

Finance Committee Special Meeting

Monday, April 2, 2018

3:00 PM

Steinbeck Room, Building 300

1441 Constitution Blvd.

AGENDA

1. **Call to Order**

Mike Payne, Chair

2. **Public Comments (Limited 3 minutes per speaker)**

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.

3. **Agenda Additions/Corrections**

Noemi Ferguson

4. **Approval of Minutes**

- Approve the Minutes of February 2, 2018. *Pages 7-13*

5. **Old Business**

- None

6. **New Business**

- Consent Items – Attachment A. *Pages 14-30*
Review and approve for consideration by the NMC Board of Trustees

Scheduled Items/Discussion Items

7. Review and approve for consideration by the NMC Board of Trustees the following request 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-13580) with Peter A Ripper & Associates, Inc. dba PARA for revenue integrity program services, extending the agreement an additional three (3) year period (July 1, 2018 through June 30, 2021) for a revised full agreement term of July 1, 2016 through June 30, 2021, and adding \$210,000 for a revised total agreement amount not to exceed \$370,000.
- Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (3) future amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%, \$9,500.) of the original cost of the agreement per each amendment.
Pages 31-32

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

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with TCAR Programs for Trauma Care After Resuscitation (TCAR) education services at NMC for an amount not to exceed \$51,000 with an agreement term after signing by Natividad Medical Center CEO through December 31, 2018. *Pages 33-34*

9. Review and approve for consideration by the NMC Board of Trustees the following request which is in the final stages of negotiation:
- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute agreements with JKL Construction Services, Inc., SHP Project Development, Inc., and Bogard Construction, Inc. for construction management services at NMC pursuant to the Request for Qualifications (RFQ) # 9600-77, with an agreement term of May 1, 2018 through April 30, 2023 and a total aggregate amount for all agreements not to exceed \$2,000,000 (\$400,000 per fiscal year).
 - b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (3) no-extension amendments for all agreements awarded for construction management services per RFQ# 9600-77 which do not significantly alter the scope of work and do not increase the cumulative “not to exceed” amount by up to 10% (\$200,000) of the original total aggregate amount for all agreements (\$2,000,000).
- Pages 35-37*

10. Review and approve for consideration by the NMC Board of Trustees the following request which is in the final stages of negotiation:
- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) to execute the Carefusion Customer Order No.1000121534 for the rental of pharmaceutical automated inventory management dispensing (Pyxis) machines in the new cardiology clinic and in the women’s diagnostic imaging clinic, for a sixty (60) month period (estimated implementation date May 1, 2018 through April 30, 2022), at a monthly rental cost of \$983 for a total of \$58,980, under the approved Master Lease Agreement with Carefusion Solutions, LLC (A-12934).
 - b. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) to execute Carefusion Customer Order No. 1000123423 for the rental of general medical supply automated inventory management dispensing (Pyxis) machines in the new cardiology clinic and in the women’s diagnostic imaging clinic, for a sixty (60) month period (estimated implementation date June 1, 2018 through May 30, 2022), at a monthly rental cost of \$757 for a total of \$45,420; and under the approved Master Agreement (A-12934) with Carefusion Solutions, LLC.
 - c. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) to execute Carefusion Customer Order No. 1000089002 for a master interface software module of the supply automation inventory management dispensing (Pyxis) machines at NMC, with an initial purchase fee of \$15,000 plus an ongoing monthly support fee of \$155 for a sixty month period (estimated implementation date June 1, 2018 through May 30, 2022) for a total cost of \$24,300, under the approved Master Agreement (A-12934) with Carefusion Solutions, LLC.
 - d. Authorize the Deputy Purchasing Agent at NMC to execute the Implementation Timelines for the Pyxis Customer Orders No. 10000121534 and 1000123423.
 - e. Authorize the Deputy Purchasing Agent at NMC to execute any future modified Implementation Timelines to the Pyxis Customer Orders No. 1000121534 and 1000123423 which may arise due to unforeseen scheduling changes and which do not cause an increase to the total cost. *Pages 38-40*

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

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) to execute Amendment No. 5 to the Agreement No. (A-12242/MYA503) with Nixon Peabody LLP for Legal Services at NMC, extending the Agreement an additional three (3) year period (July 1, 2018 through June 30, 2021) for a revised term of October 10, 2011 to June 30, 2021 and at no additional cost, for a revised total Agreement amount not to exceed \$300,000. *Pages 41-42*

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

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment no. 2 to the agreement with CardioNet, LLC a subsidiary of the parent company, Biotelemetry, Inc. for cardiac monitoring services at NMC, extending the agreement an additional three (3) year period

(July 1, 2018 through June 30, 2021) for a revised full agreement term of July 1, 2014 through June 30, 2021, and adding \$110,000 for a revised total agreement amount not to exceed \$210,000.

- b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (3) future amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$10,000) of the original cost of the agreement per each amendment. *Pages 43-44*

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

- a. Authorize the Deputy Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement (A-12838) with Integrated Archive Systems Inc. for Support Renewal of Data Backup and Storage Hardware, Software, Licensing Maintenance services, extending the agreement an additional three (3) year period (May 1, 2018 through April 30, 2021) for a revised full agreement term of February 1, 2015 through April 30, 2021, and adding \$255,507 for a revised total agreement amount not to exceed \$1,847,271.
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (3) future amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$184,727) of the original cost of the agreement per each amendment. *Pages 45-46*

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

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment no. 3 to the agreement (A-11673) with Total Renal Care, Inc. for acute dialysis services at NMC, adding \$680,000 for a revised total agreement amount not to exceed \$3,832,000 and with no change to the agreement term of March 1, 2010 through June 30, 2019.
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (3) future amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$150,000) of the original cost of the agreement per each amendment. *Pages 47-48*

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

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment no. 2 to the agreement (A-13241) with Mission Linen Supply for linen processing services and scrub rental services per Request for Proposals (RFP) #9600-65 at NMC, extending the agreement an additional one (1) year period (July 1, 2018 through June 30, 2019) for a revised full agreement term of July 1, 2016 through June 30, 2019, and adding \$410,000 for a revised total agreement amount not to exceed \$1,490,000. *Pages 49-50*

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

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

insurance, limitations on liability, additional insured or blank endorsement and limitations on warranty and indemnity provisions within the agreement. *Pages 51-52*

17. Review and Approve Financial Statements

Daniel Leon, CFO

- Receive and Approve January 2018 & February 2018 YTD Financial Report. *Pages 53-78*

18. Calendar for Next Finance Committee Meeting

- Thursday, April 26, 2018 at 3:30 PM.

19. Adjournment

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

**Finance Committee Special Meeting
Monday, April 2, 2018
Consent Items**

Attachment A

1. <i>Pages 14-15</i>	<p>Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment no. 3 to the agreement with CortiCare, Inc. to provide remote EEG (electroencephalogram) monitoring and reading services of NMC patients as requested by NMC, adding \$264,000 for a revised total agreement amount not to exceed \$464,000, and extending the agreement an additional three (3) year period (April 20, 2018 through April 19, 2021) for a revised full agreement term of April 20, 2015 through April 19, 2021.</p>
2. <i>Pages 16-17</i>	<ul style="list-style-type: none"> a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment no. 1 to the agreement with Best Best & Krieger, LLP for specialized attorney services at NMC, adding \$118,000 for a revised total agreement amount not to exceed \$198,000 and with no change to the agreement term of May 1, 2017 through April 30, 2019. b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (3) future amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$8,000) of the original cost of the agreement per each amendment.
3. <i>Pages 18-19</i>	<p>Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement (A-13118) with Monterey Language Services for translation, interpretation and other language services, adding \$250,000 for a revised total agreement amount not to exceed \$475,000.</p>
4. <i>Pages 20-22</i>	<p>Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement (A-13105) with AMF Media Group for public relations services, extending the agreement an additional one (1) year period (May 1, 2018 through April 30, 2019) for a revised full agreement term of May 1, 2016 through April 30, 2019, and adding \$415,500 for a revised total agreement amount not to exceed \$995,400.</p>
5. <i>Pages 23-24</i>	<p>Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 3 to the agreement with Himage Solutions, Inc. for remote data abstraction data collection, and entry of trauma patients into NMC's Trauma One Database, extending the agreement an additional one (1) year period (July 1, 2018 through June 30, 2019) for a revised full agreement term of July 16, 2016 through June 30, 2019, and adding \$76,693 for a revised total agreement amount not to exceed \$526,692.</p>
6. <i>Pages 25-26</i>	<ul style="list-style-type: none"> a. Authorize the Deputy Purchasing Agent for Natividad Medical Center ("NMC") to execute a lease agreement renewal with Thrust IV Property Management for the Creekbridge Apartment located at 1498 Constitution Blvd, in Salinas, California, for an eighteen (18) month period of May 1, 2018 through October 31, 2019, for housing of trauma physicians. b. Authorize the Auditor-Controller to make lease payments of \$1,655 per month in accordance with the terms of the Lease Agreement. c. Authorize the Deputy Purchasing Agent for NMC to execute three future renewals to the lease agreement for three (3) additional eighteen (18) month terms under the same general terms and conditions provided there is not a significant increase to the amount of the monthly lease

	payments, and to make minor revisions to the lease agreements if deemed by the Deputy Purchasing Agent for NMC to be in the best interest of the County to do so, subject to review and approval of County Counsel and County-Auditor-Controller.
7. <i>Pages 27-28</i>	Authorize payment to Medical Information Technology, Inc. (MEDITECH) for routine maintenance services on the various MEDITECH software system modules implemented at Natividad Medical Center in an amount not to exceed \$360,000 for Fiscal Year 2018-19.
8. <i>Pages 29-30</i>	Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement (A-12753) with Health Care Interpreter Network for shared interpreter services, extending the agreement an additional three (3) year period (July 1, 2018 through June 30, 2021) for a revised full agreement term of July 1, 2015 through June 30, 2021, and adding \$195,000 for a revised total agreement amount not to exceed \$390,000.

Finance Committee Special Meeting

Friday, February 2, 2018

7:30 AM

Natividad Room, Building 200

1441 Constitution Blvd.

MINUTES

Board Members: Dr. Gary Gray, Mike Payne, Dr. Walt Mills, Marcia Atkinson

Absent: None

NMC Staff/County: Daniel Leon, Andrea Rosenberg, Dr. Craig Walls, Nancy Buscher, Carol Adams, Jeanne-Anne Balza, Dr. Charles Harris, Ari Entin, Jennifer Griffey, Juan Polanco

1. Call to Order

Mike Payne, Chair

2. Public Comments (Limited 3 minutes per speaker)

- There were none.

3. Agenda Additions/Corrections

Noemi Ferguson

- Item 12, under the Scheduled Items/Discussion Items was pulled from the Finance Committee Agenda.
- Item 16, under the Scheduled Items/Discussion Items there is a correction under subsection a., third sentence should read, "NMC for an amount not to exceed \$484,412..."

MOTION: *Motion to approve the agenda/corrections moved by Dr. Walt Mills, seconded by Dr. Gary Gray, and approved unanimously.*

4. Approval of Minutes

- Approve the Minutes of December 1, 2017.

MOTION: *Motion to approve the minutes of December 1, 2017 moved by Dr. Gary Gray, seconded by Dr. Walt Mills, and approved unanimously.*

5. Old Business

- There were none.

6. New Business

- Consent Items – Attachment A.
Review and approve for consideration by the NMC Board of Trustees

MOTION: *Motion to approve Consent Items for consideration by the NMC Board of Trustees, Attachment A, item 1 moved by Dr. Gary Gray seconded by Dr. Walt Mills, and approved unanimously.*

- Review and approve the schedule of regular meetings of the Finance Committee for calendar year 2018 – Attachment B.

MOTION: *Motion to approve the schedule of regular meetings of the Finance Committee for the calendar year 2018 – Attachment B moved by Dr. Walt Mills seconded by Dr. Gary Gray, and approved unanimously.*

Scheduled Items/Discussion Items

7. Review and approve for consideration by the NMC Board of Trustees the following request 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-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.

MOTION: *Motion to approve Scheduled, item number 7, for consideration by the NMC Board of Trustees, moved by Marcia Atkinson seconded by Dr. Gary Gray, and approved unanimously.*

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

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.

MOTION: *Motion to approve Scheduled, item number 8, for consideration by the NMC Board of Trustees, moved by Dr. Walt Mills seconded by Marcia Atkinson, and approved unanimously.*

9. Review and approve for consideration by the NMC Board of Trustees the following request 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. 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.

MOTION: *Motion to approve Scheduled, item number 9, for consideration by the NMC Board of Trustees, moved by Marcia Atkinson seconded by Dr. Walt Mills, and approved unanimously.*

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

- a. Authorize the 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.

MOTION: *Motion to approve Scheduled, item number 10, for consideration by the NMC Board of Trustees, moved by Dr. Walt Mills seconded by Marcia Atkinson, and approved unanimously.*

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

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.

