

**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 1<sup>st</sup> 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:**


Citigroup Global Markets Inc.			
Name of Financial Institution			
444 S. Flower Street, 27th Floor	Los Angeles	CA	90071
Street Address	City	State	Zip Code
Victor Andrade, Director			
Contact Person Name and Title			
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Telephone No.	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  (Refer to note below)
  - a. How many scholarships were awarded? Refer to note below
  - b. What was the total value of the awarded scholarships? Refer to note below
  
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. See Attached.

**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.

VICTOR ANDRADE, DIR		2/13/14
Print Name, Title	Signature	Date

**PLEASE SEND THE ORIGINAL SIGNED FORM TO THE ADDRESS BELOW AND EMAIL A COPY TO [CAO.DEBT@LACITY.ORG](mailto:CAO.DEBT@LACITY.ORG).**

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

Note: Through its College Success program, the Citi Foundation awards grants to a variety of college preparedness and scholarship programs. In 2013, the Foundation granted over \$8mm in grants, \$220,000 in the City of Los Angeles. In March 2014, the Citi Foundation launched "Pathways to Progress," a three-year, \$50 million initiative to unlock economic opportunity for 100,000 low-income youth in 10 cities, including Los Angeles. For more on these initiatives, please see the attached information.

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

<b>Name of Charitable Organization</b>	<b>Type</b>	<b>Amount (\$)</b>
Los Angeles Area Chamber of Commerce Foundation - Gear Up 4 LA Program	Education & Literacy	\$ 40,000.00
Neighborhood Youth Association - Personal Best College Success Program	Education & Literacy	\$ 25,000.00
Puente Learning Center - SAT Preparation Program for At-Risk Youth	Education & Literacy	\$ 30,000.00
Roman Catholic Archbishop Of Los Angeles - College and Beyond Mentorship Program	Education & Literacy	\$ 50,000.00
TELACU Education Foundation - Scholars Mentoring Program	Education & Literacy	\$ 50,000.00
Youth Policy Institute - LA College Ready Program	Education & Literacy	\$ 25,000.00
Puente Learning Center - Annual Charity Golf Tournament	Education & Literacy	\$ 2,500.00
Watts/Willowbrook Boys and Girls Club - Annual Charity Golf Tournament	Children & Youth Development	\$ 1,000.00
The Los Angeles Fund for Public Education	Education & Literacy	\$ 871.00
<b>Total</b>		\$ 224,371.00

## College Success

We seek to increase the number of low-income, academically qualified students who enroll in and complete postsecondary education



A college degree is critical to breaking inter-generational cycles of poverty, increasing earning power and contributing to the economy. Eighty percent of today's fastest growing careers in the U.S. require a postsecondary degree<sup>1</sup> and college degree holders can expect to earn 84% more than their counterparts with only a high school diploma.<sup>2</sup> Unemployment rates are also lower for college graduates, which increases financial stability and security.<sup>3</sup> The college graduation rate in the U.S. has not kept pace with that of other industrialized nations, and the United States is facing an alarming education deficit that threatens our global competitiveness.<sup>4</sup> President Obama has framed this issue as essential to our economic future and set a goal to ensure that at least 55% of young Americans earn a degree by 2025.

Unfortunately, family income is a strong determinant of an individual's likelihood to enroll in and graduate from college. In the United States, fewer than 10% of students from low-income families graduate from college by their mid-20s. That is over 40% lower than the graduation rate of students from families in the highest income quartile. Without effective interventions to improve the college attainment rates of low-income students, they will be left further behind, perpetuating cycles of poverty and growing income inequality in an increasingly competitive job market.

Scholarship and academic preparation alone are not enough to support low-income students in this undertaking. In order to increase the number of students who successfully earn a degree, they need the support to not only get into college but also to persist, pay for and complete their degrees. To complement this holistic effort, research is needed to enable educators to identify the issues that prevent students from pursuing college and to develop interventions to address these barriers.

### Our Strategy

Our strategy supports programs that help families eliminate the financial barriers to college access and completion in order to move up the economic ladder. These programs facilitate early financial planning to fund college and build college aspirations; link academic preparation to career planning; provide financial coaching to help students adopt positive financial behaviors that enable them to persist to college completion and minimize debt; and assist low-income students through the search, application and financial aid processes. Further, we seek to support research efforts that lead to viable solutions that will increase the college graduation rate in the United States.

