

Mayor and City Council
CITY OF LONG BEACH
411 West Ocean Boulevard
Long Beach, CA 90802

RE: Presentation on Analysis of Local Preference in Contracting

Honorable Mayor and City Councilmembers,

I am writing this letter to express my support, on behalf of City Fabrick, for the City Council approval of the recommendation by the Long Beach Department of Financial Management to receive and file a presentation on the Analysis of Local Preference in Contracting, direct the City Attorney to prepare an Ordinance amending the Long Beach Municipal Code Section 2.84.30, to raise the preference cap to \$50,000 from \$10,000, and direct the City Manager to develop guidance for City staff to promote and prioritize the use of local vendors as practical for purchases under \$25,000 and for Requests for Proposals. This is an incredible opportunity to support local vendors and increase opportunities for local businesses to contract with the City.

City Fabrick is a nonprofit urban design studio dedicated to reshaping communities in need through collaborative public interest design, planning, policy development, and advocacy. City Fabrick has been working in and with the City of Long Beach since our inception and have collaborated extensively with the Long Beach community in a variety of capacities, including park planning and design, a re-zoning effort, creating affordable housing, etc., engaging the community deeply in all of these processes. We have found that initiatives such as these will not only promote our local economy, but better support our residents by engaging businesses that better understand and care about our community. City Fabrick plans to continue supporting initiatives such as these that enrich the Long Beach community.

As invested members of the Long Beach community, and an organization with experience supporting local businesses and economic development, we enthusiastically support these recommendations. For additional information on our partnership, feel free to contact me at brian@cityfabrick.org or 562.901.2128 with any questions.

Sincerely,



Brian Ulaszewski, LEED AP
City Fabrick
Executive Director



IBEW Local Union Number 11

INTERNATIONAL BROTHERHOOD OF ELECTRICAL WORKERS, AFL-CIO

JOEL BARTON – BUSINESS MANAGER / FINANCIAL SECRETARY



Mayor Rex Richardson
Vice Mayor Cindy Allen
Long Beach City Council
411 W Ocean Blvd
Long Beach, California 90802

Dear Mr. Mayor, Vice Mayor Allen, and Long Beach City Councilmembers,

RE: Item 18 on the February 7 City Council Meeting Agenda - Analysis of Local Preference in Contracting

IBEW Local 11 was proud to support Vice Mayor Allen's original request for the analysis back in March 2022, and is again writing in support today. We believe that increasing the cap for local preference is a good step to help grow local businesses in Long Beach, with benefits for our entire region. We also support prioritizing local vendors for small contracts and finding a way to prioritize local proposers for RFP awards. These steps should increase the proportion of City of Long Beach procurement dollars that are kept local, enabling Long Beach small businesses to grow and thrive, with positive effects extending beyond just the City of Long Beach.

The steps outlined in this item to increase Local Business, Minority Business Enterprise, and Woman-owned Business Enterprise submissions and successful contract and RFP awards will contribute to positive equity developments throughout the Long Beach community. Empowering local small businesses and workers to compete on a more fair playing field will build a stronger community for all of us.

Sincerely,

Joël Barton
Business Manager

JB/bcm opeiu #537 afl-cio



The LGBTQ Center Long Beach
2017 E. 4th Street
Long Beach, CA 90814
www.centerlb.org

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Ellie Perez

February 6, 2023

City of Long Beach
411 West Ocean Blvd.
Long Beach, CA 90802

**RE: Local Preference in Contracting
LB Municipal Code § 2.84.030**

Dear Members of City Council,

On behalf of The LGBTQ Center Long Beach, I am writing to share our strong support for revising the Long Beach Municipal Code § 2.84.030 to raise the preference cap from \$10,000 to \$50,000. Voting yes on this item, will ensure that more procurement dollars stay in our city. This will also help support local minority-owned, startups, and other entrepreneurial activities locally.

The raising costs of raw materials makes this a timely vote. You have an opportunity to show local vendors and their City Council is invested in their success. I encourage you not to delay this vote. A **yes** vote, is a vote for the future of our City.

Respectfully submitted,

A handwritten signature in black ink that reads "Carlos Torres".

