



# **Finance Committee Meeting 2025**

**May 9, 2025**



## **Finance Committee Meeting**

**Friday, May 9, 2025**

**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)**

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**Enter the Meeting ID number: 976 1224 4841 when prompted. You will then enter the Password: 021988 when prompted.**

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

**<https://natividad.zoom.us/j/97612244841?pwd=XeeZtAbGBZX8qjsZY8pHqxRPT8NQ7X.1>**

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## **Reunión del Comité de Finanzas**

**Viernes, 9 de mayo de 2025**

**8:30 AM**

**Sala NATIVIDAD**

**1er Piso, Edificio 200**

### **AGENDA**

#### **Podrá participar en la reunión**

**Mientras la sala de reuniones del Comité de Finanzas de Natividad permanezca abierta, los miembros del público podrán participar en esta reunión del Comité de Finanzas de Natividad de 2 maneras:**

**1.Podrá asistir a la reunión en persona; o,**

**2.Podrá participar a través de ZOOM. Para participar por ZOOM, únase por llamada telefónica a cualquiera de los siguientes números:**

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**Ingrese el número de ID de la reunión: 976 1224 4841 cuando se le solicite. Luego, ingrese la contraseña: 021988 cuando se le solicite.**

**O, para asistir a la reunión del Comité de finanzas de Natividad mediante audio por Zoom en:**

**<https://natividad.zoom.us/j/97612244841?pwd=XeeZtAbGBZX8qjsZY8pHqxRPT8NQ7X.1>**

**Si decide no asistir en persona a la reunión del Comité de Finanzas de Natividad, pero desea hacer un comentario público general o comentar sobre un tema específico en la agenda, puede hacerlo de 2 maneras:**

1. Envíe sus comentarios por escrito por correo electrónico al Comité de Finanzas de Natividad a [Natividadpubliccomments@natividad.com](mailto:Natividadpubliccomments@natividad.com) antes de las 2:00 p.m. del jueves previo a la reunión del Comité. Para ayudar al personal de Natividad a identificar el tema de la agenda al que corresponde el comentario, por favor indique en la línea de asunto la fecha de la reunión del Comité y el número de la agenda. Los comentarios recibidos antes de la fecha límite de las 2:00 p.m. del jueves serán distribuidos al Comité y se incluirán en el registro de la reunión del Comité.
- O
2. Puede hacer un comentario público uniéndose a través de ZOOM a uno de los números de teléfono o haciendo clic en el enlace de ZOOM arriba. Será colocado en la reunión como asistente; cuando esté listo para hacer un comentario público, si se ha unido por audio de computadora, seleccione la opción “Levantar la mano” en la pantalla de Zoom; y si está por teléfono, presione el #9 en su teclado.

- a. Si los miembros del público desean presentar documentos o presentaciones en PowerPoint mientras hablan, deben enviar el documento antes de las 2:00 p.m. del jueves previo a la reunión a [Natividadpubliccomments@natividad.com](mailto:Natividadpubliccomments@natividad.com) (Si se envía las presentaciones después de la fecha límite, el personal hará su mejor esfuerzo, pero no puede garantizar que esté disponible para ser presentado en la reunión del Comité.)

**PARA DIRIGIRSE AL COMITÉ DURANTE EL COMENTARIO PÚBLICO:** Los miembros del público pueden dirigir sus comentarios al Comité con respecto a cada tema de la agenda y pueden comentar cuando el presidente solicite los comentarios públicos generales sobre los temas que no están en la agenda del día.

**PARA DIRIGIRSE AL COMITÉ SOBRE UN ITEM ESPECÍFICO DE LA AGENDA:** Cuando el presidente solicite comentarios públicos sobre un tema específico de la agenda, el secretario del Comité o su designado primero verificará quién desea testificar (entre aquellos que se encuentran en la reunión por teléfono) y luego llamará a los oradores uno por uno. Los oradores públicos serán transmitidos únicamente en formato de audio. Si los miembros del público desean presentar documentos o presentaciones en PowerPoint mientras hablan, deben enviar el documento antes de las 2:00 p.m. del jueves previo a la reunión a [Natividadpubliccomments@natividad.com](mailto:Natividadpubliccomments@natividad.com) (Si se envía después de esa fecha límite, el personal hará todo lo posible, pero no puede garantizar que esté disponible para ser presentado en la reunión del Comité.)

**DISTRIBUCIÓN DE DOCUMENTOS:** Los documentos relacionados con los temas de la agenda que sean distribuidos al Comité con menos de 72 horas de antelación a la reunión estarán disponibles para su inspección pública en el Escritorio del secretario del Comité de Finanzas de Natividad, Oficina de Administración de Natividad, 1441 Constitution Blvd., Salinas, CA. Los documentos distribuidos al Comité durante la reunión por el personal del Condado estarán disponibles en la reunión; los documentos distribuidos al Comité por miembros del público estarán disponibles después de la reunión.

**ACOMODACIONES RAZONABLES; MODIFICACIONES:** Las personas con discapacidades que deseen solicitar una acomodación o modificación razonable para observar o participar en la reunión pueden hacer dicha solicitud enviando un correo electrónico a [Natividadpubliccomments@natividad.com](mailto:Natividadpubliccomments@natividad.com). La solicitud debe realizarse a más tardar al mediodía del miércoles previo a la reunión del Comité, para proporcionar tiempo suficiente a Natividad para atender la solicitud.

**SERVICIO DE INTERPRETACIÓN Y TRADUCCIÓN:** La reunión del Comité de Finanzas de Natividad invita y fomenta la participación de los residentes del Condado de Monterey en sus reuniones. Si necesita la asistencia de un intérprete o la traducción de un documento incluido en la agenda, comuníquese con el secretario de la reunión del Comité de Finanzas, en la Oficina de Administración de Natividad, ubicada en 1441 Constitution Blvd., Salinas, CA, o por teléfono al (831) 755-4185. El secretario hará todo lo posible para atender las solicitudes de asistencia con interpretación o traducción de documentos. Las solicitudes deben hacerse lo antes posible y, como mínimo, antes del mediodía del miércoles previo a la reunión de la Junta.

El Presidente y/o el Secretario pueden establecer reglas razonables según sea necesario para llevar a cabo la reunión de manera ordenada.

**NOTA IMPORTANTE: SI TODOS LOS MIEMBROS DEL COMITÉ ESTÁN PRESENTES EN PERSONA, LA PARTICIPACIÓN PÚBLICA A TRAVÉS DE ZOOM ES SÓLO POR CONVENIENCIA Y NO ES REQUERIDA POR LEY. SI SE PIERDE LA TRANSMISIÓN DE ZOOM POR CUALQUIER RAZÓN, LA REUNIÓN PUEDE SER PAUSADA MIENTRAS SE INTENTA SOLUCIONAR EL PROBLEMA, PERO LA REUNIÓN PUEDE CONTINUAR A DISCRECIÓN DEL PRESIDENTE.**

**Call to Order**

**Mitch Winick, Chair**

**Roll Call**



**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 March 14, 2025 Finance Committee Meeting. *Pages 8-14*

**Consent Items**

2. Approve for consideration by the NMC Board of Trustees the Items in Attachment A. *Pages 15-30*

**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 the Third Amendment to the Professional and Call Coverage Services Agreement with Salinas Valley Plastic Surgery Associates (A 14391) to provide plastic surgery services, extending the term by twenty-four months (July 1, 2025 to June 30, 2027) for a revised full agreement term of July 1, 2019 to June 30, 2027, and adding \$700,000 for a revised not to exceed amount of \$1,795,000 in the aggregate; 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 10% (\$36,500) of the original contract amount and do not increase the total not to exceed amount above \$1,831,500. *Pages 31-32 (Dr. Craig Walls)*

4. Receive and Approve February 2025 Financial Report. *Pages 33-45*

**Daniel Leon, CFO**

5. Receive and Approve March 2025 Financial Report. *Pages 33-45*

**Daniel Leon, CFO**

**Adjournment**

**NEXT FINANCE COMMITTEE MEETING  
FRIDAY, JUNE 13, 2025 AT 8:30 A.M.  
NATIVIDAD ROOM  
1<sup>ST</sup> Floor, Building 200**

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



**Finance Committee Meeting**  
**Friday, May 9, 2025**  
**Consent Items**

**Attachment A**

<b>1.</b> <b><i>Pages 15-16</i></b>	Authorize payment of \$475,000 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 \$450,595, and for cost of new interfaces and enhancements in the amount of \$25,405, for the period of July 01, 2025 through June 30, 2026 and subject to the terms and conditions of the parties' Healthcare Information System Software Agreement dated July 19, 2004.
<b>2.</b> <b><i>Pages 17-18</i></b>	<ol style="list-style-type: none"><li>a. Adopt the Natividad Medical Center (NMC) 2025 Job Order Contracting (JOC) Construction Task Catalog, Technical Specifications and Project Manuals for JOC 2025, Project No. JOC Bid No. NMC 2025-01, and Bid No. NMC 2025-02; and</li><li>b. Authorize advertising the "Notice to Contractors" in a newspaper of general circulation.</li></ol>
<b>3.</b> <b><i>Pages 19-20</i></b>	<ol style="list-style-type: none"><li>a. Authorize the Chief Executive Officer (CEO) for Natividad Medical Center (NMC) or his designee to execute the Third Amendment to the Professional and Call Coverage Services Agreement (A-15368) with Salinas Valley Memorial Healthcare System, dba Salinas Valley Medical Clinic to provide hematology oncology services, extending the term by twenty-four months (July 1, 2025 to June 30, 2027) for a revised full agreement term of July 1, 2019 to June 30, 2027, and adding \$360,000 for a revised not to exceed amount of \$1,440,000 in the aggregate; and</li><li>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 (\$36,000) of the original contract amount and do not increase the total contract amount above \$1,476,000.</li></ol>
<b>4.</b> <b><i>Pages 21-22</i></b>	<ol style="list-style-type: none"><li>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-15115) with Dopamine Therapeutics, Inc. to provide family medicine services at Natividad, extending the term by twenty-four months (July 1, 2025 to June 30, 2027) for a revised full agreement term of August 1, 2019 to June 30, 2027; and</li><li>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 exceed 10% (\$10,000) of the original contract amount and do not significantly change the scope of work.</li></ol>
<b>5.</b> <b><i>Pages 23-24</i></b>	<ol style="list-style-type: none"><li>a. Authorize the Chief Executive Officer (CEO) for Natividad Medical Center (NMC) or his designee to execute the Third Amendment to the Professional and Call Coverage Services Agreement (A-14310) with Monterey County Eye Associates, Inc. to provide ophthalmology call coverage services extending the term by twelve months (July 1, 2025 to June 30, 2027), for a revised full agreement term of June 1, 2019 to June 30 2027, and adding \$607,176 for a revised not to exceed amount of \$2,232,582 in the aggregate; and</li><li>b. Authorize the CEO for NMC or his designee to sign up to three (3) amendments to this agreement where the total amendments do not significantly change the scope of work, do not exceed 10% (\$54,600) of the original contract amount and do not increase the total contract</li></ol>

	amount above \$2,287,182.
<b>6.</b> <b><i>Pages 25-26</i></b>	Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement with META Dynamic, Inc. for rental of neurosurgery equipment plus associated services, with no changes to the agreement term (April 15, 2024 through April 14, 2026) and adding \$100,000 for a revised total agreement amount not to exceed \$300,000.
<b>7.</b> <b><i>Pages 27-28</i></b>	Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 5 to the agreement (A-13599) with Quest Diagnostics, Inc. for lab reference testing services, extending the agreement an additional one (1) year period (July 1, 2025 through June 30, 2026) for a revised full agreement term of July 1, 2017, through June 30, 2026, and adding \$1,235,000 for a revised total agreement amount not to exceed \$8,295,000.
<b>8.</b> <b><i>Pages 29-30</i></b>	Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute renewal and amendment No. 5 to the agreement (A-14660) with Pureserve Building Services, Inc. for professional building maintenance services, extending the agreement an additional one (1) year period (May 1, 2025 through April 30, 2026) for a revised full agreement term of May 1, 2019 through April 30, 2026 , and adding \$227,000 for a revised total agreement amount not to exceed \$753,800.





