



Board of Trustees Meeting 2024

March 8, 2024





NMC Board of Trustees Regular Meeting

Friday, March 8, 2024

9:00 AM

NATIVIDAD ROOM

1st Floor, Building 200

AGENDA

Participation in meetings

While the Natividad Board of Trustees meeting room remains open, members of the public may participate in this Natividad Board of Trustees 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: 959 7127 9338 when prompted.

You will then enter the Password: 668499 when prompted.

Or, to attend the Natividad Board of Trustees meeting by Zoom computer audio at:

<https://natividad.zoom.us/j/95971279338?pwd=ZzFqbU9xZ08wQTBXVU9XMjFrZy91dz09>

If you choose not to attend the Natividad Board of Trustees 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 Board of Trustees at Natividadpubliccomments@natividad.com by 2:00 p.m. on the Thursday prior to the Board meeting. To assist Natividad staff in identifying the agenda item to which the comment relates, please indicate in the subject line the Board date and agenda number. Comments received by the 2:00 p.m. Thursday deadline will be distributed to the Board and will be placed in the record at the Board meeting.**

Or

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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.

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TO ADDRESS THE BOARD DURING PUBLIC COMMENT: Members of the public may address comments to the Board 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.

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PLEASE NOTE: IF ALL PARTICIPATING BOARD 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.

Members of the Natividad Medical Center Board of Trustees are appointed by the Monterey County Board of Supervisors. Membership and terms of office are established by the Natividad Medical Center Bylaws.

1. Call to Order

2. Roll Call

3. **Pledge of Allegiance**

4. **Additions and Corrections by Clerk** *Page 1-9 – Board Clerk*

The Clerk of the Board of Trustees will announce agenda corrections and proposed additions, which may be acted on by the Board as provided in Sections 54954.2 of the California Government Code.

5. **Minutes**

- Approve the Minutes of February 9, 2024 Board of Trustees Meeting. *Page 10-18*

6. **Board Comments**

7. **Public Comments (Limited up to 3 minutes per speaker at the discretion of the Chair)**

This portion of the meeting is reserved for persons to address the Board on any matter not on this agenda but under the jurisdiction of the Board of Trustees. Board 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 Board at a future meeting.

8. **Consent Calendar**

Approve the following policies, procedures, rules, and regulations:

8a. Policies/Procedures/Forms/Manuals (listed and available upon request)

Policies

- Emergency Medicine PA NP – Advanced Teaching and Training
- Interdisciplinary Practice and Responsibility for Patient Care
- USGPIV List of Qualified Nurses

Policies/Manuals/Order Sets

No Changes

- 1:0510 Therapeutic Phlebotomy
- 7.5600 Code of Ethical Behavior
- ED-1270 Elopement Process
- ED-1350 PROTOCOL for Management of the Agitated Psychiatric in the ED
- ED-1380 Screening and Initial Management Guidelines
- EVS-2566 Mental Health Unit, Environmental Cleaning
- EVS-2567 Environmental Cleaning Guidelines for Women's & Children's
- EVS-2568 Linen Services Guidelines
- EVS-2570 Bed Cleaning Procedure
- EVS-2571 8-Step Cleaning Procedure
- EVS-2572 Ceiling Cleaning Procedure
- EVS-2573 Entrances Cleaning Procedure
- EVS-2575 Microwave Refrigerator and Ice Machine Cleaning Procedure
- EVS-2578 Preventative Maintenance: Hard Surface Floor Cleaning Procedure
- EVS-2579 Preventative Maintenance: Soft Surface Floor Cleaning Procedure

- EVS-2582 Wall Cleaning Procedure
- IC-210 Shelf Life of Stored Sterile Items
- IC-330 Blood Borne Pathogens Exposure Control Plan
- IC-335 Aerosol Transmissible Disease and Tuberculosis Exposure Control
- IC-500 Seasonal Influenza Immunization Policy
- ICU-2002 Nursing Staff on Duty
- ICU-2007 Intensive Care: Room Set-Up and Discharge/Transfer
- ICU-2021 Admissions Policies
- NICU-6540 NICU: Gavage Feedings: Infant
- NICU-6900 NICU: Admission Criteria
- NICU-6908 NICU: Cerebral Function Monitor
- NICU-6910 CO-Bedding of Multiples in the NICU
- NICU-6995 Use of Ret Cam for ROP Screening

Revised Policies

- 5:7010 Employee Exposure to Infectious Disease
- 5:7400 Tuberculosis Screening
- ED-1260 Patient Discharge
- EVS-2565 Damp Wiping Procedure
- EVS-2580 Restroom Cleaning Procedure
- ICU-2015 ICU: Locked Door Policy
- ICU-2025 Guidelines for Proning Therapy

Additions for Joint Conference

No Changes

- 4:6250 Electrical Device Safety and Maintenance
- EVS-2105 Meal Periods and Rest Breaks
- EVS-2574 Personal office and Shared Workspace Procedure
- EVS-2581 Storage Area Cleaning Procedure

Revised Policies

- 4:0540 Heliport Operations

Order Sets

- ED Hip Fracture
- MED Hip Fracture
- SURG Ortho PostOp Hip Fracture

Approve for submission to the Monterey County Board of Supervisors the following agreements identified in Item 8b – 8n of the consent calendar. All of the listed items were previously reviewed and approved by the NMC Finance Committee.

8b. * Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Corepoint Health, LLC, Page 19-20 (CONSENT)

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 4 to the agreement (A-16212) with Corepoint Health, LLC d.b.a. Rhapsody for software product and support services, with no change to the agreement term of

March 5, 2016 through March 4, 2026, and adding \$10,970 for a revised total agreement amount not to exceed \$659,307.

8c. * **Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Gartner, Inc., Page 21-22 (CONSENT)**

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with Gartner, Inc. for subscription-based access to information technology research services at NMC for an amount not to exceed \$334,600 with an agreement term April 1, 2024 through March 31, 2027.
- b. Authorize the Chief Executive Officer for Natividad Medical Center or his designee to execute up to three (3) future amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than 10% (\$33,460) of the original cost of the agreement per each amendment, for total contract liability of (\$368,060).

8d. * **Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Healthcare Coding and Consulting Services, LLC, Page 23-24 (CONSENT)**

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 7 to the agreement (A-13517) with Healthcare Coding and Consulting Services, LLC for U.S.-based remote medical record coding and consulting services with no change to the term of Agreement (August 22, 2016 through August 21, 2024) and adding \$225,000 for a revised total agreement amount not to exceed \$4,530,000.

8e. * **Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with University of California, San Francisco, School of Medicine Department of Pediatrics, Page 25-26 (CONSENT)**

- 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-15194) with The Regents of the University of California on behalf of the University of California, San Francisco, School of Medicine, Department of Pediatrics (UCSF) to provide neonatology services extending the term by twelve months (April 1, 2024 to March 31, 2025) for a revised full agreement term of April 1, 2021 to March 31, 2025, and adding \$450,000 for a revised total not to exceed amount of \$1,500,000 in the aggregate; and
- 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% (\$70,000) of the original contract amount and do not increase the total contract amount above \$1,570,000.

8f. * **Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Pomphrey Consulting, LLC, Page 27-28 (CONSENT)**

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with Pomphrey Consulting, LLC for trauma registrar staffing services at NMC for an amount not to exceed \$250,000 with an agreement term retroactive to March 1, 2024 through February 28, 2025.
- b. Authorize the Chief Executive Officer for Natividad Medical Center or his designee to execute up to three (3) future amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than 10% (\$25,000) of the original cost of the agreement per each amendment, for total contract liability of (\$275,000).

- 8g. * **Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Law Offices of Kelly Wachs, P.C., Page 29-30 (CONSENT)**
Authorize the Acting County Counsel to execute an Amendment No. 2 to Agreement for Specialized Attorney Services (“Agreement”) with the Law Offices of Kelly Wachs, P.C., for independent consulting and legal services with respect to employment-based immigration law matters for Natividad Medical Center, adding \$100,000 for a total contract liability of \$310,000 with no change to the term April 10, 2021, through June 30, 2026.
- 8h. * **Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Locumtenens.com, LLC, Page 31-32 (CONSENT)**
Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 4 to the agreement (A-16146) with Locumtenens.com, LLC for recruitment and assignment of physicians services, extending the agreement an additional one(1) year period (August 26, 2024 through August 25, 2025) for a revised full agreement term of August 26, 2022 through August 25, 2025, and adding \$4,300,000 for a revised total agreement amount not to exceed \$7,000,000.
- 8i. * **Approve for Submission to the Monterey County Board of Supervisors the Following Adopt Resolution for Hospital Decision Support Analyst and Manager Classifications, Page 33-34 (CONSENT)**
a. Amend Personnel Policies and Practices Resolution No. 98-394 Appendix A to adjust the salary ranges of the Hospital Decision Support Analyst and Hospital Decision Support Manager classifications as indicated in Attachment A effective March 23, 2024; and
b. Direct the Human Resources Department to implement the changes in the Advantage Human Resources Management (HRM) System.
- 8j. * **Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Medical Information Technology, Inc., Page 35-36 (CONSENT)**
Authorize payment of \$450,000 to Medical Information Technology, Inc. (MEDITECH), for cost of annual routine maintenance services on the various MEDITECH electronic health record software system modules implemented at Natividad Medical Center in the amount not to exceed \$425,837, and for cost of new interfaces and enhancements in the amount of \$24,163, for the period of July 01, 2024 through June 30, 2025 and subject to the terms and conditions of the parties’ Healthcare Information System Software Agreement dated July 19, 2004.
- 8k. * **Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Kyle A. Graham, M.D., Page 37-38 (CONSENT)**
a. Authorize the Chief Executive Officer (CEO) for Natividad Medical Center (NMC) or his designee to execute the Second Amendment to Professional Services Agreement (A-15735) with Kyle A. Graham, M.D. to provide obstetrics and gynecological services, extending the term by twenty-four (24) months (April 1, 2024 to March 31, 2026) for a revised full agreement term of April 1, 2020 to March 31, 2026, but with no change to the not to exceed amount of \$200,000; and
b. Authorize the Interim Chief Executive Officer for Natividad 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 \$210,000.

- 8l. * **Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Access TeleCare California, P.C., Page 39-40 (CONSENT)**
- Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute the Professional and Call Coverage Services Agreement with Access TeleCare California, P.C. to provide tele-neurology services, for an amount not to exceed \$500,000 for the period April 1, 2024 to March 31, 2026; and
 - Authorize the Chief Executive Officer 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% (\$50,000) of the original contract amount and do not increase the total contract amount above \$550,000.
- 8m. * **Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Mission Linen Supply, Page 41-42 (CONSENT)**
- Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 9 to the agreement (A-13241) with Mission Linen Supply pursuant to the Request for Proposal (RFP) #9600-65 for linen processing services, extending the agreement an additional one (1) year period (July 1, 2024 through June 30, 2025) for a revised full agreement term of July 1, 2016 through June 30, 2025, and adding \$650,000 for a revised total agreement amount not to exceed \$4,625,000;
- 8n. * **Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Tuition.io, Inc, Page 43-44 (CONSENT)**
- Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with Tuition.io, Inc for student loan wellness and public loan forgiveness benefit administration services at NMC for an amount not to exceed \$55,400 with an agreement term retroactive to March 1, 2024 through February 29, 2028.
 - Approve the NMC's Chief Executive Officer's recommendation to accept non-standard indemnification provisions within the agreement.
9. **Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Commonwell Health Alliance, which is in the final stages of negotiation Page 45-46 (Ari Entin)**
- Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute a End-User License Agreement (EULA) with CommonWell Health Alliance for Meditech services at no cost with an agreement term April 1, 2024 through March 31, 2025.
 - Approve the NMC's Chief Executive Officer's recommendation to accept non-standard insurance, limitations on liability, and limitations on damages provisions within the agreement.
10. **Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Monterey Anesthesia Professionals, which is in the final stages of negotiation Page 47-48 (Dr. Craig Walls)**
- Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with Monterey Anesthesia Professionals using the County approved agreement template subject to negotiation with the awarded bidder, pursuant to the Request for Proposal (RFP) #9600-87 for Anesthesia Services, with an initial Agreement term of April 1, 2024 through March 31, 2027 including the option to extend for two (2) additional one (1) year periods, and with a total agreement amount not to

exceed \$34,500,000.

- b. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute up to two amendments to extend the Agreement for two (2) additional one (1) year periods as per the Agreement provided there is no significant change to the scope of work.

11. **Accept Oral Report from Natividad Chief Financial Officer** – *Daniel Leon, CFO*

- a. January 2024 YTD Financial Reports *Page 49-61*

12. **Receive Oral Report from Natividad Chief Executive Officer** - *Dr. Charles Harris, CEO*

- a. Governance and Nominating Committee update

13. **Receive Oral Report from Natividad Chief of Staff** - *Dr. Marc Tunzi, COS*

14. **Receive Oral Report from Natividad Chief Nursing Officer** - *Nancy Buscher, CNO*

15. **Receive Oral Compliance Report from Compliance Officer** – *Teri Ransbury, CO*

16. **Closed Session Public Comment**

This public may comment on Closed Session items prior to the Board's recess to Closed Session.

