



Finance Committee Meeting 2024

March 8, 2024



Finance Committee Meeting

Friday, March 8, 2024

8:30 AM

**NATIVIDAD ROOM
1ST FLOOR, BUILDING 200**

AGENDA

Participation in meetings

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

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

+1 971 247 1195 US (Portland)

+1 253 215 8782 US (Tacoma)

+1 346 248 7799 US (Houston)

+1 602 753 0140 US (Phoenix)

+1 720 928 9299 US (Denver)

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

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

<https://natividad.zoom.us/j/96174954866?pwd=cGVUcEJTTU53aGsyd0tJbDRlUUtQT09>

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

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

Or

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

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

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

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

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

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

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

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

Call to Order

Marcia Atkinson, Chair

Roll Call

Agenda Additions/Corrections

Noemi Breig

Public Comments (Limited 3 minutes per speaker)

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

Approval of Minutes

1. Approve the Minutes of February 9, 2024 Finance Committee. *Pages 7-11*

Consent Items

2. Approve for consideration by the NMC Board of Trustees the Items in Attachment A. *Pages 12-37*

Scheduled Items/Discussion Items

3. Review and approve for consideration by the NMC Board of Trustees the following request which is in the final stages of negotiation:
 - a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute 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. *Pages 38-39 (Ari Entin)*
4. Review and approve for consideration by the NMC Board of Trustees the following request which is in the final stages of negotiation:
 - a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute 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. *Pages 40-41 (Dr. Craig Walls)*
5. Receive and Approve January 2024 Financial Report. *Pages 42-54*

Daniel Leon, CFO

Adjournment

**NEXT FINANCE COMMITTEE MEETING
FRIDAY, APRIL 12, 2024 AT 8:30 A.M.
NATIVIDAD ROOM
1ST Floor, Building 200**

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



Finance Committee Meeting
Friday, March 8, 2024
Consent Items

Attachment A

1. <i>Pages 12-13</i>	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.
2. <i>Pages 14-15</i>	<ol style="list-style-type: none">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).
3. <i>Pages 16-17</i>	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.
4. <i>Pages 18-19</i>	<ol style="list-style-type: none">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; andb. 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.
5. <i>Pages 20-21</i>	<ol style="list-style-type: none">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).

6. Pages 22-23	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.
7. Pages 24-25	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.
8. Pages 26-27	<ul style="list-style-type: none"> 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.
9. Pages 28-29	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.
10. Pages 30-31	<ul style="list-style-type: none"> 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.
11. Pages 32-33	<ul style="list-style-type: none"> 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.
12. Pages 34-35	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;
13. Pages 36-	<ul style="list-style-type: none"> 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

37	<p>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.</p> <p>b. Approve the NMC's Chief Executive Officer's recommendation to accept non-standard indemnification provisions within the agreement.</p>
----	--



Finance Committee Meeting

Friday, February 9, 2024

8:30 AM

NATIVIDAD ROOM

1ST FLOOR, BUILDING 200

MINUTES

Participation in meetings

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

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

+1 971 247 1195 US (Portland)

+1 253 215 8782 US (Tacoma)

+1 346 248 7799 US (Houston)

+1 602 753 0140 US (Phoenix)

+1 720 928 9299 US (Denver)

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

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

<https://natividad.zoom.us/j/96174954866?pwd=cGVUcEJTTU53aGsyd0tJbDRlYUttQT09>

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

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

Or

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

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

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

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

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

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

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

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

Board Members: Mitch Winick, Dr. Charles Harris, Dr. Marc Tunzi

Absent: Marcia Atkinson

NMC Staff/County: Andrea Rosenberg, Daniel Leon, Nancy Buscher, Ari Entin, Jeanne-Ann Balza, Cher Krause

Call to Order

Mitch Winick, Chair

Roll Call

Present

*Mitch Winick
Dr. Marc Tunzi*

Dr. Charles Harris

Absent

Marcia Atkinson

Agenda Additions/Corrections

Noemi Breig

- *Removed Consent Item 2, Attachment A, #10 from the agenda.*

Public Comments (Limited 3 minutes per speaker)

