



Natividad
MEDICAL CENTER

Board of Trustees
2018

February 2, 2018

NMC Board of Trustees Meeting

Friday, February 2, 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 1-7 – Board Clerk*
3. **Minutes**
 - Approve the Minutes of November 3, 2017 *Page 8- 14*
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 changes:**
 - IR-1515 Lead Apron and Shielding
 - IR-1520 Phantom protocol for GE Inova
 - NUR-6988 NICU: Transport Training
 - NUR-7306 Transesophageal Echo (TEE)
 - NUR-7401 Endoscope Reprocessing
 - NUR-7402 Endoscopic Procedures
 - Policies with minor changes:**
 - 1:0021 Physician Advisor Referral Process
 - 1:0023 Emergency Department Case Management
 - 1:0024 Case Management Evaluation
 - 1:0025 Referral Policy for Post Discharge Services/Care
 - 1:0040 Acute Administrative Day Status

1:3015 Vital Signs, Weights and Measures of Peds Patients
1:3781 Treatment of OB patients in Trauma
3:3375 Guidelines for Argatroban Use in the Mgmt. of HIT
3:3900 Drug-Food Interactions
3:7950 Medication Transport – Authorized Personnel
CARD-0013 Patient Care Documentation
CARD-0014 Medical Mgmt. of Respiratory Patients
CARD-0015 Ordering Therapy
CARD-0016 Verbal and Telephone Orders
CARD-0017 Administration of Respiratory Care Medications
CARD-0019 Shift Reporting in Respiratory Care
IC-090 Infection Control Program
IC-100 The Infection Control Program
IC-330 Bloodborne Pathogens Exposure Control Plan
IR-1522 Roles & Responsibilities – Opening & Closing for IR
MSP005-1 Medical Staff Peer Review Policy
NUR-6170 Vaginal Birth after Cesarean
NUR-6528 Newborn (≥ 35 weeks) Eval of Early Onset Sepsis
NUR-6982 Retinopathy of Prematurity
NUR-7030 Community Pediatric Unit General Policy
NUR-7209 Disinfection Procedure for Endoscopes
OPST-5001 Therapy Assessment & Treatment of Peds Pts.
OPST-5004 Neonatal Intensive Care Unit Therapy Referrals
OPST-5006 Behavioral Mgmt. of Peds Pts. During Treatment
OPST-5008 PT Staff Qualifications, Supervisory Requirements, & Development for
Peds & Neonatal Physical Therapists
OPST-5009 OT Staff Qualifications, Supervisory Requirements, & Development for
Peds & Neonatal OT
OPST-5100 Hot Pack/Hydrocollator/Thermalator Tx & Cleaning
OPST-5101 Paraffin Treatment & Cleaning
PED-7088 IV Therapy

Policies with major changes:

1:1851 Breastfeeding Promotion and Support within All Hospital Depts.
1:2300 Patients' Right to Non-Discriminatory Treatment
3:7860 Controlled Med Reconciliation – Anesthesiology
IR-1510 Housekeeping for Interventional Radiology Trailer
NUR-6970 Pain Assessment and Management - Neonatal

New Policies:

1:3111 Adult Tube Feeding Administration at Natividad Medical Center
ED-1260 Patient Discharge
ED-1270 Elopement Process
ED-1280 Fire Safety Policy
ICU-2025 Guidelines for Proning Therapy Utilizing the RotoProne Bed
MSP001-16 (formerly IDP 1:3010) Medical Clearance of Patients with Psychiatric
Complaints in the Emergency Department

Retiring Policies:

3:8100 Formulary Definitions
ICU-2010 Enteral Feeding
NUR-6670 Seizure Management

Additions to formulary:

Sugammadex (Bridion)
Porfactant (Curosurf)

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

- 6b. *** Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with UCSF, Department of Pediatrics, 4th Amendment, Page 15-16**
- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the Fourth Amendment to the Professional Services Agreement (A-11514) with The Regents of the University of California on behalf of the University of California, San Francisco, School of Medicine, Department of Pediatrics (UCSF) to provide neonatology services at NMC, extending the term by twenty-five months (March 1, 2018 to March 31, 2020) for a revised full agreement term of November 1, 2008 to March 31, 2020, with no change to the total not to exceed amount of \$2,500,000; and
 - b. Authorize the Deputy Purchasing Agent for NMC or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not significantly change the scope of work and do not cause an increase of more than ten percent 10% (\$105,000) of the original contract amount per each amendment.
7. *** Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Mobile Instrument Service and Repair, which is in the final stages of negotiation Page 17-18**
- Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment no. 1 to the agreement (A-12693) with Mobile Instrument Service and Repair, Inc. for repair and maintenance services of surgical instruments, extending the agreement an additional two (2) year period (May 12, 2018 through May 11, 2020) for a revised full agreement term of May 12, 2015 through May 11, 2020, and adding \$300,000 for a revised total agreement amount not to exceed \$570,000.
8. *** Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Cynthia Harlowe, which is in the final stages of negotiation Page 19-20**
- Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) to execute Amendment No. 11 to the Agreement (A-11938) with Cynthia Harlowe for professional consulting services at NMC, extending the Agreement an additional 1 year period for a revised full term of July 1, 2009 through June 30, 2019 and adding \$324,000 for a revised total Agreement amount not to exceed \$1,797,000.

9. *** Approve for Submission to the Monterey County Board of Supervisors the Following Amendment No.5 with GE Healthcare for biomedical equipment, which is in the final stages of negotiation** *Page 21-22*

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute Amendment No. 5 to the agreement (A-11012) with GE Healthcare for biomedical equipment services to extend the term of the agreement for one (1) additional year (March 1, 2018 through February 28, 2019) for a revised full agreement term of September 1, 2007 through February 28, 2019, and to increase the Agreement by an additional \$745,728 for a revised total Agreement amount not to exceed \$3,718,234.

10. *** Approve for Submission to the Monterey County Board of Supervisors the Following Amendment No.1 with GE Healthcare for diagnostic imaging equipment, which is in the final stages of negotiation** *Page 23-24*

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute Amendment No. 1 to the agreement (A-12086) with GE Healthcare for diagnostic imaging equipment services to extend the term of the agreement for two (2) additional years (September 1, 2018 through August 31, 2020) for a revised full agreement term of September 1, 2011 through August 31, 2020, and to increase the Agreement by an additional \$1,447,939 for a revised total Agreement amount not to exceed \$5,187,914.
- 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 \$100,000 in total across all amendments.

11. *** Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with FocusOne Solutions, LLC, which is in the final stages of negotiation** *Page 25-26*

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute a two- year Amendment No. 2 to the Agreement with FocusOne Solutions, LLC. pursuant to the Request for Proposal (RFP) #9600-62 for a Healthcare Vendor Management System to include a managed service provider, replacing current nurse and ancillary registries, for a revised full Agreement term of April 19, 2017 through April 18, 2020 with the option to extend the Agreement for two (2) additional years and adding \$2,000,000 for a revised total Agreement amount not to exceed \$7,000,000.

12. *** 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 27-29*

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) to execute Customer Orders No.1000121534, applying the terms and conditions of the previously Board-approved Master Agreement (A-12934) with Carefusion Solutions, LLC (collectively, "Agreement") for the leasing of pharmaceutical supply automation inventory management dispensing machines, to add a new Pyxis Product at NMC with a co-term of five (5) year period of September 26, 2016 through September 25, 2021, during which time NMC shall be billed for a forty-two (42) month lease term at \$1,360 monthly, for a total not to exceed amount \$1,583,700, with no charges applied during the implementation phase until implementation is complete; and
- b. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) to execute Customer Order No.1000123423, applying the terms and conditions of the previously Board-approved Master Agreement (A-12934) with Carefusion Solutions, LLC (collectively, "Agreement") for the leasing of pharmaceutical supply automation inventory management dispensing machines, to add a new Pyxis Product at NMC with a co-term of five (5) year period of

September 15, 2015 through February 2, 2021, during which time NMC shall be billed for a forty-eight (48) month lease term at \$830 monthly, for a total not to exceed amount \$836,340, with no charges applied during the implementation phase until implementation is complete; and

- c. Authorize the Deputy Purchasing Agent at NMC to execute the Implementation Timeline for Customer Orders No. 10000121534 and 1000123423; and
- d. Authorize the Deputy Purchasing Agent at NMC to execute any future modified Implementation Timelines to 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.

13. *** Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Gartner, Inc., which is in the final stages of negotiation** *Page 30-31*

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement with Gartner, Inc. for subscription-based access to information technology research, extending the agreement an additional one (1) year period (April 1, 2018 through March 31, 2019) for a revised full term of April 1, 2016 through March 31, 2019, and adding \$91,900 for a revised total agreement amount not to exceed \$266,800.

14. *** Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Robert A. Izenberg, M.D., which is in the final stages of negotiation** *Page 32-33*

- a. Authorize Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the Professional and Call Coverage Services Agreement with Robert Izenberg M.D., Inc. to provide general and critical care surgery services at NMC for an amount not to exceed \$500,000 for the period March 1, 2018 to March 31, 2020; and
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to sign up to three (3) future amendments to this agreement where the total amendments do not significantly change the scope of work, and do not cause an increase of more than ten percent 10% (\$50,000) of the original contract amount per each amendment.

15. *** Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Peninsula Business Interiors, which is in the final stages of negotiation** *Page 34-35*

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute Amendment No. 3 to the Agreement (A-12673) with Peninsula Business Interiors for new product, delivery, installation and associated furniture services, extending the agreement an additional three (3) year period (April 15, 2018 through April 14, 2021) for a revised full agreement term of April 15, 2015 through April 14, 2021, and adding \$1,800,000 for a revised total agreement amount not to exceed \$3,575,000.

16. *** Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Premier Healthcare Solutions, Inc., which is in the final stages of negotiation** *Page 36-37*

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with Premier Healthcare Solutions, Inc. for budget and financial reporting software services at NMC for an amount to exceed \$484,412 with an agreement term of March 1, 2018 through February 28, 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 twenty percent (20%) (\$96,882) of the original cost of the agreement in total.

17. * **Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with McKesson Technologies, Inc., which is in the final stages of negotiation**
Page 38-40

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute Amendment No. 3 to the McKesson Master Agreement MA1011350 ("Monterey County Agreement A-11723") with McKesson Technologies, Inc. for Horizon Medical Imaging Radiology, Picture Archiving and Communication System (PACS) and related systems services at NMC in order to
 - (1) Upgrade McKesson PACS and add 3D mammography;
 - (2) Migrate and archive data; and
 - (3) Upgrade PowerScribefor the period of February 1, 2018 to June 30, 2019 adding \$117,863 (\$40,500 for McKesson PACS upgrade and 3D mammography, \$47,563 for migration and archiving of data, and \$29,800 for PowerScribe upgrade) for a revised total maximum liability under Monterey County Agreement (A-11723) of \$4,542,190.
- 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%) (\$260,000) of the original cost of the agreement per each amendment.

18. * **Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Forward Advantage, Inc., which is in the final stages of negotiation**
Page 41-42

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment no. 1 to the agreement with Forward Advantage, Inc. for the Imprivata product, a single sign on solution used by NMC Physicians and Clinical Staff, extending the agreement an additional three (3) year period (March 23, 2018 through March 22, 2021) for a revised full agreement term of March 23, 2016 through March 22, 2021, and adding \$111,600 for a revised total agreement amount not to exceed \$379,567.

19. **Accept Oral Reports from NMC Chief Financial Officer** - *Daniel Leon, CFO*

- November and December 2017 YTD Financial Report *page 43-69*

20. **Receive Oral Report from NMC Chief Executive Officer** - *Dr. Gary R. Gray, CEO*

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

22. **Receive Oral Report from Chief of Staff** - *Dr. Walt Mills, COS*

23. **Accept an Oral Report from Governance Committee – Fernando Elizondo, Chair**
Review, and recommend appointment of John Huerta for Board of Trustee Appointment
Review, approve and recommend to the Monterey County Board of Supervisors the appointment of John Huerta for a first one year term as a trustee of Natividad Medical Center Board of Trustees for a term ending June 2019.
24. **Receive an Oral Report from the Natividad Medical Foundation – Jennifer Williams, Acting CEO**
25. **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.
26. **Reconvene into Open Session for Closed Session Report – The BOT will announce any reportable action taken in Closed Session.**
27. * **Accept and approve January 2018 Credentials Report from Medical Staff Office relating to appointment of medical staff and allied health professionals.** *Page 70-71*
28. * **Accept and approve 2018 Board of Trustee Scheduled Meeting Calendar** *Page 72*

Adjournment

Next Board of Trustees Meeting
Friday, March 2, 2018
9:00 AM
Natividad Room
1st Floor, Building 200

7



NMC Board of Trustees Meeting

Friday, November 3, 2017

9:00 AM

Natividad Room

1st Floor, Building 200

1441 Constitution Blvd.

MINUTES

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

Absent: Britt Rios-Ellis

NMC Staff/County: Anne Brereton, Daniel Leon, Dr. Craig Walls, Andrea Rosenberg, Nancy
Buscher, Janine Bouyea, Dr. Harris, Ari Entin, Jeanne Ann Balza, Dr. Ramos,
Carol Adams, Jennifer Williams, Manny Gonzalez

1. **Pledge of Allegiance**

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

- a. Approve the agenda for November 3, 2017, as is with no additions or corrections to the posted agenda.

MOTION: Motion to accept and approve the agenda for November 3, 2017, BOT meeting by Mike Payne, seconded by Marcia Atkinson.

3. **Minutes**

- a. Approve the Minutes of October 6, 2017.

MOTION: Motion to approve minutes of the October 6, 2017 BOT meeting by Mike Payne, seconded by Marcia Atkinson.

4. **Board Comment**

- a. NONE

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

- a. NONE

6. Consent Calendar

6a. Policies/Procedures/Forms/Manuals

- 1-3750 Breast Cancer & Treatment Education
- 1-3820 High Flow Nasal Cannula Oxygen Therapy
- 1-4010 Intraosseous Infusion
- 1-4100 Resuscitation of the High Risk Newborns
- 1-4260 Blood Cultures
- 2-0100 Paul Gann Blood Safety Act
- 2-0300 Emergency Use of the Operating Room
- 3-3300 Drug Storage Inspection & Handling
- 3-3350 High Risk Medication Policy **Revised**
- 3-3355 Safe Handling of Hazardous Drugs.
- 5-0600 Employment and Separation of Hospital Personnel
- 5-1700 Attendance Guidelines
- 5-1900 Support for Staff Involved in Adverse Event **Revised**
- 5-2300 Employee Orientation, Training & Annual Education **Revised**
- 5-2600 – Breastfeeding Friendly Workplace **Revised**
- 5-7350 Respirator Protection Program
- 5-7600 Latex Safety
- 6-1900 Procurement Code of Ethics
- 2-0400 Procedural Sedation aka Moderate Sedation **Revised**
- NUR-6121 Outpatient Foley Bulb Induction of Labor
- NUR-IVIG Therapy-Peds
- NUR-6585 Magnesium Sulfate Administration
- ED-1040 Low Dose for Ketamine for Pain Control **NEW**
- ED-1240 Decontamination Policy
- ED-1250 Plan for Mass Casualty Incident
- IDP3 4250 Blood Products and Special Considerations for a Transfusion **NEW**
- NUR-6648 Blood Products Refusal Process
- NUR-7055 Cell Saver Policy and Procedure Development
- NUR-6070 Epidural Anesthesia for the Laboring Women
- NUR-6075 Epidural Catheter Removal
- NUR-6645 Preeclampsia
- NUR-7045 Tracking Implantable Medical Devices
- NUR-7304 Outpatient Nursing Care Plan

- SUP-8750 Library Mission and Performance Standards
- SUP-8760 Library Services
- SUP-8770 Linkages with Other Libraries
- SUP-8780 Library Continuing Professional Education
- SUP-8790 Selection and Retention of Library Resources
- SUP-8800 Organization of/and Access to Library Resources
- SUP-8810 Quality Improvement Plan for the Library
- 1:4200 Code Blue Response Team
- 1:1200 Withdrawing Life-Sustaining Treatment
- 1:3500 Post-Mortem Care- Fetal/Neonatal
- 1:1854 Lactation Outpatient Clinic
- 1:3750 Breast Cancer and Treatment Education
- POC-3912 Glucose Testing Using the Nova StatStrip Glucose Hospital Meter System

Consent Items have been reviewed and approved by the Finance Committee for Discussion and approval by the Board of Trustees for submission to the Monterey County Board of Supervisors.

6b. * Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Network Providers, LLC, which is in the final stages of negotiation,

- a. Ratify execution by Natividad Medical Center (“NMC”) Chief Executive Officer (“CEO”) of original agreement with Network Providers, LLC, an affiliate of Health Net Federal Services, with original term of August 1, 2011 through July 31, 2013, automatically renewing for successive one year periods unless terminated with 180 days prior written notice.
- b. Authorize execution of Amendment No. One which provides reimbursement for additional services provided by NMC, effective January 1, 2018.

6c. * Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Muralindhara R. Raju, M.D., which is in the final stages of negotiation

- 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-13055) with Muralindhara R. Raju, M.D. to provide neurosurgery services, extending the term by thirty-six (36) months (January 1, 2018 to December 31, 2020) for a revised full agreement term of March 1, 2016 to December 31, 2020 and adding \$200,000 for a revised amount not to exceed \$500,000 in the aggregate; and
- b. Authorize the Deputy Purchasing Agent for NMC to sign up to three (3) future amendments to this agreement where the total amendments do not significantly change the scope of work and do not cause an increase of more than ten percent 10% (\$30,000) of the original contract amount per each amendment.