The Board Recesses for Closed Session Agenda Items

17. **Closed Session under Government Code Section 54950**

- a. Pursuant to Government Code section 54957(b)(1), the Board will confer regarding a performance evaluation for the Natividad Medical Center Chief Executive Officer.
- b. Pursuant to Health & Safety Code section 1462, and in accordance with Government Code Section 54954.5, the Board will receive a report and confer involving hospital trade secret. Discussion will concern a proposed new service, program, or facility. Estimated date of public disclosure: June 30, 2024.
- c. Pursuant to Government Code section 54956.9(d)(2), the Board will confer with legal counsel regarding one matter of significant exposure to litigation.
- d. Pursuant to Health and Safety Code Section 1461, Evidence Code Section 1157, and in accordance with Government Code Section 54954.5, the Board will receive Medical Quality Assurance Reports.

The Board Reconvenes to Open Session on Public Agenda Items

18. **Accept and approve February 2024 Credentials Report from Medical Staff Office relating to appointment of medical staff and allied health professionals.** *Page 62-65*

Adjournment

Next Board of Trustees Meeting
Friday, April 12, 2024
9:00 AM
Natividad Room
1st Floor, Building 200



NMC Board of Trustees Regular Meeting

Friday, February 9, 2024

9:00 AM

NATIVIDAD ROOM

1st Floor, Building 200

MINUTES

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Members of the Natividad Medical Center Board of Trustees are appointed by the Monterey County Board of Supervisors. Membership and terms of office are established by the Natividad Medical Center Bylaws.

Board of Trustees: Libby Downey, Dr. Marc Tunzi, Dr. Charles Harris, Sonia De La Rosa, Manuel Osorio, Simon Salinas, and Mitch Winick

Absent: Marcia Atkinson, Supervisor Chris Lopez, and Bettye Saxon

NMC Staff/County: Stacy Saetta, Daniel Leon, Andrea Rosenberg, Nancy Buscher, Dr. Craig Walls, Ari Entin, Jeanne-Ann Balza, Cher Krause, Tammy Perez, Hillary Fish, Janine Bouyea, Chrissy Garza, Carrie Ramirez, Teri Ransbury, Carolynne Roderick, Jennifer Williams, and Noemi Breig

1. **Call to Order**

2. **Roll Call**

Present

*Libby Downey
Dr. Marc Tunzi
Dr. Charles Harris
Sonia De La Rosa
Manuel Osorio
Simon Salinas
Mitch Winick*

Absent

*Marcia Atkinson
Supervisor Chris Lopez
Bettye Saxon*

3. **Pledge of Allegiance**

4. **Additions and Corrections by Clerk** – Board Clerk

- *Removed Consent Item 8k from the agenda.*

The Clerk of the Board of Trustees will announce agenda corrections and proposed additions, which may be acted on by the Board as provided in Sections 54954.2 of the California Government Code.

5. **Minutes**

- Approve the Minutes of January 12, 2024 Board of Trustees Meeting.

MOTION: *Motion to approve the minutes of January 12, 2024, Board of Trustees Meeting, by Manuel Osorio, seconded by Mitch Winick, and approved unanimously.*

6. **Board Comments**

- *Board Member Libby Downey wanted to thank the Board and Natividad Staff for listening and addressing last month's public comment.*

7. **Public Comments (Limited up to 3 minutes per speaker at the discretion of the Chair)**

- *None*

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8. **Consent Calendar**

Approve the following policies, procedures, rules, and regulations:

8a. Policies/Procedures/Forms/Manuals (listed and available upon request)

Policies

- Credentialing and Privileging of Medical Staff and Advanced Practice Professional Staff
(No Changes)

Policies/Manuals/Order Sets

Manual

- Annual Review: Therapeutic Diet Manual, Qualifications of Supervising Clinical Dietician & Director of the Food and Dietetic Service

New

- CARDG-0001 Guideline: Process for Cleaning and Draeger VN500 Ventilator Expiratory Valve
- CSG-0005 Guideline for Temperature and Humidity

No Changes

- LDU-6121 Outpatient Foley Bulb Induction of Labor
- LDU-6200 Intermittent Fetal Monitoring (IFM)
- LDU-6648 LD: Prenatal/OB Patients who Decline Blood and Blood Products (Jehovah's Witnesses and Others)
- PERI-6590 LDU/MIU: Mother Baby Couplet Care
- LDU-6035 LDU: Contraction Stress Test
- LDU-6075 Epidural Catheter Removal
- LDU-6110 LDU: Non-Stress Test (NST)
- ED-1040 Low Dose Ketamine for Pain Control in the Emergency Room
- 1:1305 Management of Psychiatric Patients in the Emergency Room
- 1:2440 Guidelines for the Management of Patients in the Emergency Room
- 1:0300 Patient Admissions from the Outpatient Setting
- IDP 1:0900 Advance Care Planning
- IC-430 Treatment and Prevention of Botulism
- 3:7300 Investigational Drugs

Revised Policies

- 1:9080 Suicide Assessment and Precaution Management
- CARD-0003 (1-3) Hours of Operation Service Availability

- 1:0480 Sterile Storage Protocol
- ICU: 2000 ICU Standards of Care
- IDP 1:4200 Code Blue Response Team
- OPS-7303 Paracentesis in OPSS
- 1:0200 MRI Hours and Call Policy
- LDU-6160 Staffing Guidelines for Perinatal Services, L&D & MIU
- PERI-6575 LDU/MIU/NSY/NICU: Identification of Newborn's
- 1:3780 CODE OB
- 1:2450 Referrals to Bates Eldredge Clinic from Emergency
- NICU-6945 Video Streaming Infants in the NICU
- SP-1854 Lactation Outpatient Clinic
- IC-345 Hand Hygiene and Glove Use for Clinical and Dietary Staff
- ED-1310 Initiation of Buprenorphine in the Emergency Department
- 1:9105 Animals in Healthcare Settings
- 3-2220 Guidelines for Inpatient Management of Opioid Use Disorder with Buprenorphine
- 3-0210 Guidelines for Administration of Inpatient COVID-19 Vaccines
- OR-7207 Cleaning of the Department

Order Sets

- ED Local Anesthetics
- GEN Substance Use Disorder Management
- MED Insulin for NPO/Near NPO
- MED Insulin PO/Bolus TF
- MED Insulin for TPN/Continuous Feed
- OB Betamethasone
- OPSS Preoperative Joint Replacement Orders

Approve for submission to the Monterey County Board of Supervisors the following agreements identified in Item 8b – 8m of the consent calendar. All of the listed items were previously reviewed and approved by the NMC Finance Committee.

8b. * Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Inspirata, Inc., (CONSENT)

- a. Ratify execution by the Chief Executive Officer for Natividad Medical Center (NMC) of a Term Software License Agreement (“Agreement”) with Inspirata, Inc. for e-path licensing and support to provide cancer registry reporting and data abstraction at NMC, at no cost with a transitional license term of October 7, 2023 through December 15, 2023.
- b. Ratify execution by the Chief Executive Officer for Natividad Medical Center (NMC) of a Term Software Maintenance And Version Upgrade Agreement (“Extension 1”) with Inspirata, Inc. for e-path licensing and support to provide cancer registry reporting and data abstraction, extending the transitional license term an additional one (1) year period (December 22, 2023 through December 21, 2024) for a revised full transitional license term of October 7, 2023 through December 21, 2024, and adding \$16,000 for a total agreement amount not to exceed \$16,000.
- c. Approve the NMC’s Chief Executive Officer’s recommendation to accept no indemnification, no insurance, and no liability for consequential damages, provisions within the Agreement, as amended by Extension 1.

- 8c. * **Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Abbott Rapid Diagnostics Informatics, Inc., (CONSENT)**
Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 4 to the agreement (A-14289) with Abbott Rapid Diagnostics Informatics, Inc. for RALS software system license and support, extending the agreement an additional five (5) year period (April 25, 2024 through April 24, 2029) for a revised full agreement term of May 15, 2016 through April 24, 2029, and adding \$300,000 for a revised total agreement amount not to exceed \$600,216.
- 8d. * **Approve for Submission to the Monterey County Board of Supervisors the Following Adopt Resolution for Hospital Patient Admitting Manager Classification, (CONSENT)**
a. Amend Personnel Policies and Practices Resolution No. 98-394 Appendix A to adjust the salary range of the Hospital Patient Admitting Manager classification as indicated in Attachment A effective February 10, 2024; and
b. Direct the Human Resources Department to implement the changes in the Advantage Human Resources Management (HRM) System.
- 8e. * **Approve for Submission to the Monterey County Board of Supervisors the Following Adopt Resolution for Physical Therapist Helper to Therapy Aide Classification, (CONSENT)**
a. Amend Personnel Policies and Practices Resolution No. 98-394 Appendices A and B to retitle the classification of Physical Therapist Helper to Therapy Aide and to adjust the salary range as indicated in Attachment A effective February 10, 2024; and
b. Direct the Human Resources Department to implement the changes in the Advantage Human Resources Management (HRM) System.
- 8f. * **Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with RJP & Associates, (CONSENT)**
Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement with RJP & Associates, for consulting services in revenue cycle optimization, adding \$15,000 with no change to the term of July 1, 2020, through June 30, 2024, for a revised total amount not to exceed \$545,000.
- 8g. * **Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Qiagen, LLC, (CONSENT)**
a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with Qiagen, LLC for Qiasat premium support services at NMC for an amount not to exceed \$11,178 with an agreement term retroactive from February 1, 2024 through January 31, 2025.
b. Approve the NMC's Chief Executive Officer's recommendation to accept non-standard insurance provisions within the agreement.
- 8h. * **Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with IT Consulting Services RFP# 9600-67, (CONSENT)**
Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or designee to execute renewal & amendment No. 6 to the agreements with Tegria Services Group and Leidos Health LLC dba Ettain Group for Information Technology (IT) consulting services pursuant to Request for Proposal (RFP) #9600-67 to extend the term for an additional three (3) year period (January 11, 2024 through January 10, 2027) for a revised term January 11, 2017 through January 10, 2027 and authorize an aggregate increase of \$6,728,679 for a revised total

aggregate amount not to exceed \$24,534,679.

8i. * Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Precision Orthopedics, (CONSENT)

- 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 Precision Orthopedics to provide orthopedic services for an amount not to exceed \$15,000,000 for the period April 1, 2024 to March 31, 2027; and
- 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% (\$1,500,000) of the original contract amount and do not increase the total contract amount above \$16,500,000.

8j. * Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with James F. Lilja, MD, (CONSENT)

- a. Authorize the Chief Executive Officer (CEO) for Natividad Medical Center (NMC) or his designee to execute the Fifth Amendment to the Professional Services Agreement (A-13538) with James F. Lilja, M.D. dba Bay Area Gynecology Oncology to provide gynecology oncology and urology gynecology services, extending the term by twelve months (April 1, 2024 to March 31, 2025) for a revised full agreement term of February 1, 2018 to March 31, 2025, and adding \$400,000 for a revised total not to exceed amount of \$1,910,000 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 cause an increase of more than ten percent 10% (\$41,000) of the original contract amount and do not increase the total contract amount above \$1,951,000.

~~8k. * Approve for Submission to the Monterey County Board of Supervisors the Following Adopt Resolution for Spiritual Care Advisor Classification, (CONSENT)~~

- ~~a. Amend Personnel Policies and Practices Resolution (PPPR) No. 98-394 Appendices A and B to create the classification of Spiritual Care Advisor with the salary range as indicated in Attachment A effective February 24, 2024;~~
- ~~b. Amend the Natividad Medical Center FY 2023-24 Adopted Budget Unit 9600-8680—Fund 451—Appropriation Unit NMC001 to add 1.0 FTE allocation of Spiritual Care Advisor, as indicated in Attachment A effective February 24, 2024; and~~
- ~~c. Direct the Human Resources Department to implement the changes in the Advantage Human Resources Management (HRM) System. REMOVED~~

8l. * Approve for Submission to the Monterey County Board of Supervisors the Following Adopt Resolution for Rehabilitative Services Manager Classification, (CONSENT)

- a. Amend Personnel Policies and Practices Resolution No. 98-394 Appendices A and B to adjust the salary range of the Rehabilitative Services Manager classification as indicated in Attachment A effective February 24, 2024; and
- b. Direct the Human Resources Department to implement the changes in the Advantage Human Resources Management (HRM) System.

8m. * Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Lena Nerjis Malik, MD, (CONSENT)

- a. Authorize the Chief Executive Officer (CEO) for Natividad Medical Center (NMC) or his designee to execute the Fourth Amendment to the Professional Services Agreement (A-

15734) with Lena Nerjis Malik M.D. to provide pediatric hospitalist services, extending the term by twenty-four months (April 1, 2024 to March 31, 2026) for a revised full agreement term of July 1, 2017 to March 31, 2026 and adding \$100,000 for a revised total not to exceed amount of \$300,000 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% (\$10,000) of the original contract amount and do not increase the total contract amount above \$310,000.

MOTION: *Motion to approve Policies/Procedures/Forms/Manuals and contract items 8a-8j and 8l-8m, with the exception for pulled item 8k, moved by Simon Salinas, seconded by Sonia De La Rosa, and approved unanimously.*

9. **Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Renovo Solutions LLC, which is in the final stages of negotiation (Andrea Rosenberg)**

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute Renewal & Amendment No. 4 to the agreement with Renovo Solutions LLC (A-14229) per Request for Proposals (RFP) 9600-70 for preventative maintenance plus repairs on biomedical equipment, increasing the total agreement amount by an additional \$1,363,374 for a revised total agreement amount not to exceed \$7,076,451 and extending the term of the Agreement for an additional one (1) year period (March 1, 2024 through February 28, 2025) with a revised full agreement term of March 1, 2019 through February 28, 2025.