In 2013, the Citi Foundation invested \$8 million in support of programs that generate a dramatic and sustainable increase in the number of low-income, academically qualified students who enroll in and complete postsecondary education.

<sup>1</sup>Hecker, Daniel E. "Occupational employment projections to 2012 (Monthly Labor Review)". Washington, DC: U.S. Department of Labor, Bureau of Labor Statistics, November 2005.

<sup>2</sup>James, Jonathan. "The College Wage Premium," Federal Reserve Bank of Cleveland. 2012.08.08. <http://clevelandfed.org/research/commentary/2012/2012-10.cfm>

<sup>3</sup>Lee, Donghoon. "Household Debt and Credit: Student Debt," Federal Reserve Bank of New York, February 23, 2013. (presentation) <http://www.newyorkfed.org/newsevents/mediaadvisory/2013/Lee022813.pdf>

<sup>4</sup>College Board, Advocacy and Public Policy Center in collaboration with the National Conference of State Legislators. "The College Completion Agenda: State Capitals Campaign 2011." Retrieved from [Completionagenda.collegeboard.org](http://Completionagenda.collegeboard.org)



## College Success

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### Examples of Our Leadership

## KIPP®

### **KIPP College Accounts Program**

The KIPP College Accounts Program (KCA) is rooted around recent findings from the Center for Social Development at Washington University in St. Louis that have shown that students with savings accounts are four times more likely to attend college than those without, and students with accounts in their own name are six times more likely to attend and persist through college than their peers without savings. Funded by the Citi Foundation, this multi-layered partnership between KIPP Academies, UNCF, Citi Community Development and Citi Microfinance, offers a comprehensive suite of support services to students from the sixth grade through college graduation—focused specifically on addressing financial barriers to college completion. At the core of the program are college savings accounts, which are offered to participating students to help finance postsecondary education expenses. By providing students and their families with an accessible savings account, seeded with an initial deposit, and with the potential for matching funds, the program is demonstrating that this concept can reach greater scale and serve as a model for significantly transforming college readiness and success among low-income families.



### **Financial Aid U**

Financial Aid U (FAU) empowers low-income students and their families with the necessary tools and information to access financial aid resources to enroll in, persist, and graduate from college. Completion of the Free Application for Federal Student Aid (FAFSA) is recognized as a major barrier for many low-income students and their families as they struggle to understand how to finance their college education. Although financial aid is available, lack of awareness and the complicated financial questions on the FAFSA prevent many students from even enrolling in college. Led by the Center for Economic Progress and its National Community Tax Coalition (NCTC), FAU assists families in completing their tax returns and the highly correlated FAFSA to unlock access to millions of dollars of federal and state grant and loans. Students also receive follow-up services on topics related to college financing, including school billing cycles, understanding the components of financial aid, cost comparisons, and personal budgeting. Through direct service, as well as federal policy and systems change efforts, FAU seeks to boost college completion rates for low-income students to improve their economic circumstances and help them participate in the financial mainstream. Together, the Citi Foundation and NCTC has helped put more than 8,000 students on the path to earning a college degree since the program launched in 2008. In 2013, Citi and NCTC were recognized with the Best Partnership Award by the U.S. Chamber Foundation's Business Civic Leadership Center for their work with FAU.



## Citi Supplier Diversity US Overview 2013

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Citi's corporate philosophy is that Supplier Diversity is an integral part of its corporate social responsibility and sustainability and therefore high on its agenda. Citi launched our U.S. Supplier Diversity program over 35 years ago on the principles that it is important to work with a wide range of diverse suppliers and consultants in the communities we serve.

Since then we have engaged with diverse businesses in accounting, equity markets, legal, and technology sectors. Citi tracks both Tier I and Tier II spend. The Tier II program is designed to encourage our Prime Suppliers to subcontract with small and diverse businesses as well as develop a supplier diversity program of their own. Spending with diverse suppliers is tracked and reported on a quarterly basis. In 2013, Citi spent over \$10 billion for goods and services in the United States. Our supplier diversity expenditures totaled over \$750 million with direct and indirect diverse suppliers in 2013, compared with over \$625 million in 2012—an increase of 21% over last year.

In 2013, Citi Supplier Diversity made significant progress in driving internal efforts to more effectively leverage diverse suppliers. Citi Procurement Services senior leadership took several strong actions, including implementing a sourcing goal to increase diverse spend by 10% year over year. The CPS senior management steering committee continued to ensure focus on diverse supplier utilization for both Tier I and Tier II opportunities.

