



Natividad
MEDICAL CENTER

Board of Trustees
2018

May 4, 2018

NMC Board of Trustees Meeting

Friday, May 4, 2018

9:00 AM

Natividad Room

1st Floor, Building 200

1441 Constitution Blvd.

AGENDA

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

1. **Pledge of Allegiance**
2. **Agenda Additions/Corrections** *Page 1-8 – Board Clerk*
3. **Minutes**
 - Approve the Minutes of April 6, 2018 *Page 9-16*
4. **Board Comments**
5. **Public Comments (Limited up to 3 minutes per speaker at the discretion of the Chair)**

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

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

 6. a. Policies/Procedures/Forms/Manuals (listed and available upon request)
 - Policies with no significant changes:**
 - Business Office Policies
 - ARU Policies
 - 1:0360 Bariatric Surgery: Medical Equipment Weight and Size Limits
 - 5:0200 Equal Employment Opportunity and Nondiscrimination Policy
 - LDU-6085 Induction of Labor
 - Policies with minor changes:**
 - 1:2700 Preoperative Evaluation of Surgical Patients
 - 1:3100 Critical Result Policy
 - 5:0300 Content and Maintenance of Employee Personnel Files for All Hospital Staff
 - 5:1700 Attendance Guidelines

BARI-7500 Bariatrics Lap Band Adjustments
LDU-6005 Amniocentesis
DIA-1000 Diabetes In Pregnancy Program
LDU-6085 Induction of Labor
LDU-6145 Second Stage Management
MSP003-4 Health Screening Attestation Requirements
MSP005-1 Medical Staff Peer Review Policy
NICU-6981 Peripherally Inserted Central Catheter: RN Insertion
NUR-6000 Admission to L&D Unit, Triage & Screening
NUR-6640 Postpartum Hemorrhage
NUR-7041 TB Patients Scheduled for Surgery

Policies with major changes:

5:2900 (formerly 1:9050) Forensic Patient Care
7:0250 Policy & Procedure Process
NUR-6570 Hyperbilirubinemia: Phototherapy

New Policies:

1:4466 Comfort Focus Treatment/Care (End of Life Care)
1:9319 Alcohol Screening and Brief Intervention for Trauma Patients
~~1:9322 Post-Traumatic Stress Disorder and Depression Screening for Trauma Patients (Pulled per Trauma)~~
ED-1310 Initiation of Buprenorphine in the Emergency Department
ED-1321 Triage of Patients

Policies being retired:

1:2205 Adult Patient Self Glucose Testing
1:9205 Care Seat Safety
5:7820 HIV or HBV Infected Healthcare Worker
CARD-0016 Verbal and Telephone Orders
MSP001-10 Leave of Absence
MSP002-1 DEA Prescribing Authority

Additions to formulary:

Buprenorphine
Sufentanil

Order Sets

NEW Gen Blood Transfusion
MED Atrial Fibrillation
TRA Standard Trauma Admission
TRA ICU Trauma Admission
ED Chest Pain
TRA IMC Trauma Admission
ANES ICU Epidural
ANES OB Epidural
ANES PACU Peds Age greater than 1 Year
ANES Post Intrathecal or Epidural

ARU Admission
ED Asthma
GEN Adult Temp Holding Orders
ICU Admission
ICU Heart Failure
ICU Hypothermia Post Cardiac Arrest
ICU IMCU Potassium Replacement
ICU RT Ventilator Weaning Order Set
ICU Vasopressor
IR Pre Procedure
MED Heart Failure
MHU Admission
MHU Holding Orders
OB PostOp Major Gyn Surgery
SURG ENT PostOp Head and Neck
SURG ENT PostOp Thyroid Parathyroid
SURG Ophthalmology PostOp
SURG PostOp Colectomy

Order Sets

ED PED Respiratory
ED PEDS Overdose
GEN Comfort Care/End of Life
GEN PEDS Temporary Holding Orders
MIU Normal Newborn Admission
OB Pyelonephritis
OB VBAC
PED Admission
PED Asthma
PED Bronchiolitis
PED Dehydration
PED Failure to Thrive
PED Fever 0 to 28 Days
PED Fever 3 to 36 Months
PED Fever 29 to 90 Days
PED Pneumonia Admission
PED Urinary Tract Infection
Pediatric Fever
Pediatric Pain
SURG PED PostOp Tonsillectomy
Zosyn Module

Approve for submission to the Monterey County Board of Supervisors the following agreements identified in Items 6b to 6l of the consent calendar. All of the listed items were previously reviewed and approved by the NMC Finance Committee.

- 6b. * **Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Santa Clara Valley Medical Center,** *Page 17-18*
- a. Authorize the Chief Executive Officer (“CEO”) of Natividad Medical Center (“NMC”) to sign the patient transfer agreement with the County of Santa Clara-Santa Clara Valley Medical Center (“SCVMC”) which defines the terms of transferring a patient between NMC and SCVMC for the term of July 1, 2018 through June 30, 2023; and
 - b. Approve recommendation of the CEO of NMC to accept non-standard indemnification (Monterey County indemnifies Santa Clara County) and insurance (professional liability insurance only; standard limits); and
 - c. Authorize execution of additional amendments to the agreement where the amendments do not extend the term and do not significantly alter the risk associated with the parties’ duties under the Agreement, subject to review and approval of County Counsel and County Auditor-Controller.
- 6c. * **Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with National Decision Support Company, LLC,** *Page 19-20*
- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with National Decision Support Company, LLC. for CareSelect Imaging subscription services at NMC for an amount not to exceed \$114,500 with an agreement term of May 1, 2018 through April 30, 2023; and
 - b. Authorize the Deputy Purchasing Agent for NMC 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 ten percent (10%) (\$11,450) of the original cost of the agreement per each amendment.
- 6d. * **Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Thrust IV Property Management,** *Page 21-22*
- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (“NMC”) to execute a lease agreement renewal with Thrust IV Property Management for the Creekbridge Apartment located at 1757 Independence Boulevard, Unit 204 in Salinas, California, for an eighteen (18) month term of August 1, 2018 through October 31, 2019, for housing of medical students and residents performing visiting rotations at NMC.
 - b. Authorize the Auditor-Controller to make lease payments of \$1,935 per month in accordance with the terms of the Lease Agreement.
 - c. Authorize the Deputy Purchasing Agent for NMC to execute three future renewals to the lease agreement for three (3) additional eighteen (18) month terms under the same general terms and conditions provided there is not a significant increase to the amount of the monthly lease payments, and to make minor revisions to the lease agreements if deemed by the Deputy Purchasing Agent for NMC to be in the best interest of the County to do so, subject to review and approval of County Counsel and County-Auditor-Controller.
- 6e. * **Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with CEP America-California,** *Page 23-24*
- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the First Amendment to the Professional Services Agreement (A-13218) with CEP America-California, a California General Partnership, d.b.a. Vituity to provide emergency medicine services at NMC, extending the term by twenty-four months (July 1, 2018 to June 30,

2020) for a revised full agreement term of July 2016 to June 30, 2020 and adding \$3,563,621, for a revised amount not to exceed \$6,576,277 in the aggregate; and

- b. Authorize the Deputy Purchasing Agent for NMC or his designee to sign up to three (3) amendments to this Agreement where the total amendments do not exceed 10% (\$301,266) of the original contract amount and do not significantly change the scope of work.

6f. * Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Monterey Bay GI Consultants Medical Group, Inc., Page 25-26

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the Fifth Amendment to the Professional and Call Coverage Services Agreement (A-12095) with Monterey Bay GI Consultants Medical Group, Inc. to provide gastroenterology services at NMC, extending the term by twenty-four months (July 1, 2018 to June 30, 2020) for a revised full agreement term of September 1, 2011 to June 30, 2020, and adding \$400,000, for a revised not to exceed amount of \$1,270,000 in the aggregate; and
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to sign up to three (3) amendments to this Agreement where the total amendments do not exceed 10% (\$25,000) of the original contract amount and do not significantly change the scope of work.

6g. * Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Juan Calzetta, M.D., Page 27-28

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the First Amendment to the Professional and Call Coverage Services Agreement (A-13157) with Juan Calzetta M.D. to provide vascular surgery services at NMC, extending the term by twenty-four months (July 1, 2018 to June 30, 2020) for a revised full agreement term of July 1, 2016 to June 30, 2020 and adding \$700,000 for a revised amount not to exceed of \$1,400,000 in the aggregate; and
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to sign up to three (3) amendments to this Agreement where the total amendments do not exceed 10% (\$70,000) of the original contract amount and do not significantly change the scope of work.

6h. * Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Yu-Chuan Liu, M.D., Page 29-30

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the Second Amendment to the Professional and Call Coverage Services Agreement (A-12844) with Yu-Chuan Liu M.D. to provide cardiology services at NMC extending the term by twenty-four months (July 1, 2018 to June 30, 2020) for a revised full agreement term of July 1, 2016 to June 30, 2020 and adding \$800,000, for a revised amount not to exceed of \$2,200,000 in the aggregate; and
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to sign up to three (3) amendments to this Agreement where the total amendments do not exceed 10% (\$60,000) of the original contract amount and do not significantly change the scope of work.

6i. * Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Central Coast Head & Neck Surgeons, Page 31-32

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the First Amendment to the Professional and Call Coverage Services Agreement (13164) with Central Coast Head & Neck Surgeons to provide otolaryngology and audiology services at NMC, extending the term by twenty-four months (July 1, 2018 to June 30, 2020) for a full revised term of July 1, 2016 to June 30, 2020, and adding \$1,500,000 for a revised amount

not to exceed \$3,000,000 in the aggregate; and

- b. Authorize the Deputy Purchasing Agent for NMC or his designee to sign up to three (3) amendments to this Agreement where the total amendments do not exceed 10% (\$150,000) of the original contract amount and do not significantly change the scope of work.

6j. * Approve for Submission to the Monterey County Board of Supervisors the Following Agreements Pursuant to Request for Qualifications (RFQ) #9600-76, Page 33-34

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute agreements with Kleinfelder Inc., Moore Twining Associates Inc., and RMA Group pursuant to the Request for Qualifications (RFQ) #9600-76 for construction materials testing and inspection services at NMC, with an agreement term beginning on July 1, 2018 through June 30, 2023, and an aggregate total amount not to exceed \$300,000 across all agreements.
- b. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute up to three (3) no-extension amendments, in which the aggregate does not exceed 10% (\$30,000) of the original contract amount.

6k. * Approve for Submission to the Monterey County Board of Supervisors the Following Agreements Pursuant to Request for Qualifications (RFQ) #9600-78, Page 35-36

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with Spin Recruitment Inc. pursuant to the Request for Proposal (RFP) #9600-78 for advertising recruitment services at NMC, with an agreement term beginning on July 1, 2018 through June 30, 2020, with the option to extend the agreement for three (3) additional one year periods; and for an original contract amount not to exceed \$400,000.
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (3) no-extension amendments, in which the aggregate does not exceed 10% (\$40,000) of the original contract amount.
- c. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (3) future amendments, each of would exercise a one year option to extend and add \$200,000 to the agreement, provided that the total cost for the agreement over a five year period does not exceed \$1,040,000 and so long as an appropriation for the costs of the amendments is included in the County Adopted Budget.

6l. * Approve for Submission to the Monterey County Board of Supervisors the Following Agreements Pursuant to Request for Qualifications (RFQ) #9600-79, Page 38-38

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with Schipper Design and AMF Media Group pursuant to the Request for Proposal (RFP) #9600-79 for marketing and graphic design services at NMC, with an agreement term beginning on July 1, 2018 through June 30, 2021, with the option to extend the agreement for two (2) additional one year periods; and for an original contract amount not to exceed \$510,000.
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to two (2) no-extension amendments, in which the aggregate does not exceed 10% (\$51,000) of the original contract amount.
- c. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to two (2) future amendments, each of would exercise a one year option to extend and add \$170,000 to the agreement, provided that the total cost for the agreement over a five year period does not exceed \$901,000 and so long as an appropriation for the costs of the amendments is included in the County Adopted Budget.

- 7 * **Approve for Submission to the Monterey County Board of Supervisors the Following Amendment with Central Coast Health Connect, LLC, which is in the final stages of negotiation** *Page 39-40*
- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement (A-13155) with Central Coast Health Connect, LLC. for health information exchange services, extending the agreement an additional two (2) year period (July 1, 2018 to June 30, 2020) for a revised full agreement term of July 1, 2016 through June 30, 2020, and adding \$541,074 for a revised total agreement amount not to exceed \$1,086,694.
 - b. Authorize the Deputy Purchasing Agent for NMC 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 ten percent (10%) (\$54,562) of the original cost of the agreement per each amendment.
- 8 * **Approve for Submission to the Monterey County Board of Supervisors the Following Amendment with Kronos Inc., which is in the final stages of negotiation** *Page 41-42*
- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with Kronos Inc. including three (3) future Order Forms, to the Kronos Agreement, for software support and professional services at NMC for an amount not to exceed \$1,439,000 with an agreement term July 1, 2018 through June 30, 2023
 - b. Authorize the Deputy Purchasing Agent for NMC 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 ten percent (10%) (143,900) of the original cost of the agreement per each amendment.
- 9 **Natividad Brand Launch** – *Carol Adams, Assistant Administrator*
Presentation by Neimand Collaborative Group, Schipper Design, AMF Media
- 10 **Accept Oral Reports from NMC Chief Financial Officer** - *Daniel Leon, CFO*
- a. March 2018 YTD Financial Reports *Page 43- 55*
 - b. Esperanza Care Program Extension and Renewal for Pacific Health Alliance Pilot Program Amendment No. 1 *Page 56-57*
- 11 **Adopt Resolution in Support of Level II Trauma Designation** – *Dr. Gary R. Gray, CEO Page 58*
- 12 **Receive Oral Report from NMC Chief Executive Officer** - *Dr. Gary R. Gray, CEO*
- 13 **Receive Oral Report from Chief Nursing Officer** – *Nancy Buscher, CNO*
- 14 **Receive Oral Report from Chief of Staff** – *Dr. Walt Mills, COS*

15 Recess to Closed Session under Government Code Section 54950

- a. Pursuant to Health and Safety Code Section 1461, Evidence Code Section 1157, and in accordance with Government Code Section 54954.5, the Board will receive: Medical Quality Assurance Reports *Dr. Craig Walls, CMO*

16 Reconvene into Open Session for Closed Session Report – The BOT will announce any reportable action taken in Closed Session.

17 * Accept and approve April 2018 Credentials Report from Medical Staff Office relating to appointment of medical staff and allied health professionals. *Page 59-60*

Adjournment

**Next Board of Trustees Meeting
Friday, June 1, 2018
9:00 AM
Natividad Room
1st Floor, Building 200**

NMC Board of Trustees Meeting

Friday, April 6, 2018

9:00 AM

Natividad Room

1st Floor, Building 200

1441 Constitution Blvd.

MINUTES

Board of Trustees: Mitch Winick, Dr. Gary Gray, Mike Payne, Fernando Elizondo, Lew Bauman
Dr. Walt Mills, Supervisor Simon Salinas, John Huerta

Absent: Marcia Atkinson, Britt Rios-Ellis

NMC Staff/County: Anne Brereton, Andrea Rosenberg, Carol Adams, Nancy Buscher, Dr. Harris,
Nathan Fuentes, Jerry Serra, Yolanda Benavente, Jennifer Williams, Dr. Lepp,
Julie Edgcomb, Monica Hamilton, Jeanne Ann Balza, Dr. Craig Walls,

1. **Pledge of Allegiance**

2. **Agenda Additions/Corrections** – Board Clerk

MOTION: Motion to accept and approve the agenda for April 6, 2018, BOT meeting by Supervisor Salinas, seconded by Mike Payne.