MOTION: *Motion to approve Scheduled Item 9, moved by Simon Salinas, seconded by Sonia De La Rosa, and approved unanimously.*

10. **Accept Oral Report from Natividad Chief Financial Officer – Daniel Leon, CFO**

- a. December 2023 YTD Financial Reports

MOTION: *Motion to accept the December 2023 Financial Report, moved by Mitch Winick, seconded by Manuel Osorio, and approved unanimously.*

11. **Receive Oral Report from Natividad Chief Executive Officer - Dr. Charles Harris, CEO**

12. **Receive Oral Report from Natividad Chief of Staff - Dr. Marc Tunzi, COS**

- a. 3rd Year Resident – Dr. Gina Aguilar-Portillo

13. **Receive Oral Report from Natividad Chief Nursing Officer - Nancy Buscher, CNO**

14. **Closed Session Public Comment**

This public may comment on Closed Session items prior to the Board's recess to Closed Session.

The Board Recesses for Closed Session Agenda Items

15. Closed Session under Government Code Section 54950

- a. Pursuant to Government Code section 54956.9(d)(2), the Board will confer with legal counsel regarding one matter of significant exposure to litigation.
- b. Pursuant to Health & Safety Code section 1462, and in accordance with Government Code Section 54954.5, the Board will receive a report and confer involving hospital trade secret. Discussion will concern a proposed new service, program, or facility. Estimated date of public disclosure: June 30, 2024.
- c. Pursuant to Health and Safety Code Section 1461, Evidence Code Section 1157, and in accordance with Government Code Section 54954.5, the Board will receive Medical Quality Assurance Reports.

The Board Reconvenes to Open Session on Public Agenda Items

16. Accept and approve January 2024 Credentials Report from Medical Staff Office relating to appointment of medical staff and allied health professionals.

MOTION: *Motion to accept the report on January 2024 Credentials Report, moved by Manuel Osorio, seconded by Simon Salinas, and approved unanimously.*

Adjournment: With no other business before the Board, the meeting was adjourned at 11:44 am

Recorded by Noemi Breig

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Corepoint Health LLC dba Rhapsody Amendment No. 4

Legistar Number: _____

..Title

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 4 to the agreement (A-16212) with Corepoint Health, LLC d.b.a. Rhapsody for software product and support services, with no change to the agreement term of March 5, 2016 through March 4, 2026, and adding \$10,970 for a revised total agreement amount not to exceed \$659,307.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 4 to the agreement (A-16212) with Corepoint Health, LLC d.b.a. Rhapsody for software product and support services, with no change to the agreement term of March 5, 2016 through March 4, 2026, and adding \$10,970 for a revised total agreement amount not to exceed \$659,307.

SUMMARY/DISCUSSION:

Corepoint Health LLC provides software that allows required interface connectivity between NMC's Electronic Medical Record (EMR), MEDITECH and third-party systems such as Pyxis, PACS and others via the Corepoint interface engine. These interfaces are necessary to fully integrate data sharing with our Electronic Medical Record utilizing the specialized health care formatting language, Health level 7 (HL7) messages. The Corepoint interface engine additionally allows NMC to monitor and alert on interface transactions as well as modify HL7 messages to meet the specifications of other vendors utilized by NMC.

We are requesting an additional tool that will allow NMC to receive results sent by the California Department of Public Health (CDPH) and have those flow back into our Electronic Medical Record. This will provide the needed functionality to continue to meet regulatory demands for the term of the agreement.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved this amendment No. 4 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendment No. 4 has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on March 8, 2024.

FINANCING:

The cost for this amendment No. 4 is \$10,970 which is included in the FY 2023-24 Adopted Budget.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This agreement is for critical technology capabilities and functionality at NMC to ensure secure interfacing between different software systems. This serves to enhance and strengthen NMC's technological infrastructure, which fosters a sound, secure, and sustainable IT infrastructure.

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

Prepared by: Raquel Mojica, IT Business Operations Manager, 783-2812

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

Attachments:

Corepoint Health LLC Amendment No. 4
Corepoint Health LLC Renewal and Amendment No. 3
Corepoint Health LLC Renewal and Amendment No. 2
Corepoint Health LLC Renewal and Amendment No. 1
Corepoint Health LLC Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Gartner, Inc. Agreement

Legistar Number: _____

..Title

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with Gartner, Inc. for subscription-based access to information technology research services at NMC for an amount not to exceed \$334,600 with an agreement term April 1, 2024 through March 31, 2027.
- b. Authorize the Chief Executive Officer for Natividad Medical Center or his designee to execute up to three (3) future amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than 10% (\$33,460) of the original cost of the agreement per each amendment, for total contract liability of (\$368,060).

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with Gartner, Inc. for subscription-based access to information technology research services at NMC for an amount not to exceed \$334,600 with an agreement term April 1, 2024 through March 31, 2027.
- b. Authorize the Chief Executive Officer for Natividad Medical Center or his designee to execute up to three (3) future amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than 10% (\$33,460) of the original cost of the agreement per each amendment, for total contract liability of (\$368,060).

SUMMARY/DISCUSSION:

Information Technology has become an important tool in the delivery and management of healthcare services. The careful and informed selection of technology hardware, software and services are critical to return value and maximize utility. Conversely, poor selection wastes County resources and often results in long-term inefficiencies.

Gartner Research will provide the hospital's IT technical leadership with qualified and unbiased research covering a broad spectrum of information technology. Gartner is a recognized leader in information technology research and advisory services and has considerable experience in the government sector. NMC is requesting an agreement in the amount of \$334,600 for subscription services so that NMC may access Gartner for valuable industry data.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved this agreement as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The agreement has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on March 8, 2024.

FINANCING:

The cost for this agreement is \$334,600 of which \$107,200 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 subscription access provides NMC's technical leadership with valuable and beneficial information pertaining to technology trends within the healthcare industry. This data is used for strategic planning and decision-making purposes by the NMC Administrative team to ensure that a technological investment or direction is pursued in an effective and efficient manner.

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

Prepared by: Raquel Mojica, IT Operations manager, 783-2812

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

Attachments:

Gartner, Inc. Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS **BOARD REPORT**

Healthcare Coding & Consulting Amendment No. 7 Legistar Number: _____

..Title

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 7 to the agreement (A-13517) with Healthcare Coding and Consulting Services, LLC for U.S.-based remote medical record coding and consulting services with no change to the term of Agreement (August 22, 2016 through August 21, 2024) and adding \$225,000 for a revised total agreement amount not to exceed \$4,530,000.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 7 to the agreement (A-13517) with Healthcare Coding and Consulting Services, LLC for U.S.-based remote medical record coding and consulting services with no change to the term of Agreement (August 22, 2016 through August 21, 2024) and adding \$225,000 for a revised total agreement amount not to exceed \$4,530,000.

SUMMARY/DISCUSSION:

Healthcare Coding and Consulting Services (HCCS) provides coding of accounts support, utilizing International Classification of Diseases Tenth Revision (ICD10-CM/PCS), Current Procedural Terminology (CPT), Evaluation /Management Levels (E/M), APC-DRG Review and Auditing, HCPCs Medical Supply conventions to Natividad designated medical encounters and Education and Training to Natividad as changes occur within the coding spectrum.

HCCS provides coding support for hospital inpatient and emergency services to both trauma and non-trauma services, the appending of charges for emergency services and coding support for outpatient clinical services. This vendor was chosen due to the complexity and distinctiveness of both services (general and trauma) and the various coding requirement from state and federal coding requirements from state and federal coding guidelines for inpatient and outpatient services are comprise of multiple layers of treatment management, equipment, procedures and extensive documentation. HCCS provides coding support purposes for quality requirements mandated by state and federal regulations and ultimately for timely and accurate reimbursement from all payers.

HCCS has certified coders to review complicated encounters; conduct monthly audits of the coding staff assigned to Natividad account, which meets the compliance requirement. The results are distributed, reviewed, discussed, and recommendations to enhance beneficial outcomes for the organization are considered and often executed. HCCS also provides auditing and validation summary documentation of specific third-party payor accounts required service justification.

Natividad Medical Center recognizes with the increased volume of emergency/labor delivery emergency, trauma encounters, outpatient and inpatient, the level of complexity with accurate coding of these services; as well as the on-going difficulties with recruitment and retaining of qualified credentialed candidates we are not capable of meeting the management's level of expectations and demand.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved this amendment No. 7 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendment No. 7 has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on March 8, 2024.

FINANCING:

The cost for this amendment No. 7 is \$225,000 of which \$173,092 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:

The services rendered in this agreement provides Natividad Medical Center with the additional support which is needed due to the credential requirements to ensure accurate appending coding for reimbursement, regulatory, patient care initiatives and data reporting.

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

Prepared by: Kim Williams-Neal, Director of HIM, 831-783-2440
Approved by: Charles R. Harris, Chief Executive Officer, 783-2553

Attachments:

Healthcare Coding and Consulting Services, LLC Amendment 7
Healthcare Coding and Consulting Services, LLC Amendment 6
Healthcare Coding and Consulting Services, LLC Amendment 5
Healthcare Coding and Consulting Services, LLC Amendment 4
Healthcare Coding and Consulting Services, LLC Renewal & Amendment 3
Healthcare Coding and Consulting Services, LLC Amendment 2
Healthcare Coding and Consulting Services, LLC Amendment 1
Healthcare Coding and Consulting Services, LLC Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

UCSF (NICU) Second Amendment

..Title

- 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-15194) with The Regents of the University of California on behalf of the University of California, San Francisco, School of Medicine, Department of Pediatrics (UCSF) to provide neonatology services extending the term by twelve months (April 1, 2024 to March 31, 2025) for a revised full agreement term of April 1, 2021 to March 31, 2025, and adding \$450,000 for a revised total not to exceed amount of \$1,500,000 in the aggregate; and
- 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% (\$70,000) of the original contract amount and do not increase the total contract amount above \$1,570,000.

..Report

RECOMMENDATION:

It is recommended that the Board of Supervisors:

- 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-15194) with The Regents of the University of California on behalf of the University of California, San Francisco, School of Medicine, Department of Pediatrics (UCSF) to provide neonatology services extending the term by twelve months (April 1, 2024 to March 31, 2025) for a revised full agreement term of April 1, 2021 to March 31, 2025, and adding \$450,000 for a revised total not to exceed amount of \$1,500,000 in the aggregate; and
- 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% (\$70,000) of the original contract amount and do not increase the total contract amount above \$1,570,000.

SUMMARY/DISCUSSION:

NMC's Neonatal Intensive Care Unit (NICU) provides stabilization of the initially ill newborn and intermediate intensive care as well as continuing care for growing newborns. NMC has an agreement with UCSF School of Medicine Department of Pediatrics to provide two highly trained neonatologist physicians for 24/7 coverage of infants admitted to the NICU as well as oversight and medical direction of the unit. NMC wishes to amend the agreement so that UCSF can continue to provide the same services without interruption. NMC has obtained an independent opinion of fair market value supporting the payment terms of this Agreement.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this agreement as to legal form. Auditor-Controller has reviewed and approved this agreement as to fiscal provisions. The agreement has been reviewed and approved by Natividad's Finance Committee and Board of Trustees.

FINANCING:

The cost of this amendment is \$450,000. The total not to exceed amount of this Agreement is \$1,500,000 for the period April 1, 2021 to March 31, 2025. \$450,000 is included in the Fiscal Year 2023/2024 Adopted Budget. The remaining amount will be budgeted in subsequent fiscal years. There is no impact to the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

Partnering with UCSF will enhance the breadth of services now being provided at NMC for children in Monterey and neighboring counties, thus allowing more children and their families to remain closer to home for acute pediatric care.

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

Prepared by: Jeanne-Ann Balza, Director of Physician Services, 783.2506

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

Attachments:

Second

First Amendment
Agreement

Attachments on file at the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS **BOARD REPORT**

Pomphrey Consulting, LLC Agreement

Legistar Number: _____

..Title

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with Pomphrey Consulting, LLC for trauma registrar staffing services at NMC for an amount not to exceed \$250,000 with an agreement term retroactive to March 1, 2024 through February 28, 2025.
- b. Authorize the Chief Executive Officer for Natividad Medical Center or his designee to execute up to three (3) future amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than 10% (\$25,000) of the original cost of the agreement per each amendment, for total contract liability of (\$275,000).

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with Pomphrey Consulting, LLC for trauma registrar staffing services at NMC for an amount not to exceed \$250,000 with an agreement term retroactive to March 1, 2024 through February 28, 2025.
- b. Authorize the Chief Executive Officer for Natividad Medical Center or his designee to execute up to three (3) future amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than 10% (\$25,000) of the original cost of the agreement per each amendment, for total contract liability of (\$275,000).

SUMMARY/DISCUSSION:

The broad scope of services for this contract is data abstraction, data entry, and data validation. Data abstraction would consist of remote computer access to all sections of the Natividad Medical Center computer system required for complete data acquisition. This would include Natividad's Meditech Electronic Medical Record (EMR). Pomphrey Consulting will provide Natividad Medical Center Trauma Registrar staffing resources who will abstract and enter the data information into the ESO Trauma One trauma registry software which is currently installed at Natividad. Each data element will be abstracted in accordance with the American College of Surgeons (ACS) National Trauma Data Bank (NTDB) Data Dictionary for the current admission year. This document contains all the national data elements, their definitions, and abstraction guidelines. The last section of this document details the additional data elements required of hospitals participating in the Trauma Quality Improvement Program (TQIP) of which Natividad Medical Center is an active participant.

