
Multi-Certified Business Enterprises						
<b>TOTAL</b>						

MULTI CERTIFIED BUSINESS ENTERPRISES SUMMARY	
	TOTAL
WBE / MBE	
WBE / DVBE or VOB	
WBE / LGBTE	
MBE / DVBE or VOB	
MBE / LGBTE	
DVBE or VOB / LGBTE	
WBE / MBE / DVBE or VOB	
WBE / MBE / LGBTE	
WBE / DVBE or VOB / LGBTE	
MBE / DVBE or VOB / LGBTE	
WBE / MBE / DVBE or VOB / LGBTE	
<b>TOTAL</b>	



# 2018 MULTISTATE INSURANCE DIVERSITY SURVEY

State of California - District of Columbia  
State of New York - State of Oregon - State of Washington

## CHARTS - INSURER SUPPLIER DIVERSITY NEW YORK

**TABLE 1 TOTAL PROCUREMENT**

Total Procurement Spend (\$)															
	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
TOTAL															

**TABLE 2A WOMEN BUSINESS ENTERPRISES (WBE)**

Total Diverse Spend (\$)															
	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
TOTAL															

**TABLE 2B WOMEN BUSINESS ENTERPRISES (WBE)**

Total Dollars in Contracts Signed (\$)															
	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
TOTAL															

**TABLE 2C WOMEN BUSINESS ENTERPRISES (WBE)**

Total Number of Unique Paid Suppliers (#)															
	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
<\$50k															
>= \$50k but < \$100k															
>= \$100k but < \$500k															
>= \$500k but < \$1M															
>= \$1M but < \$5M															
>= \$5M but < \$10M															
>= 10M															
TOTAL															

**TABLE 3A MINORITY BUSINESS ENTERPRISES (MBE)**

Total Diverse Spend (\$)															
	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
TOTAL															

**TABLE 3B MINORITY BUSINESS ENTERPRISES (MBE)**

Total Dollars in Contracts Signed (\$)															
	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
TOTAL															

**TABLE 3C MINORITY BUSINESS ENTERPRISES (MBE)**

Total Number of Unique Paid Suppliers (#)															
	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
<\$50k															
>= \$50k but < \$100k															
>= \$100k but < \$500k															
>= \$500k but < \$1M															
>= \$1M but < \$5M															
>= \$5M but < \$10M															
>= 10M															
TOTAL															

**TABLE 3D MINORITY BUSINESS ENTERPRISES (MBE)**

Total Diverse Spend (\$) by Ethnicity														
	(a) African American	(b) Asian/Pacific Islander	(c) Latino/Hispanic	(d) American Indian	(e) Multi-Ethnic	TOTAL								
TOTAL														

**TABLE 4A DISABLED VETERAN BUSINESS ENTERPRISES (DVBE)**

Total Diverse Spend (\$)															
	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
TOTAL															

**TABLE 4B DISABLED VETERAN BUSINESS ENTERPRISES (DVBE)**

Total Dollars in Contracts Signed (\$)															
	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
TOTAL															



# 2018 MULTISTATE INSURANCE DIVERSITY SURVEY

State of California · District of Columbia  
 State of New York · State of Oregon · State of Washington

## CHARTS - INSURER SUPPLIER DIVERSITY NEW YORK

**TABLE 4C DISABLED VETERAN BUSINESS ENTERPRISES (DVBE)**  
 Total Number of Unique Paid Suppliers (#)

	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
<\$50k															
>= \$50k but < \$100k															
>= \$100k but < \$500k															
>= \$500k but < \$1M															
>= \$1M but < \$5M															
>= \$5M but < \$10M															
>= \$10M															
<b>TOTAL</b>															

**TABLE 5A LESBIAN, GAY, BISEXUAL, TRANSGENDER BUSINESS ENTERPRISES (LGBTBE)**  
 Total Diverse Spend (\$)

	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
<b>TOTAL</b>															

**TABLE 5B LESBIAN, GAY, BISEXUAL, TRANSGENDER BUSINESS ENTERPRISES (LGBTBE)**  
 Total Dollars in Contracts Signed (\$)

	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
<b>TOTAL</b>															

**TABLE 5C LESBIAN, GAY, BISEXUAL, TRANSGENDER BUSINESS ENTERPRISES (LGBTBE)**  
 Total Number of Unique Paid Suppliers (#)

	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
<\$50k															
>= \$50k but < \$100k															
>= \$100k but < \$500k															
>= \$500k but < \$1M															
>= \$1M but < \$5M															
>= \$5M but < \$10M															
>= \$10M															
<b>TOTAL</b>															