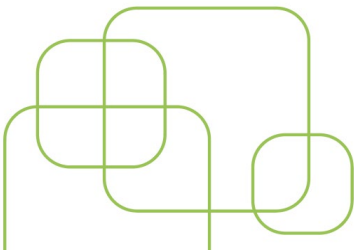
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Carlos Torres, MPA
Executive Director

Andrew Dorado
Chief Financial Officer

Noquomas Wilson
*Director of Development
& Communication*

Carlos Torres, MPA
Executive Director





**DOWNTOWN
LONG BEACH
ALLIANCE**

February 7, 2023

Long Beach City Council
Civic Center Plaza
411 West Ocean Blvd.
Long Beach, CA 90802

RE: Support for Local Preference, February 7 City Council Agenda Item #18

Dear Mayor and Members of the Long Beach City Council,

Please accept this correspondence on behalf of the Downtown Long Beach Alliance (DLBA) Board of Directors and enter it into the public record for the City Council meeting scheduled for Tuesday, February 7, 2023, our support the findings from the study on the Local Preference Ordinance and adjustments being made to the ordinance to ensure increased access to procurement opportunities from our small local businesses.

The DLBA is a non-profit organization representing more than 1,600 businesses and 4,000 commercial and residential property owners within the two Business Improvement Districts (BIDs) in Downtown Long Beach. The Downtown area is home to dozens of independent vendors and contracting businesses, from sole proprietors to multi-million-dollar engineering firms. Their projects further enhance the economic reputation of Long Beach and generate revenue that is, in turn, spent locally. DLBA advocates for economic policies that provide equitable growth for Downtown businesses, and we are encouraged to see that the City is undertaking more robust pathways toward local procurement.

We believe some of the proposed recommendations are a good first step to creating a more inclusive and accessible procurement experience for our small businesses. Increasing the preference cap from \$10,000 to \$50,000 will provide more opportunities for local businesses. We are also pleased that staff will include a local preference component in evaluating RFPs.

Meaningful social change is inherently tied to expanded financial opportunities, including local contractors and vendors. We appreciate the opportunity to share our support for increased local procurement and look forward to working with City Staff and Councilwoman Allen and her team to expand efforts for local small businesses to access public agency procurement opportunities.

Thank you for your consideration.

Sincerely,

Austin Metoyer, President & CEO

cc:

DLBA Board of Directors

Tom Modica, City Manager, City of Long Beach



IBEW Local Union Number 11

INTERNATIONAL BROTHERHOOD OF ELECTRICAL WORKERS, AFL-CIO

JOEL BARTON – BUSINESS MANAGER / FINANCIAL SECRETARY



Mayor Rex Richardson
Vice Mayor Cindy Allen
Long Beach City Council
411 W Ocean Blvd
Long Beach, California 90802

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Sincerely,

Joël Barton
Business Manager

JB/bcm opeiu #537 afl-cio

Feb 7, 2023

Long Beach City Council 411 W Ocean Blvd
Long Beach, CA 90802

Dear Honorable Mayor Rex Richardson and Members of the City Council:

SUBJECT: SUPPORT R-18 — Increasing Local Preference in Contracting with the City

I believe increasing the cap for local preference and expanding the program to include micro-businesses is a great step to help grow local businesses in Long Beach.

I also support additional focus on outreach to minority and women owned businesses and better tracking of date and reporting from Financial Management on RFP submissions and award rates.

It is for these reasons I support this item and I urge the City Council to adopt this measure.

Sincerely,

Daniel Rossiter

President, 4th Street Business Improvement District

From: Marisa Semense [mailto:MSemense@lbcap.org]
Sent: Tuesday, February 7, 2023 8:16 AM
To: CityClerk <CityClerk@longbeach.gov>
Subject: In Support of R-18

-EXTERNAL-

Hello,

I write to you today in support of R-18, an initiative to increase local preference in contracting and purchasing originally presented by Vice Mayor Allen to City Council in March 2022 and returning to the City Council on Tuesday, February 7, 2023.

