

From: Brandon Zavala [mailto:brandon@afriat.com]
Sent: Tuesday, October 19, 2021 11:25 AM
To: CityClerk <CityClerk@longbeach.gov>
Subject: Letters of Support for 21-1098

-EXTERNAL-

Good Morning,

The attached documents are support letters intended for Item #14 on the Agenda (CF 21-1098). Please let me know if you have any questions.

We appreciate your time.

Thank you,

Brandon Adam Zavala
Senior Government Affairs Manager
The Afriat Consulting Group, Inc.
4107 Magnolia Boulevard
Burbank, CA 91505
818.450.2777 direct
818.318.5840 mobile

Check out our website – www.Afriat.com!



CONFIDENTIALITY NOTICE; PLEASE NOTE: This electronic mail message and any attachments hereto are intended solely for the review of the designated recipient(s) and originate from The Afriat Consulting Group, Inc. This message and any attachments may not be used, reviewed, copied, published, disseminated, redistributed, or forwarded without the express written permission of The Afriat Consulting Group, Inc. The information in this electronic mail message and any attachments is confidential and may be privileged. If you are not a designated recipient of this communication or if you have received this communication in error, please contact the sender by reply mail, then destroy any and all copies of this message and attachments and delete them from your system.



The Long Beach Business Organization [Since 1891](#). Celebrating [130 Years](#).

[CATALYST](#) for business growth | [CONVENER](#) of leaders and influencers | [CHAMPION](#) for a stronger community.

October 18, 2021

Mayor Dr. Robert Garcia
Members of City Council
City of Long Beach
411 W. Ocean Blvd.
Long Beach, CA 90802

Subject: Council Item #21-1098: Support the Recommendation to Request City Attorney To Prepare A Resolution To Communicate to the State of California Department of Healthcare Services the City's Full Support of Molina Healthcare of California's Bid

Dear Mayor Robert Garcia and Members of the City Council,

I write to you on behalf of the Long Beach Area Chamber of Commerce, our leadership and our 735 members to express our overwhelming support for council item 21-1098 calling on the City Attorney to prepare a resolution in support of Molina Healthcare of California's bid to continue to provide healthcare to Medi-Cal recipients in Los Angeles County. As the largest publicly-traded company founded and headquartered in the City of Long Beach, employing more than 1,000 Long Beach residents, The Chamber counts Molina Healthcare as one of our esteemed members and good corporate partner within our community.

As already outlined in the agenda item, we could not agree more with "the economic impact of these families, along with Molina's significant real estate footprint in Long Beach, greatly contribute to our economic vitality - through both thousands of direct and indirect jobs and tax revenue to support our General Fund and City's operations." The California Department of Healthcare Services' RFP presents an opportunity for Molina Healthcare to grow the number of individuals they provide coverage for in Los Angeles County by more than five-fold, which would directly result in increased employment and economic output by one of Long Beach's largest employers. Furthermore, Molina Healthcare continues to find new ways to expand their civic and philanthropic efforts throughout the City of Long Beach from sponsorships of local community events and grants to local community-based organizations and non-profits.

We thank Vice Mayor Richardson, and councilmembers Allen and Zendejas for bringing forth this item. For these and other reasons, we respectfully urge the city council to support this council item and Molina Healthcare's efforts in their bid.

Sincerely,

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

Jeremy Harris
President/CEO

CC:
Tom Modica, City Manager
John Keisler, Director of Economic and Property Development

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

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

[Catalyst](#) for business growth • [Convener](#) of leaders and influencers • [Champion](#) for a stronger community

lbchamber.com [lbchamber](https://www.facebook.com/lbchamber) [thelbchamber](https://twitter.com/thelbchamber) [longbeachchamber](https://www.instagram.com/longbeachchamber)



Honorable Robert Garcia
Mayor, City of Long Beach

Honorable Members of City Council
City of Long Beach

October 14, 2021

Dear Mayor Garcia and Members of the City Council:

On behalf of the Long Beach Economic Partnership (LBEP), I'm writing to support Molina Healthcare of California's (MHC) bid to continue providing healthcare to Medi-Cal recipients in the County of Los Angeles as the Primary Contracted Commercial Plan. Since opening its doors in 1980, MHC has provided and still provides LA County's Medi-Cal patients with high-quality, patient-oriented health coverage, resulting in better health outcomes for residents across the region. I hope you similarly see the value in offering support for MHC to continue providing care to patients in its home County as the company responds to the state's RFP.

