

# Amtrak® Supplier Diversity

NATIONAL RAILROAD PASSENGER CORPORATION

*Past*  
*Present*  
***Future***



Annual Report FY 2022



## Thank You

For any Supplier Diversity program to be successful, there must be a total and true commitment embedded throughout the organization. We appreciate the efforts and the support of the Federal Railroad Administration (FRA), Amtrak's Executive Leadership Team, the Procurement Law and Government Affairs & Corporate Communications departments, designs by Stacey, Inc., and all of our Suppliers- past, present and future.

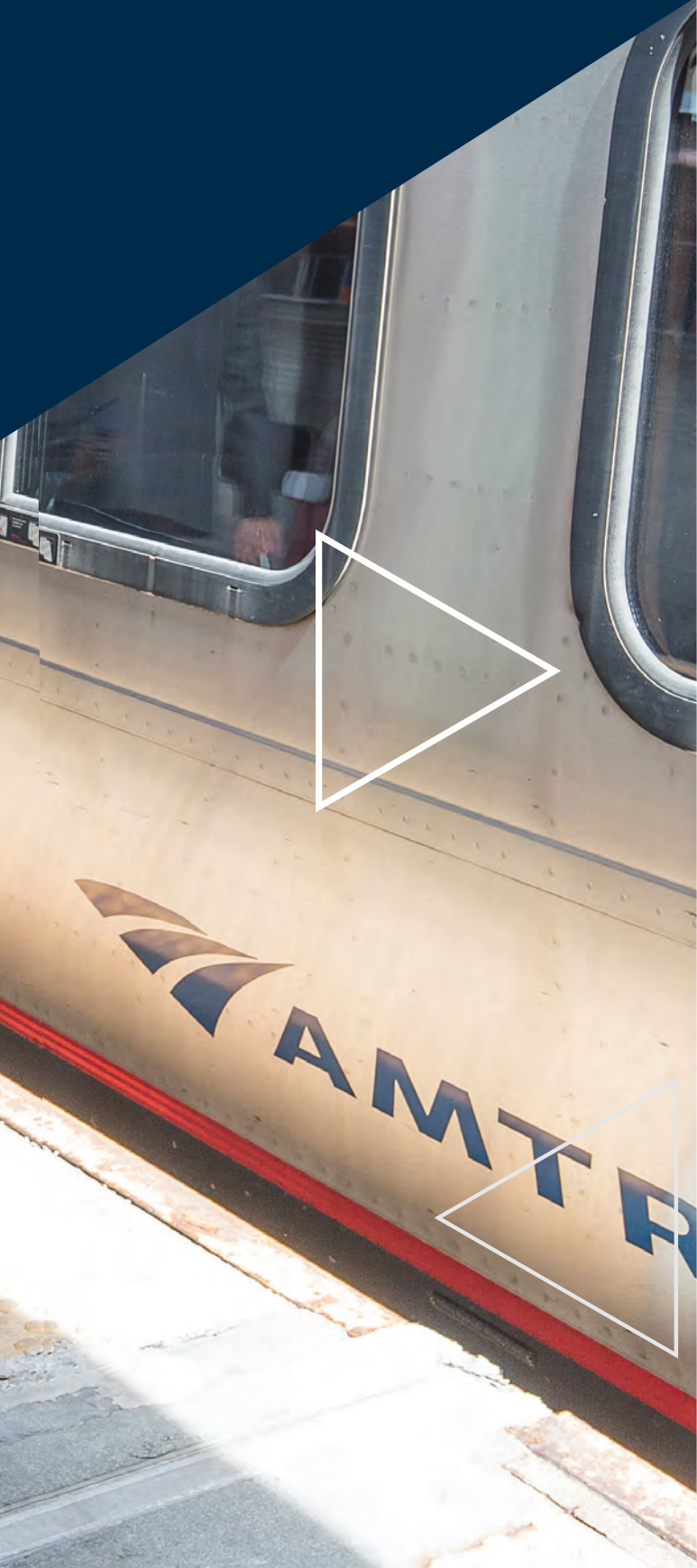




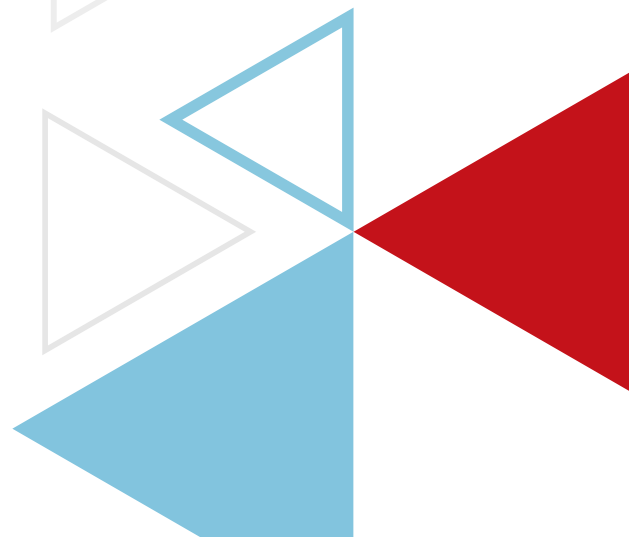
“ *Small and minority-owned businesses must play a significant role in our efforts to restore economic growth. Small businesses employ half of the nation’s private sector workforce; create a large share of the nation’s new jobs; and introduce many groundbreaking ideas into the marketplace.* ”

—Former President  
Barack Obama

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FY 2022

**25.13%**

DIVERSITY SPEND

# FY 2022 Achievement Highlights



FY 2022 TOTAL DIVERSITY SPEND

**\$484  
MILLION**

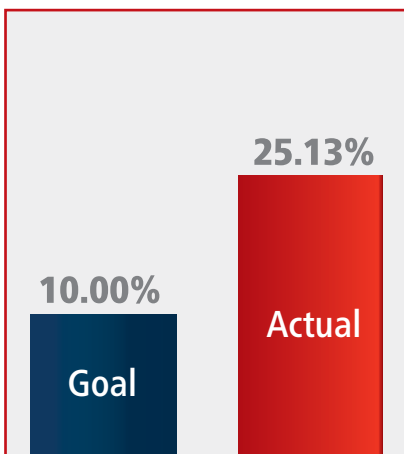


WE INCREASED OUR

**DIVERSITY  
SPEND GOAL  
BY 15.13%**

## FY 2022 Diversity Spend

Amtrak set a corporate diversity spend goal of 10%. The Supplier Diversity Office (SDO) exceeded that goal with a diversity spend percentage of 25.13%.



**418**

NEW DIVERSE SUPPLIERS



Through outreach efforts SDO added 418 diverse vendors to its database for a 16% increase which brought the database to a total of **3074 diverse profiles at the end of FY 2022.**

**3,074**

DIVERSE SUPPLIER PROFILES



**1304**

Diverse Suppliers were utilized in Direct Spending for FY 2022

- In July 2022 SDO opened the doors of its first **Small Business Resource Center in Philadelphia.**
- SDO strategically placed a team in Chicago to take advantage of increasing business opportunities at Amtrak's fourth-busiest station. Placing staff in Chicago also supports Illinois Senate Bill 2424, Railroad Supplier Diversity Act, which went into effect August 20, 2021. Amtrak® SDO provides an annual report of diversity results to the Illinois Commerce Commission.

# Amtrak® Values

## Do the Right Thing...

Supplier Diversity exemplifies Amtrak's meaning of treating others as we would like to be treated. The SDO team places the highest value in providing the maximum opportunity for all firms, regardless of their organizational makeup.

## Put Customer First

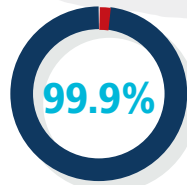
SDO acknowledges that our internal customers and supplier relationships have a direct impact on Amtrak's total customer experience. We take pride in being small diverse business advocates as well as Amtrak® representatives. This falls in alignment with Amtrak's mission to provide superior customer service while maintaining financial excellence.

## Excel Together

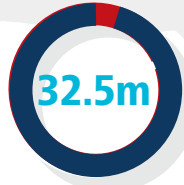
Amtrak® has a role and responsibility in promoting small diverse businesses. We recognize that small businesses stimulate growth by supporting the organization's learning, and the continuous improvement of processes and innovation by leveraging new technologies to excel together. The Supplier Diversity program puts Amtrak® in direct contact with and in support of the communities it serves.

Supplier Diversity aligns with Amtrak® core values and is embedded in the company's culture.

