



INSURANCE DIVERSITY INITIATIVE

INSURANCE COMMISSIONER DAVE JONES
CALIFORNIA DEPARTMENT OF INSURANCE

MISSION: INSURANCE DIVERSITY INITIATIVE

EQUAL ECONOMIC
OPPORTUNITY &
EXPAND ECONOMIC
OPPORTUNITIES

MISSION

INCREASE
PROCUREMENT FROM
DIVERSE SUPPLIERS

GOAL

INCREASE DIVERSITY
ON GOVERNING
BOARDS

GOAL

CALIFORNIA

LARGEST INSURANCE MARKET IN U.S.
INSURERS COLLECT **\$259 BILLION** ANNUALLY IN
PREMIUMS

HOME TO MAJORITY OF NATION'S
DIVERSE SUPPLIERS:

WOMEN OWNED

MINORITY OWNED

DISABLED VETERAN OWNED

LGBT OWNED

HISTORY

2011: NEW INSURANCE COMMISSIONER
SWORN IN

NO DATA ON INSURER SUPPLIER OR
GOVERNING BOARD DIVERSITY

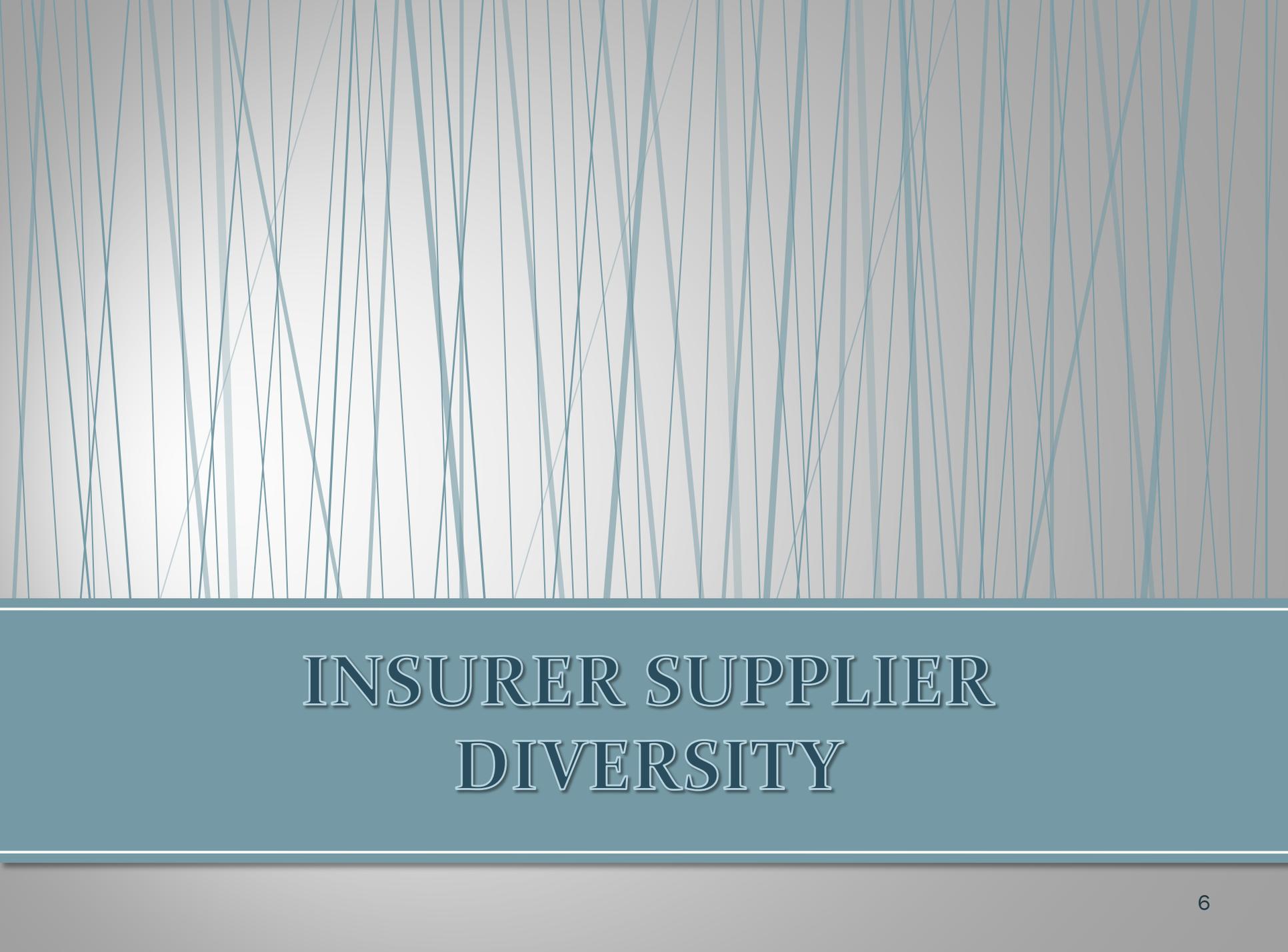
2011 VOLUNTARY SURVEY OF INSURERS