Although it may be more costly to expand the preference to local businesses for RFPs, that cost increase still means more dollars are being kept local - local purchasing supports local businesses, and local businesses supports local employment, which generates additional local tax revenue and increases the chance that city purchase dollars continue to circulate in the community through the purchases made by local businesses and employees.

A reasonable establishment of purchase preference is a net win for the city.

Thank you,



www.LBCAP.org

Marisa L. Semense
Executive Director
(562) 216-4600 ext. 612

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February 6, 2023

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**RE: Local Preference in Contracting
LB Municipal Code § 2.84.030**

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Respectfully submitted,

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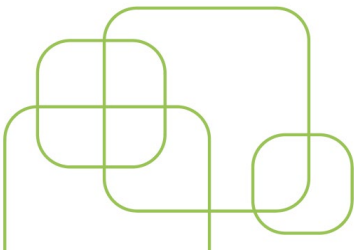
SENIOR STAFF

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Andrew Dorado
Chief Financial Officer

Noquomas Wilson
*Director of Development
& Communication*

Carlos Torres, MPA
Executive Director



From: Kate Lomas Gutierrez <kate@edmondgroupllc.com>

Sent: Tuesday, February 7, 2023 11:31 AM

To: Monique DeLaGarza <Monique.DeLaGarza@longbeach.gov>

Cc: Mayor <Mayor@longbeach.gov>; Council District 1 <District1@longbeach.gov>; Council District 2 <District2@longbeach.gov>; Council District 3 <District3@longbeach.gov>; Council District 4 <District4@longbeach.gov>; Council District 5 <District5@longbeach.gov>; Council District 6 <District6@longbeach.gov>; Council District 7 <District7@longbeach.gov>; Council District 8 <District8@longbeach.gov>; Council District 9 <District9@longbeach.gov>; Alexandra Lakatos <alexandra@edmondgroupllc.com>; John Edmond <john@edmondgroupllc.com>

Subject: Item 18: Local Preference in Contracting - SUPPORT - Long Beach Area Chamber of Commerce

-EXTERNAL-

Good morning Monique,

On behalf of the Long Beach Area Chamber of Commerce, we would like to relay our support for item 18 on today's (February 7, 2023) city council agenda relating to the analysis of local preference in contracting. Attached below is our letter of support.

Thank you for taking the Long Beach Chamber's views into consideration.

Best,

--

Kate Lomas Gutierrez
Government Affairs Associate
Edmond Group, LLC



February 7, 2023

Mayor Rex Richardson
Members of City Council
City of Long Beach
411 W. Ocean Blvd.
Long Beach, CA 90802

Subject: Item 18 (23-0081) on the 2/7/2023 City Council Agenda Regarding Analysis of Local Preference in Contracting – SUPPORT

Dear Honorable Mayor Richardson and Honorable City Councilmembers:

On behalf of our approximately 800 members from across the greater Long Beach area, we want to offer our support regarding the February 7, 2023 item concerning the “Analysis of Local Preference in Contracting”.

We at the Chamber pride ourselves on connecting and providing resources for local businesses in Long Beach and the surrounding area. These businesses range from local businesses owned and cared for by families to multi-national corporations who choose to set up sites in Long Beach and hire locally. The ordinance proposed by Councilmember Cindy Allen and with the support of Councilmember Mungo, and Councilmember Saro is especially important because there are so many options for local hiring that are overlooked in favor of contracts given to non-local or out of state companies, simply because they have received a contract in the past. We wholeheartedly support an ordinance that increases the proportion of local contracts kept in Long Beach.

Additionally, we encourage Long Beach to use this opportunity to revamp the bid process to take into consideration whether potential contractors are in active litigation with the City of Long Beach over prior contracts, and to also consider litigation with other large municipalities as part of the process.

By supporting this ordinance, you are also supporting the success of our local business community and incentivizing prosperity of our local mom and pop shops.

Sincerely,

A handwritten signature in black ink, appearing to read "Jeremy Harris".

Jeremy Harris
President & CEO
Long Beach Area Chamber of Commerce

1 World Trade Center, Suite 1650, Long Beach, CA 90831-1650

Phone (562) 436-1251 • Fax (562) 436-7099 • info@lbchamber.com

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