**TABLE 6A MULTI CERTIFIED BUSINESS ENTERPRISES (MCBE)**  
 Total Diverse Spend (\$)

	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
<b>TOTAL</b>															

**TABLE 6B MULTI CERTIFIED BUSINESS ENTERPRISES (MCBE)**  
 Total Dollars in Contracts Signed (\$)

	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
<b>TOTAL</b>															

**TABLE 6C MULTI CERTIFIED BUSINESS ENTERPRISES (MCBE)**  
 Total Number of Unique Paid Suppliers (#)

	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
<\$50k															
>= \$50k but < \$100k															
>= \$100k but < \$500k															
>= \$500k but < \$1M															
>= \$1M but < \$5M															
>= \$5M but < \$10M															
>= \$10M															
<b>TOTAL</b>															

**TABLE 6D MULTI CERTIFIED BUSINESS ENTERPRISES (MCBE)**  
 Total Diverse Spend (\$) by Ethnicity

	(a) African American	(b) Asian/Pacific Islander	(c) Latino/Hispanic	(d) American Indian	(e) Multi-Ethnic	TOTAL
<b>TOTAL</b>						



# 2018 MULTISTATE INSURANCE DIVERSITY SURVEY

State of California - District of Columbia  
State of New York - State of Oregon - State of Washington

## CHARTS - INSURER SUPPLIER DIVERSITY NEW YORK

**TABLE 6E MULTI CERTIFIED BUSINESS ENTERPRISES (MCBE)**  
Number of Multi-Certified Business Enterprises by Certification Combination (#)

TOTAL	
WBE / MBE	
WBE / DVBE or VOB	
WBE / LGTBE	
MBE / DVBE or VOB	
MBE / LGTBE	
DVBE or VOB / LGTBE	
WBE / MBE / DVBE or VOB	
WBE / MBE / LGTBE	
WBE / DVBE or VOB / LGTBE	
MBE / DVBE or VOB / LGTBE	
WBE / MBE / DVBE or VOB / LGTBE	
TOTAL	

**TABLE 7A VETERAN OWNED BUSINESS ENTERPRISES (VOBE)**  
Total Diverse Spend (\$)

	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
TOTAL															

**TABLE 7B VETERAN OWNED BUSINESS ENTERPRISES (VOBE)**  
Total Dollars in Contracts Signed (\$)

	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
TOTAL															

**TABLE 7C VETERAN OWNED BUSINESS ENTERPRISES (VOBE)**  
Total Number of Unique Paid Suppliers (#)

	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
<\$50k															
>= \$50k but < \$100k															
>= \$100k but < \$500k															
>= \$500k but < \$1M															
>= \$1M but < \$5M															
>= \$5M but < \$10M															
>= 10M															
TOTAL															

**SUMMARY OF PROCUREMENT SPEND**

1. Total Diverse Spend (\$)	
2. Total Procurement Spend (\$)	
% Diverse Spend	

**SUMMARY BY CERTIFICATION**

	Total Diverse Spend (\$)	Total Dollars in Contracts Signed (\$)	Total Number of Unique Paid Suppliers (#)
WBE			
MBE			
DVBE			
LGBTBE			
MCBE			
VOBE			
TOTAL			

**SUMMARY BY INDUSTRY CATEGORY**

	Total Procurement Spend Overall (\$)	Total Diverse Spend (\$)	Total Dollars in Contracts Signed (\$)	Total Number of Unique Paid Suppliers (#)
Advertising/Marketing				
Financial/Investment Services				
Claims Services				
Facilities				
Human Resources				
Information Technology				
Office Supplies				
Print Services				
Professional Services				
Telecom				
Real Estate				
Travel/Entertainment				
Legal Services				
Other				
TOTAL				



# 2018 MULTISTATE INSURANCE DIVERSITY SURVEY

State of California - District of Columbia  
 State of New York - State of Oregon - State of Washington

## CHARTS - INSURER SUPPLIER DIVERSITY NEW YORK

### SUMMARY BY ETHNICITY

	African American	Asian Pacific Islander	Latino/Hispanic	American Indian	Multi-Ethnic	TOTAL
Minority Business Enterprises						
Multi-Certified Business Enterprises						
<b>TOTAL</b>						

