



# INSURANCE DIVERSITY INITIATIVE NEWSLETTER

Email us at

[Diversity@insurance.ca.gov](mailto:Diversity@insurance.ca.gov)

about any events or updates you'd like to share with the Initiative and our stakeholders!

Deadline for submissions is the 15th of every month.

## December 2017

- Time to Update - Help Rename Our Newsletter Contest!
- Happy Holidays!
- Insurance Industry Increases Spending with CA Diverse Suppliers
- 6th Annual Insurance Diversity Day of Event
- First Ever Resource Expo
- Survey Contest Winner!
- Business Matchmaking Powered by BrandGOV
- Do You Have a Success Story?
- Diversity Events Calendar
- Save The Date - 10/1/2018
- Summit Sponsors of the 6th Annual Insurance Diversity Summit



Sometime in the near future you'll see updates to the Insurance Diversity Initiative Newsletter. Don't fret, we're not going anywhere and we'll continue as your reliable monthly periodical for supplier and board governance diversity.

The first update is to get our monthly newsletter out as early as possible each month. Starting this month, we'll accept any events and updates related to supplier diversity or governance board diversity you'd like to share with the Initiative and our stakeholders by the 15th of the month for publication in the following month's edition.

As for the second and more exciting update, we'd like to hear directly from our loyal readers of their suggestions in

the renaming our publication.

Starting now, we have a **CONTEST** to rename our publication with a prize to the individual or organization who suggests the selected winning new name. The announcement of the winner and the renaming of the publication will be a part of our relaunch in the New Year



L-R: Amorette Yang, Deputy Commissioner; Amanda Bastidas, Analyst; Durriya Syed, Analyst; Lisa Strange, Manager; Rebecca Ball, Insurance Diversity Coordinator;

Mary Beth Bykowsky, Analyst; and, Ben Phillips-Leseñana, Insurance Diversity Analyst

*Happy Holidays*

*from the*

*California Department of Insurance*

Submit your suggestion-contest entry along with your first and last name, job title, organization, phone number, and mailing address via an email to [diversity@insurance.ca.gov](mailto:diversity@insurance.ca.gov) by 5:00 PM on Wednesday, December 20th. Good luck!



## Insurance Industry Increases Spending with California Diverse Suppliers by Nearly \$670 Million



### 6th Annual Insurance Diversity Summit



Insurance Commissioner Dave Jones hosted the 6th Annual Insurance Diversity Summit at California State University, Sacramento and presented diversity awards to select insurers and organizations.

With the most attendees to date, the nation's largest insurers, local and national business organizations, diverse business owners, and other stakeholders came together at the summit for workshops which featured prominent speakers from across the country, business matchmaking sessions, and a first ever resource expo. This year's summit presented the results of the California and Multistate Insurance Diversity Surveys, which include data on the procurement of diverse suppliers and governing boards from insurance companies.



**Sacramento, CA** - At the 6th Annual Insurance Diversity Summit, Insurance Commissioner Dave Jones announced California diverse businesses supplied \$1.6 billion in goods and services to insurance companies last year—a \$670 million increase since 2012.

Jones also announced the 2017 Multistate Insurance Diversity Survey, launched last years as the first ever national survey of the insurance industry around supplier and governing board diversity with insurance commissioners from four states—California, District of Columbia, Oregon, and Washington, found insurers spent \$7.8 billion with diverse suppliers nationwide in 2016.

Commissioner Jones hosted the summit convening more than 300 insurance company executives, business organizations, chamber representatives, diversity advocates, and leaders from minority, women, LGBT.





veteran owned and disabled veteran owned businesses at California State University, Sacramento. By providing a platform for diverse suppliers and insurers to meet, and encouraging insurers to embrace supplier diversity programs and corporate board diversity, Commissioner Jones is leading the nation in establishing supplier diversity in the insurance market while moving towards a board that reflects its diverse consumer base.

"The California Insurance Diversity Initiative started a conversation among insurers, diverse suppliers, governing board members, advocates, and stakeholders that has translated into action," said Insurance Commissioner Dave Jones. "I am pleased with the progress in California and throughout the nation and I commend those insurers who continue to be leaders by proactively implementing strategies to diversify their boards and expand their outreach to our nation's talented diverse businesses."

The hosted its first ever resource expo with 28 organizations showcasing useful tools and mentorship programs to diverse suppliers, insurers, and stakeholders to help increase supplier and governing board diversity. The department also conducted the annual matchmaking session where nearly 70 diverse suppliers were paired with over a dozen insurance companies for about 150 matches. The sessions, coordinated in partnership with BrandGOV, a women and minority-owned business that facilitates matchmaking, offered California's diverse suppliers the opportunity to present their company's goods and services to insurers, in hopes of competing for upcoming contract bids.