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

Approval of Minutes

1. Approve the Minutes of January 12, 2024 Finance Committee.

MOTION: *Motion to approve the minutes of January 12, 2024, Finance Committee Meeting moved by Dr. Charles Harris, seconded by Dr. Marc Tunzi, and approved unanimously.*

Consent Items

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

MOTION: *Motion to approve Consent Item 2 for consideration by the NMC Board of Trustees, Attachment A, item 1 through 9, and item 11-12, moved by Dr. Charles Harris, seconded by Dr. Marc Tunzi and approved unanimously.*

Scheduled Items/Discussion Items

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

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute 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. **(Andrea Rosenberg)**

MOTION: *Motion to approve Scheduled, item 3, for consideration by the NMC Board of Trustees, moved by Dr. Charles Harris, seconded by Dr. Marc Tunzi, and approved unanimously.*

4. Receive and Approve December 2023 Financial Report.

Daniel Leon, CFO

MOTION: *Motion to accept the December 2023 Financial Report moved by Dr. Charles Harris, seconded by Dr. Marc Tunzi, and approved unanimously.*

Adjournment at 8:45 AM

Recorded by Noemi Breig



Finance Committee Meeting
Friday, February 9, 2024
Consent Items
MINUTES
Attachment A

1.	<ul style="list-style-type: none"> 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.
2.	<p>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.</p>
3.	<ul style="list-style-type: none"> 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.
4.	<ul style="list-style-type: none"> 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.
5.	<p>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.</p>
6.	<ul style="list-style-type: none"> 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.
7.	<p>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</p>

	<p>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.</p>
8.	<p>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</p> <p>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.</p>
9.	<p>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</p> <p>b. Authorize the CEO for NMC or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not significantly change the scope of work, do not cause an increase of more than ten percent 10% (\$41,000) of the original contract amount and do not increase the total contract amount above \$1,951,000.</p>
10. REMOVED	<p>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;</p> <p>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</p> <p>c. Direct the Human Resources Department to implement the changes in the Advantage Human Resources Management (HRM) System.</p>
11.	<p>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</p> <p>b. Direct the Human Resources Department to implement the changes in the Advantage Human Resources Management (HRM) System.</p>
12.	<p>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</p> <p>b. Authorize the CEO for NMC or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not significantly change the scope of work, do not exceed 10% (\$10,000) of the original contract amount and do not increase the total contract amount above \$310,000.</p>

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. Graham'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