Additional actions in 2013 included:

- Developed robust diversity champion teams across both Non-Technology and Technology sourcing, with individuals tasked at the category level to track performance, identify opportunities and provide reporting on program progress.
- Implemented Tiering initiative through our MSP, which created increased opportunity for Approved Diverse Suppliers in our Workforce/IT Professional services space, realizing a significant increase in Tier 1 diverse spend.
- Increased focus on collaborating with sourcing teams to drive supplier diversity consideration during strategic planning and pipeline discussions.
- Integrated Supplier Diversity and Sustainability focus as part of Procurement new hire training with specific attention to development of understanding and capabilities in global Procurement Service Centers.
- Continued to leverage industry-wide Supplier Connection initiative to drive focus across categories towards US Small Business Spend as it relates to unemployment and economic recovery.

Citi Supplier Diversity also continued on-going outreach efforts including:

- Participated in annual meeting with The Greenlining Institute, a public policy, research, and advocacy nonprofit organization which works to empower diverse communities and other disadvantaged groups.

- Hosted its sixth annual “Doing Business with Citi” forum, which puts eligible Minority-, Women-, and Veteran-owned Business and Small Businesses from Supplier Connection in the room with Citi Sourcing Professionals, providing invaluable insight and access to decision makers.
- In partnership with the National Minority Supplier Development Council (NMSDC), Citi continued its participation in the Center of Excellence program which launched in 2012. This small group of corporations has committed to implementing the NMSDC’s minority business development best practices, and developing relationships with selected minority-owned businesses over the period of the program.
- Hosted its ninth annual Supplier Diversity/Capital Markets Origination Broker Dealer Breakfast in New York, where over 80 broker dealers from diverse firms were represented. The breakfast includes a briefing on Citi’s view of the markets and direction for the upcoming year.
- Citi Supplier Diversity continued its partnership with the NYC Small Business Services Corporate Alliance Program. The program brings together large corporations and minority and women owned firms with a focus on corporate skills training and mentoring.
- Participated in the annual “Supply Chain Sustainability Summit” hosted by the New York/New Jersey Minority Supplier Development Council (NY/NJ MSDC).

In 2013, Supplier Diversity continued to meet and partner with our California Community Development team, Global Diversity, Global Community Development and Public Affairs to address the concerns of various advocacy groups.

Citi’s Supplier Diversity team continues to support and partner with leading national and regional diverse business development organizations, including the National Minority Supplier Development Council (NMSDC), Women’s Business Enterprise National Council (WBENC), National Minority Business Council and local chambers of commerce. Citi actively participated in the Financial Services Roundtable—Supplier Diversity, a banking and insurance networking industry group dedicated to the growth and development of diverse businesses.

At Citi we recognize the value of a diverse supply chain and are committed to driving supplier diversity as part of the way we do business by focusing our efforts on supplier development, training, outreach, and sourcing. We believe continued focus on supplier diversity as part of a sustainable supply chain will only make our businesses, our customers, and the communities we serve stronger.

## A Final Note

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For additional information about the Citi Supplier Diversity Program please visit:

[http://www.citigroup.com/citi/corporate/supplier\\_diversity/index.htm](http://www.citigroup.com/citi/corporate/supplier_diversity/index.htm)

Read our 2013 Citizenship Report here:

[http://www.citigroup.com/citi/about/global\\_citizenship.html](http://www.citigroup.com/citi/about/global_citizenship.html)

or contact us at:

[SupplierDiversityUS@citi.com](mailto:SupplierDiversityUS@citi.com)



**FOR IMMEDIATE RELEASE**  
**Citigroup (NYSE: C)**  
**March 31, 2014**

**The Citi Foundation Launches *Pathways to Progress* to Improve Career Readiness for 100,000 Youth**

*\$50 Million Initiative Represents Largest Single Commitment in Citi Foundation's 20-Year History*

*Focus on Helping 100,000 Youth in 10 Cities with Civic Engagement, Summer Jobs, and Entrepreneurship Training*

*Mayors Across the Country Applaud Effort to Jump-Start Career Readiness of the Next Generation*

New York – The Citi Foundation today announced *Pathways to Progress*, a three-year \$50 million initiative to unlock economic opportunity for 100,000 low-income youth in 10 cities across the United States. *Pathways to Progress* is the largest single commitment ever made by the Citi Foundation, and through the initiative, the Citi Foundation will work with community partners, government officials, and Citi volunteers to help young people ages 16-24 develop the workplace skills and leadership experience they will need to secure jobs and begin developing career paths. The Citi Foundation funded and developed *Pathways to Progress* over the last year, working with input from leading nonprofit partners. The program is focused on fostering career readiness through civic engagement, summer employment, and entrepreneurship training.