## **Finance Committee Meeting**

**Friday, March 14, 2025**

**8:30 AM**

**NATIVIDAD ROOM**

**1ST FLOOR, BUILDING 200**

### **MINUTES**

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## **Reunión del Comité de Finanzas**

**Viernes, 14 de marzo de 2025**

**8:30 AM**

**Sala NATIVIDAD**

**1er Piso, Edificio 200**

## **Actas de la Reunión**

### **Podrá participar en la reunión**

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- a. Si los miembros del público desean presentar documentos o presentaciones en PowerPoint mientras hablan, deben enviar el documento antes de las 2:00 p.m. del jueves previo a la reunión a [Natividadpubliccomments@natividad.com](mailto:Natividadpubliccomments@natividad.com) (Si se envía las presentaciones después de la fecha límite, el personal hará su mejor esfuerzo, pero no puede garantizar que esté disponible para ser presentado en la reunión del Comité.)

**PARA DIRIGIRSE AL COMITÉ DURANTE EL COMENTARIO PÚBLICO:** Los miembros del público pueden dirigir sus comentarios al Comité con respecto a cada tema de la agenda y pueden comentar cuando el presidente solicite los comentarios públicos generales sobre los temas que no están en la agenda del día.

**PARA DIRIGIRSE AL COMITÉ SOBRE UN ITEM ESPECÍFICO DE LA AGENDA:** Cuando el presidente solicite comentarios públicos sobre un tema específico de la agenda, el secretario del Comité o su designado primero verificará quién desea testificar (entre aquellos que se encuentran en la reunión por teléfono) y luego llamará a los oradores uno por uno. Los oradores públicos serán transmitidos únicamente en formato de audio. Si los miembros del público desean presentar documentos o presentaciones en PowerPoint mientras hablan, deben enviar el documento antes de las 2:00 p.m. del jueves previo a la reunión a [Natividadpubliccomments@natividad.com](mailto:Natividadpubliccomments@natividad.com) (Si se envía después de esa fecha límite, el personal hará todo lo posible, pero no puede garantizar que esté disponible para ser presentado en la reunión del Comité.)

**DISTRIBUCIÓN DE DOCUMENTOS:** Los documentos relacionados con los temas de la agenda que sean distribuidos al Comité con menos de 72 horas de antelación a la reunión estarán disponibles para su inspección pública en el Escritorio del secretario del Comité de Finanzas de Natividad, Oficina de Administración de Natividad, 1441 Constitution Blvd., Salinas, CA. Los documentos distribuidos al Comité durante la reunión por el personal del Condado estarán disponibles en la reunión; los documentos distribuidos al Comité por miembros del público estarán disponibles después de la reunión.

**ACOMODACIONES RAZONABLES; MODIFICACIONES:** Las personas con discapacidades que deseen solicitar una acomodación o modificación razonable para observar o participar en la reunión pueden hacer dicha solicitud enviando un correo electrónico a [Natividadpubliccomments@natividad.com](mailto:Natividadpubliccomments@natividad.com). La solicitud debe realizarse a más tardar al mediodía del miércoles previo a la reunión del Comité, para proporcionar tiempo suficiente a Natividad para atender la solicitud.

**SERVICIO DE INTERPRETACIÓN Y TRADUCCIÓN:** La reunión del Comité de Finanzas de Natividad invita y fomenta la participación de los residentes del Condado de Monterey en sus reuniones. Si necesita la asistencia de un intérprete o la traducción de un documento incluido en la agenda, comuníquese con el secretario de la reunión del Comité de Finanzas, en la Oficina de Administración de Natividad, ubicada en 1441 Constitution Blvd., Salinas, CA, o por teléfono al (831) 755-4185. El secretario hará todo lo posible para atender las solicitudes de asistencia con interpretación o traducción de documentos. Las solicitudes deben hacerse lo antes posible y, como mínimo, antes del mediodía del miércoles previo a la reunión de la Junta.

El Presidente y/o el Secretario pueden establecer reglas razonables según sea necesario para llevar a cabo la reunión de manera ordenada.

**NOTA IMPORTANTE: SI TODOS LOS MIEMBROS DEL COMITÉ ESTÁN PRESENTES EN PERSONA, LA PARTICIPACIÓN PÚBLICA A TRAVÉS DE ZOOM ES SÓLO POR CONVENIENCIA Y NO ES REQUERIDA POR LEY. SI SE PIERDE LA TRANSMISIÓN DE ZOOM POR CUALQUIER RAZÓN, LA REUNIÓN PUEDE SER PAUSADA MIENTRAS SE INTENTA SOLUCIONAR EL PROBLEMA, PERO LA REUNIÓN PUEDE CONTINUAR A DISCRECIÓN DEL PRESIDENTE.**

**Board Members:** Dr. Charles Harris, Marcia Atkinson, Mitch Winick

**Absent:** Dr. Valerie Vigil

**NMC Staff/County:** Ari Entin, Daniel Leon, Cher Krause, Dr. Craig Walls, Tammy Perez, Victor Sosa, Libby Downey

**Call to Order**

**Mitch Winick, Chair**

**Roll Call**

***Present***

***Mitch Winick  
Dr. Charles Harris  
Marcia Atkinson***

***Absent***

***Dr. Valerie Vigil***

**Agenda Additions/Corrections**

**Noemi Breig**

- ***Correction to the numbering of the Scheduled Items, should be 3, 4, 5.***

**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 14, 2025 Finance Committee Meeting.

***MOTION: Motion to approve the minutes of February 14, 2025, Finance Committee Meeting moved by Marcia Atkinson, seconded by Dr. Charles Harris, 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 4, moved by Marcia Atkinson, seconded by Dr. Charles Harris, 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:
  - a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with Executive Consulting Group, LLC, dba ECG Management Consultants, a Delaware LLC for CV service line strategy coding and billing review services at NMC for an amount not to exceed \$115,000 with an agreement term May 1, 2025 through April 30, 2025.
  - b. Approve the NMC's Chief Executive Officer's recommendation to accept non-standard payment conditions, termination, insurance, royalties and inventions, miscellaneous provisions and limitations on liability provisions within the agreement. **(Dr. Charles Harris)**



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

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 Santa Cruz HIO, a California non-profit public benefit corporation, dba Serving Communities Health Information Organization (SCHIO) for electronic health information exchange services at NMC for an amount not to exceed \$200,000 with a term of five years from the date signed by CEO or his designee.
  - b. Approve the NMC's Chief Executive Officer's recommendation to accept the non-standard agreement in its entirety. **(Dr. Charles Harris)**

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

5. Receive and Approve January 2025 Financial Report.

**Daniel Leon, CFO**

**MOTION:** *Motion to accept the January 2025 Financial Report moved by Marcia Atkinson, seconded by Dr. Charles Harris, and approved unanimously.*

**Adjournment at 8:56 AM**

*Recorded by Noemi Breig*





**Finance Committee Meeting**  
**Friday, March 14, 2025**  
**Consent Items**  
**MINUTES**  
**Attachment A**

1.	Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 3 to the agreement (A-16067) with Raimi and Associates, Inc. for strategic planning services, extending the agreement an additional two (2) month period (November 1, 2025 through December 31, 2025) for a revised full agreement term of November 1, 2022 through December 31, 2025, and adding \$80,484 for a revised total agreement amount not to exceed \$305,750.
2.	<ul style="list-style-type: none"><li>a. Ratify execution by the Chief Executive Officer (“CEO”) for Natividad Medical Center of an agreement with ECMO PRN, LLC (“ECMO PRN”), dated March 4, 2024, for one-time only extracorporeal membrane oxygenation (“ECMO”) services and ECMO interfacility transportation services; and</li><li>b. Ratify execution by the designee of the CEO for Natividad Medical Center of a further agreement with ECMO PRN, dated March 29, 2024, for one-time ECMO services and ECMO interfacility transportation services; and</li><li>c. Ratify execution by the CEO for Natividad Medical Center of a further agreement with ECMO PRN, dated January 15, 2025, for one-time ECMO services and ECMO interfacility transportation services; and</li><li>d. Approve CEO’s recommendation to accept non-standard insurance and limitation of liability provisions in the agreements; and</li><li>e. Authorize the Auditor-Controller to process payment to ECMO for specified outstanding invoices in the amount of \$77,558.29, for ECMO services and ECMO interfacility transportation services.</li></ul>
3.	Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 6 to the agreement (A-14571) with Press Ganey Associates LLC d/b/a Press Ganey Associates, Inc. for access and participation in the National Database of Nursing Quality Indicators database (“NDNQI Participation Agreement”), extending the agreement an additional twenty (20) month period (January 1, 2026 through August 31, 2027) for a revised full agreement term of January 1, 2020 through August 31, 2027, and adding \$94,408 for a revised total agreement amount not to exceed \$1,019,743.
4.	<ul style="list-style-type: none"><li>a. Authorize the County Counsel to execute amendment No. 8 to the agreement (A-13923) with Best Best &amp; Krieger, LLP for specialized attorney services, adding \$100,000, for a total revised agreement amount of \$995,000, with no change to the term of May 1, 2017 through April 30, 2026; and</li><li>b. Authorize the County Counsel to execute up to one (1) future amendment that does not exceed 10% (\$8,000) of the original Agreement amount, does not significantly alter the scope of work, and does not exceed a revised maximum amount of \$1,103,000.</li></ul>

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

### **MEDITECH**

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

#### **..Title**

Authorize payment of \$475,000 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 \$450,595, and for cost of new interfaces and enhancements in the amount of \$25,405, for the period of July 01, 2025 through June 30, 2026 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 \$475,000 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 \$450,595, and for cost of new interfaces and enhancements in the amount of \$25,405, for the period of July 01, 2025 through June 30, 2026 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 May 9, 2025.