INSURANCE DIVERSITY INITIATIVE

INSURANCE DIVERSITY TASK FORCE

ANNUAL DIVERSITY SUMMIT &
MATCHMAKING

FIRST IN THE NATION SURVEYS:
SUPPLIER DIVERSITY &
GOVERNING BOARD DIVERSITY



INSURER SUPPLIER DIVERSITY

TRANSPARENCY

4 MAJOR DIVERSITY SURVEYS ADMINISTERED
SINCE **2011**

THRESHOLD: **\$100 MILLION** OR MORE IN
CALIFORNIA PREMIUMS

FOCUS ON: WOMEN, MINORITY, DISABLED VETERAN, &
LGBT BUSINESS ENTERPRISES

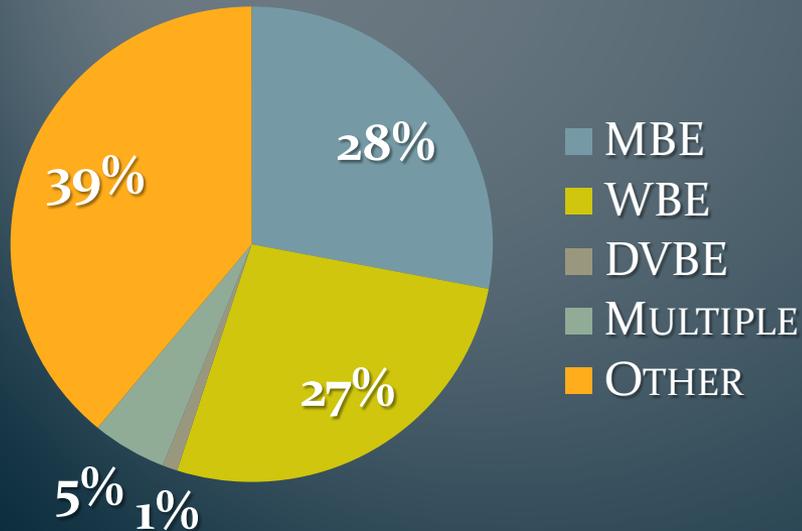
INFORMATION COLLECTED FROM
TOP 200+ INSURERS &
SURVEY RESULTS **MADE PUBLIC**

INSURER SUPPLIER DIVERSITY SURVEYS

CALIFORNIA (2012)

1,300 CONTRACTS

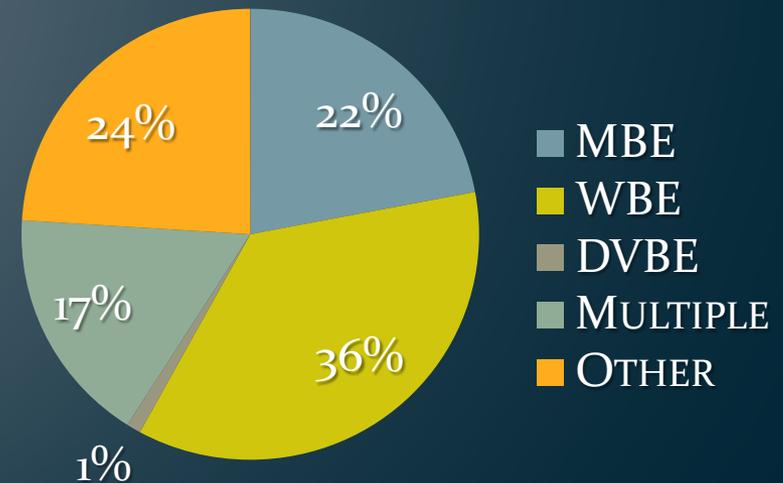
\$930 MILLION



OUTSIDE CA (2012)

