



# Illinois Commerce Commission Supplier Diversity Policy Session

Charles Matthews  
President and CEO  
Peoples Gas/North Shore Gas

September 5, 2019

# 2018 Highlights: Supplier Diversity

- **21.5% of total procurement spend – a record high**
  - 82% spent with local diverse companies
  - 62.7% spent with MBEs
  - 23% increase in spending with WBEs
  - 133% increase in spending with diverse firms providing professional services
  - 12% increase in spending with diverse Tier 1 companies

# Keys to our Success: Best practices

- Make Supplier Diversity a key corporate value
  - Integrate Supplier Diversity goals into the budgeting and planning process
- Focus on local businesses
- Facilitate joint ventures
- Set expectations for strategic prime partners: 20% or more spending with diverse Tier 2 companies
- Enhance reporting technology through automation

# 2019 Supplier Diversity Goals & Initiatives

- 10% increase in diverse spending goal for 2019
- Leverage Joint Venture(s) and Tier 2 companies to continue to grow the program
- Identify and implement strategies to promote growth in Tier 1 spending
- Continue efforts to move high-performing diverse firms from Tier 2 to Tier 1
- Mentor diverse strategic suppliers to understand and eliminate barriers to accessing capital