**FINANCING:**

The cost for this request is \$475,000, all of which is included in the FY25-26 Recommended Budget. Funding will be provided from Natividad Medical Center Enterprise Fund 451-9600-6408.

**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:**

Attachment A: MEDITECH Annual Maintenance Payment Schedule of FY25-26  
Original Agreement with Medical Information Technology, Inc.

Attachments on file with the Clerk of the Board

**..Title**

- a. Adopt the Natividad Medical Center (NMC) 2025 Job Order Contracting (JOC) Construction Task Catalog, Technical Specifications and Project Manuals for JOC 2025, Project No. JOC Bid No. NMC 2025-01, and Bid No. NMC 2025-02; and
- b. Authorize advertising the “Notice to Contractors” in a newspaper of general circulation.

**..Report**

**RECOMMENDATION:**

It is recommended that the Board of Supervisors:

- a. Adopt the Natividad Medical Center (NMC) 2025 Job Order Contracting (JOC) Construction Task Catalog, Technical Specifications and Project Manuals for JOC 2025, Project No. JOC Bid No. NMC 2025-01, and Bid No. NMC 2025-02; and
- b. Authorize advertising the “Notice to Contractors” in a newspaper of general circulation.

**SUMMARY/DISCUSSION:**

California Public Contract Code (PCC) Section 20128.5 provides that counties may award annual contracts for repair, remodeling, or other repetitive work to be done according to unit prices. This is commonly referred to as Job Order Contracting (JOC) and is typically done by developing a construction task catalog that is then competitively bid. Job Order Contracting improves economy and efficiency in completing many public improvement projects, including urgent and time sensitive projects.

In April 2013, the Board of Supervisors (Board) approved an Agreement between the County of Monterey (County) and The Gordian Group, Inc. to provide the County with a JOC System. The Gordian Group job order contracting system uses an extensive catalog of construction tasks and associated technical specifications containing over 260,000 individual items specifically designed for Monterey County. Per PCC Section 20128.5, the Board may award individual annual contracts which shall not exceed the statutory maximum contract value. Per PCC Section 20128.5, each awarded contract has a maximum contract value (MxCV) that is adjusted annually to reflect the percentage change in the California Consumer Price Index (CPI), for repair, remodeling, or other repetitive work to be done according to unit prices. The percentage change in the CPI is calculated and provided by the Department of Industrial Relations (DIR). Per DIR’s annual determination, the MxCV for JOC contracts was increased from \$6,023,368 in 2024 to \$6,210,093 in 2025. County JOC specifications provide for a one (1) year term with \$25,000 worth of work guaranteed for each individual contract.

County JOC specifications require Contractors to provide a letter from a bonding company stating their ability to obtain Payment and Performance Bonds for the MxCV. NMC’s staff recommends that Monterey County require the successful bidder to furnish a payment bond and a performance bond for approximately one hundred percent (100%) of the MxCV, each in the amount of \$6,210,093.

With the amount of capital projects slated for fiscal year (FY) 2025-26, it is recommended by the Gordian Group to advertise two (2) separate Job Order Contracts. Each contract would be awarded to two (2) separate contractors allowing NMC the option to use the alternate contractor

if one of the contractors is deemed non-responsive or has poor performance. Any Job Order that would exceed \$1 million will be brought to the Capital Improvement Committee (CIC) prior to issuing the Notice to Proceed. The contracts will apply to eligible projects during FY 2025-26. The JOC contract will not exceed beyond a twelve (12) month contract for issuing job orders. Any capital and/or facilities maintenance repair project that enters FY 2025-26 will be budgeted after final approval by the Board.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this Agreement as to legal form and risk provisions. Auditor-Controller has reviewed and approved this Agreement as to fiscal provisions.

FINANCING:

The 2025 JOC Program would provide for two (2) individual NMC Job Order Contracts with a cap of \$6,210,093 for a total of \$12,420,186. Expenditures will be within and not exceed the FY 2025-25 and future FY proposed capital budgets approval by the Board of Supervisors.

Funding for the projects will come from NMC's Capital Reserve Fund. A five percent (5%) License Fee to utilize the JOC program is payable to the Gordian Group only if and when a Job Order is issued to a JOC Contractor. Optionally, as needed, the County may utilize JOC Project Management services for an additional 5.95% fee. Gordian fees are contained in the overall eligible project budgets.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The JOC program helps with providing efficient and effective hospital operations by allowing improved processing for smaller and more urgent projects. The JOC program projects include improvements to health and safety facilities. Provision of adequate County facilities and infrastructure improves the quality of life for County residents and supports economic development results.

X Economic Development

X Administration

X Health & Human Services

X Infrastructure

X Public Safety

Prepared by: Brian Griffin, Project Manager III, 783-2605

Approved by: Andrea Rosenberg, NMC Assistant Administrator, Operations & Support Services, 783-2562

Attachments: Natividad Medical Center 2025 Project Manual; Natividad Medical Center 2025 Construction Task Catalogs; Natividad Medical Center 2025 Technical Specifications; Notice to Contractors

(Attachments on file with the Clerk of the Board)

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

### **Salinas Valley Medical Clinic Third Amendment**

#### **TITLE:**

- a. Authorize the Chief Executive Officer (CEO) for Natividad Medical Center (NMC) or his designee to execute the Third Amendment to the Professional and Call Coverage Services Agreement (A-15368) with Salinas Valley Memorial Healthcare System, dba Salinas Valley Medical Clinic to provide hematology oncology services, extending the term by twenty-four months (July 1, 2025 to June 30, 2027) for a revised full agreement term of July 1, 2019 to June 30, 2027, and adding \$360,000 for a revised not to exceed amount of \$1,440,000 in the aggregate; and
- b. Authorize the CEO for NMC or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not significantly change the scope of work, do not cause an increase of more than ten percent (\$36,000) of the original contract amount and do not increase the total contract amount above \$1,476,000.

#### **RECOMMENDATION:**

- a. Authorize the Chief Executive Officer (CEO) for Natividad Medical Center (NMC) or his designee to execute the Third Amendment to the Professional and Call Coverage Services Agreement (A-15368) with Salinas Valley Memorial Healthcare System to provide hematology oncology services, extending the term by twenty-four months (July 1, 2025 to June 30, 2027) for a revised full agreement term of July 1, 2019 to June 30, 2027, and adding \$360,000 for a revised not to exceed amount of \$1,440,000 in the aggregate; and
- b. Authorize the CEO for NMC or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not significantly change the scope of work, do not cause an increase of more than ten percent (\$36,000) of the original contract amount and do not increase the total contract amount above \$1,476,000.

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

NMC operates a the D'Arrigo Family Specialty Services Outpatient Clinic offering fifteen different specialty care services including hematology oncology. NMC must also arrange for the care and treatment of hospitalized patients and patients who present to the emergency department and outpatient clinic in need of medical care in the specialty of hematology oncology. NMC has an agreement with Salinas Valley Memorial Healthcare System, dba Salinas Valley Medical Clinic, whose board-certified hematology oncology physicians provide 24/7/365 call coverage and one half day a week in the outpatient clinic. NMC wishes to amend the Agreement so that the group can continue to provide the same services without interruption. NMC has obtained an independent opinion of fair market value supporting the payment of this agreement.

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

County Counsel has reviewed and approved this amendment as to legal form and the 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:**

The cost of this amendment is \$360,000. The total not to exceed amount of this agreement is \$1,440,000 for the period July 1, 2019 to June 30, 2027. \$180,000 is included in the Fiscal Year 2025/2026 Recommended Budget. The remaining balance will be budgeted in subsequent fiscal



years. Funding will be provided from NMC's Enterprise Fund 451-9600-6608.

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:

Third Amendment  
Second Amendment  
First Amendment  
Agreement

Attachments on file at the Clerk of the Board

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

### **Dopamine Therapeutics, Inc. Fourth Amendment**

#### **TITLE:**

- 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-15115) with Dopamine Therapeutics, Inc. to provide family medicine services at Natividad, extending the term by twenty-four months (July 1, 2025 to June 30, 2027) for a revised full agreement term of August 1, 2019 to June 30, 2027; and
- b. Authorize the CEO for NMC or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not exceed 10% (\$10,000) of the original contract amount and do not significantly change the scope of work.

#### **RECOMMENDATION:**

- 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-15115) with Dopamine Therapeutics, Inc. to provide family medicine services at Natividad, extending the term by twenty-four months (July 1, 2025 to June 30, 2027) for a revised full agreement term of August 1, 2019 to June 30, 2027; and
- b. Authorize the CEO for NMC or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not exceed 10% (\$10,000) of the original contract amount and do not significantly change the scope of work.

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

Natividad operates Family Medicine Residency Program affiliated with the University of California's San Francisco Medical School with a total of 30 residents that practice in multiple settings including the inpatient labor and delivery unit. The Residency Program must arrange for patient care and supervision of its residents by qualified family medicine physicians. Natividad has an agreement with Dopamine Therapeutics, Inc., for which Dr. Nathaniel Lepp provides family medicine services, as needed, to cover the service. Natividad would like to amend the Agreement at this time in order to avoid interruption of services. Natividad 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 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:**

The total not to exceed amount of this Agreement is \$400,000 for the period August 1, 2019 to June 30, 2027. \$50,000 is included the Fiscal Year 2025/2026 Recommended Budget. Funding will be provided from NMC's Enterprise Fund 451-9600-6608.

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

The services rendered in this agreement are required for Natividad's Family Medicine Residency Program 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: Dr. Charles R. Harris, Chief Executive Officer, 783.2551

Attachments:

Fourth Amendment  
Third Amendment  
Second Amendment  
First Amendment  
Assignment and Assumption Agreement  
Agreement

Attachments on file at the Clerk of the Board

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

### **Monterey County Eye Associates Fourth Amendment**

#### **TITLE:**

- a. Authorize the Chief Executive Officer (CEO) for Natividad Medical Center (NMC) or his designee to execute the Third Amendment to the Professional and Call Coverage Services Agreement (A-14310) with Monterey County Eye Associates, Inc. to provide ophthalmology call coverage services extending the term by twelve months (July 1, 2025 to June 30, 2027), for a revised full agreement term of June 1, 2019 to June 30 2027, and adding \$607,176 for a revised not to exceed amount of \$2,232,582 in the aggregate; and
- b. Authorize the CEO for NMC or his designee to sign up to three (3) amendments to this agreement where the total amendments do not significantly change the scope of work, do not exceed 10% (\$54,600) of the original contract amount and do not increase the total contract amount above \$2,287,182.

#### **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 Third Amendment to the Professional and Call Coverage Services Agreement (A-14310) with Monterey County Eye Associates, Inc. to provide ophthalmology call coverage services extending the term by twelve months (July 1, 2025 to June 30, 2027), for a revised full agreement term of June 1, 2019 to June 30 2027, and adding \$607,176 for a revised not to exceed amount of \$2,232,582 in the aggregate; and
- b. Authorize the CEO for NMC or his designee to sign up to three (3) amendments to this agreement where the total amendments do not significantly change the scope of work, do not exceed 10% (\$54,600) of the original contract amount and do not increase the total contract amount above \$2,287,182.