MOTION: *Motion to approve Scheduled, item number 11, for consideration by the NMC Board of Trustees, moved by Marcia Atkinson seconded by Dr. Walt Mills, and approved unanimously.*

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

This item was removed.

13. Review and approve for consideration by the NMC Board of Trustees the following request 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 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.

MOTION: *Motion to approve Scheduled, item number 13, for consideration by the NMC Board of Trustees, moved by Marcia Atkinson seconded by Dr. Walt Mills, and approved unanimously.*

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

- 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.

MOTION: *Motion to approve Scheduled, item number 14, for consideration by the NMC Board of Trustees, moved by Marcia Atkinson seconded by Dr. Walt Mills, and approved unanimously.*

15. Review and approve for consideration by the NMC Board of Trustees the following request 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. 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.

MOTION: *Motion to approve Scheduled, item number 15, for consideration by the NMC Board of Trustees, moved by Dr. Walt Mills seconded by Marcia Atkinson, and approved unanimously.*

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

- a. Authorize the 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 not 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.

MOTION: *Motion to approve Scheduled, item number 16, for consideration by the NMC Board of Trustees, moved by Marcia Atkinson seconded by Dr. Walt Mills, and approved unanimously.*

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

- a. Authorize the 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.

MOTION: *Motion to approve Scheduled, item number 17, for consideration by the NMC Board of Trustees, moved by Marcia Atkinson seconded by Dr. Gary Gray, and approved unanimously.*

18. Review and approve for consideration by the NMC Board of Trustees the following request 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 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.

MOTION: *Motion to approve Scheduled, item number 18, for consideration by the NMC Board of Trustees, moved by Marcia Atkinson seconded by Dr. Walt Mills, and approved unanimously.*

Review and Approve Financial Statements

**Jennifer Griffey, Finance & Accounting
and Juan Polanco, Finance & Accounting**

- Receive and Approve November 2017 & December 2017 YTD Financial Reports.

MOTION: *Motion to accept the November 2017 and December 2017 Financial Reports moved by Dr. Gary Gray, seconded by Marcia Atkinson, and approved unanimously.*

19. Adjournment at 8:20am

Mike Payne, Chair

Recorded by Noemi Ferguson

**Finance Committee Special Meeting
Friday, February 2, 2018
Consent Items - MINUTES**

Attachment A

1. <i>Pages 11-12</i>	<ul style="list-style-type: none">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; andb. 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.
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Finance Committee Special Meeting
Friday, February 2, 2018
Consent Items - MINUTES

Attachment B

Natividad Medical Center
Finance Committee
2018 Meeting Schedule

The NMC Finance Committee is scheduled to meet the fourth Thursday of the month, unless otherwise notified. Meetings will be held at Natividad Medical Center – Steinbeck Room, unless otherwise noted.

Schedule subject to change.

Month	Date	Time	Room
January	Friday, 02/02/2018	7:30 a.m.	Natividad
February	*No Meeting		
March	Thursday, 03/22/2018	3:30 p.m.	Steinbeck
April	Thursday, 04/26/2018	3:30 p.m.	Steinbeck
May	Thursday, 05/24/2018	3:30 p.m.	Steinbeck
June	Thursday, 06/28/2018	3:30 p.m.	Steinbeck
July	Thursday, 07/26/2018	3:30 p.m.	Steinbeck
August	Thursday, 08/23/2018	3:30 p.m.	Steinbeck
September	Thursday, 09/27/2018	3:30 p.m.	Steinbeck
October	Thursday, 10/25/2018	3:30 p.m.	Steinbeck
November	Friday, 12/07/2018	7:30 a.m.	Natividad
December	*No Meeting		

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

CortiCare, Inc. 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 with CortiCare, Inc. to provide remote EEG (electroencephalogram) monitoring and reading services of NMC patients as requested by NMC, adding \$264,000 for a revised total agreement amount not to exceed \$464,000, and extending the agreement an additional three (3) year period (April 20, 2018 through April 19, 2021) for a revised full agreement term of April 20, 2015 through April 19, 2021.

..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 with CortiCare, Inc. to provide remote EEG (electroencephalogram) monitoring and reading services of NMC patients as requested by NMC, adding \$264,000 for a revised total agreement amount not to exceed \$464,000, and extending the agreement an additional three (3) year period (April 20, 2018 through April 19, 2021) for a revised full agreement term of April 20, 2015 through April 19, 2021.

SUMMARY/DISCUSSION:

CortiCare, Inc. is a telemetry diagnostic company that provides remote neurotelemetry monitoring services through an EEG (electroencephalogram). The EEG system is owned by NMC and has HIPAA (Health Insurance Portability and Accountability Act) compliant interface software that works with any EEG system allowing clinicians access to view live video of patients and EEG waveforms while using a secured interface ID and password. Upon request by NMC, CortiCare will provide registered EEG technologists to monitor the cerebral status through EEG electrodes that are attached to a patient's scalp to evaluate the electrical activity in the brain and also provide certified reading Neurophysiologists, or equivalent, to interpret the EEG recordings. The goal of continuous EEG monitoring is to recognize a decline in a patient's condition before physical signs and symptoms are present allowing doctors to quickly assess whether there are abnormal patterns which may be a sign of seizures or other brain disorders.

NMC had anticipated using CortiCare's services for trauma patients soon after the agreement became effective; however, since the Trauma Center had just opened, the need for CortiCare's services was very low, resulting in NMC using the services a year after the agreement was effective. NMC does not have a continuous Neurologist in house for EEG readings for performed tests in an in-patient or out-patient status. CortiCare has been extremely helpful in providing this service of reading regular EEGs performed that require immediate attention. EEGs are performed on all patients including Neonatal Intensive Care Unit (NICU), Intensive Care Unit (ICU), and the Medical Surgical Unit (MSU).

The volume of patients admitted into the Trauma Center has increased and, as a result, the need for continuous monitoring and reading of EEGs has steadily increased as well. NMC is anticipating that the volume for EEG services will continue to rise; therefore, NMC is requesting \$264,000 for this amendment, which will allow NMC to continue receiving these beneficial services provided by CortiCare through the end of the term and to continue providing quality of care at NMC.

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. This amendment no. 3 has also been reviewed and approved by NMC's Finance Committee on April 2, 2018 and by its Board of Trustees on April 6, 2018.

FINANCING:

The cost for this amendment no. 3 is \$264,000, of which \$88,000 shall be included in the Recommended Budget for Fiscal Year 2018-19. 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 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: Rod Ramirez, Director of Cardiopulmonary, 772-7654

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

Attachments:

CortiCare Inc Amendment 3
CortiCare Inc Amendment 2
CortiCare Inc Renewal and Amendment 1
CortiCare Inc Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Best Best & Krieger, LLP Amendment No. 1

Legistar Number: _____

..Title

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment no. 1 to the agreement with Best Best & Krieger, LLP for specialized attorney services at NMC, adding \$118,000 for a revised total agreement amount not to exceed \$198,000 and with no change to the agreement term of May 1, 2017 through April 30, 2019.
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (3) future amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$8,000) of the original cost of the agreement per each amendment.

..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 with Best Best & Krieger, LLP for specialized attorney services at NMC, adding \$118,000 for a revised total agreement amount not to exceed \$198,000 and with no change to the agreement term of May 1, 2017 through April 30, 2019.
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (3) future amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$8,000) of the original cost of the agreement per each amendment.

SUMMARY/DISCUSSION:

Best Best & Krieger, LLP, provides advice in consultation with the Office of the County Counsel on a variety of healthcare-related issues of significant importance to Natividad Medical Center. They perform specialized legal attorney services related to healthcare law, including, but not limited to, the Health Insurance Portability and Accountability Act (HIPAA), Stark and Anti-Kickback laws and laws pertaining the formation and development of Institutional Review Boards (IRBs) and Trademark laws. They provide needed information for questions related to Business Associate Agreements, contracts, the developments of a Local IRB at NMC, and a variety of issues related to confidentiality of medical information and third party requests for that information. They also continue to advise on implementation of population health initiatives and healthcare issues related to claims against NMC.

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 April 2, 2018 and by its Board of Trustees on April 6, 2018.

FINANCING:

The cost for this amendment no. 1 is \$118,000 of which \$35,420 is included in the Adopted Budget for Fiscal Year 2017-18 and \$82,580 shall be included in the FY18-19 Recommended Budget. There is no impact to the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This agreement is for legal consulting services, as needed, with respect to healthcare matters, the outcome of which contributes to assisting NMC run efficient business operations.

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

Prepared by: Daniel Leon, Chief Financial Officer, 783-2561

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

Attachments:

Best Best and Krieger LLP Amendment 1

Best Best and Krieger LLP Agreement

Attachments on file with the Clerk of the Board

..Title

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

..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-13118) with Monterey Language Services for translation, interpretation and other language services, adding \$250,000 for a revised total agreement amount not to exceed \$475,000.

SUMMARY/DISCUSSION:

Approximately 48% of the patient population at Natividad Medical Center (NMC) identify as limited English proficient (LEP). The Joint Commission, the agency that accredits and certifies NMC, has standards which require effective communication for LEP patients through the use of competent qualified interpreters. The California and federal laws that regulate equal access to all patients, including Title VI of the Civil Right Act of 1964, prohibit discrimination on the basis of race, color, or national origin and require that healthcare be delivered with effective communication for LEP patients. The provision of interpretation services helps NMC reduce liability for medical errors due to a breakdown in communication and improves the quality of healthcare outcomes.

NMC utilizes a multi-pronged approach to meet the language needs of patients: in-person interpreting by NMC medical interpreters, NMC dual-role bilingual staff, and independent contractors; video interpreting; and over-the-phone interpreting.

Monterey Language Services provides an umbrella of language services that are not available from other vendors such as on-call telephone/in-person interpretation and in-person American Sign Language interpretation for deaf and hard of hearing patients. They also have on-call interpreters that NMC uses for emergency situations 24/7 such as Trauma and Crisis in the ER. Without these services, NMC would lose the capacity to provide qualified interpretation services to a large group of patients and would not be in compliance with the Joint Commission Standards or California and federal laws that regulate equal access to all patients.

NMC continues to experience an increase in interpreting requests. Requests increased by 28% in FY 2015-16 and 29% in FY 2016-17, a total increase of 57% in a two-year period. Monterey Language Services has been an invaluable support in language resources that has the capacity to meet increasing demand.

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 April 2, 2018 and by its Board of Trustees on April 6, 2018.

FINANCING:

The cost for this amendment No. 1 is \$250,000 of which \$100,000 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.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This contract for interpreter services falls under the Health and Human Services initiatives, since communication between patient and provider is essential for high quality healthcare and good outcomes. Medical journals as well as a consensus in the medical profession establishes the connection between effective communication and high quality healthcare. Interpreter services allows NMC to comply with Title VI and HHS section 1557 regulations to avoid any discrimination in the access of services for Limited English Proficient (LEP) patients.

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

Prepared by: Victor Sosa, CMI, Hospital Interpreter Services Manager, 796-1612

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

Attachments:

Monterey Language Services Amendment 1

Monterey Language Services Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

AMF Media Group Amendment No. 2

Legistar#: _____

..Title

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

..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 (A-13105) with AMF Media Group for public relations services, extending the agreement an additional one (1) year period (May 1, 2018 through April 30, 2019) for a revised full agreement term of May 1, 2016 through April 30, 2019, and adding \$415,500 for a revised total agreement amount not to exceed \$995,400.

SUMMARY/DISCUSSION

AMF Media Group (AMF) is a full-service marketing and communications agency based in San Ramon, California with a local Central Coast office in San Luis Obispo. The award-winning public relations division of AMF has brought a diverse wealth of experience and skills to strategic public relations services at NMC over the past two years. In addition to NMC, AMF has a proven track record working with public and private health care systems, e.g. Alameda Health System, Kern Medical Center, Good Samaritan Hospital in San Jose, and Kaiser Permanente.

During the last 12 months, AMF has worked with NMC in media relations to place positive stories about NMC raising the public's perception of the organization beyond that of a safety net hospital, establishing NMC as a thought leader on health care issues, and highlighting NMC credentials through the implementation of community education campaigns on living a healthier lifestyle. Highlights of AMF's services have included 52 media placements/coverage airings of stories highlighting NMC's physicians, nurses, and support staff. Storylines have included NMC awards, Trauma Center 3rd anniversary, strengths of service lines, new service implementation – pediatric hospitalist program - and community education on various health topics.

Of particular note has been the implementation of year two of the Brain Smart initiative, a KION/Telemundo Partnership to drive ongoing community engagement and expand trauma prevention programming. This year's two campaigns with local TV provided two five-day news series, PSA's, and ongoing education on Concussions and Falls Prevention.

AMF launched the inaugural issue of Peak Health magazine. Stories featured Natividad physician leaders of the Family Medicine Residency Program, trauma patient testimonials, the Choice Program, the Art of Better Health program of the Natividad Medical Foundation, and Brain Smart programming.