3. **Minutes**

- a. Approve the Minutes of March 2, 2018.

MOTION: Motion to approve minutes of the March 2, 2018 BOT meeting by Mike Payne, seconded by Supervisor Simon Salinas.

4. **Board Comment**

- a. Fernando
b. Salinas
c. John

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

- a. Nathan Fuentes, Director of the Volunteer Auxillary, thanked the Board for all of their support and wants to call out the recognition of Volunteer Month.

6. Consent Calendar

6a. Policies/Procedures/Forms/Manuals

Policies with no changes:

3:7175 Single Dose vs. Multi-dose Vials

Policies with minor changes:

1:1000 Patient Rights and Responsibilities

1:3100 Critical Result Policy

1:3650 Defibrillator Test

1:4210 Code Saturation

1:5650 Patient Identification for Clinical Care and Treatment

2:0900 Rotation of Sterile Supplies

3:7880 Emergency Medication Kits

4:1530 Safety and Security Risk Assessment

4:4200 Disruption of Services

4:4221 High Profile Visitors and Patients

4:5100 Fire Response Procedure – Code Red

5:0300 Content and Maintenance of Employee Personnel Files
for All Hospital Staff

6:2100 Removal of Supplies by Non-Materials Mgmt. Personnel
After Hours (Store Room Security)

6:2200 Ordering Storeroom Supplies

NUR-6335 CPR: Teaching (Infant)

NUR-6508 Alternative Feeding methods for Newborns/Infants

Policies with major changes:

ED-1305 Chest Pain Assessment and EKG Protocol

New Policies:

1:0080 Hypoglycemia Mgmt. in the Inpatient Setting for Non-Pregnant Adult

1:1220 The California End of Life Option Act

3:9610 Alternative Medication Administration

ED-1320 IM Ketamine Administration in the Severely Agitated Adult Patient

TRA-001 Trauma Registry Policy and Procedure

Policies being retired:

1:9285 Management of blunt Splenic Trauma

1:9318 Geriatric Trauma Guideline

1:9335 Management of Mild Traumatic Brain Injury on Anticoagulation

1:9337 Venous Thromboembolism Treatment in Traumatic Brain Injury

1:9340 Orthopedic Trauma Guidelines

1:9347 Trauma Service Admission Guidelines

1:9350 Neurosurgery Trauma Consult Guidelines

6:3900 Electronic Health Record

Additions to formulary:

Changes to Alaris Pump Drug Dictionary: February & March 2018

Approve for submission to the Monterey County Board of Supervisors the following agreements identified in Item 6b to 6i of the consent calendar. All of the listed items were previously reviewed and approved by the NMC Finance Committee.

6b. * Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with CortiCare, Inc.,

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment no. 3 to the agreement with CortiCare, Inc. to provide remote EEG (electroencephalogram) monitoring and reading services of NMC patients as requested by NMC, adding \$264,000 for a revised total agreement amount not to exceed \$464,000, and extending the agreement an additional three (3) year period (April 20, 2018 through April 19, 2021) for a revised full agreement term of April 20, 2015 through April 19, 2021.

6c. * Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Best Best & Krieger, LLP,

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment no. 1 to the agreement with Best Best & Krieger, LLP for specialized attorney services at NMC, adding \$118,000 for a revised total agreement amount not to exceed \$198,000 and with no change to the agreement term of May 1, 2017 through April 30, 2019.
- b. Authorize the Deputy Purchasing Agent for NMC 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 ten percent (10%) (\$8,000) of the original cost of the agreement per each amendment.

6d. * Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Monterey Language Services,

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement (A-13118) with Monterey Language Services for translation, interpretation and other language services, adding \$250,000 for a revised total agreement amount not to exceed \$475,000.

6e. * Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with AMF Media Group,

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement (A-13105) with AMF Media Group for public relations services, extending the agreement an additional one (1) year period (May 1, 2018 through April 30, 2019) for a revised full agreement term of May 1, 2016 through April 30, 2019, and adding \$415,500 for a revised total agreement amount not to exceed \$995,400.

6f. * Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Himagine Solutions, Inc.,

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 3 to the agreement with Himagine Solutions, Inc. for remote data abstraction data collection, and entry of trauma patients into NMC's Trauma One Database, extending the agreement an additional one (1) year period (July 1, 2018 through June 30, 2019) for a revised full agreement term of July 16, 2016 through June 30, 2019, and adding \$76,693 for a revised total agreement amount not to exceed \$526,692.

6g. * Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Thrust IV Property Management,

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (“NMC”) to execute a lease agreement renewal with Thrust IV Property Management for the Creekbridge Apartment located at 1498 Constitution Blvd, in Salinas, California, for an eighteen (18) month period of May 1, 2018 through October 31, 2019, for housing of trauma physicians.
- b. Authorize the Auditor-Controller to make lease payments of \$1,655 per month in accordance with the terms of the Lease Agreement.
- c. Authorize the Deputy Purchasing Agent for NMC to execute three future renewals to the lease agreement for three (3) additional eighteen (18) month terms under the same general terms and conditions provided there is not a significant increase to the amount of the monthly lease payments, and to make minor revisions to the lease agreements if deemed by the Deputy Purchasing Agent for NMC to be in the best interest of the County to do so, subject to review and approval of County Counsel and County-Auditor-Controller.

6h. * Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Medical Information Technology, Inc,

Authorize payment to Medical Information Technology, Inc. (MEDITECH) for routine maintenance services on the various MEDITECH software system modules implemented at Natividad Medical Center in an amount not to exceed \$360,000 for Fiscal Year 2018-19.

6i. * Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Health Care Interpreter Network,

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement (A-12753) with Health Care Interpreter Network for shared interpreter services, extending the agreement an additional three (3) year period (July 1, 2018 through June 30, 2021) for a revised full agreement term of July 1, 2015 through June 30, 2021, and adding \$195,000 for a revised total agreement amount not to exceed \$390,000.

MOTION: Motion to approve Policies/Procedures/Forms/Manuals item 6a-6i moved by Mike Payne, seconded by John Huerta, and approved unanimously.

7 * Approve for Submission to the Monterey County Board of Supervisors the Following Amendment with Peter A Ripper & Associates, Inc., which is in the final stages of negotiation

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement (A-13580) with Peter A Ripper & Associates, Inc. dba PARA for revenue integrity program services, extending the agreement an additional three (3) year period (July 1, 2018 through June 30, 2021) for a revised full agreement term of July 1, 2016 through June 30, 2021, and adding \$210,000 for a revised total agreement amount not to exceed \$370,000.
- b. Authorize the Deputy Purchasing Agent for NMC 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 ten percent (10%, \$9,500.) of the original cost of the agreement per each amendment.

MOTION: Motion to approve Item 7 for submission to the Board of Supervisors so moved Supervisor Simon Salinas, seconded by Mike Payne, and approved unanimously.

8 * Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with TCAR Programs, which is in the final stages of negotiation

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with TCAR Programs for Trauma Care After Resuscitation (TCAR) education services at NMC for an amount not to exceed \$51,000 with an agreement term after signing by Natividad Medical Center CEO through December 31, 2018.

MOTION: Motion to approve Item 8 for submission to the Board of Supervisors so moved by John Huerta, seconded by Mike Payne, and approved unanimously.

9 * Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with JKL Construction Services, Inc., SHP Project Development, Inc. and Bogard Construction, Inc., which are in the final stages of negotiation Page 35-36

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute agreements with three (3) vendors JKL Construction Services, Inc., SHP Project Development, Inc., and Bogard Construction, Inc. for construction management services pursuant to the Request for Qualifications (RFQ) # 9600-77, with an agreement term of May 1, 2018 through April 30, 2023 and a total aggregate amount for all agreements not to exceed \$2,000,000 or \$400,000 per fiscal year.
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (3) no-extension amendments for all agreements awarded for construction management services per RFQ# 9600-77 which do not significantly alter the scope of work and do not increase the cumulative “not to exceed” amount by up to 10% (\$200,000) of the original total aggregate amount for all agreements (\$2,000,000).

MOTION: Motion to approve Item 9 for submission to the Board of Supervisors so moved by Supervisor Simon Salinas, seconded by John Huerta, and approved unanimously.

10 * Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Carefusion Solutions, LLC., which is in the final stages of negotiation Page 37-39

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) to execute the Carefusion Customer Order No.1000121534 for the rental of pharmaceutical automated inventory management dispensing (Pyxis) machines in the new cardiology clinic and in the women’s diagnostic imaging clinic, for a sixty (60) month period (estimated implementation date May 1, 2018 through April 30, 2022), at a monthly rental cost of \$983 for a total of \$58,980, under the approved Master Lease Agreement with Carefusion Solutions, LLC (A-12934).
- b. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) to execute Carefusion Customer Order No. 1000123423 for the rental of general medical supply automated inventory management dispensing (Pyxis) machines in the new cardiology clinic and in the women’s diagnostic imaging clinic, for a sixty (60) month period (estimated implementation date June 1, 2018 through May 30, 2022), at a monthly rental cost of \$757 for a total of \$45,420; and under the approved Master Agreement (A-12934) with Carefusion Solutions, LLC.
- c. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) to execute Carefusion Customer Order No. 1000089002 for a master interface software module of the supply automation inventory management dispensing (Pyxis) machines at NMC, with an initial purchase fee of \$15,000 plus an ongoing monthly support fee of \$155 for a sixty month period (estimated implementation date June 1, 2018 through May 30, 2022) for a total cost of \$24,300, under the approved Master Agreement (A-12934) with Carefusion Solutions, LLC.

- d. Authorize the Deputy Purchasing Agent at NMC to execute the Implementation Timelines for the Pyxis Customer Orders No. 10000121534 and 1000123423.
- e. Authorize the Deputy Purchasing Agent at NMC to execute any future modified Implementation Timelines to the Pyxis Customer Orders No. 1000121534 and 1000123423 which may arise due to unforeseen scheduling changes and which do not cause an increase to the total cost.

a. MOTION: Motion to approve Item 10 for submission to the Board of Supervisors so moved by Supervisor Simon Salinas, seconded by Lew Bauman, and approved unanimously.

11 * Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Nixon Peabody LLP, which is in the final stages of negotiation Page 40-41

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) to execute Amendment No. 5 to the Agreement No. (A-12242/MYA503) with Nixon Peabody LLP for Legal Services at NMC, extending the Agreement an additional three (3) year period (July 1, 2018 through June 30, 2021) for a revised term of October 10, 2011 to June 30, 2021 and at no additional cost, for a revised total Agreement amount not to exceed \$300,000.

MOTION: Motion to approve Item 11 for submission to the Board of Supervisors so moved by John Huerta seconded by Mike Payne, and approved unanimously.

12. Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with CardioNet, LLC, which are in the final stages of negotiation

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment no. 2 to the agreement with CardioNet, LLC a subsidiary of the parent company, Biotelemetry, Inc. for cardiac monitoring services at NMC, extending the agreement an additional three (3) year period (July 1, 2018 through June 30, 2021) for a revised full agreement term of July 1, 2014 through June 30, 2021, and adding \$110,000 for a revised total agreement amount not to exceed \$210,000.
- b. Authorize the Deputy Purchasing Agent for NMC 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 ten percent (10%) (\$10,000) of the original cost of the agreement per each amendment.

MOTION: Motion to approve Item 12 for submission to the Board of Supervisors so moved by Supervisor Simon Salinas seconded by Fernando Elizondo, and approved unanimously.

13. Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Integrated Archive Systems, Inc. , which is in the final stages of negotiation

- a. Authorize the Deputy Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement (A-12838) with Integrated Archive Systems Inc. for Support Renewal of Data Backup and Storage Hardware, Software, Licensing Maintenance services, extending the agreement an additional three (3) year period (May 1, 2018 through April 30, 2021) for a revised full agreement term of February 1, 2015 through April 30, 2021, and adding \$255,507 for a revised total agreement amount not to exceed \$1,847,271.
- b. Authorize the Deputy Purchasing Agent for NMC 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 ten percent (10%) (\$184,727) of the original cost of the agreement per each amendment.

MOTION: Motion to approve Item 13 for submission to the Board of Supervisors so moved by Supervisor Simon Salinas seconded by Mike Payne, and approved unanimously.

14. Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Total Renal Care, Inc., which are in the final stages of negotiation

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment no. 3 to the agreement (A-11673) with Total Renal Care, Inc. for acute dialysis services at NMC, adding \$680,000 for a revised total agreement amount not to exceed \$3,832,000 and with no change to the agreement term of March 1, 2010 through June 30, 2019.
- b. Authorize the Deputy Purchasing Agent for NMC 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 ten percent (10%) (\$150,000) of the original cost of the agreement per each amendment.

MOTION: Motion to approve Item 14 for submission to the Board of Supervisors so moved by Supervisor Salinas seconded by John Huerta, and approved unanimously.

15. Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Mission Linen Supply, which is in the final stages of negotiation

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment no. 2 to the agreement (A-13241) with Mission Linen Supply for linen processing services and scrub rental services per Request for Proposals (RFP) #9600-65 at NMC, extending the agreement an additional one (1) year period (July 1, 2018 through June 30, 2019) for a revised full agreement term of July 1, 2016 through June 30, 2019, and adding \$410,000 for a revised total agreement amount not to exceed \$1,490,000.

MOTION: Motion to approve Item 15 for submission to the Board of Supervisors so moved by Supervisor Salinas seconded by John Huerta, and approved unanimously.

16. Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Blue Elm Company LLC, which is in the final stages of negotiation

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with Blue Elm Company LLC. for Master Software License & Maintenance services at NMC for an amount not to exceed \$19,200 with an agreement term May 1, 2018 through April 30, 2019
- b. Authorize the Deputy Purchasing Agent for NMC or his delegate to execute up to three (3) future amendments for extended software maintenance in future years, provided that the annual cost of the extended maintenance does not exceed 3,600 per year.
- c. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (3) future amendments which are not related to extended annual maintenance provided that the cost does not exceed ten percent (10%) (\$1,920) of the original cost of the agreement per each amendment.

- d. Approve the NMC Chief Executive Officer's recommendation to accept non-standard indemnification, insurance, limitations on liability, additional insured or blank endorsement and limitations on warranty and indemnity provisions within the agreement.

MOTION: Motion to approve Item 16 for submission to the Board of Supervisors so moved by Mike Payne seconded by Supervisor Simon Salinas, and approved unanimously.

17. **Accept Oral Reports from NMC Chief Financial Officer** - Daniel Leon, CFO
January and February 2018 YTD Financial Report

MOTION: Motion to accept the report on January and February 2018 Financial Reports, moved by John Huerta, seconded by Mike Payne, and approved unanimously.

18. **Receive Oral Report from Chief Nursing Officer** – Nancy Buscher, CNO

19. **Receive Oral Report from Chief of Staff** – Dr. Walt Mills, COS

20. **Recess to Closed Session under Government Code Section 54950**

a. Pursuant to Health and Safety Code Section 1461, Evidence Code Section 1157, and in accordance with Government Code Section 54954.5, the Board will receive: Medical Quality Assurance Reports Dr. Craig Walls, CMO

b. Pursuant to Government Code section 54957(b)(1), the Board will provide a performance evaluation for the Natividad Medical Center CEO.