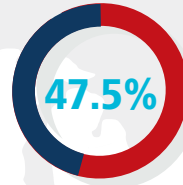
# Facts



99.9% of all firms are small business in the United States



There are 32.5 million small businesses in the United States



Small businesses employ 47.5% of the nation's employees and consistently create more jobs annually than larger, private firms

## SMALL BUSINESS JOB CREATION



**12.7 Million** Jobs Created

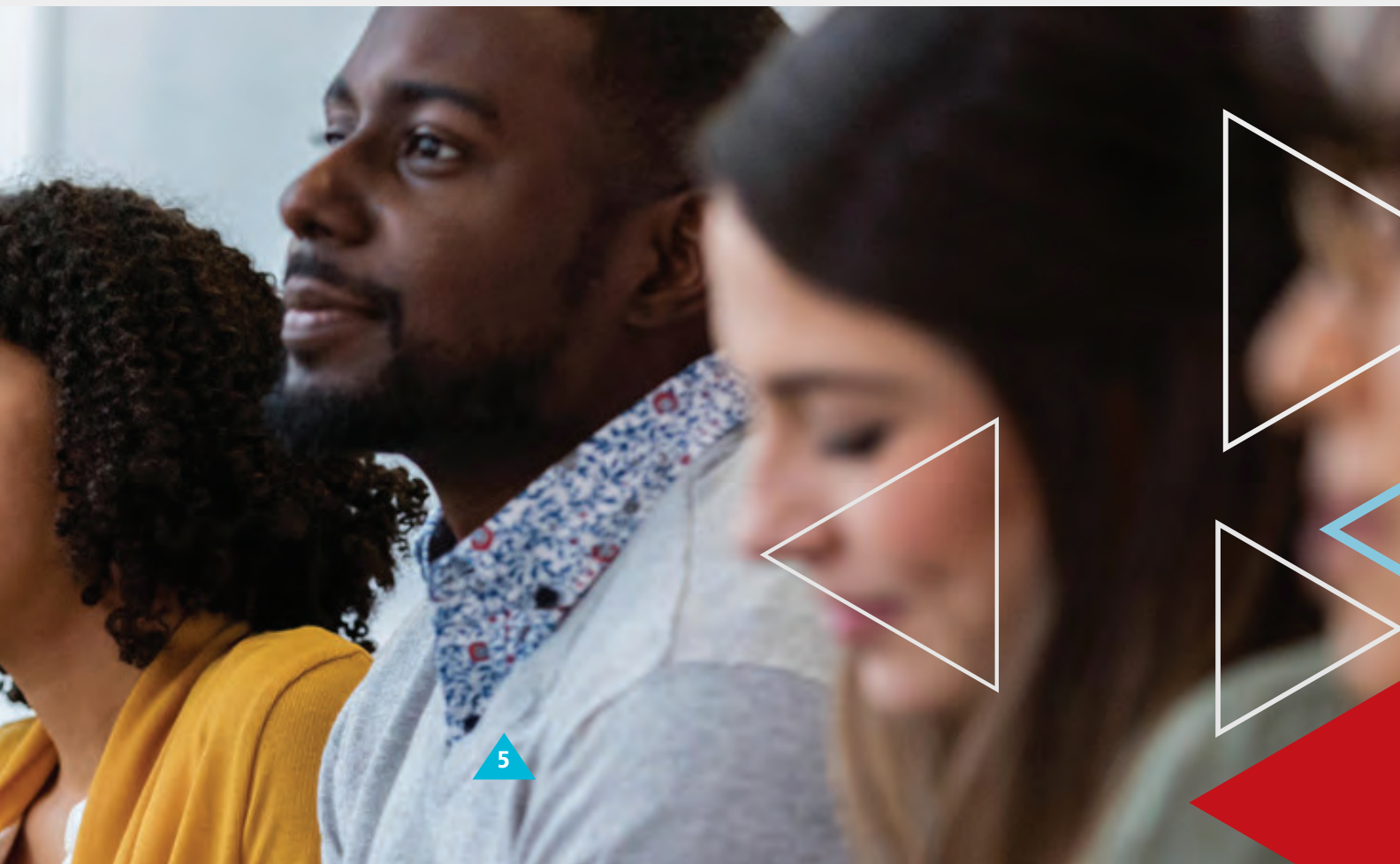
From 1995 to 2020, small businesses created 12.7 Million net new jobs while large businesses created 7.9 million



**62%**

of net new job creation From 1995 to 2020

<https://cdn.advocacy.sba.gov/wp-content/uploads/2021/12/06095731/Small-Business-FAQ-Revised-December-2021.pdf>  
<https://www.chamberofcommerce.org/best-small-cities-for-business/>





# Stephen Gardner

Office of the Chief Executive Officer

“At Amtrak®, we have the honor and a privilege to create mobility, connectivity and economic opportunity across America through our passenger rail service. Increasingly, we are also creating value by doing more business with diverse suppliers.”

## To Our Amtrak Stakeholders,

Amtrak® is committed to increasing our work with well-qualified businesses that are 51% owned and operated by underrepresented or underserved groups. In Fiscal Year 2022, we did business with more than 1,300 diverse suppliers for a total of \$484 million. This represents a 25% year-over-year increase in spend. In addition, we have engaged in an aggressive outreach program to identify new diverse suppliers across our network. Last year, our newly expanding Supplier Diversity Office identified more than 400 new diverse vendors, to bring our total data base to more than 3,000 diverse vendors nationwide. We expect to continue to grow our diverse supplier base and spend in FY 2023 and beyond.

We are entering a new era of passenger rail at Amtrak. With a record level of federal investment from the Federal government, Amtrak is counting on the support of all our stakeholders to help us efficiently and affordably deliver new trainsets, rebuild our stations, tunnels, tracks, and much more.

Amtrak's future has never been brighter – and our diverse suppliers are an important part of it.

Sincerely,



Stephen Gardner  
Amtrak CEO



# Shirley Craun

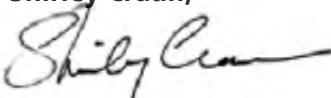
## AVP Strategic Procurement at Amtrak®

Amtrak's Supplier Diversity Program is managed by dedicated personnel in our Supplier Diversity Office (SDO) which reports into Strategic Procurement. I have the privilege of overseeing the achievements made by the SDO year over year. It consists of personnel with not only the expertise, but also the passion for the program. We establish clear and measurable diversity spend targets and seek to provide maximum practical contracting opportunities to our diverse suppliers.

In the last five fiscal years, Amtrak® has consistently exceeded our corporate diversity spend goals. The SDO took on many strategic initiatives to reach these goals. To name a few, in 2022 we opened the door to our first Small Business Resource Center in William H. Gray III 30th Street Station in Philadelphia. Additionally, we put in place a strategic focus on Chicago, one of Amtrak's largest spending areas. We also hosted or participated in a variety of supplier outreach events. Internally, we used multiple channels to strengthen awareness and encourage enterprise-wide employee engagement. We also collaborated with Amtrak's Diversity, Inclusion & Belonging team as well as the recently formed Community Engagement group to strategize on diversity matters.

As we move forward into the future, we continue to identify improvement opportunities to increase the program's efficacy. We are well on our way to meet or exceed the higher diversity spend goal we challenged ourselves with in FY 2023. With the commitment and support from our senior leadership and dedication from our program staff, I am confident we will be able to reach the higher goal and take our program to the next level.

**Shirley Craun,**



AVP Strategic Procurement





**“ Don’t Give Up.  
If It Doesn’t Work  
The First Time,  
Find Another Way.”**

—7 Rules of Life

# 2022 TOP 25 WOMEN IN POWER IMPACTING DIVERSITY

(DIVERSITY PLUS MAGAZINE JUNE 2022)



## Jacqueline Donaldson-Grey Makes Amtrak Supplier Diversity Leader in Rail Industry

**Jacqueline Donaldson-Grey, ECMCA is Director,  
Supplier Diversity for Amtrak®.**

"Under her leadership, Amtrak's Supplier Diversity Program was voted one of the best of the decade". This is a particular honor, because the rail industry is one of the most challenging and underrepresented industries in the diversity arena. She bases her success on always adhering to the principles of inclusion, communication, connectivity and resourcefulness. Top-down support has been a critical factor in Jacqueline's ability to develop an award-winning Supplier Diversity Program, because she has the assurance the corporation is "all in."

Jacqueline's inspiration for success is based on her knowledge that diverse companies are the epitome of innovation. She recognizes that for many diverse companies, it is not about their ability but the opportunity. Jacqueline strives to create platforms of exposure and opportunities for diverse suppliers. She currently holds an Executive Certified Master Compliance Administrator Certification and has been active in several organizations both on a professional and personal level.

# Who We Are

Since FY 2022 the Amtrak® SDO team has grown in staff and looks to continue to grow in the near future. The six members on the SDO team spread over three locations: Chicago, Philadelphia, and Washington. Chicago is the newest addition to the SDO team.

SDO strategically placed staff in Chicago to account for the increased procurement activities in Illinois. In FY 2021 Illinois maintained Amtrak's highest diverse spending total by state, but SDO recognized the spend was not equally disbursed amongst diverse firms. In lieu of our large projects in the present and near future, SDO staff was deployed to target diverse participation across the board.



