



# **Finance Committee Meeting 2024**

**January 12, 2024**



## **Finance Committee Meeting**

**Friday, January 12, 2024**

**8:30 AM**

**NATIVIDAD ROOM**

**1ST FLOOR, BUILDING 200**

### **AGENDA**

#### **Participation in meetings**

**While the Natividad Finance Committee meeting room remains open, members of the public may participate in this Natividad Finance Committee meeting in 2 ways:**

- 1. You may attend the meeting in person; or,**
- 2. You may participate through ZOOM. For ZOOM participation please join by phone call at any of these numbers below:**

**+1 971 247 1195 US (Portland)**

**+1 253 215 8782 US (Tacoma)**

**+1 346 248 7799 US (Houston)**

**+1 602 753 0140 US (Phoenix)**

**+1 720 928 9299 US (Denver)**

**Enter the Meeting ID number: 961 7495 4866 when prompted. You will then enter the Password: 590310 when prompted.**

**Or, to attend the Finance Committee meeting by Zoom computer audio at:**

**<https://natividad.zoom.us/j/96174954866?pwd=cGVUcEJTTU53aGsyd0tJbDRibUttQT09>**

**If you choose not to attend the Natividad Finance Committee meeting in person but desire to make general public comment, or comment on a specific item on the agenda, you may do so in 2 ways:**

- 1. Submit your comments in writing via email to the Natividad Finance Committee at [Natividadpubliccomments@natividad.com](mailto:Natividadpubliccomments@natividad.com) by 2:00 p.m. on the Thursday prior to the Committee meeting. To assist Natividad staff in identifying the agenda item to which the comment relates, please indicate in the subject line the Committee date and agenda number. Comments received by the 2:00 p.m. Thursday deadline will be distributed to the Committee and will be placed in the record at the Committee meeting.**

**Or**

- 2. You may make public comment by joining through ZOOM at one of the phone numbers or clicking the ZOOM link above. You will be placed in the meeting as an attendee; when you are ready to make a public comment if joined by computer audio, please select the “Raise your Hand” option on the Zoom screen; and by phone please push #9 on your keypad.**

- a. If members of the public want to present documents/Power Point presentations while speaking, they should submit the document by 2:00 p.m. on Thursday before the meeting at [Natividadpubliccomments@natividad.com](mailto:Natividadpubliccomments@natividad.com) (If submitted after that deadline, staff will make best efforts, but cannot guarantee, to make it available to present at the Committee meeting.)

TO ADDRESS THE COMMITTEE DURING PUBLIC COMMENT: Members of the public may address comments to the Committee concerning each agenda item and may comment when the Chair calls for general public comment for items that are not on the day's agenda.

TO ADDRESS THE COMMITTEE ON A SPECIFIC ITEM ON THE AGENDA: When the Chair calls for public comment on a specific agenda item, the Secretary of the Committee or his or her designee will first ascertain who wants to testify (among those who are in the meeting telephonically) and will then call on speakers one at a time. Public speakers will be broadcast in audio form only. If members of the public want to present documents/Power Point presentations while speaking, they should submit the document by 2:00 p.m. on Thursday before the meeting at [Natividadpubliccomments@natividad.com](mailto:Natividadpubliccomments@natividad.com) (If submitted after that deadline, staff will make best efforts, but cannot guarantee, to make it available to present at the Committee meeting.)

DOCUMENT DISTRIBUTION: Documents related to agenda items that are distributed to the Committee less than 72 hours prior to the meeting shall be available for public inspection at the Secretary of the Natividad Finance Committee Desk, Natividad Administration Office, 1441 Constitution Blvd., Salinas, CA. Documents distributed to the Committee at the meeting by County staff will be available at the meeting; documents distributed to the Board by members of the public shall be made available after the meeting.

REASONABLE ACCOMMODATIONS; MODIFICATIONS: Individuals with disabilities who desire to request a reasonable accommodation or modification to observe or participate in the meeting may make such request by sending an email to [Natividadpubliccomments@natividad.com](mailto:Natividadpubliccomments@natividad.com). The request should be made no later than noon on the Wednesday prior to the Committee meeting in order to provide time for Natividad to address the request.

The Chair and/or Secretary may set reasonable rules as needed to conduct the meeting in an orderly manner.

**PLEASE NOTE: IF ALL PARTICIPATING COMMITTEE MEMBERS ARE PRESENT IN PERSON, PUBLIC PARTICIPATION BY ZOOM IS FOR CONVENIENCE ONLY AND IS NOT REQUIRED BY LAW. IF THE ZOOM FEED IS LOST FOR ANY REASON, THE MEETING MAY BE PAUSED WHILE A FIX IS ATTEMPTED BUT THE MEETING MAY CONTINUE AT THE DISCRETION OF THE CHAIRPERSON.**

### **Call to Order**

**Marcia Atkinson, Chair**

### **Roll Call**

### **Agenda Additions/Corrections**

**Noemi Breig**

### **Public Comments (Limited 3 minutes per speaker)**

This portion of the meeting is reserved for persons to address the Natividad Finance Committee on any matter not on this agenda but under the jurisdiction of the Committee. Committee members may respond briefly to statements made or questions posed. They may ask a question for clarification; make a referral to staff for factual information, or request staff to report back to the Committee at a future meeting.

### **Approval of Minutes**

1. Approve the Minutes of November 9, 2023 Finance Committee. *Pages 6-14*

## **Consent Items**

2. Approve for consideration by the NMC Board of Trustees the Items in Attachment A. *Pages 15-31*

## **Scheduled Items/Discussion Items**

3. Receive and Approve October 2023 Financial Report. *Pages 32-44* **Daniel Leon, CFO**
4. Receive and Approve November 2023 Financial Report. *Pages 32-44* **Daniel Leon, CFO**

## **Adjournment**

**NEXT FINANCE COMMITTEE MEETING  
FRIDAY, February 9, 2024 AT 8:30 A.M.  
NATIVIDAD ROOM  
1<sup>ST</sup> Floor, Building 200**

NOTE: Any individual may request a copy of the agenda, or a copy of all the documents constituting the agenda packet of any meeting of the Natividad Medical Center Finance Committee as required by the Ralph M. Brown Act, Section 54954.1. Upon receipt of a written request, The clerk to the Natividad Medical Center Finance Committee shall cause the requested materials to be mailed at the time the agenda is posted pursuant to Section 54954.2 and 54956. Any request for mailed copies of agendas or agenda packets shall be valid for the calendar year in which it is filed and must be renewed following January 1 of each year. If requested, the agenda shall be made available in appropriate alternative formats to persons with a disability, as required by Section 202 of the American with Disabilities Act of 1990 (42 USC Sec. 12132), and the federal rules and regulations adopted in implementation thereof. Individuals requesting a disability-related modification or accommodation, including auxiliary aids or services, may contact Natividad Medical Center Hospital Administration at 831.755-4185. These requests may be made by a person with disability who requires a modification or accommodation in order to participate in the public meeting.



**Finance Committee Meeting**  
**Friday, January 12, 2024**  
**Consent Items**

**Attachment A**

<b>1.</b> <b>Pages 15-16</b>	<p>Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute renewal and amendment No. 4 to the agreement (A-14560) with Everbridge, Inc. for critical event management software services, extending the agreement an additional one (1) year period (January 30, 2024 through January 29, 2025) for a revised full agreement term of January 30, 2018 through January 29, 2025 and adding \$39,832 for a revised total Agreement amount of \$249,845.</p>
<b>2.</b> <b>Pages 17-18</b>	<p>Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute renewal and amendment No. 3 to the agreement (A-14537) with MD Buyline, Inc., a symplr company for medical equipment pricing analysis services plus associated consulting services, extending the agreement an additional two (2) year period (January 3, 2024 through January 2, 2026) for a revised full agreement term of January 3, 2018 through January 2, 2026, and adding \$54,813 for a revised total agreement amount not to exceed \$224,898.</p>
<b>3.</b> <b>Pages 19-20</b>	<ul style="list-style-type: none"> <li>a. Amend Personnel Policies and Practices Resolution No. 98-394 Appendix A to adjust the base wage salary ranges of the Resident Physician I, Resident Physician II and Resident Physician III classifications as indicated in Attachment A, effective January 27, 2024; and</li> <li>b. Direct the Human Resources Department, County Administrative Office, and Auditor-Controller's Office to implement the changes in the Advantage Human Resources Management (HRM) System.</li> </ul>
<b>4.</b> <b>Pages 21-23</b>	<ul style="list-style-type: none"> <li>a. Amend Personnel Policies and Practices Resolution (PPPR) No. 98-394 Appendices A and B to create the classifications of Certified Health Information Management Coder-Inpatient and Certified Health Information Management Coding Supervisor with the salary ranges as indicated in Attachment A effective January 27, 2024;</li> <li>b. Amend the FY 2023-24 Natividad Medical Center Adopted Budget (Fund 451-Dept. 9600-Unit 8363-Appropriation Unit NMC001) to reallocate eight (8) Health Information Management Coder II positions to eight (8) Certified Health Information Management Coder-Inpatient positions and one (1) Health Information Management Coding Supervisor position to one (1) Certified Health Information Management Coding Supervisor position as indicated in Attachment A effective January 27, 2024;</li> <li>c. Direct the Human Resources Department to implement the changes in the Advantage Human Resources Management System.</li> </ul>
<b>5.</b> <b>Pages 24-25</b>	<ul style="list-style-type: none"> <li>a. Amend Personnel Policies and Practices Resolution No. 98-394 Appendices A and B to create the classification of the Speech Pathologist-Per Diem with the salary range as indicated in Attachment A effective January 27, 2024; and</li> <li>b. Direct the Human Resources Department to implement the changes in the Advantage Human Resources Management System.</li> </ul>
<b>6.</b> <b>Pages 26-</b>	<p>Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an amendment no.1 to the agreement (A-15202) with Paragon Mechanical Inc. for</p>

<b>27</b>	<p>maintenance and repair services, extending the agreement an additional two (2) year period (July 1, 2024 through June 30, 2026) for a revised full term agreement term of July 1, 2021 through June 30, 2026, and adding \$250,000 for a revised total agreement amount not to exceed \$450,000.</p>
<b>7. Pages 28-29</b>	<p>Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute renewal and amendment No. 4 to the agreement (A-13995) with B.E. Smith, Inc. for interim management-level services, extending the agreement an additional one (1) year period (January 1, 2024 through December 31, 2024) for a revised full agreement term of July 1, 2018 through December 31, 2024, and adding \$250,000 for a revised total agreement amount not to exceed \$1,300,000.</p>
<b>8. Pages 30-31</b>	<p>Receive a report on the status of Hospital Seismic Safety public notices compliance with Assembly Bill (AB) 1882.</p>



## **Finance Committee Meeting**

**Thursday, November 9, 2023**

**8:30 AM**

**STEINBECK ROOM**

**2ND FLOOR, BUILDING 300**

## **MINUTES**

### **Participation in meetings**

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**Board Members:** Mitch Winick, Dr. Charles Harris, Libby Downey

**Absent:** Marcia Atkinson and Dr. Marc Tunzi

**NMC Staff/County:** Andrea Rosenberg, Daniel Leon, Nancy Buscher, Ari Entin, Jeanne-Ann Balza, Chrissy Garza

**Call to Order**

**Mitch Winick, Chair**

**Roll Call**

***Present***

***Mitch Winick***



*Libby Downey  
Dr. Charles Harris*

*Absent*

*Marcia Atkinson  
Dr. Marc Tunzi*

**Agenda Additions/Corrections**

Noemi Breig

- *None*

**Public Comments (Limited 3 minutes per speaker)**

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**Approval of Minutes**

1. Approve the Minutes of October 13, 2023 Finance Committee.

***MOTION:***      *Motion to approve the minutes of October 13, 2023, Finance Committee Meeting moved by Dr. Charles Harris, seconded by Mitch Winick, and approved unanimously.*

**Consent Items**

2. Approve for consideration by the NMC Board of Trustees the Items in Attachment A.

***MOTION:***      *Motion to approve Consent Item 2 for consideration by the NMC Board of Trustees, Attachment A, item 1 through 14, moved by Dr. Charles Harris, seconded by Mitch Winick, and approved unanimously.*

*Natividad Finance Committee members Charles Harris, MD, CEO and Marcia Atkinson are non-salaried board members of the Natividad Medical Foundation (NMF), a non-profit, tax-exempt corporation. For purposes of California public entity conflict of interest laws, they have a non-interest in the Agreement with NMF, Item 14. As noted above, Ms. Atkinson was absent from the meeting and did not participate in Board action on this item.*