6d. *** Approve for Submission to the Monterey County Board of Supervisors the Following Authorization of CEO to Sign Payor Agreements, which is in the final stages of negotiation**

Authorize the Chief Executive Officer of Natividad Medical Center ("NMC") until June 30, 2022 to execute agreements/amendments with commercial/private payers, including agreements/amendments containing non-standard risk provisions, for the purpose of adding NMC as an in-network provider of healthcare services for both hospital and professional services and for establishing reimbursement methodologies used in healthcare payments, subject to County Counsel and Auditor-Controller approval.

6e. *** Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Medical Information Technology, Inc., 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-13067) with Medical Information Technology, Inc. (MEDITECH) for the addition of a file importer software interface for the MEDITECH system at NMC, adding \$36,900 for a revised total agreement amount not to exceed \$156,359, and with an implementation term effective on January 1, 2018 through December 31, 2018.

6f. *** Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Kristin, A. Bakhda, WHNP, CNM, which is in the final stages of negotiation**

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the First Amendment to Professional Services Agreement with Kristin A. Bakhda, WHNP, CNM to provide nurse midwife services, extending the term by twenty-four (24) months (January 1, 2018 to December 31, 2019) for a revised full agreement term of January 1, 2017 to December 31, 2019 and adding \$200,000 for a revised amount not to exceed \$300,000 in the aggregate; and
- b. Authorize the Deputy Purchasing Agent for NMC to sign up to three (3) future amendments to this agreement where the total amendments do not significantly change the scope of work and do not cause an increase of more than ten percent 10% (\$10,000) of the original contract amount per each amendment.

MOTION: Motion to approve Policies/Procedures/Forms/Manuals item 6a moved by Mike Payne, seconded by Supervisor Salinas, and approved unanimously.

7. *** Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Verge Solutions, 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 amendment No. 2 to the agreement with Verge Solutions, LLC for web based software license to access a quality compliance software system, extending the agreement an additional two (2) year period (January 1, 2018 through December 31, 2019) for a revised full agreement term of January 1, 2016 through December 31, 2019, and adding \$96,318 for a revised total agreement amount not to exceed \$186,738.
- 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%) (\$9,042) 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 by Mike Payne, seconded by Supervisor Simon Salinas, and approved unanimously.

8. *** Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Natividad Medical Foundation 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-12650) with Natividad Medical Foundation (NMF) for NMC specially requested services and for NMF's philanthropic services, extending the Agreement an additional two (2) year period (January 1, 2018 through December 31, 2019) for a revised full agreement term of January 1, 2015 through December 31, 2019 and increasing the amount by an additional \$1,915,370 for a revised total Agreement amount not to exceed \$4,609,944.

MOTION: Motion to approve Item 8 for submission to the Board of Supervisors so moved by Supervisor Simon Salinas, seconded by Marcia Atkinson, and approved unanimously.

9. *** Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Shred It USA., 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. 1 to the agreement (A-12764) with Shred It USA for document shredding services at NMC, extending the agreement an additional three (3) year period (January 1, 2018 through December 31, 2020) for a revised full agreement term of July 1, 2015 through December 31, 2020, and adding \$150,000 for a revised total agreement amount not to exceed \$300,000.

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

10. *** Approve for Submission to the Monterey County Board of Supervisors the Following Affiliation Agreement with Monterey Bay Management Services, LLC, which is in the final stages of negotiation**

Authorize execution by the Deputy Purchasing Agent for Natividad Medical Center (NMC) of a three-year renewal lease agreement with Monterey Bay Management Services, LLC ("Lease Agreement"), with a retroactive start date of August 1, 2017 and ending July 31, 2020, for 5,935 square feet of space located at 1441 Constitution Boulevard, Building No. 400, Suite 100, Salinas, California, for use as an eye care facility on the Natividad Medical Center campus at the monthly rate of \$13,668.00 and subject to an annual rent adjustment of three percent.

MOTION: Motion to approve Item 10 for submission to the Board of Supervisors so moved by Mike Payne, seconded by Dr. Mills, and approved unanimously.

11. *** Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with CAL STAR Air Medical Services, 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 amendment No. 1 to the agreement with CALSTAR Air Medical Services, LLC (formerly

California Shock Trauma Air Rescue) for patient transfer coordination and facilitation services, extending the agreement an additional three (3) year period (December 15, 2017 through December 14, 2020) for a revised full agreement term of December 15, 2014 through December 14, 2020, and adding \$450,000 for a revised total agreement amount not to exceed \$550,000.

- 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 11 for submission to the Board of Supervisors so moved by Supervisor Simon Salinas seconded by Marcia Atkinson, and approved unanimously.

12. * Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Information Technology (IT) Consulting Services (RFP) #9600-67 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. 1 to the agreement with Leidos Health, LLC and with Jacobus Consulting, Inc., pursuant to the Request for Proposal (RFP) #9600-67 for information technology (IT) consulting services, to extend the term of both agreements for an additional one (1) year period (January 11, 2018 through January 10, 2019) for a revised full agreement term of January 11, 2017 through January 10, 2019, plus the option to extend the agreements for three (3) additional one year periods.
- b. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement with Navin Haffty & Associates, LLC pursuant to the Request for Proposal (RFP) #9600-67 for information technology (IT) consulting services, to extend the term for an additional one (1) year period (January 11, 2018 through January 10, 2019) for a revised full term of April 1, 2017 through January 10, 2019 plus the option to extend the agreement for three (3) additional one year periods.
- c. Authorize an increase of \$3,717,000 to the aggregate total amount for all agreements for IT Consulting per RFP #9600-67 for the additional one (1) year of services for a revised total aggregate amount not to exceed \$7,581,000 across all agreements.

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

13. * Approve for Submission to the Monterey County Board of Supervisors the Following Amendment and Authorization for Building 200 Suite 101, Natividad Medical Group Project which is in the final stages of negotiation

- a. Amend the Fiscal Year 17/18 approved capital project list to include Building 200 Suite 101 NMG Project; and
- b. Approve utilizing Job Order Contracting to execute a Notice to Proceed for Building 200 Suite 101 NMG Project; and

- c. Authorize the Auditor's Office to transfer \$2,225,000 from NMC's Enterprise Fund 451 to NMC's Capital Strategic Reserve Fund 404.

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

14. **Accept Oral Reports from NMC Chief Financial Officer** - Daniel Leon, CFO

- September 2017 YTD Financial Report

***MOTION:** Motion to accept the report on September 2017 Financial Reports, moved by Mike Payne, seconded by Lew Bauman, and approved unanimously.*

15. **Discussion of Seaside Clinic Purchase** – Lew Bauman, CAO

No action taken

16. **Receive Oral Report from Governance Committee** – Fernando Elizondo, Chair

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

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

19. **Receive Oral Report from NMC Chief Executive Officer** - Dr. Gary R. Gray, CEO

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

21. *** Accept and approve October 2017 Credentials Report from Medical Staff Office relating to appointment of medical staff and allied health professionals.**

***MOTION:** Motion to accept the report on October 2017 Credential Report, moved by Marcia Atkinson, seconded by Mike Payne, and approved unanimously.*

Adjournment: With no other business before the Board the meeting was adjourned at 10:45 am.

Mitch Winick, Chair

Recorded by Irene Zenk

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

UCSF Department of Pediatrics, Fourth Amendment

TITLE:

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the Fourth Amendment to the Professional Services Agreement (A-11514) with The Regents of the University of California on behalf of the University of California, San Francisco, School of Medicine, Department of Pediatrics (UCSF) to provide neonatology services at NMC, extending the term by twenty-five months (March 1, 2018 to March 31, 2020) for a revised full agreement term of November 1, 2008 to March 31, 2020, with no change to the total not to exceed amount of \$2,500,000; and
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not significantly change the scope of work and do not cause an increase of more than ten percent 10% (\$105,000) of the original contract amount per each amendment.

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 Fourth Amendment to the Professional Services Agreement (A-11514) with The Regents of the University of California on behalf of the University of California, San Francisco, School of Medicine, Department of Pediatrics (UCSF) to provide neonatology services at NMC, extending the term by twenty-five months (March 1, 2018 to March 31, 2020) for a revised full agreement term of November 1, 2008 to March 31, 2020, with no change to the total not to exceed amount of \$2,500,000; and
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not significantly change the scope of work and do not cause an increase of more than ten percent 10% (\$105,000) of the original contract amount per each amendment.

SUMMARY/DISCUSSION:

Natividad Medical Center's Neonatal Intensive Care Unit (NICU) provides stabilization of the initially ill newborn and intermediate intensive care as well as continuing care for growing newborns. An agreement was entered into with UCSF School of Medicine Department of Pediatrics to provide two highly trained neonatologist physicians for 24/7 coverage of infants admitted to the NICU as well as oversight and medical direction of the unit.

NMC wishes to amend the Agreement with UCSF to extend the term so that UCSF providers can continue to provide the same scope of services without interruption to the critical care unit at NMC. 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 risk provisions. Auditor-Controller has reviewed and approved this Amendment as to fiscal

provisions. The Amendment has also been reviewed and approved by Natividad Medical Special Finance Committee and Board of Trustees on February 2, 2018.

FINANCING:

There is no cost for this Fourth Amendment because the original amount was not fully disbursed. The total not to exceed amount of this Agreement is \$2,500,000 for the period November 1, 2008 to March 31, 2020. There is no impact to the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

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

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

Prepared by: Jeanne-Ann Balza, Management Analyst, 783.2506

Approved by: Gary Gray D.O., Chief Executive Officer, 783.255

Attachments: Agreement; First-Fourth Amendments

Attachments on file at the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS **BOARD REPORT**

Mobile Instrument Service and Repair, Inc. Amendment No. 1 Legistar Number: _____

..Title

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment no. 1 to the agreement (A-12693) with Mobile Instrument Service and Repair, Inc. for repair and maintenance services of surgical instruments, extending the agreement an additional two (2) year period (May 12, 2018 through May 11, 2020) for a revised full agreement term of May 12, 2015 through May 11, 2020, and adding \$300,000 for a revised total agreement amount not to exceed \$570,000.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment no. 1 to the agreement (A-12693) with Mobile Instrument Service and Repair, Inc. for repair and maintenance services of surgical instruments, extending the agreement an additional two (2) year period (May 12, 2018 through May 11, 2020) for a revised full agreement term of May 12, 2015 through May 11, 2020, and adding \$300,000 for a revised total agreement amount not to exceed \$570,000.

SUMMARY/DISCUSSION:

Mobile Instrument Service and Repair, Inc. provides comprehensive services for repairing instruments and certain endoscopes which are needed by several NMC departments to assure that certain equipment used for surgical procedures are fully functional. Critical areas where these services are needed include the Surgery Department, Labor and Delivery Department as well as the Emergency Department. These services are beneficial to NMC because quality functioning instruments and scopes are required for surgical procedures.

NMC currently owns the following types of “scopes”, all of which require servicing:

- Cystoscopes – allows the surgeon to visualize the inside of the bladder
- Ureteroscopes – allows the surgeon to visualize the inside of the ureter
- Laparoscopes – allows the surgeon to visualize the abdominal contents when performing abdominal surgeries such as appendectomy, cholecystectomy, or gastric bypass
- Arthroscopes – allows the surgeon to visualize the joint spaces
- Endoscopes –used for endoscopy procedures such as gastroscopy and colonoscopy.

While some of the above scopes are covered by individual service agreements with their respective companies, many are not. These scopes need maintenance which Mobile Instrument provides. Mobile Instrument carries the industry’s largest inventory of replacement parts and is able to provide NMC with repairs to scopes that other vendors are unable to service. Mobile Instrument use only brand new, medical grade parts which meet or exceed original equipment manufacturer (OEM) standards when making repairs on equipment. Scopes require frequent maintenance to assure the lenses remain clear, the shafts of the scope remain straight, and the fibers remain intact. Cracked lenses, bent metal shafts, and rigid scopes can all be quickly serviced by Mobile Instrument which is extremely beneficial because they can be returned to service quickly and reduces NMC’s down time.

Approval of the recommended action will ensure functioning scopes are on hand, in addition to extending the life of NMC's scopes and their usefulness can be prolonged negating the need for purchasing replacements.

The other significant service the Mobile Instruments provides is maintenance of NMC's surgical instruments. Instruments that become dull or non-functional can be repaired, sharpened, and put back into service preventing the expense of purchasing new instruments. NMC will continue to monitor the performance of Mobile Instrument through logging sheets that are used when instruments or scopes are sent for repair, assuring the deadlines referenced in the contract are met (on site repairs will be returned the same day and offsite returned within 10-15 business days).

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this amendment no. 1 as to legal form and risk provisions, 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 February 2, 2018 and by its Board of Trustees on February 2, 2018.

FINANCING:

The cost for this amendment no. 1 is \$300,000, of which \$50,000 is included in the Adopted Budget for Fiscal Year 2017-18. 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 services rendered in this agreement supports the Board of Supervisor's strategic initiative to "improve the health and quality of life through County supported programs and services" by providing the technology and quality instrumentation necessary for these type of procedures to be performed locally, keeping families at home.

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

Prepared by: Sue Rodger, Director of Surgical Services, 772-7789

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

Attachments:

Mobile Instrument Service and Repair Inc Amendment 1
Mobile Instrument Service and Repair Inc Agreement
Mobile Instrument Service and Repair Inc Spend Sheet

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Amendment No. 11 to Cynthia Harlowe Agreement Legistar Number:

..Title

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) to execute Amendment No. 11 to the Agreement (A-11938) with Cynthia Harlowe for professional consulting services at NMC, extending the Agreement an additional 1 year period for a revised full term of July 1, 2009 through June 30, 2019 and adding \$324,000 for a revised total Agreement amount not to exceed \$1,797,000.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) to execute Amendment No. 11 to the Agreement (A-11938) with Cynthia Harlowe for professional consulting services at NMC, extending the Agreement an additional 1 year period for a revised full term of July 1, 2009 through June 30, 2019 and adding \$324,000 for a revised total Agreement amount not to exceed \$1,797,000.

SUMMARY/DISCUSSION:

NMC is accredited by the Joint Commission, a non-profit organization that accredits over 18,000 healthcare organizations and programs in the United States. Approximately 82 percent of the nation's hospitals are currently accredited by The Joint Commission. The Joint Commission has deemed status with the Centers for Medicare and Medicaid Services (CMS) which means that the Joint Commission will enforce standards of compliance with the federal Conditions of Participation for receiving reimbursement under the Medicare and Medicaid programs in addition to Joint Commission standards. The accreditation process includes: (a) ongoing compliance with the standards of care, treatment and services; (b) annual self-assessment for compliance with all standards; and (c) an onsite survey every three years.

NMC has had an agreement with Cynthia Harlowe to provide onsite consulting services for Joint Commission survey preparation and during the actual survey. Her agreement provides for onsite consulting services to assist NMC in completing and scoring the annual self-assessment and in providing input on establishing action plans for maintaining compliance with all standards, providing on-site consulting during the actual survey and providing assistance to the Engineering Department in implementing process changes to assure complete compliance with the Joint Commission standards.

NMC wishes to execute Amendment No. 11 with Cynthia Harlowe with an additional one year term for the provision of consulting services at NMC without interruption. Ms. Harlowe will be the lead person to conduct mock surveys during the upcoming years in preparation for official Joint Commission surveys. In addition, Ms. Harlowe will assist the Quality Department on several patient related projects while a new search is conducted to fill the recently vacated position.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this Amendment No.11 as to legal form and risk

provisions, and the Auditor-Controller has reviewed and approved as to payment provisions. The Amendment No.11 was reviewed and approved by NMC's Board of Trustees on February 2, 2018

FINANCING:

The cost for this Amendment No. 11 is \$324,000. \$300,000 has been budgeted for this Agreement 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 consulting services in this agreement ensure that NMC remains compliant with Healthcare standards as required by The Joint Commission.

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

Prepared by: Dr. Craig Walls, Chief Medical Officer, 783-2521

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

Attachments:

Amendment No. 11 to Agreement with Cynthia Harlowe
Amendment No. 10 to Agreement with Cynthia Harlowe
Amendment No. 9 to Agreement with Cynthia Harlowe
Amendment No. 8 to Agreement with Cynthia Harlowe
Amendment No. 7 to Agreement with Cynthia Harlowe
Amendment No. 6 to Agreement with Cynthia Harlowe
Amendment No. 5 to Agreement with Cynthia Harlowe
Amendment No. 4 to Agreement with Cynthia Harlowe
Amendment No. 3 to Agreement with Cynthia Harlowe
Amendment No. 2 to Agreement with Cynthia Harlowe
Amendment No. 1 to Agreement with Cynthia Harlowe
Agreement with Cynthia Harlowe

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Amendment No. 5 to GE Healthcare Agreement for Biomedical Equipment Maintenance

Legistar Number:

..Title

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute Amendment No. 5 to the agreement (A-11012) with GE Healthcare for biomedical equipment services to extend the term of the agreement for one (1) additional year (March 1, 2018 through February 28, 2019) for a revised full agreement term of September 1, 2007 through February 28, 2019, and to increase the Agreement by an additional \$745,728 for a revised total Agreement amount not to exceed \$3,718,234.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute Amendment No. 5 to the agreement (A-11012) with GE Healthcare for biomedical equipment services to extend the term of the agreement for one (1) additional year (March 1, 2018 through February 28, 2019) for a revised full agreement term of September 1, 2007 through February 28, 2019, and to increase the Agreement by an additional \$745,728 for a revised total Agreement amount not to exceed \$3,718,234.