The trained and certified trauma registrar fulfills the requirements established by the American College of Surgeons for Natividad to maintain verification as a Level II Adult trauma center. The services provided by Pomphrey Consulting will satisfy four standard criteria listed as follows:

- Standard Criterion 4.31 Trauma Registry Staffing Requirements- Type II
- Standard Criterion 4.32 Certified Abbreviated Injury Scale Specialist- Type II
- Trauma Registry Courses Requirement- Type II
- Trauma Registrar Continuing Education- Type II

The trauma registrar staffing services is vital to support the Natividad Medical Center Trauma Performance Improvement Patient Safety program (PIPS). The PIPS program must be empowered to identify opportunities for improvement and develop actions to reduce the risk of patient harm. Identification of events and opportunities is only possible by analyzing standardized and validated data obtained from each patient's electronic medical record. An effective PIPS program improves patient safety and patient outcomes.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved this agreement as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The agreement has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on March 8, 2024.

FINANCING:

The cost for this agreement is \$250,000 of which \$100,300 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:

The Trauma Registry and certified trauma registrar staff are a requirement for all trauma centers verified by the American College of Surgeons (ACS). The "Resources for Optimal Care of the Injured Patient" is a published document that details standard requirements trauma centers must meet to provide optimal care to trauma patients. Each standard is listed as a criteria that must be met in order to be verified as a trauma center. This contract will assist Natividad Medical Center to have the appropriate resources to ensure we are meeting the necessary standards to maintain our Level II trauma center verification by the American College of Surgeons. It will also support our quality assurance to provide optimal care to our trauma patients.

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

Prepared by: Julie Ramirez, Trauma Program Director, 772-7350
Approved by: Charles R. Harris, Chief Executive Officer, 783-2553

Attachments:
Pomphrey Consulting LLC Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Law Office of Kelly S. Wachs, P.C. Amendment No. 2

Legistar Number: _____

..Title

Authorize the Acting County Counsel to execute an Amendment No. 2 to Agreement for Specialized Attorney Services ("Agreement") with the Law Offices of Kelly Wachs, P.C., for independent consulting and legal services with respect to employment-based immigration law matters for Natividad Medical Center, adding \$100,000 for a total contract liability of \$310,000 with no change to the term April 10, 2021, through June 30, 2026.

..Report

RECOMMENDATION:

It is recommended that the Board of Supervisors:

Authorize the Acting County Counsel to execute an Amendment No. 2 to Agreement for Specialized Attorney Services ("Agreement") with the Law Offices of Kelly Wachs, P.C., for independent consulting and legal services with respect to employment-based immigration law matters for Natividad Medical Center, adding \$100,000 for a total contract liability of \$310,000 with no change to the term April 10, 2021, through June 30, 2026

SUMMARY/DISCUSSION:

The Law Office of Kelly S. Wachs, P.C, assists the County of Monterey in navigating the complex immigration process related to employment. Located in Aptos, California, the law firm provides County departments with services related to obtaining temporary work visas or visas for permanent residence in the United States for their employees. Natividad Medical Center seeks the law firm's continued assistance with H-1B visas, employment-based visas for permanent residence., and I-140 adjustments of status.

OTHER AGENCY INVOLVEMENT:

The Office of the County Counsel has reviewed and approved this Amendment No. 2 as to legal form. Auditor-Controller has reviewed and approved as to fiscal provisions. The Amendment No. 2 has also been reviewed and approved by Natividad's Finance Committee and by its Board of Trustees on March 8, 2024

FINANCING:

The cost for this amendment is \$100,000 of which \$38,000 is included in the Fiscal Year 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 the provision of employment-based immigration law matters. This agreement directly assists Natividad in maintaining legally required staffing levels for patient care and safety.

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

Prepared by: Stacy L. Saetta, Chief Deputy County Counsel, 755-5045

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

Attachments:

Amendment No. 2 to Specialized Services Agreement with Law Offices of Kelly S. Wachs

Amendment No. 1 to Specialized Services Agreement with Law Offices of Kelly S. Wachs

Law Office of Kelly S. Wachs Original Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS **BOARD REPORT**

Locumtenens.com, LLC Amendment No. 4

Legistar Number: _____

..Title

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 4 to the agreement (A-16146) with Locumtenens.com, LLC for recruitment and assignment of physicians services, extending the agreement an additional one(1) year period (August 26, 2024 through August 25, 2025) for a revised full agreement term of August 26, 2022 through August 25, 2025, and adding \$4,300,000 for a revised total agreement amount not to exceed \$7,000,000.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 4 to the agreement (A-16146) with Locumtenens.com, LLC for recruitment and assignment of physicians services, extending the agreement an additional one(1) year period (August 26, 2024 through August 25, 2025) for a revised full agreement term of August 26, 2022 through August 25, 2025, and adding \$4,300,000 for a revised total agreement amount not to exceed \$7,000,000.

SUMMARY/DISCUSSION:

In order to find highly qualified temporary physicians and other locum tenens, such as advanced practitioners, who match the position we are trying to cover and are available on sometimes very short notice, it is necessary to contract with multiple locum tenens agencies to provide referral of locum tenens physicians.

Locum tenens are physicians who temporarily take the place of physicians during periods when physicians (employed or contracted) are not available (e.g., vacation; illness; continuing medical education; etc.).

NMC is utilizing locum tenens at a higher rate than originally anticipated while we actively recruit to fill multiple vacancies in highly specialized services. This Amendment No. 4 allows NMC to continue utilizing the services needed to provide reliable and quality patient care without interruption during staffing shortages.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved this amendment No. 4 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendment No. 4 has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on March 8, 2024.

FINANCING:

The cost for this amendment No. 4 is \$4,300,000 of which \$2,700,000 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:

The services rendered in this agreement are required for Level II Trauma Centers and provide NMC with the additional support it needs in order to deliver reliable and high-quality patient care which improves the health and quality of life for patients and their families.

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

Prepared by: Jeanne-Ann Balza, Director of Physician Services, 783-2506

Approved by: Charles R. Harris, Chief Executive Officer, 783-2551

Attachments:

Locumtenens.com Amendment No. 4
Locumtenens.com Amendment No. 3
Locumtenens.com Amendment No. 2
Locumtenens.com Amendment No. 1
Locumtenens.com Agreement

Attachments on file with the Clerk of the Board

..Title

Adopt Resolution to:

- a. Amend Personnel Policies and Practices Resolution No. 98-394 Appendix A to adjust the salary ranges of the Hospital Decision Support Analyst and Hospital Decision Support Manager classifications as indicated in Attachment A effective March 23, 2024; and
- b. Direct the Human Resources Department 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 salary ranges of the Hospital Decision Support Analyst and Hospital Decision Support Manager classifications as indicated in Attachment A effective March 23, 2024; and
- b. Direct the Human Resources Department to implement the changes in the Advantage Human Resources Management (HRM) System.

SUMMARY/DISCUSSION:

A base wage compensation study of the Hospital Decision Support Analyst and Hospital Decision Support Manager classifications was requested by Natividad Medical Center (NMC) administrative staff. The reasons cited for the request was to check for salary alignment with the hospital comparable agencies identified in the County's Compensation Philosophy approved in December 2021.

The base wage analysis of the County's hospital comparable agencies found that based on the duties performed, the Hospital Decision Support Analyst classification was not matched at any of the six (6) comparable agencies. The Hospital Decision Support Manager classification was matched to four (4) of the six (6) comparable agencies: Alameda Health System, Salinas Valley Health, Santa Clara Valley Medical Center and San Mateo Medical Center. After thorough analysis of the data available at the time of the study, it was determined that no comparable matches were made at Contra Costa Regional Medical Center and Hazel Hawkins. The Hospital Decision Support Manager classification is approximately 41.17% 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 Hospital Decision Support Manager classification would need to be adjusted by approximately 41.17% at top step in order to align with the labor market average. Furthermore, the base salary of the Hospital Decision Support Analyst classification would need to be

increased by approximately 41.17% at top step in order to maintain the current spread between the classifications.

OTHER AGENCY INVOLVEMENT:

The Human Resources Department concurs with the recommendations. County Employee Management Association (CEMA) has been notified of the recommendations.

FINANCING:

The salary and benefits increased costs for the current positions (2.0 FTE filled) budgeted for the remainder of Fiscal Year 2023-24 is approximately \$25,202 and then \$109,207 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

MEDITECH**Legistar Number:** _____**..Title**

Authorize payment of \$450,000 to Medical Information Technology, Inc. (MEDITECH), for cost of annual routine maintenance services on the various MEDITECH electronic health record software system modules implemented at Natividad Medical Center in the amount not to exceed \$425,837, and for cost of new interfaces and enhancements in the amount of \$24,163, for the period of July 01, 2024 through June 30, 2025 and subject to the terms and conditions of the parties' Healthcare Information System Software Agreement dated July 19, 2004.

..Report**RECOMMENDATION:****It is recommended the Board of Supervisors:**

Authorize payment of \$450,000 to Medical Information Technology, Inc. (MEDITECH), for cost of annual routine maintenance services on the various MEDITECH electronic health record software system modules implemented at Natividad Medical Center in the amount not to exceed \$428,837, and for cost of new interfaces and enhancements in the amount of \$24,163, for the period of July 01, 2024 through June 30, 2025 and subject to the terms and conditions of the parties' Healthcare Information System Software Agreement dated July 19, 2004.

SUMMARY/DISCUSSION:

MEDITECH is Natividad Medical Center's primary system for patient registration, clinical documentation, physician ordering, patient electronic health records, and financial records. The MEDITECH System consists of numerous modules and interfaces that all have required ongoing monthly maintenance fees to support the software. As additional modules, features, enhancements, and interfaces are added to Natividad Medical Center's MEDITECH system, corresponding maintenance fees are incurred. Most of the routine modules as well as smaller upgrades, features and enhancements all have monthly maintenance fees.

The Healthcare Information System Software Agreement, the County's original services agreement with MEDITECH, has a perpetual term and does include a 60-day notice to terminate clause. This amendment will extend the term by 1 additional year.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved this request, and the Auditor-Controller has reviewed and approved as to payment provisions. The request has also been reviewed and approved by Natividad Medical Center's Finance Committee and by its Board of Trustees on March 08, 2024.

FINANCING:

The cost for this request is \$450,000, all of which has been included in the FY24-25 approved budget. There is no impact to the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

Ongoing system maintenance is necessary to keep the hospital's primary Electronic Health Record (EHR) system, MEDITECH, functional and accessible. The system holds all patient records which is a vital part of care and treatment, therefore this request ultimately leads to improved care and health of Natividad Medical Center's patients. Regular maintenance also fosters a sound, secure and sustainable physical infrastructure.

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

Prepared by: Raquel Mojica, IT Operations Manager, 783-2812

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

Attachments:

Board Report Attachment A: MEDITECH Annual Maintenance Payment Schedule
Original Agreement with Medical Information Technology, Inc.

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Kyle Graham MD Second Amendment

TITLE:

- a. Authorize the Chief Executive Officer (CEO) for Natividad Medical Center (NMC) or his designee to execute the Second Amendment to Professional Services Agreement (A-15735) with Kyle A. Graham, M.D. to provide obstetrics and gynecological services, extending the term by twenty-four (24) months (April 1, 2024 to March 31, 2026) for a revised full agreement term of April 1, 2020 to March 31, 2026, but with no change to the not to exceed amount of \$200,000; and
- b. Authorize the Interim Chief Executive Officer for Natividad 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 \$210,000.

RECOMMENDATION:

It is recommended that the Board of Supervisors

- a. Authorize the Chief Executive Officer (CEO) for Natividad Medical Center (NMC) or his designee to execute the Second Amendment to Professional Services Agreement (A-15735) with Kyle A. Graham, M.D. to provide obstetrics and gynecological services, extending the term by twenty-four (24) months (April 1, 2024 to March 31, 2026) for a revised full agreement term of April 1, 2020 to March 31, 2026, but with no change to the not to exceed amount of \$200,000; and
- b. Authorize the Interim Chief Executive Officer for Natividad 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 \$210,000.

SUMMARY/DISCUSSION:

In order to meet the scheduling needs of the busy labor and delivery unit with around 200 deliveries per month, it requires team of full-time OBGYN physicians including employee physicians and community contract physicians. Natividad has an agreement with Dr. Graham to provide obstetrics and gynecological services from time to time as needed and during periods when employed/contracted physicians are not available (e.g., vacation; illness; continuing medical education; etc.). Natividad would like to amend the agreement so that Dr. Graham to provide the same services without interruption. Natividad has obtained an independent opinion of fair market value supporting the payment terms.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this Amendment as to legal form. Auditor-Controller has reviewed and approved this Amendment as to fiscal provisions. The Amendment has also been reviewed and approved by Natividad's Finance Committee and Board of Trustees.

FINANCING:

There is no cost for this amendment. The total not to exceed amount of this agreement is \$200,000. The actual cost is dependent upon Dr. Grahams's level of participation in the call panel which may fluctuate based on his availability and need for coverage. \$50,000 is included in the Fiscal Year 2023/2024 Adopted Budget. The remaining amount will be budgeted for subsequent fiscal years. There is no impact to the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The services rendered in this agreement provide Natividad with the additional support it needs in order to provide reliable and high quality patient care which improves the health and quality of life for patients and their families.

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

Prepared by: Jeanne-Ann Balza, Director of Physician Services, 783.2506

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

Attachments:

Second Amendment

First Amendment

Agreement

Attachments on File at the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Access Physicians California, P.C. Agreement

..Title

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute the Professional and Call Coverage Services Agreement with Access TeleCare California, P.C. to provide tele-neurology services, for an amount not to exceed \$500,000 for the period April 1, 2024 to March 31, 2026; and
- b. Authorize the Chief Executive Officer 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% (\$50,000) of the original contract amount and do not increase the total contract amount above \$550,000.