**2017 Diversity Awards** - CSAA Insurance Group received the Insurance Commissioner's Award for Excellence in Diversity for is exceptional diversity on both their governing board and supplier diversity efforts. Kaiser Permanente was presented the Supplier Diversity Champion Award for its commitment to supplier diversity, its successful approaches to diverse supplier development, and for increased opportunities for diverse suppliers. Prudential Financial received the Governing Board Diversity Champion Award for its example of successful board diversity and for its successful and innovative approaches to diversifying its governing board. The Western Regional Minority Supplier Development Council (WRMSDC) received the Insurance Diversity Trailblazer Award for being a champion of diversity and an advocate for diverse businesses for 40 years. CalPERS and CalSTRS, both speakers at the Governing Board Diversity workshop, were also nominees for the Trailblazer Award.

"CSAA Insurance Group, Kaiser Permanente, Prudential Financial, and the Western Regional Minority Supplier Development Council are leaders in the field of diversity within the insurance industry, and I commend them for furthering the goals of the initiative and partnering with us to ensure success," Jones added.

The summit was sponsored by the National Gay & Lesbian Chamber of Commerce (NGLCC), JT2 Integrated Resources, Air-Tech Environmental, Inc., Macias Consulting Group, Inc., En Pointe IT Solutions, LLC, Mischler Financial Group, Trinus Corporation, Blaylock Van, LCC, WesTech

## First Ever Resource Expo!



If you attended this year's 6th Annual Insurance Diversity Summit, you saw a brand new element to our event. The first ever Resource Expo slated 28 organizations to exhibit their services to the gathered diverse suppliers, insurers, and general attendees. These organizations were selected and invited due to their capacity building opportunities and met one or more of the following criteria:

1. Business Development Resource
2. DBE Certification Agency
3. Insurer Supplier Diversity Team
4. Supplier Diversity Data Technology Company
5. Local/Statewide Business Group

We thank the dedicated staff and volunteers of these organizations for their commitment to furthering diversity and

organizations to participate in furthering supplier and governance board diversity. And, we sincerely appreciate their time and effort in participating with our inaugural Resource Expo.

Environmental, LLC, Paragon Subscription Services, Inc., Equilar, and Jay Greene Law Firm.

## Resource Expo Exhibitors & Their Website URLs

- **Allstate Insurance Company**  
[www.allstate.com/procurement/supplier-diversity.aspx](http://www.allstate.com/procurement/supplier-diversity.aspx)
- **Astra Women's Business Alliance**  
[www.astrawba.org](http://www.astrawba.org)
- **Business Resource Group**  
[www.bizresourcegroup.com](http://www.bizresourcegroup.com)
- **California Asian Pacific Chamber of Commerce (CAPCC)** [www.calasiancc.org](http://www.calasiancc.org)
- **California Capital Financial Development Corporation - Women's Business Center**  
[www.cacapital.org](http://www.cacapital.org)
- **California Department of General Services (DGS)**  
[www.caleprocure.ca.gov](http://www.caleprocure.ca.gov)
- **California Department of Insurance (CDI)**  
[www.insurance.ca.gov/diversity](http://www.insurance.ca.gov/diversity)
- **California Hispanic Chambers of Commerce (CHCC)** [www.cahcc.com](http://www.cahcc.com)
- **CVM Solutions** [www.cvm solutions.com](http://www.cvm solutions.com)
- **Equilar, Inc.** [www.equilar.com](http://www.equilar.com)
- **Kaiser Permanente** <http://supplierdiversity.kp.org/>
- **National Gay & Lesbian Chamber of Commerce (NGLCC)** [www.nglcc.org](http://www.nglcc.org)
- **Nationwide** [www.nationwide.com](http://www.nationwide.com)
- **National Association of Women Business Owners (NAWBO) Sacramento Chapter**  
[www.nawbo-sac.org](http://www.nawbo-sac.org)
- **Pacific Southwest Minority Supplier Development Council (PSWMSDC)** [www.pswmsdc.org](http://www.pswmsdc.org)
- **Prudential Financial, Inc.**  
[www.prudential.com/supplierdiversity](http://www.prudential.com/supplierdiversity)
- **Sacramento Black Chamber of Commerce (SBCC)** [www.sacblackchamber.org](http://www.sacblackchamber.org)
- **Sacramento Rainbow Chamber of Commerce (SRCC)** [www.rainbowchamber.com](http://www.rainbowchamber.com)
- **Small Business Administration (SBA) Sacramento District Office** [www.sba.gov](http://www.sba.gov)
- **Southern California Minority Supplier Development Council (SCMSDC)** [www.scmsdc.org](http://www.scmsdc.org)
- **State Compensation Insurance Fund (SCIF)**  
[www.statefundca.com](http://www.statefundca.com)
- **State Farm** [www.statefarm.com/about-us/diversity-inclusion/suppliers](http://www.statefarm.com/about-us/diversity-inclusion/suppliers)
- **supplier.io** [www.supplier.io](http://www.supplier.io)
- **supplierGATEWAY** [www.suppliergateway.com](http://www.suppliergateway.com)
- **Veteran Enhanced Technology Solutions / Disabled Veterans Business Alliance (DVBA) Sacramento Chapter** [www.veteranets.com](http://www.veteranets.com)
- **Veterans Business Outreach Center IX**  
[www.vbocix.org](http://www.vbocix.org)
- **Women Business Enterprise Council-West (WBEC-West)** [www.wbec-west.com](http://www.wbec-west.com)
- **The Western Regional Minority Supplier Development Council (WRMSDC)**  
[www.wrmsdc.org](http://www.wrmsdc.org)