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

NMC must arrange for the care and treatment of patients who present to the emergency department in need of medical care in the specialty of ophthalmology, for the diagnosis and treatment of eye disorders. NMC would like to amend its agreement with Monterey County Eye Associates, a medical group with board certified fellowship trained ophthalmologist, who provide 24 hours a day, 7 days a week ophthalmology call coverage in the emergency department. 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 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 Medical Center's Finance Committee and Board of Trustees on May 9, 2025.

**FINANCING:**

The cost of this amendment is \$607,176. The total not to exceed amount of this agreement is \$2,232,582 for the period June 1, 2019 to June 30, 2027. \$303,588 is included in the Fiscal Year 2025/2026 Recommended Budget. Funding will be provided from NMC's Enterprise Fund 451-9600-6608.

**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 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, Management Analyst, 783.2506

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

**Attachments:**

Fourth Amendment  
Third Amendment  
Second Amendment  
First Amendment  
Agreement

Attachments on file at the Clerk of the Board

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

**META Dynamic, Inc. Amendment No. 1**

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

### **..Title**

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement with META Dynamic, Inc. for rental of neurosurgery equipment plus associated services, with no changes to the agreement term (April 15, 2024 through April 14, 2026) and adding \$100,000 for a revised total agreement amount not to exceed \$300,000.

### **..Report**

#### **RECOMMENDATION:**

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

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement with META Dynamic, Inc. for rental of neurosurgery equipment plus associated services, with no changes to the agreement term (April 15, 2024 through April 14, 2026) and adding \$100,000 for a revised total agreement amount not to exceed \$300,000.

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

Intraoperative image guided navigational surgery (IGS) allows the surgeon to operate within a surgical site whose standard anatomical landmarks may be ambiguous because of tumor, infection, fracture or previous surgery. Studies suggest that IGS may result in decreased complications, increased disease removal, decreased length of stay and in some cases decreased operative time.

Meta Dynamic supplies the Neuro Navigation system which includes the equipment, hardware and software to perform image guided neurosurgery. Digital patient data is uploaded from the computed tomography (CT) or magnetic resonance imaging (MRI) located at Natividad Medical Center to the Neuro Navigation system in the Operating Room (OR) assisting the surgeon in identifying the right surgical approach and more specifically landmarks. Surgeons are guided through procedures with real time data allowing for smaller skull and back (spine surgery) incisions thereby minimizing damage to healthy structures. With the universal instrument holder (VarioGuide™), preplanned trajectories can be targeted systematically within seconds and anytime during the surgery.

The equipment arrives from Meta Dynamic within twenty-four (24) hours of surgery. The Meta Dynamic technician arrives within one (1) hour of surgery and sets up the equipment. The technician assists the surgeon with the operation of the equipment. The equipment and services provided by Meta Dynamic have aided Natividad's surgical staff tremendously in performing complex surgeries and it utilized quite a bit. This amendment is to add funds to the agreement to cover current costs and includes enough additional which is projected to last through expiration of the agreement.

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

The Office of County Counsel has reviewed and approved this amendment No. 1 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendment No. 1 has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on May 09, 2025.



## **FINANCING:**

The cost for this amendment No. 1 is \$100,000 of which \$25,000 is included in the FY 2024-25 Adopted Budget. Amounts for remaining year of the agreement will be included in those budgets as appropriate. Funding will be provided from NMC's Enterprise Fund 451-9600-6821.

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

The services rendered in this agreement supports the Board of Supervisor's strategic initiative to "improve the health and quality of life through County supported programs and services" by providing the technology necessary for these types of procedures to be performed locally, keeping families at home.

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

Prepared by: Wally Sayles, Surgical Services Director, 772-7771  
Approved by: Charles R. Harris, Chief Executive Officer, 783-2504

### Attachments:

Meta Dynamic, Inc Amendment No. 1  
Meta Dynamic, Inc Agreement

Attachments on file with the Clerk of the Board

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

### **Quest Diagnostics, Inc. Amendment No. 5**

**Legistar Number:**

#### **..Title**

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 5 to the agreement (A-13599) with Quest Diagnostics, Inc. for lab reference testing services, extending the agreement an additional one (1) year period (July 1, 2025 through June 30, 2026) for a revised full agreement term of July 1, 2017, through June 30, 2026, and adding \$1,235,000 for a revised total agreement amount not to exceed \$8,295,000.

#### **..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. 5 to the agreement (A-13599) with Quest Diagnostics, Inc. for lab reference testing services, extending the agreement an additional one (1) year period (July 1, 2025 through June 30, 2026) for a revised full agreement term of July 1, 2017, through June 30, 2026, and adding \$1,235,000 for a revised total agreement amount not to exceed \$8,295,000.

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

Quest Diagnostics is the leading provider of diagnostic testing in the nation and serves approximately 140 million patients each year. Quest Diagnostics is Natividad Medical Center Laboratory's primary reference laboratory, although Natividad Medical Center uses Salinas Valley Memorial Hospital as a reference laboratory on occasion as well. Physicians at Natividad Medical Center and local clinics, which send laboratory work to Natividad Medical Center, may order highly specific types of tests, which the Natividad Medical Center Laboratory cannot perform on-site. As laboratory technology advances, more and more test requests that are not available at the Natividad Medical Center laboratory become available for Physicians and clinics to order; these tests are used for the diagnosis of disease or monitoring of disease processes and are critical for patient care. The Natividad Medical Center laboratory cannot justify bringing in instruments or additional staff for the low volume of every type individual test available. Natividad Medical Center's laboratory staff currently does monitor and shall continue to monitor test utilization to look for opportunities to in-source any test that has sufficient volume and methodology which could be incorporated into the Natividad Medical Center Laboratory.

Natividad Medical Center's laboratory has an established software interface with Quest diagnostics, which allows results to be transferred securely and directly from the reference laboratory to the patient medical record at Natividad Medical Center. A Natividad Medical Center clinical laboratory scientist verifies the validity of the results before they are finalized in the medical record. These services are very important for Natividad Medical Center and its patients.

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

The Office of County Counsel has reviewed and approved this amendment No. 5 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. This amendment No. 5 has also been reviewed and approved by Natividad's Finance Committee and by its Board of Trustees on May 09, 2025.

## **FINANCING:**

The cost of this amendment No. 5 is \$1,235,000 of which \$240,000 is included in the FY 2024-25 Adopted Budget. Amounts for remaining year of the agreement will be included in those budgets as appropriate. Funding will be provided from NMC's Enterprise Fund 451-9600-6605.

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

Use of a Quest Diagnostics Reference Lab Services allows the clinicians of Natividad Medical Center to order laboratory tests that are essential in effective diagnosis and monitoring of patient care. Laboratory tests are correlated with patient history and presentation to arrive at the most confident and data-driven decisions regarding care. In addition, Natividad Medical Center laboratory makes use of the reference lab to confirm internal findings prior to issuing significant diagnosis to the patient, when reagents are unavailable, or lab instrumentation is in repair. The use of an immediate and reliable reference lab is vital part of the laboratory's plan to support the hospital.

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

Prepared by: Arthur T. Tiongson, Clinical Laboratory Manager, 831-772-7660  
Approved by: Charles Harris, MD, Chief Executive Officer, 783-2553

### Attachments:

Quest Diagnostics, Inc. Amendment No. 5  
Quest Diagnostics, Inc. Renewal & Amendment No. 4  
Quest Diagnostics, Inc. Amendment No. 3  
Quest Diagnostics, Inc. Amendment No. 2  
Quest Diagnostics, Inc. Amendment No. 1  
Quest Diagnostics, Inc. Agreement

Attachments on file with the Clerk of the Board

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

**Pureserve Building Services, Inc. Renewal and Amendment No. 5      Legistar Number:**

### **..Title**

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute renewal and amendment No. 5 to the agreement (A-14660) with Pureserve Building Services, Inc. for professional building maintenance services, extending the agreement an additional one (1) year period (May 1, 2025 through April 30, 2026) for a revised full agreement term of May 1, 2019 through April 30, 2026 , and adding \$227,000 for a revised total agreement amount not to exceed \$753,800.

### **..Report**

#### **RECOMMENDATION:**

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

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute renewal and amendment No. 5 to the agreement (A-14660) with Pureserve Building Services, Inc. for professional building maintenance services, extending the agreement an additional one (1) year period (May 1, 2025 through April 30, 2026) for a revised full agreement term of May 1, 2019 through April 30, 2026 , and adding \$227,000 for a revised total agreement amount not to exceed \$753,800.

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

Pureserve Building Services Inc. offers janitorial and cleaning services from Monday to Friday at Natividad's Medical Office Building, specifically in the common areas, public waiting spaces, and suites 201 and 202. They also extend their services to offsite apartments. Their responsibilities comprise of:

- Floor maintenance, which includes sweeping, vacuuming, and mopping
- Polishing of water fountains and fixtures
- Trash disposal
- Furniture cleaning in waiting areas
- Dusting
- Sanitation and cleaning of restrooms

Moreover, Pureserve Building Services, Inc. is in charge of supplying bathroom necessities like toilet paper, paper towels, seat covers, and hand soap.

Since May 2019, Natividad has maintained a contract with Pureserve Building Services, Inc.

This renewal and amendment is intended to expand the range of services to include the new medical clinics recently acquired by Natividad.

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

The Office of County Counsel has reviewed and approved this renewal and amendment No. 5 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The renewal

and amendment No. 5 has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on May 09, 2025.

**FINANCING:**

The cost for this renewal and amendment No. 5 is \$227,000 of which \$ 51,716 is included in the Fiscal Year 2024-2025 Adopted Budget. Amounts for remaining year of the agreement will be included in those budgets as appropriate. Funding will be provided from NMC's Enterprise Fund 451-9600-6383.

**BOARD OF SUPERVISORS STRATEGIC INITIATIVES:**

The services rendered under this agreement for janitorial staffing, general cleaning, and sanitation of corridors enhance operations at the hospital, which ensures a sanitary environment and improves the patient experience.

- ☐ 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:**

Pureserve Building Services Renewal and Amendment 5  
Pureserve Building Services Amendment 4  
Pureserve Building Services Amendment 3  
Pureserve Building Services Renewal and Amendment 2  
Pureserve Building Services Amendment 1  
Pureserve Building Services Agreement

Attachments on file with the Clerk of the Board

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

### **Salinas Valley Plastic Surgery Associates Third Amendment**

#### **..Title**

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute the Third Amendment to the Professional and Call Coverage Services Agreement with Salinas Valley Plastic Surgery Associates (A 14391) to provide plastic surgery services, extending the term by twenty-four months (July 1, 2025 to June 30, 2027) for a revised full agreement term of July 1, 2019 to June 30, 2027, and adding \$700,000 for a revised not to exceed amount of \$1,795,000 in the aggregate; 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 10% (\$36,500) of the original contract amount and do not increase the total not to exceed amount above \$1,831,500.