3. Approve the schedule of regular meetings of the Finance Committee for calendar year 2024 in Attachment B.

***MOTION:***      *Motion to approve Consent Item 3 for consideration by the NMC Board of Trustees, Schedule of Regular Meeting of the Finance Committee for Calendar Year 2024, Attachment B, moved by Dr. Charles Harris, seconded by Mitch Winick, and approved unanimously.*

**Scheduled Items/Discussion Items**

4. Review and approve for consideration by the NMC Board of Trustees the following request which is in the final stages of negotiation:
  - a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute the Professional Services Agreement with Jose Mario Pauda M.D. to provide family medicine services for an amount not to exceed \$300,000 for the period January 1, 2024 to December 31, 2024; and
  - b. Authorize the CEO for NMC or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not significantly change the scope of work, do not cause an

increase of more than ten percent 10% (\$300,000) of the original contract amount and do not increase the total contract amount above \$330,000. **(Jeanne-Ann Balza)**

**MOTION:**     *Motion to approve Scheduled, item 4, for consideration by the NMC Board of Trustees, moved by Dr. Charles Harris, seconded by Mitch Winick, and approved unanimously.*

5. Review and approve for consideration by the NMC Board of Trustees the following request which is in the final stages of negotiation:

- a. Authorize the Chief Executive Officer (CEO) for Natividad Medical Center (NMC) or his designee to execute the Third Amendment to the Professional and Call Coverage Services Agreement (A-13164) with Central Coast Head & Neck Surgeons to provide otolaryngology and audiology services, modifying the compensation arrangements and extending the term by months (July 1, 2024 to December 31, 2024) to comply with federal guidelines, for a full revised term of July 1, 2016 to December 31, 2024, but with no change to the aggregate not to exceed amount of \$6,000,000; and
- b. Authorize the CEO for NMC or his designee to sign up to three (3) amendments to this Agreement where the total amendments do not significantly change the scope of work, do not exceed 10% (\$150,000) of the original contract amount and not increase the total contract amount above \$6,150,000. **(Jeanne-Ann Balza)**

**MOTION:**     *Motion to approve Scheduled, item 5, for consideration by the NMC Board of Trustees, moved by Dr. Charles Harris, seconded by Mitch Winick, and approved unanimously.*

6. Review and approve for consideration by the NMC Board of Trustees the following request which is in the final stages of negotiation:

Authorize the Chief Executive Officer (CEO) for Natividad Medical Center (NMC) or his designee to execute the Second Amendment to the Professional and Call Coverage Services Agreement with Precision Orthopedics to provide orthopedic services, adding \$2,000,000 for an amount not to exceed amount of \$13,000,000 in the aggregate, but with no change to the original Agreement term for the period April 1, 2021 to March 31, 2024. **(Jeanne-Ann Balza)**

**MOTION:**     *Motion to approve Scheduled, item 6, for consideration by the NMC Board of Trustees, moved by Dr. Charles Harris, seconded by Mitch Winick, and approved unanimously.*

7. Review and approve for consideration by the NMC Board of Trustees the following request which is in the final stages of negotiation:

- a. Authorize the Chief Executive Officer (CEO) for Natividad Medical Center (NMC) or his designee to execute the Second Amendment to the Professional and Call Coverage Services Agreement (A-15091) with Monterey Anesthesia Professionals (MAP) to provide anesthesia services, extending the term by three months (January 1, 2024 to March 31, 2024) for a revised full agreement term of January 1, 2021 to March 31, 2024 and adding \$2,400,000 for a revised not to exceed amount of \$22,200,000 in the aggregate; and
- b. Authorize the CEO for NMC or his designee to sign up to three (3) future amendments to this agreement where the total amendments do not significantly change the scope of work, do not exceed 10% (\$1,200,000) of the original contract amount and not increase the total contract amount above \$23,400,000. **(Jeanne-Ann Balza)**

**MOTION:**     *Motion to approve Scheduled, item 7, for consideration by the NMC Board of Trustees, moved by Dr. Charles Harris, seconded by Mitch Winick, and approved unanimously.*

8. Review and approve for consideration by the NMC Board of Trustees the following request which is in the final stages of negotiation:

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement (A-16197) with BrainLab Inc. for a software-based guided neurosurgery system, extending the agreement an additional two (2) year period (March 23, 2024 through March 22, 2026) for a revised full agreement term of March 23, 2022 through March 22, 2026 and adding \$725,263 for a revised total agreement amount not to exceed \$1,054,025. **(Nancy Buscher)**

***MOTION: Motion to approve Scheduled, item 8, for consideration by the NMC Board of Trustees, moved by Dr. Charles Harris, seconded by Mitch Winick, and approved unanimously.***

9. Review and approve for consideration by the NMC Board of Trustees the following request which is in the final stages of negotiation:

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 8 to the agreement (A-12677) with Databank IMX for OnBase software maintenance, extending the agreement an additional six (6) month period (January 1, 2024 through June 30, 2024) for a revised full agreement term of January 1, 2015 through June 30, 2024 and adding \$24,431 for a revised total agreement amount not to exceed \$620,776. **(Janine Bouyea)**

***MOTION: Motion to approve Scheduled, item 9, for consideration by the NMC Board of Trustees, moved by Dr. Charles Harris, seconded by Mitch Winick, and approved unanimously.***

10. Receive and Approve September 2023 Financial Report.

**Daniel Leon, CFO**

***MOTION: Motion to accept the September 2023 Financial Report moved by Dr. Charles Harris, seconded by Mitch Winick, and approved unanimously.***

**Adjournment at 8:56 AM**

*Recorded by Noemi Breig*



**Finance Committee Meeting**  
**Thursday, November 9, 2023**  
**Consent Items**  
**MINUTES**  
**Attachment A**

1.	Authorize the Chief Executive Officer for Natividad Medical Center or his designee to execute amendment No. 3 to the agreement with TW-Security, LLC for HIPAA compliance services, extending the agreement an additional three (3) year period (January 1, 2024 through December 31, 2026) for a revised full agreement term of January 1, 2021 through June 30, 2026, and adding \$450,000 for a revised total agreement amount not to exceed \$558,750.
2.	Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 3 to the agreement (A-15698) with AE & Associates, LLC for coding, audits, onsite training, and remote coding support services, extending the agreement an additional one (1) year period (August 1, 2024 through July 31, 2025) for a revised full agreement term of August 1, 2019 through July 31, 2025), and adding \$400,000 for a revised total agreement amount not to exceed \$689,616.
3.	<ul style="list-style-type: none"> <li>a. Amend Personnel Policies and Practices Resolution No. 98-394 Appendices A and B to retitle the classification of Quality/Compliance Administrator to Hospital Quality Director and adjust the salary range as indicated in Attachment A effective December 2, 2023; and</li> <li>b. Direct the Human Resources Department to implement the changes in the Advantage Human Resources Management System.</li> </ul>
4.	<ul style="list-style-type: none"> <li>a. Amend Personnel Policies and Practices Resolution (PPPR) No. 98-394 Appendices A and B to create the classifications of Certified Sterile Processing Technician and Senior Certified Sterile Processing Technician with the salary ranges as indicated in Attachment A effective December 2, 2023;</li> <li>b. Amend the FY 2023-24 Natividad Medical Center Adopted Budget (Fund 451-Dept. 9600-Unit 8333-Appropriation Unit NMC001) to reallocate seven (7) Central Sterile Technician positions to seven (7) Certified Sterile Processing Technician positions and one (1) Senior Central Sterile Technician position to one (1) Senior Certified Sterile Processing Technician position as indicated in Attachment A effective December 2, 2023;</li> <li>c. Direct the Human Resources Department to implement the changes in the Advantage Human Resources Management System.</li> </ul>
5.	<ul style="list-style-type: none"> <li>a. Amend Personnel Policies and Practices Resolution No. 98-394 Appendix A to adjust the salary ranges of the Pharmacy Technician and Senior Pharmacy Technician classifications as indicated in Attachment A effective December 2, 2023; and</li> <li>b. Direct the Human Resources Department to implement the changes in the Advantage Human Resources Management System.</li> </ul>
6.	<ul style="list-style-type: none"> <li>a. Amend Personnel Policies and Practices Resolution No. 98-394 Appendix A to adjust the salary range of the Director of Respiratory Care Services classification as indicated in Attachment A effective December 2, 2023; and</li> <li>b. Direct the Human Resources Department to implement the changes in the Advantage Human Resources Management System.</li> </ul>

7.	<ul style="list-style-type: none"> <li>a. Authorize the Chief Executive Officer (CEO) for Natividad Medical Center (NMC) or his designee to execute the First Amendment to the Professional and Call Coverage Services Agreement with J. Anthony Shaheen, M.D., Inc. to provide urology services, extending the term by twenty-four months (January 1, 2024 to December 31, 2025) for a revised full agreement term of October 1, 2022 to December 31, 2025 and adding \$300,000 for a revised not to exceed amount of \$400,000 in the aggregate; and</li> <li>b. Authorize the CEO for Natividad Medical Center (NMC) or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not significantly change the scope of work, do not exceed 10% (\$10,000) of the original contract amount and do not increase the total contract amount above \$410,000.</li> </ul>
8.	<p>Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the Agreement (A-14570) with Wolters Kluwer Health, Inc. for web-based Nursing Education subscriptions, licenses, and maintenance support services at NMC, extending the Agreement for an additional two (2) year term (December 10, 2023 through December 9, 2025) for a revised full term of December 10, 2019 through December 9, 2025, and adding \$218,177 for a revised total agreement amount not to exceed \$422,959.</p>
9.	<ul style="list-style-type: none"> <li>a. Authorize the Chief Executive Officer (CEO) for Natividad Medical Center (NMC) or his designee to execute the First Amendment to the Professional and Call Coverage Services Agreement with David Flemming, M.D. to provide urology services, extending the term by twenty-four months (January 1, 2024 to December 31, 2025) for a revised full agreement term of October 1, 2022 to December 31, 2025 and adding \$300,000 for a revised not to exceed amount of \$400,000 in the aggregate; and</li> <li>b. Authorize the CEO for Natividad Medical Center (NMC) or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not significantly change the scope of work, do not exceed 10% (\$10,000) of the original contract amount and do not increase the total contract amount above \$410,000.</li> </ul>
10.	<ul style="list-style-type: none"> <li>a. Authorize the Chief Executive Officer (CEO) for Natividad Medical Center (NMC) or his designee to execute the Professional and Call Coverage Services Agreement with Delphine Engel MD to provide general and critical care surgical services for an amount not to exceed \$400,000 for the period January 1, 2024 to December 31, 2025; and</li> <li>b. Authorize the CEO or his designee to sign up to three (3) future amendments to this agreement where the total amendments do not significantly change the scope of work, do not cause an increase of more than ten percent 10% (\$40,000) of the original contract amount and do not increase the total contract amount above \$440,000.</li> </ul>
11.	<ul style="list-style-type: none"> <li>a. Authorize the Chief Executive Officer (CEO) for Natividad Medical Center (NMC) or his designee to execute the Second Amendment to the Professional Services Agreement (A-14537) with Marta Zulik, M.D. to provide pulmonary critical care services, extending the term by twenty-four months (January 1, 2023 to December 31, 2025) for a revised full agreement term of November 1, 2019 to December 31, 2025, but not adding funds to the aggregate not to exceed amount; and</li> <li>b. Authorize the CEO or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not significantly change the scope of work, do not exceed 10% (\$40,000) of the original contract amount and do not increase the total contract amount above \$440,000.</li> </ul>
12.	<ul style="list-style-type: none"> <li>a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute the Third Amendment to the Professional Services Agreement (A-14569) with Victoria Chew, M.D. to provide family medicine services, extending the term by twenty-four months (January 1, 2024 to December 31, 2025) for a revised full agreement term of November 1, 2018 to December 31, 2025, but with no change to the aggregate not to exceed amount of \$400,000; and</li> </ul>

