



2009
Supplier Diversity
Symposium

Our Commitment to Diversity

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Chairman, President and CEO



Success for our customers. Success for our company. Success for our suppliers. Success for our communities.





Welcome and Agenda

- Appreciate your time and attendance
- Mission for the day: Creating opportunities
- Agenda
 - Who we are
 - Our financial performance
 - Our commitment to supplier diversity



Who we are

- Public utility holding company, headquartered in Madison, Wisconsin and Cedar Rapids, Iowa
- Fortune 1000 company traded on the NY Stock Exchange under the symbol “LNT”
- Approximately 1 million electric customers and more than 400,000 natural gas customers
- Operating revenues of nearly \$3.7 billion (year-end 2008)
- Total assets of more than \$8.2 billion (year-end 2008)



2008: Milestones

- More than numbers
- 2008 Flood
 - Most significant natural disaster to ever hit our service territory
 - Teamwork among employees
 - Collaboration between our company, city officials, customers and supplier partners
 - Example of what we can do in the face of unexpected challenges
- We are a company worth doing business with



Corporate Values

- Safety
- Ethics
- **Diversity**
 - Supplier Diversity
 - Workforce Diversity
- Efficiency
- Environmental



Benefits of Supplier Diversity

- Encourages competition and creativity
- Shows an investment in our local communities
- Ensures fair opportunities in the marketplace



Walking our Talk: 2008 Results

- EEI Supplier Diversity Innovation Award
- \$59.5 million to MWOB
- Increased spend by an average of \$20.5 million per year over the last two years
- Currently work with 249 certified businesses
- Consistent vision
- Internal and external focus
- Cross-functional accountability



High Expectations

- Your role
 - Supplier Performance
 - Competitiveness
- Our role
 - Sustainable program
 - Mentoring and support