For FY 2022, Illinois, Pennsylvania, and Washington, D.C., areas collectively made up 16.22% of Total Direct Diverse Spend.





Philadelphia



Washington, D.C.

**Jacqueline Donaldson-Grey**

Director, Supplier Diversity (Washington)

**Jesse R. Wilson, II**

Manager, Supplier Diversity (Philadelphia)

**Leatha King**

Lead Supplier Diversity Specialist (Chicago)

**Patricia Barmore**

Sr. Supplier Diversity Specialist (Philadelphia)

**Eboni Smith**

Supplier Diversity Specialist (Philadelphia)

**Camila Aureliano Costa**

Intern/Graduating Senior  
at Howard University (Washington)

# Who We Serve

## Disadvantaged Business Enterprises (DBE)

As defined in 49 CFR Part 26, DBEs are for-profit small business concerns where socially and economically disadvantaged individuals own at least a 51% interest and control management and daily business operations. African Americans, Hispanics, Native Americans, Asian-Pacific, and Subcontinent Asian Americans, and women are presumed to be socially and economically disadvantaged. Other individuals can also qualify as socially and economically disadvantaged on a case-by-case basis.

## Minority Business Enterprises (MBE)

A for-profit enterprise that is physically located in the U. S. or its trust territories, which is at least 51% minority-owned, operated, and controlled day-to-day by a member(s) of a minority group that is at least 25% Asian American, Black American, Hispanic American, or Native American with minority eligibility established via a combination of screenings, interviews, and site visits. Ownership, in the case of a publicly owned business, means that at least 51% of the stock is owned by one or more minority group members.

## Women Business Enterprises (WBE)

An independent business concern that is at least 51% owned and controlled by one or more women who are U.S. citizens or Legal Resident Aliens; whose business formation and principal place of business are in the U.S. or its territories; and whose management and daily operation is controlled by a woman with industry expertise.

## Veteran-owned Business (VOB)

At minimum 51% owned by one or more veterans (as defined at 38 U.S.C. 101(2)) or, in the case of any publicly owned business, not less than 51% of the stock of which is owned by one or more veterans and whose management and daily business operations are controlled by one or more veterans.

## Service-Disabled Veteran-owned Businesses (SDVOB)

At minimum 51% owned by one or more service-disabled veterans or, in the case of any publicly owned business, not less than 51% of the stock of which is owned by one or more service-disabled veterans and whose management and daily business operations are controlled by one or more service-disabled veterans or, in the case of a veteran with a permanent and severe disability, the spouse or permanent caregiver of such veteran. A service-disabled veteran is as defined in 38 U.S.C. 101(2), with a disability that is service-connected, as defined in 38 U.S.C. 101(16)

## Small Business Concerns (SB)

A concern, including its affiliates, that is independently owned and operated, not dominant in the field of operation in which it is bidding on government contracts, and qualified as a small business under the criteria and size standards in 13 CFR part 121 (see 19.102). Such a concern is "not dominant in its field of operation" when it does not exercise a controlling or major influence on a national basis in a kind of business activity in which several business concerns are primarily engaged. In determining whether dominance exists, consideration shall be given to all appropriate factors, including volume of business, number of employees, financial resources, competitive status.

## Labor Surplus Area Firms (LSA)

A civil jurisdiction that has a civilian average annual unemployment rate during the previous two calendar years of 20% or more above the average annual civilian unemployment rate for all states (including Puerto Rico) during the same 24-month reference period. The Department of Labor's regulations implementing Executive Orders 12073 and 10582 are set forth at 20 CFR part 654, subparts A and B. These regulations require the Employment and Training Administration (ETA) to classify jurisdictions as labor surplus areas pursuant to the criteria specified in the regulations and to publish annually a list of labor surplus areas.





## Our Goal

The SDO goal is to establish, monitor, and document the procurement procedures required for the Supplier Diversity Program, in support of Amtrak® efforts to:

- Ensure nondiscrimination in the award and administration of contracts.
- Create a level playing field on which diverse firms can compete fairly.
- Help remove barriers to the participation of diverse firms on contracts.
- Assist the development of diverse firms that can compete successfully in the marketplace.
- Achieve at a minimum our corporate diversity goal of 10%.





**Our Supplier  
Diversity Program  
reflects the  
communities  
we serve.**

- **Disadvantaged Business Enterprises (DBE)**
- **Small Business Concerns (SB)**
- **Minority Business Enterprises (MBE)**
- **Women Business Enterprises (WBE)**
- **Veteran-owned Businesses (VOB)**
- **Service-Disabled Veteran -owned Businesses (SDVOB)**
- **Labor Surplus Area Firms (LSA)**



# Our Work

SDO has ramped up its outreach activities, including holding frequent pop-up events in station locations starting in FY 2022 as well as participating in local and national events. Amtrak® will continue to collaborate and participate in events with programs across the U.S., such as the Chicago Region Environmental and Transportation Efficiency Program (CREATE) and the Southland Black Chamber of Illinois as we have in prior years.



The team encourages prime and subcontractors to utilize the resources provided on the Amtrak® Procurement Portal. The portal provides vendor registration which becomes a vendor database, for internal and external use. The vendor registration allows vendors to manually update their information, and confirms that information shown is current and accurate. The portal also identifies Amtrak's major business partners. The major business partners listing is provided to the users to encourage vendors to network, to promote small business, and to increase their



exposure. The portal has provided small diverse businesses a way to align themselves with prime contractors, maximizing contracting opportunities.

In January 2022, after conducting a survey of the Amtrak® Diverse Vendor Directory Database of about 2500 vendors, SDO implemented a rotating 3-month group panel of 10 randomly selected diverse firms from the diverse vendor directory, which was created through vendor registration. This directory is one of our resource tools used to quickly identify diverse firms for opportunities. We use this forum to walk the participating vendors through the Procurement Portal, which is a gateway to participation, to discuss and address any issues/ concerns and to brainstorm on how we can enhance our processes. The inaugural group was completed in March 2022. Amtrak® SDO led virtual discussion panels on

doing business with Amtrak®. The panels comprised representatives from various small and minority firms discussing how to compete in Amtrak's solicitations. It was requested that more discussions cover possible barriers and identify what tools were helpful in achieving successful contracts.

In addition, SDO continuously provides procurement training to Amtrak® departments. For the Procurement group, SDO discussed a supplier diversity checklist, which helps new and seasoned buyers ensure they have included supplier diversity tasks in the procurement process. The Strategic Procurement department also launched company-wide e-Learning in 2021 to include the supplier diversity topic. This allows us to educate Amtrak® employees who are likely to initiate procurement actions in accordance with Supplier Diversity's mission, goals, and process.



AMTRAK

At Amtrak,

diversity is far more

than just a program.

1403

AUDITORIUM

AMTRAK



## Outreach Events

- Various Outreach sessions with Amtrak Team for Commuter Service (California)
- Meet The Primes-Virtual as hosted by Baltimore Regional Procurement Council (BRPC)
- 31st Annual Federal Procurement Conference (Washington, D.C.)
- Pennsylvania Senator Street-Diversity and Minority Business Forum (Philadelphia)
- Alabama PTAC (LSAs and diverse firms target)-10th Annual SB Procurement Fair (Virtual)
- Southland Black Chamber of Commerce (Chicago)
- Colorado PTAC (Virtual)
- MD PTAC/SBDC-Labor Surplus Procurement Opportunities (Virtual)
- NM PTAC (Virtual)
- Pennsylvania Senator Sharif Street and Staff (Economic Council) (Virtual)
- First Inaugural SDO Panel Discussion Group (3-month cycle) (Virtual)
- Second SDO Panel Discussion Group (Virtual/New York)
- Senator Tim Kearney-Diverse Business Forum (Black History) (Media, Pa.)
- WTS- PHL- Bringing Equity and Inclusion into the Pub Engagement Process (Virtual)
- GWHCC Small Business Expo (Washington, D.C.)
- Reconnecting with USPAACC (Virtual)
- Vendor Meeting Sessions (Chicago Union Station)
- Hire 30th Street Advisory Collaborative Meeting (Philadelphia)
- DC Dept of Small Business (DSLBD) Keith Howard (Virtual)
- Bond Ed Prog Stakeholders-William H. Gray, III 30th Street Project (Virtual)
- Infrastructure Roundtable w/ The Honorable Senator B.L. Cardin/Baltimore MBDA (Virtual)
- Federal Business Council (Virtual)
- MD MBDA- Procurement Connect Outreach (Virtual)
- Philadelphia Pennsylvania Small Business Expo (Philadelphia)
- Pop up- NYP- Networking and 1:1 Session (New York)
- Grand Opening Amtrak SDO Small Business Resource Center (Philadelphia)
- Amex Business Class Live - Contract Connections/Matchmaker (Javits Center/New York)
- NY Empire Development Agency Virtual Event (Virtual)
- Meet & Greet-CUS SDO New Member/Community Network event (Chicago)
- Amtrak SDO Panel Discussion-DOBE/Service-Disabled Vets (Philadelphia)
- University City Dollar Days (Philadelphia)
- US Department of Transportation Business Forum (Washington, D.C.)