	<p>b. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not significantly change the scope of work, do not exceed 10% (\$10,000) of the original contract amount and do not increase the total contract amount above \$410,000.</p>
<b>13.</b>	<p>a. Authorize the Chief Executive Office for Natividad or his designee to execute the Fourth Amendment to the Professional Services Agreement (A-14492) with The Regents of the University of California, a public corporation, on behalf of the University of California, San Francisco, School of Medicine, Department of Pediatrics (UCSF) to provide pediatric cardiology services extending the term by twelve months (January 1, 2024 to December 31, 2024) for a revised full agreement term of January 1, 2018 to December 31, 2024, but with no change to the aggregate not to exceed amount of \$500,000; and</p> <p>b. Authorize the CEO for NMC or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not significantly change the scope of work, do not cause an increase of more than ten percent 10% (\$10,000) of the original contract amount and do not increase the total contract amount above \$510,000.</p>
<b>14.</b>	<p>Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an amendment to the agreement with Natividad Medical Foundation (NMF) for NMC's specially requested services and for NMF's philanthropic services, defined as "donor cultivation and solicitation" (e.g., The Agricultural Leadership Council) extending the agreement term an additional two (2) year period (January 1, 2024 through December 31, 2025) for a revised full agreement term January 1, 2020 through December 31, 2025, and adding an amount not to exceed \$1,837,688 for a revised total agreement amount of \$5,144,576.</p>





**Finance Committee Meeting**  
**Thursday, November 9, 2023**  
**Consent Items**  
**MINUTES**  
**Attachment B**

**Natividad Medical Center**  
**Finance Committee**  
**2024 Regular Meeting Schedule**

*The NMC Finance Committee is scheduled to meet the second Friday of the month, unless otherwise notified. Meetings will be held at Natividad Medical Center – Natividad Room and Video Conference Telephonic.*

*Schedule subject to change.*

<b>Month</b>	<b>Date</b>	<b>Time</b>	<b>Room</b>
<b>January</b>	Friday, 01/12/2024	8:30 a.m.	Natividad/ Video Conference Telephonic Meeting
<b>February</b>	Friday, 02/09/2024	8:30 a.m.	Natividad/ Video Conference Telephonic Meeting
<b>March</b>	Friday, 03/08/2024	8:30 a.m.	Natividad/ Video Conference Telephonic Meeting
<b>April</b>	Friday, 04/12/2024	8:30 a.m.	Natividad/ Video Conference Telephonic Meeting
<b>May</b>	Friday, 05/10/2024	8:30 a.m.	Natividad/ Video Conference Telephonic Meeting
<b>June</b>	Friday, 06/14/2024	8:30 a.m.	Natividad/ Video Conference Telephonic Meeting
<b>July</b>	Friday, 07/19/2024	8:30 a.m.	Natividad/ Video Conference Telephonic Meeting
<b>August</b>	Friday, 08/09/2024	8:30 a.m.	Natividad/ Video Conference Telephonic Meeting
<b>September</b>	Friday, 09/13/2024	8:30 a.m.	Natividad/ Video Conference Telephonic Meeting
<b>October</b>	Friday, 10/11/2024	8:30 a.m.	Natividad/ Video Conference Telephonic Meeting
<b>November</b>	Friday, 11/08/2024	8:30 a.m.	Natividad/ Video Conference Telephonic Meeting
<b>December</b>	*No Meeting		



## **MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT**

**Everbridge, Inc. Renewal and Amendment No. 4**

**Legistar Number:**

### **..Title**

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute renewal and amendment No. 4 to the agreement (A-14560) with Everbridge, Inc. for critical event management software services, extending the agreement an additional one (1) year period (January 30, 2024 through January 29, 2025) for a revised full agreement term of January 30, 2018 through January 29, 2025 and adding \$39,832 for a revised total Agreement amount of \$249,845.

### **..Report**

#### **RECOMMENDATION:**

**It is recommended the Board of Supervisors:**

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute renewal and amendment No. 4 to the agreement (A-14560) with Everbridge, Inc. for critical event management software services, extending the agreement an additional one (1) year period (January 30, 2024 through January 29, 2025) for a revised full agreement term of January 30, 2018 through January 29, 2025 and adding \$39,832 for a revised total Agreement amount of \$249,845.

#### **SUMMARY/DISCUSSION:**

Everbridge is a critical event management software system that has been utilized by Natividad Medical Center (NMC) since January 2018. It allows NMC the ability to perform mass callings to all hospital staff and is utilized when there are notifications that need to get out to a large number of employees at once; this includes emergency situations and can be used if there are mass casualty/triage events. This system is also utilized to contact specific groups of people when needed during accreditation surveys (The Joint Commission, U.S. Centers for Medicare & Medicaid Services, etc.) as an alternate means of communicating updates.

Everbridge is a web-based system that stores telephone numbers for all staff members within the hospital in a single location. It is readily accessible from anywhere that has access to the internet. Within the system, NMC has the ability to select targeted groups of employees and in various ways. The system tracks the means of communication and allows NMC to verify receipt of the communication with individual employees. NMC is requesting to renew the Everbridge agreement for a period of one (1) year.

#### **OTHER AGENCY INVOLVEMENT:**

The Office of County Counsel has reviewed and approved this renewal and amendment No. 4 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The renewal and amendment No. 4 has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on January 30, 2024.

#### **FINANCING:**

The cost of this renewal and amendment No. 4 is \$39,832 which is included in the FY 2023-24 Adopted Budget.

#### **BOARD OF SUPERVISORS STRATEGIC INITIATIVES:**

The services rendered in this Agreements allows Natividad Medical Center to continue to provide great patient care by ensuring that all available resources are being contacted in order to have the best quality staff available when an incident or sick call occurs.

- ☐ Economic Development
- ☐ Administration
- ☒ Health and Human Services
- ☐ Infrastructure
- ☐ Public Safety

Prepared by: Janine Bouyea, Hospital Assistant Administrator, 831-783-2701

Approved by: Charles R. Harris, Chief Executive Officer, 783-2504

Attachments:

Everbridge Inc. Renewal and Amendment 4  
Everbridge Inc. Amendment 3  
Everbridge Inc. Amendment 2  
Everbridge Inc. Amendment 1  
Everbridge Inc. Agreement

Attachments on file with the Clerk of the Board

## **MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT**

### **MD Buyline, Inc., a symplr Renewal and Amendment No. 3**

**Legistar Number:** \_\_\_\_\_

#### **..Title**

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute renewal and amendment No. 3 to the agreement (A-14537) with MD Buyline, Inc., a symplr company for medical equipment pricing analysis services plus associated consulting services, extending the agreement an additional two (2) year period (January 3, 2024 through January 2, 2026) for a revised full agreement term of January 3, 2018 through January 2, 2026, and adding \$54,813 for a revised total agreement amount not to exceed \$224,898.

#### **..Report**

#### **RECOMMENDATION:**

#### **It is recommended the Board of Supervisors:**

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute renewal and amendment No. 3 to the agreement (A-14537) with MD Buyline, Inc., a symplr company for medical equipment pricing analysis services plus associated consulting services, extending the agreement an additional two (2) year period (January 3, 2024 through January 2, 2026) for a revised full agreement term of January 3, 2018 through January 2, 2026, and adding \$54,813 for a revised total agreement amount not to exceed \$224,898.

#### **SUMMARY/DISCUSSION:**

MD Buyline provides Natividad Medical Center (NMC) with access to its automated cost analysis services. These cost analysis services compare new equipment quotes against other current costs in the active marketplace in real time. The reports that are auto generated include a cost comparative analysis and also provide NMC with suggestions as to which areas can be more easily negotiated down. NMC has found these reports to be extremely helpful during the procurement of medical equipment to ensure it receives competitive pricing. As a result, NMC can make new product decisions with greater efficiency, transparency and supporting documentation. The agreement also includes consulting services on an as-needed basis only specifically related to more detailed or complex equipment purchase agreements, including ongoing equipment maintenance agreements for products both in and out of warranty. Although the consulting services are not used frequently, NMC believes these consulting services can yield the necessary inside-industry data that can provide NMC more leverage to negotiate the cost down significantly on other types of medical purchases.

NMC is requesting that the agreement be extended to allow for these services to continue.

#### **OTHER AGENCY INVOLVEMENT:**

The Office of County Counsel has reviewed and approved this renewal and amendment No. 3 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The renewal and amendment No. 3 has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on January 12, 2024.

## **FINANCING:**

The cost for this renewal and amendment No. 3 is \$54,813 of which \$26,352 is included in the FY 2023-24 Adopted Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

## **BOARD OF SUPERVISORS STRATEGIC INITIATIVES:**

This agreement is for strategic sourcing data, market cost data, and when needed, advisory services. These services result in cost savings opportunities and ultimately more competitive pricing for NMC when purchasing equipment.

- ☐ Economic Development
- ☒ Administration
- ☐ Health and Human Services
- ☐ Infrastructure
- ☐ Public Safety

Prepared by: Kristen Aldrich, Purchasing and Materials Support Director, 783-2627

Approved by: Charles R. Harris, Chief Executive Officer, 783-2553

### Attachments:

MD Buyline Renewal and Amendment 3  
MD Buyline Renewal and Amendment 2  
MD Buyline Amendment 1  
MD Buyline Membership Agreement

Attachments on file with the Clerk of the Board

## **..Title**

Adopt a Resolution to:

- a. Amend Personnel Policies and Practices Resolution No. 98-394 Appendix A to adjust the base wage salary ranges of the Resident Physician I, Resident Physician II and Resident Physician III classifications as indicated in Attachment A, effective January 27, 2024; and
- b. Direct the Human Resources Department, County Administrative Office, and Auditor-Controller's Office to implement the changes in the Advantage Human Resources Management (HRM) System.

## **..Report**

### **RECOMMENDATION:**

It is recommended that the Board of Supervisors consider adopting a Resolution to:

- a. Amend Personnel Policies and Practices Resolution No. 98-394 Appendix A to adjust the base wage salary ranges of the Resident Physician I, Resident Physician II and Resident Physician III classifications as indicated in Attachment A, effective January 27, 2024; and
- b. Direct the Human Resources Department, County Administrative Office, and Auditor-Controller's Office to implement the changes in the Advantage Human Resources Management (HRM) System.

### **SUMMARY/DISCUSSION:**

A base wage compensation study of the Resident Physician classification series was requested by Service Employee International Union (SEIU) Local 521. The reasons cited for the request were to check for salary alignment with the County's comparable agencies identified in the Memorandum of Understanding (MOU) between County of Monterey and SEIU Local 521 Resident Physicians Unit R per Section 9- Salaries.

The base wage analysis of the County's comparable agencies found that based on the duties performed, the Resident Physician I/II/III classifications were matched to all five (5) of the hospital comparable agencies: UCSF General Hospital, Santa Rosa Sutter Medical Center, Contra Costa Regional Medical Center, O'Connor Hospital (San Jose) and Kaiser (San Jose). The Resident Physician I classification is approximately 6.72% below the salary mean of the comparable agency's classifications. The Resident Physician II classification is approximately 5.78% below the salary mean of the comparable agency's classifications. The Resident Physician III classification is approximately 5.59% below the salary mean of the comparable agency's classifications.

To promote the County as the employer of choice, the goal is to provide labor market competitive wages by setting base wages within five percent (5% = - 4.495% with rounding) of the average of the agencies identified. The County's philosophy is to maintain a competitive compensation package that attracts and retains the highest quality candidates and employees to serve the community while maintaining sound fiscal standards.

Therefore, in accordance with the County's Compensation Philosophy, the base wage salary of the following classifications would need to be increased by the approximate percentage at top step in order to align with the labor market average as indicated below: Resident Physician I - 6.72%, Resident Physician II – 5.78%, and Resident Physician III – 5.59%.

OTHER AGENCY INVOLVEMENT:

The Human Resources Department concurs with the recommendations. SEIU Local 521 has been notified of the recommendations.

FINANCING:

The salary and benefits increased costs for the current positions (31.0 FTE filled) budgeted for the remainder of Fiscal Year 2023-24 is approximately \$65,271 and then \$130,541 annually thereafter. The funding for personnel costs is provided by NMC's enterprise fund comprised of patient services revenues received from commercial insurance, state, and federal government agencies. This action does not impact the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The proposed recommended actions address the Board of Supervisors Administration Strategic Initiative. The actions demonstrate the County's commitment to meeting the Board's initiatives in recruiting, retaining, and attracting a diverse, talented workforce that supports the mission of Monterey County.