AMF services for the upcoming term of this agreement will include the same public relations and community education services as stated in the original scope of the agreement, extending those services for an additional year at an approximate cost of \$219,000 as follows:

- Developing and promoting of story ideas with media that support the growth initiatives and strategic service areas of NMC
- Co-managing of communication lines between NMC and the media
- Partnering with the NMC communications team to provide content support
- Consulting on NMC's news agenda
- Writing and distribution of press releases
- Managing media calls and requests from reporters
- Providing regular monitoring metrics and reporting on PR activities
- Providing Crisis Communications Support Services
- Providing Media Training
- Implementing two Brain Smart Initiative campaigns and rollout of
- Distracted driving prevention programming

The design and production of the newly launched bilingual Peak Health magazine will continue on a quarterly basis, a communications tool to advance awareness of NMC services through featured stories on NMC's services, highly skilled staff and satisfied patients. AMF will serve as managing editor, reporter and photographer for the magazine. AMF and NMC will partner on story selection and production. The cost for the quarterly Peak Health magazine will be \$192,000.

This agreement is not exclusive as NMC has agreements with other agencies for public relations consultation.

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 the NMC Finance Committee on April 2, 2018 and the NMC Board of Trustees on April 6, 2018.

FINANCING

The cost for this Amendment No. 2 is \$415,500, of which \$69,250 is included in the Fiscal Year 2017-18 and \$346,250 shall be included in the Fiscal Year 2018-19 Recommended Budget. There is no impact to the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The services rendered in this agreement help promote access and awareness to health services.

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

Prepared by: Prepared by: Carol Adams, Assistant Administrator, Planning & Business Development, 783-2553

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

Attachments:

- AMF Media Group Amendment No. 2
- AMF Media Group Renewal and Amendment No. 1
- AMF Media Group Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Himagine Solutions, Inc. 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 with Himagine Solutions, Inc. for remote data abstraction data collection, and entry of trauma patients into NMC's Trauma One Database, extending the agreement an additional one (1) year period (July 1, 2018 through June 30, 2019) for a revised full agreement term of July 16, 2016 through June 30, 2019, and adding \$76,693 for a revised total agreement amount not to exceed \$526,692.

..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 with Himagine Solutions, Inc. for remote data abstraction data collection, and entry of trauma patients into NMC's Trauma One Database, extending the agreement an additional one (1) year period (July 1, 2018 through June 30, 2019) for a revised full agreement term of July 16, 2016 through June 30, 2019, and adding \$76,693 for a revised total agreement amount not to exceed \$526,692.

SUMMARY/DISCUSSION:

Improvement in trauma care depends on the establishment of functioning trauma care systems, of which a trauma registry is a crucial component. According to the American College of Surgeons (ACS), trauma registries should be concurrent at a minimum, where 80% of cases must be entered within 60 days of discharge as per Centers for Medicare & Medicaid Services Qualified Health Plan (QHP) Application Chapter 16 (CD 16-6). ACS recommends that one full-time dedicated trauma registrar captures the National Trauma Data Standard (NTDS) data set for 500-750 admitted patients annually (CD 15-9).

Natividad Medical Center has surpassed the volume recommendation and requires assistance due to the high volume of patients treated at the trauma center. A total of 1375 trauma patients were seen in 2015 and the volume increased to 1522 patients seen in 2016. Himagine Solutions, Inc. provides experienced, certified registrars to perform retrospective abstracting, data collection and entry of trauma patients into NMC's Trauma One Database, via a secured and remote access, as needed and within the required time period set by ACS.

Although NMC recently hired a full time employee to assist current staff with fulfilling the requirements of ACS, NMC will continue requiring the services of Himagine until after the new employee has been fully trained and is up-to-date with NMC's current processes and procedures and able to meet the required abstraction demands based on the trauma center's current volume. NMC is anticipating the need for Himagine to continue providing services through June 30, 2019; however, this is dependent on the monthly trauma patient census which will determine the need for further services. By extending the contract with Himagine, NMC will be able to evaluate the future needs of increasing permanent staff levels to accommodate the census should it continue to increase while maintaining a concurrent registry and meeting the ACS requirements.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved the lease agreement as to legal form and risk provisions and the Auditor-Controller has reviewed and approved it as to payment provisions. This lease agreement has also been reviewed and approved by the NMC Finance Committee on April 2, 2018 and the NMC Board of Trustees on April 6, 2018.

FINANCING:

The cost for this amendment No. 3 is \$76,693, all of which will be included in the Recommended Budget for Fiscal Year 2018-19.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This agreement is for trauma registry services which are a crucial component of a functioning trauma center. These services ensure regulatory compliance and have enabled NMC to operate its trauma center efficiently and effectively regardless of volumes. Maintaining a trauma registry is an ACS requirement. Remaining compliant ensures that NMC is able to continue to provide trauma care to patients in need, measure outcomes of care and benchmark with other trauma centers to ensure the best practices of care are provided.

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

Prepared by: Julie Ramirez, Trauma Program Manager, 772-7350
Approved by: Gary R. Gray, DO, Chief Executive Officer, 783-2504

Attachments:

Himage Solutions Inc Amendment 3
Himage Solutions Inc Amendment 2
Himage Solutions Inc Amendment 1
Himage Solutions Inc Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Renewed Creekbridge Lease Agreement for Trauma Physician Housing

Legistar Number:

..Title

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

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors

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

SUMMARY/DISCUSSION:

This request is for a renewed lease agreement for trauma physician housing in the Creekbridge apartments located at 1498 Constitution Blvd, in Salinas, California with current and continued occupancy in Unit 201. With NMC's designation as a Level II Trauma Center, it is important that trauma physicians remain within close proximity of the hospital; according to California State Title 22 and the American College of Surgeons (ACS) the trauma surgeon needs to be available in the trauma resuscitation room within 15 minutes of patient arrival. The apartment at Creekbridge allows the trauma surgeon to respond promptly to the hospital to care for those critically injured patients.

The original lease agreement for housing for the trauma physicians had a term of December 1, 2016 through April 30, 2018 with a monthly rental cost of \$1,565.

It is the policy of Thrust IV Property Management to sign last.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved the lease agreement as to legal form and risk provisions and the Auditor-Controller has reviewed and approved it as to payment provisions. This lease agreement has also been reviewed and approved by the NMC Finance Committee on April 2, 2018 and the NMC Board of Trustees on April 6, 2018.

FINANCING:

The cost for this lease agreement for an eighteen (18) month period is \$29,790. The costs associated with the lease have been included in NMC's Fiscal Year 2017-18 Adopted Budget for this lease agreement. Costs for FY18-19 will be included next year's budget as appropriate. There is no impact to the General Fund.

STRATEGIC INITIATIVES SECTION:

This request ensures that trauma physicians remain within close proximity to NMC as required by State and by ACS.

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

Prepared by: Julie Ramirez, Trauma Program Manager, 772-7350

Approved by: Gary R. Gray, Chief Executive Officer, 783-2553

Attachments:

Renewed Creekbridge Lease Agreement for Trauma Physician Housing

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Medical Information Technology, Inc., Annual Maintenance for MEDITECH Modules Legistar ID:

..Title

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

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

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

SUMMARY/DISCUSSION:

This is a yearly update and request to the Board of Supervisors for authorization to pay for ongoing software maintenance and support of the MEDITECH system used by Natividad Medical Center to electronically document patient visits and information.

The MEDITECH System consists of many modules and interfaces that all have required ongoing monthly maintenance fees to support the software that are referenced in the original 2004 agreement. As additional modules, features, enhancements and interfaces are added to NMC's MEDITECH system, corresponding maintenance fees are incurred. Most of the routine modules as well as smaller upgrades, features and enhancements all have monthly maintenance fees and to date there is no formal agreement in place to acknowledge the ongoing maintenance costs. NMC, in conjunction with County Counsel's office, has attempted several times to work with MEDITECH in an attempt to amend the original MEDITECH Agreement, or alternatively, to create a new agreement to include all maintenance fees and costs. MEDITECH's legal counsel has refused both options and responds by explaining that it considers maintenance for all modules to be included in the original agreement, including future modules that may be purchased.

MEDITECH's system is critical at NMC to patient care and documentation and the support and maintenance is absolutely needed by NMC. This request to pay the annual maintenance fees ensures that the system remains functional. \$48,641 of the \$360,000 is to be used for any routine one-time costs for small features, interfaces and customizations costing under \$15,000 each.

The original services agreement with MEDITECH is perpetual and does include a 60 day notice to terminate clause.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this request, as has the Auditor-Controller. This request has also been reviewed and approved by NMC's Finance Committee on April 2, 2018, and by its Board of Trustees on April 6, 2018.

FINANCING:

The cost for this request is \$360,000 for FY18-19, all of which has been included in the FY18-19 Recommended Budget. There is no impact to the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

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

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

Prepared by: Dr. Charles Harris, Physician, 783-2785

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

Attachments:

Board Report Attachment A: MEDITECH Annual Maintenance Payment Schedule

Original Agreement with Medical Information Technology, Inc.

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Health Care Interpreter Network Amendment No. 2

Legistar Number: _____

..Title

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

..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 (A-12753) with Health Care Interpreter Network for shared interpreter services, extending the agreement an additional three (3) year period (July 1, 2018 through June 30, 2021) for a revised full agreement term of July 1, 2015 through June 30, 2021, and adding \$195,000 for a revised total agreement amount not to exceed \$390,000.

SUMMARY/DISCUSSION:

We continue to experience an increase in interpreting request by 28% for FY 15-16 and another 29% for FY16-17, a total increase of 57% in this two year period. Health Care Interpreter Network (HCIN) has been an invaluable support in language resources to keep up with increasing demand. Approximately 48% of the patient population at NMC identify themselves as limited English proficient (LEP). The Joint Commission, the agency that accredits NMC, has standards which require effective communication for LEP patients through the use of competent qualified interpreters. The California and Federal laws that regulate equal access to all patients, including Title VI of the Civil Right Act of 1964, as well as the HHS section 1557, prohibit discrimination on the basis of race, color or national origin and require that healthcare be delivered with effective communication for non-English speakers. The provision of interpretation services helps NMC reduce liability for medical errors due to a breakdown in communication and improves the quality of healthcare.

The Health Care Interpreter Network (HCIN) is a cooperative of California hospitals and health care providers sharing trained healthcare interpreters through an automated video/voice call center system. Videoconferencing devices and all forms of telephones throughout each hospital connect within seconds to an interpreter on the HCIN system, either at their own hospital or one of their colleague hospitals. NMC has been allowed to establish a connection to the HCIN secure broadband network and utilize the services of its Video/Voice over IP Call Center. This enables NMC to provide 24/7 interpreting services to our patients in 170 languages including American Sign Language (ASL). The HCIN system has proven very reliable which is crucial for NMC because it reduces the possibility of liability to provider and patients. Another valuable aspect of this service is that our staff interpreters can log onto the system and offset the cost by providing interpreter services to the hospitals on the network on their slow or down time, making them more productive. Without these services NMC would lose their capacity to provide a qualified interpreter to a large group of patients and would not be in compliance with the Joint Commission standards, California and Federal laws that regulate equal access to all patients.

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 April 2, 2018 and by its Board of Trustees on April 6, 2018.

FINANCING:

The cost for this amendment No. 2 is \$195,000 of which \$64,000.00 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 contract for Interpreter services clearly falls under the Health and Human Services initiatives, since communication between patient and provider is essential for high quality healthcare and good outcomes. Medical journals as well as a consensus in the medical profession establishes the connection between effective communication and high quality healthcare. Interpreter services also allows us to comply with Title VI and HHS section 1557 regulations to avoid any discrimination in the access of services for Limited English Proficient (LEP) patients.

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

Prepared by: Victor Sosa, CMI, Hospital Interpreter Services Manager, 796-1612

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

Attachments:

Health Care Interpreter Network Amendment 1

Health Care Interpreter Network Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Peter A. Ripper & Associates, Inc. dba PARA Amendment No. 2 Legistar Number:

..Title

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

..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. 2 to the agreement (A-13580) with Peter A Ripper & Associates, Inc. dba PARA for revenue integrity program services, extending the agreement an additional three (3) year period (July 1, 2018 through June 30, 2021) for a revised full agreement term of July 1, 2016 through June 30, 2021, and adding \$210,000 for a revised total agreement amount not to exceed \$370,000.
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (3) future amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%, \$9,500.) of the original cost of the agreement per each amendment.