# Contract Op



**\$9.22 Billion**  
Investment

## Hudson Tunnel Project

The project is the construction of a new rail tunnel from New York Penn Station and the repair of the existing which suffered damages created by Hurricane Sandy. Amtrak will manage the preliminary engineering requirements including the design and construction. The original tunnel was built in 1910. The estimated construction cost to complete the new Hudson River Tunnel is \$9.22 billion, and the estimated construction cost to rehabilitate the North River Tunnel is \$1.81 billion.



**\$7.5 Billion**  
Investment

## Washington Union Station

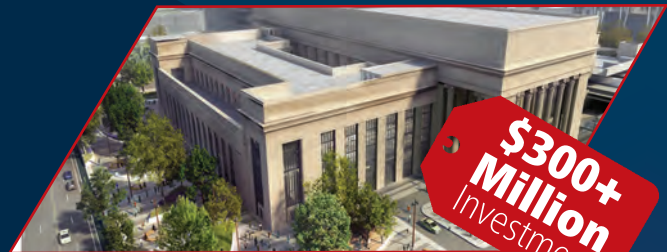
Amtrak® is preparing to break ground on a project to double passenger space. It includes additional boarding gates, Metropolitan Hall Lounge, concourses, a new train hall and terminal rail improvements. The expansion construction is estimated at between \$5.8-\$7.5 billion in construction cost. The FRA encourages public participation throughout the development and evaluation of the project. We are expecting this participation to increase opportunities for many small and minority enterprises.



**\$1.8 Billion**  
Investment

## Portal North Bridge Project

NJ TRANSIT and Amtrak® are partnering with FRA and Federal Transit Administration to replace an existing 2.5-mile bridge. The cost to replace the century-old bridge is estimated to be \$1.8 billion.



**\$300+ Million**  
Investment

## William H. Gray III 30th Street Station

In 2022 Amtrak® finalized a leasing agreement, and a partnership with Plenary Infrastructure Philadelphia (PIP) is in full swing. While in the beginning stages, the partnership is anticipated to bring the station in West Philadelphia into a modern state of repair, complete renovation of corporate office spaces and leasing space and enhance the quality of the passenger experience. This long-term partnership has acknowledged the need and is committed to reinvesting in the communities it serves.



**\$1.6 Billion**  
Investment

## Moynihan | Penn Station Development

This is Amtrak's new home in New York. It is Amtrak's busiest station, serving 10.5 million riders annually. Moynihan Train Hall and Penn Station should offer many new and continuous procurement opportunities for small and diverse businesses moving forward. The Moynihan Train Hall is estimated to be a \$1.6 billion transformation of the 100+ year old James A. Farley Post Office Building.

# opportunities



**\$1.2 Billion**  
Investment

## ADA Stations Program

The Amtrak® ADA Stations Program is a multi-year project to bring our stations and platforms in compliance with ADA accessibility requirements. The program includes 387 stations that need to be addressed, and work is estimated to be completed in 2027. The expected cost is estimated to be \$1.2 billion.



**\$150 Million**  
Investment

## Baltimore Penn Station

Amtrak® is now in partnership with Penn Station Partners to transform the station into a premier regional transportation hub. The estimated \$150 million investment will improve the station, rebuild platforms, renew overhead electrical systems, and provide new office | retail space, and residential hotels. Accordingly, this revitalization project is part of Amtrak's larger goal to invest in the communities we serve and be a catalyst for economic development.



**\$4 Billion**  
Investment

## Baltimore & Potomac Replacement Program

The B&P Tunnel is approximately 1.4 miles long and was constructed in 1873. Over time the tunnel has been patched and has needed continuous recurring maintenance. Amtrak® announced the new tunnel will be named after Frederick Douglass. The project is estimated to be a \$4 billion investment. "In naming this vital piece of new infrastructure on the Northeast Corridor, we want to highlight Frederick Douglass as a critically important figure in American and Maryland history, whose principles and work inspire Amtrak and align with our own values and mission," said Amtrak® CEO Stephen Gardner.



**\$418 Million**  
Investment

## Chicago Hub Improvement Program

This joint initiative between Amtrak®, Illinois Department of Transportation, and Chicago leaders has created an estimated \$418 million Chicago Union Station Access Project. The project's primary focus is to make the station more accessible from the south. It will include a new way for commuter trains to access the station, the modernization of the station's concourse and platforms, and create a platform for the future expansion project.

This list contains a snapshot of the larger active projects; however, Amtrak has many opportunities that can be of interest for diverse firms. These projects can be found by exploring Amtrak's website ([www.Amtrak.com](http://www.Amtrak.com)) or frequently visiting Amtrak's procurement portal. (<https://procurement.amtrak.com>)





# Financial Tracking

Tracking diversity spend provides the program with a visual story of its activity and allows the team to better measure the program's progress and efforts toward its overall goals in detail. Tracking is not only utilized within the department, it is also communicated, and distributed through various channels. Financial Tracking has also been included as a segment of the quarterly Executive Leadership Team review.

Throughout FY 2022 Supplier Diversity Office confirmed and tracked Amtrak's small business diverse direct and subcontractor spending activities.

## 37 Classification Codes Used to Track Spend

### Minority | Women Owned Business

- A** Woman
- B** Black Male
- C** Asian Male
- D** Black Female
- E** Hispanic Female
- F** Native American Male
- G** Hispanic Male
- H** Native American Female
- I** Asian Female

### Disadvantaged Business Enterprise

- J** Other Socially & Economically Disadvantaged

- K** Woman DBE
- L** Black Male DBE
- M** Black Female DBE
- N** Hispanic Male DBE
- O** Hispanic Female DBE
- P** Asian Male DBE
- Q** Asian Female DBE
- R** Native American Male DBE
- S** Native American Female DBE
- T** Service-Disabled Veteran
- V** Veteran

### Small Business

- X** Small Business
- XL** SB Black Male
- XM** SB Black Female
- XN** SB Hispanic Male
- XO** SB Hispanic Female
- XP** SB Asian Male
- XQ** SB Asian Female
- XR** SB Native American Male
- XS** SB Native American Female
- XT** SB Small Service-Disabled Veteran
- XV** SB Small Veteran
- XX** SB Disadvantaged
- XY** SB 8 (A)
- XZ** SB Hub Zone
- ZZ** Labor Surplus

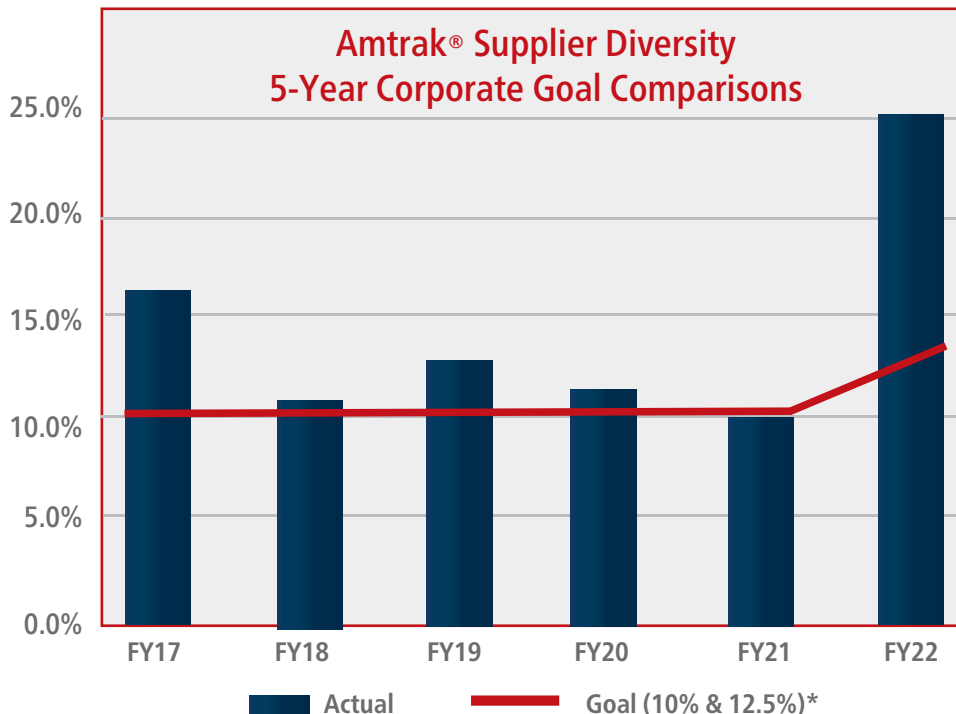
## These Codes are Categorized as Follows:

- Disadvantaged Business Enterprise (DBE)
- Small Business (SB)
- Minority/Women Owned Business (M/WOB)
- Veteran Owned Business (VOB)
- Labor Surplus Area (LSA)
- Service Disabled Veteran Owned (SDVOB)

## SDO Total Spend is Comprised of:

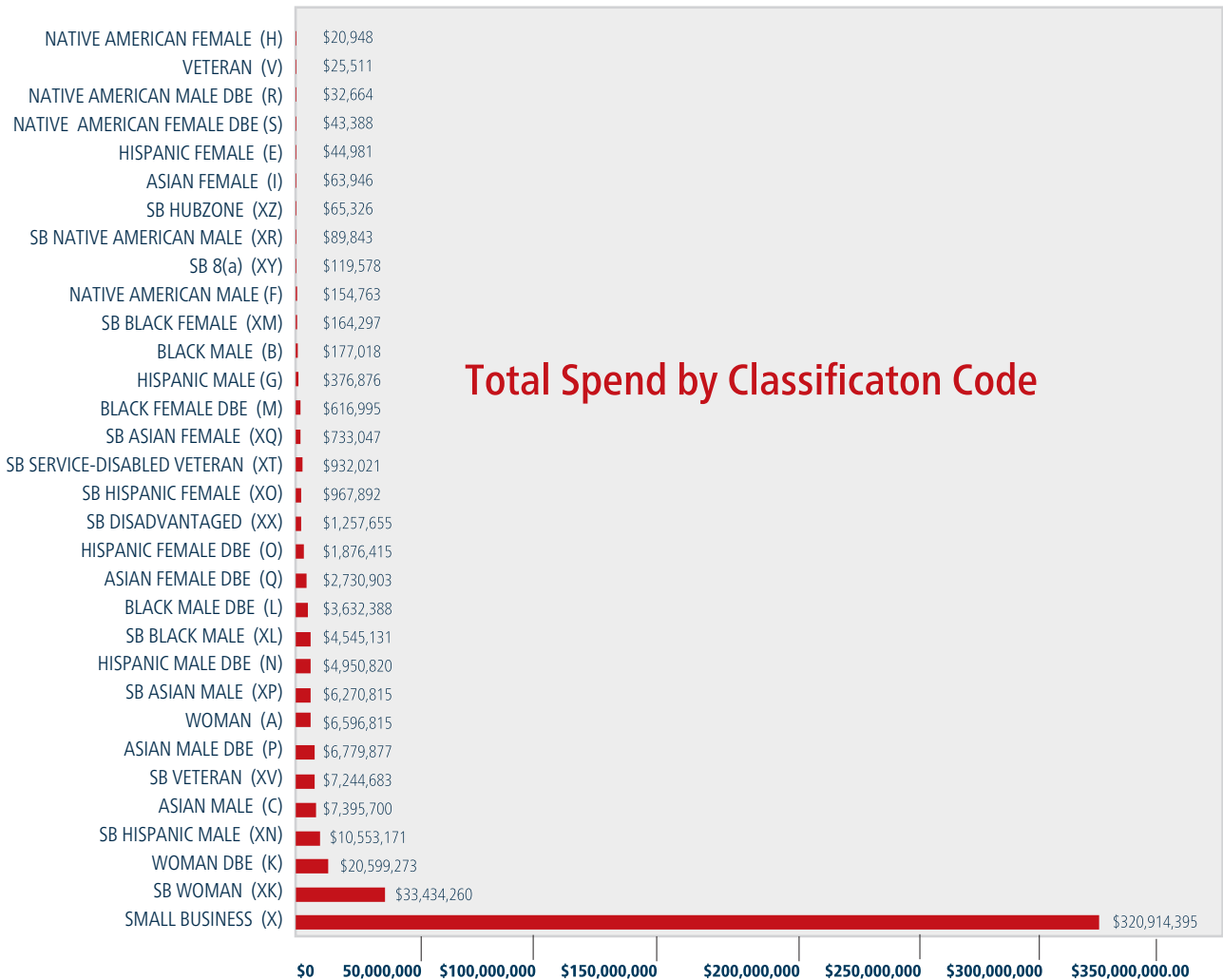
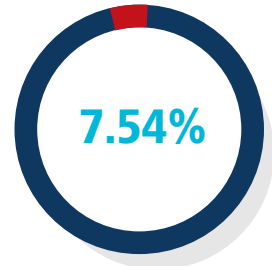
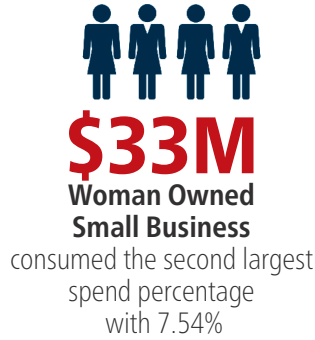
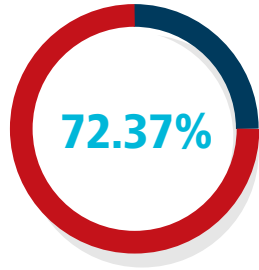
- (Tier 1) Direct
- (Tier 2) Subcontractor
- Payment Requests
- Procurement Cards
- Fuel Management Cards

Amtrak® procured a total of \$484 million with diverse suppliers in FY 2022. The diverse spending was 2.5 times higher than our calculated corporate commitment of \$193 million. The path to exceeding this goal was the result of an increase in staffing, expanding our outreach, and an interim departmental campaign to reach 12.5% in diversity spend for the fiscal year in preparation of reaching our increased corporate goal in the future. With this push, SDO closed out FY 2022 with a 25.13% diversity spend percentage.



# FY2022 TOTAL SPEND By Classification Code

Another component of SDO's tracking is diversity spending in relation to its diverse classification codes. Classification codes allow SDO to have a visual measurement of spend according to the diverse groupings. In FY 2022 SDO used 32 of its 37 targeted classification codes.



## SDO DIRECT SPENDING By State

The purpose of this ranking is to track supplier diversity growth and economic trends based on geographical area. SDO was able to track procurement in all states except South Dakota, Wyoming and Hawaii.

FY 2022 TOTAL DIVERSITY SPEND

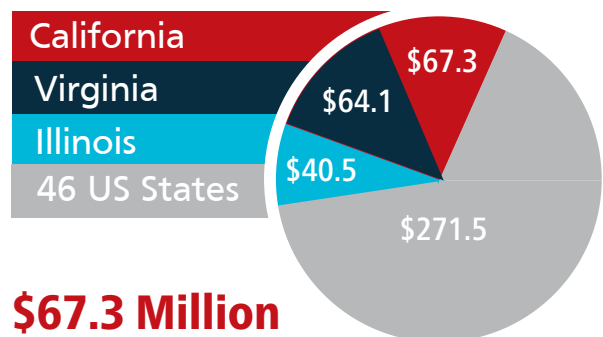
**\$484  
MILLION**

**Tier 1 (Direct)** **\$443,411,393** **+** **Tier 2 (Subcontractor)** **\$40,588,607**  
Million Million

### FY 2022 DIRECT SPEND State Rankings

Ranking	State	Paid Amount	% of Spend
1	California	\$67,369,512.89	15.19%
2	Virginia	\$64,165,497.32	14.47%
3	Illinois	\$40,523,104.36	9.14%
4	New York	\$33,039,070.42	7.45%
5	New Jersey	\$30,028,451.49	6.77%
6	Pennsylvania	\$28,534,594.71	6.44%
7	Maryland	\$22,483,453.94	5.07%
8	Washington	\$17,777,093.32	4.01%
9	Colorado	\$16,074,164.54	3.63%
10	Florida	\$14,645,314.63	3.30%
11	Connecticut	\$13,318,178.32	3.00%
12	Massachusetts	\$12,414,865.78	2.80%
13	Texas	\$10,080,876.67	2.27%
14	Tennessee	\$9,751,724.75	2.20%
15	Georgia	\$9,551,987.41	2.15%
16	Ohio	\$7,596,669.15	1.71%
17	Indiana	\$7,072,921.76	1.60%
18	Missouri	\$5,391,496.77	1.22%
19	Wisconsin	\$4,717,737.87	1.06%
20	Michigan	\$3,796,300.64	0.86%
21	Utah	\$3,202,532.26	0.72%
22	District of Columbia	\$2,849,480.18	0.64%
23	North Carolina	\$2,581,140.90	0.58%
24	Kentucky	\$2,378,902.07	0.54%
25	North Dakota	\$2,239,174.32	0.50%
26	Delaware	\$2,022,750.75	0.46%
27	Nebraska	\$1,325,811.90	0.30%
28	Alabama	\$1,320,178.30	0.30%
29	Oregon	\$1,079,138.89	0.24%
30	Ontario	\$1,033,921.91	0.23%
31	South Carolina	\$1,031,514.59	0.23%
32	Vermont	\$971,148.42	0.22%
33	Minnesota	\$584,802.87	0.13%
34	Arizona	\$572,316.37	0.13%
35	Louisiana	\$484,150.27	0.11%
36	Iowa	\$451,175.05	0.10%
37	Kansas	\$408,191.43	0.09%
38	New Mexico	\$143,195.19	0.03%
39	Montana	\$79,739.59	0.02%
40	West Virginia	\$63,754.40	0.01%
41	Oklahoma	\$54,906.00	0.01%
42	Maine	\$52,025.27	0.01%
43	Rhode Island	\$46,380.35	0.01%
44	New Hampshire	\$44,199.13	0.01%
45	Nevada	\$26,350.28	0.01%
46	Alaska	\$24,709.09	0.01%
47	Arkansas	\$4,149.76	0.00%
48	Idaho	\$2,311.25	0.00%
49	Mississippi	\$325.46	0.00%
<b>Grand Total</b>		<b>\$443,411,393</b>	<b>100.00%</b>

### FY 2022 DIRECT SPEND Top 3 States



#### \$67.3 Million California

In FY 2022 California had the highest spend, which was largely related to the combination of tour lines' buses with the diverse petroleum and fuel businesses in the area.