- ☐ Economic Development
- ☒ Administration
- ☐ Health & Human Services
- ☐ Infrastructure
- ☐ Public Safety

Prepared by: Jennifer Lusk, Senior Personnel Analyst, (831) 783-2764

Approved by: Janine Bouyea, Hospital Assistant Administrator, (831) 783-2701

Dr. Charles Harris, Hospital Chief Executive Officer, (831) 783-2553

Attachments:

Attachment A

Resolution

**..Title**

Adopt Resolution to:

- a. Amend Personnel Policies and Practices Resolution (PPPR) No. 98-394 Appendices A and B to create the classifications of Certified Health Information Management Coder-Inpatient and Certified Health Information Management Coding Supervisor with the salary ranges as indicated in Attachment A effective January 27, 2024;
- b. Amend the FY 2023-24 Natividad Medical Center Adopted Budget (Fund 451-Dept. 9600-Unit 8363-Appropriation Unit NMC001) to reallocate eight (8) Health Information Management Coder II positions to eight (8) Certified Health Information Management Coder-Inpatient positions and one (1) Health Information Management Coding Supervisor position to one (1) Certified Health Information Management Coding Supervisor position as indicated in Attachment A effective January 27, 2024;
- c. Direct the Human Resources Department to implement the changes in the Advantage Human Resources Management System.

**..Report****RECOMMENDATION:**

It is recommended that the Board of Supervisors consider adopting a Resolution to:

Adopt Resolution to:

- a. Amend Personnel Policies and Practices Resolution (PPPR) No. 98-394 Appendices A and B to create the classifications of Certified Health Information Management Coder-Inpatient and Certified Health Information Management Coding Supervisor with the salary ranges as indicated in Attachment A effective January 27, 2024;
- b. Amend the FY 2023-24 Natividad Medical Center Adopted Budget (Fund 451-Dept. 9600-Unit 8363-Appropriation Unit NMC001) to reallocate eight (8) Health Information Management Coder II positions to eight (8) Certified Health Information Management Coder-Inpatient positions and one (1) Health Information Management Coding Supervisor position to one (1) Certified Health Information Management Coding Supervisor position as indicated in Attachment A effective January 27, 2024;
- c. Direct the Human Resources Department to implement the changes in the Advantage Human Resources Management System.

**SUMMARY/DISCUSSION:**

Natividad Medical Center (NMC) completed a classification and base wage compensation study of the Health Information Management Coder classification series that is responsible for reviewing, interpreting, coding and abstracting medical records information according to standard classification systems, identifying diagnostic categories based on medical, diagnostic and related hospital services rendered and other related patient information and reviewing medical records for adherence to quality standards. The objective of the study was to determine if there was enough market data available to support the creation of a certified version of the classification with a unique salary range, and if not, to recommend base wage salary changes to the existing non-certified classification aligned with available market data.

The classification study found that sufficient market data was available to support the creation of Health Information Management Coder classifications that possess and maintain a certification



in health information management coding from the American Health Information Management Association (AHIMA), as a Certified Coding Specialist (CCS), a Registered Health Information Technician (RHI) or a Registered Health Information Administrator (RHIA). As such, it is determined that there is a need to create the new classifications of Certified Health Information Management Coder-Inpatient and Certified Health Information Management Coding Supervisor. Approval was sought for a Garza Consent Decree waiver and temporarily granted with stipulations from the Civil Rights Office (CRO) to create these classifications and require certifications that are the hospital industry standard at our comparable agencies. NMC will monitor the effects of the creation of and subsequent hiring into these classifications on the diversity of the department and report as required on an annual basis to the CRO.

To establish the salaries for the new classifications, NMC completed a base wage compensation study and found that the job duties, responsibilities and certifications of the Certified Health Information Management Coder-Inpatient position were matched to four (4) of the six (6) hospital comparable agencies: Alameda Highland Hospital, Contra Costa Regional Medical Center, San Mateo Medical Center and Santa Clara Valley Medical Center. After a thorough review and analysis of available data, no comparable matches were identified at Salinas Valley Health and Hazel Hawkins Hospital. The base wage compensation survey mean at top monthly step is approximately \$8,621. NMC completed a base wage compensation study and found that the job duties, responsibilities and certification of the Certified Health Information Management Coding Supervisor were matched to three (3) of the six (6) hospital comparable agencies: Contra Costa Regional Medical Center, San Mateo Medical Center and Santa Clara Valley Medical Center. After a thorough review and analysis of available data, no comparable matches were identified at Alameda Highland Hospital, Salinas Valley Health and Hazel Hawkins Hospital. The base wage compensation survey mean at top monthly step is approximately \$9,571.

The County Compensation Philosophy requires a minimum of three (3) benchmark classification matches with our comparable agencies in order to provide sufficient data for analyzing and determining a base wage comparison. As a result, there is sufficient data to help support creating the new journey level classification of Certified Health Information Management Coder-Inpatient with a top monthly salary of approximately \$8,621. Furthermore, there is sufficient data to support the creation of a supervisory level classification of Certified Health Information Management Coding Supervisor with a top monthly salary of approximately \$9,571.

NMC is seeking consideration from the Board of Supervisors to adopt a Resolution to create the new classifications of Certified Health Information Management Coder-Inpatient and Certified Health Information Management Coding Supervisor with the respective salaries and reallocate eight (8), seven filled/one vacant, Health Information Management Coder II positions to eight (8) Certified Health Information Management Coder-Inpatient positions and one (1) filled Health Information Management Coding Supervisor position to one (1) Certified Health Information Management Coding Supervisor position.

#### OTHER AGENCY INVOLVEMENT:

The Monterey County Human Resources Department, and Monterey County Office of County Counsel have reviewed this recommendation. In addition, the Service Employees International Union (SEIU) Local 521 has been provided notice of these recommendations.

FINANCING:

The salary and benefits increased costs for the current positions (7.0 FTE filled/1.0 FTE vacant) budgeted for the remainder of Fiscal Year 2023-24 is approximately \$71,318 and then \$154,521 annually thereafter. The funding for personnel costs is provided by NMC's enterprise fund comprised of patient services revenues received from commercial insurance, state, and federal government agencies. This action does not impact the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The proposed recommended actions address the Board of Supervisors Administration Strategic Initiative. The actions demonstrate the County's commitment to meeting the Board's initiatives in recruiting, retaining, and attracting a diverse, talented workforce that supports the mission of Monterey County.

- ☐ Economic Development
- ☒ Administration
- ☐ Health & Human Services
- ☐ Infrastructure
- ☐ Public Safety

Prepared by: Janine Bouyea, Hospital Assistant Administrator, (831) 783-2701

Approved by: Dr. Charles Harris, Hospital Chief Executive Officer, (831) 783-2553

Attachments:

Attachment A

Resolution

## **..Title**

Adopt Resolution to:

- a. Amend Personnel Policies and Practices Resolution No. 98-394 Appendices A and B to create the classification of the Speech Pathologist-Per Diem with the salary range as indicated in Attachment A effective January 27, 2024; and
- b. Direct the Human Resources Department to implement the changes in the Advantage Human Resources Management System.

## **..Report**

### **RECOMMENDATION:**

It is recommended that the Board of Supervisors consider adopting a Resolution to:

- a. Amend Personnel Policies and Practices Resolution No. 98-394 Appendix A and B to create the classification of the Speech Pathologist-Per Diem with the salary range as indicated in Attachment A effective January 27, 2024; and
- b. Direct the Human Resources Department to implement the changes in the Advantage Human Resources Management System.

### **SUMMARY/DISCUSSION:**

Natividad Medical Center (NMC) Human Resources has recently completed several base wage compensation studies on classifications that have a separate classification with a per diem status. These per diem classifications are compensated approximately 11.87% more than their counterparts as per diem employees are not eligible to receive County benefits.

In an effort to remain aligned with current market trends to remain competitive and continue to recruit, retain and appropriately compensate per diem employees, NMC recommends the creation of a Speech Pathologist-Per Diem classification to maintain the ability to proactively prepare for fluctuations in patient census and unpredictable gaps in staffing.

### **OTHER AGENCY INVOLVEMENT:**

The Human Resources Department concurs with the recommendations. Service Employees International Union (SEIU) Local 521 has been notified of the recommendations.

### **FINANCING:**

There is no cost increase for the remainder of Fiscal Year 2023-24. The funding for personnel costs is provided by NMC's enterprise fund comprised of patient services revenues received from commercial insurance, state, and federal government agencies. This action does not impact the General Fund.

### **BOARD OF SUPERVISORS STRATEGIC INITIATIVES:**

The proposed recommended actions address the Board of Supervisors Administration Strategic Initiative. The actions demonstrate the County's commitment to meeting the Board's initiatives in recruiting, retaining, and attracting a diverse, talented workforce that supports the mission of Monterey County.

\_\_Economic Development

☒ Administration  
☐ Health & Human Services  
☐ Infrastructure  
☐ Public Safety

Prepared by: Jennifer Lusk, Senior Personnel Analyst, (831) 783-2764

Approved by: Janine Bouyea, Hospital Assistant Administrator, (831) 783-2701

Dr. Charles Harris, Hospital Chief Executive Officer, (831) 783-2553

Attachments:

Attachment A

Resolution

## MONTEREY COUNTY BOARD OF SUPERVISORS **BOARD REPORT**

### **Paragon Mechanical Inc. Amendment No.1**

**Legistar Number:** \_\_\_\_\_

#### **..Title**

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an amendment no.1 to the agreement (A-15202) with Paragon Mechanical Inc. for maintenance and repair services, extending the agreement an additional two (2) year period (July 1, 2024 through June 30, 2026) for a revised full term agreement term of July 1, 2021 through June 30, 2026, and adding \$250,000 for a revised total agreement amount not to exceed \$450,000.

#### **..Report**

#### **RECOMMENDATION:**

#### **It is recommended the Board of Supervisors:**

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an amendment no.1 to the agreement (A-15202) with Paragon Mechanical Inc. for maintenance and repair services, extending the agreement an additional two (2) year period (July 1, 2024 through June 30, 2026) for a revised full term agreement term of July 1, 2021 through June 30, 2026, and adding \$250,000 for a revised total agreement amount not to exceed \$450,000.

#### **SUMMARY/DISCUSSION:**

Paragon Mechanical, Inc. (Paragon) has been providing Natividad Medical Center (NMC) with preventive maintenance and repair services on various mechanical systems such as boilers, chillers, cooling towers, and the heating, ventilation, and air conditioning (HVAC) units to meet the requirements of the Office of Statewide Health Planning and Development (OSHPD). Paragon possesses expertise in the more complex HVAC components such as commercial refrigeration equipment, which includes medical grade refrigerators and medical freezers that are regulated and audited by The Joint Commission (TJC) and the state of California through Title 22 and Title 24, and variable frequency drives (VFD's), medical air compressors and medical vacuum pumps. These systems and components are vital to patient care as they support equipment and processes in various units, including Laboratory, Radiology, Pharmacy, Labor & Delivery, and Food Services. Paragon also maintains acceptable indoor air quality through proper ventilation which is a key factor in reducing the spread of airborne diseases in addition to maintaining the heating and cooling of the entire hospital. The approval of the recommended action will allow Paragon to continue providing preventative maintenance and repair services on the various mechanical systems at NMC.

#### **OTHER AGENCY INVOLVEMENT:**

The Office of County Counsel reviewed and approved this amendment no.1 as to form, and the Auditor-Controller reviewed and approved as to payment provisions. The amendment no.1 was reviewed and approved by NMC's Finance Committee and by its Board of Trustees on January 12, 2024.

#### **FINANCING:**

The cost for this amendment no.1 is \$250,000 of which \$120,000.00 is included in the Fiscal Year 2023-2024 Proposed Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

**BOARD OF SUPERVISORS STRATEGIC INITIATIVES:**

The preventative maintenance and repair services provided by this vendor are vital to supporting various mechanical systems at NMC.

- ☐ Economic Development
- ☐ Administration
- ☐ Health and Human Services
- ☒ Infrastructure
- ☐ Public Safety

Prepared by: Felipe Enriquez, Director Engineering, 783-26-14

Approved by: Charles R. Harris, Chief Executive Officer, 783-2504

Attachments:

Amendment No.1 to the Original Agreement

Paragon Mechanical Inc. Agreement

Attachments on file with the Clerk of the Board

## **MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT**

**B.E. Smith, Inc. Renewal and Amendment No. 4**

**Legistar Number:** \_\_\_\_\_

### **..Title**

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute renewal and amendment No. 4 to the agreement (A-13995) with B.E. Smith, Inc. for interim management-level services, extending the agreement an additional one (1) year period (January 1, 2024 through December 31, 2024) for a revised full agreement term of July 1, 2018 through December 31, 2024, and adding \$250,000 for a revised total agreement amount not to exceed \$1,300,000.