“If we want a strong labor force for generations to come, we need to make sure our country’s youth are prepared to meet the evolving needs of employers,” said Citi CEO Michael Corbat. “Through *Pathways to Progress*, we will connect young people with opportunities to fuel their own career ambitions and develop the skills that are needed in a 21st century economy. The professional success and civic engagement of our young men and women are critical to our economic competitiveness, and we are proud to support them.”

As job-creation efforts struggle to gain traction, Americans ages 16-24 who should be at the beginning of their working lives are facing a persistent 15% national unemployment rate – higher than many other groups – according to various sources. The economic slowdown and the decline of both manufacturing and family-run businesses all contribute to an inability of our nation’s youth to access entry-level jobs. For our country and its largest cities, the ripples of youth joblessness impact household and community stability and exacerbate the macroeconomic effects of broader unemployment.

*Pathways to Progress* will focus on 10 of the largest U.S. cities where Citi has a presence: Boston, Chicago, Dallas, **Los Angeles**, Miami, New York City, Newark, St. Louis, San Francisco, and Washington, DC. The initiative is launching with three



elements developed in tandem with leading community partners who will identify and recruit low-income young adults with demonstrated potential for success. Additional programs will be developed during the course of the three-year campaign.

- **ServiceWorks:** The Citi Foundation and Points of Light, the world's leading volunteer organization, will work with the Corporation for National & Community Service to launch the nation's largest corporate-sponsored AmeriCorps program in 10 cities nationwide. The program – which will deploy 225 AmeriCorps VISTA members – will build a large-scale volunteer response to the crisis of low college and career attainment and use volunteer service as a strategy to help youth and young adults develop the critical leadership and workplace skills they need to prepare for college and careers.
- **Summer Jobs Connect:** The Citi Foundation and the Cities for Financial Empowerment Fund will work with municipal governments in five of the partner cities to connect youth with meaningful summer job opportunities, along with financial education and access to financial products, to create a platform for future economic success. The effort will also link city agencies and community partners to share effective strategies for leveraging resources and mitigating costs associated with youth unemployment.
- **Make Your Job:** The Citi Foundation and the Network for Teaching Entrepreneurship will establish youth entrepreneurship camps in 10 cities that empower participants to “make their own job” through self-employment and the development of an entrepreneurial mindset critical to succeeding in a modern workforce. Immersive training will seek to nurture the instinct to innovate and promote the growth of business and technical skills.

*Pathways to Progress* aims to develop opportunities for low-income urban youth to set education and career goals and develop visions and blueprints for their professional future. The new initiative will be bolstered by the active involvement of Citi volunteers and mentors, and will complement the Citi Foundation's longtime focus on enabling college success for low-income students. The initiative will also bring together urban policymakers, private sector stakeholders, and community leaders to learn from these programs and scale cross-sector approaches to tackling chronic youth joblessness.

“From the boardrooms of corporate America to the hallowed halls of Congress, preparing our youngest citizens for college and career is a responsibility we all share,” said **U.S. Department of Education Secretary Arne Duncan**. “I applaud the Citi Foundation and its partners for putting the needs of our children first and coming together on *Pathways to Progress*. The innovative partnership among these organizations will help our nation's young people succeed inside and outside the classroom while strengthening and building a thriving middle class.”





"I would like to commend the Citi Foundation on this important initiative," said **U.S. Senator and former Newark Mayor Cory Booker**. "Our economy is recovering, but for young Americans especially, that recovery has been uneven, and chronic joblessness persists. There is simply no better investment we can make today to ensure sustained economic growth in the future than empowering our young people with the skills, confidence and access they need to choose a career where they can create better lives for themselves and their communities."

"We need to use every tool possible to ensure we set all our city's students up for success," said **New York City Mayor Bill de Blasio**. "I applaud the Citi Foundation's investment in our youth. Initiatives like *Pathways to Progress* help to provide our low-income students an opportunity to acquire the job readiness skills needed to get their professional lives started on the right foot."

"Through this initiative, Citi recognizes that the future economic strength and vibrancy of our city lies in the hands of our young adults," said **Chicago Mayor Rahm Emanuel**. "The Citi Foundation's *Pathways to Progress* initiative is another investment in the promise to Chicago's young people that hard work done today is an investment in a future where opportunity and personal success are well within reach."