SUMMARY/DISCUSSION:

Peter A. Ripper & Associates, Inc. dba PARA provides Natividad Medical Center with a web-based revenue integrity program, PARA Data Editor™ (PDE). The PDE provides NMC with the ability to analyze, repair, and improve revenue cycle processes. Following are key features of the system:

- **Charge Quote** - Provide accurate and timely price quotes with EDI (Electronic Data interface) to allow real-time eligibility verification
- **Charge Process** - Streamline all requests made to the charge master
- **Claim/RA Evaluator** - Evaluate all claims to ensure proper billing techniques and reimbursement. Analyze denials for follow up
- **Contract Analysis** - Manage and model all contracts for better reimbursement
- **Pricing Data** - Access current detailed market data for three separate, defined markets of Natividad competition's prices
- **Pricing Iterations** - Create pricing scenarios to determine the net and gross revenue impact on the bottom line
- **Pharmacy/Supplies** - Manage all pharmacy and supply mark-ups for price appropriateness
- **Filters/CDM** - Access to current charge master file for managing all coding and billing issues to ensure an up to date, compliant charge master

- **Advisory** - Access all supporting documentation on industry changes for: OIG (Office of inspector General), RAC (Recovery Audit Contractors), and CMS (Center for Medicare and Medicaid Services) transmittals, articles and bulletins

Fiscal staff at NMC currently access the PDE to make decisions more efficiently while improving accuracy. The web-based system can be accessed from any computer with internet access.

NMC is requesting a three (3) year term extension to allow for continued use of the system.

OTHER AGENCY INVOLVEMENT:

County Counsel reviewed and approved this amendment No. 2 as to legal form and risk provisions, and the Auditor-Controller reviewed and approved as to payment provisions. This amendment No. 2 was reviewed and approved by NMC's Finance Committee on April 2, 2018 and by its Board of Trustees on April 6, 2018.

FINANCING:

The cost for this amendment No. 2 is \$210,000, of which, \$70,000 shall be included in the Fiscal Year 2018-19 Recommended Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This agreement is for revenue integrity and analysis programs that manage and improve revenue processes and compliance; contributing to efficient, revenue generating business operations at NMC.

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

Prepared by: Vince Carr, Director of Patient Financial Services, 783-2345

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

Attachments:

Peter A Ripper & Associates Inc dba PARA Amendment 2

Peter A Ripper & Associates Inc dba PARA Amendment 1

Peter A Ripper & Associates Inc dba PARA Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Visionem, Inc. dba TCAR Education Programs Agreement Legistar Number:

..Title

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

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

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

Approve the NMC Chief Executive Officer's recommendation to accept non-standard payment terms, insurance, limitations on liability, and limitations on damages provisions within the agreement.

SUMMARY/DISCUSSION:

TCAR (Trauma Care after Resuscitation) is a 16 hour educational program developed specifically for Trauma Care after the patient is admitted to the inpatient floor. NMC is a Level II Trauma Center and as such is required to provide appropriate ongoing education for staff to maintain competency and update their knowledge specific to our complex trauma patients. TCAR is a nationally recognized program and all nurses in Intensive Care Unit, Intermediate Care, Post Anesthesia Care Unit and Medical Surgical Unit will be required to attend. The core concepts presented in TCAR reflect evidence-based practices and standardized requirements to ensure trauma patients receive the best possible care at NMC.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this agreement as to legal form but not as to risk provisions, and the Auditor-Controller has reviewed and approved as to payment provisions. The agreement was reviewed and approved by NMC's Finance Committee on April 2, 2018 and by its Board of Trustees on April 6, 2018.

FINANCING:

The cost for this agreement is \$51,000 which is included in the Fiscal Year 2017-18 Recommended Budget.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

Supporting the TCAR Program at NMC leads to a stronger Trauma Program through ongoing education and evidence based care updates for staff caring for our patients. Ultimately, the TCAR program benefits the Monterey County residents through promotion of continued excellence in trauma care.

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

Prepared by: Sue Saunders, Director of Nursing Education, 783-2851

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

Attachments:

Visionem, Inc. dba TCAR Education Programs Agreement

Visionem, Inc. dba TCAR Education Programs Spend Sheet

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Master Agreements for Construction Management Services RFQ# 9600-77

Legistar Number: _____

..Title

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

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

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

SUMMARY/DISCUSSION:

On October 18, 2017, Natividad Medical Center solicited Request for Qualifications (RFQ) # 9600-77 to provide on-call construction management services at NMC whereby the total cost of the construction management service fee does not exceed \$100,000 per project. Six qualified firms have replied submitting their Statement of Qualifications (SOQ)/proposals and NMC has identified the top three qualified firms as JKL Construction Services, Inc., SHP Project Development, Inc., and Bogard Construction, Inc. The highest ranking firms based on the ranking by the NMC Selection Committee, and in conformance with State laws regarding qualification-based selection, have been invited to be listed on the master agreement to provide construction management services at NMC.

The master agreement for on-call construction management services is a five (5) year agreement that will be utilized by NMC for contracting professional and qualified resources to assist with completing building improvement projects (each project \$100,000 or under). Inclusion on the master agreements does not guarantee award(s) of any particular project or dollar amount.

The scope of construction management services include, but are not limited to, the following:

- Working with NMC and architects to develop design criteria
- Preparing construction bid package, Requests for Proposals (RFP) for design, Request for Quotations (RFQ) for design, and weekly construction progress reports to NMC
- Evaluating RFP/RFQ bidders and make recommendations for selecting the most qualified bidder(s)
- Reviewing plans and technical specifications for completeness and general contractor's safety programs
- Performing pre-construction surveys
- Monitoring and facilitating design plan checks with all pertinent agencies
- Monitoring general contractor's labor compliance
- In conjunction with architects, providing value engineering reviews and preparing all documentation needed for project closeouts
- Coordinating the survey, test, and inspection needs of projects
- Assisting architects in Request for Information (RFI)
- Negotiating and making recommendations for Change Orders (CO)
- Providing and maintaining logs of any construction related documents

The types of construction management projects include, but are not limited to, the following:

- Healthcare Facilities Construction
- New Building Construction
- Building Renovation
- Building Rehabilitation
- Tenant Improvements
- Site Work
- Infrastructure
- General Engineering
- Conceptual Estimating

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved the RFQ and the master agreements as to legal form and risk provisions, and the Auditor-Controller has reviewed and approved as to payment provisions. This request to approve agreements awarded per RFQ# 9600-77 has also been reviewed and approved by NMC's Finance Committee on April 2, 2018 and by its Board of Trustees on April 6, 2018.

FINANCING:

The total aggregate cost for all agreements is \$2,000,000 (projecting \$400,000 per fiscal year), of which \$83,333 is included in the Adopted Budget for Fiscal Year 2017-18. Amounts for remaining years of the agreements will be included in those budgets as appropriate.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

These agreements allow for needed improvements to the hospital's physical infrastructure ensuring NMC maintains itself as a first rate medical facility which, in turn, enables NMC staff to provide quality medical care that leads to an improved quality of life for its patients and their families.

___ Economic Development
___ Administration

☐ Health and Human Services
☒ Infrastructure
☐ Public Safety

Prepared by: Brian Griffin, Planning and Construction Project Manager, 783-2605
Approved by: Gary R. Gray, DO, Chief Executive Officer, 783-2504

Attachments:

JKL Construction Services Inc Agreement for Construction Management Services
SHP Project Development Inc Agreement for Construction Management Services
Bogard Construction Inc Agreement for Construction Management Services

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Carefusion Customer Orders for New Pyxis Rentals

Legistar Number: _____

..Title

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) to execute the Carefusion Customer Order No.1000121534 for the rental of pharmaceutical automated inventory management dispensing (Pyxis) machines in the new cardiology clinic and in the women's diagnostic imaging clinic, for a sixty (60) month period (estimated implementation date May 1, 2018 through April 30, 2022), at a monthly rental cost of \$983 for a total of \$58,980, under the approved Master Lease Agreement with Carefusion Solutions, LLC (A-12934).
- b. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) to execute Carefusion Customer Order No. 1000123423 for the rental of general medical supply automated inventory management dispensing (Pyxis) machines in the new cardiology clinic and in the women's diagnostic imaging clinic, for a sixty (60) month period (estimated implementation date June 1, 2018 through May 30, 2022), at a monthly rental cost of \$757 for a total of \$45,420; and under the approved Master Agreement (A-12934) with Carefusion Solutions, LLC.
- c. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) to execute Carefusion Customer Order No. 1000089002 for a master interface software module of the supply automation inventory management dispensing (Pyxis) machines at NMC, with an initial purchase fee of \$15,000 plus an ongoing monthly support fee of \$155 for a sixty month period (estimated implementation date June 1, 2018 through May 30, 2022) for a total cost of \$24,300, under the approved Master Agreement (A-12934) with Carefusion Solutions, LLC.
- d. Authorize the Deputy Purchasing Agent at NMC to execute the Implementation Timelines for the Pyxis Customer Orders No. 10000121534 and 1000123423.
- e. Authorize the Deputy Purchasing Agent at NMC to execute any future modified Implementation Timelines to the Pyxis Customer Orders No. 1000121534 and 1000123423 which may arise due to unforeseen scheduling changes and which do not cause an increase to the total cost.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

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

approved Master Agreement (A-12934) with Carefusion Solutions, LLC.

d. Authorize the Deputy Purchasing Agent at NMC to execute the Implementation Timelines for the Pyxis Customer Orders No. 10000121534 and 1000123423.

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

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 to lease new general medical supply Pyxis machines for a period of September 15, 2015 to February 2, 2021 and a total contract amount not to exceed \$769,500.

Then on November 3, 2015, the Board of Supervisors approved additional Customer Orders for new Pyxis machines for pharmaceutical supply automation inventory management at NMC for a period of sixty (60) months and a total cost of \$1,526,580.

NMC opened the new Natividad Care Center on February 23, 2018. The new center includes a cardiopulmonary clinic, cardiology clinic, and a women's diagnostic imaging clinic (for mammography and ultrasound services). Including the Pyxis supply automated inventory management machines in these clinic areas benefits both NMC and patients who visit the clinic.

Customer Order No. 1000121534 will add pharmaceutical Pyxis dispensing machines new cardiology and women's diagnostic imaging clinics for a period of sixty (60) months for a total cost of \$58,980.

Customer Order No. 1000123423 will add general medical supply Pyxis dispensing machines to the new cardiology and women's diagnostic imaging clinics for a period of sixty (60) months for a total cost of \$45,420.

Customer Order No. 1000089002 will add the item master interface module for use with NMC's MEDITECH system to sync up data with the supply automation inventory management dispensing (Pyxis) machines, for an initial purchase of \$15,000 plus an ongoing sixty (60) month support fee of \$155 for a total cost of \$24,300.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed the Customer Orders No. 1000121534, 1000121534, 1000089002 with the Implementation Timelines as to legal form. The Auditor-Controller has reviewed and approved Customer Orders No. 1000121534, 1000121534, 1000089002 with the Implementation Timelines as to payment provisions. Customer Order No. 1000121534, 1000121534 with the Implementation Timeline was reviewed by NMC's Finance Committee on April 2, 2018 and by its Board of Trustees on April 6, 2018.

FINANCING:

The cost for this Customer Orders No. 1000121534, 1000121534 and 1000089002 is \$128,700, of which \$17,723 is included in the current Fiscal Year 2017-18 Adopted Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The Pyxis machines allow for the convenient and quick dispensing of needed pharmaceutical and general medical supplies to qualified/authorized NMC staff which enables NMC to provide more efficient care and treatment for its patients.

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

Prepared by: Pat Butcher, Supervising Clinic Nurse, 772-7880,
Approved by: Gary R. Gray, DO, Chief Executive Officer, 783-2504

Attachments:

Customer Order # 1000121534
Customer Order # 1000089002
Customer Order # 1000123423
CareFusion Implementation timeline for Customer Order # 1000121534
CareFusion Implementation timeline for Customer Order # 1000123423
CareFusion Master Agreement (for Pyxis Rental)

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS

Nixon Peabody LLP Amendment No. 5

Legistar Number A _____

TITLE:

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

RECOMMENDATION:

It is recommended the Board of Supervisors:

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

SUMMARY/DISCUSSION:

Nixon Peabody LLP is a Global 100 law firm that has represented the County with respect to matters of public finance and governance of public hospitals, including the County's consideration of a hospital authority. In light of continued need for Nixon's advice and consultation on finance and governance. NMC seeks Board approval of a no-cost three-year extension that does not increase the maximum contract liability of \$300,000.

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 this Amendment No. 5 as to payment provisions. The Amendment No. 5 has also been reviewed and approved by Natividad Medical Center's Finance Committee April 2, 2018 and Board of Trustees April 6, 2018

FINANCING:

There are no additional dollars added for this Amendment No. 5. of which the remaining funds from previous years will rollover into Fiscal Year 18-2019 Adopted Budget. Amounts for remaining years of the Agreement will be included in those budgets as appropriate.