### **..Report**

#### **RECOMMENDATION:**

#### **It is recommended the Board of Supervisors:**

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute renewal and amendment No. 4 to the agreement (A-13995) with B.E. Smith, Inc. for interim management-level services, extending the agreement an additional one (1) year period (January 1, 2024 through December 31, 2024) for a revised full agreement term of July 1, 2018 through December 31, 2024, and adding \$250,000 for a revised total agreement amount not to exceed \$1,300,000.

#### **SUMMARY/DISCUSSION:**

The recruitment process for full time employees can span several months and on occasion, the hospital finds that it faces a lack of qualified candidates to hire from which then delays the process further. When a management level position is vacant, depending on the position, it may be determined that filling it with an interim person is occasionally necessary, as it would greatly minimize any negative effect on patient care.

B.E. Smith, Inc. is a nationally recognized expert in hospital interim management and have proven it is able to respond in a swift manner when a critical position is suddenly vacant. B.E. Smith, Inc. has delivered reliable services to NMC, thereby allowing NMC to provide quality patient care to the residents of the Monterey County.

NMC will continue to monitor the hours of all interim workers assigned to NMC to ensure compliance with labor and retirement laws.

#### **OTHER AGENCY INVOLVEMENT:**

The Office of County Counsel has reviewed and approved this renewal and amendment No. 4 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The renewal and amendment No. 4 has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on January 12, 2024.

#### **FINANCING:**

The cost for this renewal and amendment No. 4 is \$250,000 of which \$125,000 is included in the FY 2023-24 Adopted Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate.



## **BOARD OF SUPERVISORS STRATEGIC INITIATIVES:**

This agreement will provide NMC with any interim management level support it may need to ensure that reliable and quality patient care will not affect when a vacancy should unexpectedly occur.

- ☐ Economic Development
- ☐ Administration
- ☒ Health and Human Services
- ☐ Infrastructure
- ☐ Public Safety

Prepared by: Janine Bouyea, Hospital Assistant Administrator, 831-783-2701

Approved by: Charles R. Harris, Chief Executive Officer, 783-2553

### Attachments:

- B.E. Smith, Inc. Renewal and Amendment 4
- B.E. Smith, Inc. Renewal and Amendment 3
- B.E. Smith, Inc. Amendment 2
- B.E. Smith, Inc. Amendment 1
- B.E. Smith, Inc. Agreement

Attachments on file with the Clerk of the Board

## **..Title**

a. Receive a report on the status of Hospital Seismic Safety public notices compliance with Assembly Bill (AB) 1882.

## **..Report**

### RECOMMENDATION:

It is recommended that the Board of Supervisors:

a. Receive a report on the status of Hospital Seismic Safety public notices compliance with Assembly Bill (AB) 1882.

### SUMMARY AND DISCUSSION

The Alfred E. Alquist Hospital Facilities Seismic Safety Act (HFSSA) of 1983 established a program of seismic safety building standards. The act requires an owner of a general acute care inpatient hospital, no later than January 1, 2030, to either demolish, replace, or change to nonacute care use all hospital buildings not in substantial compliance with the regulations and standards developed pursuant to the act, or seismically retrofit all acute care inpatient hospital buildings so that they are in substantial compliance with those regulations and standards.

AB 1882 seeks to raise awareness of a general acute care hospital's compliance with the seismic safety regulations or standards outlined in the Alfred E Alquist (HFSSA) through public notices, hospital campus postings, Department of Health Care Access and Information (HCAI) website, and annual status updates until compliance is achieved. This bill also requires an annual status update report on the Structural Performance Category ratings and Nonstructural Performance Category ratings of the buildings and the services provided in each hospital building on the hospital campus until compliance is achieved. All general acute care hospital buildings are assigned a Structural Performance Category (SPC), which measures the probable seismic performance of building structural systems. Building structural systems include beams, columns, shear walls, slabs, and foundations. Hospitals must achieve an SPC 3 or greater to meet the SPC requirements. Each building is also assigned a Nonstructural Performance Category (NPC) based on the degree of anchorage and bracing of selected nonstructural elements and systems. NPC compliance includes architectural, mechanical, electrical, and hospital equipment, associated conduits, ductwork, piping, and machinery. Hospitals must achieve an NPC 5 to meet the NPC requirements. The bill also requires notifying patients and the public that the hospital is not in compliance with seismic safety regulations and standards if the building is not at an SPC 3 or greater and an NPC 5.

NMC has eight acute care buildings that must comply with SPC and NPC requirements. Seven of the eight buildings meet the SPC requirements, but none of the buildings currently meet the NPC requirements. NMC has been working diligently with the architectural service firm Hamelton Green and Abrams (HGA) and their engineering consultants to develop plans and construction documents to bring the buildings to meet compliance or remove non-compliant buildings from the HCAI's jurisdiction prior to the 2030 deadline. The Services Report was submitted to HCAI on December 11, 2023, and the Hospital Signage Reporting was submitted on December 19, 2023. Updates regarding this information will be provided by staff at least annually; a report regarding the Structural Performance Category and Nonstructural Performance Category of each

building affected by this legislation and the services provided is detailed in the attachment.

OTHER AGENCY INVOLVEMENT:

This report has been supported by the Finance Committee and NMC's Board of Trustees on January 12, 2024

FINANCING:

The design fee in the amount of \$200,000 was approved in the Fiscal Year 2022/2023 Adopted Budget. The cost of construction will be funded in future years' fiscal budgets. There is no impact to the general fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

By complying with the Alfred E. Alquist Hospital Facilities Seismic Safety Act of 1983 Natividad Medical Center will be able to continue to provide health and quality of life for Monterey County residents and their families.

X Economic Development

X Administration

X Health & Human Services

X Infrastructure

X Public Safety

Prepared by: Brian Griffin, Project Manager. (831) 783-2605

Approved by: Dr. Charles R. Harris, Chief Executive Officer, (831) 783.2551

Attachments: Attachment A – Structural Performance Category and Services report  
Attachment B – Facility Map - Public Notices

# FINANCIAL STATEMENTS

NOVEMBER 30, 2023

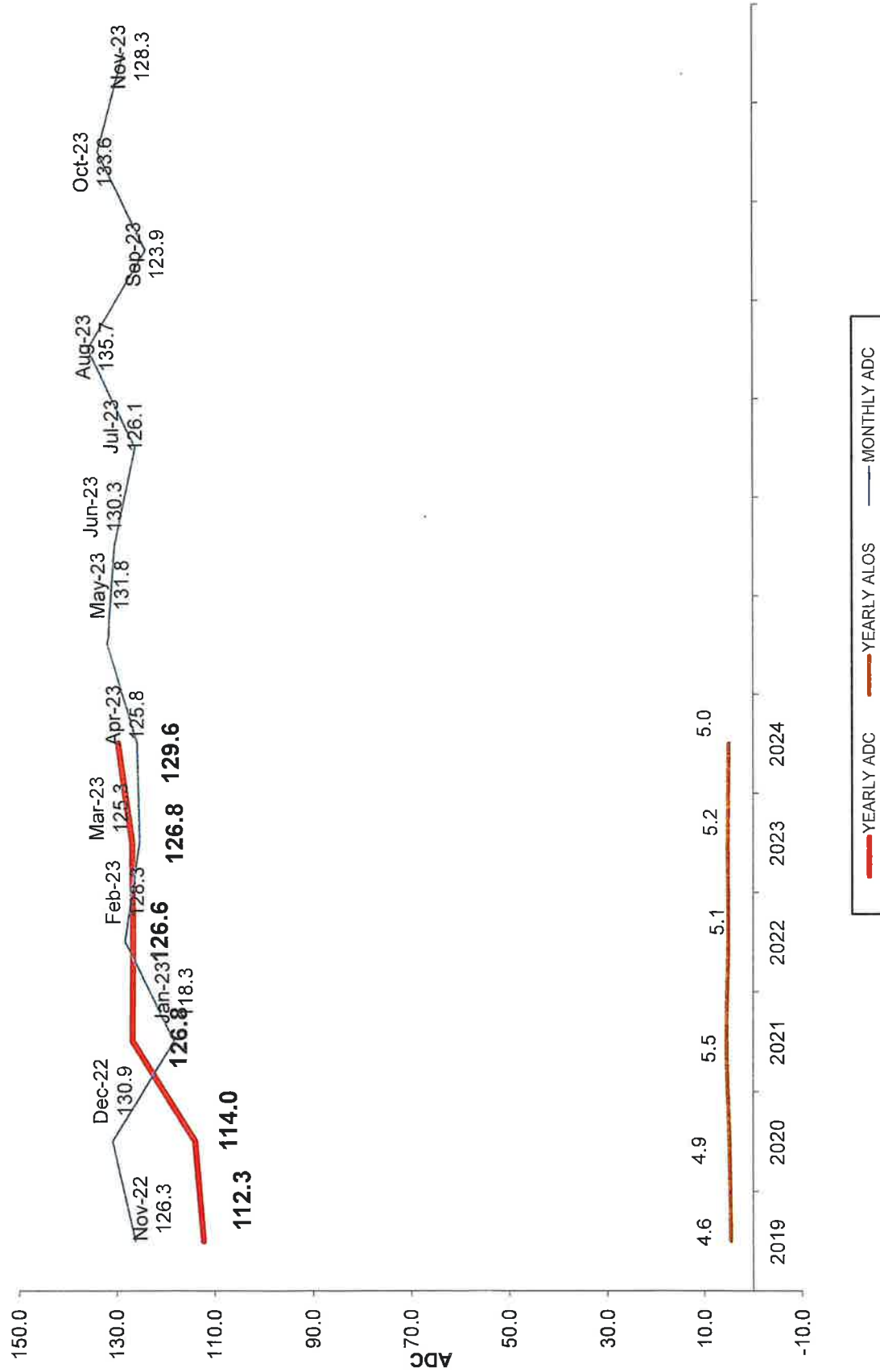
12/26/23

## FINANCIAL STATEMENTS

NOVEMBER 30, 2023

### INDEX

<u>PAGE #</u>	<u>DESCRIPTION</u>
<u>1</u>	TOTAL ADC TREND GRAPH - 2019-2024
<u>2</u>	STATISTICAL REPORT
<u>4</u>	STATEMENT OF REVENUES & EXPENSES AND CHANGES IN NET ASSETS TO BUDGET
<u>5</u>	STATEMENT OF REVENUES & EXPENSES AND CHANGES IN NET ASSETS PER APD
<u>6</u>	BALANCE SHEET
<u>7</u>	SCHEDULE OF STATE / COUNTY RECEIVABLES
<u>8</u>	STATEMENT OF CASH FLOWS
<u>9</u>	RECONCILIATION OF GOVERNMENT FUNDING
<u>10</u>	CASH FLOW PERFORMANCE F/Y 23-24 ACTUAL TO BUDGET
<u>11</u>	CASH SCHEDULE FOR F/Y 23-24