#### **..Report**

##### **RECOMMENDATION:**

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute the Third Amendment to the Professional and Call Coverage Services Agreement with Salinas Valley Plastic Surgery Associates (A 14391) to provide plastic surgery services, extending the term by twenty-four months (July 1, 2025 to June 30, 2027) for a revised full agreement term of July 1, 2019 to June 30, 2027, and adding \$700,000 for a revised not to exceed amount of \$1,795,000 in the aggregate; 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 10% (\$36,500) of the original contract amount and do not increase the total not to exceed amount above \$1,831,500.

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

Natividad must arrange for the care and treatment of hospitalized patients and patients who present to the emergency department in need of medical care in the specialty of plastic surgery. NMC wishes to amend the agreement with Salinas Valley Plastic Surgery Associates, so that it's board-certified plastic surgeons can continue to provide 24/7/365 emergency department call coverage 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 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 NMC's Finance Committee and Board of Trustees on May 9, 2025.

##### **FINANCING:**

The cost of this Amendment is \$700,000. The total cost of this Agreement is \$1,795,000 for the period July 1, 2019 to June 30, 2027. \$219,000 is included in the Fiscal Year 2025/2026 Recommended Budget. Funding will be provided from NMC's Enterprise Fund 451-9600-6608.



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:

Third Amendment  
Second Amendment  
First Amendment  
Agreement

Attachments on File at the Clerk of the Board

# FINANCIAL STATEMENTS

MARCH 31, 2025

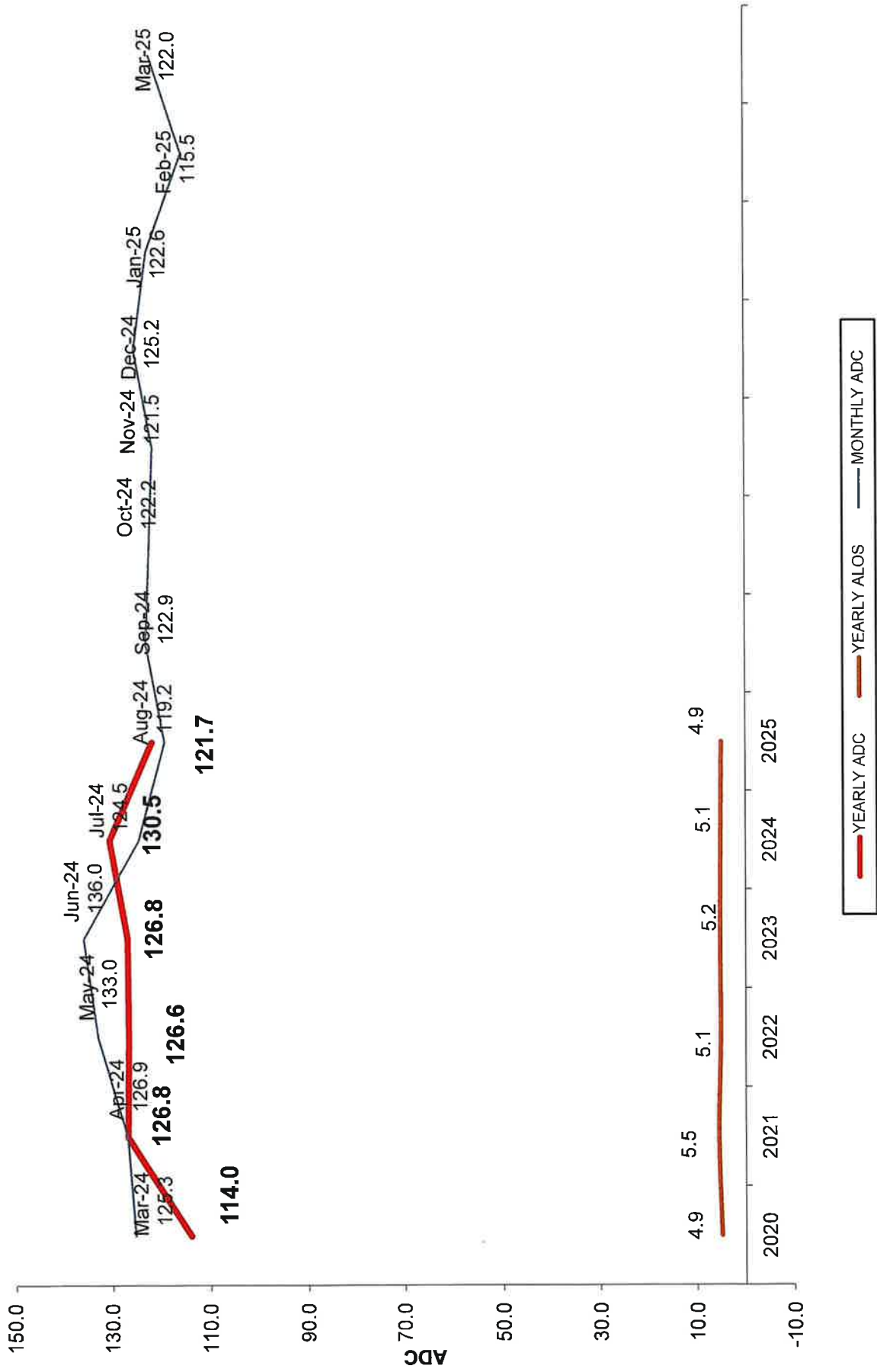
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## **FINANCIAL STATEMENTS**

**MARCH 31, 2025**

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**NATIVIDAD**  
**STATISTICAL REPORT**  
**March 31, 2025**

Month-To-Date					Year-To-Date					
1-25	2-25	3-25	Budget			Budget	Current	Prior Yr	%	
PT DAYS BY SERVICE					STAFFED BEDS	CY/IPY				
1	177	186	284	233	NICU	15	2,056	2,129	2,121	0.38%
2	1,858	1,535	1,829	1,926	Med/Surg	57	17,026	15,296	17,240	-11.28%
3	213	243	185	204	ICU	10	1,802	1,830	1,772	3.27%
4	58	76	69	88	Peds	12	775	799	779	2.57%
5	803	720	718	770	Acute Rehab	28	6,803	7,029	6,926	1.49%
6	271	204	283	314	OB/Gyn	27	2,775	2,522	2,823	-10.66%
7	3,380	2,964	3,368	3,534	TOTAL ACUTE	149	31,237	29,605	31,661	-6.49%
8	420	270	413	453	Psychiatric	19	4,000	3,735	4,090	-8.68%
9	3,800	3,234	3,781	3,987	TOTAL DAYS	168	35,237	33,340	35,751	-6.74%
10	278	273	275	305	Nursery	18	2,700	2,448	2,672	-8.38%
AVERAGE DAILY CENSUS										
11	83.1	80.1	85.5	89.2	Acute	121	89.2	82.4	89.9	-8.34%
12	25.9	25.7	23.2	24.8	Acute Rehab	28	24.8	25.7	25.2	1.98%
13	13.5	9.6	13.3	14.6	Psychiatric	19	14.6	13.6	14.9	-8.72%
14	122.6	115.5	122.0	128.6	TOTAL	168	128.6	121.7	130.0	-6.38%
15	9.0	9.8	8.9	9.9	Nursery	18	9.9	8.9	9.7	-8.25%
PERCENTAGE OF OCCUPANCY										
16	68.7%	66.2%	70.7%	73.7%	Acute		73.7%	68.1%	74.3%	-8.3%
17	92.5%	91.8%	82.9%	88.6%	Acute Rehab		88.6%	91.8%	90.0%	2.0%
18	71.1%	50.5%	70.0%	76.8%	Psychiatric		76.8%	71.6%	78.4%	-8.7%
19	73.0%	68.8%	72.6%	76.5%	TOTAL		76.5%	72.4%	77.4%	-6.4%
20	50.0%	54.4%	49.4%	55.0%	Nursery		55.0%	49.4%	53.9%	-8.2%
ADMISSIONS										
21	683	597	671	666	Acute		5,891	5,864	6,005	-2.35%
22	59	50	66	59	Acute Rehab		524	526	530	-0.75%
23	58	41	48	50	Psychiatric		444	429	462	-7.14%
24	800	688	785	776	TOTAL		6,859	6,819	6,997	-2.54%
25	179	169	174	188	Nursery		1,663	1,548	1,668	-7.19%
26	187	175	190	197	Deliveries		1,741	1,640	1,749	-6.23%
DISCHARGES										
27	613	558	612	632	Acute		5,590	5,409	5,709	-5.25%
28	64	52	59	60	Acute Rehab		527	522	532	-1.88%
29	55	40	47	51	Psychiatric		450	431	464	-7.11%
30	732	650	718	743	TOTAL		6,568	6,362	6,705	-5.12%
31	163	161	163	172	Nursery		1,522	1,427	1,518	-5.99%
AVERAGE LENGTH OF STAY										
32	4.8	4.7	4.8	5.1	Acute(Hospital wide no babies)		5.1	4.9	5.1	-3.92%
33	13.6	14.4	10.9	13.0	Acute Rehab		13.0	13.4	13.1	2.29%
34	2.5	2.1	2.5	2.6	OB/Gyn		2.6	2.5	2.6	-3.85%
35	7.2	6.6	8.6	9.0	Psychiatric		9.0	8.7	8.9	-2.25%
36	1.6	1.6	1.6	1.6	Nursery		1.6	1.6	1.6	0.00%
OUTPATIENT VISITS										
37	4,665	4,548	4,699	5,267	Emergency Room		46,549	44,689	45,229	-1.19%
38	420	350	392	420	ER Admits		3,708	3,643	3,742	-2.65%
39	52.5%	50.9%	49.9%	54.1%	ER Admits as a % of Admissions		54.1%	53.4%	53.5%	-0.10%
40	107	108	120	127	Trauma Cases		1,123	1,145	1,107	3.43%
41	7,298	6,882	7,357	6,541	Clinic Visits		57,812	64,092	58,891	8.83%
ANCILLARY PROCEDURES BILLED										
42	56,495	50,788	54,538	56,020	Lab Tests		495,145	488,388	500,947	-2.51%
43	5,123	4,348	4,889	4,516	Radiology Procedures		39,913	42,320	40,269	5.09%
44	269	264	284	242	MRI Procedures		2,139	2,330	2,212	5.33%
45	99	101	101	99	Nuclear Med Procedures		879	898	926	-3.02%
46	1,383	1,215	1,381	1,307	Ultrasound Procedures		11,551	12,071	11,872	1.68%
47	2,793	2,522	2,806	2,570	CT Scans		22,716	25,271	22,831	10.69%
48	401	383	384	422	Surgeries		3,729	3,649	3,773	-3.29%
49	7.82	8.23	7.94	7.59	FTE'S PER AOB		7.59	7.86	7.36	6.79%
50	1,417.4	1,438.7	1,431.4	1,433.2	TOTAL PAID FTE'S		1,433.2	1,436.4	1,395.8	2.91%
51	5,620	4,892	5,588	5,850	ADJUSTED PATIENT DAYS		51,708	50,046	52,133	-4.00%