Prepared by: Daniel Leon, Chief Financial Officer, 783-2561

Approved by: Gary Gray, DO, Interim Chief Executive Officer, 783-2553

Attachments: Amendment Nos. 1, 3, 4, and 5 and Renewal and Amendment No. 2, Original Agreement, and Spend Sheet

Attachments on file with the Clerk to the Board's Office

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

CardioNet, LLC Amendment No. 2

Legistar Number: _____

..Title

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

..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. 2 to the agreement with CardioNet, LLC a subsidiary of the parent company, Biotelemetry, Inc. for cardiac monitoring services at NMC, extending the agreement an additional three (3) year period (July 1, 2018 through June 30, 2021) for a revised full agreement term of July 1, 2014 through June 30, 2021, and adding \$110,000 for a revised total agreement amount not to exceed \$210,000.
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (3) future amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$10,000) of the original cost of the agreement per each amendment.

SUMMARY/DISCUSSION:

The cardiopulmonary department at NMC frequently receives orders from physicians requesting continued cardiac monitoring of patients to determine cardiac function. CardioNet, LLC provides NMC cardiac monitoring services of NMC patients which include diagnostic and reading of electrocardiogram (ECG) data using Holter monitors. The cardiopulmonary department will process and review the patient's Data Report with licensed and certified technicians for complete interpretation. This service provides NMC the opportunity to provide early intervention and treatment for these cardiac patients.

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. This amendment no. 2 has also been reviewed and approved by NMC's Finance Committee on April 2, 2018 and by its Board of Trustees on April 6, 2018.

FINANCING:

The cost for this amendment no. 2 is \$110,000 of which \$35,000 shall be included in the Fiscal Year 2018-19 Recommended 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: Rod Ramirez, Director of Cardiopulmonary, 772-7654
Approved by: Gary R. Gray, DO, Chief Executive Officer, 783-2504

Attachments:

CardioNet LLC Amendment 2
CardioNet LLC Amendment 1
CardioNet LLC Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Integrated Archive Systems Inc. Amendment No. 2

Legistar Number: _____

..Title

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

..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 (A-12838) with Integrated Archive Systems Inc. for Support Renewal of Data Backup and Storage Hardware, Software, Licensing Maintenance services, extending the agreement an additional three (3) year period (May 1, 2018 through April 30, 2021) for a revised full agreement term of February 1, 2015 through April 30, 2021, and adding \$255,507 for a revised total agreement amount not to exceed \$1,847,271.

Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (3) future amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$184,727) of the original cost of the agreement per each amendment.

SUMMARY/DISCUSSION:

On January 27, 2015, the Board of Supervisors approved Agreement No. A-12838 between Natividad Medical Center (NMC) and Integrated Archive Systems, Inc. (IAS) for the provision of hardware, software, implementation services and ongoing hardware/software maintenance for NMC's data storage environment, in the amount of \$574,250.13.

NMC requests approval to extend maintenance on Network Appliance (NetApp) storage through IAS in order to continue to support NMC's growing data storage and recovery needs. The NetApp storage provides the location to store the replicated data.

This Amendment No. 2 to the existing Agreement with IAS will extend support of the existing hardware and software for an additional three (3) year period.

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 was reviewed and approved by NMC's Finance Committee on April 2, 2018 and by its Board of Trustees on April 6, 2018.

FINANCING:

The cost for this amendment No. 2 is \$255,507, of which \$97,668 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:

NetApp hardware and software provides NMC the ability to back up and restore critical patient data in the case of hardware storage outages, thereby safeguarding against data loss. Access to medical records, prescription refills, health insurance information and other personal health data is crucial to patient care.

- ☐ 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:

Integrated Archive Systems Inc. Amendment No. 2
Integrated Archive Systems Inc. Amendment No. 1
Integrated Archive Systems Inc. Agreement
Integrated Archive Systems Inc. Spend Sheet

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Total Renal Care Inc., Amendment No. 3

Legistar Number: _____

..Title

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

..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 agreement (A-11673) with Total Renal Care, Inc. for acute dialysis services at NMC, adding \$680,000 for a revised total agreement amount not to exceed \$3,832,000 and with no change to the agreement term of March 1, 2010 through June 30, 2019.
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (3) future amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$150,000) of the original cost of the agreement per each amendment.

SUMMARY/DISCUSSION:

Total Renal Care, Inc. has been an NMC provider for comprehensive dialysis services for the past several years and has been providing NMC with this essential service for patients with kidney malfunction. The services include all inpatient areas in addition to the Acute Rehabilitation Unit (ARU). NMC and Total Renal Care leadership meet quarterly via The Joint Dialysis Oversight Committee (TJDOC) to review quality metrics such as timeliness, staff competency validation, and shared responsibilities in the provision of quality patient care. Additionally, the entities confer as needed for quality concerns outside of routine scheduled meetings.

The Total Renal Care program offers a comprehensive array of resources necessary for patients requiring hemodialysis, peritoneal dialysis and, Continuous Renal Replacement Therapy (CRRT). The services include providing dialysis trained Registered Nurses to safely manage care of the patient and in addition, the associated equipment needed to filter wastes and toxins from patients whose kidneys cannot provide this vital function. The service also includes education and support for NMC nurses who monitor specific types of dialysis, such as peritoneal dialysis and CRRT.

Total Renal Care's program meets the quality standards required by NMC and mechanisms are in place to measure and ensure compliance with NMC standards as required by the state of CA, Center for Medicare and Medicaid Services (CMS) and The Joint Commission.

Approval of the recommended action will enable NMC to continue receiving the services provided

by Total Renal Care allowing NMC to provide reliable and quality patient care.

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. This amendment no. 3 has also been reviewed and approved by NMC's Finance Committee April 2, 2018 and by its Board of Trustees on April 6, 2018.

FINANCING:

The cost for this amendment no. 3 is \$680,000, of which \$143,000 is included in the Adopted Budget for Fiscal Year 2017-18 and \$537,000 shall be included in the FY18-19 Recommended Budget.

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: Nancy Buscher, Chief Nursing Officer, 783-2560

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

Attachments:

Total Renal Care Inc Amendment 3

Total Renal Care Inc Amendment 2

Total Renal Care Inc Renewal and Amendment 1

Total Renal Care Inc Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Mission Linen Supply Amendment No. 2

Legistar Number: _____

..Title

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

..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 (A-13241) with Mission Linen Supply for linen processing services and scrub rental services per Request for Proposals (RFP) #9600-65 at NMC, extending the agreement an additional one (1) year period (July 1, 2018 through June 30, 2019) for a revised full agreement term of July 1, 2016 through June 30, 2019, and adding \$410,000 for a revised total agreement amount not to exceed \$1,490,000.

SUMMARY/DISCUSSION:

On March 16, 2016, Natividad Medical Center (NMC) solicited Request for Proposal (RFP) #9600-65 for one or more new agreements with qualified contractors to provide linen processing services and/or scrub rental services. Mission Linen Supply was the most qualified vendor and was awarded an agreement to provide linen processing services and scrub rental services for NMC. The Board of Supervisors approved Agreement (A-13241) for a one (1) year period for an amount of \$400,000, plus the option to extend the agreement for up to four (4) additional one (1) year options as stated in the RFP.

On May 9, 2017, the Board approved amendment no. 1 to extend the term for an additional year through June 30, 2018 and to increase the total amount by \$680,000 projecting an annual cost for linen and scrub rental services at \$540,000 instead of \$400,000. The initial agreement amount of \$400,000 was too low as NMC did not anticipate a significant increase to the volume of patients treated at the trauma center when the contract amount was projected for the RFP. The annual volume of patients treated at NMC had steadily increased since NMC's designation as a Level II Trauma Center in January 2015 which resulted in a greater demand for scrub rental services and linen processing services.

As an acute care hospital, it is the policy of NMC to maintain a supply of clean linens for at least three (3) complete bed changes for the hospital's licensed bed capacity in which soiled/contaminated linen is handled as little as possible and with minimum of agitation to prevent microbial contamination of the air and persons handling the linen. In accordance with Title 22 California Code of Regulations (CCR) § 70825, The Joint Commission (TJC) regulations, as well as any other regulating agency that oversees hospital day-to-day operations, NMC is required to utilize a commercial laundry processing service provider for laundry and linen services including rental services consisting mainly of scrubs, mats, and towels. Mission Linen delivers clean linens six (6) days a week and picks up soiled linens for Customer Owned Goods seven (7) days a week. Mission

Linen also provides scrub rental services of tops, bottoms, and warm up jackets in which they deliver clean scrubs and pick up dirty scrubs six (6) days a week.

NMC is only requesting an amount of \$410,000 for this amendment. This amount is low because of unspent money remaining which had been requested and approved in amendment no. 1. The unspent and approved funds still remain available; therefore, NMC will use that going forward and the additional \$410,000 being requested would help fully cover the annual projected amount of \$540,000 through June 30, 2019.

Approval of the recommended action will allow Mission Linen to continue providing NMC with linen processing services and scrub rental services in accordance with the regulatory requirements therefore allowing NMC to accommodate any unexpected volume increases to have clean linens available to the patients of NMC and clean scrubs available for NMC staff.

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. This amendment no. 2 has also been reviewed and approved by NMC's Finance Committee on April 2, 2018 and by its Board of Trustees on April 6, 2018.

FINANCING:

The cost for this amendment no. 2 is \$410,000, all of which shall be included in the Fiscal Year 2018-19 Recommended Budget. Should NMC seek extensions of the original agreement, amounts for any extensions will be included in those budgets as appropriate.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The services rendered under this agreement enhance operations at the hospital for improving the patient experience, promotes a healthy environment, and also provides 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: Richard Magana, Director of Environmental Services, 783-2654

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

Attachments:

Mission Linen Supply Amendment 2
Mission Linen Supply Amendment 1
Mission Linen Supply Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Blue Elm Agreement

Legistar Number:

..Title

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with Blue Elm Company LLC. for Master Software License & Maintenance services at NMC for an amount not to exceed \$19,200 with an agreement term May 1, 2018 through April 30, 2019
- b. Authorize the Deputy Purchasing Agent for NMC or his delegate to execute up to three (3) future amendments for extended software maintenance in future years, provided that the annual cost of the extended maintenance does not exceed 3,600 per year.
- c. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (3) future amendments which are not related to extended annual maintenance provided that the cost does not exceed ten percent (10%) (\$1,920) of the original cost of the agreement per each amendment.
- d. Approve the NMC Chief Executive Officer's recommendation to accept non-standard indemnification, insurance, limitations on liability, additional insured or blank endorsement and limitations on warranty and indemnity provisions within the agreement.

..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 Blue Elm Company LLC. for Master Software License & Maintenance services at NMC for an amount not to exceed \$19,200 with an agreement term May 1, 2018 through April 30, 2019
- b. Authorize the Deputy Purchasing Agent for NMC or his delegate to execute up to three (3) future amendments for extended software maintenance in future years, provided that the annual cost of the extended maintenance does not exceed 3,600 per year.
- c. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (3) future amendments which are not related to extended annual maintenance provided that the cost does not exceed ten percent (10%) (\$1,920) of the original cost of the agreement per each amendment.
- d. Approve the NMC Chief Executive Officer's recommendation to accept non-standard indemnification, insurance, limitations on liability, additional insured or blank endorsement and limitations on warranty and indemnity provisions within the agreement.

SUMMARY/DISCUSSION:

NMC's Electronic Health Record (EHR) MEDITECH transfers data daily to a Data Repository (DR). This Data Repository is key for reporting, data analytics, data to third party vendors, etc. There is a need to ensure that all the data is transferred correctly and completely. Blue Elm's

DrAuditor tool automatically validates the process and data transfer to MEDITECH's DR. If the daily transactions between the MEDITECH applications and the DR don't transfer correctly there can be discrepancies and lead to inaccurate data in the Data Repository. Many of NMC's third party applications rely solely on the DR data and its integrity is critical. DrAuditor helps provide confidence in the Data Repository integrity by comparing records in the MEDITECH transactional environment with the data in the SQL Data Repository. The tool then creates audit reports which allow NMC staff to resolve any data discrepancy issues.

NMC is requesting approval of NMC Chief Executive Officer's recommendation to accept non-standard indemnification, insurance, limitations on liability, additional insured or blank endorsement and limitations on warrant and indemnity provisions within the agreement.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this agreement as to legal form and risk provisions, and the Auditor-Controller has reviewed and approved as to payment provisions. The agreement has also been reviewed and approved by the NMC Finance Committee on April 2, 2018 and by NMC's Board of Trustees on April 6, 2018.

FINANCING:

The cost for this agreement is \$19,200 which is included in the Fiscal Year 2017-18 Adopted Budget. There is no impact to the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

Accurate data leads to better patient care by reducing errors and improving physician, departmental, and hospital performance.