### MULTI CERTIFIED BUSINESS ENTERPRISES SUMMARY

	TOTAL
WBE / MBE	
WBE / DVBE or VOB	
WBE / LGBTE	
MBE / DVBE or VOB	
MBE / LGBTE	
DVBE or VOB / LGBTE	
WBE / MBE / DVBE or VOB	
WBE / MBE / LGBTE	
WBE / DVBE or VOB / LGBTE	
MBE / DVBE or VOB / LGBTE	
WBE / MBE / DVBE or VOB / LGBTE	
<b>TOTAL</b>	



# 2018 MULTISTATE INSURANCE DIVERSITY SURVEY

State of California - District of Columbia  
State of New York - State of Oregon - State of Washington

## CHARTS - INSURER SUPPLIER DIVERSITY OREGON

**TABLE 1 TOTAL PROCUREMENT**

Total Procurement Spend (\$)															
	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
TOTAL															

**TABLE 2A WOMEN BUSINESS ENTERPRISES (WBE)**

Total Diverse Spend (\$)															
	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
TOTAL															

**TABLE 2B WOMEN BUSINESS ENTERPRISES (WBE)**

Total Dollars in Contracts Signed (\$)															
	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
TOTAL															

**TABLE 2C WOMEN BUSINESS ENTERPRISES (WBE)**

Total Number of Unique Paid Suppliers (#)															
	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
<\$50k															
>= \$50k but < \$100k															
>= \$100k but < \$500k															
>= \$500k but < \$1M															
>= \$1M but < \$5M															
>= \$5M but < \$10M															
>= 10M															
TOTAL															

**TABLE 3A MINORITY BUSINESS ENTERPRISES (MBE)**

Total Diverse Spend (\$)															
	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
TOTAL															

**TABLE 3B MINORITY BUSINESS ENTERPRISES (MBE)**

Total Dollars in Contracts Signed (\$)															
	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
TOTAL															

**TABLE 3C MINORITY BUSINESS ENTERPRISES (MBE)**

Total Number of Unique Paid Suppliers (#)															
	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
<\$50k															
>= \$50k but < \$100k															
>= \$100k but < \$500k															
>= \$500k but < \$1M															
>= \$1M but < \$5M															
>= \$5M but < \$10M															
>= 10M															
TOTAL															

**TABLE 3D MINORITY BUSINESS ENTERPRISES (MBE)**

Total Diverse Spend (\$) by Ethnicity						
	(a) African American	(b) Asian/Pacific Islander	(c) Latino/Hispanic	(d) American Indian	(e) Multi-Ethnic	TOTAL
TOTAL						

**TABLE 4A DISABLED VETERAN BUSINESS ENTERPRISES (DVBE)**

Total Diverse Spend (\$)															
	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
TOTAL															

**TABLE 4B DISABLED VETERAN BUSINESS ENTERPRISES (DVBE)**

Total Dollars in Contracts Signed (\$)															
	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
TOTAL															



# 2018 MULTISTATE INSURANCE DIVERSITY SURVEY

State of California - District of Columbia  
State of New York - State of Oregon - State of Washington

## CHARTS - INSURER SUPPLIER DIVERSITY OREGON

**TABLE 4C DISABLED VETERAN BUSINESS ENTERPRISES (DVBE)**  
Total Number of Unique Paid Suppliers (#)

	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
<\$50k															
>= \$50k but < \$100k															
>= \$100k but < \$500k															
>= \$500k but < \$1M															
>= \$1M but < \$5M															
>= \$5M but < \$10M															
>= 10M															
<b>TOTAL</b>															

**TABLE 5A LESBIAN, GAY, BISEXUAL, TRANSGENDER BUSINESS ENTERPRISES (LGBTBE)**  
Total Diverse Spend (\$)

	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
<b>TOTAL</b>															

**TABLE 5B LESBIAN, GAY, BISEXUAL, TRANSGENDER BUSINESS ENTERPRISES (LGBTBE)**  
Total Dollars in Contracts Signed (\$)

	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
<b>TOTAL</b>															

**TABLE 5C LESBIAN, GAY, BISEXUAL, TRANSGENDER BUSINESS ENTERPRISES (LGBTBE)**  
Total Number of Unique Paid Suppliers (#)

	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
<\$50k															
>= \$50k but < \$100k															
>= \$100k but < \$500k															
>= \$500k but < \$1M															
>= \$1M but < \$5M															
>= \$5M but < \$10M															
>= 10M															
<b>TOTAL</b>															