**NATIVIDAD**  
**STATEMENT OF REVENUES AND EXPENSES & CHANGES IN NET ASSETS-TREND-NORMALIZED**  
**FOR FY2025**

	JUL-24	AUG-24	SEP-24	OCT-24	NOV-24	DEC-24	JAN-25	FEB-25	MAR-25	APR-25	MAY-25	JUN-25	YTD
<b>REVENUE</b>													
<b>Patient Revenue:</b>													
1 Inpatient	82,094,747	74,798,102	70,490,020	81,279,287	74,341,473	76,042,645	79,379,080	69,244,388	76,300,699				683,970,421
2 Pro Fees	5,985,048	5,984,959	5,124,160	5,805,050	4,255,055	4,889,468	5,555,533	6,320,236	7,594,047				51,520,566
3 Outpatient	43,990,366	39,882,209	39,920,578	44,458,890	40,722,816	40,036,759	40,682,169	38,749,538	40,098,636				368,539,962
4 Total Patient Revenue	132,073,161	120,665,270	115,534,758	131,541,228	119,323,344	120,968,871	125,616,762	114,314,162	123,993,382				1,104,030,939
<b>Deductions from revenue</b>													
5 Contractual Deductions	97,901,711	93,101,614	88,215,883	101,094,003	90,481,957	93,325,834	95,908,684	90,453,620	96,154,960				846,638,267
6 Bad Debt	6,654,066	1,230,033	3,350,022	1,477,542	2,472,285	3,073,625	2,743,646	419,729	1,287,016				22,707,963
7 Unable to Pay	51,412	39,812	104,588	178,138	133,645	140,224	212,400	544,647	231,742				1,636,607
8 Total Contractual Discounts	104,607,189	94,371,459	91,670,493	102,749,683	93,087,887	96,539,683	98,864,730	91,417,995	97,673,718				870,982,837
9 Net Patient Revenue	27,465,972	26,293,812	23,864,265	28,791,545	26,235,457	24,429,188	26,752,032	22,896,167	26,319,664				233,048,102
10 As a percent of Gross Revenue	20.80%	21.79%	20.66%	21.85%	21.99%	20.19%	21.30%	20.03%	21.23%				21.11%
11 Total Government Funding	7,867,497	8,367,497	8,767,497	7,867,497	7,867,497	7,867,497	7,867,497	8,627,497	8,627,497				73,727,473
<b>Other Operating Revenue:</b>													
12 Rent Income	123,369	123,369	123,369	139,971	123,369	168,828	133,713	133,713	133,713				1,203,414
13 Interest Income	395,833	395,833	395,833	395,833	605,833	1,245,833	689,287	995,833	650,990				5,771,108
14 NMF Contribution	78,083	75,418	76,570	76,570	76,570	76,570	76,570	76,570	428,570				1,039,493
15 Other Income	458,382	484,966	1,116,888	467,526	530,992	1,087,467	467,108	559,969	572,847				5,745,969
16 Total Other Operating Revenue	1,055,667	1,079,586	1,712,460	1,079,901	1,336,765	2,578,699	1,365,678	1,766,065	1,784,120				13,759,960
17 TOTAL REVENUE	36,389,136	35,740,895	34,344,222	37,738,943	35,439,719	34,875,384	35,986,207	33,289,749	36,731,280				320,535,535
<b>EXPENSE</b>													
18 Salaries, Wages & Benefits	19,958,546	20,428,057	20,025,959	21,003,792	20,191,044	20,685,949	20,943,010	20,748,007	21,974,860				185,959,225
19 Registry	854,294	978,710	777,450	1,035,195	1,192,805	915,988	856,179	494,444	442,998				7,548,063
20 Phys/Residents SWB & Contract Fees	5,446,733	5,433,098	5,611,408	5,234,561	5,393,289	5,312,815	5,650,271	5,784,668	5,451,100				49,317,942
21 Purchased Services	3,450,731	3,243,958	3,111,935	3,542,191	3,085,146	3,043,238	3,048,946	2,682,090	3,163,566				28,371,802
22 Supplies	3,364,090	3,356,062	3,184,571	3,706,251	3,459,626	3,185,849	3,209,415	3,223,899	3,249,854				29,939,607
23 Insurance	422,523	553,273	494,677	495,047	501,719	494,614	497,058	486,137	496,515				4,451,925
24 Utilities and Telephone	430,279	418,860	403,145	403,546	345,019	363,898	381,236	392,562	392,562				3,523,195
25 Interest Expense	21,234	21,234	21,234	55,495	55,495	55,495	55,495	55,495	46,897				388,076
26 Depreciation & Amortization	963,054	856,840	986,377	1,103,698	989,598	1,106,764	1,103,765	1,045,393	1,189,982				9,446,471
27 Other Operating Expense	498,104	462,607	363,482	538,687	456,819	433,534	513,342	514,990	538,062				4,319,627
28 TOTAL EXPENSE	35,409,589	35,852,688	34,980,237	37,118,823	35,670,551	35,618,898	36,241,381	35,426,360	36,946,395				323,264,933
29 NET INCOME(LOSS)	979,546	(111,794)	(636,015)	620,120	(230,842)	(743,514)	(255,174)	(2,136,611)	(215,115)				(2,729,398)
<b>Normalization for Extraordinary Items</b>													
30													
31													
32													
33 Total Extraordinary Items													
34 NET INCOME BEFORE Extraordinary Items	\$ 979,546	\$ (111,794)	\$ (636,015)	\$ 620,120	\$ (230,842)	\$ (743,514)	\$ (255,174)	\$ (2,136,611)	\$ (215,115)	\$ -	\$ -	\$ -	\$ (2,729,398)
<b>CAPITAL CONTRIBUTIONS</b>													
35													
36 County Contribution													
37 CHANGE IN NET ASSETS	\$ 979,546	\$ (111,794)	\$ (636,015)	\$ 620,120	\$ (230,842)	\$ (743,514)	\$ (255,174)	\$ (2,136,611)	\$ (215,115)	\$ -	\$ -	\$ -	\$ (2,729,398)

**NATIVIDAD**  
**STATEMENT OF REVENUES AND EXPENSES & CHANGES IN NET ASSETS**  
**AS OF MARCH 31, 2025**

CURRENT MONTH					YEAR-TO-DATE				
	Actual	Budget	Variance fav. (unfav)		Actual	Budget	Variance fav. (unfav)		
			\$ VAR.	% VAR			\$ VAR.	% VAR	
R E V E N U E									
Patient Revenue:									
1	\$ 76,300,699	\$ 81,382,034	\$ (5,081,335)	(6.2)	\$ 683,970,421	\$ 719,312,153	\$ (35,341,732)	(4.9)	
2	7,594,047	5,730,110	1,863,937	32.5	51,520,556	50,646,782	873,774	1.7	
3	40,098,636	40,717,721	(619,085)	(1.5)	368,539,962	359,892,100	8,647,862	2.4	
4	123,983,382	127,829,865	(3,846,483)	(3.0)	1,104,030,939	1,129,851,035	(25,820,096)	(2.3)	
Deductions from Revenue									
5	96,154,960	97,687,007	1,532,047	1.6	846,638,267	863,427,090	16,788,823	1.9	
6	1,287,016	3,470,899	2,183,883	62.9	22,707,963	30,678,267	7,970,304	26.0	
7	231,742	83,328	(148,414)	(178.1)	1,636,607	736,512	(900,095)	(122.2)	
8	97,673,718	101,241,234	3,567,516	3.5	870,982,837	884,841,869	23,859,032	2.7	
9	26,319,664	26,588,631	(268,967)	(1.0)	233,048,102	235,009,166	(1,961,064)	(0.8)	
10	21.23%	20.80%			21.11%	20.80%		21.28%	
11	8,627,497	7,867,497	760,000	9.7	73,727,473	70,807,473	2,920,000	4.12	
Total Government Funding									
Other Operating Revenue:									
12	133,713	127,601	6,112	4.8	1,203,414	1,148,409	55,005	4.8	
13	650,990	395,893	255,157	64.5	5,771,108	3,562,497	2,208,611	62.0	
14	426,570	78,083	348,487	446.3	1,039,493	702,747	336,746	47.9	
15	572,847	358,118	214,729	60.0	5,745,945	4,123,062	1,622,883	39.4	
16	1,784,120	959,635	824,485	85.9	13,759,960	9,536,715	4,223,245	44.3	
Total Other Operating Revenue									
TOTAL REVENUE									
17	36,731,280	35,415,763	1,315,517	3.7	320,535,535	315,353,354	5,182,181	1.6	
EXPENSE									
18	21,974,860	20,879,629	(1,095,231)	(5.2)	185,959,225	185,569,088	(390,137)	(0.2)	
19	442,998	574,137	131,140	22.8	7,548,063	5,074,629	(2,473,434)	(48.7)	
20	5,451,100	5,489,033	37,933	0.7	49,317,942	49,014,935	(303,007)	(0.6)	
21	3,163,566	3,127,127	(36,439)	(1.2)	28,371,802	27,764,455	(607,347)	(2.2)	
22	3,249,854	2,865,153	(384,701)	(13.4)	29,939,607	25,324,236	(4,615,371)	(18.2)	
23	496,515	442,418	(54,097)	(12.2)	4,451,925	3,981,762	(470,163)	(11.8)	
24	392,562	361,920	(30,642)	(8.5)	3,523,195	3,198,910	(324,285)	(10.1)	
25	46,897	37,225	(9,672)	(26.0)	388,076	329,022	(59,054)	(17.9)	
26	1,189,982	1,094,729	(95,253)	(8.7)	9,445,471	9,675,987	230,516	2.4	
27	538,062	491,444	(46,618)	(9.5)	4,319,627	4,343,728	24,101	0.6	
28	36,946,395	35,362,815	(1,583,580)	(4.5)	323,264,933	314,276,752	(8,988,181)	(2.9)	
TOTAL EXPENSE									
NET INCOME(LOSS)									
29	(215,115)	52,948	(268,063)	(506.3)	(2,729,398)	1,076,602	(3,806,000)	(353.5)	
CAPITAL CONTRIBUTIONS									
30									
31	-	-	-	-	-	-	-	-	
32	-	-	-	-	-	-	-	-	
33	-	-	-	-	-	-	-	-	
34	\$ (215,115)	\$ 52,948	\$ (268,063)	(506.3)	\$ (2,729,398)	\$ 1,076,602	\$ (3,806,000)	(353.5) %	
County Contribution									
CHANGE IN NET ASSETS									