"On behalf of the City of Los Angeles, I'd like to thank the Citi Foundation for partnering with our Hire L.A. Youth Summer Jobs program," said **Los Angeles Mayor Eric Garcetti**. "Hire L.A. Youth Summer Jobs will give 10,000 young Angelenos the skills they need to earn future success and ensure that Los Angeles has a competitive workforce for our economy."

"With this initiative, the Citi Foundation is demonstrating that the path to a meaningful professional life often begins at a young age, with experiences that reward dedication and hard work with opportunities to learn and succeed," said **Miami-Dade County Mayor Carlos A. Gimenez**. "We have a collective responsibility to ensure that our city's young adults are given the opportunity to prepare themselves for the workforce of the future, and the *Pathways to Progress* program is an excellent model to make this a reality."

"I commend the Citi Foundation for taking this important step to support our young residents," said **District of Columbia Mayor Vincent C. Gray**. "Through successful initiatives like the District's Summer Youth Employment Program, we're working together to tackle joblessness and ensure that students and young adults are prepared to enter the workforce. Working with community partners like Citi, we are empowering the next generation to stand on their own, support their neighborhoods and ultimately, grow the District's economy."

"Through my Summer Jobs+ program, we partnered with our private sector to provide opportunities and experiences for San Francisco's young people so that they can compete and win in the 21st century economy," said **San Francisco Mayor Ed Lee**. "While we connected more than 6,800 youths to jobs and internships last summer,



even more needs to be done. That's why I thank the Citi Foundation for collaborating with its community partners to help young men and women find a path to professional achievement and personal success."

"Ensuring our young people have the confidence and skills necessary to succeed in this 21st century global economy is one of the best investments we can make," **Dallas Mayor Mike Rawlings** said. "I welcome Citi's leadership in an initiative that leverages its own resources, people and the expertise of its community partners to improve the long-term employability of Dallas' youth."

"Meaningful opportunities, like the ones offered through the Citi Foundation's *Pathways to Progress*, are an immediate response to the need to provide youth with constructive ways to increase academic success, develop workplace skills, and spend their time in ways that reduce negative behaviors," said **St. Louis Mayor Francis Slay**.

"Boston is proud to work with the Citi Foundation to connect our next generation with opportunities and knowledge to help our youth formulate a blueprint for their own professional success," said **Boston Mayor Martin J. Walsh**. "Investments made today will create a skilled, confident, and motivated workforce for tomorrow that will continue propelling Boston's local economy in the future."

"With this initiative, the Citi Foundation and mayors around the country recognize that strengthening the career-readiness of young workers in a community may not only contribute to their own improved outcomes, but can help drive a region's economic growth through productivity gains, rising incomes and business attraction and retention," said **Sarah Rosen Wartell, President of the Urban Institute**.

With a focus on 10 of the country's largest cities, *Pathways to Progress* reinforces Citi's commitment to deploy its resources, expertise and unmatched global presence to improve the ability of cities to modernize, operate efficiently, deliver high-quality public services, and expand economic opportunity. For more information about Citi's work enabling progress in urban centers around the world, visit [www.citiforcities.com](http://www.citiforcities.com).

# # #

#### **About Citi**

Citi, the leading global bank, has approximately 200 million customer accounts and does business in more than 160 countries and jurisdictions. Citi provides consumers, corporations, governments and institutions with a broad range of financial products and services, including consumer banking and credit, corporate and investment banking, securities brokerage, transaction services, and wealth management.

Additional information may be found at [www.citigroup.com](http://www.citigroup.com) | Twitter: [@Citi](https://twitter.com/Citi) | YouTube: [www.youtube.com/citi](http://www.youtube.com/citi) | Blog: <http://blog.citigroup.com> | Facebook: [www.facebook.com/citi](http://www.facebook.com/citi) | LinkedIn: [www.linkedin.com/company/citi](http://www.linkedin.com/company/citi)

#### **About the Citi Foundation**

The Citi Foundation works to promote economic progress in communities around the world and focuses on initiatives that expand financial inclusion. We collaborate with best-in-class partners to create



measurable economic improvements that strengthen low-income families and communities. Through a “More than Philanthropy” approach, Citi’s business resources and human capital enhance our philanthropic investments and impact. For more information, visit [www.citifoundation.com](http://www.citifoundation.com).

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