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

Prepared by: Charles Harris M.D., Chief Medical Information Officer, 783-2785

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

Attachments:

Blue Elm Services Agreement

Attachments on file with the Clerk of the Board



FINANCIAL STATEMENTS

JANUARY 31, 2018

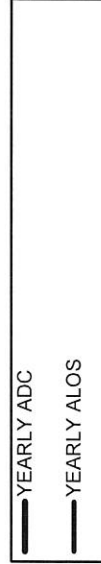
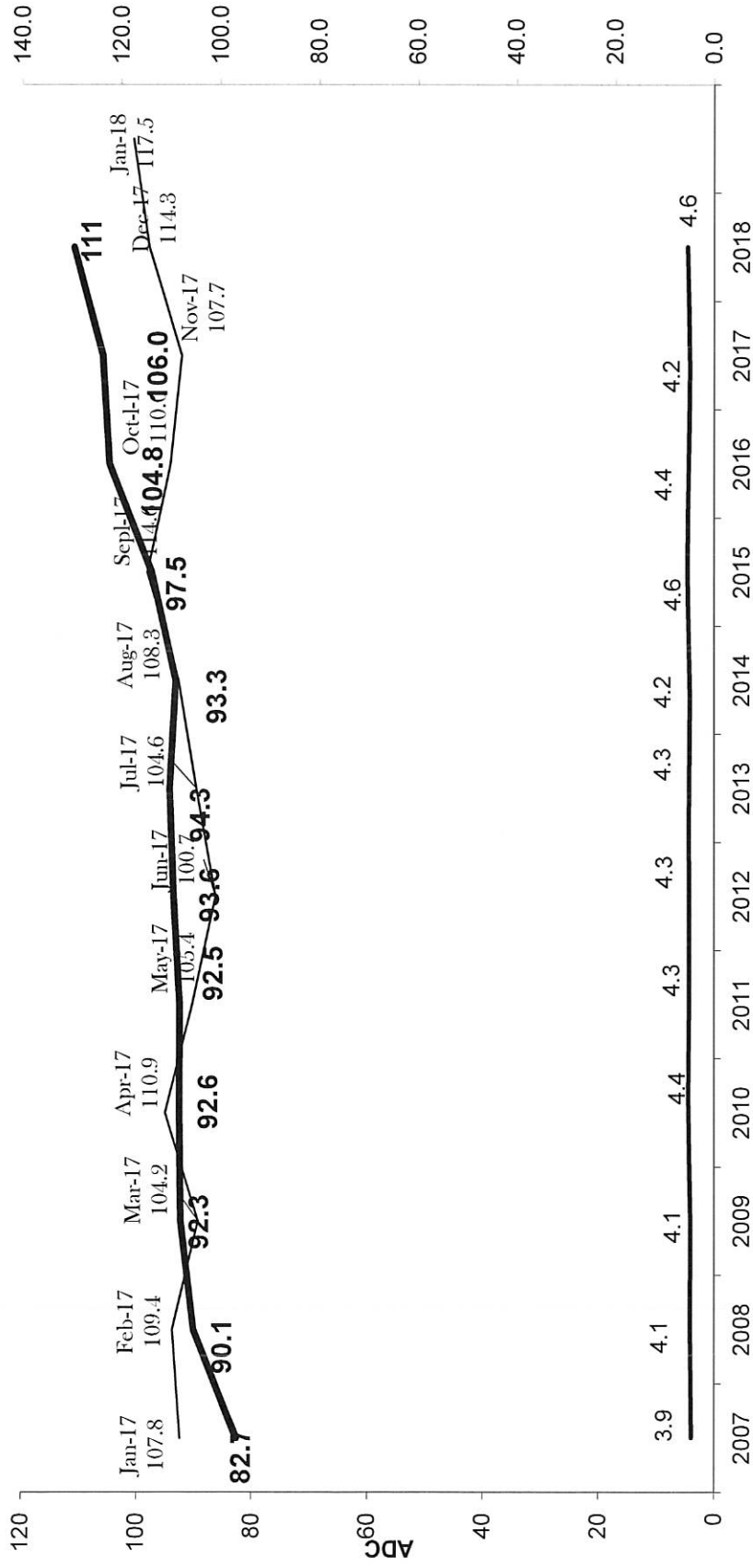


FINANCIAL STATEMENTS

JANUARY 31, 2018

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

Month-To-Date					Year-To-Date					
11-17	12-17	01-18	Budget		Budget	Current	Prior Yr	%		
PT DAYS BY SERVICE					STAFFED BEDS		CY/IPY			
1	193	294	218	194	NICU	15	1,346	1,632	1,368	19.30%
2	1,387	1,422	1,662	1,328	Med/Surg	35	9,210	10,119	9,542	6.05%
3	159	214	194	207	ICU	10	1,437	1,447	1,576	-8.19%
4	63	57	63	99	Peds	12	687	467	403	15.88%
5	645	713	693	587	Acute Rehab	20	4,071	4,730	4,056	16.62%
6	314	367	368	373	OB/Gyn	26	2,587	2,639	2,498	5.64%
7	2,761	3,067	3,198	2,788	TOTAL ACUTE	118	19,338	21,034	19,443	8.18%
8	471	476	445	463	Psychiatric	19	3,211	2,828	3,187	-11.26%
9	3,232	3,543	3,643	3,251	TOTAL DAYS	137	22,549	23,862	22,630	5.44%
10	267	274	321	331	Nursery	18	2,295	2,156	2,262	-4.69%
AVERAGE DAILY CENSUS										
11	70.5	75.9	80.8	71.0	Acute	98	71.0	75.8	71.6	5.87%
12	21.5	23.0	22.4	18.9	Acute Rehab	20	18.9	22.0	18.9	16.40%
13	15.7	15.4	14.4	14.9	Psychiatric	19	14.9	13.2	14.8	-10.81%
14	107.7	114.3	117.5	104.9	TOTAL	137	104.9	111.0	105.3	5.41%
15	8.9	8.8	10.4	10.7	Nursery	18	10.7	10.0	10.5	-4.76%
PERCENTAGE OF OCCUPANCY										
16	71.9%	77.4%	82.4%	72.4%	Acute		72.4%	77.3%	73.1%	5.9%
17	89.6%	95.8%	93.3%	78.8%	Acute Rehab		78.8%	91.7%	94.5%	-3.0%
18	82.6%	81.1%	75.8%	78.4%	Psychiatric		78.4%	69.5%	77.9%	-10.8%
19	76.4%	81.1%	83.3%	74.4%	TOTAL		74.4%	78.7%	76.9%	2.4%
20	49.4%	48.9%	57.8%	59.4%	Nursery		59.4%	55.6%	58.3%	-4.8%
ADMISSIONS										
21	586	661	673	646	Acute		4,478	4,410	4,390	0.46%
22	45	45	53	43	Acute Rehab		299	333	302	10.26%
23	59	53	55	72	Psychiatric		500	422	425	-0.71%
24	690	759	781	761	TOTAL		5,277	5,165	5,117	0.94%
25	166	165	184	181	Nursery		1,076	1,238	1,245	-0.56%
26	169	170	191	219	Deliveries		1,313	1,278	1,281	-0.23%
DISCHARGES										
27	609	678	664	646	Acute		4,478	4,497	4,456	0.92%
28	46	46	49	43	Acute Rehab		299	330	302	9.27%
29	55	53	58	72	Psychiatric		500	418	431	-3.02%
30	710	777	771	761	TOTAL		5,277	5,245	5,189	1.08%
31	148	144	170	181	Nursery		1,076	1,134	1,026	10.53%
AVERAGE LENGTH OF STAY										
32	4.7	4.7	4.7	4.3	Acute(Hospital wide no babies)		4.3	4.6	4.4	4.55%
33	14.3	15.8	13.1	13.7	Acute Rehab		13.6	14.2	13.4	5.97%
34	2.6	2.6	2.6	2.5	OB/Gyn		2.5	2.7	2.6	3.85%
35	8.0	9.0	8.1	6.4	Psychiatric		6.4	6.7	7.5	-10.67%
36	1.6	1.7	1.7	1.8	Nursery		2.1	1.7	1.8	-5.56%
OUTPATIENT VISITS										
37	4,336	4,537	4,815	3,823	Emergency Room		26,515	31,474	29,644	6.17%
38	407	481	463	441	ER Admits		3,059	3,050	2,945	3.57%
39	59.0%	63.4%	59.3%	58.0%	ER Admits as a % of Admissions		58.0%	59.1%	57.6%	2.60%
40	5,714	5,375	5,785	6,052	Clinic Visits		41,972	40,841	40,244	1.48%
ANCILLARY PROCEDURES BILLED										
41	42,054	46,280	50,330	39,833	Lab Tests		276,261	310,581	283,693	9.48%
42	2,985	3,038	3,386	2,964	Radiology Procedures		20,556	22,253	23,382	-4.83%
43	182	219	188	187	MRI Procedures		1,297	1,324	1,256	5.41%
44	105	90	46	123	Nuclear Med Procedures		850	707	835	-15.33%
45	1,070	1,061	1,037	933	Ultrasound Procedures		6,469	7,323	6,811	7.52%
46	1,354	1,408	1,437	1,327	CT Scans		9,205	10,062	8,853	13.66%
47	369	299	299	310	Surgeries		2,169	2,367	2,149	10.14%
48	7.54	7.58	7.21	7.87	FTE'S PER AOB		7.87	7.59	7.47	1.61%
49	1,195.0	1,214.2	1,213.9	1,153.4	TOTAL PAID FTE'S		1,153.4	1,207.4	1,113.1	8.47%
50	4,754	4,964	5,219	4,617	ADJUSTED PATIENT DAYS		32,020	34,185	32,035	6.71%

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

	JUL-17	AUG-17	SEP-17	OCT-17	NOV-17	DEC-17	JAN-18	FEB-18	MAR-18	APR-18	MAY-18	JUN-18	YTD
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	\$ 68,728,856						\$ 463,451,213
2 Pro Fees	2,022,882	1,824,863	2,049,179	2,104,843	1,690,913	2,595,829	2,506,063						14,794,572
3 Outpatient	28,362,815	29,232,758	29,152,792	30,785,303	30,497,723	28,060,545	30,809,214						206,901,150
4 Total Patient Revenue	94,477,539	96,995,758	97,045,015	101,310,400	95,261,850	98,011,240	102,044,133						685,146,935
Deductions from revenue													
5 Contractual Deductions	69,354,132	72,092,912	72,577,106	75,714,974	73,179,328	72,923,980	77,900,737						513,743,169
6 Bad Debt	4,477,278	2,850,631	3,836,017	3,423,175	2,054,444	4,121,100	2,749,775						23,512,420
7 Unable to Pay	428,055	1,195,624	686,356	783,328	577,625	579,397	639,896						4,870,481
8 Total Contractual Discounts	74,259,465	76,138,167	77,079,479	79,921,477	75,811,597	77,624,477	81,290,408						542,126,070
9 Net Patient Revenue	20,218,074	20,857,591	19,965,536	21,388,923	19,450,253	20,386,763	20,753,725						143,020,865
10 As a percent of Gross Revenue	21.40%	21.50%	20.57%	21.11%	20.42%	20.80%	20.34%						20.87%
Total Government Funding	3,792,550	3,792,898	3,793,294	8,697,592	3,794,088	3,164,470	3,112,922						30,147,814
Other Operating Revenue:													
12 Rent Income	101,373	101,371	101,373	101,373	463,517	118,060	118,060						1,105,127
13 Interest Income	58,333	58,333	58,333	58,333	208,650	58,333	58,333						558,648
14 NMF Contribution	60,000	60,000	60,000	60,000	60,000	60,000	60,000						420,000
15 Other Income	346,604	176,661	315,015	276,016	(2,269)	244,016	709,716						2,085,759
16 Total Other Operating Revenue	566,310	396,365	534,721	495,722	729,898	480,409	946,109						4,149,534
TOTAL REVENUE	24,576,934	25,046,854	24,293,551	30,582,237	23,974,239	24,031,642	24,812,756						177,318,213
EXPENSE													
18 Salaries, Wages & Benefits	12,366,056	12,534,995	12,878,348	12,431,766	11,809,313	12,348,447	13,921,154						88,290,079
19 Registry	249,758	319,373	345,765	379,056	318,483	323,306	312,195						2,247,936
20 Phys/Residents SWB & Contract Fees	2,757,711	2,829,505	2,971,221	2,923,306	2,935,563	2,912,664	3,072,940						20,402,910
21 Purchased Services	2,754,871	2,345,240	1,979,690	2,556,626	2,338,131	2,433,324	2,500,178						16,909,960
22 Supplies	2,082,026	2,335,133	1,938,533	2,014,089	1,871,153	1,939,834	2,094,194						14,274,962
23 Insurance	183,328	199,281	213,660	199,281	197,708	199,281	199,280						1,391,819
24 Utilities and Telephone	295,777	348,777	335,075	314,598	381,806	197,742	223,163						2,096,938
25 Interest Expense	214,883	200,196	200,195	200,196	200,195	200,196	200,195						1,416,056
26 Depreciation & Amortization	965,471	965,130	965,090	972,038	964,462	1,010,964	967,065						6,810,220
27 Other Operating Expense	346,303	468,909	517,214	457,058	470,662	451,754	507,147						3,209,047
TOTAL EXPENSE	22,216,184	22,536,539	22,344,791	22,447,914	21,487,476	22,019,512	23,997,511						157,049,927
NET INCOME(LOSS)	2,360,750	2,510,315	1,948,760	8,134,323	2,486,763	2,012,130	815,245						20,268,286
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	\$ 2,012,130	\$ 815,245						\$ 16,259,362
CAPITAL CONTRIBUTIONS													
35 County Contribution													
CHANGE IN NET ASSETS	\$ 2,360,750	\$ 2,510,315	\$ 1,948,760	\$ 8,134,323	\$ 2,486,763	\$ 2,012,130	\$ 815,245						\$ 20,268,286