SUMMARY/DISCUSSION:

Natividad Medical Center (NMC) has had an agreement with GE Healthcare (GE) for biomedical engineering services since 2007. The services include preventive equipment maintenance on biomedical equipment, sterilizer and laboratory equipment as well as contracted personnel to manage and maintain the inventory. The Joint Commission requires that hospitals have an Equipment Management Plan that details the hospital's biomedical equipment inventory with a plan on how it will be maintained based on the manufacturer's recommendation. GE performs all of the functions to keep the hospital compliant with the Joint Commission requirement.

The current agreement was recently amended in December 2017 to extend briefly through February 28, 2018 to allow time to conclude negotiation of a mutually agreed upon pricing structure going forward in tandem with a recent inventory true-up of all biomedical equipment on site at NMC. This Amendment No. 5 has the current inventory equipment list attached. The Annual Normal Fixed Charges for maintenance services for these inventoried items is \$507,408 annually (billed at \$42,284 per mo). This amendment No. 5 also includes an Additional Services Allotment to cover the costs for maintenance and repair on items that are not included in the current inventory list at a not to exceed amount of \$238,320 annually.

NMC intends to release a Request for Proposal (RFP) for preventive equipment maintenance on biomedical equipment in 2018.

OTHER AGENCY INVOLVEMENT:

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

amendment No. 5 has also been reviewed and approved by NMC's Finance Committee on January 25, 2018 and by its Board of Trustees on February 2, 2018.

FINANCING:

The cost for this amendment No. 5 is \$745,728, of which \$302,051 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:

This request ensures that NMC's biomedical equipment is properly maintained for compliance and safety purposes which contributes to the improved health and wellness for patients.

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

Prepared by: Jeffery Cleek, Director of Engineering and Safety, 783-2614

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

Attachments:

Amendment No. 5 to GE Healthcare Agreement (Biomed)
Amendment No. 4 to GE Healthcare Agreement (Biomed)
Amendment No. 3 to GE Healthcare Agreement (Biomed)
Amendment No. 2 to GE Healthcare Agreement (Biomed)
Renewal & Amendment No. 1 to GE Healthcare Agreement (Biomed)
Agreement with GE Healthcare (Biomed)

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS **BOARD REPORT**

Amendment No. 1 to GE Healthcare Agreement for Diagnostic Imaging Equipment Service 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-12086) with GE Healthcare for diagnostic imaging equipment services to extend the term of the agreement for two (2) additional years (September 1, 2018 through August 31, 2020) for a revised full agreement term of September 1, 2011 through August 31, 2020, and to increase the Agreement by an additional \$1,447,939 for a revised total Agreement amount not to exceed \$5,187,914.
- 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 \$100,000 in total across all amendments.

..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 Amendment No. 1 to the agreement (A-12086) with GE Healthcare for diagnostic imaging equipment services to extend the term of the agreement for two (2) additional years (September 1, 2018 through August 31, 2020) for a revised full agreement term of September 1, 2011 through August 31, 2020, and to increase the Agreement by an additional \$1,447,939 for a revised total Agreement amount not to exceed \$5,187,914.
- 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 \$100,000 in total across all amendments.

SUMMARY/DISCUSSION:

In 2007 NMC established an agreement with GE Healthcare (GE) for Biomed equipment maintenance and repair services. Then in 2011, NMC established another agreement with GE for preventive equipment maintenance on diagnostic imaging (DI) equipment. This DI equipment service agreement has a term of September 1, 2011 through August 31, 2018 and a not to exceed amount of \$3,739,975. This total amount includes dollars to cover routine maintenance and repair of inventoried DI equipment plus additional dollars to cover maintenance and repair services for off-inventoried DI equipment such as newly acquired equipment and damaged equipment. These off-inventory items are referred to as "billable" items and are invoiced on a time and materials basis.

The Joint Commission requires that hospitals have a diagnostic imaging equipment inventory with a plan on how it will be maintained based on the manufacturer's recommendation. Per the State of California Regulatory Requirements, Title 22, all diagnostic imaging equipment is to receive preventative maintenance services providing functionality that also ensures public safety. This is a requirement of The Joint Commission as well.

This amendment includes a two year extension to the term and has an updated inventory list attached. Given the refreshed inventory list, effective on March 1, 2018, the "Normal Fixed Charges" billed for inventoried DI equipment will drop from \$38,277 per month to \$35,000 per month. This amendment No. 1 also includes an "Additional Services Allotment" to cover the costs

for maintenance and repair on items that are not included in the current inventory list at a not to exceed amount of \$200,000 through the term of the Agreement.

NMC is seeking authority to amend in the future as needed should there be a significant change in inventory, provided the total increase across all future amendments is capped at \$100,000.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this amendment No. 1 as to legal form and risk provisions, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendment No. 1 has also been reviewed and approved by NMC's Finance Committee on February 2, 2018 and by its Board of Trustees on February 2, 2018.

FINANCING:

The cost for this amendment No. 1 is \$1,447,939. \$500,000 was included in the NMC Fiscal Year 2017-18 Adopted Budget for this agreement. 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:

This request ensures that NMC's diagnostic imaging equipment is properly maintained for compliance and safety purposes which contributes to the improved health and wellness for patients.

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

Prepared by: Heidi Dormody, Lab & Radiology Manager, 772-7660

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

Attachments:

Amendment No. 1 to GE Healthcare Agreement (Diagnostic Imaging)
Agreement with GE Healthcare (Diagnostic Imaging)

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS **BOARD REPORT**

FocusOne Solutions Agreement per RFP #9600-62

Legistar Number: A 17-105

..Title

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute a two- year Amendment No. 2 to the Agreement with FocusOne Solutions, LLC. pursuant to the Request for Proposal (RFP) #9600-62 for a Healthcare Vendor Management System to include a managed service provider, replacing current nurse and ancillary registries, for a revised full Agreement term of April 19, 2017 through April 18, 2020 with the option to extend the Agreement for two (2) additional years and adding \$2,000,000 for a revised total Agreement amount not to exceed \$7,000,000.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

- b. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute a two- year Amendment No. 2 to the Agreement with FocusOne Solutions, LLC. pursuant to the Request for Proposal (RFP) #9600-62 for a Healthcare Vendor Management System to include a managed service provider, replacing current nurse and ancillary registries, for a revised full Agreement term of April 19, 2017 through April 18, 2020 with the option to extend the Agreement for two (2) additional years and adding \$2,000,000 for a revised total Agreement amount not to exceed 7,000,000.

SUMMARY/DISCUSSION:

Natividad Medical Center utilizes registry services to staff hard to fill clinical positions to meet the hospital's staffing needs to ensure high quality patient care. NMC recommends continuing the utilization of the current Vendor Management System and associated services which provide the following benefits to NMC process: 1) Increase the number of registry vendor agencies available to NMC, 2) Streamline the billing process, and 3) Replace the many individual nurse and ancillary registry agreements that NMC previously processed. There is no cost to NMC for utilization of the Vendor Management System as the vendor is paid by the registry companies for their services. Therefore, the total amount paid by NMC is for services performed by registry staff.

FocusOne Solutions was selected through a solicitation process. NMC issued Request for Proposals (RFP) #9600-62 on August 22, 2016 to solicit for a new agreement for a healthcare vendor management system from a qualified contractor. Four (4) proposals were received for consideration. Upon a thorough selection process by NMC to include online demonstrations of the vendor management system, and FocusOne Solutions was selected as the strongest candidate who demonstrated that it was best able to meet the needs of NMC.

NMC will return to the Board of Supervisors a year from now to request authority to extend the term as per the terms and conditions of the agreement provided both parties to this agreement are in agreement to do so.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this Amendment No. 2 as to legal form and risk

provisions, and the Auditor-Controller has reviewed and approved the Amendment No. 2 as to payment provisions. The Amendment No. 2 was approved by the NMC Finance Committee and by the NMC Board of Trustees on February 2, 2018.

FINANCING:

The cost for this Amendment No. 2 is \$2,000,000 of which \$167,000 is included in the Adopted Budget for Fiscal Year 2016-17 for ancillary and nurse registry service fees. There is no impact to the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

☐ Economic Development

☒ Administration

This agreement is for a robust software system which enables NMC to streamline its processes pertaining to nurse and ancillary registry requests, including the associated invoicing and billing processes. This leads to a more efficient way of doing business.

☒ Health and Human Services

This agreement is with a vendor who is able to provide NMC with a broader pool of nurse and ancillary registry agencies than NMC has had under contract historically, and a broader pool which leads to broader selection options and availability for NMC. This agreement ensures that requests for qualified nurses and other clinical staff at NMC are met in a timely manner enabling NMC to provide reliable and quality patient care to thereby improving the health and quality of life for patients and their families.

☐ Infrastructure

☐ Public Safety

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

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

Attachments:

Amendment No. 1

Agreement with FocusOne Solutions, LLC, awarded per RFP #9600-62

Attachments on file with the Clerk of the Board

26

MONTEREY COUNTY BOARD OF SUPERVISORS **BOARD REPORT**

Carefusion Heidi D. and Pat Butcher

Legistar Number: _____

..Title

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) to execute Customer Orders No.1000121534, applying the terms and conditions of the previously Board-approved Master Agreement (A-12934) with Carefusion Solutions, LLC (collectively, "Agreement") for the leasing of pharmaceutical supply automation inventory management dispensing machines, to add a new Pyxis Product at NMC with a co-term of five (5) year period of September 26, 2016 through September 25, 2021, during which time NMC shall be billed for a forty-two (42) month lease term at \$1,360 monthly, for a total not to exceed amount \$1,583,700, with no charges applied during the implementation phase until implementation is complete; and
- b. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) to execute Customer Order No.1000123423, applying the terms and conditions of the previously Board-approved Master Agreement (A-12934) with Carefusion Solutions, LLC (collectively, "Agreement") for the leasing of pharmaceutical supply automation inventory management dispensing machines, to add a new Pyxis Product at NMC with a co-term of five (5) year period of September 15, 2015 through February 2, 2021, during which time NMC shall be billed for a forty-eight (48) month lease term at \$830 monthly, for a total not to exceed amount \$836,340, with no charges applied during the implementation phase until implementation is complete; and
- c. Authorize the Deputy Purchasing Agent at NMC to execute the Implementation Timeline for Customer Orders No. 10000121534 and 1000123423; and
- d. Authorize the Deputy Purchasing Agent at NMC to execute any future modified Implementation Timelines to 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.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) to execute Customer Orders No.1000121534, applying the terms and conditions of the previously Board-approved Master Agreement (A-12934) with Carefusion Solutions, LLC (collectively, "Agreement") for the leasing of pharmaceutical supply automation inventory management dispensing machines, to add a new Pyxis Product at NMC with a co-term of five (5) year period of September 26, 2016 through September 25, 2021, during which time NMC shall be billed for a forty-two (42) month lease term at \$1,360 monthly, for a total not to exceed amount \$1,583,700, with no charges applied during the implementation phase until implementation is complete; and
- b. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) to execute Customer Order No.1000123423, applying the terms and conditions of the previously Board-approved Master Agreement (A-12934) with Carefusion Solutions, LLC (collectively, "Agreement") for the leasing of pharmaceutical supply automation inventory management dispensing machines, to add a new Pyxis Product at NMC with a co-term of five (5) year period of September 15, 2015 through February 2, 2021, during which time NMC shall be billed for a forty-eight (48) month lease term at \$830 monthly, for a total not to exceed amount \$836,340, with no charges applied during the implementation phase until

- implementation is complete; and
- c. Authorize the Deputy Purchasing Agent at NMC to execute the Implementation Timeline for Customer Orders No. 10000121534 and 1000123423; and
 - d. Authorize the Deputy Purchasing Agent at NMC to execute any future modified Implementation Timelines to 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.

SUMMARY/DISCUSSION:

Automated dispensing machines are used at NMC for the safe and secure storage and dispensing of medications and commonly used medical supplies. These machines dispense to qualified NMC staff through biometric fingerprint technology, help ensure that the correct type and amount of medication is administered to patients, capture and record revenue, assist NMC Materials Management with inventory controls of medical supplies, and meet CMS and Joint Commission requirements.

On September 15, 2015, the Board of Supervisors approved Master Agreement No. A-12934 with CareFusion Solutions, LLC for the execution of an Implementation Timeline and Schedule for the future leasing of Pyxis automation inventory management dispensing machines for a period of September 15, 2015 to February 2, 2021 and a total contract amount not to exceed \$769,500.

Due to unforeseen circumstances, CareFusion Solutions and NMC were not able to meet the implementation timeline and it was determined by both parties that the implementation timeline should change as well as the number of automated machines. As such, NMC returned to the Board of Supervisors on November 3, 2015 to approve the execution of a revised implementation timeline of September 26, 2016 through September 25, 2021 for Customer Order No. 1000072635 to lease automated pharmaceutical supply dispensing machines at a total cost of \$1,526,580.

NMC has identified the need for additional Pyxis medication and medical supply dispensing machines in several other areas of the hospital. Adding additional machines will help NMC track its inventory and when applicable, assist with the billing of medication and supplies to patients.

Customer Order No. 1000121534 will add Pyxis dispensing machines in the ultrasound and mammography areas of the hospital for a period of forty-two (42) months and an additional cost of \$57,120.

Customer Order No. 1000123423 will add Pyxis dispensing machines to outpatient clinics for a period of forty-eight (48) months and an additional cost of \$39,840.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed the Customer Orders No. 1000121534, 1000121534 and the Implementation Timeline as to legal form. The Auditor-Controller has reviewed and approved Customer Order No. 1000121534, 1000121534 and the Implementation Timeline as to payment provisions. Customer Order No. 1000121534, 1000121534 and the Implementation Timeline was reviewed by Finance Committee and Board of Trustees on February 2, 2018.

FINANCING:

The cost for this Customer Orders No. 1000121534, 1000121534 is \$ 96,960 of which \$26,280 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 services rendered in this agreement provide NMC with the additional support it needs to be able to provide reliable and quality patient care which improves the health and quality of life for patients and their families.

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

Prepared by: Pat Butcher Manger Specialty, 772-7880,

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

Attachments:

CareFusion Original Agreement

CareFusion Supply Spend Sheet

CareFusion Pharmacy Spend Sheet

CareFusion Implementation timeline for Supply

CareFusion Implementation timeline for Pharmacy

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

GARTNER, INC. AMENDMENT NO. 2

..Title

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement with Gartner, Inc. for subscription-based access to information technology research, extending the agreement an additional one (1) year period (April 1, 2018 through March 31, 2019) for a revised full term of April 1, 2016 through March 31, 2019, and adding \$91,900 for a revised total agreement amount not to exceed \$266,800.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement with Gartner, Inc. for subscription-based access to information technology research, extending the agreement an additional one (1) year period (April 1, 2018 through March 31, 2019) for a revised full term of April 1, 2016 through March 31, 2019, and adding \$91,900 for a revised total agreement amount not to exceed \$266,800.

SUMMARY/DISCUSSION:

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

NMC had originally engaged Gartner Research in April 2016 with a limited term subscription agreement to provide the hospital's IT department with qualified and unbiased research covering a broad spectrum of information technology. Gartner is a recognized leader in information technology research and advisory services and has considerable experience in the government sector. On March 14, 2017 the Board of Supervisors approved Amendment No 1 to this Agreement which extended the term for an additional one year period at an annual cost of \$88,900. NMC is now requesting another annual extension at the cost of \$91,900 for subscription services so that NMC may continue accessing Gartner for access to valuable industry data.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this Amendment No. 2 as to legal form and risk provisions, and the Auditor-Controller has reviewed and approved as to payment provisions. The Amendment No. 2 has also been reviewed and approved by NMC's Finance Committee on

February 2, 2018 and by its Board of Trustees on February 2, 2018.

FINANCING:

The cost for this Amendment No. 1 is \$91,900. \$88,900 was included in NMC's Fiscal year 17-18 Adopted Budget for this Agreement and the \$91,900 will be included in the FY18-19 Recommended Budget. There is no impact to the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This subscription access provides NMC's technical leadership with valuable and beneficial information pertaining to technology trends within the healthcare industry. This data is used for strategic planning and decision making purposes by the NMC Administrative team to ensure that a technological investment or direction is pursued in an effective and efficient manner.

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

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

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

Attachments:

- Gartner, Inc. Amendment No. 2
- Gartner, Inc. Amendment No. 1
- Gartner, Inc. Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Robert A. Izenberg, M.D. Inc. Agreement

TITLE:

- a. Authorize Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the Professional and Call Coverage Services Agreement with Robert Izenberg M.D., Inc. to provide general and critical care surgery services at NMC for an amount not to exceed \$500,000 for the period March 1, 2018 to March 31, 2020; and
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to sign up to three (3) future amendments to this agreement where the total amendments do not significantly change the scope of work, and do not cause an increase of more than ten percent 10% (\$50,000) of the original contract amount per each amendment.

RECOMMENDATION:

It is recommended that the Board of Supervisors

- a. Authorize Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the Professional and Call Coverage Services Agreement with Robert Izenberg M.D., Inc. to provide general and critical care surgery services at NMC for an amount not to exceed \$500,000 for the period March 1, 2018 to March 31, 2020; and
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to sign up to three (3) future amendments to this agreement where the total amendments do not significantly change the scope of work, and do not cause an increase of more than ten percent 10% (\$50,000) of the original contract amount per each amendment.

SUMMARY/DISCUSSION:

Natividad Medical Center (NMC) received its designation as the Level II Trauma Center for Monterey County in January 2015. The American College of Surgeons requires acute critical care surgeons to be available in-house with a 15 minute response time for Level II Trauma Centers. In order to provide 24/7 care, it is necessary to maintain a core team of quality surgeons made up of employed and independent contract physicians to provide daily call coverage in the Emergency Department and follow-up care to patients in the Intensive Care Unit.