21. **Reconvene into Open Session for Closed Session Report – The BOT will announce any reportable action taken in Closed Session.**

22. * **Accept and approve March 2018 Credentials Report from Medical Staff Office relating to appointment of medical staff and allied health professionals.**

MOTION: Motion to accept the report on March 2018 Credential Report, moved by Supervisor Simon Salinas, seconded by Mike Payne, and approved unanimously.

Adjournment: With no other business before the Board the meeting was adjourned at 11:07 am.

Mitch Winick, Chair

Recorded by Irene Zenk

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

**Santa Clara Valley Medical Center Transfer Agreement, Agreement
Number: _____**

Legistar

..Title

- a. Authorize the Chief Executive Officer (“CEO”) of Natividad Medical Center (“NMC”) to sign the patient transfer agreement with the County of Santa Clara-Santa Clara Valley Medical Center (“SCVMC”) which defines the terms of transferring a patient between NMC and SCVMC for the term of July 1, 2018 through June 30, 2023; and
- b. Approve recommendation of the CEO of NMC to accept non-standard indemnification (Monterey County indemnifies Santa Clara County) and insurance (professional liability insurance only; standard limits); and
- c. Authorize execution of additional amendments to the agreement where the amendments do not extend the term and do not significantly alter the risk associated with the parties’ duties under the Agreement, subject to review and approval of County Counsel and County Auditor-Controller.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

- a. Authorize the Chief Executive Officer (“CEO”) of Natividad Medical Center (“NMC”) to sign the patient transfer agreement with the County of Santa Clara-Santa Clara Valley Medical Center (“SCVMC”) which defines the terms of transferring a patient between NMC and SCVMC for the term of July 1, 2018 through June 30, 2023; and
- b. Approve recommendation of the CEO of NMC to accept non-standard indemnification (Monterey County indemnifies Santa Clara County) and insurance (professional liability insurance only; standard limits); and
- c. Authorize execution of additional amendments to the agreement where the amendments do not extend the term and do not significantly alter the risk associated with the parties’ duties under the Agreement, subject to review and approval of County Counsel and County Auditor-Controller.

SUMMARY/DISCUSSION:

It may be necessary on occasion for Natividad Medical Center to transfer a patient to Santa Clara Valley Medical Center for outpatient or inpatient healthcare services that are not provided or available at NMC.

The parties desire to enter into this Agreement in order to arrange for the orderly, timely and therapeutically beneficial transfer of patients and to establish the conditions under which transfers occur. This agreement is a patient transfer agreement whereby the terms and conditions regarding the transfer are mutually agreed upon in advance of the transfer.

The current five-year transfer agreement expires June 30, 2018. The County of Santa Clara requires a new agreement be executed in lieu of extending the Agreement for an additional term. The indemnification provision in which Monterey County, as the transferring hospital, and insurance provisions in the proposed agreement are identical to the same provisions in the current agreement.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this Agreement as to legal form. The Auditor-Controller has reviewed and approved as to the limited payment provisions. The Agreement has also

been reviewed and approved by NMC's Finance Committee on April 26, 2018 and by its Board of Trustees on May 4, 2018.

FINANCING:

Costs associated with the Agreement are minimal. In some circumstances Medicare/Medi-Cal will require NMC to pay for some services and include them in NMC's facility claim to Medicare/Medi-Cal.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

Economic Development

Administration

Health and Human Services

This agreement provides for the treatment of patients who require a higher level of care.

Infrastructure

Public Safety

Prepared by: Nancy Majewski, Managed Care Operations Manager, 783-2385

Approved by: Gary R. Gray, DO, Chief Executive Officer, 783-2504

Attachments:

Transfer Agreement Between the County of Santa Clara and Natividad Medical Center

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

National Decision Support Company, LLC. Agreement

Legistar Number:

..Title

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with National Decision Support Company, LLC. for CareSelect Imaging subscription services at NMC for an amount not to exceed \$114,500 with an agreement term of May 1, 2018 through April 30, 2023; and
- b. Authorize the Deputy Purchasing Agent for NMC 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 ten percent (10%) (\$11,450) of the original cost of the agreement per each amendment.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with National Decision Support Company, LLC. for CareSelect Imaging subscription services at NMC for an amount not to exceed \$114,500 with an agreement term of May 1, 2018 through April 30, 2023; and
- b. Authorize the Deputy Purchasing Agent for NMC 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 ten percent (10%) (\$11,450) of the original cost of the agreement per each amendment.

SUMMARY/DISCUSSION:

In 2014, Centers for Medicare and Medicaid Services (CMS) established a program to promote the use of appropriate use criteria (AUC) for advanced diagnostic imaging services. The AUC are defined as criteria that are evidenced-based and assist professionals who order imaging services to make the most appropriate treatment decisions for a specific clinical condition. CMS has mandated that the AUC be implemented by January 2020 for any facility that will bill Medicare for reimbursement.

The National Decision Support Company will be providing software that connects with NMC electronic medical record and ordering system for the diagnostic imaging department. The software provides the required evidence based criteria defined in the CMS mandate.

The National Decision Support Company is the only vendor able to supply the required AUC for a Meditech based platform.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this agreement as to legal 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 on April 26, 2018 and by its Board of Trustees on May 6, 2018.

FINANCING:

The cost for this agreement is \$114,500 of which \$30,900 is included in the Fiscal Year 2017-18 Adopted Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate. There is no impact to the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The proposed services will benefit the County of Monterey Health and Human Services initiatives by providing Natividad Medical Center with an advanced software system which will improve efficiencies and patient safety.

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

Prepared by: Charles Harris, MD, Medical Staff, 783-2785

Approved by: Gary R. Gray, DO, Chief Executive Officer, 783-2504

Attachments:

National Decision Support Company, LLC. Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS **BOARD REPORT**

Renewed Creekbridge Lease Agreement for Residency

Legistar Number: _____

..Title

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (“NMC”) to execute a lease agreement renewal with Thrust IV Property Management for the Creekbridge Apartment located at 1757 Independence Boulevard, Unit 204 in Salinas, California, for an eighteen (18) month term of August 1, 2018 through October 31, 2019, for housing of medical students and residents performing visiting rotations at NMC.
- b. Authorize the Auditor-Controller to make lease payments of \$1,935 per month in accordance with the terms of the Lease Agreement.
- c. Authorize the Deputy Purchasing Agent for NMC to execute three future renewals to the lease agreement for three (3) additional eighteen (18) month terms under the same general terms and conditions provided there is not a significant increase to the amount of the monthly lease payments, and to make minor revisions to the lease agreements if deemed by the Deputy Purchasing Agent for NMC to be in the best interest of the County to do so, subject to review and approval of County Counsel and County-Auditor-Controller.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (“NMC”) to execute a lease agreement renewal with Thrust IV Property Management for the Creekbridge Apartment located at 1757 Independence Boulevard, Unit 204 in Salinas, California, for an eighteen (18) month term of August 1, 2018 through October 31, 2019, for housing of medical students and residents performing visiting rotations at NMC.
- b. Authorize the Auditor-Controller to make lease payments of \$1,935 per month in accordance with the terms of the Lease Agreement.
- c. Authorize the Deputy Purchasing Agent for NMC to execute three future renewals to the lease agreement for three (3) additional eighteen (18) month terms under the same general terms and conditions provided there is not a significant increase to the amount of the monthly lease payments, and to make minor revisions to the lease agreements if deemed by the Deputy Purchasing Agent for NMC to be in the best interest of the County to do so, subject to review and approval of County Counsel and County-Auditor-Controller.

SUMMARY/DISCUSSION:

Creekbridge Apartments at 1757 Independence Boulevard, Unit 204:

The visiting student and resident program at NMC has existed for over twenty years. Learning resources and administrative support are offered up to four students or residents for two to six week periods throughout the year. NMC uses the apartment for visiting students from several medical schools and residencies; offering housing is an important incentive for visiting students, who are more likely to apply and match to NMC’s Family Medicine Residency after rotating here. Housing must be located within a reasonable distance from the hospital. Since August, 2005, Creekbridge Apartments has provided access, proximity, and cost effectiveness.

UCSF currently reimburses NMC \$30,000 a year for support of medical student training that is used for leasing a medical student apartment at Creekbridge Apartments. This allows medical students to use NMC for clinical rotations, and allows NMC to continue this important relationship. It is important because of the UCSF name, because of the chance to recruit the students into the residency program, and because of the relationship and experience the students share about NMC with their peers, thus giving NMC a broader audience for recruitment.

The term of this lease agreement is August 1, 2018, through and including January 31, 2020 for a total lease term of eighteen (18) months. Lease payments will be \$1,935 per month. This monthly amount is a discounted rate off the market rate of \$2,150 per month for this unit (\$215 savings per month). NMC is receiving a discounted rate by executing an eighteen month lease term as opposed to a 12 month lease term. The refundable security deposit of \$600 collected from the original lease will be transferred and applied as the security deposit to the new lease. The lease agreement also includes provisions for late payment, return check, after hour key charges and the collection of a refundable security deposit. These charges and conditions are viewed as industry standard for apartment complexes with similar amenities. The County may terminate the new lease upon sixty day written notice.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this lease agreement as to legal form, and the Auditor-Controller has reviewed and approved as to payment provisions. The lease agreement has also been reviewed and approved by NMC's Finance Committee on April 26, 2018 and by its Board of Trustees on May 4, 2018.

FINANCING:

The cost for this lease agreement for an eighteen (18) month period is \$34,830, of which \$21,285 will be included in the Fiscal year 2018-19 Recommended Budget. Costs for future years will be included those budgets as appropriate.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This lease agreement provides a home-like environment when necessary for resident physicians at NMC. Resident physicians provide patient care on many levels at NMC and this rental unit ensures that they are within close proximity to the hospital.

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

Prepared by: Dr. Melissa Nothnagle, Director of Family Practice Residency, 783-2582
Approved by: Gary R. Gray, DO, Chief Executive Officer, 783-2504

Attachments:
Renewed Creekbridge Lease Agreement for Residency Physicians (Unit #204)

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

CEP America-California d.b.a. Vituity, First Amendment

TITLE:

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the First Amendment to the Professional Services Agreement (A-13218) with CEP America-California, a California General Partnership, d.b.a. Vituity to provide emergency medicine services at NMC, extending the term by twenty-four months (July 1, 2018 to June 30, 2020) for a revised full agreement term of July 2016 to June 30, 2020 and adding \$3,563,621, for a revised amount not to exceed \$6,576,277 in the aggregate; and
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to sign up to three (3) amendments to this Agreement where the total amendments do not exceed 10% (\$301,266) of the original contract amount and do not significantly change the scope of work.

RECOMMENDATION:

It is recommended that the Board of Supervisors

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the First Amendment to the Professional Services Agreement (A-13218) with CEP America-California, a California General Partnership, d.b.a. Vituity (formerly known as California Emergency Physicians Medical Group) to provide emergency medicine services at NMC, extending the term by twenty-four months (July 1, 2018 to June 30, 2020) for a revised full agreement term of July 2016 to June 30, 2020 and adding \$3,563,621, for a revised amount not to exceed \$6,576,277 in the aggregate; and
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to sign up to three (3) amendments to this Agreement where the total amendments do not exceed 10% (\$301,266) of the original contract amount and do not significantly change the scope of work.

SUMMARY/DISCUSSION:

NMC's Emergency Department (ED) receives over 50,000 patient visits annually. NMC must arrange for the professional consultation and treatment of those patients who present to the ED in need of medical care for general illnesses and disease to life-threatening conditions, 24 hours a day. Vituity (formerly known as California Emergency Physicians Medical Group) offers a team of providers including emergency medicine physicians, physician assistants and nurse practitioners to provide exclusive medical director and comprehensive provider services coverage in the ED.

NMC would like to amend the Agreement with Vituity to ensure sufficient staffing and continued 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 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 Medical Center's Finance Committee and Board of Trustees.

FINANCING:

The cost of this Amendment is \$3,563,621. The total not to exceed amount for this Agreement is \$6,576,277 for the period July 1, 2016 to June 30, 2020 (48 months). \$1,756,956 is included in the Fiscal Year 2018/2019 Recommended Budget and the remaining \$1,806,665 will be budgeted in Fiscal Year 2019/2020. 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, Management Analyst, 783.2506

Approved by: Gary Gray D.O., Chief Executive Officer, 783.2553

Attachments: First Amendment; Agreement

Attachments on file at the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Monterey Bay GI Consultants Medical Group, Inc., Fifth Amendment

TITLE:

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the Fifth Amendment to the Professional and Call Coverage Services Agreement (A-12095) with Monterey Bay GI Consultants Medical Group, Inc. to provide gastroenterology services at NMC, extending the term by twenty-four months (July 1, 2018 to June 30, 2020) for a revised full agreement term of September 1, 2011 to June 30, 2020, and adding \$400,000, for a revised not to exceed amount of \$1,270,000 in the aggregate; and
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to sign up to three (3) amendments to this Agreement where the total amendments do not exceed 10% (\$25,000) of the original contract amount and do not significantly change the scope of work.

RECOMMENDATION:

It is recommended that the Board of Supervisors

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the Fifth Amendment to the Professional and Call Coverage Services Agreement (A-12095) with Monterey Bay GI Consultants Medical Group, Inc. to provide gastroenterology services at NMC, extending the term by twenty-four months (July 1, 2018 to June 30, 2020) for a revised full agreement term of September 1, 2011 to June 30, 2020, and adding \$400,000, for a revised not to exceed amount of \$1,270,000 in the aggregate; and
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to sign up to three (3) amendments to this Agreement where the total amendments do not exceed 10% (\$25,000) of the original contract amount and do not significantly change the scope of work.

SUMMARY/DISCUSSION:

NMC must arrange for care and treatment of patients who present to the emergency department in need of medical care in the specialty of gastroenterology. NMC has an agreement with Monterey Bay GI Consultants Medical Group, Inc. for which board certified gastroenterologists participate in the call panel to provide gastroenterology call coverage in the emergency department.

NMC would like to amend the Agreement so that Monterey Bay GI Consults can continue to provide the gastroenterology services critical to NMC's operation 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 and the 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.

FINANCING:

The cost of this Amendment is \$400,000. The total cost for this Agreement is \$1,270,000 for the period September 1, 2011 to June 30, 2020 (106 months). \$200,000 is included in the Fiscal Year 2018/2019 Recommended Budget and \$200,000 will be budgeted in Fiscal Year 2019/2020. 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, Management Analyst, 783.2506

Approved by: Gary Gray D.O., Chief Executive Officer, 783.2553

Attachments: First-Fifth Amendment; Agreement

Attachments on File at the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Juan Calzetta M.D., First Amendment

TITLE:

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the First Amendment to the Professional and Call Coverage Services Agreement (A-13157) with Juan Calzetta M.D. to provide vascular surgery services at NMC, extending the term by twenty-four months (July 1, 2018 to June 30, 2020) for a revised full agreement term of July 1, 2016 to June 30, 2020 and adding \$700,000 for a revised amount not to exceed of \$1,400,000 in the aggregate; and
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to sign up to three (3) amendments to this Agreement where the total amendments do not exceed 10% (\$70,000) of the original contract amount and do not significantly change the scope of work.

RECOMMENDATION:

It is recommended that the Board of Supervisors

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the First Amendment to the Professional and Call Coverage Services Agreement (A-13157) with Juan Calzetta M.D. to provide vascular surgery services at NMC, extending the term by twenty-four months (July 1, 2018 to June 30, 2020) for a revised full agreement term of July 1, 2016 to June 30, 2020 and adding \$700,000 for a revised amount not to exceed of \$1,400,000 in the aggregate; and
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to sign up to three (3) amendments to this Agreement where the total amendments do not exceed 10% (\$70,000) of the original contract amount and do not significantly change the scope of work.