#### \$64.1 Million Virginia

The Commonwealth of Virginia ranked second in total direct spend. This was a result of a large contract with multiple information technology consultant firms.

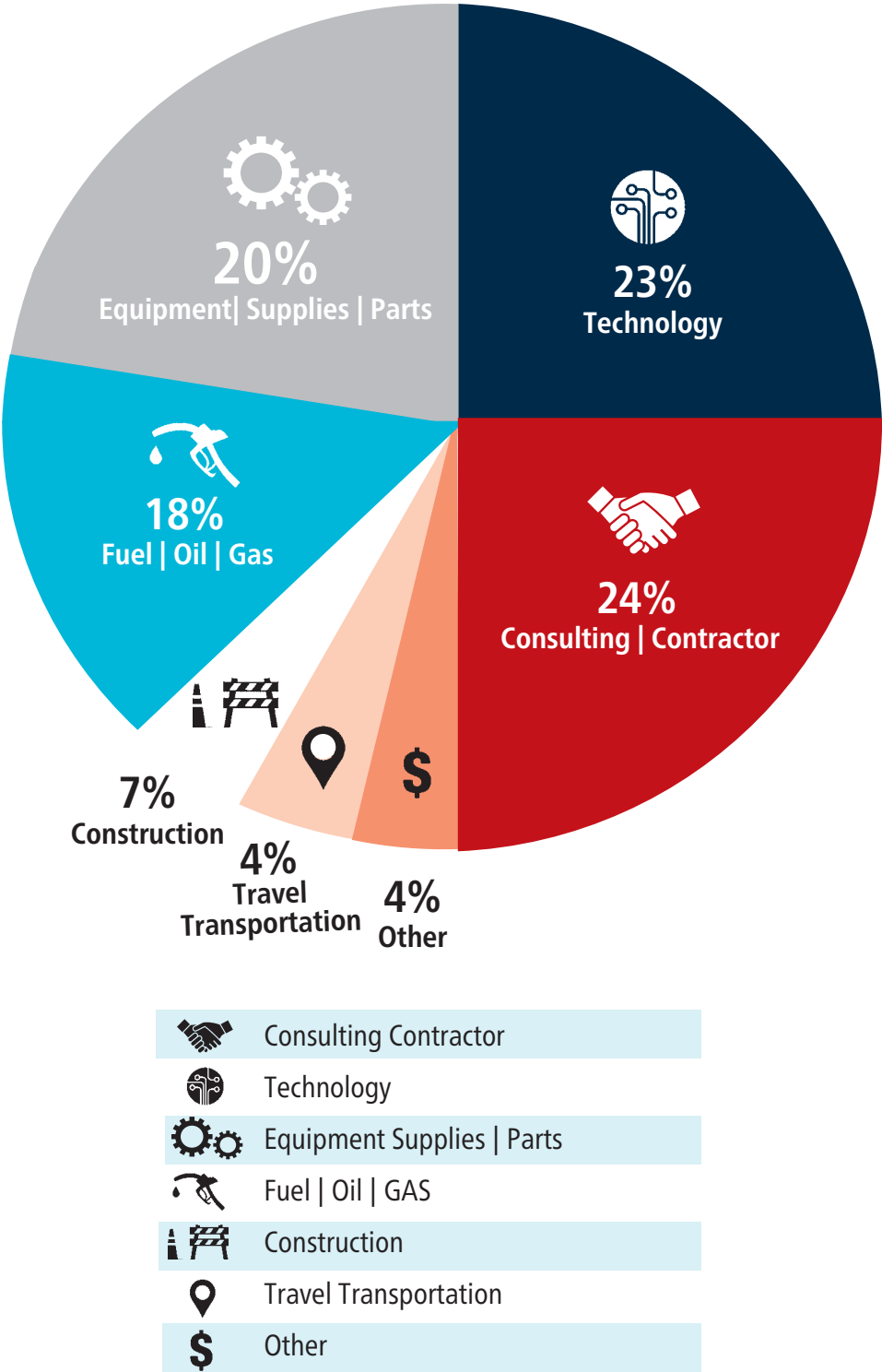
#### \$40.5 Million Illinois

This state has been a targeted area for the department. Illinois was ranked first last year and third in FY 2022. The states diverse spending can be contributed to the large construction contracts awarded to assist with Amtrak's ADA Stations Program (ADASP) project.

#### \$271.5 Million Remaining 46 US States

# FY 2022 SPEND By Business Category

Supplier Diversity measures and looks to bridge the gap by reviewing corporate diverse spending by the various business categories. Identifying and tracking business categories provide opportunities to be in continuous communication with contracting officials regarding their individual commodities. In FY 2022, Consulting, Technology and Equipment and Supplies had a balanced spending percentage. However travel, transportation, and construction were underutilized in diverse spending.





**\$1.7  
Trillion**

According to NGLCC  
the LGBTQ+ community  
contributes \$1.7 trillion  
to the US Economy

Supplier Diversity  
will continue to  
explore areas of  
disadvantaged  
communities.

# Future Outlook

Supplier Diversity will continue to explore areas of disadvantaged communities. In 2022, SDO acknowledged the need to represent the LGBTQ+ community. According to the National Gay and Lesbian Chamber of Commerce (NGLCC), the LGBTQ+ community contributes an estimated \$1.7 trillion in economic impact, creates jobs, and innovates business solutions nationwide. To support the promotion of LGBTQ+ firms, SDO has included an identifier to its vendor registration. Where possible, the NGLCC will be utilized to verify and substantiate the LGBTQ+ ownership.



In FY 2022 SDO also focused on Disabled Owned Business Enterprises (DOBE). According to the National Disability Institute, there are 1.8 million business owners with disabilities in the US. As it was recognized that this community was underserved, SDO targeted the Disabled Owned Business Enterprises to also include Service Disabled Owned Veteran Businesses in its final discussion panel to provide this community with a platform and a gateway to maximizing business opportunities with Amtrak®.

## Minority Depository Institutions (MDIs)

Section 308 of the Financial Institutions Reform Recovery and Enforcement Act of 1989 (FIRREA) effort is preserved for minority depository institutions. SDO has taken the initiative to collaborate and assist with these efforts. Beginning in FY 2022, SDO will provide Amtrak's Executive Leadership Team with a full annual listing of Minority Depository Institutions. The intention is to highlight and promote engagement with these Minority Depository Institutions with the anticipation that the Board of Directors and Executive Leadership Team will explore future depositories which would assist in small minority businesses' access to the financial resources necessary for sustainability.