NMC wishes to enter into an agreement with Robert Izenberg M.D., a board certified and fellowship trained trauma and critical care surgeon to provide general and critical care services as part of the comprehensive trauma services required for a Level II Trauma Center. Dr. Izenberg will participate in the on-call panel and will be paid a daily rate for the coverage services, which may increase due to the need for coverage, but the rate of pay for services remains the same. NMC has obtained an independent opinion of fair market value supporting the payment terms of this Agreement.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this Agreement as to legal form and risk provisions. Auditor-Controller has reviewed and approved this Amendment as to fiscal provisions. The Agreement has also been reviewed and approved by Natividad Medical Center's Special Finance Committee and Board of Trustees on February 2, 2018.

FINANCING:

The total not to exceed amount of this Agreement is \$500,000 for the period March 1, 2018 to March 31, 2020. The actual cost is contingent upon Dr. Izenberg's level of participation in the call panel, which may fluctuate based on his availability. NMC has agreements with multiple providers to cover this service for which the total expenditure will not exceed \$1,300,000 annually and is included in the Fiscal Year 2017/2018 Adopted Budget. There is no impact to the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

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

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

Prepared by: Jeanne-Ann Balza, Management Analyst, 783.2506

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

Attachments: Agreement

Attachments on file at the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS **BOARD REPORT**

Peninsula Business Interiors, Amendment No. 3

Legistar Number:

..Title

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute Amendment No. 3 to the Agreement (A-12673) with Peninsula Business Interiors for new product, delivery, installation and associated furniture services, extending the agreement an additional three (3) year period (April 15, 2018 through April 14, 2021) for a revised full agreement term of April 15, 2015 through April 14, 2021, and adding \$1,800,000 for a revised total agreement amount not to exceed \$3,575,000.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute Amendment No. 3 to the Agreement (A-12673) with Peninsula Business Interiors for new product, delivery, installation and associated furniture services, extending the agreement an additional three (3) year period (April 15, 2018 through April 14, 2021) for a revised full agreement term of April 15, 2015 through April 14, 2021, and adding \$1,800,000 for a revised total agreement amount not to exceed \$3,575,000.

SUMMARY/DISCUSSION:

In 2012 Natividad Medical Center worked with its interior design firm to develop furniture standards for patient rooms, patient waiting rooms, nurses' stations, exam rooms, and office areas. There are many benefits to having a consistent standard approach to furniture selection. Standards allow for products to be utilized efficiently and allow for better management of inventory. Modular office products can be rearranged and reconfigured with minimal cost. NMC selected Steelcase products for its modular office furniture and selected many Nurture products, a healthcare subsidiary of Steelcase, for its patient areas. Steelcase and Nurture are well known in the healthcare industry for their durability and ten year warranty. Peninsula Business Interiors, PBI, is the only local authorized furniture dealer located in Monterey County that sells Steelcase and Nurture furniture products.

Recent furniture projects that have been completed include new furniture for Building 400, the First Floor Cardiology Clinic and Women's Diagnostic Imaging area, the relocated Security office, and the remainder of the ED/RME space. Upcoming projects include (but are not limited to) new furniture for Medical Surgical 3, Intensive Care, Radiology, and Pharmacy.

None of the projects to be completed under the agreement involve work of public improvement for bidding purposes. The agreement complies with the laws regarding the payment of prevailing wages.

Approval of the recommended action will allow PBI to provide Natividad Medical Center with the necessary office and patient area furniture.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this amendment No. 3 as to legal form and risk

provisions, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendment No. 3 has also been reviewed and approved by NMC's Finance Committee and Board of Trustees on February 2, 2018.

FINANCING:

The cost for this amendment No. 3 is \$1, 8000,000 of which \$600,000 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 services rendered in this Agreement provide NMC with the additional support it needs to be able to provide quality patient care which ultimately improves the health and quality of life for patients and their families.

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

Prepared by: Andrea Rosenberg, Hospital Administrator, 831-783-2562

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

Attachments:

Peninsula Business Interiors Amendment No. 3
Peninsula Business Interiors Amendment No. 2
Peninsula Business Interiors Amendment No. 1
Peninsula Business Interiors Original Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS **BOARD REPORT**

Premier Healthcare Solutions, Inc. Agreement

Legistar Number:

..Title

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with Premier Healthcare Solutions, Inc. for budget and financial reporting software services at NMC for an amount to exceed \$484,412 with an agreement term of March 1, 2018 through February 28, 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 twenty percent (20%) (\$96,882) of the original cost of the agreement in total.

..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 Premier Healthcare Solutions, Inc. for budget and financial reporting software services at NMC for an amount to exceed \$484,412 with an agreement term of March 1, 2018 through February 28, 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 twenty percent (20%) (\$96,882) of the original cost of the agreement in total.

SUMMARY/DISCUSSION:

Premier Inc. offers a comprehensive data and technology platform that will work in conjunction with NMC's current financial software, Meditech. Premier will be used to improve NMC financial reporting through the use of its Budgeting, Financial and Fixed asset platforms. Presently, the preparation of financial reports are dependent on excel and its pivot tables which is time consuming. The Premier modules will allow to directly interface all necessary information to automate those functions.

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. This agreement has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on February 2, 2018.

FINANCING:

The cost for this agreement is \$484,412 of which \$80,743 is included in the FY17-18 Adopted Budget for this Agreement. 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:

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Promote an organization that practices efficient and effective resource management and is recognized for responsiveness, strong customer orientation, accountability and transparency.

☐ Economic Development

☒ Administration

☐ Health and Human Services

☐ Infrastructure

☐ Public Safety

Prepared by: Jennifer Griffey, Controller, 783-2373

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

Attachments:

Premier Healthcare Solutions, Inc. Agreement

Premier Healthcare Solutions, Inc. Addendum

Premier Business Associate Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS **BOARD REPORT**

McKesson Technologies, Inc.

Legistar Number:

..Title

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute Amendment No. 3 to the McKesson Master Agreement MA1011350 ("Monterey County Agreement A-11723") with McKesson Technologies, Inc. for Horizon Medical Imaging Radiology, Picture Archiving and Communication System (PACS) and related systems services at NMC in order to
 - (1) Upgrade McKesson PACS and add 3D mammography;
 - (2) Migrate and archive data; and
 - (3) Upgrade PowerScribefor the period of February 1, 2018 to June 30, 2019 adding \$117,863 (\$40,500 for McKesson PACS upgrade and 3D mammography, \$47,563 for migration and archiving of data, and \$29,800 for PowerScribe upgrade) for a revised total maximum liability under Monterey County Agreement (A-11723) of \$4,542,190.
- 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%) (\$260,000) 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 Amendment No. 3 to the McKesson Master Agreement MA1011350 ("Monterey County Agreement A-11723") with McKesson Technologies, Inc. for Horizon Medical Imaging Radiology, Picture Archiving and Communication System (PACS) and related systems services at NMC in order to
 - (1) Upgrade McKesson PACS and add 3D mammography;
 - (2) Migrate and archive data; and
 - (3) Upgrade PowerScribefor the period of February 1, 2018 to June 30, 2019 adding \$117,863 (\$40,500 for McKesson PACS upgrade and 3D mammography, \$47,563 for migration and archiving of data, and \$29,800 for PowerScribe upgrade) for a revised total maximum liability under Monterey County Agreement (A-11723) of \$4,542,190.
- 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%) (\$260,000) of the original cost of the agreement per each amendment.

SUMMARY/DISCUSSION:

NMC has a Picture Archive and Communication System (PACS) which consists of computer hardware and software assembled for the storage, distribution, and presentation of digital radiographic images. The software upgrade will bring PACS to the newest version by upgrading the current version of 12.0 to 12.1. The upgrade will include a 3D mammography package. The 3D mammography package was unavailable on earlier versions. The 3D mammography package will allow the radiologists to integrate 3D mammography reading into their normal PACS workflow;

rather than using the 3D mammography workstation associated with the 3D mammography equipment.

NMC will incorporate a data migration with the upgrade. Digital Imaging and Communications in Medicine (DICOM) images take a large amount of storage space. As the imaging department increases in volume there is a need to archive old images into a separate data space to allow for new images. If the data storage reaches its maximum, the new images will overwrite older images resulting in a loss of old images.

The Imaging department uses PowerScribe, a dictation software. The current dictation software NMC is using is an old version. NMC received notification from the vendor that the end of life term for the current software platform ended on December 31, 2017, requiring NMC to upgrade to the current software version.

This Amendment will allow for the:

- Upgrade of McKesson PACS and adding 3D Mammography
- Migration and archiving of data
- Upgrading PowerScribe

On a separate note, McKesson Technologies PACS Amendment No. 2 was inadvertently labeled and submitted as Amendment No. 3 to the Board of Supervisors for approval on the 29th day of July 2014. For clarification purposes, this item is the 3rd Amendment to the McKesson Technologies PACS original agreement.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this agreement as to legal form only, and the Auditor-Controller has reviewed and approved as to payment provisions. The agreement has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on February 2, 2018.

FINANCING:

The cost for this agreement is \$117,864, which is included in the Fiscal Year 2017-18 Adopted Budget. There is no impact to the General Fund.

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: Heidi Dormody, Laboratory and Radiology Manager, 772-7660
Approved by: Gary R. Gray, DO, Chief Executive Officer, 783-2504

Attachments:

McKesson Technologies PACS Amendment No. 3 (Order Form Contract Numbers IWS-258946 and IWS-224282)

McKesson Technologies PACS Amendment No. 2

McKesson Technologies PACS Original Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS **BOARD REPORT**

Forward Advantage, Inc. Imprivata Amendment No. 1

Legistar Number: _____

..Title

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment no. 1 to the agreement with Forward Advantage, Inc. for the Imprivata product, a single sign on solution used by NMC Physicians and Clinical Staff, extending the agreement an additional three (3) year period (March 23, 2018 through March 22, 2021) for a revised full agreement term of March 23, 2016 through March 22, 2021, and adding \$111,600 for a revised total agreement amount not to exceed \$379,567.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment no. 1 to the agreement with Forward Advantage, Inc. for the Imprivata product, a single sign on solution used by NMC Physicians and Clinical Staff, extending the agreement an additional three (3) year period (March 23, 2018 through March 22, 2021) for a revised full agreement term of March 23, 2016 through March 22, 2021, and adding \$111,600 for a revised total agreement amount not to exceed \$379,567.

SUMMARY/DISCUSSION:

Imprivata OneSign is a Single Sign On (SSO) solution that enables users to quickly and securely access clinical and administrative applications with one username and password. In the course of treating patients, personnel need to access multiple applications, including the MEDITECH electronic health record system. Prior to implementing Imprivata OneSign, the act of logging in/logging out of multiple systems throughout the workday had caused noticeable inefficiencies. The implementation of OneSign has resulted in an appreciable difference in time and staff resources. The Imprivata tool further speeds up access by utilizing the employee's badge and a reader as part of the sign-on process.

Another important capability of this system is an always available employee self-service portal to aid with forgotten passwords and lockouts, further enhancing employee productivity.

This request includes the extension of maintenance and support for three (3) additional years.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this amendment no. 1 as to legal form and risk provisions, 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 February 2, 2018 and by its Board of Trustees on February 2, 2018.

FINANCING:

The cost for this amendment no. 1 is \$111,600 of which \$37,200 is included in the Adopted Budget for Fiscal Year 2017-18 and funding for the 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:

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 and provides NMC with the additional support it needs to be able to protect patient and staff personal information.

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

Prepared by: Ari Entin, Chief Information Officer, 783-2785

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

Attachments:

Forward Advantage Inc Amendment 1

Forward Advantage Inc Agreement

Attachments on file with the Clerk of the Board

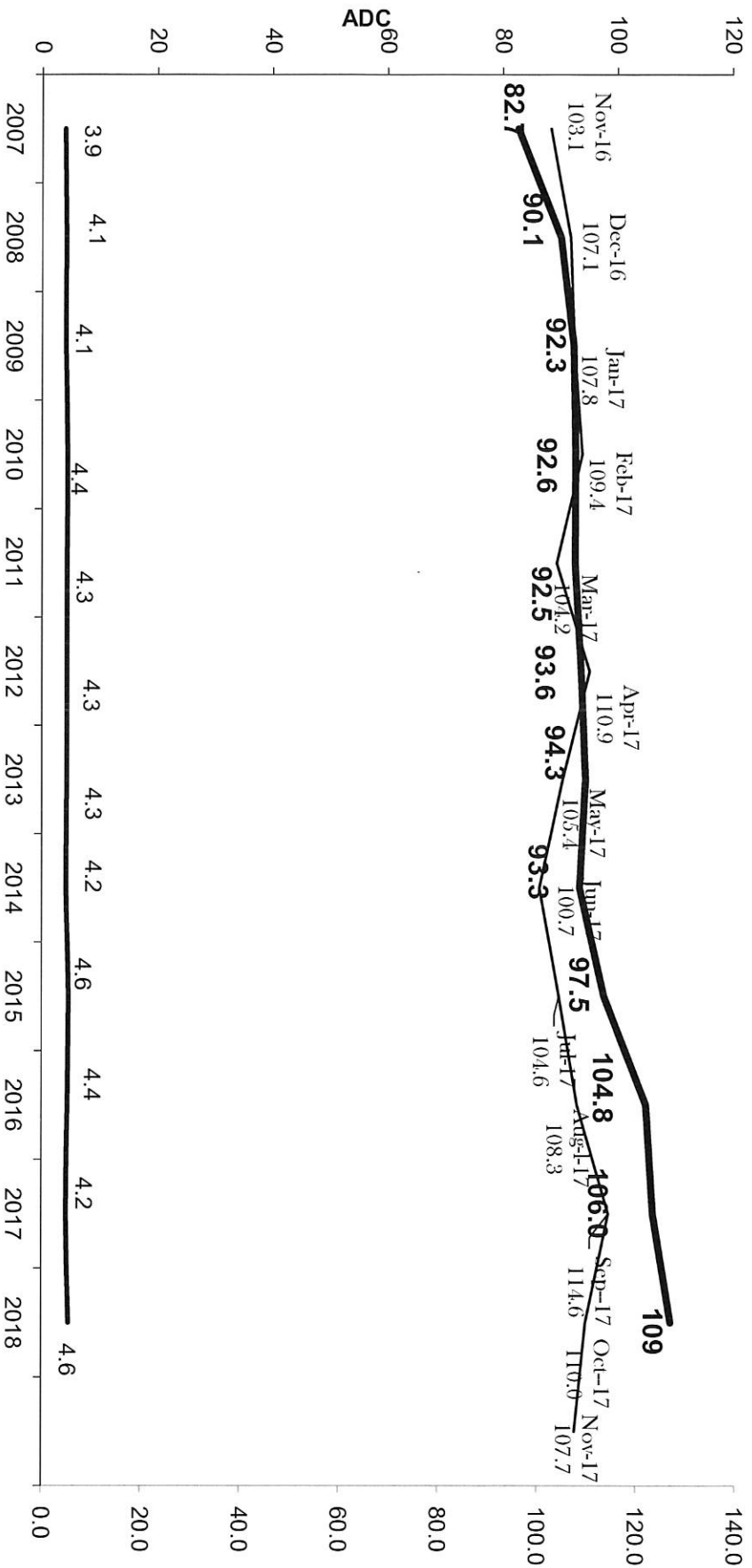


FINANCIAL STATEMENTS

NOVEMBER 30, 2017

FINANCIAL STATEMENTS**NOVEMBER 30, 2017****I N D E X**

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**NATIVIDAD MEDICAL CENTER
STATISTICAL REPORT
NOVEMBER, 2017**

Month-To-Date					Year-To-Date					
09-17	10-17	11-17	Budget			Budget	Current	Prior Yr	%	
					PT DAYS BY SERVICE	STAFFED BEDS	CY/PY			
1	261	328	193	188	NICU	15	958	1,120	918	22.00%
2	1,452	1,392	1,387	1,285	Med/Surg	35	6,554	7,035	6,666	5.54%
3	228	207	159	201	ICU	10	1,023	1,039	1,160	-10.43%
4	83	65	63	96	Peds	12	489	347	263	31.94%
5	645	676	645	568	Acute Rehab	20	2,897	3,324	2,897	14.74%
6	391	371	314	361	OB/Gyn	26	1,841	1,904	1,744	9.17%
7	3,060	3,039	2,761	2,699	TOTAL ACUTE	118	13,762	14,769	13,648	8.21%
8	379	370	471	448	Psychiatric	19	2,285	1,907	2,321	-17.84%
9	3,439	3,409	3,232	3,147	TOTAL DAYS	137	16,047	16,676	15,969	4.43%
10	302	322	267	320	Nursery	18	1,633	1,561	1,617	-3.46%
AVERAGE DAILY CENSUS										
11	80.5	76.2	70.5	71.0	Acute	98	71.0	74.8	70.3	6.40%
12	21.5	21.8	21.5	18.9	Acute Rehab	20	18.9	21.7	18.9	14.81%
13	12.6	11.9	15.7	14.9	Psychiatric	19	14.9	12.5	15.2	-17.76%
14	114.6	110.0	107.7	104.9	TOTAL	137	104.9	109.0	104.4	4.41%
15	10.1	10.4	8.9	10.7	Nursery	18	10.7	10.2	10.6	-3.77%
PERCENTAGE OF OCCUPANCY										
16	82.1%	77.8%	71.9%	72.4%	Acute		72.4%	76.3%	71.7%	6.4%
17	89.6%	90.8%	89.6%	78.8%	Acute Rehab		78.8%	90.4%	94.5%	-4.3%
18	66.3%	62.6%	82.6%	78.4%	Psychiatric		78.4%	65.8%	80.0%	-17.8%
19	81.3%	78.0%	76.4%	74.4%	TOTAL		74.4%	77.3%	76.2%	1.4%
20	56.1%	57.8%	49.4%	59.4%	Nursery		59.4%	56.7%	58.9%	-3.8%
ADMISSIONS										
21	604	645	586	624	Acute		3,186	3,076	3,127	-1.63%
22	50	45	45	42	Acute Rehab		213	235	216	8.80%
23	59	63	59	70	Psychiatric		356	314	298	5.37%
24	713	753	690	736	TOTAL		3,755	3,625	3,641	-0.44%
25	175	185	166	176	Nursery		895	889	896	-0.78%
26	181	193	169	219	Deliveries		1,095	917	941	-2.55%
DISCHARGES										
27	624	673	609	624	Acute		3,186	3,155	3,165	-0.32%
28	51	44	46	42	Acute Rehab		213	235	216	8.80%
29	62	66	55	70	Psychiatric		356	307	305	0.66%
30	737	783	710	736	TOTAL		3,755	3,697	3,686	0.30%
31	158	175	175	176	Nursery		895	847	854	-0.82%
AVERAGE LENGTH OF STAY										
32	4.8	4.5	4.7	4.3	Acute(Hospital wide no babies)		4.3	4.6	4.4	4.55%
33	12.9	15.0	14.3	13.5	Acute Rehab		13.6	14.1	13.4	5.22%
34	2.9	2.4	2.6	2.5	OB/Gyn		2.5	2.7	2.5	8.00%
35	6.4	5.9	8.0	6.4	Psychiatric		6.4	6.1	7.8	-21.79%
36	1.7	1.7	1.6	1.8	Nursery		1.8	1.8	1.8	0.00%
OUTPATIENT VISITS										
37	4,671	4,504	4,336	3,700	Emergency Room		18,869	22,122	21,326	3.73%
38	417	435	407	427	ER Admits		2,177	2,106	2,070	1.74%
39	58.5%	57.8%	59.0%	58.0%	ER Admits as a % of Admissions		58.0%	58.1%	56.9%	2.19%
40	5,829	6,157	5,714	5,856	Clinic Visits		29,868	29,681	29,393	0.98%
ANCILLARY PROCEDURES BILLED										
41	41,277	44,925	42,054	38,548	Lab Tests		196,595	213,971	204,696	4.53%
42	3,106	3,308	2,985	2,868	Radiology Procedures		14,628	15,829	16,981	-6.78%
43	201	197	182	181	MRI Procedures		923	917	960	-4.48%
44	80	121	105	120	Nuclear Med Procedures		604	571	595	-4.03%
45	976	1,060	1,070	902	Ultrasound Procedures		4,603	5,225	4,913	6.35%
46	1,422	1,513	1,354	1,285	CT Scans		6,551	7,217	6,600	9.35%
47	370	374	369	310	Surgeries		1,549	1,769	1,573	12.46%
48	7.39	7.70	7.54	7.87	FTE'S PER AOB		7.87	7.68	7.53	1.99%
49	1,210.6	1,217.1	1,195.0	1,153.4	TOTAL PAID FTE'S		1,153.4	1,204.2	1,113.0	8.19%
50	4,846	4,897	4,754	4,469	ADJUSTED PATIENT DAYS		22,787	24,000	22,606	6.17%

NATIVIDAD MEDICAL CENTER
STATEMENT OF REVENUES AND EXPENSES 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
R E V E N U E													
Patient Revenue:													
1 Inpatient	\$ 64,091,842	\$ 65,939,137	\$ 65,843,044	\$ 68,420,254	\$ 63,073,214								\$ 327,367,491
2 Pro Fees	2,022,882	1,824,863	2,049,179	2,104,843	1,690,913								9,692,680
3 Outpatient	28,382,815	29,232,758	29,152,792	30,785,303	30,497,723								148,031,391
4 Total Patient Revenue	94,477,539	96,996,758	97,045,015	101,310,400	95,261,850								485,091,562
Deductions from revenue													
5 Contractual Deductions	69,354,132	72,092,912	72,577,106	75,714,974	73,179,328								362,918,452
6 Bad Debt	4,477,278	2,850,631	3,836,017	3,423,175	2,054,444								16,641,545
7 Unable to Pay	428,055	1,195,624	666,366	783,328	577,825								3,651,188
8 Total Contractual Discounts	74,259,465	76,139,167	77,079,479	79,921,477	75,811,597								383,271,185
9 Net Patient Revenue	20,218,074	20,857,591	19,965,536	21,388,923	19,450,253								101,880,377
10 As a Percent of Gross Revenue	21.40%	21.50%	20.57%	21.11%	20.42%								21.00%
Total Government Funding	3,792,550	3,792,898	3,793,294	8,697,592	3,794,088								23,870,422
Other Operating Revenue:													
12 Rent Income	101,373	101,371	101,373	101,373	463,517								869,007
13 Interest Income	58,333	58,333	58,333	58,333	208,650								441,982
14 NMF Contribution	60,000	60,000	60,000	60,000	60,000								300,000
15 Other Income	346,604	176,661	315,015	276,016	(2,269)								1,112,027
16 Total Other Operating Revenue	566,310	396,365	534,721	495,722	729,898								2,723,016
TOTAL REVENUE	24,576,934	25,046,854	24,293,561	30,582,237	23,974,239								128,473,815
E X P E N S E													
18 Salaries, Wages & Benefits	12,366,056	12,534,995	12,878,348	12,431,766	11,809,313								62,020,478
19 Registry	249,758	319,373	345,765	379,056	318,483								1,612,435
20 Phys/Residents SWB & Contract Fees	2,757,711	2,829,505	2,971,221	2,923,306	2,935,563								14,417,306
21 Purchased Services	2,754,871	2,345,240	1,979,680	2,556,526	2,338,131								11,974,458
22 Supplies	2,082,026	2,335,133	1,938,533	2,014,089	1,871,153								10,240,934
23 Insurance	199,281	199,281	213,660	199,281	197,708								993,258
24 Utilities and Telephone	295,777	348,777	335,075	314,598	381,806								1,676,033
25 Interest Expense	214,883	200,166	200,195	200,196	200,195								1,015,665
26 Depreciation & Amortization	965,471	965,130	965,090	972,038	964,462								4,832,191
27 Other Operating Expense	346,303	458,909	517,214	457,058	470,662								2,250,146
TOTAL EXPENSE	22,216,184	22,536,539	22,344,791	22,447,914	21,487,476								111,032,904
NET INCOME(LOSS)	2,360,750	2,510,315	1,948,760	8,134,323	2,486,763								17,440,911
Normalization for Extraordinary Items													
30 Medical Managed Care Rate Range FY15-16				(4,008,924)	-								(4,008,924)
31 For Future Use	-	-	-	-	-								-
32 For Future Use	-	-	-	-	-								-
33 Total Extraordinary Items	-	-	-	(4,008,924)	-								(4,008,924)
NET INCOME BEFORE Extraordinary Items	\$ 2,360,750	\$ 2,510,315	\$ 1,948,760	\$ 4,125,399	\$ 2,486,763								\$ 13,431,987
CAPITAL CONTRIBUTIONS													
36 County Contribution													
CHANGE IN NET ASSETS	\$ 2,360,750	\$ 2,510,315	\$ 1,948,760	\$ 8,134,323	\$ 2,486,763								\$ 17,440,911

NATIVIDAD MEDICAL CENTER
STATEMENT OF REVENUES AND EXPENSES & CHANGES IN NET ASSETS
AS OF NOVEMBER, 2017

CURRENT MONTH					YEAR -TO -DATE					UNAUDITED	
	Actual	Budget	Variance fav. (unfav) \$ VAR.	% VAR		Actual	Budget	Variance fav. (unfav) \$ VAR.	% VAR	Prior Yr AVERAGE	
R E V E N U E											
Patient Revenue:											
1	\$ 63,073,214	\$ 64,494,219	\$ (1,421,005)	(2.2)	Inpatient	\$ 327,367,491	\$ 322,471,095	\$ 4,896,396	1.5	\$ 316,761,426	
2	1,690,913	1,915,601	(224,688)	(11.7)	Pro Fees	9,692,680	9,578,005	114,675	1.2	10,107,966	
3	30,497,723	28,167,209	2,330,514	8.3	Outpatient	148,031,391	140,836,045	7,195,346	5.1	135,851,471	
4	95,261,850	94,577,029	684,821	0.7	Total Patient Revenue	485,091,562	472,885,145	12,206,417	2.6	462,720,863	
5	73,179,328	71,841,582	(1,337,746)	(1.9)	Deductions from Revenue						
6	2,054,444	3,138,531	1,084,087	34.5	Contractual Deductions	362,918,452	359,207,910	(3,710,542)	(1.0)	351,793,461	
7	577,825	726,913	149,088	20.5	Bad Debt	16,641,545	15,692,655	(948,890)	(6.0)	11,746,302	
8	75,811,597	75,707,026	(104,571)	(0.1)	Unable to Pay	3,651,188	3,634,565	(16,623)	(0.5)	3,544,239	
9	19,450,253	18,870,003	580,250	3.1	Total Contractual Discounts	383,211,185	378,535,130	(4,676,055)	(1.2)	367,084,002	
10	20.42%	19.95%			Net Patient Revenue	101,880,377	94,350,015	7,530,362	8.0	95,636,861	
					As a percent of Gross Revenue	21.00%	19.95%			20.67%	
11	3,794,088	3,609,469	184,619	5.1	Total Government Funding	23,870,422	18,047,345	5,823,077	32.27	24,415,538	
Other Operating Revenue:											
12	463,517	118,632	344,885	290.7	Rent Income	869,007	593,160	275,847	46.5	366,358	
13	208,650	58,333	150,317	257.7	Interest Income	441,982	291,665	150,317	51.5	368,358	
14	60,000	60,000	-	-	NMF Contribution	300,000	300,000	0	-	375,000	
15	(2,269)	361,256	(363,525)	(100.6)	Other Income	1,112,027	1,806,280	(694,253)	(38.4)	1,616,023	
16	729,898	598,221	131,677	22.0	Total Other Operating Revenue	2,723,016	2,991,105	(268,089)	(9.0)	2,727,738	
17	23,974,239	23,077,893	896,546	3.9	TOTAL REVENUE	128,473,815	115,388,465	13,085,350	11.3	122,780,138	
E X P E N S E											
18	11,809,313	12,200,280	390,967	3.2	Salaries, Wages & Benefits	62,020,478	61,001,400	(1,019,078)	(1.7)	57,589,905	
19	318,483	271,562	(46,921)	(17.3)	Registry	1,612,435	1,357,810	(254,625)	(18.8)	1,769,712	
20	2,935,563	2,698,011	(237,552)	(8.8)	Phys/Residents SWB & Contract Fees	14,329,306	13,490,055	(839,251)	(6.2)	14,226,631	
21	2,338,131	2,808,279	470,148	16.7	Purchased Services	12,062,458	14,041,395	1,978,937	14.1	13,906,832	
22	1,871,153	2,126,037	254,884	12.0	Supplies	10,240,934	10,630,185	389,251	3.7	10,920,261	
23	197,708	181,489	(16,219)	(8.9)	Insurance	993,258	907,445	(85,813)	(9.5)	811,840	
24	381,806	276,711	(105,095)	(38.0)	Utilities and Telephone	1,676,033	1,383,555	(292,478)	(21.1)	1,337,121	
25	200,195	207,529	7,344	3.5	Interest Expense	1,015,665	1,037,695	22,030	2.1	1,056,619	
26	964,462	1,102,201	137,739	12.5	Depreciation & Amortization	4,832,191	5,511,005	678,814	12.3	4,906,477	
27	470,662	435,455	(35,207)	(8.1)	Other Operating Expense	2,250,146	2,177,275	(72,871)	(3.3)	2,486,175	
28	21,487,476	22,307,564	820,088	3.7	TOTAL EXPENSE	111,032,904	111,537,820	504,916	0.5	109,011,573	
29	2,486,763	770,129	1,716,634	222.9	NET INCOME(LOSS)	17,440,911	3,850,645	13,590,266	352.9	13,768,565	
CAPITAL CONTRIBUTIONS											
30	-	-	-	-		-	-	-	-	-	
31	-	-	-	-		-	-	-	-	-	
32	-	-	-	-		-	-	-	-	-	
33	-	-	-	-	County Contribution	-	-	-	-	-	
34	\$ 2,486,763	\$ 770,129	\$ 1,716,634	222.9 %	CHANGE IN NET ASSETS	\$ 17,440,911	\$ 3,850,645	\$ 13,590,266	352.9 %	\$ 13,768,565	

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NATIVIDAD MEDICAL CENTER
STATEMENT OF REVENUES AND EXPENSES & CHANGES IN NET ASSETS PER ADJUSTED PATIENT DAY
AS OF NOVEMBER, 2017

67

CURRENT MONTH						YEAR -TO- DATE						UNAUDITED	
Variance fav. (unfav)						Variance fav. (unfav)						Prior Yr	
% VAR						% VAR						Average	
Actual						Budget						Actual	
4,754						4,470						24,000	
284						1,213						22,625	
6.4%						5.3%							
Patient Revenue:													
Inpatient													
Pro Fees													
Outpatient													
Total Patient Revenue													
Deductions from revenue													
Contractual Deductions													
Bad Debt													
Unable to Pay													
Total Contractual Discounts													
Net Patient Revenue													
As a percent of Gross Revenue													
Total Government Funding													
Other Operating Revenue:													
Rent Income													
Interest Income													
NMF Contribution													
Other Income													
Total Other Operating Revenue													
TOTAL REVENUE													
EXPENSE													
Salaries, Wages & Benefits													
Registry													
Phys/Residents SWB & Contract Fees													
Purchased Services													
Supplies													
Insurance													
Utilities and Telephone													
Interest Expense													
Depreciation & Amortization													
Other Operating Expense													
TOTAL EXPENSE													
NET INCOME(LOSS)													
CAPITAL CONTRIBUTIONS													
County Contribution													
CHANGE IN NET ASSETS													
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NATIVIDAD MEDICAL CENTER BALANCE SHEET AS OF NOVEMBER 30, 2017

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	CURRENT MONTH				% CHG.		UNAUDITED				% CHG.
	BEGINNING	ENDING	INC/DEC				BEGINNING	YEAR - TO - DATE ENDING	INC/DEC		
1	\$ 88,242,552	\$ 125,340,253	\$ 37,097,701		42.0 %	CURRENT ASSETS	\$ 90,005,888	\$ 125,340,253	\$ 35,334,365	39.3 %	
2	3,200,000	3,200,000	-		-	CASH	3,200,000	3,200,000	-	-	
3	35,814,926	34,027,518	(1,787,408)		(5.0)	SEASIDE CLINICS CASH RESERVE FUND	31,547,298	34,027,518	2,480,220	7.9	
4	21,785,960	8,490,717	(13,295,243)		(61.0)	ACCOUNTS RECEIVABLE NET	12,250,993	8,490,717	(3,760,276)	(30.7)	
5	3,996,350	4,210,226	213,876		5.4	STATE/COUNTY RECEIVABLES	3,344,962	4,210,226	865,264	25.9	
6	4,799,653	4,962,826	163,173		3.4	INVENTORY	4,044,913	4,962,826	917,913	22.7	
7	157,839,441	180,231,540	22,392,099		14.2	PREPAID EXPENSE	144,394,054	180,231,540	35,837,486	24.8	
8	290,840,577	291,492,057	651,480		0.2	TOTAL CURRENT ASSETS	287,737,666	291,492,057	3,754,391	1.3	
9	(166,485,371)	(167,449,833)	(964,462)		(0.6)	PROPERTY, PLANT & EQUIPMENT	(162,617,642)	(167,449,833)	(4,832,191)	(3.0)	
10	124,355,206	124,042,224	(312,982)		(0.3)	LESS: ACCUMULATED DEPRECIATION	125,120,024	124,042,224	(1,077,800)	(0.9)	
11						NET PROPERTY, PLANT& EQUIPMENT	42,843,130	42,595,902	(247,228)	(0.6)	
12	42,645,347	42,595,902	(49,445)		(0.1)	OTHER ASSETS					
13	-	-	-		-	INVESTMENTS					
14	324,688	324,688	-		-	HELD FOR CONSTRUCTION	324,707	324,688	(19)	(0.0)	
15	324,688	324,688	-		-	ACCURED INTEREST RECEIVABLE	324,707	324,688	(19)	(0.0)	
16	\$ 325,164,682	\$ 347,194,354	\$ 22,029,672		6.8 %	FUNDS IN TRUST					
17	11,306,672	11,819,799	513,127		4.5	TOTAL INVESTMENTS	\$ 312,681,915	\$ 347,194,354	\$ 34,512,439	11.0 %	
18	6,734,832	9,825,681	3,090,849		45.9	CURRENT LIABILITIES	12,933,162	11,819,799	(1,113,363)	(8.6)	
19	29,024,374	45,743,388	16,719,014		57.6	ACCURED PAYROLL	6,993,637	9,825,681	2,832,044	40.5	
20	3,752,345	3,752,345	0		-	ACCOUNTS PAYABLE	29,015,717	45,743,388	16,727,671	57.7	
21	12,114,022	11,350,418	(763,604)		(6.3)	MCARE/MEDICAL LIABILITIES	9,087,856	3,752,345	(5,335,511)	(58.3)	
22	62,932,245	82,491,631	19,559,386		31.1	CURRENT PORTION OF DEBT	61,602,717	11,350,418	(50,252,299)	(82.3)	
23	-	-	-		-	OTHER ACCRUALS		82,491,631	82,491,631		
24	42,422,552	42,406,075	(16,477)		(0.0)	TOTAL CURRENT LIABILITIES					
25	42,422,552	42,406,075	(16,477)		(0.0)	LONG TERM LIABILITIES					
26	42,422,552	42,406,075	(16,477)		(0.0)	CAPITAL LEASE	46,223,461	42,406,075	(3,817,386)	(8.3)	
27	204,855,737	204,855,737	-		-	UN EARNED CONTRIBUTIONS					
28	14,954,148	17,440,911	2,486,763		(16.6)	LONG TERM PORTION OF C.O.P's	46,223,461	42,406,075	(3,817,386)	(8.3)	
29	219,809,885	222,296,648	2,486,763		1.1	TOTAL LONG TERM DEBT					
30	\$ 325,164,682	\$ 347,194,354	\$ 22,029,672		6.8 %	FUND BALANCES	204,855,737	204,855,737	-	-	
						ACCUMULATED FUND	-	17,440,911	17,440,911	100.0	
						CHANGE IN NET ASSETS	204,855,737	222,296,648	17,440,911	8.5	
						TOTAL FUND BALANCES					
						TOTAL LIAB. & FUND BALANCES	\$ 312,681,915	\$ 347,194,354	\$ 34,512,439	11.0 %	