SUMMARY/DISCUSSION:

NMC must arrange for the professional consultation and treatment for patients who present to the emergency department in need of medical care or treatment in vascular surgery. Dr. Calzetta is a board certified vascular surgeon who provides emergency call coverage and a minimum of two half day clinics per week in the outpatient specialty clinic.

NMC would like to amend the Agreement so that Dr. Calzetta can continue to provide the vascular surgery services critical to NMC's operation 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 and the 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.

FINANCING:

The cost of this Amendment is \$700,000. The total not to exceed amount for this Agreement is \$1,400,000 for the period July 1, 2016 to June 30, 2020 (48 months). \$350,000 is included in the Fiscal Year 2018/2019 Recommended Budget and the remaining \$350,000 will be budgeted in Fiscal Year 2019/2020. 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, Management Analyst, 783.2506
Approved by: Gary Gray D.O., Chief Executive Officer, 783.2553

Attachments: First Amendment; Agreement

Attachments on file at the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Yu-Chuan Liu M.D., Second Amendment

TITLE:

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the Second Amendment to the Professional and Call Coverage Services Agreement (A-12844) with Yu-Chuan Liu M.D. to provide cardiology services at NMC extending the term by twenty-four months (July 1, 2018 to June 30, 2020) for a revised full agreement term of July 1, 2016 to June 30, 2020 and adding \$800,000, for a revised amount not to exceed of \$2,200,000 in the aggregate; and
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to sign up to three (3) amendments to this Agreement where the total amendments do not exceed 10% (\$60,000) of the original contract amount and do not significantly change the scope of work.

RECOMMENDATION:

It is recommended that the Board of Supervisors

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the Second Amendment to the Professional and Call Coverage Services Agreement (A-12844) with Yu-Chuan Liu M.D. to provide cardiology services at NMC extending the term by twenty-four months (July 1, 2018 to June 30, 2020) for a revised full agreement term of July 1, 2016 to June 30, 2020 and adding \$800,000, for a revised amount not to exceed of \$2,200,000 in the aggregate; and
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to sign up to three (3) amendments to this Agreement where the total amendments do not exceed 10% (\$60,000) of the original contract amount and do not significantly change the scope of work.

SUMMARY/DISCUSSION:

NMC must arrange for care and treatment of patients who present to the emergency department or hospital clinics in need of medical care in the specialty of cardiology. Dr. Liu participates in a panel of cardiology physicians who provide 24/7 cardiology call coverage in the emergency department, daily outpatient cardiology clinic and clinical interpretation services to its cardiology patients.

NMC would like to amend the Agreement so that Dr. Liu can continue to provide the cardiology 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 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 Medical Center's Finance Committee and Board of Trustees.

FINANCING:

The cost of this Amendment is \$800,000. The total not to exceed amount of this Agreement is \$2,200,000. \$400,000 is included in the Fiscal Year 2018/2019 Recommended Budget and the remaining \$400,000 will be budgeted in Fiscal Year 2019/2020. 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, Management Analyst, 783.2506

Approved by: Gary Gray D.O., Chief Executive Officer, 783.2553

Attachments: First-Second Amendment; Agreement

Attachments on file at the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Central Coast Head & Neck Surgeons, First Amendment

TITLE:

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the First Amendment to the Professional and Call Coverage Services Agreement (13164) with Central Coast Head & Neck Surgeons to provide otolaryngology and audiology services at NMC, extending the term by twenty-four months (July 1, 2018 to June 30, 2020) for a full revised term of July 1, 2016 to June 30, 2020, and adding \$1,500,000 for a revised amount not to exceed \$3,000,000 in the aggregate; and
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to sign up to three (3) amendments to this Agreement where the total amendments do not exceed 10% (\$150,000) of the original contract amount and do not significantly change the scope of work.

RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the First Amendment to the Professional and Call Coverage Services Agreement (13164) with Central Coast Head & Neck Surgeons to provide otolaryngology and audiology services at NMC, extending the term by twenty-four months (July 1, 2018 to June 30, 2020) for a full revised term of July 1, 2016 to June 30, 2020, and adding \$1,500,000 for a revised amount not to exceed \$3,000,000 in the aggregate; and
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to sign up to three (3) amendments to this Agreement where the total amendments do not exceed 10% (\$150,000) of the original contract amount and do not significantly change the scope of work.

SUMMARY/DISCUSSION:

NMC must arrange for the provision of professional consultation and treatment and facial plastic, oral-maxillofacial, head and neck and dental surgery services of patients who present to the Emergency Department (ED) as required for a Level II Trauma Center. Central Coast Head and Neck Surgeons offers four board certified surgeons to provide 24 hours a day, 7 days a week otolaryngology, also known as ear, nose and throat (ENT), call coverage in the emergency department and audiology services to hospital inpatients, and outpatients in the specialty clinic.

NMC would like to amend the Agreement so that Central Coast Head & Neck Surgeons can provide the same services critical to NMC's operation 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 and the 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.

FINANCING:

The cost of this amendment is \$1,500,000. The total not to exceed amount of this Agreement is \$3,000,000 for the period July 1, 2016 to June 30, 2020 (48 months). \$750,000 is included in the Fiscal Year 2018/2019 Recommended Budget and the remaining \$750,000 will be budgeted in Fiscal Year 2019/2020. 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, Management Analyst, 783.2506
Approved by: Gary Gray, D.O., Chief Executive Officer, 783.2553

Attachments: First Amendment; Agreement

Attachments on file at the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

**Master Agreements for Construction Materials Testing and Inspection Services RFQ# 9600-76
Legistar Number: _____**

..Title

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute agreements with Kleinfelder Inc., Moore Twining Associates Inc., and RMA Group pursuant to the Request for Qualifications (RFQ) #9600-76 for construction materials testing and inspection services at NMC, with an agreement term beginning on July 1, 2018 through June 30, 2023, and an aggregate total amount not to exceed \$300,000 across all agreements.
- b. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute up to three (3) no-extension amendments, in which the aggregate does not exceed 10% (\$30,000) of the original contract amount.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute agreements with Kleinfelder Inc., Moore Twining Associates Inc., and RMA Group pursuant to the Request for Qualifications (RFQ) #9600-76 for construction materials testing and inspection services at NMC, with an agreement term beginning on July 1, 2018 through June 30, 2023, and an aggregate total amount not to exceed \$300,000 across all agreements.
- b. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute up to three (3) no-extension amendments, in which the aggregate does not exceed 10% (\$30,000) of the original contract amount.

SUMMARY/DISCUSSION:

NMC issued Request for Qualifications (RFQ) #9600-76 on January 26, 2018 to solicit for one or more new agreements for construction materials testing and inspection services from qualified vendors. On March 2, 2018 NMC received Five (5) Statement of Qualifications (SOQ)/Proposals from qualified firms submitted for consideration. All 5 SOQ/Proposals were evaluated pursuant to the criteria stated in RFQ #9600-76. One vendor was deemed nonresponsive. Of the remaining four vendors, NMC identified the top three qualified vendors as Kleinfelder Inc., Moore Twining Associates Inc., and RMA Group based on the ranking set forth by the NMC selection committee, and in conformance with state laws regarding qualification based selection, these 3 vendors were tentatively awarded agreements.

The master agreement for materials testing and inspection services is a five (5) year agreement that will be utilized by NMC for these services. Inclusion on the master agreement does not guarantee award of any specific dollar amount.

Vendors will provide construction materials testing and inspection services based off the requirements specified in the Request for Qualifications (RFQ) #9600-76.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved the agreements as to legal form, and the Auditor-Controller has reviewed and approved the agreements as to payment provisions. This request was approved by the NMC Finance Committee on April 26, 2018 and by the NMC Board of Trustees on May 4, 2018.

FINANCING:

NMC estimates that the total aggregate cost for these agreements is \$300,000 for the five (5) year period. \$60,000 of this amount is included in the Fiscal Year 2018-2019 Recommended Budget. Amounts for remaining years of the agreements will be included in those budgets as appropriate.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

These agreements are for construction materials testing and inspection services. These services will verify that facility infrastructure is in correspondence of the California Building Code – Title 24.

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

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

Approved by: Gary R. Gray, DO, Chief Executive Officer, 783-2504

Attachments:

Agreement with Kleinfelder Inc., awarded per RFQ #9600-76

Agreement with Moore Twining Associates, Inc., awarded per RFQ #9600-76

RMA Group, awarded per RFQ #9600-76

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS **BOARD REPORT**

Advertising Recruitment Services Agreement RFP #9600-78 **Legistar Number:** _____

..Title

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with Spin Recruitment Inc. pursuant to the Request for Proposal (RFP) #9600-78 for advertising recruitment services at NMC, with an agreement term beginning on July 1, 2018 through June 30, 2020, with the option to extend the agreement for three (3) additional one year periods; and for an original contract amount not to exceed \$400,000.
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (3) no-extension amendments, in which the aggregate does not exceed 10% (\$40,000) of the original contract amount.
- c. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (3) future amendments, each of would exercise a one year option to extend and add \$200,000 to the agreement, provided that the total cost for the agreement over a five year period does not exceed \$1,040,000 and so long as an appropriation for the costs of the amendments is included in the County Adopted Budget.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with Spin Recruitment Inc. pursuant to the Request for Proposal (RFP) #9600-78 for advertising recruitment services at NMC, with an agreement term beginning on July 1, 2018 through June 30, 2020, with the option to extend the agreement for three (3) additional one year periods; and for an original contract amount not to exceed \$400,000.
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (3) no-extension amendments, in which the aggregate does not exceed 10% (\$40,000) of the original contract amount.
- c. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (3) future amendments, each of would exercise a one year option to extend and add \$200,000 to the agreement, provided that the total cost for the agreement over a five year period does not exceed \$1,040,000 and so long as an appropriation for the costs of the amendments is included in the County Adopted Budget.

SUMMARY/DISCUSSION:

NMC issued a Request for Proposal (RFP) #9600-78 on February 19, 2018 to solicit for one or more new agreements for recruitment advertising services from qualified vendors. On March 19, 2018 five (5) proposals were received for consideration. Upon a thorough selection process NMC identified the top qualified vendor as Spin Recruitment Inc. based on the ranking set forth by the NMC selection team. This vendor was tentatively selected to be awarded an agreement to provide recruitment advertising services for NMC.

The current agreement for recruitment advertising services expires on June 30, 2018.

NMC will utilize this vendor to recommend media sources and the placement of day to day employment ads in the newspaper, online, or with professional associations. The vendor will partner with NMC on recruitment direct mail and email projects, recruitment collateral pieces, various giveaways and social media recruitment.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this agreement as to legal 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 on April 26, 2018 and by its Board of Trustees on May 4, 2018.

FINANCING:

The cost for this agreement is \$400,000 of which \$200,000 is included in the Fiscal Year 2018-19 Recommended Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This agreement will facilitate efficient and effective targeted recruitment efforts in order for Natividad Medical Center to hire well equipped personnel to better serve our community and patients.

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

Prepared by: Janine Bouyea, Human Resources Administrator, 783-2701

Approved by: Gary R. Gray, DO, Chief Executive Officer, 783-2504

Attachments:

Agreement with Spin Recruitment Inc., awarded per RFP #9600-78

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS **BOARD REPORT**

Marketing and Graphic Design Services Agreement RFP #9600-79

Legistar Number: _____

..Title

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with Schipper Design and AMF Media Group pursuant to the Request for Proposal (RFP) #9600-79 for marketing and graphic design services at NMC, with an agreement term beginning on July 1, 2018 through June 30, 2021, with the option to extend the agreement for two (2) additional one year periods; and for an original contract amount not to exceed \$510,000.
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to two (2) no-extension amendments, in which the aggregate does not exceed 10% (\$51,000) of the original contract amount.
- c. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to two (2) future amendments, each of would exercise a one year option to extend and add \$170,000 to the agreement, provided that the total cost for the agreement over a five year period does not exceed \$901,000 and so long as an appropriation for the costs of the amendments is included in the County Adopted Budget.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with Schipper Design and AMF Media Group pursuant to the Request for Proposal (RFP) #9600-79 for marketing and graphic design services at NMC, with an agreement term beginning on July 1, 2018 through June 30, 2021, with the option to extend the agreement for two (2) additional one year periods; and for an original contract amount not to exceed \$510,000.
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to two (2) no-extension amendments, in which the aggregate does not exceed 10% (\$51,000) of the original contract amount.
- c. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to two (2) future amendments, each of would exercise a one year option to extend and add \$170,000 to the agreement, provided that the total cost for the agreement over a five year period does not exceed \$901,000 and so long as an appropriation for the costs of the amendments is included in the County Adopted Budget.

SUMMARY/DISCUSSION:

NMC issued a Request for Proposal (RFP) #9600-79 on February 19, 2018 to solicit for one or more new agreements for marketing and graphic design services from qualified vendors. On March 19, 2018 NMC received six (6) proposals from vendors submitted for consideration. All proposals were evaluated pursuant to the criteria stated in the RFP #9600-79. NMC Upon a thorough selection process NMC identified the top qualified vendors as Schipper Design and AMF Media Group based on the ranking set forth by the NMC selection team. These vendors were tentatively selected to be awarded agreements to provide marketing and graphic design services for NMC. Inclusion on the master agreement does not guarantee award of any specific dollar amount.

Schipper Design, a local marketing and graphic design firm based in San Juan Bautista, brings a diverse wealth of experience and skills for marketing design services. AMF Media Group is an award-winning full-service marketing and communications agency based in San Ramon, California.

The current agreement for marketing and graphic design services expires on June 30, 2018 and is the result of a previous RFP issued by NMC.

NMC will work closely with these vendors in the design and implementation of projects in order to best serve NMC's objectives. This will include providing information, increasing awareness, promoting brand identity, and providing marketing support. The contractors will also provide marketing and graphic design services based on the scope of work specified in the Request for Proposal (RFP) #9600-79.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this agreement as to legal 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 on April 26, 2018 and by its Board of Trustees on May 4, 2018.

FINANCING:

The cost for this agreement is \$510,000 of which \$170,000 is included in the Fiscal Year 2018-19 Recommended 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 a variety of marketing and graphic design services to support the achievement of strategic growth goals of key clinical services and improved patient experience goals.

- Economic Development
- Administration
- Health and Human Service 2562
- Infrastructure
- Public Safety

Prepared by:

Andrea Rosenberg, Assistant Administrator, Operations and Support Services, 783-2562

Approved by: Gary R. Gray, DO, Chief Executive Officer, 783-2504

Attachments:

Agreement with Schipper Design, awarded per RFP #9600-79

Agreement with AMF Media Group, awarded per RFP #9600-79

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS **BOARD REPORT**

Central Coast Health Connect, LLC. Amendment No. 1

Legistar Number:

..Title

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement (A-13155) with Central Coast Health Connect, LLC. for health information exchange services, extending the agreement an additional two (2) year period (July 1, 2018 to June 30, 2020) for a revised full agreement term of July 1, 2016 through June 30, 2020, and adding \$541,074 for a revised total agreement amount not to exceed \$1,086,694.
- b. Authorize the Deputy Purchasing Agent for NMC 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 ten percent (10%) (\$54,562) of the original cost of the agreement per each amendment.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

- c. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement (A-13155) with Central Coast Health Connect, LLC. for health information exchange services, extending the agreement an additional two (2) year period (July 1, 2018 to June 30, 2020) for a revised full agreement term of July 1, 2016 through June 30, 2020, and adding \$541,074 for a revised total agreement amount not to exceed \$1,086,694.
- d. Authorize the Deputy Purchasing Agent for NMC 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 ten percent (10%) (\$54,562) of the original cost of the agreement per each amendment.

