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

Name of Financial Institution
10100 Santa Monica Blvd., Suite 300 Los Angeles CA 90067

Street Address City State Zip Code

Kenneth Gillespie, Director

Contact Person Name and Title

(310) 734-5805 kgillespie@williamblair.com

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 X 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 X
   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 X If yes, please provide a copy of your policies.
   PLEASE NOTE ATTACHED STATEMENT REGARDING QUESTION 3.

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.

Kenneth S. Gillespie

Print Name, Title Signature Date 8/12/14

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

<table>
<thead>
<tr>
<th>Name of Charitable Organization</th>
<th>Type</th>
<th>Amount ($)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Los Angeles Consular Corps - September 2014</td>
<td>Other</td>
<td>$2,500.00</td>
</tr>
<tr>
<td>Los Angeles Consular Corps - September 2013</td>
<td>Other</td>
<td>$2,500.00</td>
</tr>
<tr>
<td>Variety Boys and Girls Club - May 2014</td>
<td>Children &amp; Youth Development</td>
<td>$2,500.00</td>
</tr>
</tbody>
</table>

Note: William Blair & Company also contributes to many charities that have nationwide reach, including the American Red Cross, United Way, American Cancer Society, Girl Scouts, Boy Scouts, Clinton Global Initiative, and United States Olympic Committee. Within California, the Firm also contributes to the Casa Foundation, San Jose Obrero Mission, and Junior League of San Francisco.
August 12, 2014

Attn: Debt Management Group
Office of the City Administrative Officer
City of Los Angeles
200 North Main Street, Room 1500
Los Angeles, CA 90012

Re: Responsible Banking Investment Monitoring Program for Investment Banks

In response to Question 3 of the City's request for information regarding the Responsible Banking Investment Monitoring program for Investment Banks, William Blair & Company would like to offer the following information regarding woman-owned, minority-owned, and disabled business enterprises:

William Blair & Company has no written procurement policy but feels strongly in the importance of diversity and strives to create a more diverse work environment both when hiring any new employees or working closely with subcontractors which are designated as “woman owned”, “minority owned”, or “disabled” business enterprises. William Blair is committed to advancing the City’s practices regarding disadvantaged business enterprises and regularly works with MBE/WBE/DBE firms.

William Blair is committed to furthering the City's efforts to utilize MBE/WBE/DBE subcontractors and furthering the participation of MBE/WBE/DBE firms in the municipal marketplace.

If you have any questions, please feel free to contact us at the numbers below. We truly appreciate the opportunity to serve the City.

Sincerely,

Cheryl Hines
Managing Director
(415) 248-5903

Kenneth S. Gillespie
Director
(310) 734-5805
Investing in Our Communities
At William Blair & Company, we believe that the best investments are not found on a stock exchange. We are committed to serving our neighbors and being a long-term partner to the communities that we live and work in. This is a legacy we inherited from our founder more than 75 years ago and proudly continue today.

The Foundation
As the firm’s charitable arm, the William Blair & Company Foundation provides financial support to organizations that make a direct impact in our communities through healthcare, education, social services, and the arts.

In 2012 the foundation contributed to more than 360 not-for-profit organizations, including:

- After School Matters
- American Cancer Society
- American Heart Association
- American Red Cross
- Art Institute of Chicago
- Avon Walk for Breast Cancer
- Big Brothers Big Sisters
- Brookfield Zoo
- Boys & Girls Clubs of Chicago
- Chicago Botanic Gardens
- Chicago Historical Society
- Chicago Summer Business Institute
- Cystic Fibrosis Foundation
- Evans Scholars Foundation
- Field Museum
- Golden Apple Foundation
- LEARN Charter School Network
- Peggy Notebaert Nature Museum
- Ronald McDonald House
- Rush University Medical Center
- Urban Alliance
- YMCA of Metropolitan Chicago

Our Employees
William Blair is extremely proud of the way that our employees have invested themselves in their local communities. Each year our employees personally contribute to hundreds of charitable organizations through their time, money, and leadership.

The United Way of Metropolitan Chicago consistently recognizes William Blair as a Top 20 Corporate Citizen based on the contributions made by the firm and its employees. In 2012, 82% of William Blair’s approximately 1,100 employees around the world participated in the United Way’s annual campaign.
Community Partnerships

Strategic Partners
Each year William Blair forms strategic partnerships with several organizations that address the most pressing needs of our communities. Through our financial support and our volunteers who roll up their sleeves to lend a hand, we team up with these partners to strengthen our communities and serve our neighbors.

Our Partners
We have supported many community partners since 2011, for example:

- **Building a Place to Play for the Children of Broadview**
  - In one day, 125 William Blair volunteers helped convert a vacant lot into a vibrant playground for the children of Broadview, Illinois. Using a playground design inspired by the ideas of the neighborhood children, the William Blair team partnered with KaBoom!, the Broadview Park District, and the Proviso Leyden Council for Community Action to create a safe, fun place to play. KaBoom! is a not-for-profit organization that teams up with local communities to build playgrounds across the country.

- **Delivering Healthy Options to Chicago’s “Food Deserts”**
  - The Greater Chicago Food Depository’s Healthy Kids Market brings fresh produce and a variety of other healthy foods to neighborhoods where these nutritious options can be hard to find. Thanks to William Blair’s support, the GCFD was able to expand the Healthy Kids Market to two additional Chicago Public Schools in some of the city’s poorest neighborhoods. William Blair volunteers also work at the GCFD to package food for distribution to food pantries and shelters across the city.
William Blair & Company is a global investment banking and asset management firm. We are committed to building enduring relationships with our clients and providing expertise and solutions to meet their evolving needs. An independent and employee-owned firm, William Blair is based in Chicago, with office locations in 12 cities including London, New York, Shanghai, and Zurich. For more information, please visit williamblair.com.