**NATIVIDAD MEDICAL CENTER
STATE AND COUNTY RECEIVABLES**

AS OF 11/30/17

ADJ

BALANCE SHEET

	<u>Req. 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	12,095,835				17,718,796	(32,727,521)	4,107,338
EHR Meaningfull Use	599,373							599,373
Hospital Fee	3,699,245	607,470					(1,704,920)	2,601,795
CCAH IGT FY15-16	-		4,008,924			5,154,781	(9,163,705)	-
SB1732	-	1,458,330					(3,296,668)	(1,838,338)
AB 915	-	991,660						991,660
A/R Office Buildings	(258,694)	1,204,966					(638,830)	307,442
A/R Manco Abbot	-	313,391					(299,367)	14,024
Interest Accrued Positive Cash	(92,257)	441,982					(325,317)	24,408
Accrued Donations	1,257,167	300,000					(134,267)	1,422,900
A/R Jail-PG&E	27	63,325					(26,229)	37,123
Health Department	25,903	803,278					(665,903)	163,278
Ryan White & EIP A/R	-	104,165					(44,451)	59,714
STATE RECEIVABLES	\$ 12,250,992	\$ 18,384,402	\$ 4,008,924	\$ -	\$ -	\$22,873,577	\$ (49,027,178)	\$ 8,490,717

P & L

**YTD
Nov-17**

Medi-Cal DSH /SNCP/PHYS SPA	\$ 5,470,835
PRIME Y3	6,625,000
CCAH Rate Range IGT FY15-16	4,008,924
Hospital Fee	607,470
HPE	43,724
HD GPP Share	(208,335)
New Enrollees	4,235,303
AB915	991,660
Medicare GME	515,484
SB 1732	1,458,330
Ryan White & SAMHSA GRANTS	122,028
GOVERNMENT FUNDING INCOME	\$ 23,870,423

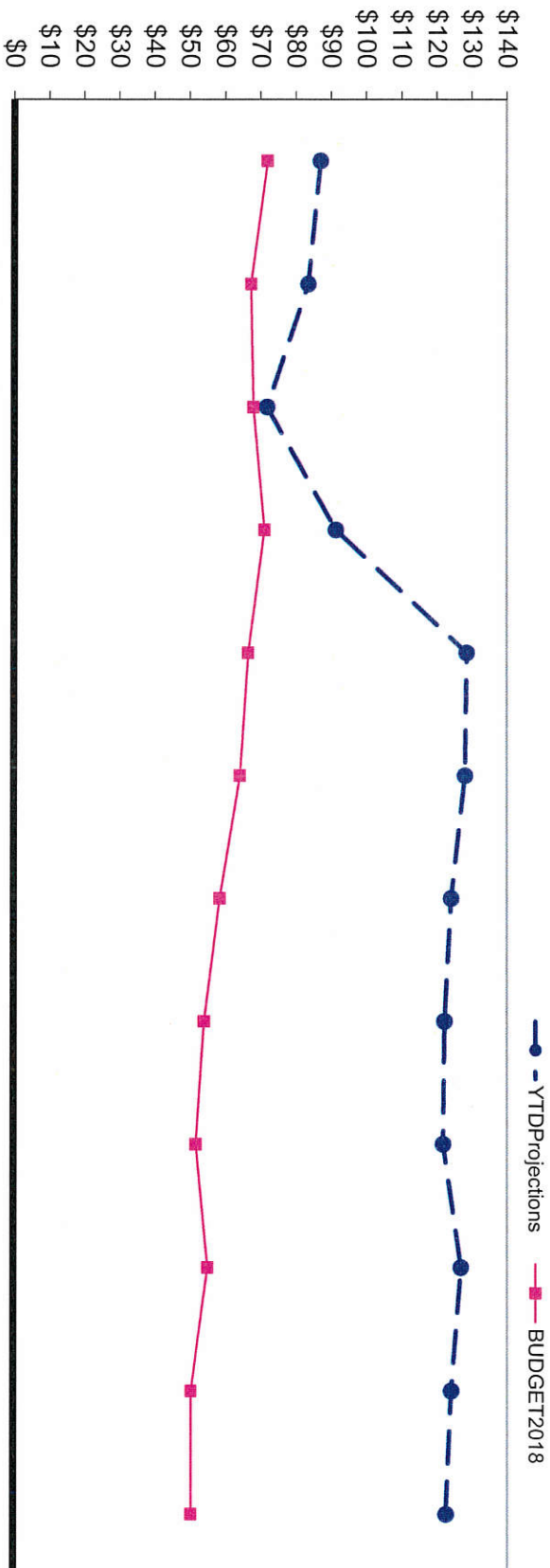
**NATIVIDAD MEDICAL CENTER
STATEMENT OF CASH FLOWS
AS OF NOVEMBER 30, 2017**

CURRENT MONTH		YEAR - TO - DATE
1	\$ 91,442,552	\$ 93,205,888
2		
3	2,486,763	17,440,911
4	-	-
5	964,462	4,832,191
6	3,451,225	22,273,102
7		
8	1,787,408	(2,480,220)
9	13,295,243	3,760,276
10	(377,049)	(1,783,177)
11	513,127	(1,113,363)
12	3,090,849	2,832,044
13	16,719,014	16,727,671
15	-	-
16	(763,604)	2,262,562
17	34,264,988	20,205,793
18		
19	(651,480)	(3,754,391)
20	-	-
19	-	-
21	(651,480)	(3,754,391)
22		
23	-	180,000
24	(16,477)	(3,817,386)
26	49,445	247,228
27	-	19
28	32,968	(3,390,139)
29	37,097,701	35,334,365
30	\$ 128,540,253	\$ 128,540,253

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	7,644,135	\$ 1,800,423
AB915	2,380,000	2,380,000	\$ -
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	1,457,922	1,457,922	\$ -
	<u>\$ 43,313,634</u>	<u>\$ 49,618,981</u>	<u>\$ 6,305,347</u>

Cash Flow Performance Fiscal Year 2018 (in Millions)



	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ESTIMATE	ESTIMATE	ESTIMATE	ESTIMATE	ESTIMATE	ESTIMATE	ESTIMATE	ESTIMATE
Months	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	ESTIMATE
YTD	87.0	83.6	71.9	91.4	128.5	128.1	124.2	122.2	121.9	126.9	124.1	122.6	
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	63.9	65.8	68.3	70.2	71.9	73.8	72.4	

NATIVIDAD MEDICAL CENTER
CASH FORECAST
FISCAL YEAR 17-18

	ACTUAL JUL	ACTUAL AUG	ACTUAL SEP	ACTUAL OCT	ACTUAL NOV	Projection DEC	Projection JAN	Projection FEB	Projection MAR	Projection APR	Projection MAY	Projection JUN	Projection YTD
Beginning Balance	- 53,189,908	- 87,019,713	- 83,567,348	- 71,927,564	- 51,436,435	- 128,531,490	- 128,072,080	- 124,178,474	- 122,205,701	- 121,880,418	- 126,865,645	- 124,054,344	53,189,908

CASH RECEIPTS

Portent Revenues (incl pro fees and lab cop)	18,801,174	19,492,336	17,317,274	21,133,228	21,687,443	19,058,429	19,058,429	17,197,278	19,058,429	18,438,045	19,058,429	18,438,045	228,738,537
Provider Fee	-	-	-	1,580,028	-	-	-	-	-	-	-	-	728,961
A8B5	679,628	679,976	680,372	1,532,022	683,305	486,976	486,976	486,976	486,976	486,976	486,976	486,976	7,644,135
Med-Cal HPE	-	-	-	43,724	-	-	-	-	-	-	-	-	-
SHORT DOYLE	-	-	-	666,423	348,808	247,151	173,460	173,460	173,460	173,460	173,460	173,460	2,466,590
HIV GRANTS	-	-	-	17,597	44,715	17,597	20,833	20,833	20,833	20,833	20,833	20,833	249,140
CCAH Range FY15-16	-	-	-	9,163,705	-	-	-	-	-	-	-	-	9,163,705
CCAH PRODUCER INCENTIVE GRANT	112,500	950	-	1,216,541	305,474	175,000	175,000	175,000	175,000	175,000	175,000	175,000	1,330,091
HEALTH DEPARTMENT REIMB	-	144,723	-	170,349	-	-	-	-	-	-	-	-	1,845,546
A8B15	-	205,583	-	-	-	-	-	-	-	-	-	-	2,380,000
GPP Y1 Final Payment	-	-	-	-	-	-	-	-	-	-	-	-	205,583
GPP Y2 4th QTR	-	-	-	8,107,827	-	-	-	-	-	-	-	-	8,107,827
GPP Y3	-	-	-	7,689,365	-	-	-	-	-	-	-	-	23,088,095
PRIME	-	-	-	7,689,365	16,724,746	7,689,365	7,689,365	7,689,365	7,689,365	7,689,365	7,689,365	7,689,365	24,674,746
PHYS SFA	-	-	-	-	-	-	-	-	-	-	-	-	800,000
S81732	-	-	-	3,296,668	-	-	-	-	-	-	-	-	800,000
Foundation	-	-	-	-	124,346	-	-	-	-	-	-	-	700,000
IME BIWEEKLY	103,096	103,096	103,096	103,096	57,970	105,000	105,000	105,000	105,000	105,000	105,000	105,000	1,250,480
Rent Income	17,388	34,782	63,539	133,555	-	94,667	94,667	94,667	94,667	94,667	94,667	94,667	959,900
CCAH MCE to Cost FY15-16	-	-	-	-	16,791,014	-	-	-	-	-	-	-	16,791,014
Interest Income	-	-	-	325,317	-	175,000	175,000	175,000	175,000	175,000	175,000	175,000	850,317
Fund 404 Transfer	-	-	-	-	248,266	992,103	992,103	350,549	914,579	1,141,292	916,754	2,063,525	6,627,068
Miscellaneous Revenue	15,962	71,866	237,706	150,975	63,708	200,000	200,000	200,000	200,000	200,000	200,000	200,000	1,940,247
Total Cash Receipts	19,729,747	20,733,342	19,099,405	55,013,505	56,812,868	28,426,595	21,306,467	18,803,763	29,093,308	28,786,273	21,231,118	26,541,467	345,409,288

CASH DISBURSEMENTS

Purchased Services and Supplies	7,583,906	5,632,819	7,549,788	7,656,490	4,974,361	8,125,597	8,125,597	7,339,249	8,125,597	7,863,481	8,125,597	7,863,481	89,165,966
HD Clinic Incentive	-	-	-	-	-	-	-	-	-	-	-	-	500,000
Rate Range Assessment Fee FY15-16	-	859,130	-	-	-	-	-	-	-	-	-	-	859,130
Rate Range 16T FY15-16	-	4,255,651	-	-	-	-	-	-	-	-	-	-	4,255,651
PRIME DY12 16T	-	-	-	8,362,448	-	-	-	-	-	-	-	-	8,362,448
GPP Y1 16T	50,437	-	-	-	-	-	-	-	-	-	-	-	50,437
GPP Y2 4th QTR 16T	-	-	-	4,757,574	-	-	-	-	-	-	-	-	4,757,574
GPP Y3 QTR 16T	-	-	-	4,548,412	-	-	-	-	-	-	-	-	13,645,236
BOE Q1 Sales and Use Tax	18,312	-	-	-	-	-	-	-	-	-	-	-	18,312
Building Lease / Rental Equipment	229,975	235,347	271,515	202,065	225,742	202,065	202,065	202,065	202,065	202,065	202,065	202,065	2,579,099
COF Principal & Interest Payments	4,646,386	-	-	-	-	1,003,382	1,003,382	-	-	-	-	-	5,649,748
Payroll and Benefits	12,480,289	12,306,789	12,520,503	17,750,995	12,692,287	13,641,279	13,641,279	12,321,155	13,641,279	13,201,237	13,641,279	13,201,237	161,049,028
COWCAP	-	-	-	-	-	1,664,429	1,664,429	-	-	-	-	-	3,328,858
FY17-18 MH MOU	-	-	-	-	-	952,230	952,230	-	-	-	-	-	952,230
Data Processing	176,749	198,663	200,958	176,749	221,513	156,252	156,252	196,252	156,252	156,252	196,252	156,252	2,348,432
Capital Expenditures FY18	703,878	457,298	688,255	1,253,460	651,480	280,106	1,038,415	367,265	958,193	1,165,718	960,473	2,161,931	10,697,493
Capital Expenditures Fund 404	-	-	-	-	-	248,266	992,103	350,549	914,579	1,141,292	916,754	2,063,525	6,627,068
Total Cash Disbursements	25,899,942	24,185,707	30,738,189	35,504,634	19,717,313	28,886,466	25,200,073	20,776,536	29,418,591	23,800,045	24,042,420	28,018,562	316,190,017

Increase/(Decrease)

	(6,170,195)	(3,452,365)	(11,639,794)	19,508,871	37,095,055	(459,411)	(3,893,606)	(1,972,773)	(325,283)	4,066,227	(2,811,302)	(1,477,099)	29,219,270
Ending Cash Fund 451	87,019,713	83,567,348	71,927,564	91,436,435	128,531,490	128,072,080	124,178,474	122,205,701	121,880,418	126,865,645	124,054,344	122,577,248	122,409,178
(+) Credit Card Account	9,854	8,628	1,095	2,437	5,083	-	-	-	-	-	-	-	-
(+) Petty Cash	3,680	3,680	-	-	-	-	-	-	-	-	-	-	-
Ending Cash as per G/L	87,033,247	83,579,656	71,932,339	91,442,552	128,540,253	128,072,080	124,178,474	122,205,701	121,880,418	126,865,645	124,054,344	122,577,248	122,409,178

Fund 404													
Beginning Balance	21,044,996	21,044,996	21,044,996	21,044,996	21,044,996	21,044,996	20,796,730	19,804,627	19,454,078	18,539,499	17,398,207	16,481,453	16,481,453
Transfer In from 451	-	-	-	-	-	-	(248,266)	(992,103)	(350,549)	(914,579)	(1,141,292)	(916,754)	(2,063,525)
Capital Expenditures	-	-	-	-	-	-	20,796,730	19,804,627	19,454,078	18,539,499	17,398,207	16,481,453	14,417,928
Ending Cash Fund 404	21,044,996	21,044,996	21,044,996	21,044,996	21,044,996	21,044,996	20,796,730	19,804,627	19,454,078	18,539,499	17,398,207	16,481,453	14,417,928

Ending Cash Fund 451 & 404

	108,064,709	104,612,344	92,972,560	112,481,431	149,576,486	148,868,810	143,983,101	141,659,779	140,419,917	144,263,852	140,535,797	138,995,776	
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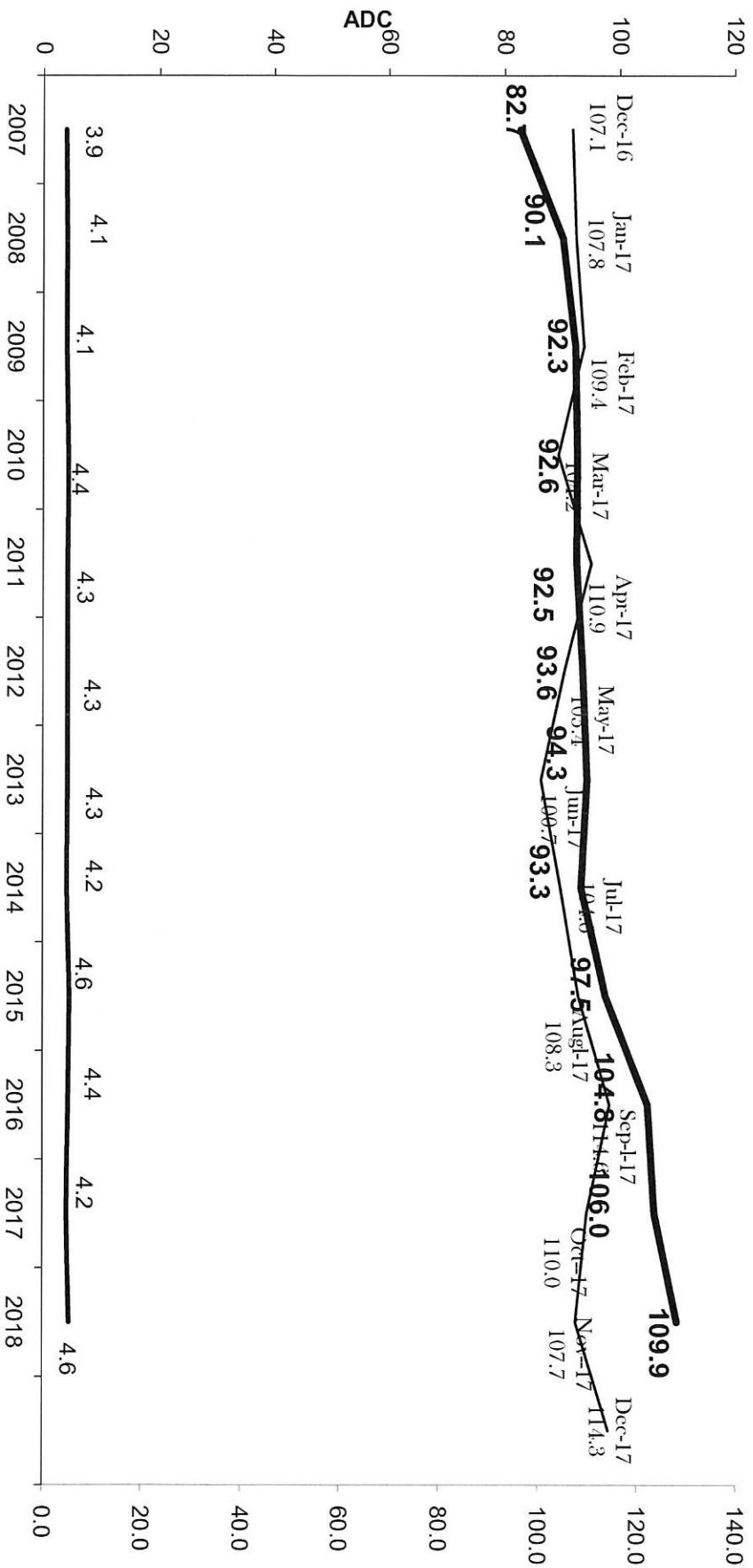