SUMMARY/DISCUSSION:

Natividad Medical Center seeks approval for an extension of the Agreement for Health Information Exchange Services, pursuant to which Central Coast Health Connect (CCHC) shall perform health information exchange services related to the County's participation in the Health Information Organization (HIO).

Natividad Medical Center is providing the Board of Supervisors the current Participation Agreement for the Health Information Exchange. The scope of work has not been significantly altered and approval not requested. The Participation Agreement is coterminous with the Agreement for Health Information Services.

CCHC was created to oversee and facilitate a Health Information Exchange (HIE), which mobilizes healthcare information electronically across organizations within the Monterey County community. In 2016, NMC joined Community Hospital of Monterey Peninsula (CHOMP) and Salinas Valley Memorial Hospital (SVMH) as the three core Monterey County hospital participants in the HIO. CCHC's founding members are Community Health Innovations, LLC (CHI) and SVMH. CCHC is managed by a Board of Managers. CCHC has contracted with CHI to perform day-to-day management of CCHC.

The purpose and benefit to Monterey County residents of being a hospital participant of CCHC is that the exchange of health information electronic data can improve quality, safety, efficiency, reduce health disparities, lead to improved engagement of patients and families and improve care coordination, population and public health and improve communication between hospitals, clinics and care providers all the while maintaining privacy and security of patient health information.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this amendment No. 1 as to legal form, and the Auditor-Controller has reviewed and approved as to payment provisions. This amendment No. 1 has also been reviewed and approved by NMC's Finance Committee on April 26, 2018 and by its Board of Trustees on May 4, 2018.

FINANCING:

The cost for this amendment No. 1 is \$541,074 of which \$268,432 is included in the Fiscal Year 2018-19 Adopted Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate. There is no impact to the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

Continued participation in the Central Coast Health Connect improves the quality, safety, efficiency of health care, reduces health disparities, leads to improved engagement of patients and families and improves care coordination, population and public health and improves communication between hospitals, clinics and care providers all the while maintaining privacy and security of patient health information.

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

Prepared by: Charles Harris, MD, Chief Medical Information Officer, 783-2785

Approved by: Gary R. Gray, DO, Chief Executive Officer, 783-2504

Attachments:

Central Coast Health Connect, LLC. Amendment No. 1

Central Coast Health Connect, LLC. Health Information Exchange Services Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS **BOARD REPORT**

Kronos Inc., New Software Agreement

..Title

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with Kronos Inc. including three (3) future Order Forms, to the Kronos Agreement, for software support and professional services at NMC for an amount not to exceed \$1,439,000 with an agreement term July 1, 2018 through June 30, 2023
- b. Authorize the Deputy Purchasing Agent for NMC 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 ten percent (10%) (143,900) of the original cost of the agreement per each amendment.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with Kronos Inc. including three (3) future Order Forms, to the Kronos Agreement, for software support and professional services at NMC for an amount not to exceed \$1,439,000 with an agreement term July 1, 2018 through June 30, 2023
- b. Authorize the Deputy Purchasing Agent for NMC 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 ten percent (10%) (143,900) of the original cost of the agreement per each amendment.

SUMMARY/DISCUSSION:

Natividad Medical Center currently utilizes the Kronos Timekeeper to capture time for all staff employed and to capture time worked for all contracted staff. In addition, NMC completed implementation of Attendance Manager, Basic Scheduler, Productivity and Human Resources modules.

NMC is requesting the approval of this agreement to allow the facility to continue to utilize the system to calculate hours worked, overtime, shift differential, determine “unscheduled shifts”, track call-offs, track absences and tardiness along with tracking employee health data, and other HR information. In addition, Natividad is recommending we add the Advanced Scheduler and Cloud Services to the current system. Advanced Scheduler will allow Natividad to move to online scheduling, automate schedule changes and provide real time schedule access to all hospital staff including twenty-four seven departments and eliminate the need to departments to maintain paper schedules. The addition of Cloud Services will allow Natividad to eliminate the need for Natividad to maintain the system on site and allow Kronos to maintain the core system and ensure that it is always up to date with the latest updates provided by the vendor.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this agreement as to legal form and risk provisions, 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 on April 26, 2018 and by its Board of Trustees on May 4, 2018.

FINANCING:

The cost for this agreement is \$1,439,000 of which \$579,077 which is included in the Fiscal Year 2018-19 Adopted Budget.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This agreement is for a software system which improves data processing at NMC. The use of this system directly contributes to a more efficient and effective use of resources within the organization.

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

Prepared by: Janine Bouyea, Human Resource Administrator, 783-2701

Approved by: Gary R. Gray, DO, Chief Executive Officer, 783-2504

Attachments:

Kronos Inc. Software SAAS Services Agreement

Attachments on file with the Clerk of the Board



FINANCIAL STATEMENTS

MARCH 31, 2018

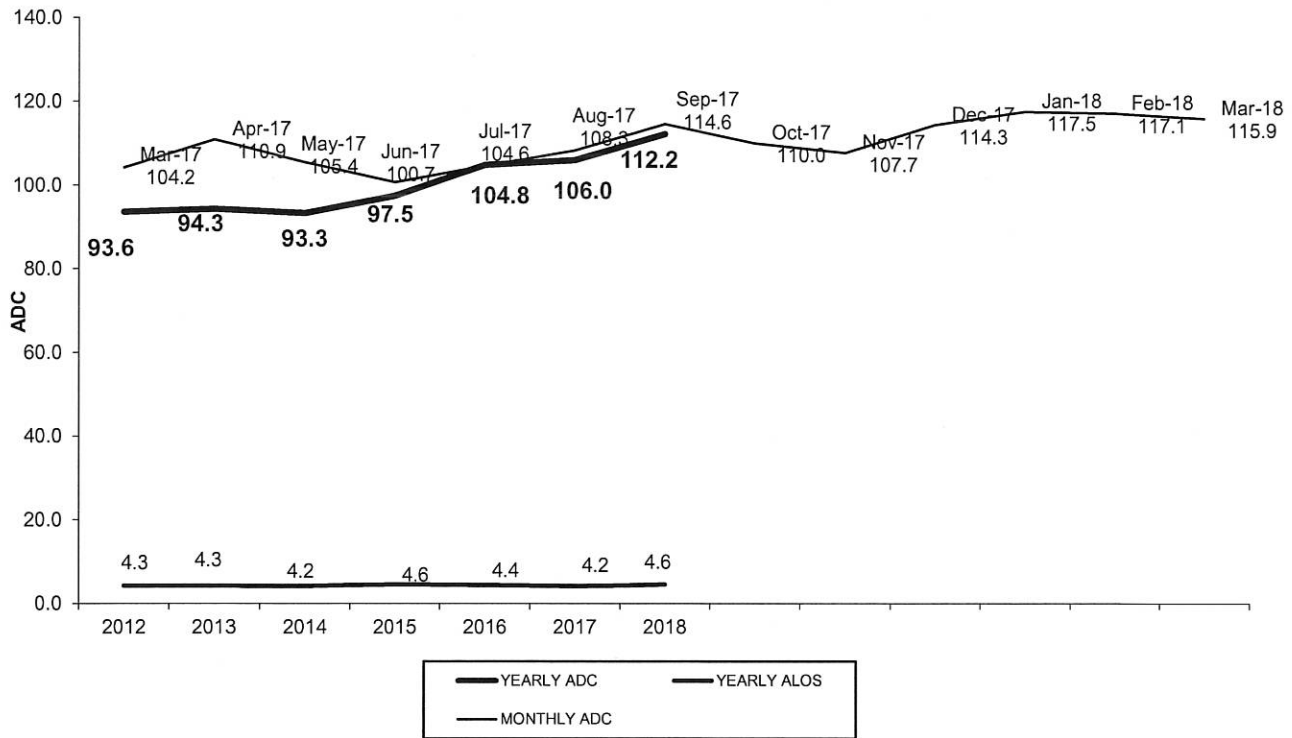


FINANCIAL STATEMENTS

MARCH 31, 2018

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4	STATEMENT OF REVENUES & EXPENSES AND CHANGES IN NET ASSETS TO BUDGET
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11	CASH SCHEDULE FOR F/Y 17-18



**NATIVIDAD MEDICAL CENTER
STATISTICAL REPORT
MARCH, 2018**

Month-To-Date					Year-To-Date					
01-18	02-18	03-18	Budget		Budget	Current	Prior Yr	%		
					PT DAYS BY SERVICE	STAFFED BEDS		CY/PTY		
1	218	242	262	194	NICU	15	1,716	2,136	1,835	16.40%
2	1,662	1,437	1,399	1,328	Med/Surg	35	11,737	12,955	12,181	6.35%
3	194	218	271	207	ICU	10	1,831	1,936	2,043	-5.24%
4	63	90	75	99	Peds	12	876	632	525	20.38%
5	693	641	707	587	Acute Rehab	20	5,188	6,078	5,217	16.50%
6	368	320	365	373	OB/Gyn	26	3,297	3,324	3,224	3.10%
7	3,198	2,948	3,079	2,788	TOTAL ACUTE	118	24,645	27,061	25,025	8.14%
8	445	330	513	463	Psychiatric	19	4,092	3,671	3,899	-5.85%
9	3,643	3,278	3,592	3,251	TOTAL DAYS	137	28,737	30,732	28,924	6.25%
10	321	299	298	331	Nursery	18	2,925	2,753	2,883	-4.51%
					AVERAGE DAILY CENSUS					
11	80.8	82.4	76.5	71.0	Acute	98	71.0	76.6	72.3	5.95%
12	22.4	22.9	22.8	18.9	Acute Rehab	20	18.9	22.2	19.0	16.84%
13	14.4	11.8	16.5	14.9	Psychiatric	19	14.9	13.4	14.2	-5.63%
14	117.5	117.1	115.9	104.9	TOTAL	137	104.9	112.2	105.6	6.25%
15	10.4	10.7	9.6	10.7	Nursery	18	10.7	10.0	10.5	-4.76%
					PERCENTAGE OF OCCUPANCY					
16	82.4%	84.1%	78.1%	72.4%	Acute		72.4%	78.2%	73.8%	5.9%
17	93.3%	95.4%	95.0%	78.8%	Acute Rehab		78.8%	92.5%	95.0%	-2.6%
18	75.8%	62.1%	86.8%	78.4%	Psychiatric		78.4%	70.5%	74.7%	-5.6%
19	83.3%	83.0%	82.2%	74.4%	TOTAL		74.4%	79.6%	77.1%	3.2%
20	57.8%	59.4%	53.3%	59.4%	Nursery		59.4%	55.6%	58.3%	-4.8%
					ADMISSIONS					
21	673	577	638	646	Acute		5,707	5,625	5,592	0.59%
22	53	47	50	43	Acute Rehab		381	430	391	9.97%
23	55	50	61	72	Psychiatric		637	533	559	-4.65%
24	781	674	749	761	TOTAL		6,725	6,588	6,542	0.70%
25	184	165	170	181	Nursery		1,602	1,573	1,578	-0.32%
26	191	171	175	219	Deliveries		1,970	1,624	1,621	0.19%
					DISCHARGES					
27	664	594	641	646	Acute		5,707	5,732	5,687	0.79%
28	49	48	50	43	Acute Rehab		381	428	384	11.46%
29	58	47	58	72	Psychiatric		637	523	566	-7.60%
30	771	689	749	761	TOTAL		6,725	6,683	6,637	0.69%
31	170	148	155	181	Nursery		1,602	1,437	1,490	-3.56%
					AVERAGE LENGTH OF STAY					
32	4.7	4.9	4.8	4.3	Acute(Hospital wide no babies)		4.3	4.7	4.4	6.82%
33	13.1	13.6	14.1	13.7	Acute Rehab		13.6	14.1	13.3	6.02%
34	2.6	2.8	2.5	2.5	OB/Gyn		2.5	2.7	2.6	3.85%
35	8.1	6.6	8.4	6.4	Psychiatric		6.4	6.9	7.0	-1.43%
36	1.7	1.8	1.8	1.8	Nursery		1.8	1.8	1.8	0.00%
					OUTPATIENT VISITS					
37	4,815	3,943	4,317	3,823	Emergency Room		33,791	39,734	37,573	5.75%
38	463	392	427	441	ER Admits		3,899	3,869	3,783	2.27%
39	59.3%	58.2%	57.0%	58.0%	ER Admits as a % of Admissions		58.0%	58.7%	57.8%	1.56%
40	5,785	5,633	6,397	6,052	Clinic Visits		53,490	52,871	51,890	1.89%
					ANCILLARY PROCEDURES BILLED					
41	50,330	42,832	47,521	39,833	Lab Tests		352,072	400,934	366,479	9.40%
42	3,386	3,311	3,747	2,964	Radiology Procedures		26,197	29,311	30,475	-3.82%
43	188	164	196	187	MRI Procedures		1,653	1,684	1,624	3.69%
44	46	107	115	123	Nuclear Med Procedures		1,085	929	1,084	-14.30%
45	1,037	929	1,134	933	Ultrasound Procedures		8,244	9,386	8,828	6.32%
46	1,437	1,395	1,492	1,327	CT Scans		11,731	12,949	11,305	14.54%
47	352	340	389	310	Surgeries		2,789	3,149	2,759	14.14%
48	7.21	7.36	7.79	7.87	FTE'S PER AOB		7.87	7.60	7.50	1.33%
49	1,213.9	1,232.8	1,238.2	1,153.4	TOTAL PAID FTE'S		1,153.4	1,214.2	1,120.6	8.36%
50	5,219	4,686	4,926	4,617	ADJUSTED PATIENT DAYS		40,807	43,785	40,945	6.93%