..Report

RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute the Professional and Call Coverage Services Agreement with Access TeleCare California, P.C. to provide tele-neurology services, for an amount not to exceed \$500,000 for the period April 1, 2024 to March 31, 2026; and
- b. Authorize the Chief Executive Officer 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% (\$50,000) of the original contract amount and do not increase the total contract amount above \$550,000.

SUMMARY/DISCUSSION:

NMC must arrange for the provision of professional consultation and treatment of patients who present to the emergency department and who are admitted to the hospital in need of medical care the specialty of neurology. NMC would like to enter into an agreement with Access TeleCare to provide 24/7 neurology consultative services for patients via specialized electronic telemedicine equipment. Services include indirect physical exams, history taking, diagnostic protocols, image analysis and recommendations for therapeutic interventions and/or diagnostic tests for any neurologic emergency. NMC has obtained an independent opinion of fair market value for the payment terms of this agreement.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this Agreement as to legal form. The Auditor-Controller has reviewed and approved this Agreement as to fiscal provisions. The Agreement has also been reviewed and approved by Natividad Medical Center's Finance Committee and Board of Trustees.

FINANCING:

The total cost of this Agreement is \$500,000 for the period April 1, 2024 to March 31, 2026. \$250,000 is included in the Fiscal Year 2023/2024 Adopted Budget. There is no impact to the

General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The services rendered in this Agreement provide NMC with the additional support it needs in order to provide reliable and high-quality patient care which improves the health and quality of life for patients and their families.

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

Prepared by: Jeanne-Ann Balza, Director of Physician Services, 783.2506

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

Attachments:
Agreement

Attachments on File at the Clerk of the Board

Let's MONTEREY COUNTY BOARD OF SUPERVISORS **BOARD REPORT**

Mission Linen Supply Amendment No. 9

Legistar Number: _____

..Title

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 9 to the agreement (A-13241) with Mission Linen Supply pursuant to the Request for Proposal (RFP) #9600-65 for linen processing services, extending the agreement an additional one (1) year period (July 1, 2024 through June 30, 2025) for a revised full agreement term of July 1, 2016 through June 30, 2025, and adding \$650,000 for a revised total agreement amount not to exceed \$4,625,000;

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 9 to the agreement (A-13241) with Mission Linen Supply pursuant to the Request for Proposal (RFP) #9600-65 for linen processing services, extending the agreement an additional one (1) year period (July 1, 2024 through June 30, 2025) for a revised full agreement term of July 1, 2016 through June 30, 2025, and adding \$650,000 for a revised total agreement amount not to exceed \$4,625,000;

SUMMARY/DISCUSSION:

NMC is requesting authorization to extend its contract with Mission Linen Supply for an extra year until June 30, 2025. This extension is vital to guarantee continuous service and will necessitate a budget increase for the additional year. Approving this proposal will allow Mission Linen Supply to continue in furnishing linen processing services to NMC, meeting all regulatory standards and accommodating any unforeseen rise in demand. The dependability and accessibility of a service provider are essential to NMC's everyday functions, ensuring that clean linens are readily accessible for patient care and clean scrubs are available to NMC staff.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved this amendment No. 9 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendment No. 9 has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on March 8, 2024.

FINANCING:

The cost for this amendment No. 9 is \$650,000 of which \$282,533.82 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:

The services rendered under this agreement enhance operations at the hospital by improving the patient experience, promoting a healthy environment, and also providing reliable and quality patient care which improves the health and quality of life for patients and their families.

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

Prepared by: Marcel Smith, Director of Environmental Services, 783-2654
Approved by: Charles R. Harris, Chief Executive Officer, 783-2553

Attachments:

Mission Linen Supply Amendment 9
Mission Linen Supply Renewal and Amendment 8
Mission Linen Supply Amendment 7
Mission Linen Supply Amendment 6
Mission Linen Supply Amendment 5
Mission Linen Supply Amendment 4
Mission Linen Supply Amendment 3
Mission Linen Supply Amendment 2
Mission Linen Supply Amendment 1
Mission Linen Supply Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Tuition.io, Inc Agreement

Legistar Number: _____

..Title

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with Tuition.io, Inc for student loan wellness and public loan forgiveness benefit administration services at NMC for an amount not to exceed \$55,400 with an agreement term retroactive to March 1, 2024 through February 29, 2028.
- b. Approve the NMC's Chief Executive Officer's recommendation to accept non-standard indemnification provisions within the agreement.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with Tuition.io, Inc for student loan wellness and public loan forgiveness benefit administration services at NMC for an amount not to exceed \$55,400 with an agreement term retroactive to March 1, 2024 through February 29, 2028.
- b. Approve the NMC's Chief Executive Officer's recommendation to accept non-standard indemnification provisions within the agreement.

SUMMARY/DISCUSSION:

The Tuition.io platform is a web-based suite that supports providing access to education assistance benefits. Natividad Medical Center (NMC) will be able to provide student debt management tools and efficiently provide Public Service Loan Forgiveness (PSLF) tools through the usage of Tuition.io's expert, on-demand help to all employees. NMC employees will receive help planning their way out of student loan debt and stay on track with all the PSLF requirements by electronically filling out required forms and automating the approval processes.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved this agreement as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The agreement has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on March 8, 2024.

FINANCING:

The cost for this agreement is \$55,400 will be absorbed 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 greatly improves the responsiveness to critical staffing needs at NMC. This agreement ensures that requests for qualified nurses and other clinical staff at NMC are met in a timely manner. This enables NMC to provide high quality patient care thereby improving the health and quality of life for patients and their families.

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

Prepared by: Lawanda Janine Bouyea, Chief People Operations Officer, 783-2701

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

Attachments:

Tuition.io, Inc Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Commonwell Health Alliance EULA

Legistar Number: _____

..Title

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute a End-User License Agreement (EULA) with CommonWell Health Alliance for Meditech services at no cost with an agreement term April 1, 2024 through March 31, 2025.
- b. Approve the NMC's Chief Executive Officer's recommendation to accept non-standard insurance, limitations on liability, and limitations on damages provisions within the agreement.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute a EULA with CommonWell Health Alliance for Meditech services at no cost with an agreement term April 1, 2024 through March 31, 2025.
- b. Approve the NMC's Chief Executive Officer's recommendation to accept non-standard insurance, limitations on liability, and limitations on damages provisions within the agreement.

SUMMARY/DISCUSSION:

The CommonWell Health Alliance is a non-profit trade association of health information technology companies. It was founded in 2013 with the aim of promoting interoperability and data exchange within the healthcare industry. The alliance has created a nationwide network where healthcare providers and systems can securely access and share patient data regardless of the electronic health record system (EHR) systems they use. This service complies with Federal and State privacy laws.

CommonWell facilitates better coordination of care. This can lead to improved patient outcomes, a reduction in medical errors, and enhanced patient satisfaction. CommonWell streamlines workflows for healthcare providers by allowing them to access relevant patient data with fewer obstacles. This reduces the time spent searching for information and increases the efficiency of healthcare delivery. With improved interoperability, healthcare providers have access to more comprehensive and up-to-date patient information. This can lead to more accurate diagnoses, treatment decisions, and care plans.

Natividad Medical Center plans to leverage the CommonWell network to access the health information of patients under its care across the care continuum. There is no cost to subscribe and use the CommonWell service as it's included in the hospital's existing Meditech annual support and maintenance agreement.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved this EULA as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The EULA has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on March 8, 2024.

FINANCING:

There is no cost associated with this agreement.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

CommonWell's data exchange service will improve the health and wellbeing of Natividad Medical Center's patients through better clinical communication and coordination of care. Access to this system will also administratively improve operational efficiencies and reduce duplication of services.

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

Prepared by: Ari Entin, Hospital Chief Information Officer, 783-2564

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

Attachments:

CommonWell Health Alliance EULA

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Agreement for Anesthesia Services per RFP 9600-87

Legistar Number:

..Title

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with Monterey Anesthesia Professionals using the County approved agreement template subject to negotiation with the awarded bidder, pursuant to the Request for Proposal (RFP) #9600-87 for Anesthesia Services, with an initial Agreement term of April 1, 2024 through March 31, 2027 including the option to extend for two (2) additional one (1) year periods, and with a total agreement amount not to exceed \$34,500,000.
- b. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute up to two amendments to extend the Agreement for two (2) additional one (1) year periods as per the Agreement provided there is no significant change to the scope of work.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with Monterey Anesthesia Professionals using the County approved agreement template subject to negotiation with the awarded bidder, pursuant to the Request for Proposal (RFP) #9600-87 for Anesthesia Services, with an initial Agreement term of April 1, 2024 through March 31, 2027 including the option to extend for two (2) additional one (1) year periods, and with a total agreement amount not to exceed \$34,500,000.
- b. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute up to two amendments to extend the Agreement for two (2) additional one (1) year periods as per the Agreement provided there is no significant change to the scope of work.

SUMMARY/DISCUSSION:

NMC recently issued a Request for Proposals (RFP) #9600-87 for Anesthesia Services. Anesthesia services are used throughout multiple areas of the hospital and have been historically outsourced. Services are rendered physically on-site at NMC by licensed physicians and by certified registered nurse anesthetists (CRNAs). Monterey Anesthesia Professionals (MAP) shall be obligated to work with NMC staff to develop and manage a perioperative evaluation clinic as well to enhance operating room efficiency, decrease day-of-surgery cancellations, and ultimately improve the quality of patient care. Monterey Anesthesia Professionals will also work with NMC leadership to develop a staffing model that supports growing case volumes.

There were two responsive bids received from RFP 9600-87. NMC made a final selection in December 2024 and plans to bring the awarded agreement to the Monterey County Board of Supervisors for final approval in March 2024.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this agreement template as to legal form and risk provisions, and the Auditor-Controller has reviewed and approved as to payment provisions. The agreement template has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on March 8, 2024.

FINANCING:

The cost for this agreement is \$34,500,000, of which \$6,900,000 has been included in the Fiscal Year 2023-24 Adopted Budget. The actual cost will vary based on patient volumes to ensure sufficient coverage of the service. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The services rendered in this agreement are required for a Level II Trauma Center and provide Natividad with the additional support it needs in order to provide reliable and high-quality patient care which improves the health and quality of life for patients and their families.

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

Prepared by: Jeanne-Ann Balza, Director of Physician Services, 783-2506

Approved by: Charles R. Harris, Chief Executive Officer, 783-2551

Attachments:

RFP 9600-87 with Agreement Template

Attachments on file with the Clerk of the Board

FINANCIAL STATEMENTS

JANUARY 31, 2024

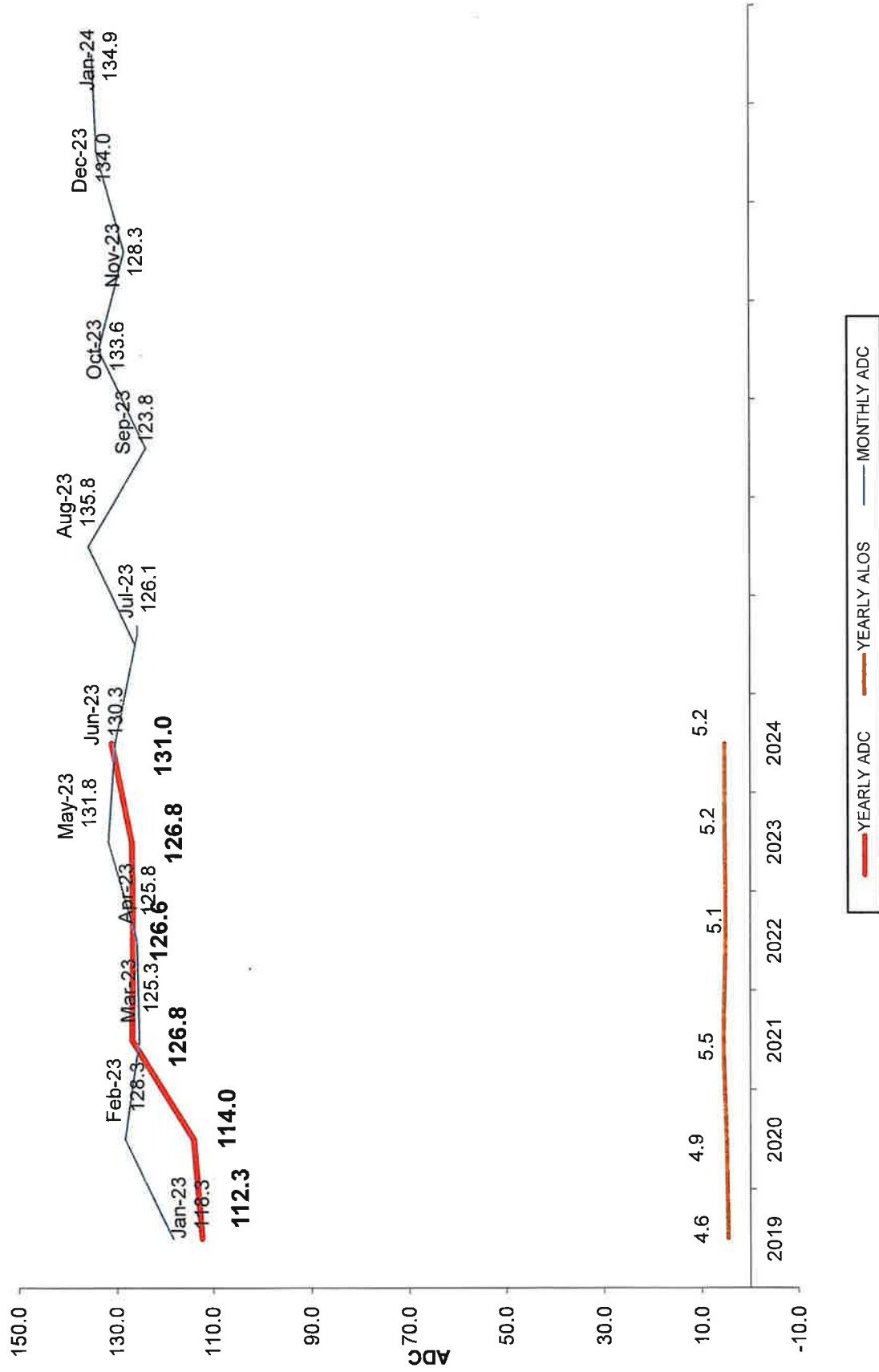
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FINANCIAL STATEMENTS