**NATIVIDAD**

### CAPITAL CONTRIBUTIONS



## NATIVIDAD

		CURRENT MONTH			YEAR - TO - DATE			
		BEGINNING	ENDING	INC/(DEC)	BEGINNING	ENDING	INC/(DEC)	% CHG.
CURRENT ASSETS								
1	\$	105,185,251	\$ 99,954,997	\$ (5,230,253)	\$ 265,963,829	\$ 99,954,997	\$ (166,008,832)	% (62.4)
2		19,083,667	18,583,667	(500,000)	24,483,667	18,583,667	(5,900,000)	(24.1)
3		70,559,412	67,494,874	(3,064,538)	70,460,875	67,494,874	(2,966,000)	(4.2)
4		50,797,602	109,269,248	58,471,646	33,282,851	109,269,248	75,986,397	228.3
5		5,897,949	5,898,505	557	6,011,511	5,898,505	(113,005)	(1.9)
6		16,020,487	14,198,998	(1,821,489)	5,194,447	14,198,998	9,004,551	173.3
7		267,544,367	315,400,290	47,855,922	405,397,180	315,400,290	(89,996,890)	(22.2)
TOTAL CURRENT ASSETS								
8		370,336,305	370,448,836	112,531	364,631,448	370,448,836	5,817,388	1.6
9		(253,643,617)	(254,795,773)	(1,152,156)	(246,588,952)	(254,795,773)	(8,206,821)	(3.3)
10		116,692,688	115,653,062	(1,039,625)	118,042,495	115,653,062	(2,389,433)	(2.0)
OTHER ASSETS								
11		262,241,067	211,803,859	(50,437,208)	141,959,148	211,803,859	69,844,711	49.2
12	\$	646,478,122	\$ 642,857,211	\$ (3,620,911)	\$ 665,398,823	\$ 642,857,211	\$ (22,541,611)	(3.4)
CURRENT LIABILITIES								
13		22,205,014	24,411,570	2,206,556	27,569,119	24,411,570	(3,157,549)	(11.5)
14		15,520,352	18,270,999	2,750,646	16,528,848	18,270,999	1,742,151	10.5
15		72,225,415	64,901,362	(7,324,053)	79,377,334	64,901,362	(14,475,973)	(18.2)
16		4,475,737	4,475,737	-	4,245,606	4,475,737	230,131	5.4
17		19,054,083	18,069,955	(984,128)	17,251,837	18,069,955	818,118	4.7
18		133,480,601	130,129,623	(3,350,979)	144,972,744	130,129,623	(14,843,122)	(10.2)
LONG TERM LIABILITIES								
19		2,069,646	2,014,829	(54,817)	2,508,183	2,014,829	(493,355)	(19.7)
20		-	-	-	-	-	-	-
21		8,889,212	8,889,212	-	13,364,949	8,889,212	(4,475,737)	(33.5)
22		10,958,858	10,904,041	(54,817)	15,873,133	10,904,041	(4,969,092)	(31.3)
TOTAL LONG TERM DEBT								
23		504,552,946	504,552,946	-	497,629,368	504,552,946	6,923,577	1
24		(2,514,283)	(2,729,398)	(215,115)	6,923,577	(2,729,398)	(9,652,975)	(139.4)
25		502,038,663	501,823,548	(215,115)	504,552,946	501,823,548	(2,729,398)	(0.5)
26	\$	646,478,122	\$ 642,857,211	\$ (3,620,911)	\$ 665,398,823	\$ 642,857,211	\$ (22,541,612)	(3.4)
				-	(0)			

**NATIVIDAD**  
**STATE AND COUNTY RECEIVABLES**  
**AS OF 3/31/25**

**BALANCE SHEET**

	<u>Beq. Balance</u>	<u>Accruals</u>	<u>Prior Years Final Rec'n</u>	<u>IGTs Transferred Out</u>	<u>Received</u>	<u>End. Balance</u>
Medi-Cal Waiver (DSH + SNCP)	-	10,687,500		34,773,861	(26,010,481)	\$ 19,450,880
Physician SPA	-	375,003			(505,970)	\$ (130,967)
Rate Range IGT-CCAH- AB 915	8,910,234 745,727	11,999,997 2,482,497		11,196,533	(27,707,714)	\$ 4,399,051 3,228,224
Medical GME	-	749,997		1,241,086	(2,666,242)	\$ (675,159)
Medical HPE	-	187,497			(563,759)	\$ (376,262)
Family First-COVID 19	-				(28,616)	\$ (28,616)
SB1732	-	2,099,997			(2,751,589)	\$ (651,592)
Hospital Fee	-	749,997			(1,995,194)	\$ (1,245,197)
MCMC EPP	9,269,945	13,519,997		19,255,094	(18,869,468)	\$ 23,175,568
MCMC QIP	13,024,643	24,750,000		21,974,826		\$ 59,749,469
<b>GOVERNMENT RECEIVABLES</b>	<b>31,950,549</b>	<b>67,602,482</b>	<b>-</b>	<b>88,441,400</b>	<b>(81,099,033)</b>	<b>\$ 106,895,398</b>
Accrued Donations	16,738	690,646			(617,376)	\$ 90,008
Office Buildings	(8,374)	1,206,730			(1,141,841)	\$ 56,515
Miscellaneous Receivable	135,539	1,044,107			(1,065,759)	\$ 113,887
Probation	-	996,357			(895,509)	\$ 100,848
UCSF & TOURO University	25,900	128,362			(101,725)	\$ 52,538
Interest Accrued	(1)	5,745,952			(5,110,896)	\$ 635,055
Health Department	162,500	1,547,028			(1,384,528)	\$ 325,000
Watsonville	1,000,000					\$ 1,000,000
<b>OTHER RECEIVABLES</b>	<b>1,332,302</b>	<b>11,359,182</b>	<b>-</b>	<b>-</b>	<b>(10,317,634)</b>	<b>\$ 2,373,850</b>
<b>STATE/COUNTY RECEIVABLES</b>	<b>\$ 33,282,851</b>	<b>\$ 78,961,664</b>	<b>\$ -</b>	<b>\$ 88,441,400</b>	<b>\$ (91,416,667)</b>	<b>\$ 109,269,248</b>

**P & L**

	<u>YTD MAR-25</u>
Medi-Cal DSH /SNCP	\$ 10,687,500
Physician SPA	\$ 375,003
AB915	\$ 2,482,497
SB 1732	\$ 2,099,997
HPE	\$ 187,497
Esperanza Care	\$ (375,003)
HD Residency Support	\$ (375,003)
MCMC EPP	\$ 13,519,997
MCMC QIP	\$ 24,750,000
Hospital Fee	\$ 749,997
Medi-Cal GME	\$ 749,997
CARES Act Fund Aid	\$ 5,900,000
Family First C-19 Response-FMAP Enhance-	\$ -
Rate Range IGT-CCAH-	\$ 11,999,997
Medicare Bi-Weekly Payment	\$ 974,997
<b>GOVERNMENT FUNDING INCOME</b>	<b>\$ 73,727,473</b>

# NATIVIDAD

## STATEMENT OF CASH FLOWS

### AS OF MARCH 31, 2025

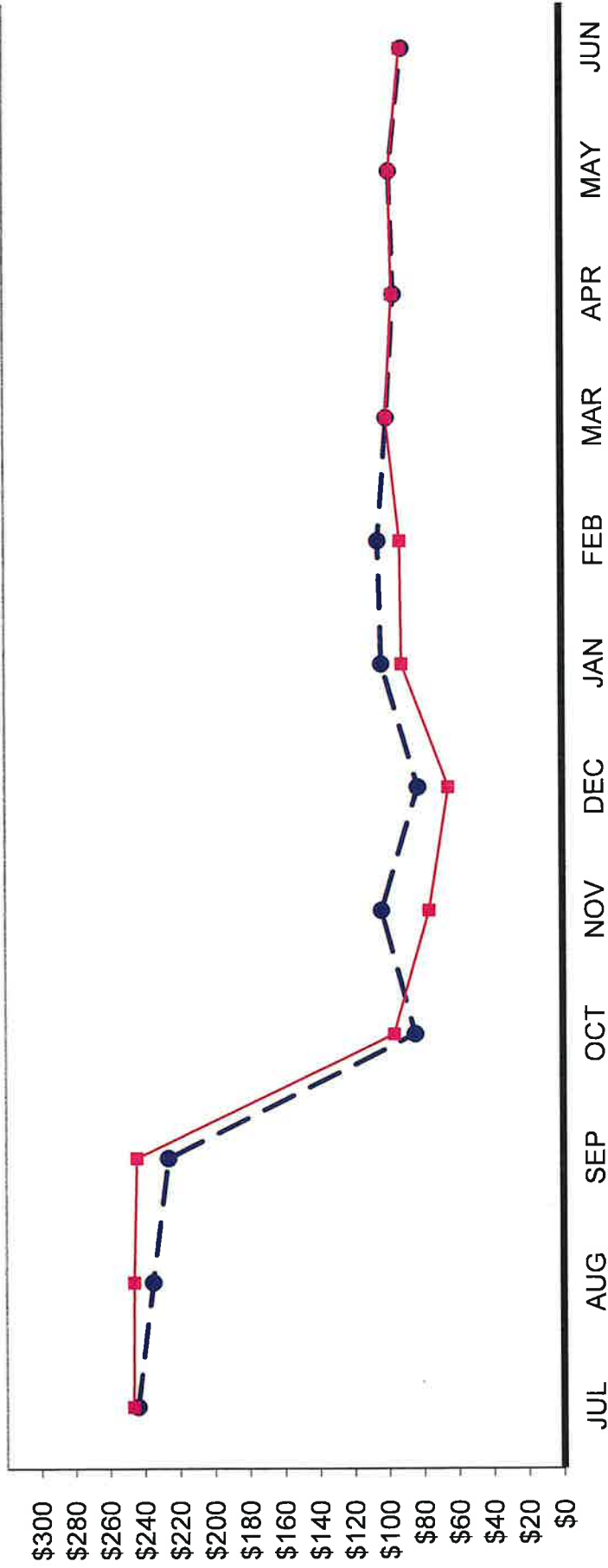
	CURRENT MONTH		YEAR - TO - DATE
1	\$ 105,185,251	CASH AT BEGINNING OF PERIOD	\$ 265,963,829
2		FROM OPERATIONS:	
3	(215,115)	NET INCOME/(LOSS)	(2,729,398)
4	-	NET INCOME ADJ - PRIOR YEAR	-
5	1,152,156	DEPRECIATION/AMORT	\$ 8,206,821
6	937,041	SUBTOTAL	5,477,423
7		CHANGES IN WORKING CAPITAL:	
8	3,064,538	ACCOUNTS RECEIVABLE	2,966,000
	500,000	FUND AID STIMULUS	5,900,000
9	(58,471,646)	STATE/COUNTY RECEIVABLE	(75,986,397)
10	1,820,933	PREPAID EXPENSE & INVENTORY	(8,891,546)
11	2,206,556	ACCRUED PAYROLL	(3,157,549)
12	2,750,646	ACCOUNTS PAYABLE	1,742,151
13	(7,324,053)	MCARE/MEDICAL LIABILITIES	(14,475,973)
15	-	SHORT TERM DEBT	230,131
16	(984,128)	ACCRUED LIABILITIES	818,118
17	(56,437,154)	NET (DECREASE)/INCREASE	(90,855,064)
18		CAPITAL ADDITIONS:	
19	(112,531)	PP&E ADDITIONS	(5,817,388)
20	-	NBV OF ASSETS DISPOSED	-
21	(112,531)	TOTAL CAPITAL (Use of Cash)	(5,817,388)
22		FINANCING ACTIVITY:	
23	(54,817)	LONG TERM BOND DEBT	(4,969,092)
24	50,437,208	OTHER ASSETS	(69,844,711)
25	-	INVESTMENTS	-
26	50,382,391	TOTAL FINANCING	(74,813,803)
27	(5,230,253)	INC./(DEC.) IN CASH BALANCE	(166,008,832)
28	\$ 99,954,997	CASH BALANCE - END OF PERIOD	\$ 99,954,997