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

	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	\$ 68,728,856	\$ 64,494,219	\$ 4,234,637	6.6	\$ 463,451,213	\$ 451,459,533	\$ 11,991,680	2.7	\$	\$ 443,465,996
2	2,506,063	1,915,601	590,462	30.8	14,794,572	13,409,207	1,385,365	10.3		14,151,153
3	30,809,214	28,167,209	2,642,005	9.4	206,901,150	197,170,463	9,730,687	4.9		190,192,060
4	102,044,133	94,577,029	7,467,104	7.9	685,146,935	662,039,203	23,107,732	3.5		647,809,209
Deductions from Revenue										
5	77,900,737	71,841,582	(6,059,155)	(8.4)	513,743,169	502,891,074	(10,852,095)	(2.2)		492,510,846
6	2,749,775	3,138,531	388,756	12.4	23,512,420	21,969,717	(1,542,703)	(7.0)		16,444,823
7	639,896	726,913	87,017	12.0	4,870,481	5,088,391	217,910	4.3		4,961,934
8	81,290,408	75,707,026	(5,583,382)	(7.4)	542,126,070	529,949,182	(12,176,888)	(2.3)		513,917,603
9	20,753,725	18,870,003	1,883,722	10.0	143,020,865	132,090,021	10,930,844	8.3		133,891,606
10	20.34%	19.95%			20.87%	19.95%				20.67%
11	3,112,922	3,609,469	(496,547)	(13.8)	30,147,814	25,266,283	4,881,531	19.32		34,181,754
Total Government Funding										
Other Operating Revenue:										
12	118,060	118,632	(572)	(0.5)	1,105,127	830,424	274,703	33.1		515,701
13	58,333	58,333	-	-	558,648	408,331	150,317	36.8		515,701
14	60,000	60,000	-	-	420,000	420,000	0	-		525,000
15	709,716	361,256	348,460	96.5	2,065,759	2,528,792	(463,033)	(18.3)		2,262,432
16	946,109	598,221	347,888	58.2	4,149,534	4,187,547	(38,013)	(0.9)		3,818,833
17	24,812,756	23,077,693	1,735,063	7.5	177,318,213	161,543,851	15,774,362	9.8		171,892,193
TOTAL REVENUE										
EXPENSE										
18	13,921,154	12,200,280	(1,720,874)	(14.1)	88,290,079	85,401,960	(2,888,119)	(3.4)		80,625,867
19	312,195	271,562	(40,633)	(15.0)	2,247,936	1,900,934	(347,002)	(18.3)		2,477,597
20	3,072,940	2,698,011	(374,929)	(13.9)	20,314,910	18,886,077	(1,428,833)	(7.6)		19,917,283
21	2,500,178	2,808,279	308,101	11.0	16,997,960	19,657,953	2,659,993	13.5		19,469,565
22	2,094,194	2,126,037	31,843	1.5	14,274,962	14,882,259	607,297	4.1		15,288,366
23	199,280	181,489	(17,791)	(9.8)	1,391,819	1,270,423	(121,396)	(9.6)		1,136,575
24	223,163	276,711	53,548	19.4	2,096,938	1,936,977	(159,961)	(8.3)		1,871,969
25	200,195	207,539	7,344	3.5	1,416,056	1,452,773	36,717	2.5		1,479,267
26	967,065	1,102,201	135,136	12.3	6,810,220	7,715,407	905,187	11.7		6,869,067
27	507,147	435,455	(71,692)	(16.5)	3,209,047	3,048,185	(160,862)	(5.3)		3,480,644
28	23,997,511	22,307,564	(1,689,947)	(7.6)	157,049,927	156,152,948	(896,979)	(0.6)		152,616,202
TOTAL EXPENSE										
29	815,245	770,129	45,116	5.9	20,268,286	5,390,903	14,877,383	276.0		19,275,991
NET INCOME(LOSS)										
30										
CAPITAL CONTRIBUTIONS										
31	-	-	-	-	-	-	-	-	-	-
32	-	-	-	-	-	-	-	-	-	-
33	-	-	-	-	-	-	-	-	-	-
34	\$ 815,245	\$ 770,129	\$ 45,116	5.9	\$ 20,268,286	\$ 5,390,903	\$ 14,877,383	276.0	\$	\$ 19,275,991
CHANGE IN NET ASSETS										

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

	CURRENT MONTH				YEAR -TO -DATE				UNAUDITED Prior Yr Average
			Variance fav. (unfav)				Variance fav. (unfav)		
	Actual	Budget	\$ VAR.	% VAR	Actual	Budget	\$ VAR.	% VAR	
	5,219	4,617	601	13.0%	34,185	32,020	2,165	6.8%	31,676
	REVENUE				ADJUSTED PATIENT DAYS				
	ADJUSTED PATIENT DAYS				ADJUSTED PATIENT DAYS				
	Patient Revenue:				Patient Revenue:				
1	\$	13,170	\$	(798)	\$	14,099	\$	(542)	\$
2	480	415	65	15.8	433	419	14	3.3	447
3	5,904	6,100	(196)	(3.2)	6,052	6,158	(105)	(1.7)	6,004
4	19,554	20,483	(929)	(4.5)	20,042	20,676	(634)	(3.1)	20,451
	Deductions from revenue				Deductions from revenue				
5	14,928	15,559	631	4.1	15,028	15,706	677	4.3	15,548
6	527	680	153	22.5	688	686	(2)	(0.2)	519
7	123	157	35	22.1	142	159	16	10.3	157
8	15,577	16,396	819	5.0	15,858	16,551	692	4.2	16,224
9	3,977	4,087	(110)	(2.7)	4,184	4,125	58	1.4	4,227
10	20.34%	19.95%			20.87%	19.95%			20.67%
	Net Patient Revenue				Net Patient Revenue				
	As a percent of Gross Revenue				As a percent of Gross Revenue				
	Total Government Funding				Total Government Funding				
11	597	782	(185)	(23.7)	882	789	93	11.8	1,079
	Other Operating Revenue:				Other Operating Revenue:				
12	23	26	(3)	(11.9)	32	26	6	24.7	16
13	11	13	(1)	(11.5)	16	13	4	28.1	16
14	11	13	(1)	(11.5)	12	13	(1)	(6.3)	17
15	136	78	58	73.8	60	79	(19)	(23.5)	71
16	181	130	52	39.9	121	131	(9)	(7.2)	121
17	4,755	4,998	(243)	(4.9)	5,187	5,045	142	2.8	5,427
	TOTAL REVENUE				TOTAL REVENUE				
	EXPENSE				EXPENSE				
18	2,668	2,642	(25)	(1.0)	2,583	2,667	84	3.2	2,545
19	60	59	(1)	(1.7)	66	59	(6)	(10.8)	78
20	589	584	(5)	(0.8)	594	590	(4)	(0.8)	629
21	479	608	129	21.2	497	614	117	19.0	615
22	401	460	59	12.8	418	465	47	10.2	483
23	38	39	1	2.8	41	40	(1)	(2.6)	36
24	43	60	17	28.6	61	60	(1)	(1.4)	59
25	38	45	7	14.7	41	45	4	8.7	47
26	185	239	53	22.4	199	241	42	17.3	217
27	97	94	(3)	(3.0)	94	95	1	1.4	110
28	4,598	4,831	233	4.8	4,594	4,877	283	5.8	4,818
	TOTAL EXPENSE				TOTAL EXPENSE				
29	156	167	(11)	(6.3)	593	168	425	252.2	609
	NET INCOME(LOSS)				NET INCOME(LOSS)				
30	CAPITAL CONTRIBUTIONS				CAPITAL CONTRIBUTIONS				
31	-	-	-	-	-	-	-	-	-
32	-	-	-	-	-	-	-	-	-
33	-	-	-	-	-	-	-	-	-
	County Contribution				County Contribution				
34	\$	156	\$	(11)	\$	168	\$	425	\$
	% CHANGE IN NET ASSETS				% CHANGE IN NET ASSETS				
	(6)				(6)				
	252.158				252.158				
	%				%				
	609				609				

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

		UNAUDITED			
		CURRENT MONTH		YEAR - TO - DATE	
		BEGINNING	ENDING	INC/(DEC)	% CHG.
1	CASH	\$ 120,396,706	\$ 55,720,646	\$ (64,676,060)	(53.7) %
2	SEASIDE CLINICS CASH RESERVE FUND	3,200,000	3,200,000	-	-
3	ACCOUNTS RECEIVABLE NET	33,766,229	34,404,069	637,840	1.9
4	STATE/COUNTY RECEIVABLES	15,836,452	11,763,221	(4,073,231)	(25.7)
5	INVENTORY	4,287,553	4,603,080	315,527	7.4
6	PREPAID EXPENSE	4,900,929	5,239,977	339,048	6.9
7	TOTAL CURRENT ASSETS	182,387,869	114,930,993	(67,456,876)	(37.0)
8	PROPERTY, PLANT & EQUIPMENT	291,555,127	291,671,450	116,323	0.0
9	LESS: ACCUMULATED DEPRECIATION	(168,460,798)	(169,427,862)	(967,064)	(0.6)
10	NET PROPERTY, PLANT & EQUIPMENT	123,094,329	122,243,588	(850,741)	(0.7)
11	OTHER ASSETS	42,546,456	109,593,485	67,047,029	157.6
12	INVESTMENTS	-	-	-	-
13	HELD FOR CONSTRUCTION	-	-	-	-
14	ACCRUED INTEREST RECEIVABLE	-	-	-	-
15	FUNDS IN TRUST	324,688	325,412	724	(0.2)
16	TOTAL INVESTMENTS	324,688	325,412	724	(0.2)
17	TOTAL ASSETS	\$ 348,353,342	\$ 347,093,478	\$ (1,259,864)	(0.4) %
18	CURRENT LIABILITIES	12,719,390	14,182,433	1,463,043	11.5
19	ACCURUED PAYROLL	7,545,902	5,744,643	(1,801,259)	(23.9)
20	ACCOUNTS PAYABLE	45,131,135	44,239,721	(891,414)	(2.0)
21	MCARE/MEDICAL LIABILITIES	3,752,345	3,752,345	0	-
22	CURRENT PORTION OF DEBT	12,506,194	11,677,193	(829,001)	(6.6)
23	OTHER ACCRUALS	81,654,966	79,596,335	(2,058,631)	(2.5)
24	TOTAL CURRENT LIABILITIES	-	-	-	-
25	LONG TERM LIABILITIES	-	-	-	-
26	CAPITAL LEASE	-	-	-	-
27	UN EARNED CONTRIBUTIONS	-	-	-	-
28	LONG TERM PORTION OF C.O.P.'s	42,389,598	42,373,120	(16,478)	(0.0)
29	TOTAL LONG TERM DEBT	42,389,598	42,373,120	(16,478)	(0.0)
30	FUND BALANCES	204,855,737	204,855,737	-	-
31	ACCUMULATED FUND	19,453,041	20,268,286	815,245	(4.2)
32	CHANGE IN NET ASSETS	224,308,778	225,124,023	815,245	0.4
33	TOTAL FUND BALANCES	348,353,342	347,093,478	(1,259,864)	(0.4) %
34	TOTAL LIAB. & FUND BALANCES	\$ 348,353,342	\$ 347,093,478	\$ (1,259,864)	(0.4) %
35					
36					
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NATIVIDAD MEDICAL CENTER
STATE AND COUNTY RECEIVABLES

AS OF 01/31/18

BALANCE SHEET

	Req. Balance	Accruals	Reversals and Reclasses	Medi-Cal Waiver	GPP/PRIME	IGT	Payments	Ending Balance
Medi-Cal Waiver (DSH +SNCP)	\$ 7,020,228	16,934,169				22,267,208	(40,416,886)	5,804,719
EHR Meaningfull Use	599,373							599,373
Hospital Fee	3,699,245	850,458					(1,704,927)	2,844,776
CCAH IGT FY15-16	-		4,008,924			5,154,781	(9,163,705)	-
SB1732	-	2,041,662					(3,296,668)	(1,255,006)
AB 915	-	1,388,332						1,388,332
A/R Office Buildings	(258,694)	1,523,817					(1,324,217)	(59,094)
A/R Manco Abbott	-	383,036					(363,253)	19,783
Interest Accrued Positive Cash	(92,257)	558,648					(325,317)	141,074
Accrued Donations	1,257,167	420,000					(142,320)	1,534,847
A/R Jail-PG&E	27	437,973					(90,629)	347,371
Health Department	25,903	1,104,917					(809,274)	321,546
Ryan White & EIP A/R	-	145,831					(70,332)	75,499
STATE RECEIVABLES	\$ 12,250,992	\$ 25,788,843	\$ 4,008,924	\$ -	\$ -	\$ 27,421,989	\$ (57,707,527)	\$ 11,763,221