Name	City	State	Cert	Class	Regulator	FDIC Region	Total Assets (Millions)
Alamerica Bank	Birmingham	AL	35314	NM	FDIC	Atlanta	15,330
Commonwealth National Bank	Mobile	AL	22229	N	OCC	Atlanta	57,066
Banesco USA	Coral Gable	FL	57815	NM	FDIC	Atlanta	2,417,106
U.S. Century Bank	Doral	FL	57369	NM	FDIC	Atlanta	1,967,252
Apollo Bank	Miami	FL	35599	NM	FDIC	Atlanta	1,067,194
Interamerican Bank A FSB	Miami	FL	31823	SB	OCC	Atlanta	273,648
International Finance Bank	Miami	FL	24823	NM	FDIC	Atlanta	949,328
Ocean Bank	Miami	FL	24156	NM	FDIC	Atlanta	5,367,008
Plus International Bank	Miami	FL	57083	NM	FDIC	Atlanta	78,752
Sunstate Bank	Miami	FL	34643	NM	FDIC	Atlanta	512,230
Central Bank	Tampa	FL	58377	NM	FDIC	Atlanta	268,388
Touchmark National Bank	Alpharetta	GA	58687	N	OCC	Atlanta	365,390
Citizens Trust Bank	Atlanta	GA	8033	SM	FED	Atlanta	680,998
First IC Bank	Doraville	GA	34998	NM	FDIC	Atlanta	996,527
Metro City Bank	Doraville	GA	58181	NM	FDIC	Atlanta	3,146,101
Promiseone Bank	Duluth	GA	58657	NM	FDIC	Atlanta	584,632
Loyal Trust Bank	Johns Creek	GA	59182	NM	FDIC	Atlanta	139,374
Embassy National Bank	Lawrenceville	GA	58413	N	OCC	Atlanta	120,405
Carver State Bank	Savannah	GA	16584	NM	FDIC	Atlanta	63,974
Quantum National Bank	Suwanee	GA	34110	N	OCC	Atlanta	679,507

Name	City	State	Cert	Class	Regulator	FDIC Region	Total Assets (Millions)
Mechanics and Farmers Bank	Durham	NC	12266	NM	FDIC	Atlanta	370,124
Lumbree Guaranty Bank	Pembroke	NC	20568	NM	FDIC	Atlanta	486,351
Optus Bank	Columbia	SC	35241	NM	FDIC	Atlanta	338,615
Citizens Bank of Chatsworth	Chatsworth	IL	10843	NM	FDIC	Chicago	43,692
American Meto Bank	Chicago	IL	34334	NM	FDIC	Chicago	84,924
GN Bank	Chicago	IL	29399	SB	OCC	Chicago	79,793
International Bank of Chicago	Chicago	IL	33708	NM	FDIC	Chicago	844,664
Millennium Bank	Des Plaines	IL	58348	NM	FDIC	Chicago	291,215
First Independence Bank	Detroit	MI	20179	NM	FDIC	Chicago	396,316
Bay Bank	Green Bay	WI	34052	NM	FDIC	Chicago	200,918
Columbia Saving and Loan Association	Milwaukee	WI	28480	SL	FDIC	Chicago	26,607
Native American Bank National Association	Denver	CO	27026	N	OCC	Dallas	170,116
Liberty Bank and Trust Company	New Orleans	LA	20856	NM	FDIC	Dallas	1,014,251
Community 1st Bank Las Vegas	Las Vegas	NM	16854	NM	FDIC	Dallas	168,633
Centinel Bank of Taos	Taos	NM	19904	NM	FDIC	Dallas	401,950
FirstBank	Antlers	OK	14331	SM	FED	Dallas	604,137
AllNations Bank	Calumet	OK	4051	SM	FED	Dallas	53,671
F & M Bank	Edmond	OK	12761	NM	FDIC	Dallas	652,804
Bank of Grand Lake	Grove	OK	57915	NM	FDIC	Dallas	253,384
Bank of Cherokee County	Hulbert	OK	2327	SM	FED	Dallas	174,258
Gateway First Bank	Jenks	OK	15118	NM	FDIC	Dallas	1,886,915
Chickasaw Community Bank	Oklahoma City	OK	11521	SM	FED	Dallas	362,116
First Security Bank and Trust Company	Oklahoma City	OK	17001	NM	FDIC	Dallas	59,791
The Pauls Valley National Bank	Pauls Valley	OK	4173	N	OCC	Dallas	11,871
First National Bank and Trust Company	Shawnee	OK	25738	N	OCC	Dallas	689,299
Carson Community Bank	Stiwell	OK	2320	NM	FDIC	Dallas	168,096
Security State Bank of Oklahoma	Wewoka	OK	8980	NM	FDIC	Dallas	358,114
Citizens Savings Bank and Trust Company	Nashville	TN	10319	NM	FDIC	Dallas	134,401
The First State Bank	Abernathy	TX	11175	NM	FDIC	Dallas	61,709
Freedom Bank	Alamo	TX	17881	NM	FDIC	Dallas	104,128
International Bank of Commerce	Brownsville	TX	25679	NM	FDIC	Dallas	3,903,297
American Bank, National Association	Dallas	TX	21567	N	OCC	Dallas	244,444
One World Bank	Dallas	TX	57901	NM	FDIC	Dallas	147,825
State Bank of Texas	Dallas	TX	27074	NM	FDIC	Dallas	1,401,051
United Bank Of El Paso Del Norte	El Paso	TX	57119	SM	FED	Dallas	320,780
Spectra Bank	Forth Worth	TX	26708	NM	FDIC	Dallas	90,163
American First National Bank	Houston	TX	34656	N	OCC	Dallas	2,312,559
Southwestern National Bank	Houston	TX	34319	N	OCC	Dallas	888,789
Unity National Bank of Houston	Houston	TX	26351	N	OCC	Dallas	251,462
Commerce Bank	Laredo	TX	23772	NM	FDIC	Dallas	655,099



Name	City	State	Cert	Class	Regulator	FDIC Region	Total Assets (Millions)
Falcon International Bank	Laredo	TX	26856	NM	FDIC	Dallas	1,909,284
International Bank of Commerce	Laredo	TX	19629	NM	FDIC	Dallas	9,305,445
Bank of South Texas	McAllen	TX	26727	NM	FDIC	Dallas	142,453
Rio Bank	McAllen	TX	25886	NM	FDIC	Dallas	771,421
Texas National Bank	Mercedes	TX	3337	N	OCC	Dallas	675,388
Lone Star National Bank	Pharr	TX	24347	N	OCC	Dallas	3,031,684
Citizens State Bank	Roma	TX	22657	NM	FDIC	Dallas	86,339
First State Bank	Shallowater	TX	18301	NM	FDIC	Dallas	128,084
Wallis Bank	Wallis	TX	20845	NM	FDIC	Dallas	1,120,387
International Bank of Commerce	Zapata	TX	24961	NM	FDIC	Dallas	480,004
Zapata National Bank	Zapata	TX	18454	N	OCC	Dallas	93,255
Pinnacle Bank	Marshalltown	IA	252	SM	FED	Kansas City	281,732
CBW Bank	Weir	KS	13959	NM	FDIC	Kansas City	77,289
Woodlands National Bank	Hinckley	MN	1417	N	OCC	Kansas City	340,288
People's Bank of Seneca	Seneca	MO	34146	NM	FDIC	Kansas City	363,012
Turtle Mountain State Bank	Belcourt	ND	58586	NM	FDIC	Kansas City	215,902
City First Bank, National Association	Washington	DC	34352	N	OCC	New York	1,128,631
Industrial Bank	Washington	DC	14679	NM	FDIC	New York	621,400
Leader Bank, National Association	Arlington	MA	57134	N	OCC	New York	3,199,476
The Harbor Bank of Maryland	Baltimore	MD	24015	NM	FDIC	New York	369,532
KEB Hana Bank USA, NA	Fort Lee	NJ	26790	N	OCC	New York	294,623
New Millennium Bank	Fort Lee	NJ	35151	NM	FDIC	New York	566,839
Ponce Bank	Bronx	NY	31189	SB	OCC	New York	1,593,769
Amerasia Bank	Flushing	NY	27267	NM	FDIC	New York	888,455
NewBank	Flushing	NY	58203	NM	FDIC	New York	563,452
Abacus Federal Saving Bank	New York	NY	32257	SB	OCC	New York	327,715
Carver Federal Savings Bank	New York	NY	30394	SB	OCC	New York	735,340
Eastbank, National Association	New York	NY	25749	N	OCC	New York	157,536
Global Bank	New York	NY	58263	NM	FDIC	New York	234,747
Piermont Bank	New York	NY	59154	NM	FDIC	New York	385,004
Popular Bank	New York	NY	34967	SM	FED	New York	10,579,042
Shinhan Bank America	New York	NY	33188	NM	FDIC	New York	1,988,893
United Orient Bank	New York	NY	23373	NM	FDIC	New York	102,502
Woori America Bank	New York	NY	24920	NM	FDIC	New York	3,184,578
Noah Bank	Elkins Park	PA	58196	NM	FDIC	New York	303,346
Asian Bank	Philadelphia	PA	34759	SM	FED	New York	328,967
United Bank of Philadelphia	Philadelphia	PA	33568	NM	FDIC	New York	67,850
Banco Popular De Puerto Rico	San Juan	PR	34968	SM	FED	New York	58,561,000
Oriental Bank	San Juan	PR	31469	NM	FDIC	New York	10,147,522
FirstBank Puerto Rico	Santurce	PR	30387	NM	FDIC	New York	19,920,592
Canyon Community Bank National Association	Tucson	AZ	35547	N	OCC	San Francisco	170,096