The LBEP is an economic development collaborative composed of cross-sector leaders from private and public sectors as well as educational institutions and non-profit partners. The LBEP's mission is to be a catalyst for economic opportunity for residents, workers, small business and the private sector. As one of our largest employers and long-time institutions, MHC provides important health care access as well as a vital economic catalyst for the region.

Founded in Long Beach, MHC has deep ties to the City of Long Beach and the County of Los Angeles. It has been recognized over many years as a trusted partner providing excellent care for the County's Medi-Cal population. MHC continuously demonstrates its commitment to care for all patients, to support physicians, and to close the gap in social determinants of health for vulnerable populations.

It is important to note that MHC is the only privately operated Medi-Cal Managed Care Organization headquartered in Los Angeles County. We're

proud that Molina has chosen Long Beach as its home and are grateful for the commitment from both the company and its employees to our city.

The organization employs more than 2,500 individuals that live in the County, with more than 1,000 of these employees and their families residing in the City of Long Beach. Their investment in Long Beach and Los Angeles County is significant, important, and not taken for granted. The economic impact of these families, along with Molina's significant real estate footprint in Long Beach, greatly contribute to our economic vitality – through both thousands of direct and indirect jobs and tax revenue to support our general fund and city's operations.

Beyond the significant economic impact of the company in the City of Long Beach, the organization has stepped up tremendously throughout the Covid-19 pandemic to provide support and resources to communities across the County in its facilitation of vaccines to vulnerable and hard-to-reach populations, PPE donations, and additional volunteer and monetary support for community-based organizations.

We are proud to partner with and support this homegrown company. On behalf of the Long Beach Economic Partnership, thank you for your favorable consideration of MHC's bid to continue to serve Los Angeles residents.

Sincerely,

A handwritten signature in dark ink, appearing to read "Randal Hernandez", with a stylized, cursive script.

Randal Hernandez
Board Chair
Long Beach Economic Partnership



MAYOR ROBERT GARCIA
CITY OF LONG BEACH

October 4, 2021

Michelle Baass
Director, California Department of Healthcare Services
PO Box 997413
Sacramento, CA 95899-7413

RE: Support for Molina Healthcare of California

Dear Director Baass:

Please find this letter as an indication of my full support of Molina Healthcare of California's (MHC) bid to continue providing healthcare to Medi-Cal recipients in the County of Los Angeles as the Primary Contracted Commercial Plan. Since opening its doors in 1980, MHC has provided and still provides the County's Medi-Cal patients with high-quality, patient-oriented health coverage, resulting in better health outcomes for residents across the region. I hope you similarly see the value in offering support for MHC to continue providing care to patients in its home County as the company responds to the state's RFP.

Founded in Long Beach, MHC has deep ties to the City of Long Beach and County of Los Angeles. It has been recognized over many years as a trusted partner providing excellent care for the County's Medi-Cal population. MHC continuously demonstrates its commitment to care for all patients, to support physicians, and to close the gap in social determinants of health for vulnerable populations.

It is important to note that MHC is the only privately operated Medi-Cal Managed Care Organization headquartered in Los Angeles County. We're proud that Molina has chosen Long Beach as its home and are grateful for the commitment from both the company and its employees to our city.

The organization employs more than 2,500 individuals that live in the County, with more than 1,000 of these employees and their families residing in the City of Long Beach. Their investment in Long Beach and Los Angeles County is significant, important, and not taken for granted. The economic impact of these families, along with Molina's significant real estate footprint in Long Beach, greatly contribute to our economic vitality – through both thousands of direct and indirect jobs and tax revenue to support our general fund and city's operations.

Beyond the significant economic impact of the company in the City of Long Beach, the organization has stepped up tremendously throughout the Covid-19 pandemic to provide support and resources to communities across the County in its facilitation of vaccines to vulnerable and hard-to-reach populations; PPE donations; and additional volunteer and monetary support for community-based organizations.

Our partnership with and support of this homegrown company is unwavering. On behalf of the City of Long Beach, thank you for your favorable consideration of MHC's bid to continue to serve Los Angeles residents.

Sincerely,

A handwritten signature in blue ink, appearing to read "Robert Garcia", with a stylized flourish at the end.

Mayor Robert Garcia
City of Long Beach