**NATIVIDAD MEDICAL CENTER
STATEMENT OF REVENUES AND EXPENSES & CHANGES IN NET ASSETS- TREND-NORMALIZED
FOR FY2018**

	JUL-17	AUG-17	SEP-17	OCT-17	NOV-17	DEC-17	JAN-18	FEB-18	MAR-18	APR-18	MAY-18	JUN-18	YTD
REVENUE													
Patient Revenue:													
1 Inpatient	\$ 64,091,842	\$ 65,939,137	\$ 65,843,044	\$ 68,420,254	\$ 63,073,214	\$ 67,354,866	\$ 68,728,856	\$ 64,145,796	\$ 73,744,793				\$ 601,341,802
2 Pro Fees	2,022,882	1,824,863	2,049,179	2,104,843	1,690,913	2,595,829	2,506,063	1,969,488	2,929,165				19,693,225
3 Outpatient	28,362,815	29,232,758	29,152,792	30,785,303	30,497,723	28,060,545	30,809,214	28,397,263	28,467,822				263,766,235
4 Total Patient Revenue	94,477,539	96,996,758	97,045,015	101,310,400	95,261,850	98,011,240	102,044,133	94,512,547	105,141,780				884,801,262
Deductions from revenue													
5 Contractual Deductions	69,354,132	72,092,912	72,577,106	75,714,974	73,179,328	72,923,980	77,900,737	72,609,956	79,795,005				666,148,130
6 Bad Debt	4,477,278	2,850,631	3,836,017	3,423,175	2,054,444	4,121,100	2,749,775	1,896,915	2,687,130				28,096,465
7 Unable to Pay	428,055	1,195,624	666,356	783,328	577,825	579,397	639,896	527,204	670,359				6,068,044
8 Total Contractual Discounts	74,259,465	76,139,167	77,079,479	79,921,477	75,811,597	77,624,477	81,290,408	75,034,075	83,152,494				700,312,639
9 Net Patient Revenue	20,218,074	20,857,591	19,965,536	21,388,923	19,450,253	20,386,763	20,753,725	19,478,472	21,989,286				184,488,623
10 As a percent of Gross Revenue	21.40%	21.50%	20.57%	21.11%	20.42%	20.80%	20.34%	20.61%	20.91%				20.85%
11 Total Government Funding	3,792,550	3,792,898	3,793,294	8,697,592	3,794,088	3,164,470	3,112,922	4,954,475	3,112,287				38,214,576
Other Operating Revenue:													
12 Rent Income	101,373	101,371	101,373	101,373	463,517	118,060	118,060	118,061	118,059				1,341,247
13 Interest Income	58,333	58,333	58,333	58,333	208,850	58,333	58,333	227,147	58,333				844,128
14 NMF Contribution	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000				540,000
15 Other Income	346,604	176,661	315,015	276,016	(2,269)	244,016	709,716	361,926	288,641				2,716,326
16 Total Other Operating Revenue	566,310	396,365	534,721	495,722	729,898	480,409	946,109	767,134	525,033				5,441,701
17 TOTAL REVENUE	24,576,934	25,046,854	24,293,551	30,582,237	23,974,239	24,031,642	24,812,756	25,200,081	25,626,606				228,144,900
EXPENSE													
18 Salaries, Wages & Benefits	12,366,056	12,534,995	12,878,348	12,431,766	11,809,313	12,348,447	13,921,154	12,293,945	13,271,458				113,855,482
19 Registry	249,758	319,373	345,765	379,056	318,483	323,306	312,195	312,478	449,385				3,009,799
20 Phys/Residents SWB & Contract Fees	2,757,711	2,829,505	2,971,221	2,923,306	2,935,563	2,912,664	3,072,940	2,902,867	2,849,611				26,165,388
21 Purchased Services	2,754,871	2,345,240	1,979,690	2,556,526	2,338,131	2,435,324	2,500,178	2,838,528	2,311,415				22,059,903
22 Supplies	2,082,026	2,335,133	1,938,533	2,014,089	1,871,153	1,939,834	2,094,194	2,039,045	1,967,746				18,281,753
23 Insurance	183,328	199,281	213,660	199,281	197,708	199,281	199,280	194,564	199,281				1,785,664
24 Utilities and Telephone	295,777	348,777	335,075	314,598	381,806	197,742	223,163	240,479	246,556				2,583,973
25 Interest Expense	214,883	200,196	200,195	200,196	200,195	200,196	200,196	180,741	180,741				1,777,538
26 Depreciation & Amortization	965,471	965,130	965,090	972,038	964,462	1,010,964	967,065	1,054,809	1,007,524				8,872,553
27 Other Operating Expense	346,303	458,909	517,214	457,058	470,662	451,754	507,147	632,291	514,910				4,356,248
28 TOTAL EXPENSE	22,216,184	22,536,539	22,344,791	22,447,914	21,487,476	22,019,512	23,997,511	22,689,747	22,998,627				202,738,301
29 NET INCOME(LOSS)	2,360,750	2,510,315	1,948,760	8,134,323	2,486,763	2,012,130	815,245	2,510,334	2,627,979				25,406,599
Normalization for Extraordinary Items													
30 Medical Managed Care Rate Range FY15-16				(4,008,924)	-	-	-	-	-				(4,008,924)
31 AB915 Medi-Cal OP New Eligible	-	-	-	-	-	-	-	(1,818,033)	-				(1,818,033)
32 For Future Use	-	-	-	-	-	-	-	-	-				-
33 Total Extraordinary Items	-	-	-	(4,008,924)	-	-	-	(1,818,033)	-				(5,826,957)
34 NET INCOME BEFORE Extraordinary Items	\$ 2,360,750	\$ 2,510,315	\$ 1,948,760	\$ 4,125,399	\$ 2,486,763	\$ 2,012,130	\$ 815,245	\$ 692,301	\$ 2,627,979				\$ 19,579,642
CAPITAL CONTRIBUTIONS													
36 County Contribution													
37 CHANGE IN NET ASSETS	\$ 2,360,750	\$ 2,510,315	\$ 1,948,760	\$ 8,134,323	\$ 2,486,763	\$ 2,012,130	\$ 815,245	\$ 2,510,334	\$ 2,627,979				\$ 25,406,599

**NATIVIDAD MEDICAL CENTER
STATEMENT OF REVENUES AND EXPENSES & CHANGES IN NET ASSETS
AS OF MARCH, 2018**

CURRENT MONTH				YEAR -TO -DATE				UNAUDITED	
Actual	Budget	Variance fav. (unfav)		Actual	Budget	Variance fav. (unfav)		Prior Yr AVERAGE	
		\$ VAR.	% VAR			\$ VAR.	% VAR		
R E V E N U E									
Patient Revenue:									
1	\$ 73,744,793	\$ 64,494,219	\$ 9,250,574	14.3	\$ 601,341,802	\$ 580,447,971	\$ 20,893,831	3.6	\$ 570,170,567
2	2,929,165	1,915,801	1,013,364	52.9	19,693,225	17,240,409	2,452,816	14.2	18,194,339
3	28,467,822	28,167,209	300,613	1.1	263,766,235	253,504,881	10,261,354	4.0	244,532,648
4	105,141,780	94,577,029	10,564,751	11.2	884,801,262	851,193,261	33,608,001	3.9	832,897,554
				Total Patient Revenue	884,801,262	851,193,261	33,608,001	3.9	832,897,554
Deductions from Revenue									
5	79,795,005	71,841,582	(7,953,423)	(11.1)	666,148,130	646,574,238	(19,573,892)	(3.0)	633,228,230
6	2,687,130	3,138,531	451,401	14.4	28,096,465	28,246,779	150,314	0.5	21,143,344
7	670,359	726,913	56,554	7.8	6,068,044	6,542,217	474,173	7.2	6,379,630
8	83,152,494	75,707,026	(7,445,468)	(9.8)	700,312,639	681,363,234	(18,949,405)	(2.8)	660,751,204
9	21,989,286	18,870,003	3,119,283	16.5	184,488,623	169,830,027	14,658,596	8.6	172,146,350
10	20.91%	19.95%			20.85%	19.95%			20.67%
11	3,112,287	3,609,469	(497,182)	(13.8)	38,214,576	32,485,221	5,729,355	17.6	43,947,969
11	3,112,287	3,609,469	(497,182)	(13.8)	38,214,576	32,485,221	5,729,355	17.64	43,947,969
Total Government Funding									
Other Operating Revenue:									
12	118,059	118,632	(573)	(0.5)	1,341,247	1,067,688	273,559	25.6	663,044
13	58,333	58,333	-	-	844,128	524,997	319,131	60.8	663,044
14	60,000	60,000	-	-	540,000	540,000	0	-	675,000
15	288,641	361,256	(72,615)	(20.1)	2,716,326	3,251,304	(534,978)	(16.5)	2,908,841
16	525,033	598,221	(73,188)	(12.2)	5,441,701	5,383,989	57,712	1.1	4,909,928
17	25,626,606	23,077,693	2,548,913	11.0	228,144,900	207,699,237	20,445,663	9.8	221,004,248
TOTAL REVENUE									
EXPENSE									
18	13,271,458	12,200,280	(1,071,178)	(8.8)	113,855,482	109,802,520	(4,052,962)	(3.7)	103,661,830
19	449,385	271,562	(177,823)	(65.5)	3,009,799	2,444,058	(565,741)	(23.1)	3,185,482
20	2,849,611	2,698,011	(151,600)	(5.6)	26,067,388	24,282,099	(1,785,289)	(7.4)	25,607,936
21	2,311,415	2,808,279	496,864	17.7	22,147,903	25,274,511	3,126,608	12.4	25,032,298
22	1,967,746	2,126,037	158,291	7.4	18,281,753	19,134,333	852,580	4.5	19,656,470
23	199,281	181,489	(17,792)	(9.8)	1,785,664	1,633,401	(152,263)	(9.3)	1,461,311
24	246,556	276,711	30,155	10.9	2,583,973	2,490,399	(93,574)	(3.8)	2,406,818
25	180,741	207,539	26,798	12.9	1,777,538	1,867,851	90,313	4.8	1,901,915
26	1,007,524	1,102,201	94,677	8.6	8,872,553	9,919,809	1,047,256	10.6	8,831,658
27	514,910	435,455	(79,455)	(18.2)	4,356,248	3,919,095	(437,153)	(11.2)	4,475,114
28	22,998,627	22,307,564	(691,063)	(3.1)	202,738,301	200,768,076	(1,970,225)	(1.0)	196,220,831
29	2,627,979	770,129	1,857,850	241.2	25,406,599	6,931,161	18,475,438	266.6	24,783,417
NET INCOME(LOSS)									
CAPITAL CONTRIBUTIONS									
30	-	-	-	-	-	-	-	-	-
31	-	-	-	-	-	-	-	-	-
32	-	-	-	-	-	-	-	-	-
33	-	-	-	-	-	-	-	-	-
34	\$ 2,627,979	\$ 770,129	\$ 1,857,850	241.2 %	\$ 25,406,599	\$ 6,931,161	\$ 18,475,438	266.6 %	\$ 24,783,417
CHANGE IN NET ASSETS									

NATIVIDAD MEDICAL CENTER
STATEMENT OF REVENUES AND EXPENSES & CHANGES IN NET ASSETS PER ADJUSTED PATIENT DAY
AS OF MARCH, 2018

CURRENT MONTH					YEAR-TO-DATE					UNAUDITED
Actual	Budget	Variance fav. (unfav)		%	REVENUE					
		\$ VAR.	% VAR		Actual	Budget	\$ VAR.	% VAR	Prior Yr Average	
4,926	4,617	308	6.7%	ADJUSTED PATIENT DAYS					40,726	
Patient Revenue:										
1 \$ 14,972	\$ 13,968	\$ 1,004	7.2 %	Inpatient	\$ 13,734	\$ 14,224	\$ (490)	-3.4%	\$ 14,000	
2 595	415	180	43.3	Pro Fees	450	422	27	6.5	447	
3 5,780	6,100	(321)	(5.3)	Outpatient	6,024	6,212	(188)	(3.0)	6,004	
4 21,346	20,483	863	4.2	Total Patient Revenue	20,208	20,859	(651)	(3.1)	20,451	
Deductions from revenue										
5 16,200	15,559	(641)	(4.1)	Contractual Deductions	15,214	15,845	630	4.0	15,549	
6 546	680	134	19.7	Bad Debt	642	692	51	7.3	519	
7 136	157	21	13.6	Unable to Pay	139	160	22	13.6	157	
8 16,882	16,396	(486)	(3.0)	Total Contractual Discounts	15,995	16,697	703	4.2	16,224	
9 4,464	4,087	378	9.2	Net Patient Revenue	4,214	4,162	52	1.2	4,227	
10 20.91%	19.95%			As a percent of Gross Revenue	20.85%	19.95%			20.67%	
11 632	782	(150)	(19.2)	Total Government Funding	873	796	77	9.6	1,079	
Other Operating Revenue:										
12 24	26	(2)	(6.7)	Rent Income	31	26	4	17.1	16	
13 12	13	(1)	(6.3)	Interest Income	19	13	6	49.9	16	
14 12	13	(1)	(6.3)	NMF Contribution	12	13	(1)	(6.8)	17	
15 59	78	(20)	(25.1)	Other Income	62	80	(18)	(22.1)	71	
16 107	130	(23)	(17.7)	Total Other Operating Revenue	124	132	(8)	(5.8)	121	
17 5,203	4,998	205	4.1	TOTAL REVENUE	5,211	5,090	121	2.4	5,427	
EXPENSE										
18 2,694	2,642	(52)	(2.0)	Salaries, Wages & Benefits	2,600	2,691	90	3.4	2,545	
19 91	59	(32)	(55.1)	Registry	69	60	(9)	(14.8)	78	
20 579	584	6	1.0	Phys/Residents SWB & Contract Fees	595	595	(0)	(0.1)	629	
21 469	608	139	22.8	Purchased Services	506	619	114	18.3	615	
22 399	460	61	13.2	Supplies	418	469	51	11.0	483	
23 40	39	(1)	(2.9)	Insurance	41	40	(1)	(1.9)	36	
24 50	60	10	16.5	Utilities and Telephone	59	61	2	3.3	59	
25 37	45	8	18.4	Interest Expense	41	46	5	11.3	47	
26 205	239	34	14.3	Depreciation & Amortization	203	243	40	16.6	217	
27 105	94	(10)	(10.8)	Other Operating Expense	99	96	(3)	(3.6)	110	
28 4,669	4,831	162	3.4	TOTAL EXPENSE	4,630	4,920	290	5.9	4,818	
29 534	167	367	219.9	NET INCOME(LOSS)	580	170	410	241.6	609	
CAPITAL CONTRIBUTIONS										
31 -	-	-	-		-	-	-	-	-	
32 -	-	-	-		-	-	-	-	-	
33 -	-	-	-	County Contribution	-	-	-	-	-	
34 \$ 534	\$ 167	\$ 367	220 %	CHANGE IN NET ASSETS	\$ 580	\$ 170	\$ 410	241.629 %	\$ 609	

**NATIVIDAD MEDICAL CENTER
BALANCE SHEET
AS OF MARCH 31, 2018**

				UNAUDITED				
CURRENT MONTH				YEAR - TO - DATE				
	BEGINNING	ENDING	INC/(DEC)	% CHG.	BEGINNING	ENDING	INC/(DEC)	% CHG.
1	\$ 56,374,703	\$ 43,235,589	\$ (13,139,114)	(23.3) %				
2	3,200,000	3,200,000	-	-				
3	33,217,280	35,415,268	2,197,988	6.6				
4	16,666,910	30,117,356	13,450,446	80.7				
5	4,949,251	5,336,830	387,579	7.8				
6	6,220,772	5,658,387	(562,385)	(9.0)				
7	120,628,916	122,963,430	2,334,514	1.9				
8								
9	291,806,618	292,973,093	1,166,475	0.4				
10	(170,482,671)	(171,490,195)	(1,007,524)	(0.6)				
11	121,323,947	121,482,898	158,951	0.1				
12	109,544,040	109,494,594	(49,446)	(0.0)				
13	-	-	-	-				
14	325,412	325,412	-	-				
15	325,412	325,412	-	-				
16	\$ 351,822,315	\$ 354,266,334	\$ 2,444,019	0.7 %				
17	15,441,342	16,525,908	1,084,566	7.0				
18	5,872,082	6,181,839	309,757	5.3				
19	44,217,451	44,119,336	(98,115)	(0.2)				
20	3,752,345	3,752,345	0	-				
21	12,548,095	11,084,404	(1,463,691)	(11.7)				
22	81,831,315	81,663,832	(167,483)	(0.2)				
23	-	-	-	-				
24	-	-	-	-				
25	42,356,643	42,340,166	(16,477)	(0.0)				
26	42,356,643	42,340,166	(16,477)	(0.0)				
27	204,855,737	204,855,737	-	-				
28	22,778,620	25,406,599	2,627,979	(11.5)				
29	227,634,357	230,262,336	2,627,979	1.2				
30	\$ 351,822,315	\$ 354,266,334	\$ 2,444,019	0.7 %				

