

**City of Los Angeles
Responsible Banking Investment Monitoring Program
For Investment Banks**

Investment banks providing City investment banking services or seeking City investment banking business must complete and submit this form no later than July 1st of each year to the City Administrative Officer to comply with Chapter 5.1, Section 20.95.1 of the Los Angeles Administrative Code.

Contact Information:

William Blair & Company, L.L.C.
Name of Financial Institution
10100 Santa Monica Boulevard, Los Angeles, CA 90067
Street Address City State Zip Code
Cheryl L. Hines, Managing Director
Contact Person Name and Title
415-248-5903 Telephone No. chines@williamblair.com Email Address

Please answer the following questions for the preceding calendar year.

1. Did your firm make monetary donations to charitable programs within the City limits?
Yes No If yes, please complete the attached form.
2. Did your firm provide any scholarship awards to residents of the City of Los Angeles?
Yes No
 - a. How many scholarships were awarded? _____
 - b. What was the total value of the awarded scholarships? _____
3. Does your firm have internal policies regarding utilization of subcontractors which are designated as "women owned," "minority owned," or "disabled" business enterprises?
Yes No If yes, please provide a copy of your policies.

CERTIFICATION UNDER PENALTY OR PERJURY

I certify under penalty of perjury that I have read and understand the questions contained in this form and the responses contained in the form and on all the attachments. I further certify that I have provided full and complete answers to each question, and that all information provided in response to this form is true and accurate to the best of my knowledge and belief.

Cheryl L. Hines, Managing Director Cheryl Hines 7/15/16
Print Name, Title Signature Date

PLEASE SEND THE ORIGINAL SIGNED FORM TO THE ADDRESS BELOW AND EMAIL A COPY TO CAO.DEBT@LACITY.ORG.

**Office of the City Administrative Officer
200 North Main St. Room 1500
Los Angeles, CA 90012
Attention: Debt Management Group**

William Blair Internal Commitment Regarding Utilization of MBE/DBE/VBE Subcontractors

William Blair & Company is an equal opportunity employer, and it is William Blair & Company's policy and commitment to ensure that all employment-related decisions are made without regard to age, color, race, religion, gender, ancestry, order of protection status, military status, unfavorable discharge from military service, sexual orientation, national origin, physical or mental disability, or other legally protected status as required by applicable law.

William Blair is committed to advancing the City's practices regarding disadvantaged business enterprises and regularly works with subcontractors. We frequently work with MBE/DBE/WBE/VBE firms and are committed to achieving success for all parties involved in any transaction. Our policy is to include subcontractors in every step of the process. Including, but not limited to the following:

- Sharing of all internal sales memoranda
- Running a joint book so that MBE/WBE firms could go to their buyers under their firm's confirmation and settlement custody
- Fairly honoring all priority business so that all MBE/WBE priority orders were filled
- Two-month pre-sale collaboration effort to explain an unusual credit and security with a one-year par call feature
- Sharing of all structuring fees

William Blair is committed to furthering the City's efforts to meet their MBE/WBE participation goal and furthering the participation of MBE/WBE firms in the municipal marketplace.

Attachment for Question #1 - Responsible Banking Investment Monitoring Program for Investment Banks

Name of Charitable Organization	Type	Amount (\$)
Alzheimer's Association	Cancer/Aids/Other Diseases	\$7,500
American Cancer Society	Cancer/Aids/Other Diseases	\$ 5,000.00
Cystic Fibrosis Foundation	Cancer/Aids/Other Diseases	\$ 1,500.00
Leukemia & Lymphoma Society	Cancer/Aids/Other Diseases	\$ 2,500.00
Boy Scouts of America	Children & Youth Development	\$ 2,000.00
City Year	Education & Literacy	\$ 1,000.00
Make a Wish Foundation	Children & Youth Development	\$ 15,000.00