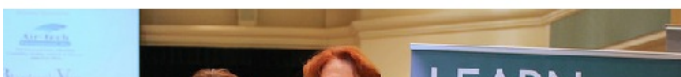


Insurance Commissioner's Award for Excellence in Diversity  
CSAA Insurance Group  
Accepting: Marie Andel



Supplier Diversity Champion  
Kaiser Permanente





Governing Board Diversity Champion  
**Prudential Financial**  
Accepting: Gilbert Casellas



## Business Matchmaking Powered by BrandGOV



This was the fourth year the Annual Insurance Diversity Summit hosted the popular business matchmaking sessions between the insurers and diverse suppliers. The 2017 contract was awarded to BrandGOV.

The Business Matchmaking Technology that powers BrandGOV was developed by K. Patrice Williams, J.D., who frequently attended business matchmaking events that she found to be frustrating because she was continually matched with organizations and corporations that had no need for her services. Thus she was inspired to provide a matchmaking service that is easy to use for all parties. "Inaccurate matching, and lack of preparedness are two common problems that occur in the matchmaking space. BrandGOV solves them by using our matchmaking solution to ensure buyers meet with suppliers that can fulfill their needs, and by providing pre-match training for suppliers," says K. Patrice Williams, J.D.

BrandGOV is a certified woman-owned, minority-owned public affairs firm. BrandGOV has developed a particular expertise in working with a variety of association, agencies, and corporations to advance their conference logistics and planning, business matchmaking, attendee participation and outreach goals. The BrandGOV team understands the multifaceted nature of outreach campaigns and work with clients to create innovative program solutions.

To learn more about BrandGOV, visit [www.BrandGOV.com](http://www.BrandGOV.com) or contact K. Patrice Williams at [Patrice@brandgov.com](mailto:Patrice@brandgov.com) or 707-557-7007, ext. 700.



Insurance Diversity Trailblazer  
Western Minority Supplier Development Council  
Accepting: Cecil Plummer





K Patrice Williams, CEO  
BrandGOV



## 6th Annual Insurance Diversity Summit - Submitted Survey Contest

Of all those who submitted a completed survey providing feedback about their experience during & at the 6th Annual Insurance Diversity Summit, we have randomly selected one winner to receive a \$20 Target gift card (personally donated by Deputy Commissioner Amorette Yang)... just in time for the holiday shopping deals.

And, the randomly drawn winner is...  
**Angie Straub, President of FiveFour Marketing!**

Thank you to all who attended this year's Summit and a very special thank you to all who returned a completed survey. These surveys allows our team to use the helpful suggestions and comments to improve future events.



**Do You Have an Insurance Supplier Diversity Success?  
We Want to Hear from You!**

Take a quick moment to fill out our survey  
<https://www.surveymonkey.com/r/388MZ69> or contact us directly at [diversity@insurance.ca.gov](mailto:diversity@insurance.ca.gov).



## Diversity Events Calendar

### December

To submit a request for your Supplier Diversity or Governing Board Diversity-related event added to our calendar or to see upcoming events, please visit our [events calendar](#).

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### Save the Date

A graphic with the words "SAVE THE DATE" in large, bold, multi-colored letters. The letters are stacked and overlap, with colors including green, blue, red, and pink.

#### **7th Annual Insurance Diversity Summit**

Monday, October 1, 2018  
California Endowment  
1000 N. Alameda Street  
Los Angeles, CA 90012

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## 6th Annual Insurance Diversity Summit Sponsors

**Diamond Presenting Sponsor**





**Silver Sponsor**



**Bronze Sponsors**



**EQUILAR**



On behalf of the California Department of Insurance, Insurance Diversity Task Force, and the attendees of the 6th Annual Insurance Diversity Summit, we thank our generous sponsors for their support of the event: National Gay and Lesbian Chamber of Commerce (NGLCC), JT2 Integrated Resources, Air-Tech Environmental, Inc., Blaylock Van, LLC, En Pointe IT Solutions, Equilar, Jay Greene Law Firm, Macias Consulting Group, Mischler Financial Group, Paragon Subrogation Services, Inc., Trinus, Inc., and Westech Environmental!

**INSURANCE DIVERSITY INITIATIVE**  
Office of Insurance Commissioner Dave Jones  
California Department of Insurance  
(916) 492-3623  
[www.insurance.ca.gov/Diversity](http://www.insurance.ca.gov/Diversity)

STAY CONNECTED