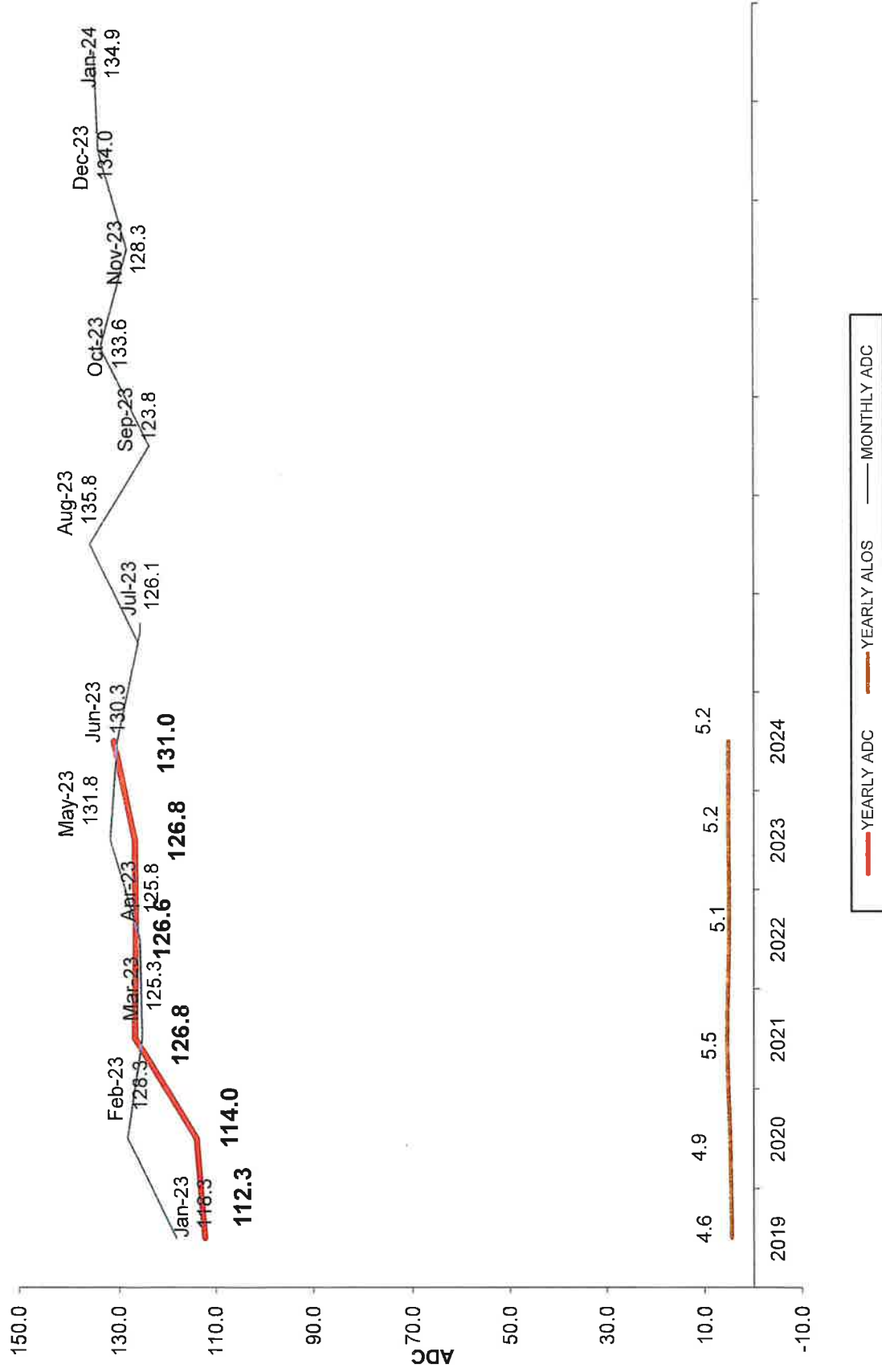
02/15/24

FINANCIAL STATEMENTS

JANUARY 31, 2024

I N D E X

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



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:													
Inpatient	75,825,124	81,181,440	75,600,355	84,990,765	76,534,937	82,070,923	77,560,888						553,864,433
Pro Fees	4,930,938	5,547,977	6,135,118	6,498,508	5,846,986	4,720,352	6,399,055						40,078,934
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
Total Patient Revenue	117,475,232	125,881,561	121,472,423	132,938,532	122,571,946	122,824,440	122,459,287						865,624,422
Deductions from revenue	89,537,030	94,105,959	91,852,157	101,057,942	92,694,258	94,299,536	93,216,687						656,563,568
Contractual Deductions	3,902,355	4,451,253	3,433,866	3,200,210	2,924,570	2,103,918	2,933,334						22,949,506
Bad Debt	32,434	16,002	100,784	104,233	168,465	57,622	13,981						484,521
Unable to Pay													
Total Contractual Discounts	93,471,819	98,573,214	95,186,607	104,362,384	95,788,293	96,461,076	96,164,002						680,007,595
Net Patient Revenue	24,004,414	27,308,347	26,285,816	28,576,148	26,783,653	26,363,364	26,295,285						185,616,827
As a percent of Gross Revenue	20.43%	21.69%	21.64%	21.50%	21.85%	21.46%	21.47%						21.44%
Total Government Funding	7,172,655	7,172,655	7,733,219	7,672,655	7,672,655	7,672,655	7,672,655						52,769,150
Other Operating Revenue:													
Rent Income	126,949	118,418	122,684	122,684	122,684	122,684	122,684						858,786
Interest Income	563,942	563,396	563,942	563,942	563,942	578,011	563,942						3,961,117
NMF Contribution	60,000	60,000	60,000	90,000	67,500	67,500	336,037						741,037
Other Income	462,213	475,332	401,705	335,474	461,827	532,041	423,752						3,092,345
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	32,590,173	35,698,149	35,167,168	37,360,903	35,672,261	35,336,255	35,414,357						247,039,262
EXPENSE													
Salaries, Wages & Benefits	18,420,876	19,260,639	19,435,892	19,785,987	19,349,099	19,688,296	19,412,622						135,353,410
Registry	1,009,571	968,009	946,882	896,300	821,592	843,228	910,554						6,396,136
Phys/Residents SWB & Contract Fees	4,994,554	5,108,351	5,491,614	5,298,878	5,142,542	5,128,010	5,763,135						36,927,083
Purchased Services	3,049,135	3,239,769	3,410,518	3,782,206	3,538,386	3,511,019	3,482,480						24,013,513
Supplies	2,811,489	3,204,107	3,085,841	3,514,114	3,570,515	3,461,198	3,225,998						22,873,282
Insurance	408,031	408,857	408,444	389,519	533,878	424,389	423,489						2,986,616
Utilities and Telephone	390,173	379,992	430,712	408,583	331,107	377,075	359,257						2,676,889
Interest Expense	37,914	37,914	37,914	21,234	21,234	21,234	21,234						196,679
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
Other Operating Expense	461,297	691,908	446,204	566,987	558,594	478,019	488,536						3,704,545
TOTAL EXPENSE	32,625,344	34,288,137	34,698,544	35,740,167	34,893,657	34,960,049	35,116,150						242,332,048