FINANCIAL STATEMENTS

DECEMBER 31, 2017

FINANCIAL STATEMENTS**DECEMBER 31, 2017****I N D E X**

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1	TOTAL ADC TREND GRAPH - 2007 - 2018
2	STATISTICAL REPORT
3	STATEMENT OF REVENUES & EXPENSES AND CHANGES IN NET ASSETS TREND, NORMALIZED
4	STATEMENT OF REVENUES & EXPENSES AND CHANGES IN NET ASSETS TO BUDGET
5	STATEMENT OF REVENUES & EXPENSES AND CHANGES IN NET ASSETS PER APD
6	BALANCE SHEET
7	SCHEDULE OF STATE / COUNTY RECEIVABLES
8	STATEMENT OF CASH FLOWS
9	GOVERNMENT FUNDING GRAPH
10	CASH FLOW PERFORMANCE F/Y16-17 ACTUAL TO BUDGET
11	CASH SCHEDULE FOR F/Y 17-18



**NATIVIDAD MEDICAL CENTER
STATISTICAL REPORT
DECEMBER, 2017**

Month-To-Date					Year-To-Date					
10-17	11-17	12-17	Budget		Budget	Current	Prior Yr	%		
PT DAYS BY SERVICE					STAFFED BEDS	CY/PLY				
1	328	193	294	194	NICU	15	1,152	1,414	1,166	21.27%
2	1,392	1,387	1,422	1,328	Med/Surg	35	7,882	8,457	8,087	4.58%
3	207	159	214	207	ICU	10	1,230	1,253	1,361	-7.94%
4	65	63	57	99	Peds	12	588	404	317	27.44%
5	676	645	713	587	Acute Rehab	20	3,484	4,037	3,470	16.34%
6	371	314	367	373	OB/Gyn	26	2,214	2,271	2,142	6.02%
7	3,039	2,761	3,067	2,788	TOTAL ACUTE	118	16,550	17,836	16,543	7.82%
8	370	471	476	463	Psychiatric	19	2,748	2,383	2,746	-13.22%
9	3,409	3,232	3,543	3,251	TOTAL DAYS	137	19,298	20,219	19,289	4.82%
10	322	267	274	331	Nursery	18	1,964	1,835	1,963	-6.52%
AVERAGE DAILY CENSUS										
11	76.2	70.5	75.9	71.0	Acute	98	71.0	75.0	71.0	5.63%
12	21.8	21.5	23.0	18.9	Acute Rehab	20	18.9	21.9	18.9	15.87%
13	11.9	15.7	15.4	14.9	Psychiatric	19	14.9	13.0	14.9	-12.75%
14	110.0	107.7	114.3	104.9	TOTAL	137	104.9	109.9	104.8	4.87%
15	10.4	8.9	8.8	10.7	Nursery	18	10.7	10.0	10.7	-6.54%
PERCENTAGE OF OCCUPANCY										
16	77.8%	71.9%	77.4%	72.4%	Acute		72.4%	76.5%	72.4%	5.6%
17	90.8%	89.6%	95.8%	78.8%	Acute Rehab		78.8%	91.3%	94.5%	-3.4%
18	62.6%	82.6%	81.1%	78.4%	Psychiatric		78.4%	68.4%	78.4%	-12.8%
19	78.0%	76.4%	81.1%	74.4%	TOTAL		74.4%	77.9%	76.5%	1.9%
20	57.8%	49.4%	48.9%	59.4%	Nursery		59.4%	55.6%	59.4%	-6.5%
ADMISSIONS										
21	645	586	661	646	Acute		3,832	3,737	3,782	-1.19%
22	45	45	45	43	Acute Rehab		256	280	261	7.28%
23	63	59	53	72	Psychiatric		428	367	356	3.09%
24	753	690	759	761	TOTAL		4,516	4,384	4,399	-0.34%
25	185	166	165	181	Nursery		895	1,054	1,085	-2.86%
26	193	169	170	219	Deliveries		1,095	1,087	1,112	-2.25%
DISCHARGES										
27	673	609	678	646	Acute		3,832	3,833	3,837	-0.10%
28	44	46	46	43	Acute Rehab		256	281	261	7.66%
29	66	55	53	72	Psychiatric		428	360	359	0.28%
30	783	710	777	761	TOTAL		4,516	4,474	4,457	0.38%
31	175	148	144	181	Nursery		1,076	964	1,026	-6.04%
AVERAGE LENGTH OF STAY										
32	4.5	4.7	4.7	4.3	Acute(Hospital wide no babies)		4.3	4.6	4.4	4.55%
33	15.0	14.3	15.8	13.7	Acute Rehab		13.6	14.4	13.3	8.27%
34	2.4	2.6	2.6	2.5	OB/Gyn		2.5	2.7	2.6	3.85%
35	5.9	8.0	9.0	6.4	Psychiatric		6.4	6.5	7.7	-15.58%
36	1.7	1.6	1.7	1.8	Nursery		2.2	1.7	1.8	-5.56%
OUTPATIENT VISITS										
37	4,504	4,336	4,537	3,823	Emergency Room		22,692	26,659	25,396	4.97%
38	435	407	481	441	ER Admits		2,618	2,587	2,514	2.90%
39	57.8%	59.0%	63.4%	58.0%	ER Admits as a % of Admissions		58.0%	59.0%	57.1%	3.26%
40	6,157	5,714	5,375	6,052	Clinic Visits		35,920	35,056	34,848	0.60%
ANCILLARY PROCEDURES BILLED										
41	44,925	42,054	46,280	39,833	Lab Tests		236,428	260,251	242,710	7.23%
42	3,308	2,985	3,038	2,964	Radiology Procedures		17,592	18,867	20,076	-6.02%
43	197	182	219	187	MRI Procedures		1,110	1,136	1,100	3.27%
44	121	105	90	123	Nuclear Med Procedures		727	661	720	-8.19%
45	1,060	1,070	1,061	933	Ultrasound Procedures		5,536	6,286	5,874	7.01%
46	1,513	1,354	1,408	1,327	CT Scans		7,878	8,625	7,708	11.90%
47	374	369	299	310	Surgeries		1,859	2,068	1,870	10.59%
48	7.70	7.54	7.58	7.87	FTE'S PER AOB		7.87	7.66	7.50	2.13%
49	1,217.1	1,195.0	1,214.2	1,153.4	TOTAL PAID FTE'S		1,153.4	1,206.1	1,113.0	8.36%
50	4,897	4,754	4,964	4,617	ADJUSTED PATIENT DAYS		27,404	28,967	27,306	6.08%

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

19

	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
R E V E N U E													
Patient Revenue:													
1 Inpatient	\$ 64,091,842	\$ 65,939,137	\$ 65,843,044	\$ 68,420,254	\$ 63,073,214	\$ 67,354,866							\$ 394,722,357
2 Pro Fees	2,022,882	1,824,863	2,049,179	2,104,843	1,690,913	2,595,829							12,288,509
3 Outpatient	28,362,815	29,232,758	29,152,792	30,785,303	30,497,723	28,060,545							176,091,936
4 Total Patient Revenue	94,477,539	96,996,758	97,045,015	101,310,400	95,261,850	98,011,240							583,102,802
5 Deductions from revenue	69,354,132	72,092,912	72,577,106	75,714,974	73,179,328	72,923,980							435,842,432
6 Contractual Deductions	4,477,278	2,850,631	3,836,017	3,423,175	2,054,444	4,121,100							20,872,645
7 Bad Debt	428,055	1,195,624	666,356	783,328	577,825	579,397							4,230,585
8 Unable to Pay	74,259,465	76,139,167	77,079,479	79,921,477	75,811,597	77,624,477							460,835,662
9 Total Contractual Discounts	20,218,074	20,857,591	19,965,536	21,388,923	19,450,253	20,386,763							122,267,140
10 Net Patient Revenue	21.40%	21.50%	20.57%	21.11%	20.42%	20.80%							20.97%
11 As a percent of Gross Revenue													
Total Government Funding													
12 Other Operating Revenue:	3,792,550	3,792,898	3,793,294	8,697,592	3,794,088	3,164,470							27,034,892
13 Rent Income	101,373	101,371	101,373	101,373	463,517	118,060							987,067
14 Interest Income	58,333	58,333	58,333	58,333	208,650	58,333							500,315
15 NMIF Contribution	60,000	60,000	60,000	60,000	60,000	60,000							360,000
16 Other Income	346,604	176,661	315,015	276,016	(2,269)	244,016							1,356,043
17 Total Other Operating Revenue	566,310	366,365	534,721	495,722	729,898	480,409							3,203,425
TOTAL REVENUE	24,576,934	25,046,854	24,293,551	30,582,237	23,974,239	24,031,642							152,505,457
E X P E N S E													
18 Salaries, Wages & Benefits	12,366,056	12,534,995	12,878,348	12,431,766	11,809,313	12,348,447							74,368,925
19 Registry	249,758	319,373	345,765	379,056	318,483	323,306							1,935,741
20 Phys/Residents SWB & Contract Fees	2,757,711	2,829,505	2,971,221	2,923,306	2,935,563	2,912,664							17,329,970
21 Purchased Services	2,754,871	2,345,240	1,979,690	2,556,526	2,338,131	2,435,324							14,409,782
22 Supplies	2,082,026	2,335,133	1,938,533	2,014,089	1,871,153	1,939,834							12,180,768
23 Insurance	183,328	199,281	213,660	199,281	197,708	199,281							1,192,539
24 Utilities and Telephone	295,777	348,777	335,075	314,598	381,806	197,742							1,873,775
25 Interest Expense	214,883	200,196	200,195	200,196	200,195	200,196							1,215,861
26 Depreciation & Amortization	965,471	965,130	965,090	972,038	964,462	1,010,964							5,843,155
27 Other Operating Expense	346,303	458,909	517,214	457,058	470,662	451,754							2,701,900
28 TOTAL EXPENSE	22,216,184	22,536,539	22,344,791	22,447,914	21,487,476	22,019,512							133,052,416
29 NET INCOME(LOSS)	2,360,750	2,510,315	1,948,760	8,134,323	2,486,763	2,012,130							19,453,041
Normalization for Extraordinary Items													
30 Medical Managed Care Rate Range FY15-16				(4,008,924)	-	-							(4,008,924)
31 For Future Use	-	-	-	-	-	-							-
32 For Future Use	-	-	-	-	-	-							-
33 Total Extraordinary Items	-	-	-	(4,008,924)	-	-							(4,008,924)
34 NET INCOME BEFORE Extraordinary Items	\$ 2,360,750	\$ 2,510,315	\$ 1,948,760	\$ 4,125,399	\$ 2,486,763	\$ 2,012,130							\$ 15,444,117
CAPITAL CONTRIBUTIONS													
35 County Contribution													
36 CHANGE IN NET ASSETS	\$ 2,360,750	\$ 2,510,315	\$ 1,948,760	\$ 8,134,323	\$ 2,486,763	\$ 2,012,130							\$ 19,453,041

NATIVIDAD MEDICAL CENTER
STATEMENT OF REVENUES AND EXPENSES & CHANGES IN NET ASSETS
AS OF DECEMBER, 2017

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CURRENT MONTH				YEAR -TO -DATE				UNAUDITED	
	Actual	Budget	Variance fav. (unfav) \$ VAR. % VAR		Actual	Budget	Variance fav. (unfav) \$ VAR. % VAR	Prior Yr AVERAGE	
R E V E N U E									
1	\$ 67,354,866	\$ 64,494,219	\$ 2,860,647	4.4	\$ 394,722,357	\$ 386,965,314	\$ 7,757,043	2.0	\$ 380,113,711
2	2,595,829	1,915,601	680,228	35.5	12,288,509	11,493,606	794,903	6.9	12,129,560
3	28,060,545	28,167,209	(106,664)	(0.4)	176,091,936	169,003,254	7,088,682	4.2	163,021,766
4	98,011,240	94,577,029	3,434,211	3.6	583,102,802	567,462,174	15,640,628	2.8	555,265,036
					Deductions from Revenue				
5	72,923,980	71,841,582	(1,082,398)	(1.5)	435,842,432	431,049,492	(4,792,940)	(1.1)	422,152,154
6	4,121,100	3,138,531	(982,569)	(31.3)	20,762,645	18,831,186	(1,931,459)	(10.3)	14,095,563
7	579,397	726,913	147,516	20.3	4,230,585	4,361,478	130,893	3.0	4,253,087
8	77,624,477	75,707,026	(1,917,451)	(2.5)	460,835,662	454,242,156	(6,593,506)	(1.5)	440,500,803
9	20,386,763	18,870,003	1,516,760	8.0	122,267,140	113,220,018	9,047,122	8.0	114,764,234
10	20.80%	19.95%			20.97%	19.95%			20.67%
					Net Patient Revenue				
					As a percent of Gross Revenue				
11	3,164,470	3,609,469	(444,999)	(12.3)	27,034,892	21,656,814	5,378,078	24.83	29,298,646
					Total Government Funding				
					Other Operating Revenue:				
12	118,060	118,632	(572)	(0.5)	987,067	711,792	275,275	38.7	442,029
13	58,333	58,333	-	-	500,315	349,998	150,317	42.9	442,029
14	60,000	60,000	-	-	360,000	360,000	0	-	450,000
15	244,016	361,256	(117,240)	(32.5)	1,356,043	2,167,536	(811,493)	(37.4)	1,939,228
16	480,409	598,221	(117,812)	(19.7)	3,203,425	3,589,326	(385,901)	(10.8)	3,273,286
17	24,031,642	23,077,693	953,949	4.1	152,505,457	138,466,158	14,039,299	10.1	147,336,165
					TOTAL REVENUE				
18	12,348,447	12,200,280	(148,167)	(1.2)	74,368,925	73,201,680	(1,167,245)	(1.6)	69,107,886
19	323,306	271,562	(51,744)	(19.1)	1,935,741	1,629,372	(306,369)	(18.8)	2,123,655
20	2,912,664	2,698,011	(214,653)	(8.0)	17,241,970	16,188,066	(1,053,904)	(6.5)	17,071,957
21	2,435,324	2,808,279	372,955	13.3	14,497,782	16,849,674	2,351,892	14.0	16,688,199
22	1,939,834	2,126,037	186,203	8.8	12,180,768	12,756,222	575,454	4.5	13,104,314
23	199,281	181,489	(17,792)	(9.8)	1,192,539	1,088,934	(103,605)	(9.5)	974,208
24	197,742	276,711	78,969	28.5	1,873,775	1,660,266	(213,509)	(12.9)	1,604,545
25	200,196	207,539	7,343	3.5	1,215,861	1,245,234	29,373	2.4	1,267,943
26	1,010,964	1,102,201	91,237	8.3	5,843,155	6,613,206	770,051	11.6	5,887,772
27	451,754	435,455	(16,299)	(3.7)	2,701,900	2,612,730	(89,170)	(3.4)	2,983,410
28	22,019,512	22,307,564	288,052	1.3	133,052,416	133,845,384	792,968	0.6	130,813,887
29	2,012,130	770,129	1,242,001	161.3	19,453,041	4,620,774	14,832,267	321.0	16,522,278
					NET INCOME(LOSS)				
30					CAPITAL CONTRIBUTIONS				
31	-	-	-	-	-	-	-	-	-
32	-	-	-	-	-	-	-	-	-
33	-	-	-	-	-	-	-	-	-
34	\$ 2,012,130	\$ 770,129	\$ 1,242,001	161.3 %	\$ 19,453,041	\$ 4,620,774	\$ 14,832,267	321.0 %	\$ 16,522,278

NATIVIDAD MEDICAL CENTER
STATEMENT OF REVENUES AND EXPENSES & CHANGES IN NET ASSETS PER ADJUSTED PATIENT DAY
AS OF DECEMBER, 2017