Name	City	State	Cert	Class	Regulator	FDIC Region	Total Assets (Millions)
First Commercial Bank (USA)	Alhambra	CA	34496	NM	FDIC	San Francisco	822,010
New Omni Bank, National Association	Alhambra	CA	23086	N	OCC	San Francisco	537,797
American Plus Bank, N.A.	Arcadia	CA	58469	N	OCC	San Francisco	584,089
American Continental Bank	City of Industry	CA	57444	NM	FDIC	San Francisco	337,513
United Pacific Bank	City of Industry	CA	23805	NM	FDIC	San Francisco	167,717
Community Commerce Bank	Claremont	CA	26363	NM	FDIC	San Francisco	316,372
US Metro Bank	Garden Grove	CA	58310	NM	FDIC	San Francisco	1,061,628
California Business Bank	Irvine	CA	58037	NM	FDIC	San Francisco	137,442
Commercial Bank of California	Irvine	CA	57417	NM	FDIC	San Francisco	1,972,180
Bank of Hope	Los Angeles	CA	26610	NM	FDIC	San Francisco	17,798,586
Cathay Bank	Los Angeles	CA	18503	NM	FDIC	San Francisco	20,848,825
Commonwealth Business Bank	Los Angeles	CA	57873	SM	FED	San Francisco	1,791,755
CTBC Bank Corp. (USA)	Los Angeles	CA	19416	NM	FDIC	San Francisco	4,487,563
Eastern International Bank	Los Angeles	CA	32277	NM	FDIC	San Francisco	134,000
Hanmi Bank	Los Angeles	CA	24170	NM	FDIC	San Francisco	6,726,735
Open Bank	Los Angeles	CA	57944	NM	FDIC	San Francisco	1,863,759
Pacific City Bank	Los Angeles	CA	57463	NM	FDIC	San Francisco	2,199,679
Preferred Bank	Los Angeles	CA	33539	NM	FDIC	San Francisco	6,143,189
Royal Business Bank	Los Angeles	CA	58816	NM	FDIC	San Francisco	4,011,923
Genesis Bank	Newport Beach	CA	59245	NM	FDIC	San Francisco	95,052
GatewayY Bank, F.S.B.	Oakland	CA	33103	SB	OCC	San Francisco	176,655
Metropolitan Bank	Oakland	CA	25869	NM	FDIC	San Francisco	210,116
East West Bank	Pasadena	CA	31628	SM	FED	San Francisco	62,224,510
Evertrust Bank	Pasadena	CA	34010	NM	FDIC	San Francisco	948,244
First General Bank	Rowland Heights	CA	58060	NM	FDIC	San Francisco	1,255,393
Bank of the Orient	San Francisco	CA	20387	SM	FED	San Francisco	868,215
California Pacific Bank	San Francisco	CA	23242	NM	FDIC	San Francisco	92,999
Mission National Bank	San Francisco	CA	23749	N	OCC	San Francisco	213,788
Asian Pacific National Bank	San Gabriel	CA	33013	N	OCC	San Francisco	54,425
Mega Bank	San Gabriel	CA	58401	NM	FDIC	San Francisco	446,609
Pacific Alliance Bank	San Gabriel	CA	58234	NM	FDIC	San Francisco	359,395
Universal Bank	West Covina	CA	30722	SB	OCC	San Francisco	370,637
California International Bank, N.A	Tucson	AZ	35547	N	OCC	San Francisco	170,096
.Bank of Whittier National Association	Whittier	CA	24211	N	OCC	San Francisco	170,368
ANZ Guam, Inc.	Hagatna	GU	33316	NM	FDIC	San Francisco	427,755
Bank of Guam	Hagatna	GU	20884	NM	FDIC	San Francisco	2,701,677
BankPacific, LTD	Hagatna	GU	30692	SL	FDIC	San Francisco	190,343
Finance Factors, LTD.	Honolulu	HI	25158	NM	FDIC	San Francisco	543,722
Hawaii National Bank	Honolulu	HI	18296	N	OCC	San Francisco	899,601
OneUnited Bank	Boston	MA	23966	NM	FDIC	San Francisco	657,516
Eagle Bank	Polson	MT	58282	NM	FDIC	San Francisco	97,416
UniBank	Lynnwood	WA	58407	SM	FED	San Francisco	479,047

**“** *The historic investments we are making in America’s infrastructure must reach the communities that need them the most.* **”**

— Transportation Secretary Pete Buttigieg

## The Supplier Diversity Program has produced one of its best years

The team has been engaged and recognizes the challenges that small and minority businesses may face day to day. The impact that small and minority businesses have on Amtrak® has been emphasized through the team’s passion, energy, and dedication. Supplier Diversity is a true representation of our Amtrak® Values.

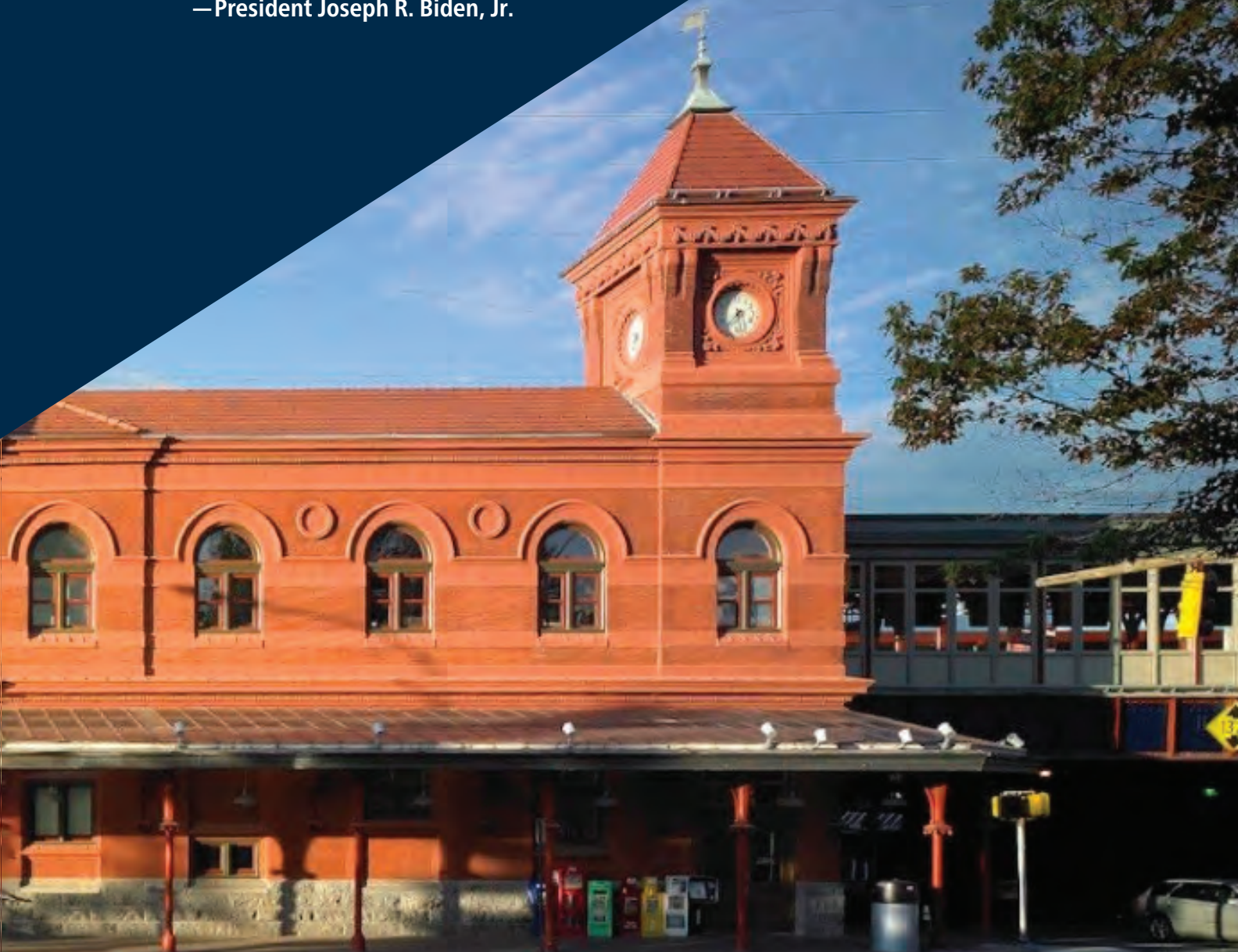
- Amtrak’s Supplier Diversity Program provided many small and minority business owners with the information and assistance they required to compete in Amtrak’s solicitation process.
- We hosted our own virtual and in-person discussion panels.
- We opened Amtrak’s first-ever Small Business Resource Center in Philadelphia, located in the William H. Gray III 30th Street Station concourse.

Our Supplier Diversity Office is devoted to being transparent and accessible. We are available in person via the Small Business Resource Center and our information can always be found by way of Amtrak’s Procurement Portal.

**(<https://procurement.Amtrak.com>)**

**“** *It's time to reach deep into the soul of this country and once again give everyone – and I mean everyone – the opportunity to achieve the impossible.* **”**

—President Joseph R. Biden, Jr.



*Joseph R. Biden, Jr., Railroad Station*

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