NET INCOME(LOSS)	(35,172)	1,400,012	468,622	1,620,735	778,604	376,206	298,206						4,707,214
Normalization for Extraordinary Items													
State One Time Grant	-	-	-	-	-	-	-						-
Kaiser Settlement	-	-	-	-	-	-	-						-
American Rescue Plan (ARPA) Rural Fund	-	-	-	-	-	-	-						-
Families First C-19 Response	-	-	-	-	-	-	-						-
Total Extraordinary Items	-	-	-	-	-	-	-						-
CAPITAL CONTRIBUTIONS													
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)	
			\$ 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
2	6,399,055	6,626,638	(227,583)	(3.4)	40,078,934	45,958,934	(5,880,000)	(12.8)
3	38,399,344	37,491,179	908,165	2.4	271,881,056	260,019,491	11,861,565	4.5
4	122,459,287	122,892,314	(433,027)	(0.4)	865,624,422	852,317,702	13,306,720	1.6
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)
6	2,933,334	3,121,606	188,272	6.0	22,949,506	21,649,848	(1,299,658)	(6.0)
7	13,981	84,587	70,606	83.5	494,521	586,651	92,130	15.7
8	96,164,002	97,272,078	1,108,076	1.1	680,007,595	674,628,922	(5,378,673)	(0.8)
9	26,295,285	25,620,236	675,049	2.6	185,616,827	177,688,780	7,928,047	4.5
10	21.47%	20.85%			21.44%	20.85%		21.09%
Net Patient Revenue					Net Patient Revenue			
As a percent of Gross Revenue					As a percent of Gross Revenue			
Total Government Funding					Total Government Funding			
11	7,672,656	6,659,860	1,012,796	15.2	52,769,150	46,619,020	6,150,130	13.19
Total Revenue					Total Revenue			
12	122,684	126,917	(4,233)	(3.3)	858,786	888,419	(29,633)	(3.3)
13	563,942	245,833	318,109	129.4	3,961,117	1,720,831	2,240,286	130.2
14	336,037	60,000	276,037	460.1	741,037	420,000	321,037	76.4
15	423,752	440,900	(17,148)	(3.9)	3,092,345	3,086,290	6,055	0.2
16	1,446,415	873,650	572,765	65.6	8,653,286	6,115,540	2,537,746	41.5
17	35,414,357	33,153,746	2,260,611	6.8	247,039,262	230,423,340	16,615,922	7.2
Total Expense					Total Expense			
18	19,412,622	18,867,460	(545,162)	(2.9)	135,353,410	131,214,960	(4,138,450)	(3.2)
19	910,554	776,506	(134,048)	(17.3)	6,396,136	5,385,444	(1,010,692)	(18.8)
20	5,763,135	5,133,148	(629,987)	(12.3)	36,927,083	35,785,628	(1,141,455)	(3.2)
21	3,482,480	2,863,523	(618,957)	(21.6)	24,013,513	19,914,017	(4,099,496)	(20.6)
22	3,225,998	2,783,203	(442,795)	(15.9)	22,873,262	19,302,855	(3,570,407)	(18.5)
23	423,489	372,870	(50,619)	(13.6)	2,996,616	2,610,090	(386,526)	(14.8)
24	359,257	408,933	49,676	12.1	2,676,899	2,836,145	159,246	5.6
25	21,234	50,194	28,960	57.7	198,679	348,116	149,437	42.9
26	1,018,847	1,160,271	141,424	12.2	7,191,904	8,047,043	855,139	10.6
27	498,536	437,978	(60,558)	(13.8)	3,704,545	3,037,566	(666,979)	(22.0)
28	35,116,150	32,854,086	(2,262,064)	(6.9)	242,332,048	228,481,864	(13,850,184)	(6.1)
NET INCOME(LOSS)					NET INCOME(LOSS)			
29	298,206	299,660	(1,454)	(0.5)	4,707,214	1,941,476	2,765,738	142.5
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
County Contribution					County Contribution			
% CHANGE IN NET ASSETS					% CHANGE IN NET ASSETS			