**TABLE 6A MULTI CERTIFIED BUSINESS ENTERPRISES (MCBE)**  
Total Diverse Spend (\$)

	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
<b>TOTAL</b>															

**TABLE 6B MULTI CERTIFIED BUSINESS ENTERPRISES (MCBE)**  
Total Dollars in Contracts Signed (\$)

	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
<b>TOTAL</b>															

**TABLE 6C MULTI CERTIFIED BUSINESS ENTERPRISES (MCBE)**  
Total Number of Unique Paid Suppliers (#)

	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
<\$50k															
>= \$50k but < \$100k															
>= \$100k but < \$500k															
>= \$500k but < \$1M															
>= \$1M but < \$5M															
>= \$5M but < \$10M															
>= 10M															
<b>TOTAL</b>															

**TABLE 6D MULTI CERTIFIED BUSINESS ENTERPRISES (MCBE)**  
Total Diverse Spend (\$) by Ethnicity

	(a) African American	(b) Asian/Pacific Islander	(c) Latino/Hispanic	(d) American Indian	(e) Multi-Ethnic	TOTAL
<b>TOTAL</b>						



# 2018 MULTISTATE INSURANCE DIVERSITY SURVEY

State of California - District of Columbia  
 State of New York - State of Oregon - State of Washington

## CHARTS - INSURER SUPPLIER DIVERSITY OREGON

**TABLE 6E MULTI CERTIFIED BUSINESS ENTERPRISES (MCBE)**  
 Number of Multi-Certified Business Enterprises by Certification Combination (#)

TOTAL	
WBE / MBE	
WBE / DVBE or VOB	
WBE / LGTBE	
MBE / DVBE or VOB	
MBE / LGTBE	
DVBE or VOB / LGTBE	
WBE / MBE / DVBE or VOB	
WBE / MBE / LGTBE	
WBE / DVBE or VOB / LGTBE	
MBE / DVBE or VOB / LGTBE	
WBE / MBE / DVBE or VOB / LGTBE	
TOTAL	

**TABLE 7A VETERAN OWNED BUSINESS ENTERPRISES (VOBE)**  
 Total Diverse Spend (\$)

	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
TOTAL															

**TABLE 7B VETERAN OWNED BUSINESS ENTERPRISES (VOBE)**  
 Total Dollars in Contracts Signed (\$)

	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
TOTAL															

**TABLE 7C VETERAN OWNED BUSINESS ENTERPRISES (VOBE)**  
 Total Number of Unique Paid Suppliers (#)

	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
<\$50k															
>= \$50k but < \$100k															
>= \$100k but < \$500k															
>= \$500k but < \$1M															
>= \$1M but < \$5M															
>= \$5M but < \$10M															
>= 10M															
TOTAL															

**SUMMARY OF PROCUREMENT SPEND**

1. Total Diverse Spend (\$)	
2. Total Procurement Spend (\$)	
% Diverse Spend	

**SUMMARY BY CERTIFICATION**

	Total Diverse Spend (\$)	Total Dollars in Contracts Signed (\$)	Total Number of Unique Paid Suppliers (#)
WBE			
MBE			
DVBE			
LGBTBE			
MCBE			
VOBE			
TOTAL			

**SUMMARY BY INDUSTRY CATEGORY**

	Total Procurement Spend Overall (\$)	Total Diverse Spend (\$)	Total Dollars in Contracts Signed (\$)	Total Number of Unique Paid Suppliers (#)
Advertising/Marketing				
Financial/Investment Services				
Claims Services				
Facilities				
Human Resources				
Information Technology				
Office Supplies				
Print Services				
Professional Services				
Telecom				
Real Estate				
Travel/Entertainment				
Legal Services				
Other				
TOTAL				



# 2018 MULTISTATE INSURANCE DIVERSITY SURVEY

State of California - District of Columbia  
 State of New York - State of Oregon - State of Washington

## CHARTS - INSURER SUPPLIER DIVERSITY OREGON

SUMMARY BY ETHNICITY						
	African American	Asian Pacific Islander	Latino/Hispanic	American Indian	Multi-Ethnic	TOTAL
Minority Business Enterprises						
Multi-Certified Business Enterprises						
<b>TOTAL</b>						

MULTI CERTIFIED BUSINESS ENTERPRISES SUMMARY	
	TOTAL
WBE / MBE	
WBE / DVBE or VOB	
WBE / LGBTE	
MBE / DVBE or VOB	
MBE / LGBTE	
DVBE or VOB / LGBTE	
WBE / MBE / DVBE or VOB	
WBE / MBE / LGBTE	
WBE / DVBE or VOB / LGBTE	
MBE / DVBE or VOB / LGBTE	
WBE / MBE / DVBE or VOB / LGBTE	
<b>TOTAL</b>	