2,200 CONTRACTS

\$1.2 BILLION



INSURER SUPPLIER DIVERSITY SURVEYS

CERTIFICATION TYPE	\$930 MILLION SPEND WITH CA DIVERSE SUPPLIERS	1,300 CONTRACTS WITH CA DIVERSE SUPPLIERS
MINORITY BUSINESS ENTERPRISES (MBEs)	\$241 MILLION (26%)	388 CONTRACTS (28.1%)
WOMEN BUSINESS ENTERPRISES (WBEs)	\$153 MILLION (16.5%)	374 CONTRACTS (27.1%)
DISABLED VETERAN BUSINESS ENTERPRISES (DVBEs)	\$1 MILLION (0.1%)	10 CONTRACTS (0.7%)
LGBT BUSINESS ENTERPRISES (LGBTBEs)	\$104,000 (0.01%)	3 CONTRACTS (0.2%)

INSURER SUPPLIER DIVERSITY SURVEYS

ETHNICITY OF MBE	# OF CONTRACTS	% TOTAL
LATINO/HISPANIC	177	16.6%
ASIAN/PACIFIC ISLANDER	127	11.9%
AFRICAN AMERICAN	54	5.1%
AMERICAN INDIAN	27	2.5%
MULTI-ETHNIC	7	0.7%

SUPPLIER DIVERSITY

BUSINESS IMPERATIVE

COMPETITIVE EDGE

NEXT STEPS

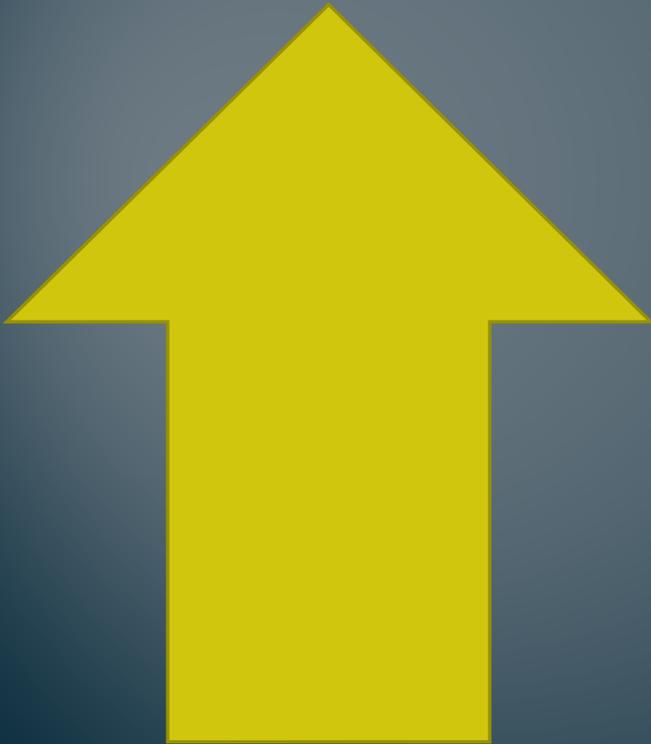
2015 INSURER SUPPLIER
DIVERSITY SURVEY

&

PUBLIC POSTING OF RESULTS

QUICK LOOK

Progress since 2011...



DIVERSE SPEND WITH CA
DIVERSE SUPPLIERS

COMPANIES WITH SUPPLIER
DIVERSITY PROGRAMS

COMPANIES TRACKING SPEND
WITH DIVERSE SUPPLIERS

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GOVERNING BOARD DIVERSITY

GOVERNING BOARD DIVERSITY



GOVERNING BOARD DIVERSITY SURVEY

TOTAL # BOARD MEMBERS
(OF 200+ INSURANCE COMPANIES):

1,153

BY GENDER

- **MEN: 81%**
- **WOMEN: 19%**

GOVERNING BOARD DIVERSITY SURVEY

OF 1,153 BOARD MEMBERS

83% CAUCASIAN (955)

6% AFRICAN AMERICAN (69)