**NATIVIDAD**  
**STATISTICAL REPORT**  
**November 30, 2023**

Month-To-Date					Year-To-Date					
09-23	10-23	11-23	Budget			Budget	Current	Prior Yr	%	
PT DAYS BY SERVICE					STAFFED BEDS	CY/PT				
1	190	279	222	200	NICU	15	1,018	1,130	1,059	6.70%
2	1,808	1,920	1,782	1,918	Med/Surg	57	9,782	9,626	9,906	-2.83%
3	164	237	197	198	ICU	10	1,011	1,027	1,035	-0.77%
4	70	98	122	103	Peds	12	525	413	512	-19.34%
5	752	778	746	751	Acute Rehab	28	3,830	3,813	3,919	-2.70%
6	325	327	320	289	OB/Gyn	27	1,473	1,591	1,527	4.19%
7	3,309	3,639	3,389	3,459	TOTAL ACUTE	149	17,641	17,600	17,958	-1.99%
8	407	504	460	261	Psychiatric	19	1,331	2,229	1,369	62.82%
9	3,716	4,143	3,849	3,720	TOTAL DAYS	168	18,972	19,829	19,327	2.60%
10	311	298	340	290	Nursery	18	1,481	1,557	1,543	0.91%
AVERAGE DAILY CENSUS										
11	85.2	92.3	88.1	90.3	Acute	121	90.3	90.1	91.8	-1.85%
12	25.1	25.1	24.9	25.0	Acute Rehab	28	25.0	24.9	25.6	-2.73%
13	13.6	16.3	15.3	8.7	Psychiatric	19	8.7	14.6	8.9	64.04%
14	123.9	133.6	128.3	124.0	TOTAL	168	124.0	129.6	126.3	2.61%
15	10.4	9.6	11.3	9.7	Nursery	18	9.7	10.2	10.1	0.99%
PERCENTAGE OF OCCUPANCY										
16	70.4%	76.3%	72.8%	74.6%	Acute		74.6%	74.5%	75.9%	-1.9%
17	89.6%	89.6%	88.9%	89.3%	Acute Rehab		89.3%	88.9%	91.4%	-2.7%
18	71.6%	85.8%	80.5%	45.8%	Psychiatric		45.8%	76.8%	46.8%	64.0%
19	73.8%	79.5%	76.4%	73.8%	TOTAL		73.8%	77.1%	75.2%	2.6%
20	57.8%	53.3%	62.8%	53.9%	Nursery		53.9%	56.7%	56.1%	1.0%
ADMISSIONS										
21	645	677	675	621	Acute		3,167	3,382	3,224	4.90%
22	61	61	56	55	Acute Rehab		283	294	291	1.03%
23	44	49	51	42	Psychiatric		213	254	221	14.93%
24	750	787	782	718	TOTAL		3,663	3,930	3,736	5.19%
25	178	179	207	179	Nursery		913	954	951	0.32%
26	187	190	211	183	Deliveries		933	993	1,020	-2.65%
DISCHARGES										
27	635	627	636	600	Acute		3,060	3,231	3,119	3.59%
28	61	63	55	56	Acute Rehab		285	297	294	1.02%
29	40	44	54	41	Psychiatric		209	254	218	16.51%
30	736	734	745	697	TOTAL		3,554	3,782	3,631	4.16%
31	168	166	181	167	Nursery		850	867	881	-1.59%
AVERAGE LENGTH OF STAY										
32	5.0	5.3	4.9	5.2	Acute(Hospital wide no babies)		5.2	5.0	5.2	-3.85%
33	12.3	12.8	13.3	13.5	Acute Rehab		13.5	13.0	13.5	-3.70%
34	2.7	2.7	2.7	2.6	OB/Gyn		2.6	2.6	2.6	0.00%
35	9.3	10.3	9.0	6.2	Psychiatric		6.2	8.8	6.2	41.94%
36	1.7	1.7	1.6	1.6	Nursery		1.6	1.6	1.6	0.00%
OUTPATIENT VISITS										
37	5,077	5,266	5,214	4,920	Emergency Room		25,092	25,564	25,514	0.20%
38	390	424	391	391	ER Admits		1,992	2,109	2,680	-21.31%
39	52.0%	53.9%	50.0%	54.4%	ER Admits as a % of Admissions		54.4%	53.7%	71.7%	-25.19%
40	6,324	6,744	6,293	5,825	Clinic Visits		29,708	32,547	29,739	9.44%
ANCILLARY PROCEDURES BILLED										
41	54,695	57,763	54,587	52,568	Lab Tests		268,095	277,972	271,358	2.44%
42	4,298	4,803	4,498	3,846	Radiology Procedures		19,615	22,808	20,165	13.11%
43	238	246	230	263	MRI Procedures		1,343	1,219	1,413	-13.73%
44	98	111	95	103	Nuclear Med Procedures		525	467	550	-15.09%
45	1,299	1,371	1,279	1,198	Ultrasound Procedures		6,110	6,581	6,268	4.99%
46	2,110	2,449	2,108	1,953	CT Scans		9,959	11,156	10,266	8.67%
47	394	445	404	355	Surgeries		1,813	2,146	1,816	18.17%
48	7.59	7.33	7.41	7.56	FTE'S PER AOB		7.56	7.34	7.58	-3.17%
49	1,396.8	1,423.2	1,414.2	1,349.7	TOTAL PAID FTE'S		1,349.7	1,395.2	1,374.9	1.48%
50	5,523	6,020	5,727	5,353	ADJUSTED PATIENT DAYS		27,301	29,073	27,769	4.70%



**NATIVIDAD**  
**STATEMENT OF REVENUES AND EXPENSES & CHANGES IN NET ASSETS-TREND-NORMALIZED**  
**FOR FY2024**

	JUL-23	AUG-23	SEP-23	OCT-23	NOV-23	DEC-23	JAN-24	FEB-24	MAR-24	APR-24	MAY-24	JUN-24	YTD
<b>REVENUE</b>													
<b>Patient Revenue:</b>													
1 Inpatient	75,825,124	81,181,440	75,600,355	84,990,765	76,534,937								394,132,822
2 Pro Fees	4,930,938	5,547,977	6,135,118	6,498,508	5,846,986								26,959,527
3 Outpatient	38,720,170	39,152,144	39,736,950	41,449,259	40,190,023								197,248,546
4 Total Patient Revenue	117,476,232	125,881,561	121,472,423	132,938,532	122,571,946								620,340,895
5 Deductions from revenue	89,537,030	94,105,959	91,652,157	101,057,942	92,694,258								489,047,345
6 Contractual Deductions	3,902,355	4,451,253	3,433,866	3,200,210	2,924,570								17,912,254
7 Bad Debt	32,434	16,002	100,784	104,233	169,465								422,918
8 Total Contractual Discounts	93,471,819	98,573,214	95,186,607	104,362,384	95,788,293								487,382,517
9 Net Patient Revenue	24,004,414	27,308,347	26,285,816	28,576,148	26,783,653	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	132,958,177
10 As a percent of Gross Revenue	20.43%	21.69%	21.64%	21.50%	21.85%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	21.43%
11 <b>Total Government Funding</b>	7,172,655	7,172,655	7,733,219	7,672,655	7,672,655								37,423,839
<b>Other Operating Revenue:</b>													
12 Rent Income	126,949	118,418	122,684	122,684	122,684								613,419
13 Interest Income	563,942	563,396	563,942	563,942	563,942								2,819,164
14 NMIF Contribution	60,000	60,000	60,000	60,000	67,500								337,500
15 Other Income	482,213	475,332	401,705	335,474	461,827								2,136,552
16 Total Other Operating Revenue	1,213,104	1,217,147	1,148,331	1,112,100	1,215,952								5,906,635
17 <b>TOTAL REVENUE</b>	32,390,173	35,698,149	35,167,166	37,360,903	35,672,261								176,288,651
<b>EXPENSE</b>													
18 Salaries, Wages & Benefits	18,420,876	19,260,639	19,435,892	19,785,987	19,349,099								96,252,493
19 Registry	1,009,571	968,009	946,882	896,300	821,592								4,642,355
20 Phys/Residents SWB & Contract Fees	4,994,554	5,106,351	5,491,614	5,296,878	5,142,942								26,035,939
21 Purchased Services	3,049,135	3,239,769	3,410,518	3,762,206	3,538,386								17,020,014
22 Supplies	2,811,489	3,204,107	3,085,841	3,514,114	3,570,515								16,186,086
23 Insurance	408,031	408,857	408,444	389,519	533,878								2,148,729
24 Utilities and Telephone	390,173	379,992	430,712	408,583	331,107								1,940,567
25 Interest Expense	37,914	37,914	37,914	21,234	21,234								156,211
26 Depreciation & Amortization	1,042,305	988,590	1,004,521	1,073,360	1,026,709								5,145,486
27 Other Operating Expense	451,297	691,908	445,204	568,987	558,594								2,727,991
28 <b>TOTAL EXPENSE</b>	32,625,344	34,296,137	34,696,544	35,740,167	34,893,657								172,255,849
29 <b>NET INCOME(LOSS)</b>	(235,172)	1,400,012	468,622	1,620,735	778,604								4,032,802
<b>Normalization for Extraordinary Items</b>													
30 State One Time Grant	-	-	-	-	-								-
31 Kaiser Settlement	-	-	-	-	-								-
32 American Rescue Plan (ARPA) Rural Fund	-	-	-	-	-								-
33 Families First C-19 Response	-	-	-	-	-								-
34 Total Extraordinary Items	-	-	-	-	-								-
35 <b>NET INCOME BEFORE Extraordinary Items</b>	\$ (235,172)	\$ 1,400,012	\$ 468,622	\$ 1,620,735	\$ 778,604	\$	\$	\$	\$	\$	\$	\$	\$ 4,032,802
<b>CAPITAL CONTRIBUTIONS</b>													
36 County Contribution													
37 <b>CHANGE IN NET ASSETS</b>	\$ (235,172)	\$ 1,400,012	\$ 468,622	\$ 1,620,735	\$ 778,604	\$	\$	\$	\$	\$	\$	\$	\$ 4,032,802

**NATIVIDAD**  
**STATEMENT OF REVENUES AND EXPENSES & CHANGES IN NET ASSETS**  
**AS OF NOVEMBER 30, 2023**

CURRENT MONTH					YEAR-TO-DATE				
	Actual	Budget	Variance fav. (unfav)		Actual	Budget	Variance fav. (unfav)		
			\$ VAR.	% VAR			\$ VAR.	% VAR	
R E V E N U E									
Patient Revenue:									
1	\$ 76,534,937	\$ 76,233,396	\$ 301,541	0.4	\$ 394,132,622	\$ 388,790,283	\$ 5,342,339	1.4	
2	5,846,986	6,412,872	(565,886)	(8.8)	28,959,527	32,705,658	(3,746,131)	(11.5)	
3	40,190,023	36,281,798	3,908,225	10.8	197,248,546	185,037,133	12,211,413	6.6	
4	122,571,946	118,928,066	3,643,880	3.1	620,340,695	606,533,074	13,807,621	2.3	
5	92,694,258	91,031,499	(1,662,759)	(1.8)	469,047,345	464,260,653	(4,786,692)	(1.0)	
6	2,924,570	3,020,909	96,339	3.2	17,912,254	15,406,636	(2,505,618)	(16.3)	
7	169,465	81,858	(87,607)	(107.0)	422,918	417,477	(5,441)	(1.3)	
8	95,788,293	94,134,266	(1,654,027)	(1.8)	487,382,517	480,084,766	(7,297,751)	(1.5)	
9	26,783,653	24,793,800	1,989,853	8.0	132,958,177	126,448,308	6,509,869	5.1	
10	21.85%	20.85%			21.43%	20.85%		20.92%	
11	7,672,655	6,659,860	1,012,795	15.2	37,423,839	33,299,300	4,124,539	12.39	
Total Government Funding									
Other Operating Revenue:									
12	122,684	126,917	(4,233)	(3.3)	613,419	634,585	(21,167)	(3.3)	
13	563,942	245,833	318,109	129.4	2,819,164	1,229,165	1,589,999	129.4	
14	67,500	60,000	7,500	12.5	337,500	300,000	37,500	12.5	
15	461,827	440,895	20,932	4.7	2,136,552	2,204,480	(67,938)	(3.1)	
16	1,215,952	873,645	342,307	39.2	5,906,635	4,368,240	1,538,395	35.2	
Total Other Operating Revenue									
17	35,672,261	32,327,305	3,344,956	10.3	176,288,651	164,115,848	12,172,803	7.4	
TOTAL REVENUE									
18	19,349,099	18,438,830	(910,269)	(4.9)	96,252,493	93,480,040	(2,772,453)	(3.0)	
19	821,592	751,457	(70,135)	(9.3)	4,642,355	3,832,432	(809,923)	(21.1)	
20	5,142,542	5,059,944	(82,598)	(1.6)	26,035,939	25,519,332	(516,607)	(2.0)	
21	3,538,386	2,798,201	(740,185)	(26.5)	17,020,014	14,186,971	(2,833,043)	(20.0)	
22	3,570,515	2,693,420	(877,095)	(32.6)	16,186,066	13,736,449	(2,449,617)	(17.8)	
23	533,878	372,870	(161,008)	(43.2)	2,148,729	1,864,350	(284,379)	(15.3)	
24	331,107	395,740	64,633	16.3	1,940,567	2,018,279	77,712	3.9	
25	21,234	48,573	27,339	56.3	156,211	247,728	91,517	36.9	
26	1,026,709	1,122,844	96,135	8.6	5,145,486	5,726,501	581,015	10.1	
27	558,594	423,838	(134,756)	(31.8)	2,727,991	2,161,610	(566,381)	(26.2)	
28	34,893,657	32,105,717	(2,787,940)	(8.7)	172,255,849	162,773,692	(9,482,157)	(5.8)	
NET INCOME(LOSS)									
29	778,604	221,588	557,016	251.4	4,032,802	1,342,156	2,690,646	200.5	
CAPITAL CONTRIBUTIONS									
30									
31	-	-	-	-	-	-	-	-	
32	-	-	-	-	-	-	-	-	
33	-	-	-	-	-	-	-	-	
34	\$ 778,604	\$ 221,588	\$ 557,016	251.4	\$ 4,032,802	\$ 1,342,156	\$ 2,690,646	200.5	
CHANGE IN NET ASSETS									
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**NATIVIDAD**  
**STATEMENT OF REVENUES AND EXPENSES & CHANGES IN NET ASSETS PER ADJUSTED PATIENT DAY**  
**AS OF NOVEMBER 30, 2023**