# 2018 MULTISTATE INSURANCE DIVERSITY SURVEY

State of California - District of Columbia  
State of New York - State of Oregon - State of Washington

## CHARTS - INSURER SUPPLIER DIVERSITY WASHINGTON

**TABLE 1 TOTAL PROCUREMENT**

Total Procurement Spend (\$)															
	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
TOTAL															

**TABLE 2A WOMEN BUSINESS ENTERPRISES (WBE)**

Total Diverse Spend (\$)															
	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
TOTAL															

**TABLE 2B WOMEN BUSINESS ENTERPRISES (WBE)**

Total Dollars in Contracts Signed (\$)															
	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
TOTAL															

**TABLE 2C WOMEN BUSINESS ENTERPRISES (WBE)**

Total Number of Unique Paid Suppliers (#)															
	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
<\$50k															
>= \$50k but < \$100k															
>= \$100k but < \$500k															
>= \$500k but < \$1M															
>= \$1M but < \$5M															
>= \$5M but < \$10M															
>= 10M															
TOTAL															

**TABLE 3A MINORITY BUSINESS ENTERPRISES (MBE)**

Total Diverse Spend (\$)															
	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
TOTAL															

**TABLE 3B MINORITY BUSINESS ENTERPRISES (MBE)**

Total Dollars in Contracts Signed (\$)															
	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
TOTAL															

**TABLE 3C MINORITY BUSINESS ENTERPRISES (MBE)**

Total Number of Unique Paid Suppliers (#)															
	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
<\$50k															
>= \$50k but < \$100k															
>= \$100k but < \$500k															
>= \$500k but < \$1M															
>= \$1M but < \$5M															
>= \$5M but < \$10M															
>= 10M															
TOTAL															

**TABLE 3D MINORITY BUSINESS ENTERPRISES (MBE)**

Total Diverse Spend (\$) by Ethnicity															
	(a) African American	(b) Asian/Pacific Islander	(c) Latino/Hispanic	(d) American Indian	(e) Multi-Ethnic	TOTAL									
TOTAL															

**TABLE 4A DISABLED VETERAN BUSINESS ENTERPRISES (DVBE)**

Total Diverse Spend (\$)															
	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
TOTAL															

**TABLE 4B DISABLED VETERAN BUSINESS ENTERPRISES (DVBE)**

Total Dollars in Contracts Signed (\$)															
	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
TOTAL															



# 2018 MULTISTATE INSURANCE DIVERSITY SURVEY

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## CHARTS - INSURER SUPPLIER DIVERSITY WASHINGTON

**TABLE 4C DISABLED VETERAN BUSINESS ENTERPRISES (DVBE)**  
 Total Number of Unique Paid Suppliers (#)

	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
<\$50k															
>= \$50k but < \$100k															
>= \$100k but < \$500k															
>= \$500k but < \$1M															
>= \$1M but < \$5M															
>= \$5M but < \$10M															
>= \$10M															
<b>TOTAL</b>															

**TABLE 5A LESBIAN, GAY, BISEXUAL, TRANSGENDER BUSINESS ENTERPRISES (LGBTBE)**  
 Total Diverse Spend (\$)

	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
<b>TOTAL</b>															

**TABLE 5B LESBIAN, GAY, BISEXUAL, TRANSGENDER BUSINESS ENTERPRISES (LGBTBE)**  
 Total Dollars in Contracts Signed (\$)

	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
<b>TOTAL</b>															

**TABLE 5C LESBIAN, GAY, BISEXUAL, TRANSGENDER BUSINESS ENTERPRISES (LGBTBE)**  
 Total Number of Unique Paid Suppliers (#)

	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
<\$50k															
>= \$50k but < \$100k															
>= \$100k but < \$500k															
>= \$500k but < \$1M															
>= \$1M but < \$5M															
>= \$5M but < \$10M															
>= \$10M															
<b>TOTAL</b>															

**TABLE 6A MULTI CERTIFIED BUSINESS ENTERPRISES (MCBE)**  
 Total Diverse Spend (\$)

	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
<b>TOTAL</b>															

**TABLE 6B MULTI CERTIFIED BUSINESS ENTERPRISES (MCBE)**  
 Total Dollars in Contracts Signed (\$)

	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
<b>TOTAL</b>															

**TABLE 6C MULTI CERTIFIED BUSINESS ENTERPRISES (MCBE)**  
 Total Number of Unique Paid Suppliers (#)

	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
<\$50k															
>= \$50k but < \$100k															
>= \$100k but < \$500k															
>= \$500k but < \$1M															
>= \$1M but < \$5M															
>= \$5M but < \$10M															
>= \$10M															
<b>TOTAL</b>															