**NATIVIDAD
BALANCE SHEET
AS OF JANUARY 31, 2024**

		CURRENT MONTH			YEAR - TO - DATE		
		BEGINNING	ENDING	INC/(DEC)	BEGINNING	ENDING	INC/(DEC)
				% CHG.			% CHG.
				(18.7) %			(24.5) %
1	\$ 151,106,311	\$ 122,887,571	\$ (28,218,740)	(1.8)	\$ 162,833,635	\$ 122,887,571	\$ (39,946,064)
2	28,483,667	27,983,667	(500,000)	(1.8)	30,483,667	27,983,667	(2,500,000)
3	66,891,335	69,892,196	4,000,861	6.1	53,884,336	69,892,196	16,007,861
4	75,773,529	89,074,991	13,301,462	17.6	52,592,486	89,074,991	36,482,506
5	6,155,867	5,942,360	(213,507)	(3.5)	5,412,718	5,942,360	529,642
6	9,737,298	9,383,464	(353,833)	(3.6)	4,987,292	9,383,464	4,396,172
7	337,148,008	325,164,251	(11,983,757)	(3.6)	310,194,134	325,164,251	14,970,117
				(0.1)			0.9
8	360,652,842	361,058,607	405,765	(0.4)	357,940,947	361,058,607	3,117,660
9	(240,544,871)	(241,489,887)	(945,016)	(0.4)	(234,499,704)	(241,489,887)	(6,990,183)
10	120,107,971	119,568,720	(539,251)	(0.4)	123,441,243	119,568,720	(3,872,523)
11	205,776,463	205,748,457	(28,006)	(0.0)	220,776,493	205,748,457	(15,030,036)
12	\$ 663,032,442	\$ 650,481,427	\$ (12,551,014)	(1.9) %	\$ 654,413,870	\$ 650,481,427	\$ (3,932,443)
				(17.6)			13.6
13	33,985,248	28,016,969	(5,968,279)	(40.5)	24,660,888	28,016,969	3,356,081
14	13,105,077	7,796,387	(5,308,690)	(0.6)	15,778,948	7,796,387	(7,982,461)
15	83,634,835	83,134,835	(500,000)	-	85,508,835	83,134,835	(2,373,999)
16	4,245,606	4,245,606	-	(6.0)	4,003,251	4,245,606	242,355
17	16,858,818	15,841,383	(1,017,434)	(8.4)	13,093,690	15,841,383	2,747,694
18	151,829,584	139,035,180	(12,794,403)	(1.9) %	143,045,511	139,035,180	(4,010,330)
				(1.9)			(12.1)
19	2,837,087	2,782,269	(54,817)	-	3,165,990	2,782,269	(383,720)
20	-	-	-	-	-	-	-
21	13,364,949	13,364,949	-	(0.3)	17,610,555	13,364,949	(4,245,606)
22	16,202,036	16,147,219	(54,817)	-	20,776,545	16,147,219	(4,629,326)
				-			3
23	490,591,814	490,591,814	-	6.8	475,812,463	490,591,814	14,779,352
24	4,409,008	4,707,214	298,206	0.1	14,779,352	4,707,214	(10,072,138)
25	495,000,822	495,299,028	298,206	(1.9) %	490,591,814	495,299,028	4,707,214
26	\$ 663,032,442	\$ 650,481,427	\$ (12,551,014)	(1.9) %	\$ 654,413,870	\$ 650,481,427	\$ (3,932,442)
				(0.6)			(0.6)