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CURRENT MONTH					YEAR -TO -DATE					UNAUDITED	
	Actual	Budget	Variance fav. (unfav)		Actual	Budget	Variance fav. (unfav)		Prior Yr Average		
			\$ VAR.	% VAR			\$ VAR.	% VAR			
	4,964	4,617	347	7.5%	28,967	27,404	1,563	5.7%	27,151		
REVENUE											
ADJUSTED PATIENT DAYS											
Patient Revenue:											
1	\$ 13,568	\$ 13,968	\$ (400)	(2.9) %	\$ 13,627	\$ 14,121	\$ (494)	-3.5%	\$ 14,000		
2	523	415	108	26.0	424	419	5	1.1	447		
3	5,653	6,100	(448)	(7.3)	6,079	6,167	(88)	(1.4)	6,004		
4	19,743	20,483	(739)	(3.6)	20,130	20,707	(577)	(2.8)	20,451		
Deductions from revenue											
5	14,690	15,559	869	5.6	15,046	15,729	683	4.3	15,548		
6	830	680	(150)	(22.1)	717	687	(30)	(4.3)	519		
7	117	157	41	25.9	146	159	13	8.2	157		
8	15,637	16,396	759	4.6	15,909	16,576	667	4.0	16,224		
9	4,107	4,087	20	0.5	4,221	4,132	89	2.2	4,227		
10	20.80%	19.95%			20.97%	19.95%			20.67%		
Net Patient Revenue											
As a Percent of Gross Revenue											
Total Government Funding											
11	637	782	(144)	(18.5)	933	790	143	18.1	1,079		
Other Operating Revenue:											
12	24	26	(2)	(7.4)	34	26	8	31.2	16		
13	12	13	(1)	(7.0)	17	13	5	35.2	16		
14	12	13	(1)	(7.0)	12	13	(1)	(5.4)	17		
15	49	78	(29)	(37.2)	47	79	(32)	(40.8)	71		
16	97	130	(33)	(25.3)	111	131	(20)	(15.6)	121		
17	4,841	4,998	(157)	(3.1)	5,265	5,053	212	4.2	5,427		
TOTAL REVENUE											
EXPENSE											
18	2,487	2,642	155	5.9	2,567	2,671	104	3.9	2,545		
19	65	59	(6)	(10.7)	67	59	(7)	(12.4)	78		
20	587	584	(2)	(0.4)	595	591	(5)	(0.8)	629		
21	491	608	118	19.3	500	615	114	18.6	615		
22	391	460	70	15.1	421	465	45	9.7	483		
23	40	39	(1)	(2.1)	41	40	(1)	(3.6)	36		
24	40	60	20	33.5	65	61	(4)	(6.8)	59		
25	40	45	5	10.3	42	45	3	7.6	47		
26	204	239	35	14.7	202	241	40	16.4	217		
27	91	94	3	3.5	93	95	2	2.2	110		
28	4,436	4,831	396	8.2	4,593	4,884	291	6.0	4,818		
29	405	167	239	143.0	672	169	503	298.3	609		
30											
CAPITAL CONTRIBUTIONS											
31	-	-	-	-	-	-	-	-	-		
32	-	-	-	-	-	-	-	-	-		
33	-	-	-	-	-	-	-	-	-		
34	\$ 405	\$ 167	\$ 239	143 %	\$ 672	\$ 169	\$ 503	298.279 %	\$ 609		
CHANGE IN NET ASSETS											

NATIVIDAD MEDICAL CENTER BALANCE SHEET AS OF DECEMBER 31, 2017

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CURRENT MONTH					YEAR - TO - DATE						
BEGINNING		ENDING		INC/(DEC)	% CHG.	BEGINNING		ENDING		INC/(DEC)	% CHG.
CURRENT ASSETS											
1	\$ 125,340,253	\$ 120,396,706	\$ (4,943,547)	(3.9) %	CASH	\$ 90,005,888	\$ 120,396,706	\$ 30,390,818	33.8 %		
2	3,200,000	3,200,000	-	-	SEASIDE CLINICS CASH RESERVE FUND	3,200,000	3,200,000	-	-		
3	34,027,518	33,766,229	(261,289)	(0.8)	ACCOUNTS RECEIVABLE NET	31,547,298	33,766,229	2,218,931	7.0		
4	8,490,717	15,836,452	7,345,735	86.5	STATE/COUNTY RECEIVABLES	12,250,993	15,836,452	3,585,459	29.3		
5	4,210,226	4,287,553	77,327	1.8	INVENTORY	3,344,962	4,287,553	942,591	28.2		
6	4,962,826	4,900,929	(61,897)	(1.2)	PREPAID EXPENSE	4,044,913	4,900,929	856,016	21.2		
7	180,231,540	182,387,869	2,156,329	1.2	TOTAL CURRENT ASSETS	144,394,054	182,387,869	37,993,815	26.3		
8											
9	291,492,057	291,555,127	63,070	0.0	PROPERTY, PLANT & EQUIPMENT	287,737,666	291,555,127	3,817,461	1.3		
10	(167,449,833)	(168,460,798)	(1,010,965)	(0.6)	LESS: ACCUMULATED DEPRECIATION	(162,617,642)	(168,460,798)	(5,843,156)	(3.6)		
11	124,042,224	123,094,329	(947,895)	(0.8)	NET PROPERTY, PLANT& EQUIPMENT	125,120,024	123,094,329	(2,025,695)	(1.6)		
12	42,595,902	42,546,456	(49,446)	(0.1)	OTHER ASSETS	42,843,130	42,546,456	(296,674)	(0.7)		
INVESTMENTS											
13	-	-	-	-	HELD FOR CONSTRUCTION	-	-	-	-		
14	324,688	324,688	-	-	ACCURED INTEREST RECEIVABLE	324,707	324,688	(19)	(0.0)		
15	324,688	324,688	-	-	FUNDS IN TRUST	324,707	324,688	(19)	(0.0)		
TOTAL INVESTMENTS											
16	\$ 347,194,354	\$ 348,353,342	\$ 1,158,988	0.3 %	TOTAL ASSETS	\$ 312,681,915	\$ 348,353,342	\$ 35,671,427	11.4 %		
CURRENT LIABILITIES											
17	11,819,799	12,719,390	899,591	7.6	ACCURED PAYROLL	12,933,162	12,719,390	(213,772)	(1.7)		
18	9,825,681	7,545,902	(2,279,779)	(23.2)	ACCOUNTS PAYABLE	6,993,637	7,545,902	552,265	7.9		
19	45,743,388	45,131,135	(612,253)	(1.3)	MCARE/MEDICAL LIABILITIES	29,015,717	45,131,135	16,115,418	55.5		
20	3,752,345	3,752,345	0	-	CURRENT PORTION OF DEBT	3,572,345	3,752,345	180,000	5.0		
21	11,350,418	12,506,194	1,155,776	10.2	OTHER ACCRUALS	9,087,856	12,506,194	3,418,338	37.6		
22	82,491,631	81,654,966	(836,665)	(1.0)	TOTAL CURRENT LIABILITIES	61,602,717	81,654,966	20,052,249	32.6		
LONG TERM LIABILITIES											
23	-	-	-	-	CAPITAL LEASE	-	-	-	-		
24	-	-	-	-	UN EARNED CONTRIBUTIONS	-	-	-	-		
25	42,406,075	42,389,598	(16,477)	(0.0)	LONG TERM PORTION OF C.O.P's	46,223,461	42,389,598	(3,833,863)	(8.3)		
26	42,406,075	42,389,598	(16,477)	(0.0)	TOTAL LONG TERM DEBT	46,223,461	42,389,598	(3,833,863)	(8.3)		
FUND BALANCES											
27	204,855,737	204,855,737	-	-	ACCUMULATED FUND	204,855,737	204,855,737	-	-		
28	17,440,911	19,453,041	2,012,130	(11.5)	CHANGE IN NET ASSETS	-	19,453,041	19,453,041	100.0		
29	222,296,648	224,308,778	2,012,130	0.9	TOTAL FUND BALANCES	204,855,737	224,308,778	19,453,041	9.5		
30	\$ 347,194,354	\$ 348,353,342	\$ 1,158,988	0.3 %	TOTAL LIAB. & FUND BALANCES	\$ 312,681,915	\$ 348,353,342	\$ 35,671,427	11.4 %		

**NATIVIDAD MEDICAL CENTER
STATE AND COUNTY RECEIVABLES**

AS OF 12/31/17

ADJ

BALANCE SHEET

	<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	14,515,002				22,267,208	(32,727,521)	11,074,917
EHR Meaningfull Use	599,373							599,373
Hospital Fee	3,699,245	728,964					(1,704,927)	2,723,282
CCAH IGT FY15-16	-		4,008,924			5,154,781	(9,163,705)	-
SB1732	-	1,749,996					(3,296,668)	(1,546,672)
AB 915	-	1,190,000						1,190,000
A/R Office Buildings	(258,694)	1,380,530					(1,179,306)	(57,470)
A/R Manco Abbott	-	354,791					(342,525)	12,266
Interest Accrued Positive Cash	(92,257)	500,315					(325,317)	82,741
Accrued Donations	1,257,167	360,000					(134,267)	1,482,900
A/R Jail-PG&E	27	76,758					(63,763)	13,022
Health Department	25,903	964,917					(809,274)	181,546
Ryan White & EIP A/R	-	124,998					(44,451)	80,547
STATE RECEIVABLES	\$ 12,250,992	\$ 21,946,271	\$ 4,008,924	\$ -	\$ -	\$27,421,989	\$ (49,791,724)	\$ 15,836,452

P & L

	<u>YTD Dec-17</u>
Medi-Cal DSH /SNCP/PHYS SPA	\$ 6,565,002
PRIME Y3	7,950,000
CCAH Rate Range IGT FY15-16	4,008,924
Hospital Fee	728,964
HPE	43,724
HD GPP Share	(250,002)
New Enrollees	4,235,303
AB915	1,190,000
Medicare GME	670,120
SB 1732	1,749,996
Ryan White & SAMHSA GRANTS	142,861
GOVERNMENT FUNDING INCOME	\$ 27,034,892

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**NATIVIDAD MEDICAL CENTER
STATEMENT OF CASH FLOWS
AS OF DECEMBER 31, 2017**

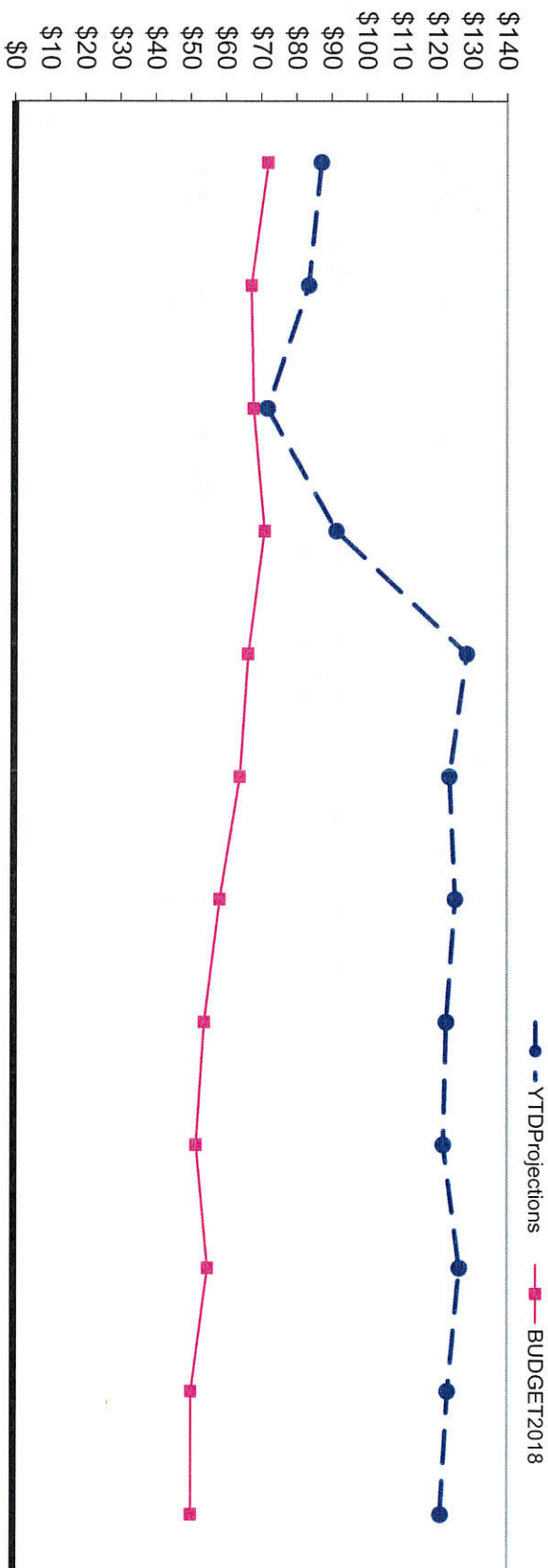
CURRENT MONTH		YEAR - TO - DATE
1	\$ 128,540,253	\$ 93,205,888
2		
3	2,012,130	19,453,041
4	-	-
5	1,010,965	5,843,156
6	3,023,095	25,296,197
7		
8	261,289	(2,218,931)
9	(7,345,735)	(3,585,459)
10	(15,430)	(1,798,607)
11	899,591	(213,772)
12	(2,279,779)	552,265
13	(612,253)	16,115,418
14	-	-
15	1,155,776	3,418,338
16	(7,936,541)	12,269,252
17		
18		
19	(63,070)	(3,817,461)
20	-	-
21	-	-
22	(63,070)	(3,817,461)
23		
24	-	180,000
25	(16,477)	(3,833,863)
26	49,446	296,674
27	-	19
28	32,969	(3,357,170)
29	(4,943,547)	30,390,818
30	\$ 123,596,706	\$ 123,596,706

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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	7,644,135	\$ 1,800,423
AB915	2,380,000	3,582,909	\$ 1,202,909
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	1,457,922	912,000	\$ (545,922)
	\$ 43,313,634	\$ 50,275,968	\$ 6,962,334

Cash Flow Performance Fiscal Year 2018 (in Millions)



	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ESTIMATE	ESTIMATE	ESTIMATE	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	125.2	122.7	121.9	126.4	123.0	121.0
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	66.8	68.8	70.2	71.4	72.8	70.8

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

Friday, February 2, 2018

(Per recommendation of the January 9, 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
Coll, Jonathan P., MD	Teleradiology	Radiology	02/02/18 – 02/01/20
Hashisho, Mazen M., MD	Thoracic / Vascular Surgery	Surgical Specialties	02/02/18 – 02/01/20
Lieberman, Amara A., MD	Dermatology	Medical Specialties	02/02/18 – 02/01/20
Lilja, James F., MD	OB/GYN	OB/GYN	02/02/18 – 02/01/20
Lin, Jeff F., MD	OB/GYN	OB/GYN	02/02/18 – 02/01/20
Lin, Michael C., MD	Teleradiology	Radiology	02/02/18 – 02/01/20
Ly, Justin Q., MD	Teleradiology	Radiology	02/02/18 – 02/01/20
Lusk, Rachel F., MD	Pediatrics	Pediatrics	02/02/18 – 02/01/20
Rudny, Kevin P., MD	Teleradiology	Radiology	02/02/18 – 02/01/20
Shou, Jason, MD	Teleradiology	Radiology	02/02/18 – 02/01/20

REAPPOINTMENTS

NAME	SPECIALTY	STAFF STATUS	REAPPOINTMENT PERIOD
Al-Hasan, Mohammad S., MD Initial appt. date: 03/04/16	Internal Medicine/ Hospitalist	Active	03/01/18 – 03/01/20
Ishizue, Kenneth K., MD Initial appt. date: 07/15/90	Orthopedic Surgery	Active	03/01/18 – 03/01/20
Izenberg, Robert A., MD Initial appt. date: 03/04/16	Surgical Critical Care	Active	03/01/18 – 03/01/20
Jameson, John T., MD Initial appt. date: 01/01/90	Pathology	Active	03/01/18 – 03/01/20

Jani, Atul N., MD Initial appt. date: 07/09/93	General Surgery	Courtesy	03/01/18 – 03/01/20
Olaes, Karen L., MD Initial appt. date: 03/10/14	Emergency Medicine	Active	03/01/18 – 03/01/20
Raju, Muralidhara R., MD Initial appt. date: 03/04/16	Neurosurgery	Provisional to Active	03/01/18 – 03/01/20
Ramirez, Julie A., NP Initial appt. date: 03/10/14	Trauma/Acute Care Nurse Practitioner	AHP	03/01/18 – 03/01/20
Rao, Lekha M., MD Initial appt. date: 03/04/16	Pediatric Teleneurology	Courtesy	03/01/18 – 03/01/20
Rios, Kathryn E., MD Initial appt. date: 03/05/96	Family Medicine	Active	03/01/18 – 03/01/20
Siljander, Debi H., MD Initial appt. date: 03/04/16	Family Medicine	Active	03/01/18 – 03/01/20
Tung, Christie E., MD Initial appt. date: 03/10/14	Teleneurology	Courtesy	03/01/18 – 03/01/20



NMC Board of Trustees Meeting

2018 Meeting Dates

Natividad Room
1st Floor, Building 200
1441 Constitution Blvd.

Regular Board of Trustees Committee meetings take place the first Friday monthly at 9:00 am in the Natividad Room, except where otherwise noted on this calendar. All cancellations and Special meetings scheduled are subject to Brown Act.

January – NO MEETING

Friday, February 2nd

Friday, March 2nd

Friday, April 6th

Friday, May 4th

Friday, June 1st

Friday, July 13th (second Friday)

Friday, August 3rd

Friday, September 7th

Friday, October 5th

Friday, November 2nd

Friday, December 7th