Illinois Commerce Commission 2018 Policy Session

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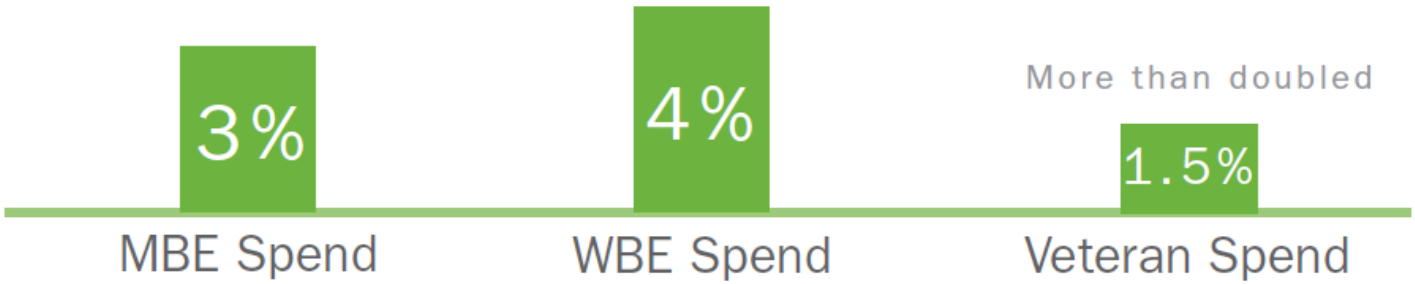
AMERICAN WATER

Continued growth in diversity performance:

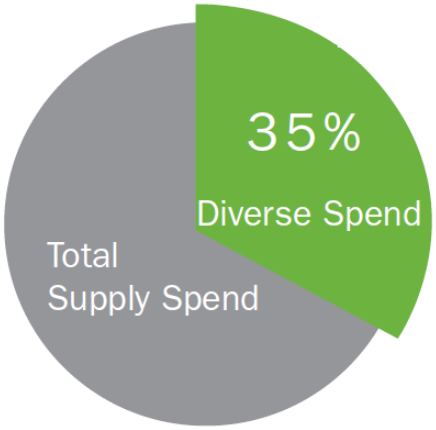
- Since 2014:
  - Total diverse spend increased 10 times
  - MBE spend increased 11 times
  - WBE spend increased 4 times



Growth rate %

Impact of small business primes on diverse spend:

- Approximately 40% of Total MBE spend is attributed to small business prime contractors
- $26M spent with small business firms in 2016-2017



From 2016-2017 overall Diverse Spend Increased 7% +

Over $42M of supply spend with diverse suppliers

Approximately 40% of Total MBE spend is attributed to small business

+ From 2016 through 2017, over $26M spent with Small Business

Intentional focus on Illinois-based partnerships:

- Growth with Illinois-based diverse businesses
  - IL-based MBE spend is 77% of Total MBE spend
  - IL-based WBE spend is 54% of Total WBE spend
  - IL-based VBE spend is 60% of Total VBE spend

- Recognition from advocacy partners
  - East St. Louis NAACP Branch - *Corporate Business of the Year for Diversity and Inclusion*
  - Illinois State Black Chamber of Commerce – *Corporation of the Year*

- ILAW Economic Impact

ECONOMIC IMPACT OVER 3-YEAR PERIOD

Total Impact in Illinois of $714M

Job-creation of more than 2,700 jobs

Challenges and Opportunities

- Professional services
  - 75% of total spend in Legal Services is with diverse firms
  - Financial Services is an opportunity for growth
  - AWE Corporate National Contracts structure

- Direct engagement with key purchasing influencers
  - D&I Council Appointment
  - AW Investment Committee Member
  - VP of Operations
  - Director of Engineering
  - Corporate Supply Chain
  - Corporate Diversity Lead

Questions?

THANK YOU