



Molina Healthcare of Illinois

(CY 2020) Business Enterprise Program

Overview

Presented On: March 23, 2020



Molina Healthcare of Illinois - Business Enterprise Program Overview

Calendar Year 2020

1st Quarter Results 1/1/20-3/31/20		Administrative Fee	20% BEP Goal	MBE ACHIEVEMENT	FBE ACHIEVEMENT	PBE ACHIEVEMENT	TOTAL BEP ACHIEVEMENT
1ST QTR	Totals	16,657,121	\$3,331,424	\$738,359	\$1,000,626	\$0	\$1,738,986
2nd Quarter Results 4/1/20- 6/30/20		Administrative Fee	20% BEP Goal	MBE ACHIEVEMENT	FBE ACHIEVEMENT	PBE ACHIEVEMENT	TOTAL BEP ACHIEVEMENT
2ND QTR TOTALS		17,402,899	\$3,480,580	\$872,300	\$765,723	\$0	\$1,638,022
3rd Quarter Results 7/1/20- 9/30/20		Administrative Fee	20% BEP Goal	MBE ACHIEVEMENT	FBE ACHIEVEMENT	PBE ACHIEVEMENT	TOTAL BEP ACHIEVEMENT
3RD QTR TOTALS		21,222,768	\$4,244,554	\$1,185,016	\$1,078,394	\$0	\$2,263,410
4th Quarter Results 10/1/20- 12/31/20		Administrative Fee	20% BEP Goal	MBE ACHIEVEMENT	FBE ACHIEVEMENT	PBE ACHIEVEMENT	TOTAL BEP ACHIEVEMENT
4th QTR TOTALS	Total Dollars	22,938,720	\$4,587,744	\$2,121,654	\$1,744,504	\$0	\$3,866,158

CY'20 1/1/20- 12/31/20		Administrative Fee	20% BEP Goal	MBE ACHIEVEMENT	FBE ACHIEVEMENT	PBE ACHIEVEMENT	TOTAL BEP ACHIEVEMENT
CY'20	Actual Dollars	78,221,507	\$15,644,301	\$4,917,328	\$4,589,247	\$0	\$9,506,575
	Percentage		20.00%	31.43%	29.33%	0.00%	12.15%

Molina Healthcare of Illinois CY 2020

Molina Enterprise Wide Spend with IL BEP Vendors (Includes Non-Registered IL BEP Vendors)

Vendor Name	LOB DESCRIPTION	CERTIFICATION	CY 2020 SPEND
Liberty Creative Solutions (*)	Commercial Printing (except Screen and Books)	WBE	\$3,027,782.13
Integrated Resources, Inc. (*)	Employment Agency and Search Firm Service	MBE	\$2,019,887.53
Globo Language Solutions, LLC. (*)	Interpretation Services	MBE	\$1,381,650.13
Totalmed Staffing, Inc.	Temporary Help Services	MBE	\$834,886.57
AltaStaff, LLC (*)	Temporary Help Services	WBE	\$497,788.22
Med-National Staffing Solutions, Inc. (*)	Temporary Help Services	WBE	\$392,994.55
Freed & Associates (*)	Management Consulting	WBE	\$312,731.25
Clark Resources, Inc. (*)	High Volume, Telephone Call Answering Services	MBE	\$251,398.74
Crankfrog, LLC. (*)	Tech Services	MBE	\$222,187.50
In Home Medical Group LLC (*)	Medical and Laboratory Services, Non-Physician; Nursing Services	WMBE	\$131,961.24

(*) = IL BEP REGISTERED

GRAND TOTAL: \$9,073,267.86

Molina of Illinois Spend with Not-for-Profit Community-Based Organizations

CALENDAR YEAR	SPEND AMOUNT
CY 2020	\$559,876

Molina of Illinois BEP Spend Through Employment

Category	Race/Gender	Employee Count	% of Total
Minority	Black or African American	92	20%
Minority	Asian	10	3%
Minority	American Indian or Alaska Native	3	2%
Female	Female	257	60%
Total		362	85%

Other plans use staffing agencies to reach higher spend levels. Molina business model is to hire within Illinois where possible. It is important to note that a large majority of those jobs that have been created by Molina have been filled with employees from the population groups that the BEP program seeks to serve.

Molina Healthcare's Recommendations/Plans for Increasing Expenditures with BEP (MBE/WBE) Vendors

- During pandemic, African American communities have been negatively impacted in the area of healthcare and employment. The BEP initiatives that Molina have met go far beyond just meeting a spend goal.
- Molina's agreement with an African American Male owned BEP certified business has provided the following success:
 - 120 Employee's hired
 - 93% Minorities employed
 - \$ 5,000,000.00 in salaries
 - Money directly into the minority community
 - Healthcare for each employee hired
 - Full family coverage for every employee
 - 100 plus families impacted positively
 - Showing kids the power of working
 - Positive lifeskills
 - Changing lives
- Molina meets weekly with internal staff and external consultants to enhance their mission to continue to fulfill the BEP initiatives.

Molina Healthcare New Vendor Prospects for Potential 2021 Services Needed

Scope of Services	
Ambulance	Member Location Services
Behavioral Health Services	Office Supplies
Business Consulting	Personnel Services, Temporary
Caterers	Print and Mail Services
Catering Services	Printing /Collateral Ordering Services
DME	Promotional Items
Document Shredding Services	Secure Document Shredding
Furniture: Office	Souvenirs and Prizes: Promotional, Advertising
Management Consulting	Staffing Agencies
Marketing/Communications	Temporary & Permanent Staffing
Medical Supplies and Pharmaceutical	Translation Services
Medical Transportation	Various Other Services

Certifications Molina Healthcare Accepts for Businesses Enterprise Program

- MINORITY (MBE)
- WOMAN-OWNED (WBE)
- VETERAN-OWNED (VBE)
- DISABLED-OWNED BUSINESS (DOBE)
- DISABLED-VETERAN BUSINESS ENTERPRISE (DVBE)

Point of Contact for Potential Vendors Seeking to do Business with Molina Healthcare

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