CURRENT MONTH										YEAR-TO-DATE										
				Variance fav. (unfav)										Variance fav. (unfav)						
Actual		Budget		\$ VAR.	% VAR						Actual		Budget		\$ VAR.	% VAR				
5,727		5,353		374	7.0%						29,073		27,301		1,772	6.5%		27,748		
REVENUE										ADJUSTED PATIENT DAYS										
Patient Revenue:																				
1	\$	13,364	\$	14,241	\$	(877)	(6.2) %				\$	13,556	\$	14,241	\$	(684)	-4.8%			
2		1,021		1,198		(177)	(14.8)					996		1,198		(202)	(16.9)			
3		7,018		6,778		240	3.5					6,784		6,778		7	0.1			
4		21,403		22,217		(814)	(3.7)					21,337		22,217		(879)	(4.0)			
Deductions from revenue																				
5		16,186		17,006		820	4.8					16,133		17,005		872	5.1			
6		511		564		54	9.5					616		564		(52)	(9.2)			
7		30		15		(14)	(93.5)					15		15		1	4.9			
8		16,727		17,585		859	4.9					16,764		17,585		821	4.7			
9		4,677		4,632		45	1.0					4,573		4,632		(58)	(1.3)			
10		21.85%		20.85%								21.43%		20.85%			20.92%			
11		1,340		1,244		96	7.7					1,287		1,220		68	5.5			
Total Government Funding																				
Other Operating Revenue:																				
12		21		24		(2)	(9.6)					21		23		(2)	(9.2)			
13		98		46		53	114.4					97		45		52	115.4			
14		12		11		1	5.2					12		11		1	5.6			
15		81		82		(2)	(2.1)					73		81		(7)	(9.0)			
16		212		163		49	30.1					203		160		43	27.0			
17		6,229		6,039		190	3.1					6,064		6,011		52	0.9			
TOTAL REVENUE																				
EXPENSE																				
Salaries, Wages & Benefits																				
18		3,379		3,445		66	1.9					3,311		3,424		113	3.3			
19		143		140		(3)	(2.2)					160		140		(19)	(13.7)			
20		898		945		47	5.0					896		935		39	4.2			
21		618		523		(95)	(18.2)					585		520		(66)	(12.7)			
22		623		503		(120)	(23.9)					557		503		(54)	(10.6)			
23		93		70		(24)	(33.8)					74		68		(6)	(8.2)			
24		58		74		16	21.8					67		74		7	9.7			
25		4		9		5	59.1					5		9		4	40.8			
26		179		210		30	14.5					177		210		33	15.6			
27		98		79		(18)	(23.2)					94		79		(15)	(18.5)			
28		6,093		5,998		(95)	(1.6)					5,925		5,962		37	0.6			
TOTAL EXPENSE																				
NET INCOME(LOSS)																				
29		136		41		95	228.4					139		49		90	182.2			
30	CAPITAL CONTRIBUTIONS																			
31		-		-		-	-					-		-		-	-			
32		-		-		-	-					-		-		-	-			
33		-		-		-	-					-		-		-	-			
34	\$	136	\$	41	\$	95	228.4				\$	139	\$	49	\$	90	182.2 %			
CHANGE IN NET ASSETS																				
County Contribution																				
558																				

**NATIVIDAD**  
**BALANCE SHEET**  
**AS OF NOVEMBER 30, 2023**

CURRENT MONTH					% CHG.
BEGINNING	ENDING	INC/(DEC)			
1	\$ 159,065,338	\$ 159,413,209	\$ 1,347,871	0.9	
2	29,483,667	28,983,667	(500,000)	(1.7)	
3	61,199,694	64,458,153	3,258,460	5.3	
4	79,053,084	70,239,872	(8,813,212)	(11.1)	
5	5,881,651	6,000,835	119,184	2.0	
6	5,700,187	10,387,892	4,687,705	82.2	
7	339,383,621	339,483,628	100,007	0.0	
8	360,059,327	360,306,647	247,321	0.1	
9	(238,522,189)	(239,548,532)	(1,026,344)	(0.4)	
10	121,537,138	120,758,115	(779,023)	(0.6)	
11	205,895,694	205,880,049	(15,645)	(0.0)	
12	\$ 666,816,452	\$ 666,121,791	\$ (694,661)	(0.1)	
13	30,217,221	31,014,524	797,303	2.6	
14	18,070,448	20,058,215	1,987,768	11.0	
15	84,634,835	84,134,835	(500,000)	(0.6)	
16	4,003,251	4,245,606	242,355	6.1	
17	15,487,409	15,787,142	299,733	1.9	
18	152,413,164	155,240,322	2,827,158	1.9	
19	2,946,721	2,891,904	(54,817)	(1.9)	
20	-	-	-	-	
21	17,610,555	13,364,949	(4,245,606)	(24.1)	
22	20,557,276	16,256,853	(4,300,423)	(20.9)	
23	490,591,814	490,591,814	-	-	
24	3,254,198	4,032,802	778,604	23.9	
25	493,846,012	494,624,616	778,604	0.2	
26	\$ 666,816,452	\$ 666,121,791	\$ (694,661)	(0.1)	

YEAR - TO - DATE					% CHG.
BEGINNING	ENDING	INC/(DEC)			
\$ 162,833,635	\$ 159,413,209	\$ (3,420,426)		(2.1)	
30,483,667	28,983,667	(1,500,000)		(4.9)	
53,884,336	64,458,153	10,573,818		19.6	
52,592,486	70,239,872	17,647,386		33.6	
5,412,718	6,000,835	588,116		10.9	
4,987,292	10,387,892	5,400,600		108.3	
310,194,134	339,483,628	29,289,493		9.4	
357,940,947	360,306,647	2,365,700		0.7	
(234,499,704)	(239,548,532)	(5,048,828)		(2.2)	
123,441,243	120,758,115	(2,683,128)		(2.2)	
220,778,493	205,880,049	(14,898,444)		(6.7)	
\$ 654,413,870	\$ 666,121,791	\$ 11,707,921		1.8	
24,660,888	31,014,524	6,353,636		25.8	
15,778,848	20,058,215	4,279,368		27.1	
85,508,835	84,134,835	(1,373,999)		(1.6)	
4,003,251	4,245,606	242,355		6.1	
13,093,690	15,787,142	2,693,452		20.6	
143,045,511	155,240,322	12,194,811		8.5	
3,165,990	2,891,904	(274,086)		(8.7)	
-	-	-		-	
17,610,555	13,364,949	(4,245,606)		(24.1)	
20,776,545	16,256,853	(4,519,692)		(21.8)	
475,812,463	490,591,814	14,779,352		3	
14,779,352	4,032,802	(10,746,550)		(72.7)	
490,591,814	494,624,616	4,032,802		0.8	
\$ 654,413,870	\$ 666,121,791	\$ 11,707,922		1.8	

**NATIVIDAD**  
**STATE AND COUNTY RECEIVABLES**  
**AS OF 11/30/23**

<b>BALANCE SHEET</b>	<b>Beg. Balance</b>	<b>Accruals</b>	<b>Prior Years Final Rec'n</b>	<b>IGT</b>	<b>Payments</b>	<b>Ending Balance</b>
Medi-Cal Waiver (DSH + SNCP)	1,224,882	6,166,665	240,122	17,930,670	(28,495,539)	(2,933,200)
Hospital Fee	(3)	416,665				416,662
Rate Range IGT-CCAH-	11,664,000	5,832,500				17,496,500
MCMC EPP	14,000,000	6,416,665		6,206,776	(15,586,490)	11,036,951
MCMC QIP	24,000,000	14,166,665				38,166,665
SB1732	-	1,166,665			(315,901)	850,764
AB 915	-	1,591,815				1,591,815
Medical GME	-	416,665		744,597	(1,982,897)	(821,635)
Family First-COVID 19	22,930	208,335			(443,718)	(212,453)
<b>GOVERNMENT RECEIVABLES</b>	<b>50,911,809</b>	<b>36,382,640</b>	<b>240,122</b>	<b>24,882,043</b>	<b>(46,824,545)</b>	<b>65,592,069</b>
UCSF & TOURO University	-	35,567			(22,900)	12,667
Miscellaneous Receivable	53,622	513,162			(733,959)	(167,175)
Office Buildings	(43,583)	618,955			(611,956)	(36,583)
Medical HPE	40,955	125,000			(298,700)	(132,745)
Interest Accrued	-	2,819,710				2,819,710
Accrued Donations	755,683	307,500			(149,693)	913,490
Probation	-	439,832			(363,891)	75,941
Health Department	-	823,775			(661,275)	162,500
Watsonville	1,000,000					1,000,000
<b>OTHER RECEIVABLES</b>	<b>1,806,677</b>	<b>5,683,501</b>	<b>-</b>	<b>-</b>	<b>(2,842,375)</b>	<b>4,647,803</b>
<b>STATE/COUNTY RECEIVABLES</b>	<b>\$ 52,718,486</b>	<b>\$ 42,066,141</b>	<b>\$240,122</b>	<b>\$ 24,882,043</b>	<b>\$ (49,666,921)</b>	<b>\$ 70,239,872</b>

<b>P &amp; L</b>	<b>YTD NOV-23</b>
Medi-Cal DSH /SNCP/PHYS SPA	\$ 6,166,665
Rate Range IGT-CCAH-	5,832,500
Esperanza Care	(1,041,670)
Family First C-19 Response-FMAP Enhance-	208,335
Medical GME	416,665
HPE	125,000
Hospital Fee	416,665
MCMC EPP	6,416,665
HD Residency Support	(208,335)
MCMC QIP	14,166,665
AB915	1,591,815
Medicare Bi-Weekly Payment	666,204
CARES Act Fund Aid	1,500,000
SB 1732	1,166,665
<b>GOVERNMENT FUNDING INCOME</b>	<b>\$ 37,423,839</b>