				UNAUDITED				
				YEAR - TO - DATE				
	BEGINNING	ENDING	INC/(DEC)	% CHG.	BEGINNING	ENDING	INC/(DEC)	% CHG.
CURRENT ASSETS								
CASH	\$ 90,005,888	\$ 43,235,589	\$ (46,770,299)	(52.0) %				
SEASIDE CLINICS CASH RESERVE FUND	3,200,000	3,200,000	-	-				
ACCOUNTS RECEIVABLE NET	31,547,298	35,415,268	3,867,970	12.3				
STATE/COUNTY RECEIVABLES	12,250,993	30,117,356	17,866,363	145.8				
INVENTORY	3,344,962	5,336,830	1,991,868	59.5				
PREPAID EXPENSE	4,044,913	5,658,387	1,613,474	39.9				
TOTAL CURRENT ASSETS	144,394,054	122,963,430	(21,430,624)	(14.8)				
PROPERTY, PLANT & EQUIPMENT	287,737,666	292,973,093	5,235,427	1.8				
LESS: ACCUMULATED DEPRECIATION	(162,617,642)	(171,490,195)	(8,872,553)	(5.5)				
NET PROPERTY, PLANT & EQUIPMENT	125,120,024	121,482,898	(3,637,126)	(2.9)				
OTHER ASSETS	42,843,130	109,494,594	66,651,464	155.6				
INVESTMENTS								
HELD FOR CONSTRUCTION	-	-	-	-				
ACCRUED INTEREST RECEIVABLE	-	-	-	-				
FUNDS IN TRUST	324,707	325,412	705	0.2				
TOTAL INVESTMENTS	324,707	325,412	705	0.2				
TOTAL ASSETS	\$ 312,681,915	\$ 354,266,334	\$ 41,584,419	13.3 %				
CURRENT LIABILITIES								
ACCRUED PAYROLL	12,933,162	16,525,908	3,592,746	27.8				
ACCOUNTS PAYABLE	6,993,637	6,181,839	(811,798)	(11.6)				
MCARE/MEDICAL LIABILITIES	29,015,717	44,119,336	15,103,619	52.1				
CURRENT PORTION OF DEBT	3,572,345	3,752,345	180,000	5.0				
OTHER ACCRUALS	9,087,856	11,084,404	1,996,548	22.0				
TOTAL CURRENT LIABILITIES	61,602,717	81,663,832	20,061,115	32.6				
LONG TERM LIABILITIES								
CAPITAL LEASE	-	-	-	-				
UN EARNED CONTRIBUTIONS	-	-	-	-				
LONG TERM PORTION OF C.O.P.'s	46,223,461	42,340,166	(3,883,295)	(8.4)				
TOTAL LONG TERM DEBT	46,223,461	42,340,166	(3,883,295)	(8.4)				
FUND BALANCES								
ACCUMULATED FUND	204,855,737	204,855,737	-	-				
CHANGE IN NET ASSETS	-	25,406,599	25,406,599	100.0				
TOTAL FUND BALANCES	204,855,737	230,262,336	25,406,599	12.4				
TOTAL LIAB. & FUND BALANCES	\$ 312,681,915	\$ 354,266,334	\$ 41,584,419	13.3 %				

**NATIVIDAD MEDICAL CENTER
STATE AND COUNTY RECEIVABLES
AS OF 03/31/18**

BALANCE SHEET	ADJ							
	<u>Beq. Balance</u>	<u>Accruals</u>	<u>Reversals and Reclasses</u>	<u>Medi-Cal Waiver</u>	<u>GPP /PRIME</u>	<u>IGT</u>	<u>Payments</u>	<u>Ending Balance</u>
Medi-Cal Waiver (DSH +SNCP)	\$ 7,020,228	21,772,503				28,421,250	(40,416,886)	16,797,095
EHR Meaningfull Use	599,373							599,373
Hospital Fee	3,699,245	1,093,446					(2,149,455)	2,643,236
CCAH IGT FY15-16	-		4,008,924			11,062,953	(9,163,705)	5,908,172
New Enrollees	-					552,441		552,441
SB1732	-	2,624,994					(3,296,668)	(671,674)
AB 915	-	3,603,029					(1,818,033)	1,784,996
Prison Pass-through payments	-							-
A/R Office Buildings	(258,694)	1,759,937					(1,442,099)	59,144
A/R Manco Abbott	-	472,132					(447,218)	24,914
Interest Accrued Positive Cash	(92,257)	844,128					(669,130)	82,741
Accrued Donations	1,257,167	540,000					(142,320)	1,654,847
A/R Jail-PG&E	27	466,510					(118,730)	347,807
Health Department	25,903	1,406,556					(1,080,028)	352,431
Ryan White & EIP A/R	-	187,497	(68,819)				(136,845)	(18,167)
STATE RECEIVABLES	\$ 12,250,992	\$ 34,770,732	\$ 3,940,105	\$ -	\$ -	\$ 40,036,644	\$ (60,881,117)	\$ 30,117,356

P & L	YTD Mar-18
Medi-Cal DSH /SNCP/PHYS SPA	\$ 9,847,503
PRIME Y3	11,925,000
CCAH Rate Range IGT FY15-16	4,008,924
Hospital Fee	1,093,446
HPE	43,724
HD Residency Support	(375,003)
New Enrollees	4,235,303
AB915	3,603,029
Medicare GME	981,914
SB 1732	2,624,994
Ryan White & SAMHSA GRANTS	225,742
GOVERNMENT FUNDING INCOME	\$ 38,214,576

**NATIVIDAD MEDICAL CENTER
STATEMENT OF CASH FLOWS
AS OF MARCH 31, 2018**

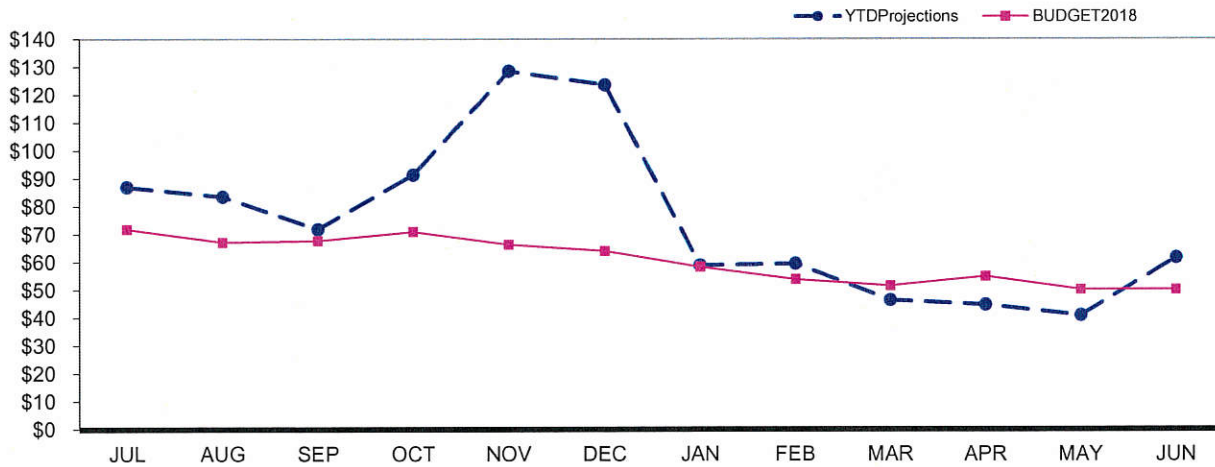
<u>CURRENT MONTH</u>		<u>YEAR - TO - DATE</u>
1	\$ 59,574,703	CASH AT BEGINNING OF PERIOD \$ 93,205,888
2		FROM OPERATIONS:
3	2,627,979	NET INCOME/(LOSS) 25,406,599
4	-	NET INCOME ADJ - PRIOR YEAR -
5	<u>1,007,524</u>	DEPRECIATION/AMORT \$ 8,872,553
6	3,635,503	SUBTOTAL <u>34,279,152</u>
7		CHANGES IN WORKING CAPITAL:
8	(2,197,988)	ACCOUNTS RECEIVABLE (3,867,970)
9	(13,450,446)	STATE/COUNTY RECEIVABLE (17,866,363)
10	174,806	PREPAID EXPENSE & INVENTORY (3,605,342)
11	1,084,566	ACCRUED PAYROLL 3,592,746
12	309,757	ACCOUNTS PAYABLE (811,798)
13	(98,115)	MCARE/MEDICAL LIABILITIES 15,103,619
15	-	SHORT TERM DEBT -
16	<u>(1,463,691)</u>	ACCRUED LIABILITIES 1,996,548
17	(15,641,111)	NET (DECREASE)/INCREASE <u>(5,458,560)</u>
18		CAPITAL ADDITIONS:
19	(1,166,475)	PP&E ADDITIONS (5,235,427)
20	-	NBV OF ASSETS DISPOSED -
19	-	-
21	(1,166,475)	TOTAL CAPITAL (Use of Cash) (5,235,427)
22		FINANCING ACTIVITY:
23	-	Short Term Debt 180,000
24	(16,477)	LONG TERM BOND DEBT (3,883,295)
26	49,446	OTHER ASSETS (66,651,464)
27	-	INVESTMENTS (705)
28	<u>32,969</u>	TOTAL FINANCING <u>(70,355,464)</u>
29	<u>(13,139,114)</u>	INC./(DEC.) IN CASH BALANCE <u>(46,770,299)</u>
30	<u>\$ 46,435,589</u>	CASH BALANCE - END OF PERIOD \$ <u>46,435,589</u>

NATIVIDAD MEDICAL CENTER
 RECONCILIATION OF GOVERNMENT FUNDING
 FISCAL YEAR 2018

	<u>BDGT-18</u>	<u>ESTIMATE</u> <u>FY2018</u>	<u>Variance to Budget</u>
Medi-Cal DSH Waiver	\$ 12,330,000	\$ 12,330,000	\$ -
PRIME Y3	15,900,000	15,900,000	\$ -
New Enrollees FY17-18	5,843,712	4,235,303	\$ (1,608,409)
AB915	2,380,000	3,776,978	\$ 1,396,978
SB1732	3,500,000	3,996,000	\$ 496,000
CCAH Rate Range FY15-16	-	4,008,924	\$ 4,008,924
HIV Grants	250,000	250,000	\$ -
Physician SPA	800,000	800,000	\$ -
HD Residency Support	(500,000)	(500,000)	\$ -
Medicare GME & B/D	1,352,000	1,352,000	\$ -
Provider Fee	<u>1,457,922</u>	<u>912,000</u>	<u>\$ (545,922)</u>
	\$ 43,313,634	\$ 47,061,205	\$ 3,747,571



**Cash Flow Performance Fiscal Year 2018
(in Millions)**



	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ESTIMATE	ESTIMATE	ESTIMATE
Months	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
YTD	87.0	83.6	71.9	91.4	128.5	123.6	58.9	59.6	46.4	44.8	41.0	61.7
BDGT	72.0	67.3	67.8	71.1	66.4	64.1	58.4	53.9	51.6	55.0	50.2	50.2
Variance	15.1	16.3	4.1	20.4	62.1	59.5	0.5	5.6	(5.2)	(10.2)	(9.3)	11.5

