



Terry M. McGann, Ph.D. - Sacramento

- *Government Relations and Advocacy*
- *Procurement*
- *Healthcare Economics and Policy*
- *Education Policy*

Dr. McGann's political experience, including campaign management, serving as a chief-of-staff, and decades of work in advocacy and strategic thinking, have earned him a reputation as a dean of Sacramento lobbyists. He is one of the state's foremost experts on healthcare policy and economics, and has affected policy on behalf of all business segments, at all levels of government.

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Career Highlights:

Founder and Principal of two leading Sacramento lobbying and government relations firms

Vice President of CIGNA California

Chairman Masters Program of Urban Studies at Claremont Colleges

Chief of Staff to State Senator George Moscone of San Francisco

Dr. McGann joined California Strategies as the partner in charge of the firm's growing Legislative, Procurement and Regulatory Advocacy practice in 2009.

He began his work in healthcare economics and policy in the 1970s, first as a Vice President and member of the board of directors of CIGNA in California, then as a member of the board of directors of the Ross-Loos Medical Group.

After forming the lobbying firm Sacramento Advocates Inc., one of his first assignments led to Foundation Health Plan securing a \$3.2 billion CHAMPUS contract. He also represented clients before congressional offices and the Pentagon, and worked to secure comprehensive dental benefits in the three Clinton healthcare reform proposals that went before Congress.

Dr. McGann subsequently formed two Sacramento-based lobbying and government relations firms, which expanded his expertise as he represented a broad array of clients before California's governor, legislative branches, and regulatory agencies and commissions.

Dr. McGann came to California Strategies as a recognized leader in government relations, with extensive experience in policy matters including healthcare, taxation, employment, agriculture, water rights, education policy, information technology, construction defects, insurance, environmental issues and regulatory compliance. He has successfully secured procurement opportunities for his clients at both the federal and state levels, and provides management consulting to both private and publicly held corporations, specializing in strategic planning, marketing and business operations.

Dr. McGann began his political career in 1966 as Assistant Campaign Manager for Governor Edmund "Pat" Brown in San Francisco, and served as Chief of Staff for Democratic State Senator George Moscone between 1967 and 1970. He also worked as Northern California County Director for U.S. Senator Robert Kennedy's 1968 presidential campaign. Following the tragic assassination of Senator Kennedy, Dr. McGann managed the Northern California counties' effort in Alan Cranston's successful 1968 campaign for U.S. Senate.

Dr. McGann received his Ph.D. in political philosophy and government from Claremont Graduate University at the Claremont Colleges, and his master of arts and bachelor degrees from San Francisco State University. He has taught graduate-level courses in health policy, health care administration, western political thought and urban studies at Claremont Graduate University (Claremont Colleges), California State University, Dominguez Hills, and California State University, Sacramento.

Dr. McGann has been a volunteer in various philanthropic organizations, including the Washington National Cathedral and the Bob Moretti Memorial Scholarship Foundation.

Dr. McGann has two daughters and two grandchildren. He resides in Sacramento and La Quinta, California with his wife.