



Melanie M. Shelby
Managing Director
Gray, Greer, Shelby &
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Melanie M. Shelby is an award winning professional with a 20-plus year track record of accelerating business objectives for top tier brands such as AEG, Allstate, Comcast NBC Universal, Farmers, National Black Caucus of State Legislators, National Urban League, Pacific Gas & Electric Company, Personal Insurance Federation of California, Southern California Gas Company, State Farm and others through impacting external relations, public affairs and supplier diversity. She resides on the leadership team at Gray, Greer, Shelby & Vaughn, a certified minority and woman owned public affairs firm.

As experts in corporate supplier diversity, government relations and strategic partnerships, GGSV specializes in 21st century solutions that empower businesses. The firm leverages their platinum relationships to influence decision makers, mobilize constituencies and shape public dialogue to increase financial, political and social capital for organizations.

GGSV was instrumental in the passage of Assembly Bill 53, game-changing legislation for California's Insurance Industry. The bill requires carriers that write premiums of \$100 million plus to biennially report goods and services procured from diverse firms to California's statewide elected Insurance Commissioner.

Currently, Melanie serves as vice chair on the Insurance Diversity Task Force for the California Department of Insurance.