**NATIVIDAD**  
**RECONCILIATION OF GOVERNMENT FUNDING**  
**FISCAL YEAR 2025**

		<b><u>BDGT-25</u></b>	<b><u>ESTIMATE</u></b> <b><u>FY2025</u></b>	<b><u>Variance to</u></b> <b><u>Budget</u></b>
01	Medi-Cal DSH Waiver (GPP)	\$ 14,250,000	\$ 14,250,000	\$ -
02	Physician SPA	\$ 500,000	\$ 500,000	-
03	EPP	16,000,000	\$ 19,800,000	3,800,000
04	QIP	33,000,000	\$ 33,000,000	-
05	AB915	3,310,000	\$ 3,310,000	-
06	SB1732	2,800,000	\$ 2,800,000	-
07	CCAH Rate Range	16,000,000	\$ 16,000,000	-
08	HPE	250,000	\$ 250,000	-
09	Family First Corona Virus Response	-	\$ -	-
10	Esperanza Care Outside Purchased Service	(500,000)	\$ (500,000)	-
11	HD Residency Support	(500,000)	\$ (500,000)	-
12	Medi-Cal GME	1,000,000	\$ 1,000,000	-
13	CARES Act Fund Aid	6,000,000	\$ 7,400,000	1,400,000
14	Medicare Bi-Weekly Payments	1,300,000	\$ 1,300,000	-
15	Provider Fee	1,000,000	\$ 1,000,000	-
		<u>\$ 94,410,000</u>	<u>\$ 99,610,000</u>	<u>\$ 5,200,000</u>

## Cash Flow Performance Fiscal Year 2025 (in Millions)

● YTD Projections  
■ BUDGET 2024



	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ESTIMATE	ESTIMATE
Months	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jun
YTD	243.9	235.1	226.2	84.4	103.6	82.5	103.3	105.2	100.0	95.5	98.1	90.6	90.6
BDGT	246.4	245.8	244.1	96.2	76.1	64.9	91.4	92.2	100.0	96.4	98.0	91.6	91.6
Variance	(2.5)	(10.7)	(17.8)	(11.8)	27.5	17.6	11.9	13.0	(0.1)	(1.0)	0.1	(1.0)	(1.0)

NATIVIDAD  
CASH FORECAST  
FISCAL YEAR 2025

	ACTUAL JUL	ACTUAL AUG	ACTUAL SEP	ACTUAL OCT	ACTUAL NOV	ACTUAL DEC	ACTUAL JAN	ACTUAL FEB	ACTUAL MAR	ESTIMATE APR	ESTIMATE MAY	ESTIMATE JUN	Total YTD
Beginning Balance	265,955,268	243,916,079	235,075,584	226,217,874	84,378,839	103,573,969	76,063,093	103,274,656	105,176,692	99,946,438	95,442,441	98,052,781	265,955,268
<b>CASH RECEIPTS</b>													
Patient Revenues (incl pro fees and lab cop)	24,303,677	26,813,241	23,665,694	31,868,112	20,453,717	23,405,737	31,390,605	23,931,036	27,719,526	26,287,316	26,965,662	20,805,201	307,609,525
Short-Doyle payments			1,798,420	510,432	207,545		1,602,158	52,612	1,708,429	-	62,274	-	5,941,870
Short-Doyle IGTs									535,405				535,405
Medicare Patient Payments								19		171,500			171,519
Medicare Prepayment								405,777					405,777
Provider Fee			551,925		481,090		481,090		481,090	-	-	250,000	2,245,194
Rate-Range							27,707,714			-	-	-	27,707,714
Stimulus - Family First Response COVID19	21,797			600	2,398	2,495	1,327			-	-	-	28,616
Hospital Presumptive Eligibility			157,389			210,698			195,672.26	-	-	125,000	688,759
Foundation Donations	15,019	196,929	7,388		135,515	35,261	118,232	63,531	394,348	76,570	76,570	76,570	1,195,934
MCAL Waiver CY24/GPP	11,273,034			11,264,599				4,083,229		25,668,878	-	-	52,289,739
Fund Aid	500,000	1,000,000	1,400,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	7,400,000
SB1732	244,565							2,507,024		-	-	-	2,751,589
HEALTH DEPARTMENT REIMB			121,605	186,837		384,597	268,055	138,077		-	245,319	-	1,344,490
MCAL GME		787,991	151,716		150,552	787,991			787,991	-	-	1,674,087	4,340,329
AB915										-	2,559,614	-	2,559,614
Rent Income	16,820	16,820	227,874	87,171	16,820	393,511	126,503	126,503	126,503	116,184	115,184	116,159	1,486,052
QIP										65,681,327			65,681,327
EPP				18,869,468						19,734,081			38,603,549
Physician SPA			259,308	246,662						-	-	500,000	1,005,970
CCAH Hospital Quality Incentive Program (HQIP)			611,600			575,200			188,800	-	-	642,800	2,018,400
IGT Sub-Fund Transfer In/(Out)					34,821,986		3,185,072		50,434,342	870,035	-	-	89,311,435
Fund 404 Transfer		15,539	38,953	9,621		734,305	602,689	306,908		63,173	163,644	1,134,862	3,069,694
Interest Income					3,023,037		2,067,860			2,067,860	-	1,686,365	8,845,121
Miscellaneous Revenue	511,723	102,070	799,623	449,893	486,859	592,280	416,520	585,957	437,415	299,531	272,783	382,764	5,337,419
Total Cash Receipts	36,886,635	28,932,590	29,791,495	63,993,395	60,279,519	27,622,076	68,467,825	32,700,672	83,509,521	141,536,453	30,961,049	27,893,810	632,575,040
<b>CASH DISBURSEMENTS</b>													
Purchased Services and Supplies	14,612,300	13,520,206	11,521,666	11,830,991	8,415,727	7,097,265	17,031,567	8,731,611	17,634,466	8,987,651	8,987,651	8,987,651	137,358,752
Rate Range Assessment Fee CY23					1,705,723								1,705,723
Rate Range IGT CY23					9,443,451								9,443,451
Rate Range IGT CY22					47,359								47,359
HD Residency Support					125,000		125,000						250,000
IGT MEDICAL GME	413,695			413,695			413,695			870,035			1,697,426
GPP	7,449,467		7,443,893				2,771,377		17,109,125				34,773,861
MCAL FY17 FINAL SETTLEMENT	3,175,922	(3,150,196)											25,726
MCAL FY18 FINAL SETTLEMENT									6,824,053				6,824,053
IGT EPP		7,904,703							11,350,391				19,255,094
IGT QIP									21,974,826				21,974,826
Short-Doyle IGT								304,658	161,618				466,276
Building Lease / Rental Equipment										196,152	196,152	196,152	588,457
Unfunded Actuarial Liability (UAL) Annual Allocation						16,468,967							16,468,967
COP Principal & Interest Payments				4,673,795						-	-	-	4,673,795
Payroll and Benefits	27,743,145	19,064,719	19,481,857	19,596,426	19,511,971	28,466,349	20,614,110	21,055,869	20,396,818	18,495,430	18,495,430	18,495,430	251,417,554
Workers Comp Allocation				5,154,549									5,154,549
Property Insurance				2,316,580									2,316,580
General Liability Ins - Non Recoverable				583,566						1,688,569		1,688,569	3,960,704
General Liability Ins - Recoverable				1,009,091									1,009,091
Beta Ins - Liability & Malpractice					749,512					421,572		421,572	1,592,657
COWCAP	4,289,019												4,289,019
Data Processing						1,065,924	266,949	266,834		266,989	266,989	1,062,608	3,196,291
NMC Solar Cash Option										-	-	3,764,850	3,764,850
SB1732										210,363			210,363
Transfer From 451 to 404				117,090,572	50,352								117,140,924
Transfer From 451 to IGT				34,378,995						107,143,023			141,522,018
Transfer From 451 to Strategic Funds				8,500,000									8,500,000
Capital Expenditures	1,242,276	433,654	201,790	284,170	1,035,294	2,034,447	33,564	439,663	112,531	936,614	404,487	775,281	7,933,770
Total Cash Disbursements	58,925,824	37,773,085	38,649,205	205,832,430	41,084,388	55,132,952	41,256,263	30,798,636	88,739,775	146,040,451	28,350,709	35,392,113	807,562,135
Increase/(Decrease)	(22,039,189)	(8,840,495)	(8,857,710)	(141,839,035)	19,195,131	(27,510,876)	27,211,563	1,902,035	(5,230,253)	(4,503,997)	2,610,340	(7,498,303)	(174,987,095)
Ending Cash Fund 451	243,916,079	235,075,584	226,217,874	84,378,839	103,573,969	76,063,093	103,274,656	105,176,692	99,946,438	95,442,441	98,052,781	90,554,478	90,968,174
(+) Cash In Transit						6,433,575							
(+) Petty Cash and CC	8,559	8,559	8,559	8,559	8,559	8,559	8,559	8,559	8,559	8,559	8,559	8,559	
Ending Cash as per 6/L	243,924,638	235,084,143	226,226,433	84,387,398	103,582,528	82,505,227	103,283,215	105,185,251	99,954,997	95,451,000	98,061,340	90,563,037	
<b>Fund 404</b>													
Beginning Balance	61,347,484	61,347,484	61,331,945	61,292,992	178,373,943	178,424,295	177,689,990	177,087,301	176,780,393	176,780,393	176,717,220	176,553,576	
Transfer In from fund 451	-	-	-	117,090,572	50,352	-	-	-	-	-	-	-	
Transfer Out fund 404	-	(15,539)	(38,953)	(9,621)	-	(734,305)	(602,689)	(306,908)	-	(63,173)	(163,644)	(1,134,862)	
Capital Expenditures													
Ending Cash Fund 404	61,347,484	61,331,945	61,292,992	178,373,943	178,424,295	177,689,990	177,087,301	176,780,393	176,780,393	176,717,220	176,553,576	175,418,714	
Ending Cash Fund 451 & 404	305,263,563	296,407,529	287,510,866	262,752,782	281,998,264	253,753,083	280,361,957	281,957,085	276,726,831	272,159,661	274,606,357	265,973,192	