NATIVIDAD MEDICAL CENTER
CASH FORECAST
FISCAL YEAR 17-18

	ACTUAL JUL	ACTUAL AUG	ACTUAL SEP	ACTUAL OCT	ACTUAL NOV	ACTUAL DEC	ACTUAL JAN	ACTUAL FEB	ACTUAL MAR	Projection APR	Projection MAY	Projection JUN	Projection YTD
Beginning Balance	93,189,000	87,019,713	83,567,358	71,627,554	91,439,435	128,531,490	123,900,509	58,913,855	50,595,082	46,420,848	44,778,856	40,558,442	93,189,000
CASH RECEIPTS													
Patent Revenues (incl pro fees and lab cop)	18,801,174	19,492,336	17,317,274	21,133,228	21,687,443	18,802,603	19,321,906	20,251,544	19,192,218	18,438,045	19,058,429	18,438,045	231,034,245
Provider Fee	-	-	-	1,800,028	-	-	-	-	444,829	-	-	728,991	2,764,118
ABSS	870,923	879,978	880,372	1,532,022	663,305	-	-	-	-	-	-	-	4,255,303
Medi-Cal HPE	-	-	-	43,724	-	-	-	-	-	-	-	-	43,724
SHORT DOYLE	-	-	550,423	348,608	247,151	389,100	268,387	328,381	301,730	173,400	173,400	173,400	3,068,374
HEV GRANTS	-	-	40,999	17,507	44,715	27,824	25,881	20,383	98,513	20,833	20,833	20,833	309,408
CCAH Rate Range FY15-16 & FY16-17	-	-	-	9,163,705	-	-	-	-	-	-	-	-	18,680,483
CCAH PROVIDER INCENTIVE GRANT	112,500	650	-	1,218,641	-	-	-	-	-	-	-	-	1,330,961
HEALTH DEPARTMENT REIMB	-	144,723	-	170,349	305,474	143,371	-	133,019	130,374	175,000	175,000	175,000	1,581,310
Juvenile Hall Medical Services-Probation-	-	-	-	-	-	-	-	-	-	-	-	-	350,253
ASBIS	-	-	-	-	-	-	-	-	1,818,033	-	-	-	3,719,978
GPP V1 Fund Payment	-	205,583	-	-	-	-	-	-	-	-	-	-	205,583
GPP Y2 4th QTR	-	-	-	8,107,827	-	-	-	-	-	-	-	-	8,107,827
GPPV3	-	-	-	7,889,365	-	-	7,889,365	-	10,403,777	-	-	-	26,782,507
PRIME	-	-	-	-	10,724,748	-	-	-	-	-	-	-	16,600,000
PHYS SPA	-	-	-	-	-	-	-	-	-	-	-	-	800,000
SB1732	-	-	-	3,290,909	-	-	-	-	-	-	-	-	700,000
Foundation	-	-	-	-	124,348	-	-	-	-	-	-	-	124,348
TIME \$1 WEEKLY	103,098	103,098	103,098	103,098	103,098	164,644	103,098	108,232	102,482	105,000	105,000	105,000	1,208,914
Rent Income	17,388	34,782	83,639	133,555	97,070	927,334	97,070	45,627	75,388	94,067	94,067	94,067	1,287,753
CCAH MCE to Cost FY15-16	-	-	-	-	10,761,014	-	-	-	-	-	-	-	10,761,014
Interest Income	-	-	-	325,317	-	-	-	343,813	-	-	-	175,000	844,130
Fund 404 Transfer	-	-	-	-	-	-	-	-	-	1,501,824	1,208,358	2,715,260	6,423,870
Miscellaneous Revenue	16,092	71,899	237,708	160,975	63,708	228,100	328,942	-	358,943	200,000	200,000	200,000	2,052,288
Total Cash Receipts	10,720,747	20,733,342	19,009,405	58,013,505	58,812,948	20,270,988	27,825,547	21,227,199	22,407,199	31,112,608	21,033,744	52,462,342	387,808,561
CASH DISBURSEMENTS													
Purchased Services and Supplies	7,583,905	5,832,819	7,549,788	7,896,400	5,831,301	7,718,513	10,138,113	7,030,442	7,203,092	7,803,481	8,125,567	7,883,481	60,498,084
HD Clinic Incentive and GPP Y2 Transfer	-	-	-	-	-	-	-	-	617,995	-	-	500,000	1,017,995
ABSS 16T Jan-Jun, 2017	-	-	-	-	-	-	-	-	652,441	-	-	-	652,441
Rate Range Assessment Fee FY15-16 & FY16-17	-	896,130	-	-	-	-	-	-	-	1,501,824	1,208,358	2,715,260	6,423,870
Rate Range 16T FY15-16 & FY16-17	-	4,295,851	-	-	-	-	-	-	4,958,364	-	-	-	9,254,215
PRIME 0Y12 & 0Y13 16T	-	-	-	8,382,448	-	-	-	-	-	7,950,000	-	-	16,332,448
GPP V1 16T	50,437	-	-	-	-	-	-	-	-	-	-	-	50,437
GPP Y2 4th QTR 16T	-	-	4,757,574	-	-	-	-	-	-	-	-	-	4,757,574
GPP V3 QTR 16T	-	-	4,648,412	-	-	4,648,412	-	-	6,164,042	-	-	-	15,259,868
BOE Q1 Sales and Use Tax	18,312	-	-	-	-	-	-	-	-	-	-	-	18,312
Building Lease / Rental Equipment	229,975	235,347	271,515	202,065	225,742	294,583	291,521	277,790	202,065	202,065	202,065	202,065	2,782,758
COPI Principal & Interest Payments	4,645,369	-	-	-	-	-	869,059	-	91,030	-	-	-	6,028,484
Payroll and Benefits	12,490,299	12,300,769	12,520,503	17,790,095	12,692,587	12,427,811	13,495,005	13,028,522	13,223,957	13,201,237	13,641,279	13,201,237	169,977,942
Expenses Care	-	-	-	-	-	-	240,880	-	27,589	-	-	-	268,469
COVCA	-	-	-	-	-	-	-	-	-	-	-	-	3,328,868
FY17-18 MH-MOU	-	-	202,144	103,307	95,230	57,433	97,590	98,102	-	-	-	-	1,053,308
Date Processing	176,749	198,063	200,998	178,749	221,513	199,023	178,749	-	400,484	190,252	190,252	190,252	2,340,282
Transfer from Fund 451 to Fund 001 Strategic	-	-	-	-	-	-	7,200,000	-	-	-	-	-	7,200,000
Transfer from Fund 451 to Fund 404	-	-	-	-	-	-	59,899,475	-	-	-	-	-	59,899,475
Capital Expenditures FY18	703,879	457,268	688,255	1,253,480	651,480	83,070	118,323	135,168	1,106,475	1,512,484	1,214,918	2,734,083	10,697,492
Capital Expenditures Fund 404	-	-	-	-	-	-	-	-	1,835,079	1,474,040	1,474,040	3,317,935	6,627,060
Total Cash Disbursements	26,899,942	24,185,707	30,739,189	35,564,634	19,717,913	25,212,012	92,502,158	20,575,972	35,936,433	32,760,598	24,854,187	31,744,461	309,332,206
Increase/(Decrease)	(6,179,195)	(3,452,395)	(11,839,784)	19,508,871	37,095,055	(4,941,024)	(64,676,612)	651,227	(13,138,234)	(1,847,993)	(3,820,413)	20,707,860	(31,523,615)
Ending Cash Fund 451	87,019,713	83,567,348	71,927,564	91,439,435	128,531,490	123,900,408	58,913,855	50,595,082	46,420,848	44,778,856	40,958,442	61,008,203	61,008,203
(-) Credit Card Account + Fund 27	9,854	8,928	1,095	2,437	5,083	2,900	3,111	5,941	5,081	-	-	-	-
(-) Petty Cash	3,880	3,680	3,680	3,680	3,680	3,680	3,680	3,680	3,680	-	-	-	-
Ending Cash as per 8/L	87,033,247	83,579,956	71,932,339	91,442,552	128,540,253	123,906,708	68,920,640	60,574,703	46,435,509	44,778,856	40,958,442	61,008,203	61,008,203
Fund 404													
Beginning Balance	21,044,998	21,044,998	21,044,998	21,044,998	21,044,998	21,044,998	21,044,998	80,941,471	80,941,471	80,941,471	76,106,392	77,632,340	77,632,340
Transfer In from 451	-	-	-	-	-	-	59,899,475	-	-	-	-	-	-
Capital Expenditures	-	-	-	-	-	-	-	-	-	(1,835,079)	(1,474,040)	(3,317,935)	(3,317,935)
Ending Cash Fund 404	21,044,998	21,044,998	21,044,998	21,044,998	21,044,998	21,044,998	80,941,471	80,941,471	80,941,471	78,106,392	77,632,340	74,314,411	74,314,411
Ending Cash Fund 451 & 404	108,084,700	104,624,344	92,977,560	112,487,431	149,576,488	144,935,402	139,855,329	140,906,553	127,386,319	123,885,247	116,860,788	135,060,704	

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Pacific Health Alliance Pilot Program Amendment No. 1

Legistar Number:

..Title

- a. Authorize the Chief Executive Officer of Natividad Medical Center (NMC) to execute Amendment No. 1 (“Amendment”) to Pacific Health Alliance Pilot Project Agreement, to extend the provision of program administration (PA) services for the County of Monterey’s Pilot Project for the Remaining Uninsured, for an additional amount not to exceed \$200,000, effective July1, 2018 through a run out period of December 31, 2019, subject to further review and approval of County Counsel and the County-Auditor Controller;
- b. Approve and authorize the Chief Executive Officer of NMC to sign up to three (3) one-year amendments that do not exceed ten percent (10%) (\$20,000) of the original Agreement amount and do not significantly alter the scope of services.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

- a. Authorize the Chief Executive Officer of Natividad Medical Center (NMC) to execute Amendment No. 1 (“Amendment”) to Pacific Health Alliance Pilot Project Agreement, to extend program administration (PA) services for the County of Monterey’s Pilot Project for the Remaining Uninsured, for an additional amount not to exceed \$200,000, effective July1, 2018 through a run out period of December 31, 2019, subject to further review and approval of County Counsel and the County-Auditor Controller;
- b. Approve and authorize the Chief Executive Officer of NMC to sign up to three (3) one-year amendments that do not exceed ten percent (10%) (\$20,000) of the original Agreement amount and do not significantly alter the scope of services.

SUMMARY/DISCUSSION:

The Affordable Care Act (ACA) was enacted to provide Medicaid (Medi-Cal) and other coverage options through the exchange to many low-income individuals with the goal of decreasing the number of uninsured individuals. However, many Monterey County residents remain uninsured and unable to pay for costly medical care, procedures and prescription medications. Of the uninsured, it is estimated that there are approximately 30,000 to 50,000 adult residents over the age of 18 living in Monterey County without any medical insurance due to their documentation status.

In response to this need, the Board of Supervisors approved an allocation of \$500,000 of General Fund dollars in August 2015 establishing the County’s Pilot Project for the Remaining Uninsured to provide limited scope pharmaceuticals, laboratory tests and radiology services. These services were provided by the Health Department’s Federally Qualified look-alike health clinics, which serve designated medically underserved populations under the applicable Scope of Project with HRSA (Health Resources and Services Administration), and by Natividad Medical Center. The County’s Pilot Project for the Remaining Uninsured was implemented in November 2015 through September 2017 and served approximately 2,005 individuals.

In May 2017, the Board of Supervisors directed staff to proceed with implementation of an expanded Pilot Project allowing for the provision of primary and specialty care ambulatory services for fiscal year 2017/2018 with NMC enterprise funds of \$1.8 million, and \$200,000 for PA services.

On June 27, 2017, the Board of Supervisors approved and authorized the current Agreement with Pacific Health Alliance (PHA) for the County of Monterey's Pilot Project for the Remaining Uninsured, for up to \$200,000, effective July 1, 2017 through June 30, 2018 to assist with the program management and reporting. The project, named Esperanza Care, became effective October 1, 2017. The enrollment cap of 2,500 individuals was raised to 3,500 by the Board of Supervisors effective April 1, 2018.

It is presumed that the Esperanza Care project will roll over to fiscal year 2018/2019 with the same scope of services and an additional expenditure of \$2 million from the NMC enterprise fund. Enrollees in the project will be required to re-apply for the project at least annually.

Natividad Medical Center is working on an amendment with PHA to provide for PA services for fiscal year 2018/2019. To ensure a smooth transition to the next fiscal year, NMC is seeking authorization to execute Amendment 1, effective July 1, 2018 subject to further review and approval of County Counsel and the County Auditor Controller offices.

OTHER AGENCY INVOLVEMENT:

County Counsel and the County Auditor Controller offices will approve the final Amendment 1. The Amendment has been reviewed and approved by NMC's Finance Committee on April 26, 2018 and by the NMC Board of Trustees on May 4, 2018.

FINANCING:

There is no impact to the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

- Economic Development
- Administration
- Health and Human Services

This amendment provides for the smooth transition of the existing Pilot Project for the Remaining Uninsured for fiscal year 2018/2019. It offers equitable opportunities for health choices and healthcare which will improve the health and quality of life for Monterey County residents.

- Infrastructure
- Public Safety

Prepared by: Nancy Majewski, Managed Care Operations Manager, 783-2385

Approved by: Gary R. Gray, DO, Chief Executive Officer, 783-2504

**NATIVIDAD MEDICAL CENTER
HOSPITAL BOARD RESOLUTION**

WHEREAS, traumatic injury is the leading cause of death for Americans between the ages of 1 and 46 years; and

WHEREAS, Natividad Medical Center strives to provide optimal trauma care; and

WHEREAS, treatment at a trauma hospital that participates in a standardized system of trauma of care can significantly increase the chance of survival for victims of serious trauma; and

Whereas, participation in the Monterey County Trauma System will result in an organized and timely response to patients' needs, a more immediate determination of the patients' definitive care requirements, improved patient care through the development of the hospital's performance improvement program and an assurance that those caring for trauma patients are educationally prepared;

THEREFORE; BE IT RESOLVED that the board of trustees of Natividad Medical Center resolve to provide the resources necessary to achieve and sustain a level II trauma hospital designation.

BE IT FURTHER RESOLVED by the board of trustees of Natividad Medical Center support the application for verification as a Level II Trauma Center as awarded by the American College of Surgeons.

Mitchel L. Winick
Board Chair, Natividad Medical Center

Date

**CREDENTIALS REPORT OF RECOMMENDED ACTIONS FOR
BOARD APPROVAL**

Friday, May 4, 2018

(Per recommendation of the April 10, 2018 Medical Executive Committee)

The following practitioners were reviewed for initial appointment, reappointment, changes in staff status (category), additional privilege requests, etc. Membership factors include licensure, DEA, professional liability insurance, staff requirements, etc. Qualitative/quantitative factors include: peer review, performance improvement, clinical activity, privileging, competence, technical skill, behavior, health, medical records, blood review, medication usage, litigation history, utilization and continuity of care.

INITIAL APPOINTMENTS

NAME	SPECIALTY	SERVICE	APPOINTMENT PERIOD
Lee, Sky W., MD	Family Medicine/ Hospitalist	Family Medicine/ Hospitalist	05/04/18 – 05/01/20
Molinet, Eduardo, MD	Interventional Radiology	Radiology	05/04/18 – 05/01/20
Romero, Jacqueline, MD	Family Medicine	Family Medicine	05/04/18 – 05/01/20 Temporary Privileges: 4/16/18 – 5/04/18

REAPPOINTMENTS

NAME	SPECIALTY	STAFF STATUS	REAPPOINTMENT PERIOD
Di Stante, Alexander G., MD <i>Initial appt. date: 07/05/2006</i>	General/Bariatric Surgery	Active	06/01/18 – 06/01/20
Dwight-Gilroy, Eric L., AGACNP <i>Initial appt. date: 06/03/2016</i>	Trauma/Acute Care Nurse Practitioner	AHP	06/01/18 – 06/01/20
Goldman, Sheree L, NP <i>Initial appt. date: 06/08/2012</i>	Sexual Assault Forensic Examiner	AHP	06/01/18 – 06/01/20
Jones, Deborah L., NNP <i>Initial appt. date: 07/05/2006</i>	Neonatal Nurse Practitioner	AHP	06/01/18 – 06/01/20
Lee, Jeffrey Y., DO <i>Initial appt. date: 06/27/2016</i>	Physical Med & Rehabilitation	Active	06/01/18 – 06/01/20
Northern, Robert D., CRNA <i>Initial appt. date: 06/27/2016</i>	Nurse Anesthetist	AHP	06/01/18 – 06/01/20
Peng, Bob, OB/GYN <i>Initial appt. date: 06/08/2012</i>	OB/GYN	Active	06/01/18 – 06/01/20
Pereles, F. Scott, MD <i>Initial appt. date: 07/05/2006</i>	Diagnostic Radiology	Active	06/01/18 – 06/01/20
Roth, Bradley J., MD <i>Initial appt. date: 06/06/2014</i>	Surgical Critical Care	Active	06/01/18 – 06/01/20
Stout, Kevin B., MD <i>Initial appt. date: 06/08/2012</i>	Anesthesiology	Active	06/01/18 – 06/01/20
Varav, Kalle, MD <i>Initial appt. date: 06/08/2012</i>	Pain Management	Active	06/01/18 – 06/01/20
Vitto, Anthony, MD, PhD <i>Initial appt. date: 06/06/2014</i>	Teleneurology	Courtesy	06/01/18 – 06/01/20

Zaro, Christina M., MD <i>Initial appt. date: 06/06/2014</i>	Family Medicine	Active	06/01/18 – 06/01/20
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REQUESTS FOR ADDITIONAL PRIVILEGES

NAME	SPECIALTY	PRIVILEGE REQUESTED	RECOMMEND
Klick, Anastasia R., MD	Family Medicine	C-section, External Cephalic Version, Vacuum-assisted delivery, Vaginal birth after cesarean section (VBAC)	Recommend
Osborne, Chrystie M., AGACNP	Trauma/Acute Care Nurse Practitioner	Trauma/Acute Care Nurse Practitioner Advance Privileges	Recommend

RELEASE FROM PROCTORING

NAME	SPECIALTY	SERVICE	BASICE/ADVANCED COMPLETED
Magana, Alejandro, PA-C	Physician Assistant in Ortho	Surgical Specialties	Basic proctoring requirements completed
Stillwell, Kristina C., MD	Pediatrics	Pediatrics	Basic proctoring requirements completed

VOLUNTARY RESIGNATIONS

NAME	SPECIALTY	STAFF STATUS	EFFECTIVE DATE
Bell, Timothy V., MD	Teleradiology	Radiology	03/08/2018
Chung, Min A., PA-C	Physician Assistant – ED	AHP	03/19/2018
Hyun, James Y., MD	Teleradiology	Radiology	03/08/2018
Jackson, Grace E., MD	Psychiatry	Psychiatry	03/15/2018
Kinchen, Ernest K., MD	Teleradiology	Radiology	03/08/2018
Lloyd, Cynthia J., MD	Teleradiology	Radiology	03/08/2018
Petirs, Moira, MD	Emergency Medicine	Emergency Medicine	03/20/2018
Ramirez, Gabriel, MD	Teleradiology	Radiology	03/08/2018
Rouhipour, Varqa, MD	Orthopedic Surgery	Surgical Specialties	03/14/2018
Vu, Bach T., MD	Teleradiology	Radiology	03/08/2018
Wall, David M., PA	Physician Assistant – ED	AHP	03/13/2018
Wu, Joyce Y., MD	Pediatric Teleneurology	Pediatrics	09/18/2017