# NATIVIDAD

## STATEMENT OF CASH FLOWS

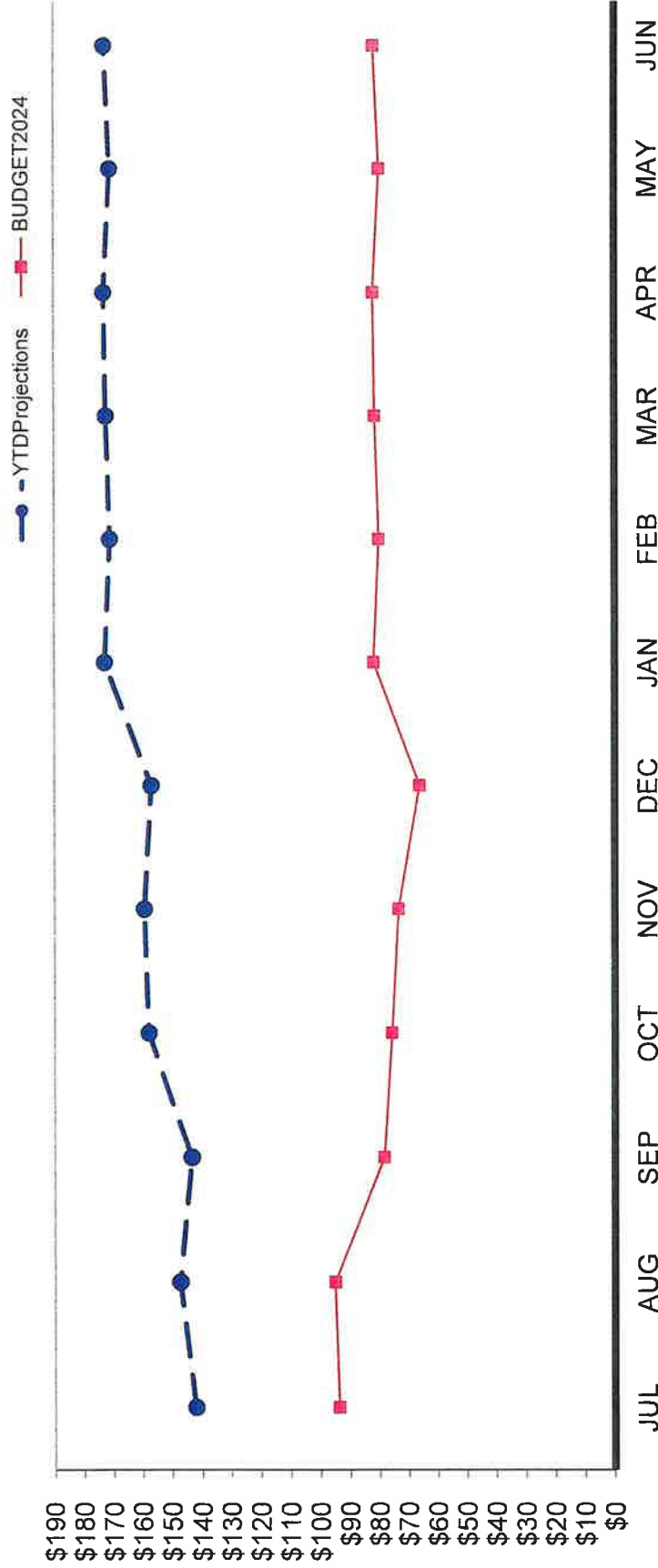
### AS OF NOVEMBER 30, 2023

	CURRENT MONTH		YEAR - TO - DATE
1	\$ 158,065,338	CASH AT BEGINNING OF PERIOD	\$ 162,833,635
2		FROM OPERATIONS:	
3	778,604	NET INCOME/(LOSS)	4,032,802
4	-	NET INCOME ADJ - PRIOR YEAR	-
5	1,026,344	DEPRECIATION/AMORT	\$ 5,048,828
6	1,804,948	SUBTOTAL	9,081,630
7		CHANGES IN WORKING CAPITAL:	
8	(3,258,460)	ACCOUNTS RECEIVABLE	(10,573,818)
	500,000	FUND AID STIMULUS	1,500,000
9	8,813,212	STATE/COUNTY RECEIVABLE	(17,647,386)
10	(4,806,889)	PREPAID EXPENSE & INVENTORY	(5,988,716)
11	797,303	ACCRUED PAYROLL	6,353,636
12	1,987,768	ACCOUNTS PAYABLE	4,279,368
13	(500,000)	MCARE/MEDICAL LIABILITIES	(1,373,999)
15	242,355	SHORT TERM DEBT	242,355
16	299,733	ACCRUED LIABILITIES	2,693,452
17	4,075,022	NET (DECREASE)/INCREASE	(20,515,108)
18		CAPITAL ADDITIONS:	
19	(247,321)	PP&E ADDITIONS	(2,365,700)
20	-	NBV OF ASSETS DISPOSED	-
19	-		-
21	(247,321)	TOTAL CAPITAL (Use of Cash)	(2,365,700)
22		FINANCING ACTIVITY:	
23	(4,300,423)	LONG TERM BOND DEBT	(4,519,692)
24	15,645	OTHER ASSETS	14,898,444
25	-	INVESTMENTS	-
26	(4,284,778)	TOTAL FINANCING	10,378,752
27	1,347,871	INC./(DEC.) IN CASH BALANCE	(3,420,426)
28	\$ 159,413,209	CASH BALANCE - END OF PERIOD	\$ 159,413,209

**NATIVIDAD**  
**RECONCILIATION OF GOVERNMENT FUNDING**  
**FISCAL YEAR 2024**

	<u>BDGT-24</u>	<u>ESTIMATE</u> <u>FY2024</u>	<u>Variance to Budget</u>
Medi-Cal DSH Waiver	\$ 14,800,000	\$ 14,800,000	\$ -
EPP	15,400,000	\$ 15,400,000	-
QIP	28,000,000	\$ 34,000,000	6,000,000
AB915	3,820,000	\$ 3,820,000	-
SB1732	2,800,000	\$ 2,800,000	-
CCAH Rate Range	14,000,000	\$ 14,000,000	-
HPE	300,000	\$ 300,000	-
Family First Corona Virus Response	500,000	\$ 500,000	-
Esperanza Care Outside Purchased Service	(2,500,000)	\$ (2,500,000)	-
HD Residency Support	(500,000)	\$ (500,000)	-
Medical GME	1,000,000	\$ 1,000,000	-
CARES Act Fund Aid	-	\$ 6,000,000	6,000,000
Medicare Bi-Weekly Payments	1,300,000	\$ 1,300,000	-
Provider Fee	1,000,000	\$ 1,000,000	-
	<u>\$ 79,920,000</u>	<u>\$ 91,920,000</u>	<u>\$ 12,000,000</u>

## Cash Flow Performance Fiscal Year 2024 (in Millions)



	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ESTIMATE	ESTIMATE	ESTIMATE	ESTIMATE	ESTIMATE	ESTIMATE	ESTIMATE
Months	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
YTD	142.3	147.4	144	158	159	157	173	171	173	173	171	173
BDGT	93.6	95.0	78	76	73	66	82	80	81	82	80	82
Variance	48.7	52.4	65	82	86	91	91	91	91	91	91	91



NATIVIDAD  
CASH FORECAST  
FISCAL YEAR 2024

	ACTUAL JUL	ACTUAL AUG	ACTUAL SEP	ACTUAL OCT	ACTUAL NOV	ESTIMATE DEC	ESTIMATE JAN	ESTIMATE FEB	ESTIMATE MAR	ESTIMATE APR	ESTIMATE MAY	ESTIMATE JUN	Total YTD
Beginning Balance	162,833,635	142,308,392	147,388,355	143,606,166	158,054,997	159,390,551	156,519,966	173,053,864	171,257,928	172,659,077	173,270,602	171,163,440	162,833,635
<b>CASH RECEIPTS</b>													
Patient Revenues (incl pro fees and lab cap)	21,808,531	26,184,631	22,199,687	29,390,787	24,048,348	24,857,027	24,857,027	24,857,027	24,857,027	24,857,027	24,857,027	24,857,027	297,631,171
Provider Fee						-	250,000	250,000	250,000	-	-	250,000	1,000,000
RR IGT CCAH						-	14,000,000	-	-	-	-	-	14,000,000
Stimulus -Family First Response COVID19- Short-Dayle		83,251	267,896	10,480	82,092	-	-	-	-	-	-	-	443,718
HPE			97,974	200,726		25,000	25,000	25,000	25,000	25,000	25,000	25,000	473,700
Foundation Donations	494,657	40,685	68,272	15,045	43,054	60,000	60,000	60,000	60,000	60,000	60,000	60,000	1,081,713
Mcal Waiver FY 22-23/GPP		11,658,646			16,663,872	-	3,700,000	-	-	3,700,000	-	-	35,722,518
Fund Aid			500,000	500,000	500,000	-	-	-	-	-	-	-	1,500,000
SB1732			315,901			-	-	-	2,453,478	-	-	-	2,769,379
HEALTH DEPARTMENT REIMB		132,985		311,241	167,122	139,646	139,646	139,646	139,646	139,646	139,646	139,646	1,588,868
MCAL GME	388,091	501,055		1,093,751		250,000	-	-	250,000	-	-	-	2,500,000
AB915						-	-	-	-	-	-	3,820,000	3,820,000
Rent Income	23,345	23,345	321,362	93,696	144,672	123,592	123,592	123,592	123,592	123,592	123,592	123,592	1,471,561
QIP						2,333,333	2,333,333	2,333,333	2,333,333	2,333,333	2,333,333	2,333,333	16,333,333
EPP				15,586,490		1,283,333	1,283,333	1,283,333	1,283,333	1,283,333	1,283,333	1,283,333	24,569,823
Phys SPA			173,021										173,021
IGT Sub-Fund Transfer In/(Out)		6,206,776		10,710,273									16,917,049
Fund 404 Transfer		897,959	55,034	68,048	12,779	2,099,610	720,692	558,219	854,476	1,206,590	614,476	1,801,004	8,888,885
Interest Income						737,499	-	-	737,499	-	-	-	2,212,497
Miscellaneous Revenue	269,493	1,398,558	687,981	726,305	401,620	-	-	-	-	-	-	-	3,483,956
Total Cash Receipts	22,984,117	47,127,890	24,687,128	58,706,842	42,063,559	31,909,039	48,684,523	30,050,149	33,787,384	34,148,520	29,856,407	36,100,433	440,105,592
<b>CASH DISBURSEMENTS</b>													
Purchased Services and Supplies	8,337,656	8,848,094	9,830,316	14,066,528	9,211,616	9,507,829	9,507,829	9,507,829	9,507,829	9,507,829	9,507,829	9,507,829	116,849,014
Short-Dayle IGT						200,576							200,576
IGT MEDICAL GME	325,968	86,140		332,488									10,789,894
GPP	7,552,884			10,377,786									17,930,670
PNPP SFY12-13		240,122											240,122
IGT EPP		6,206,776											6,206,776
Building Lease / Rental Equipment	194,125					190,159	190,159	171,752	190,159	184,021	190,159	184,021	1,494,555
COP Principal & Interest Payments					4,541,347	-	-	-	-	536,790	-	-	5,078,137
Payroll and Benefits	18,088,256	25,062,168	18,110,256	18,453,600	18,475,269	20,885,906	20,885,906	20,885,906	20,885,906	20,885,906	20,885,906	20,885,906	244,390,888
Workers Comp Allocation					4,909,589								4,909,589
Property Insurance					1,476,025								1,476,025
Liability Insurance					1,839,738								1,839,738
COWCAP	4,933,569	21,561				-	-	-	-	-	-	-	4,955,130
Data Processing		1,010,147				297,516	297,516	297,516	297,516	297,516	297,516	297,516	3,092,759
Pension Fund Transfer to County	3,066,755												3,066,755
Capital Expenses Fund 404		897,959	55,034	68,048	12,779	2,099,610	720,692	558,219	854,476	1,206,590	614,476	1,801,004	8,888,885
Capital Expenditures		685,106	473,712	959,561	261,642	1,598,029	548,524	424,865	650,348	918,345	467,682	1,370,758	8,358,571
Total Cash Disbursements	43,509,360	42,047,927	28,469,318	44,258,011	40,728,006	34,779,624	32,150,625	31,846,086	32,386,234	33,536,996	31,963,568	34,047,033	439,768,084
Increase/(Decrease)	(20,525,243)	5,079,963	(3,782,190)	14,448,831	1,335,554	(2,870,584)	16,533,898	(1,795,936)	1,401,149	611,524	(2,107,161)	2,053,401	337,908
Ending Cash Fund 451	142,308,392	147,388,355	143,606,166	158,054,997	159,390,551	156,519,966	173,053,864	171,257,928	172,659,077	173,270,602	171,163,440	173,216,841	163,171,543
(+) Cash In Transit													
(-) Petty Cash and CC	16,984	8,381	9,913	10,341	22,659								
Ending Cash as per G/L	142,325,376	147,396,736	143,616,079	158,065,338	159,413,209	156,519,966	173,053,864	171,257,928	172,659,077	173,270,602	171,163,440	173,216,841	
<b>Fund 404</b>													
Beginning Balance	64,093,731	64,093,731	63,195,772	63,140,738	63,072,690	63,059,910	60,960,301	60,239,609	59,681,391	58,826,914	57,620,325	57,005,849	
Transfer In from fund 451													
Transfer Out fund 404	-	(897,959)	(55,034)	(68,048)	(12,779)	(2,099,610)	(720,692)	(558,219)	(854,476)	(1,206,590)	(614,476)	(1,801,004)	
Capital Expenditures													
Ending Cash Fund 404	64,093,731	63,195,772	63,140,738	63,072,690	63,059,910	60,960,301	60,239,609	59,681,391	58,826,914	57,620,325	57,005,849	55,204,845	
Ending Cash Fund 451 & 404	206,402,122	210,584,127	206,746,903	221,127,687	222,450,461	217,480,267	233,293,473	230,939,318	231,485,991	230,890,926	228,169,289	228,421,686	