JANUARY 31, 2024

I N D E X

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NATIVIDAD STATISTICAL REPORT January 31, 2024

Month-To-Date					Year-To-Date					
11-23	12-23	01-24	Budget			Budget	Current	Prior Yr	%	
PT DAYS BY SERVICE					STAFFED BEDS	CY/PY				
1	222	267	287	206	NICU	15	1,431	1,684	1,433	17.52%
2	1,782	1,963	2,138	1,982	Med/Surg	57	13,746	13,723	13,871	-1.07%
3	197	218	194	205	ICU	10	1,421	1,439	1,443	-0.28%
4	122	115	74	106	Peds	12	738	601	730	-17.67%
5	746	776	775	776	Acute Rehab	28	5,383	5,364	5,521	-2.84%
6	320	295	296	298	OB/Gyn	27	2,070	2,181	2,080	4.86%
7	3,389	3,634	3,764	3,574	TOTAL ACUTE	149	24,789	24,992	25,078	-0.34%
8	460	520	417	270	Psychiatric	19	1,870	3,166	1,962	61.37%
9	3,849	4,154	4,181	3,844	TOTAL DAYS	168	26,659	28,158	27,040	4.13%
10	340	278	274	300	Nursery	18	2,081	2,109	2,070	1.88%
AVERAGE DAILY CENSUS										
11	88.1	92.2	96.4	90.3	Acute	121	90.3	91.3	91.0	0.33%
12	24.9	25.0	25.0	25.0	Acute Rehab	28	25.0	24.9	25.7	-3.11%
13	15.3	16.8	13.5	8.7	Psychiatric	19	8.7	14.7	9.1	61.54%
14	128.3	134.0	134.9	124.0	TOTAL	168	124.0	131.0	125.8	4.13%
15	11.3	9.0	8.8	9.7	Nursery	18	9.7	9.8	9.6	2.08%
PERCENTAGE OF OCCUPANCY										
16	72.8%	76.2%	79.7%	74.6%	Acute		74.6%	75.5%	75.2%	0.3%
17	88.9%	89.3%	89.3%	89.3%	Acute Rehab		89.3%	88.9%	91.8%	-3.1%
18	80.5%	88.4%	71.1%	45.8%	Psychiatric		45.8%	77.4%	47.9%	61.5%
19	76.4%	79.8%	80.3%	73.8%	TOTAL		73.8%	78.0%	74.9%	4.1%
20	62.8%	50.0%	48.9%	53.9%	Nursery		53.9%	54.4%	53.3%	2.1%
ADMISSIONS										
21	675	651	653	642	Acute		4,450	4,672	4,528	3.18%
22	56	59	53	57	Acute Rehab		398	406	411	-1.22%
23	51	49	56	43	Psychiatric		300	359	307	16.94%
24	782	759	762	742	TOTAL		5,148	5,437	5,246	3.64%
25	207	176	178	185	Nursery		1,282	1,308	1,282	2.03%
26	211	190	188	189	Deliveries		1,312	1,371	1,377	-0.44%
DISCHARGES										
27	636	613	616	620	Acute		4,300	4,439	4,364	1.72%
28	55	60	58	58	Acute Rehab		400	415	415	0.00%
29	54	52	50	42	Psychiatric		294	356	303	17.49%
30	745	725	724	720	TOTAL		4,994	5,210	5,082	2.52%
31	181	167	152	172	Nursery		1,194	1,186	1,192	-0.50%
AVERAGE LENGTH OF STAY										
32	4.9	5.5	5.5	5.2	Acute(Hospital wide no babies)		5.2	5.2	5.2	0.00%
33	13.3	13.2	14.6	13.5	Acute Rehab		13.5	13.2	13.4	-1.49%
34	2.7	2.5	2.8	2.6	OB/Gyn		2.6	2.6	2.6	0.00%
35	9.0	10.6	7.4	6.2	Psychiatric		6.2	8.8	6.4	37.50%
36	1.6	1.6	1.5	1.6	Nursery		1.6	1.6	1.6	0.00%
OUTPATIENT VISITS										
37	5,214	4,940	4,574	5,084	Emergency Room		35,260	35,399	35,097	0.86%
38	391	396	395	404	ER Admits		2,800	2,908	3,792	-23.31%
39	50.0%	52.2%	51.8%	54.4%	ER Admits as a % of Admissions		54.4%	53.5%	72.3%	-26.01%
40	6,293	5,809	6,575	6,019	Clinic Visits		41,746	44,979	41,400	8.64%
ANCILLARY PROCEDURES BILLED										
41	54,587	55,580	57,507	54,320	Lab Tests		376,735	391,059	377,327	3.64%
42	4,498	4,157	4,442	3,974	Radiology Procedures		27,563	31,407	27,620	13.71%
43	230	225	236	272	MRI Procedures		1,887	1,680	1,833	-8.35%
44	95	129	118	106	Nuclear Med Procedures		737	714	757	-5.68%
45	1,279	1,249	1,350	1,238	Ultrasound Procedures		8,586	9,180	8,752	4.89%
46	2,108	2,481	2,551	2,018	CT Scans		13,994	17,537	13,807	27.02%
47	404	371	433	367	Surgeries		2,547	2,950	2,582	14.25%
48	7.41	7.34	7.09	7.56	FTE'S PER AOB		7.56	7.30	7.61	-4.07%
49	1,414.2	1,392.1	1,393.4	1,349.7	TOTAL PAID FTE'S		1,349.7	1,394.4	1,376.8	1.28%
50	5,727	5,879	6,091	5,531	ADJUSTED PATIENT DAYS		38,363	41,038	38,875	5.56%

NATIVIDAD
STATEMENT OF REVENUES AND EXPENSES AND 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
REVENUE													
Patient Revenue:													
1 Inpatient	75,825,124	81,181,440	75,600,355	84,990,765	76,534,937	82,070,823	77,660,888						553,864,433
2 Pro Fees	4,930,938	5,547,977	6,135,118	6,488,508	5,846,986	4,720,352	6,399,055						40,078,934
3 Outpatient	36,720,170	39,152,144	39,736,950	41,449,259	40,190,023	36,033,165	38,399,344						271,681,056
4 Total Patient Revenue	117,476,232	125,881,561	121,472,423	132,938,532	122,571,946	122,824,440	122,459,287						865,624,422
Deductions from revenue													
5 Contractual Deductions	89,537,030	94,105,959	91,652,157	101,057,942	92,694,258	94,299,536	93,215,687						656,563,568
6 Bad Debt	3,902,355	4,451,253	3,433,866	3,200,210	2,924,570	2,103,918	2,933,334						22,949,506
7 Unable to Pay	32,434	16,002	100,784	104,233	169,465	57,622	13,981						494,521
8 Total Contractual Discounts	93,471,819	98,573,214	95,186,807	104,362,384	95,788,293	96,461,076	96,164,002						680,007,595
9 Net Patient Revenue	24,004,414	27,308,347	26,285,616	28,576,148	26,783,653	26,363,364	26,295,285						185,616,827
10 As a percent of Gross Revenue	20.43%	21.69%	21.64%	21.50%	21.85%	21.46%	21.47%	0.00%	0.00%	0.00%	0.00%	0.00%	21.44%
Total Government Funding	7,172,555	7,172,855	7,733,219	7,672,655	7,672,655	7,672,655	7,672,656						52,769,150
Other Operating Revenue:													
12 Rent Income	126,949	118,418	122,684	122,684	122,684	122,684	122,684						858,786
13 Interest Income	563,942	563,396	563,942	563,942	563,942	578,011	563,942						3,961,117
14 NMF Contribution	60,000	60,000	60,000	90,000	67,500	67,500	336,037						741,037
15 Other Income	462,213	475,332	401,705	335,474	461,827	532,041	423,752						3,092,345
16 Total Other Operating Revenue	1,213,104	1,217,147	1,148,331	1,112,100	1,215,952	1,300,236	1,446,415						8,653,286
TOTAL REVENUE	32,390,173	35,698,149	35,167,166	37,360,903	35,672,261	35,336,255	35,414,357						247,039,262
EXPENSE													
Salaries, Wages & Benefits													
18 Registry	1,009,571	968,009	946,892	896,300	821,592	843,228	910,554						6,398,136
19 Phys/Residents SWB & Contract Fees	4,994,554	5,108,351	5,491,614	5,286,878	5,142,542	5,128,010	5,763,135						36,927,083
20 Purchased Services	3,049,135	3,239,769	3,410,518	3,782,208	3,536,386	3,511,019	3,482,480						24,013,513
21 Supplies	2,811,489	3,204,107	3,085,841	3,514,114	3,570,515	3,461,198	3,225,998						22,873,262
22 Insurance	408,031	408,857	408,444	399,519	533,878	424,399	423,489						2,996,616
23 Utilities and Telephone	390,173	379,892	430,712	408,583	331,107	377,075	359,257						2,678,899
24 Interest Expense	37,914	37,914	37,914	21,234	21,234	21,234	21,234						198,679
25 Depreciation & Amortization	1,042,305	998,590	1,004,521	1,073,360	1,026,709	1,027,572	1,018,847						7,191,904
26 Other Operating Expense	461,297	691,908	446,204	569,987	558,594	478,019	498,536						3,704,545
27 TOTAL EXPENSE	32,625,344	34,298,137	34,598,544	35,740,167	34,893,657	34,960,049	35,116,150						242,332,048
28 NET INCOME(LOSS)	(235,172)	1,400,012	468,622	1,620,735	778,604	376,206	298,206						4,707,214
Normalization for Extraordinary Items													
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	-	-	-	-	-	-	-						-
NET INCOME BEFORE Extraordinary Items	(235,172)	1,400,012	468,622	1,620,735	778,604	376,206	298,206						4,707,214
CAPITAL CONTRIBUTIONS													
36 County Contribution													
CHANGE IN NET ASSETS	(235,172)	1,400,012	468,622	1,620,735	778,604	376,206	298,206						4,707,214

NATIVIDAD
STATEMENT OF REVENUES AND EXPENSES & CHANGES IN NET ASSETS
AS OF JANUARY 31, 2024

CURRENT MONTH					YEAR-TO-DATE				
	Actual	Budget	Variance fav. (unfav)		Actual	Budget	Variance fav. (unfav)		Prior Yr
			\$ VAR.	% VAR			\$ VAR.	% VAR	
R E V E N U E									
Patient Revenue:									
1	\$ 77,660,888	\$ 78,774,497	\$ (1,113,609)	(1.4)	\$ 553,864,433	\$ 546,339,277	\$ 7,525,156	1.4	\$ 538,824,321
2	6,399,055	6,626,638	(227,583)	(3.4)	40,078,934	45,958,934	(5,880,000)	(12.8)	44,201,401
3	38,399,344	37,491,179	908,165	2.4	271,681,056	260,019,491	11,661,565	4.5	255,173,887
4	122,459,287	122,892,314	(433,027)	(0.4)	865,624,422	852,317,702	13,306,720	1.6	838,199,609
Deductions from Revenue									
5	93,216,687	94,065,885	849,198	0.9	656,563,568	652,392,423	(4,171,145)	(0.6)	639,905,331
6	2,933,334	3,121,606	188,272	6.0	22,949,506	21,649,848	(1,299,658)	(6.0)	20,894,866
7	13,981	84,587	70,606	83.5	494,521	586,651	92,130	15.7	636,114
8	96,164,002	97,272,078	1,108,076	1.1	680,007,595	674,628,922	(5,378,673)	(0.8)	661,436,311
9	26,295,285	25,620,236	675,049	2.6	185,616,827	177,688,780	7,928,047	4.5	176,763,298
10	21.47%	20.85%			21.44%	20.85%			21.09%
11	7,672,656	6,659,860	1,012,796	15.2	52,769,150	46,619,020	6,150,130	13.19	60,895,000
Total Government Funding									
Other Operating Revenue:									
12	122,684	126,917	(4,233)	(3.3)	858,786	888,419	(29,633)	(3.3)	863,016
13	563,942	245,833	318,109	129.4	3,961,117	1,720,831	2,240,286	130.2	2,447,451
14	336,037	60,000	276,037	460.1	741,037	420,000	321,037	76.4	420,000
15	423,752	440,900	(17,148)	(3.9)	3,092,345	3,086,290	6,055	0.2	2,890,985
16	1,446,415	873,650	572,765	65.6	8,653,286	6,115,540	2,537,746	41.5	6,621,452
17	35,414,357	33,153,746	2,260,611	6.8	247,039,262	230,423,340	16,615,922	7.2	244,279,750
TOTAL REVENUE									
EXPENSE									
18	19,412,622	18,867,460	(545,162)	(2.9)	135,353,410	131,214,960	(4,138,450)	(3.2)	122,504,473
19	910,554	776,506	(134,048)	(17.3)	6,396,136	5,385,444	(1,010,692)	(18.8)	15,150,457
20	5,763,135	5,133,148	(629,987)	(12.3)	36,927,083	35,785,628	(1,141,455)	(3.2)	34,085,774
21	3,482,480	2,863,523	(618,957)	(21.6)	24,013,513	19,914,017	(4,099,496)	(20.6)	21,241,971
22	3,225,998	2,783,203	(442,795)	(15.9)	22,873,262	19,302,855	(3,570,407)	(18.5)	21,767,644
23	423,489	372,870	(50,619)	(13.6)	2,996,616	2,610,090	(386,526)	(14.8)	2,584,264
24	359,257	408,933	49,676	12.1	2,676,899	2,836,145	159,246	5.6	2,660,794
25	21,234	50,194	28,960	57.7	198,679	348,116	149,437	42.9	313,120
26	1,018,847	1,160,271	141,424	12.2	7,191,904	8,047,043	855,139	10.6	7,536,479
27	498,536	437,978	(60,558)	(13.8)	3,704,545	3,037,566	(666,979)	(22.0)	3,360,743
28	35,116,150	32,854,086	(2,262,064)	(6.9)	242,332,048	228,481,864	(13,850,184)	(6.1)	231,205,719
29	298,206	299,660	(1,454)	(0.5)	4,707,214	1,941,476	2,765,738	142.5	13,074,031
NET INCOME(LOSS)									
CAPITAL CONTRIBUTIONS									
30									
31	-	-	-	-	-	-	-	-	-
32	-	-	-	-	-	-	-	-	-
33	-	-	-	-	-	-	-	-	-
34	\$ 298,206	\$ 299,660	\$ (1,454)	(0.5)	\$ 4,707,214	\$ 1,941,476	\$ 2,765,738	142.5 %	\$ 13,074,031
CHANGE IN NET ASSETS									
County Contribution									