**TABLE 6D MULTI CERTIFIED BUSINESS ENTERPRISES (MCBE)**  
 Total Diverse Spend (\$) by Ethnicity

	(a) African American	(b) Asian/Pacific Islander	(c) Latino/Hispanic	(d) American Indian	(e) Multi-Ethnic	TOTAL
<b>TOTAL</b>						



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## CHARTS - INSURER SUPPLIER DIVERSITY WASHINGTON

**TABLE 6E MULTI CERTIFIED BUSINESS ENTERPRISES (MCBE)**  
Number of Multi-Certified Business Enterprises by Certification Combination (#)

	TOTAL
WBE / MBE	
WBE / DVBE or VOB	
WBE / LGTBE	
MBE / DVBE or VOB	
MBE / LGTBE	
DVBE or VOB / LGTBE	
WBE / MBE / DVBE or VOB	
WBE / MBE / LGTBE	



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## CHARTS - INSURER SUPPLIER DIVERSITY WASHINGTON

WBE / DVBE or VOB / LGTBE	
MBE / DVBE or VOB / LGTBE	
WBE / MBE / DVBE or VOB / LGTBE	
<b>TOTAL</b>	

TABLE 7A VETERAN OWNED BUSINESS ENTERPRISES (VOBE)															
Total Diverse Spend (\$)															
	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
<b>TOTAL</b>															

TABLE 7B VETERAN OWNED BUSINESS ENTERPRISES (VOBE)															
Total Dollars in Contracts Signed (\$)															
	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
<b>TOTAL</b>															

TABLE 7C VETERAN OWNED BUSINESS ENTERPRISES (VOBE)															
Total Number of Unique Paid Suppliers (#)															
	(a) Advertising / Marketing	(b) Financial / Investment Services	(c) Claims Services	(d) Facilities	(e) Human Resources	(f) Information Technology	(g) Office Supplies	(h) Print Services	(i) Professional Services	(j) Telecom	(k) Real Estate	(l) Travel / Entertainment	(m) Legal Services	(n) Other	TOTAL
<\$50k															
>= \$50k but < \$100k															
>= \$100k but < \$500k															
>= \$500k but < \$1M															
>= \$1M but < \$5M															
>= \$5M but < \$10M															
>= 10M															
<b>TOTAL</b>															

SUMMARY OF PROCUREMENT SPEND	
1. Total Diverse Spend (\$)	
2. Total Procurement Spend (\$)	
% Diverse Spend	

SUMMARY BY CERTIFICATION			
	Total Diverse Spend (\$)	Total Dollars in Contracts Signed (\$)	Total Number of Unique Paid Suppliers (#)
WBE			
MBE			
DVBE			
LGBTBE			
MCBE			
VOBE			
<b>TOTAL</b>			

SUMMARY BY INDUSTRY CATEGORY				
	Total Procurement Spend Overall (\$)	Total Diverse Spend (\$)	Total Dollars in Contracts Signed (\$)	Total Number of Unique Paid Suppliers (#)
Advertising/Marketing				
Financial/Investment Services				
Claims Services				
Facilities				
Human Resources				
Information Technology				
Office Supplies				
Print Services				
Professional Services				
Telecom				
Real Estate				
Travel/Entertainment				
Legal Services				
Other				
<b>TOTAL</b>				

SUMMARY BY ETHNICITY						
	African American	Asian Pacific Islander	Latino/Hispanic	American Indian	Multi-Ethnic	TOTAL
Minority Business Enterprises						
Multi-Certified Business Enterprises						
<b>TOTAL</b>						



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### CHARTS - INSURER SUPPLIER DIVERSITY WASHINGTON

MULTI CERTIFIED BUSINESS ENTERPRISES SUMMARY	
	TOTAL
WBE / MBE	
WBE / DVBE or VOB	
WBE / LGBTE	
MBE / DVBE or VOB	
MBE / LGBTE	
DVBE or VOB / LGBTE	
WBE / MBE / DVBE or VOB	
WBE / MBE / LGBTE	
WBE / DVBE or VOB / LGBTE	
MBE / DVBE or VOB / LGBTE	
WBE / MBE / DVBE or VOB / LGBTE	
TOTAL	