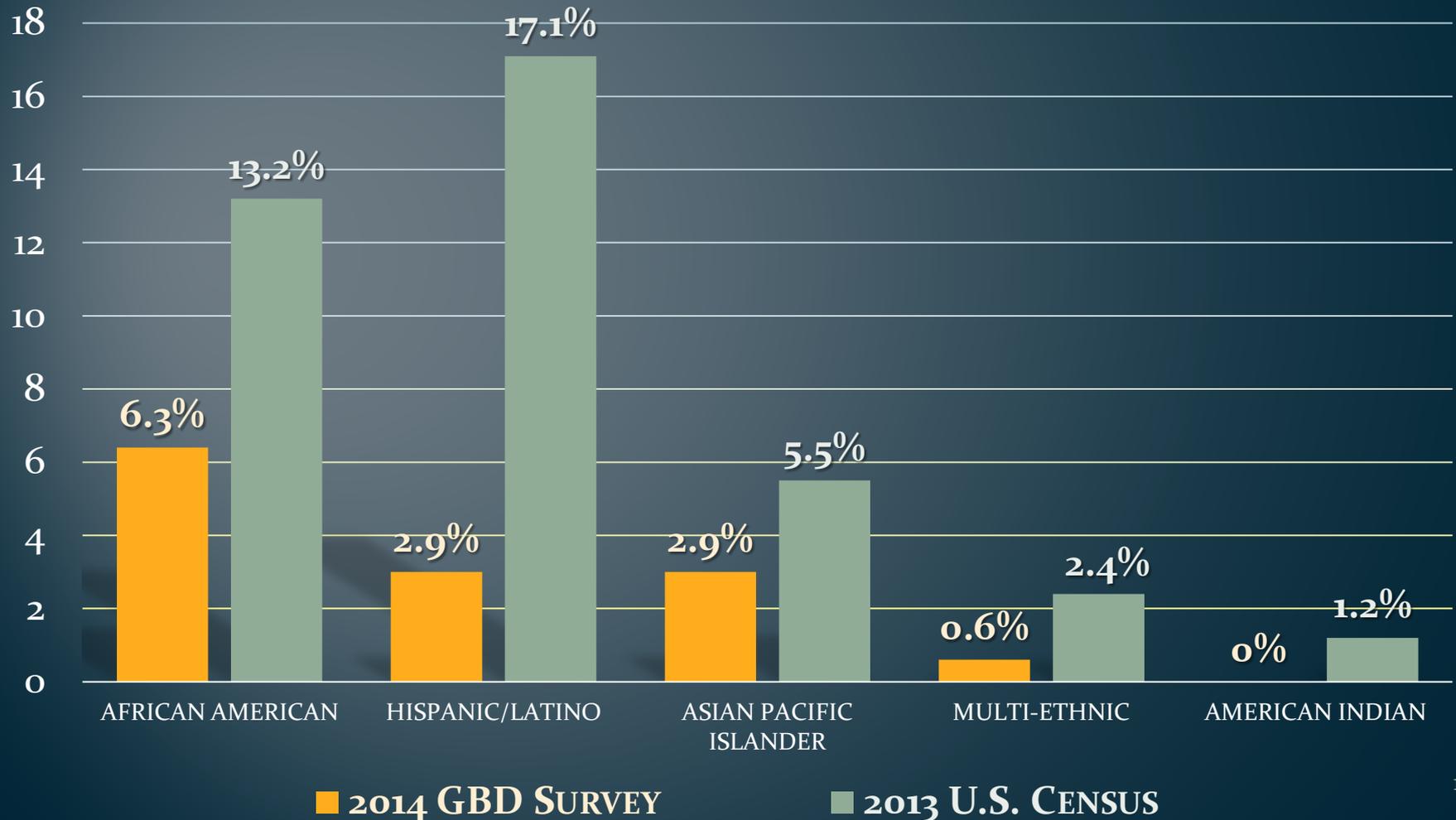
3% HISPANIC / LATINO (35)

3% ASIAN / PACIFIC ISLANDER (35)

1% MULTI-ETHNIC (12)

0% AMERICAN INDIAN

GOVERNING BOARD DIVERSITY SURVEY



GOVERNING BOARD DIVERSITY SURVEY

21 COMPANIES HAVE
ZERO WOMEN
ON THEIR GOVERNING BOARDS
(155 MEN, 0 WOMEN)

45 COMPANIES HAVE
ZERO PERSONS OF COLOR
ON THEIR GOVERNING BOARDS
(312 CAUCASIAN PERSONS,
0 PERSONS OF COLOR)

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LOOKING AHEAD

CA DEPARTMENT OF INSURANCE RESOURCES

For more information:

[HTTP://WWW.INSURANCE.CA.GOV/DIVERSITY](http://www.insurance.ca.gov/diversity)

Contact:

[DIVERSITY@INSURANCE.CA.GOV](mailto:diversity@insurance.ca.gov)

THANK YOU!