STATEMENT OF REVENUES AND EXPENSES & CHANGES IN NET ASSETS PER ADJUSTED PATIENT DAY
AS OF JANUARY 31, 2024

NATIVIDAD

	CURRENT MONTH				YEAR -TO -DATE			
	Actual	Budget	\$ VAR.	% VAR.	Actual	Budget	\$ VAR.	% VAR.
	6,081	5,531	560	10.1%	41,038	38,363	2,675	7.0%

NATIVIDAD
BALANCE SHEET
AS OF JANUARY 31, 2024

		CURRENT MONTH			YEAR - TO - DATE		
		BEGINNING	ENDING	INC/(DEC)	% CHG.		

NATIVIDAD
STATE AND COUNTY RECEIVABLES
AS OF 1/31/24

BALANCE SHEET		Prior Years				
	<u>Req. Balance</u>	<u>Accruals</u>	<u>Final Rec'n</u>	<u>IGT</u>	<u>Payments</u>	<u>Ending Balance</u>
Medi-Cal Waiver (DSH + SNCP)	1,224,882	8,341,664	240,122	23,318,222	(28,495,539)	4,629,352
Physician SPA	-	291,667				291,667
Hospital Fee	(3)	583,331				583,328
Rate Range IGT-CCAH-	11,664,000	8,165,500				19,829,500
MCMC EPP	14,000,000	8,983,331		6,206,776	(15,586,490)	13,603,617
MCMC QIP	24,000,000	19,833,331				43,833,331
SB1732	-	1,633,331			(315,901)	1,317,430
AB 915	-	2,228,541				2,228,541
Medical GME	-	583,331		1,086,864	(2,757,509)	(1,087,314)
Family First-COVID 19	22,930	291,669			(510,191)	(195,591)
GOVERNMENT RECEIVABLES	50,911,809	50,935,696	240,122	30,611,862	(47,665,630)	85,033,859
UCSF & TOURO University	-	55,833			(48,500)	7,333
Miscellaneous Receivable	53,622	707,643			(987,227)	(225,962)
Office Buildings	(43,583)	864,323			(857,324)	(36,583)
Medical HPE	40,955	175,000			(367,998)	(152,044)
Interest Accrued	-	3,961,117			(1,705,349)	2,255,768
Accrued Donations	755,683	450,030			(286,544)	919,169
Probation	-	665,463			(554,512)	110,951
Health Department	-	1,153,086			(990,586)	162,500
Watsonville	1,000,000					1,000,000
OTHER RECEIVABLES	1,806,677	8,032,494	-	-	(5,798,040)	4,041,132
STATE/COUNTY RECEIVABLES	\$ 52,718,486	\$ 58,968,190	\$240,122	\$ 30,611,862	\$ (53,463,669)	\$ 89,074,991

P & L	YTD
	JAN-24
Medi-Cal DSH /SNCP	\$ 8,341,664
Physician SPA	\$ 291,667
Rate Range IGT-CCAH-	8,165,500
Esperanza Care	(1,458,338)
Family First C-19 Response-FMAP Enhance-	291,669
Medical GME	583,331
HPE	175,000
Hospital Fee	583,331
MCMC EPP	8,983,331
HD Residency Support	(291,669)
MCMC QIP	19,833,331
AB915	2,228,541
Medicare Bi-Weekly Payment	908,461
CARES Act Fund Aid	2,500,000
SB 1732	1,633,331
GOVERNMENT FUNDING INCOME	\$ 52,769,150

NATIVIDAD

STATEMENT OF CASH FLOWS

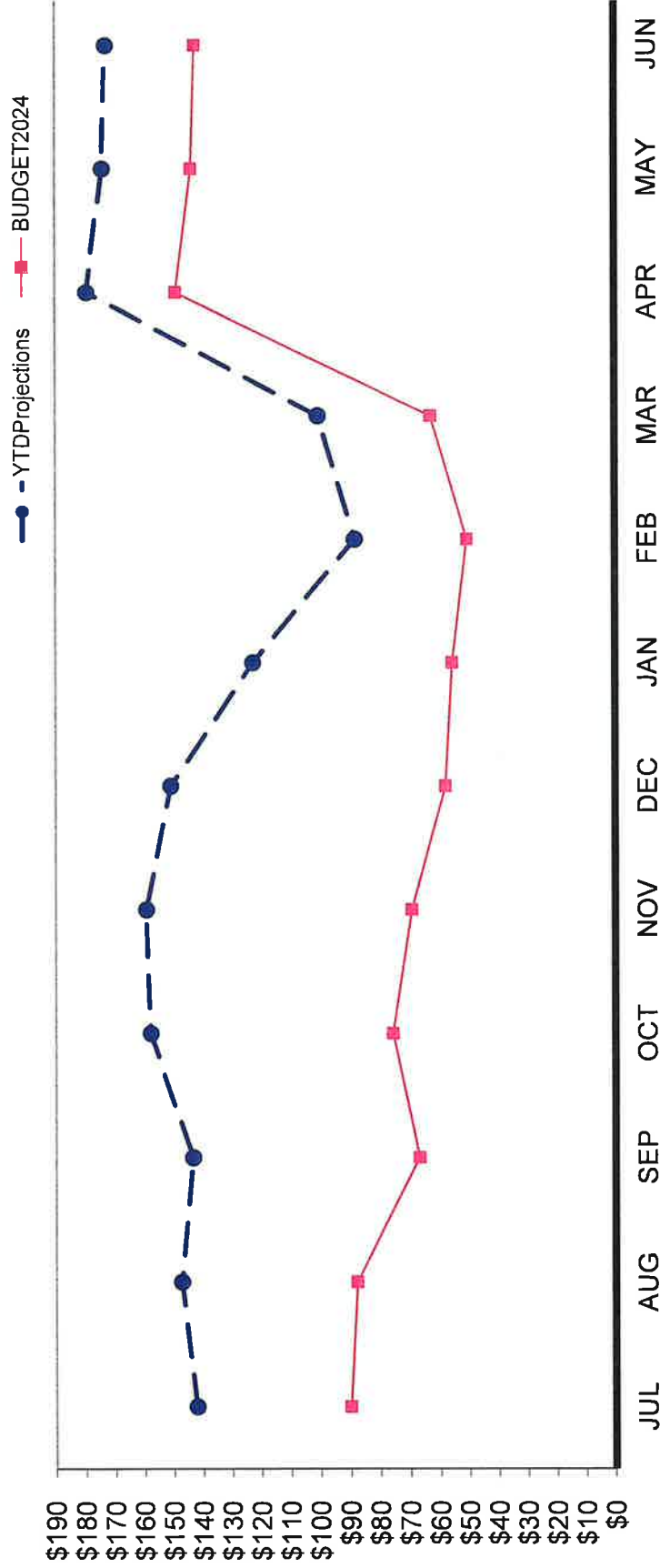
AS OF JANUARY 31, 2024

	CURRENT MONTH		YEAR - TO - DATE
1	\$ 151,106,311	CASH AT BEGINNING OF PERIOD	\$ 162,833,635
2		FROM OPERATIONS:	
3	298,206	NET INCOME/(LOSS)	4,707,214
4	-	NET INCOME ADJ - PRIOR YEAR	-
5	945,016	DEPRECIATION/AMORT	\$ 6,990,183
6	1,243,223	SUBTOTAL	11,697,397
7		CHANGES IN WORKING CAPITAL:	
8	(4,000,861)	ACCOUNTS RECEIVABLE	(16,007,861)
	500,000	FUND AID STIMULUS	2,500,000
9	(13,301,462)	STATE/COUNTY RECEIVABLE	(36,482,506)
10	567,340	PREPAID EXPENSE & INVENTORY	(4,925,814)
11	(5,968,279)	ACCRUED PAYROLL	3,356,081
12	(5,308,690)	ACCOUNTS PAYABLE	(7,982,461)
13	(500,000)	MCARE/MEDICAL LIABILITIES	(2,373,999)
15	-	SHORT TERM DEBT	242,355
16	(1,017,434)	ACCRUED LIABILITIES	2,747,694
17	(29,029,386)	NET (DECREASE)/INCREASE	(58,926,511)
18		CAPITAL ADDITIONS:	
19	(405,765)	PP&E ADDITIONS	(3,117,660)
20	-	NBV OF ASSETS DISPOSED	-
21	(405,765)	TOTAL CAPITAL (Use of Cash)	(3,117,660)
22		FINANCING ACTIVITY:	
23	(54,817)	LONG TERM BOND DEBT	(4,629,326)
24	28,006	OTHER ASSETS	15,030,036
25	-	INVESTMENTS	-
26	(26,811)	TOTAL FINANCING	10,400,710
27	(28,218,740)	INC./(DEC.) IN CASH BALANCE	(39,946,064)
28	\$ 122,887,571	CASH BALANCE - END OF PERIOD	\$ 122,887,571

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	\$ 14,300,000	\$ 14,300,000	\$ -
Physician SPA	\$ 500,000	\$ 500,000	-
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)



Months	ACTUAL		ACTUAL		ACTUAL		ACTUAL		ACTUAL		ESTIMATE		ESTIMATE		ESTIMATE		ESTIMATE	
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
YTD	142	147	144	158	159	151	123	88	101	180	174	173						
BDGT	90	88	67	76	69	58	56	51	63	149	144	143						
Variance	52	60	77	82	90	93	67	38	38	30	30	30						

