



UNION BANK OF CALIFORNIA
Diverse Business Enterprise Spend Detail by Gender/Ethnicity
 1/08 to 12/08

All Bank Purchases.....	\$715,404,695
Excluded Spend.....	\$29,553,618
Total Less Exclusions.....	\$685,851,077

DBE Purchases and Subcontracting	DBE Prime	%	DBE Sub-contracting	%	Total DBE Spend	%
African American Vendors						
Men	\$14,737,711	2.15%	\$1,742,005	0.25%	\$16,479,715	2.40%
Women	\$153,784	0.02%	\$113,818	0.02%	\$267,602	0.04%
<i>Total African American</i>	\$14,891,495	2.17%	\$1,855,823	0.27%	\$16,747,317	2.44%
Asian American Vendors						
Men	\$12,959,157	1.89%	\$2,808,491	0.41%	\$15,767,649	2.30%
Women	\$4,680,005	0.68%	\$944,021	0.14%	\$5,624,026	0.82%
<i>Total Asian American</i>	\$17,639,162	2.57%	\$3,752,512	0.55%	\$21,391,675	3.12%
Hispanic Vendors						
Men	\$4,157,774	0.61%	\$16,826,573	2.45%	\$20,984,347	3.06%
Women	\$2,000,689	0.29%	\$1,038,520	0.15%	\$3,039,209	0.44%
<i>Total Hispanic American</i>	\$6,158,464	0.90%	\$17,865,093	2.60%	\$24,023,557	3.50%
Native American Vendors						
Men	\$156,577	0.02%	\$37,348	0.01%	\$193,925	0.03%
Women	\$237,713	0.03%	\$5,143	0.00%	\$242,856	0.04%
<i>Total Native American</i>	\$394,290	0.06%	\$42,491	0.01%	\$436,781	0.06%
Multi-ethnic Vendors						
Men	\$1,469,003	0.21%	\$4,263	0.00%	\$1,473,266	0.21%
Women	\$0	0.00%	\$34,848	0.01%	\$34,848	0.01%
<i>Total Multi-ethnic</i>	\$1,469,003	0.21%	\$39,111	0.01%	\$1,508,114	0.22%
MBE Men Total	\$33,480,223	4.88%	\$21,418,680	3.12%	\$54,898,902	8.00%
MBE Women Total	\$7,072,191	1.03%	\$2,136,350	0.31%	\$9,208,541	1.34%
Total MWBE¹	\$40,552,414	5.91%	\$23,555,030	3.43%	\$64,107,444	9.35%
Total WBE²	\$20,946,649	3.05%	\$10,625,039	1.55%	\$31,571,688	4.60%
Service Disabled Veteran Vendors						
Men	\$3,529	0.00%	\$608,856	0.09%	\$612,385	0.09%
Women	\$0	0.00%	\$0	0.00%	\$0	0.00%
<i>Total Service Disabled Veteran³</i>	\$3,529	0.00%	\$608,856	0.09%	\$612,385	0.09%
Total Diverse Business Enterprise⁴	\$61,502,592	8.97%	\$34,788,924	5.07%	\$96,291,517	14.04%

Note:

1. Minority and Women Business Enterprise (MWBE) includes all ethnic minorities regardless of gender.
2. Women business enterprise (WBE) includes only Caucasian women.
3. Service Disabled Veteran Business Enterprise (SDVBE).
4. Diverse business enterprise (DBE) is defined as a minority-owned, a women-owned or a service-disabled veteran-owned business.