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

BALANCE SHEET	Beg. Balance	Accruals	Prior Years Final Rec'n	IGT	Payments	Ending Balance
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

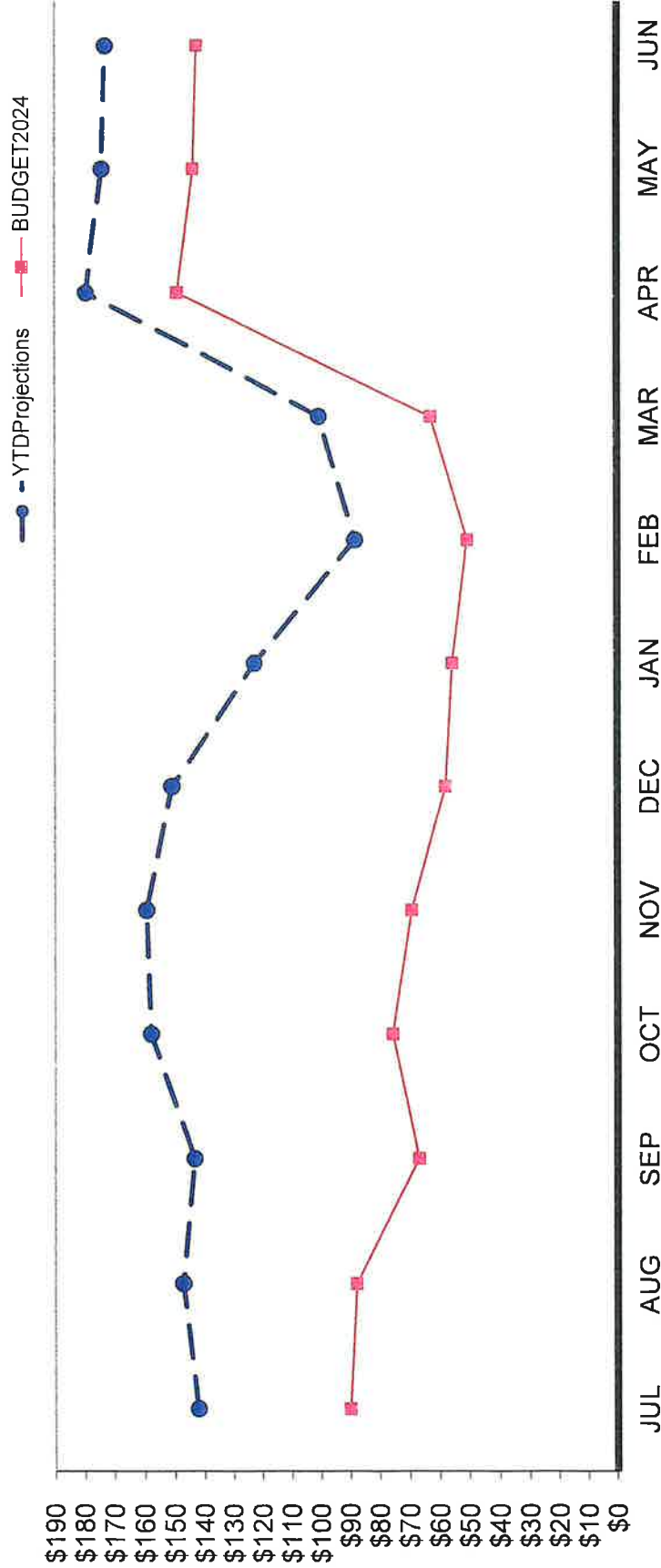
AS OF JANUARY 31, 2024

	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	-
19	-		-
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)



	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ESTIMATE	ESTIMATE	ESTIMATE	ESTIMATE	
Months	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
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 cop)	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
SBI732			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	-	-	-	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
QTP										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	7,552,864			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	78,883,181	(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	