NATIVIDAD
CASH FORECAST
FISCAL YEAR 2024

	ACTUAL JUL	ACTUAL AUG	ACTUAL SEP	ACTUAL OCT	ACTUAL NOV	ACTUAL DEC	ACTUAL 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	140,919,763	122,878,278	88,447,048	100,672,976	179,556,157	174,273,774	162,833,635
CASH RECEIPTS													
Patient Revenues (incl pro fees and lab cap)	21,808,531	26,184,631	22,199,687	29,390,787	24,048,348	15,638,476	30,751,652	24,857,027	24,857,027	24,857,027	24,857,027	24,857,027	294,307,246
Provider Fee								250,000	250,000	-	-	250,000	750,000
RR IGT CCAH								-	14,000,000	-	-	-	14,000,000
Stimulus - Family First Response COVID19-		83,251	267,896	10,480	82,092		66,473	-	-	-	-	-	510,191
SHORT DOYLE				293,324		58,118	1,262,503	754,219	861,445	861,445	861,445	861,445	5,813,944
HPE			97,974	200,726			69,298	25,000	25,000	25,000	25,000	25,000	492,998
Foundation Donations	494,657	40,685	68,272	15,045	43,054		395,194	60,000	60,000	60,000	60,000	60,000	1,356,907
Mcal Waiver FY 22-23/GPP		11,658,646			16,663,872			-	-	3,700,000	-	-	32,022,518
Fund Aid			500,000	500,000	500,000	500,000	500,000	-	-	-	-	-	2,500,000
SB1732			315,901					-	2,453,478	-	-	-	2,769,379
HEALTH DEPARTMENT REIMB		132,985		311,241	167,122		278,423	139,646	139,646	139,646	139,646	139,646	1,588,000
MCAL GME	388,091	501,055		1,093,751		774,612		-	250,000	-	-	250,000	3,257,509
AB915						-	-	-	-	-	-	3,820,000	3,820,000
Rent Income	23,345	23,345	321,362	93,696	144,672	122,184	123,184	123,592	123,592	123,592	123,592	123,592	1,469,745
QIP										65,860,388			65,860,388
EPP				15,586,490						15,586,490			31,172,980
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	100,720	25,140	558,219	854,476	1,206,590	614,476	1,801,004	6,194,444
Interest Income						1,705,349		-	737,499	-	-	737,499	3,180,347
Miscellaneous Revenue	269,493	1,398,558	687,981	432,981	401,620	360,214	857,718	-	-	-	-	-	4,408,565
Total Cash Receipts	22,984,117	47,127,890	24,687,128	58,706,842	42,063,559	19,259,672	34,329,586	26,767,702	44,612,162	112,420,177	26,681,185	32,925,212	492,565,233
CASH DISBURSEMENTS													
Purchased Services and Supplies	8,337,656	8,848,094	9,830,316	14,066,528	9,211,616	17,834,249	16,797,988	9,507,829	9,507,829	9,507,829	9,507,829	9,507,829	132,465,592
IGT MEDICAL GME	325,968	86,140		332,488			342,267						11,132,161
GPP	7,552,884			10,377,786			5,387,552						23,318,222
PNPP SFY12-13		240,122											240,122
IGT EPP		6,206,776						7,446,172					13,652,948
IGT QIP								21,906,674					21,906,674
GPP Transfer to HD/BH (3 FYs)							1,603,047						1,603,047
Building Lease / Rental Equipment	194,125							171,752	190,159		190,159	184,021	1,114,237
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	18,360,499	27,588,729	20,885,906	20,885,906	20,885,906	20,885,906	20,885,906	248,568,304
Workers Comp Allocation					4,909,589								4,909,589
Property Insurance					1,476,025								
Liability Insurance					1,839,738								
COWCAP	4,933,569	21,561						-	-	-	-	-	4,955,130
Data Processing	1,010,147					1,103,120	220,583	297,516	297,516	297,516	297,516	297,516	3,821,429
Pension Fund Transfer to County	3,066,755												3,066,755
Capital Expenses Fund 404		897,959	55,034	68,048	12,779	100,720	25,140	558,219	854,476	1,206,590	614,476	1,801,004	6,194,444
Capital Expenditures		685,106	473,712	959,561	261,642	331,873	405,765	424,865	650,348	918,345	467,682	1,370,758	6,949,656
Total Cash Disbursements	43,509,360	42,047,927	28,469,318	44,258,011	40,728,006	37,730,460	52,371,071	61,198,932	32,386,234	33,536,996	31,963,568	34,047,033	488,976,449
Increase/(Decrease)	(20,525,243)	5,079,963	(3,782,190)	14,448,831	1,335,554	(18,470,788)	(18,041,485)	(34,431,229)	12,225,928	78,863,181	(5,282,383)	(1,121,821)	3,588,783
Ending Cash Fund 451	142,308,392	147,388,355	143,606,166	158,054,997	159,390,551	140,919,763	122,878,278	88,447,048	100,672,976	179,556,157	174,273,774	173,151,953	166,422,419
(+) Cash In Transit						10,177,223							
(+) Petty Cash and CC	16,984	8,381	9,913	10,341	22,659	9,326	9,294						
Ending Cash as per G/L	142,325,376	147,396,736	143,616,079	158,065,338	159,413,209	151,106,311	122,887,571	88,447,048	100,672,976	179,556,157	174,273,774	173,151,953	
Fund 404													
Beginning Balance	64,093,731	64,093,731	63,195,772	63,140,738	63,072,690	63,059,910	62,959,191	62,934,050	62,375,831	61,521,355	60,314,766	59,700,290	
Transfer In from fund 451													
Transfer Out fund 404	-	(897,959)	(55,034)	(68,048)	(12,779)	(100,720)	(25,140)	(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	62,959,191	62,934,050	62,375,831	61,521,355	60,314,766	59,700,290	57,899,286	
Ending Cash Fund 451 & 404	206,402,122	210,584,127	206,746,903	221,127,687	222,450,461	203,878,953	185,812,328	150,822,880	162,194,331	239,870,923	233,974,064	231,051,240	

CREDENTIALS REPORT TO BOT

INITIAL APPOINTMENTS: The following practitioners have applied for initial appointment to the Medical Staff or Allied Health Professional staff. Review and recommendation for staff membership and/or privileges is based on quantitative and qualitative factors such as: current licensure, DEA, professional liability insurance, board certification, continuing education, review of health status, education, training and current clinical competence, NPDB, litigation history, peer references and current and prior affiliations, etc. Membership and/or privilege requirements are satisfactorily met, unless specified below. Initial appointments will be granted Provisional staff status along with privileges or practice prerogatives for a period not to exceed twenty-four (24) months.

NAME	SPECIALTY / SERVICE	NOTES	PROCTOR	APPOINTMENT PERIOD	RECOMMEND
Bey, Thomas, MD	Interventional Radiology / Radiology		Dr. Martinez	03/08/2024 – 03/01/2026 Temps: 2/2/24 – 3/8/24	Srv Dir: 02/01/2024
Burckhard, Braden A., MD	Ophthalmology / Surgical Specialties	1.	Dr. Di Stante	03/08/2024 – 03/01/2026	Srv Dir: 01/29/2024
Kopec, Marcin, MD	Teleradiology / Radiology	1.	Dr. Martinez	03/08/2024 – 03/01/2026	Srv Dir: 12/18/2023
Patel, Lincoln R., MD	Teleradiology / Radiology		Dr. Martinez	03/08/2024 – 03/01/2026	Srv Dir: 01/30/2024
Plotz, Zachary J., MD	Teleradiology / Radiology		Dr. Martinez	03/08/2024 – 03/01/2026	Srv Dir: 01/30/2024
Sandhu, Simranjit S., DPM	Podiatry / Surgical Specialties		Dr. Di Stante	03/08/2024 – 03/01/2026 Temporary Privileges 01/12/2024 – 03/08/2024	Srv Dir: 11/30/2023

LOCUMS TENENS: The following practitioner(s) were granted Temporary privileges to fulfill an important patient care, treatment, service need and to see only the patients of the practitioner for whom he/she is providing locum tenens services.						
NAME		SPECIALTY	SERVICE	REASON	TIMEFRAME	RECOMMEND

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None				
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REAPPOINTMENTS: The following practitioners have applied for reappointment to the Medical or AHP Staff. Review and recommendation for staff membership and/or privileges is based on quantitative and qualitative factors such as: current licensure, DEA, professional liability insurance, board certification, continuing education, review of health status, current clinical competence, NPDB, litigation history, peer references, OPPE and peer review data. Membership and/or privilege requirements are satisfactorily met, unless specified below. Membership requirements are met, unless specified below. <u>Practitioners will be reappointed to their current staff status, unless specified below, for a period not to exceed 24 months.</u>				
NAME	SPECIALTY / SERVICE	NOTES	STATUS	REAPPOINTMENT PERIOD
Appleton, Christopher D., DO	Anatomic & Clinical Pathology / Pathology		Active	4/1/2024 – 4/1/2026
Del Piero, Eric J., MD	Ophthalmology / Surgical Specialties		Active	4/1/2024 – 4/1/2026
Diekman-Guiroy, Bernadette, MD	General Surgery / Surgical Specialties		Courtesy	4/1/2024 – 4/1/2026
Fisher, Jason E., MD	Teleradiology / Radiology		Provisional	4/1/2024 – 4/1/2026
Harrison, Amy R., MD	Teleneurology / Medical Specialties		Provisional to Courtesy	4/1/2024 – 4/1/2026
Kenner, Kati L., PA-C	Physician Assistant Emergency Medicine / Emergency Medicine		Advanced Practice Professional	4/1/2024 – 4/1/2026
Pompan, Donald C., MD	Orthopedic Surgery / Surgical Specialties		Active	4/1/2024 – 4/1/2026
Reddy, Kartheek K., MD	Orthopedic Surgery / Surgical Specialties		Active	4/1/2024 – 4/1/2026
Samarasinghe, Ranmal A., MD	Intraoperative Monitoring / Medical Specialties		Provisional	4/1/2024 – 4/1/2026
Schrader, Lara M., MD	Intraoperative Monitoring / Medical Specialties		Provisional	4/1/2024 – 4/1/2026
Sunde, Douglas E., MD	Plastic Surgery / Surgical Specialties		Courtesy	4/1/2024 – 4/1/2026
Trapp, Terrence K., MD	Otolaryngology – Head and Neck Surgery / Surgical Specialties		Active	4/1/2024 – 4/1/2026
Zhao, Hong, MD	Hematology & Oncology / Medical Specialties		Active	4/1/2024 – 4/1/2026

INITIAL FPPE / RELEASE FROM PROCTORING: The following practitioner(s) have completed their basic and/or advanced procedure proctoring requirements.

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NAME	SPECIALTY / SERVICE	PRIVILEGES / PRACTICE PREROGATIVES
Fisher, Jason E., MD	Teleradiology / Radiology	MRI, CT, US proctor completed
Harrison, Amy R., MD	Teleneurology / Medical Specialties	Teleneurology Core proctor completed
Kenner, Kati L., PA-C	Physician Assistant Emergency Medicine / Emergency Medicine	ED PA Core proctoring completed
Samarasinghe, Ranmal A., MD	Intraoperative Monitoring / Medical Specialties	Intraoperative Remote Neurological Monitoring
Schrader, Lara M., MD	Intraoperative Monitoring / Medical Specialties	Intraoperative Remote Neurological Monitoring

CATEGORY CHANGES OUTSIDE OF REAPPOINTMENT: The following practitioner(s) category or status were changed as described.				
NAME	SPECIALTY / SERVICE LINE	CURRENT / NEXT	REASON	EFFECTIVE DATE
Bergen, Kathryn M., DO	Family Medicine / Family Medicine	Provisional / Suspension	Failure to renew Medical License	1/31/24
Hamlin, Forrest R., DO	Family Medicine Hospitalist / Family Medicine	1. Administrative Suspension / Provisional 2. Prescribing Privileges Suspended	1. Medical License Renewal verified 2. Out of State DEA	01/09/2024 01/09/2024
Ngann, Kuong K., DO	Trauma Surgery / General Surgery / Surgical Specialties	Suspension	Failure to provide liability coverage	01/19/2024
Ramirez, Julie A., AGACNP-BC	Adult Gerontology Acute Care Nurse Practitioner / Trauma	Administrative Suspension / Advanced Practice Professional	ANNC Board Renewal verified	01/09/2024
Tran, Minh Q., MD	Neurosurgery / Surgical Specialties	Fluoroscopy privilege suspended	Failure to provide/renew fluoroscopy license	01/19/2024

PRIVILEGE CHANGES OUTSIDE OF REAPPOINTMENT: The following practitioner(s) have requested an increase or decrease of privileges. An increase in privileges shall be granted for the remainder of the current appointment period.			
NAME	SPECIALTY / SERVICE	REQUEST	PROCTOR
Lin, Jennifer C., MD	Diagnostic Radiology / Radiology	ADD: Mammography privileges -- Temporary Privileges 1/16/2024	Dr. Martinez
Silk, Jeremy A., MD	Plastic Surgery / Surgical Specialties	REMOVE: Fluoroscopy privilege effective 1/31/24, relinquished	Dr. Di Stante

RESIGNATIONS: The following practitioner(s) have voluntarily resigned their staff membership and privileges or AHP status. Practitioners were in good standing with the Medical Staff of Natividad at the time of the resignation, unless specified below.			
NAME	SPECIALTY / SERVICE	REASON	EFFECTIVE DATE
Graham, Kyle A., MD	OBGYN / OBGYN	Voluntary Resignation	01/05/2024
Goldman, Sheree L., WHNP-BC, DNP	Sexual Assault Forensic Examiner / Emergency Medicine	Voluntary Resignation	03/19/2024
Jafri, Syed S., MD	Teleneurology / Medical Specialties	Voluntary Resignation	12/22/2023
Liem, Caleb, MD	OBGYN / OBGYN	Retired	12/29/2023
Lugo, Brian A., MD	Trauma Surgery / General Surgery / Surgical Specialties	Voluntary Resignation	07/01/2023
Salazar, Leticia G., PA-C	Emergency Medicine Physician Assistant / Emergency Medicine	Voluntary Resignation	10/18/2023
Schmetz, Mark A., MD	Diagnostic Radiology / Radiology	Voluntary Resignation	12/31/2023

RELEASE FROM ADVANCED PROCEDURE TEACHING / TRAINING: The following Advanced Practice Professional(s) have completed their advanced procedure teaching/training requirements in the following privileges as per MSP008-4. They are eligible to apply for these practice prerogatives.			
NAME	SPECIALTY	SERVICE	RECOMMEND
None			

TRAUMA NURSE PRACTITIONER ADVANCED PROCEDURE TEACHING / TRAINING: The following Trauma Nurse Practitioner(s) meet the qualifications and request to participate in the Advanced Procedure Teaching / Training, MSP008-4.	
NAME	PROCEDURE
None	

NEONATAL NURSE PRACTITIONER ADVANCED PROCEDURE TEACHING / TRAINING: The following Neonatal Nurse Practitioners() meet the qualifications and request to participate in the Advanced Procedure Teaching / Training, MSP008-5.	
NAME	PROCEDURE

Emergency Medicine Physician Assistant, Nurse Practitioner ADVANCED PROCEDURE TEACHING AND TRAINING: The following meet the qualifications and request to participate in the Advanced procedure Teaching / Training, MSP008-6		
NAME	PROCEDURE	RECOMMEND
None		