P & L

	YTD Jan-18
Medi-Cal DSH /SNCP/PHYS SPA	\$ 8,984,169
PRIME Y3	7,950,000
CCAH Rate Range IGT FY15-16	4,008,924
Hospital Fee	850,458
HPE	43,724
HD Residency Support	(291,669)
New Enrollees	4,235,303
AB915	1,388,332
Medicare GME	773,218
SB 1732	2,041,662
Ryan White & SAMHSA GRANTS	163,693
GOVERNMENT FUNDING INCOME	\$ 30,147,814

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

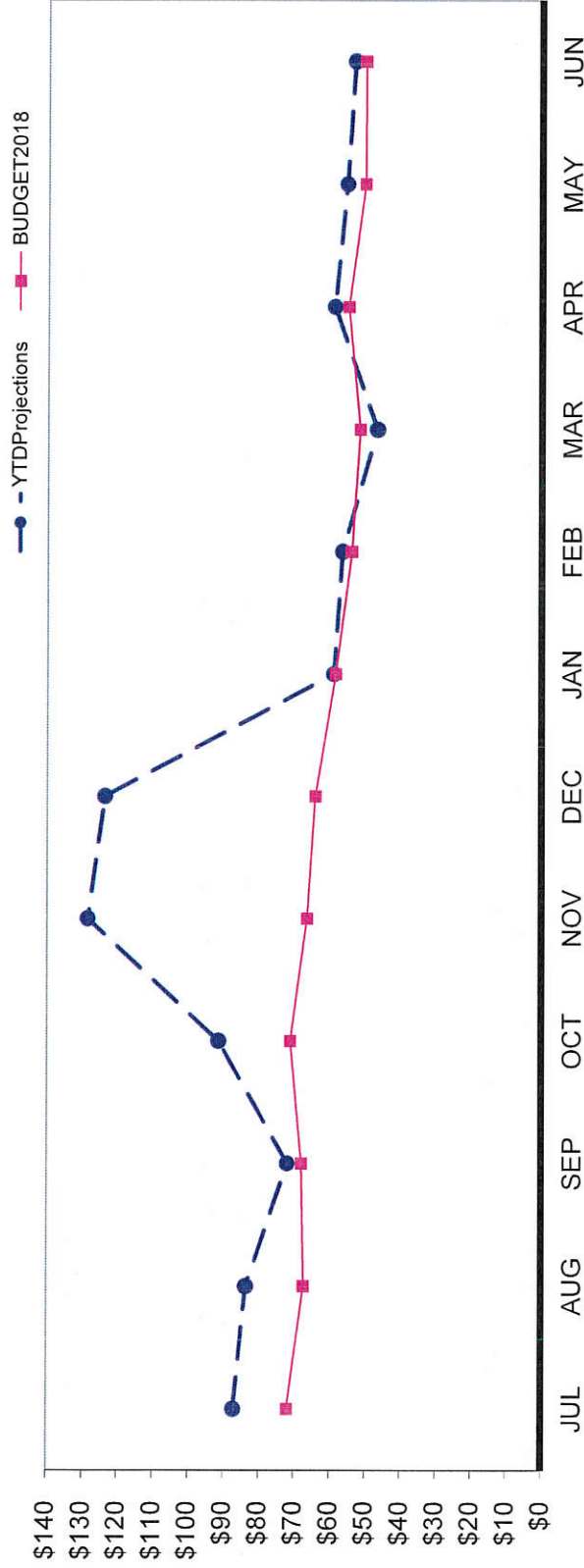
	CURRENT MONTH	YEAR - TO - DATE
1	\$ 123,596,706	\$ 93,205,888
2		
3	815,245	20,268,286
4	-	-
5	967,064	\$ 6,810,220
6	1,782,309	27,078,506
7		
8	(637,840)	(2,856,771)
9	4,073,231	487,772
10	(654,575)	(2,453,182)
11	1,463,043	1,249,271
12	(1,801,259)	(1,248,994)
13	(891,414)	15,224,004
14	-	-
15	(829,001)	2,589,337
16	722,185	12,991,437
17		
18		
19	(116,323)	(3,933,784)
20	-	-
21	(116,323)	(3,933,784)
22		
23	-	180,000
24	(16,478)	(3,850,341)
25	(67,047,029)	(66,750,355)
26	(724)	(705)
27	(67,064,231)	(70,421,401)
28		
29	(64,676,060)	(34,285,242)
30	\$ 58,920,646	\$ 58,920,646

NATIVIDAD MEDICAL CENTER
RECONCILIATION OF GOVERNMENT FUNDING
FISCAL YEAR 2018

	<u>BDGT-18</u>	<u>ESTIMATE</u> <u>FY2018</u>	<u>Variance to Budget</u>
Medi-Cal DSH Waiver	\$ 12,330,000	\$ 12,330,000	\$ -
PRIME Y3	15,900,000	15,900,000	\$ -
New Enrollees FY17-18	5,843,712	4,235,303	\$ (1,608,409)
AB915	2,380,000	3,582,909	\$ 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	<u>1,457,922</u>	<u>912,000</u>	<u>(545,922)</u>
	\$ 43,313,634	\$ 46,867,136	\$ 3,553,502



Cash Flow Performance Fiscal Year 2018 (in Millions)



Months	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ESTIMATE	ESTIMATE	ESTIMATE	ESTIMATE	ESTIMATE
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun		
YTD	87.0	83.6	71.9	91.4	128.5	123.6	58.9	56.6	46.8	58.9	55.4	53.2		
BDGT	72.0	67.3	67.8	71.1	66.4	64.1	58.4	53.9	51.6	55.0	50.2	50.2		
Variance	15.1	16.3	4.1	20.4	62.1	59.5	0.5	2.6	(4.9)	3.9	5.2	3.0		

NATIVIDAD MEDICAL CENTER
CASH FORECAST
FISCAL YEAR 17-18

Beginning Balance	93,189,908	87,019,713	83,567,348	71,927,564	91,436,435	128,531,490	123,590,466	58,913,855	56,556,212	46,771,558	58,891,485	55,402,575	93,189,908
CASH RECEIPTS													
Patient Revenues (incl pro fees and lab cap)	18,801,174	19,492,336	17,317,274	21,133,228	21,687,443	18,802,603	19,321,906	17,197,278	19,058,429	18,438,045	19,058,429	18,438,045	228,746,189
Provider Fee		-	-	1,580,628	-	-	-	-	-	-	-	-	2,309,589
ABBS	679,628	679,976	680,372	1,532,022	663,305	-	-	-	-	-	-	-	4,235,303
Medi-Cal HPE				43,724									
SHORT DOYLE				656,423	247,151	389,106	298,387	173,460	173,460	173,460	173,460	173,460	2,807,173
HEV GRANTS				40,995	17,597	27,824	25,881	20,833	20,833	20,833	20,833	20,833	261,178
CCAH Rate Range FY15-16				9,163,705	44,715								9,163,705
CCAH PROVIDER INCENTIVE GRANT	112,500	950		1,216,641									1,330,091
HEALTH DEPARTMENT REIMB	144,723		-	170,349	305,474	143,371	-	350,000	175,000	175,000	175,000	175,000	1,813,917
AB915													2,380,000
GPP Y1 Final Payment		205,583											2,380,000
GPP Y2 4th QTR				8,107,827									8,107,827
GPV3				7,689,365			7,689,365						205,583
PRIME					16,724,746								23,068,095
PHYS SPA													32,624,746
SB1732				3,296,668									800,000
Foundation													700,000
LAKE BITHWEEKLY				124,346									
IME INTERVIEW	103,096	103,096	103,096	103,096	154,644	103,096	105,000	105,000	105,000	105,000	105,000	105,000	1,298,220
Rent Income	17,388	34,782	63,539	133,555	57,970	527,334	57,970	94,667	94,667	94,667	94,667	94,667	1,365,871
CCAH IMCE to Cost FY15-16					16,791,014								16,791,014
Interest Income				325,317		-	-	175,000		175,000		175,000	675,317
Fund 404 Transfer				-	-	-	-	431,268	1,125,173	1,404,091	1,127,850	2,538,682	6,627,064
Miscellaneous Revenue	15,962	71,896	237,706	150,975	63,708	226,106	328,942	200,000	200,000	200,000	200,000	200,000	2,095,295
Total Cash Receipts	19,729,747	20,733,342	19,099,405	55,013,505	56,812,968	20,270,988	27,825,547	18,572,506	28,816,526	35,511,096	20,965,238	26,529,648	350,702,845
CASH DISBURSEMENTS													
Purchased Services and Supplies	7,583,906	5,832,819	7,549,788	7,656,490	5,831,361	7,718,513	10,138,113	7,339,249	8,125,597	7,863,481	8,125,597	7,863,481	91,628,397
HD Clinic Incentive													500,000
Rate Range Assessment Fee FY15-16		859,130											859,130
Rate Range IG FY15-16		4,295,651											4,295,651
PRIME DY12 & DY13 IGT				8,362,448									16,312,448
GPP Y1 IGT	50,437												50,437
GPP Y2 4th QTR IGT				4,757,574									4,757,574
GPP Y3 QTR IGT				4,548,412		4,548,412		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	254,593	291,521	202,065	202,065	202,065	202,065	202,065	2,721,073
COP Principal & Interest Payments	4,946,386						889,059		91,000				5,626,445
Payroll and Benefits	12,490,289	12,306,799	12,520,503	17,750,095	12,692,587	12,427,811	13,495,605	12,321,155	13,641,279	13,201,237	13,641,279	13,201,237	158,689,887
Esperanza Care							240,880						240,880
COWCAP									1,664,429			1,664,429	3,328,858
FY17-18 MH MOU			202,144	103,307	95,230		57,433						458,114
Data Processing	176,749	198,663	200,998	176,749	221,513	159,623	176,749	196,252	196,252	196,252	196,252	196,252	2,332,301
Transfer from Fund 451 to Fund 001 Strategic							7,200,000						7,200,000
Transfer from Fund 451 to Fund 404							59,896,475						59,896,475
Capital Expenditures FY18	703,878	457,298	686,255	1,253,480	651,480	63,070	116,323	440,160	1,148,373	1,433,042	1,151,106	2,591,027	10,697,492
Capital Expenditures Fund 404									1,125,173	1,404,091	1,127,850	2,538,682	6,627,064
Total Cash Disbursements	25,899,942	24,185,707	30,739,189	35,504,634	19,717,913	25,212,012	92,502,158	20,930,149	38,601,580	24,391,168	24,444,149	28,757,173	390,885,774
Increase/(Decrease)	(6,170,195)	(3,452,365)	(11,639,784)	19,508,871	37,095,055	(4,941,024)	(64,676,612)	(2,357,643)	(9,784,654)	12,119,927	(3,488,911)	(2,227,526)	(40,182,929)
Ending Cash Fund 451	87,019,713	83,567,348	71,927,564	91,436,435	128,531,490	123,590,466	58,913,855	56,556,212	46,771,558	58,891,485	55,402,575	53,175,049	53,006,979
(+) Credit Card Account + Fund 27	9,854	8,628	1,095	2,437	5,083	2,560	3,111						
(-) Petty Cash	3,680	3,680	3,680	3,680	3,680	3,680	3,680						
Ending Cash as per 6/L	87,033,247	83,579,656	71,932,339	91,442,552	128,540,253	123,596,706	58,920,646	56,556,212	46,771,558	58,891,485	55,402,575	53,175,049	53,006,979
Fund 404													
Beginning Balance													-
Transfer In from 451	21,044,996	21,044,996	21,044,996	21,044,996	21,044,996	21,044,996	21,044,996	80,941,471	80,510,203	79,385,030	77,980,939	76,853,089	76,853,089
Capital Expenditures	-	-	-	-	-	-	-	(431,268)	(1,125,173)	(1,404,091)	(1,127,850)	(2,538,682)	(2,538,682)
Ending Cash Fund 404	21,044,996	21,044,996	21,044,996	21,044,996	21,044,996	21,044,996	80,941,471	80,510,203	79,385,030	77,980,939	76,853,089	74,314,407	74,314,407
Ending Cash Fund 451 & 404	108,064,709	104,612,344	92,972,560	112,481,431	149,576,486	144,635,462	139,855,326	137,066,415	126,156,588	136,872,424	132,255,664	127,489,456	127,489,456



FINANCIAL STATEMENTS

6 FEBRUARY 28, 2018

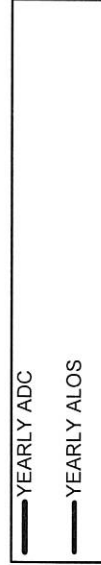
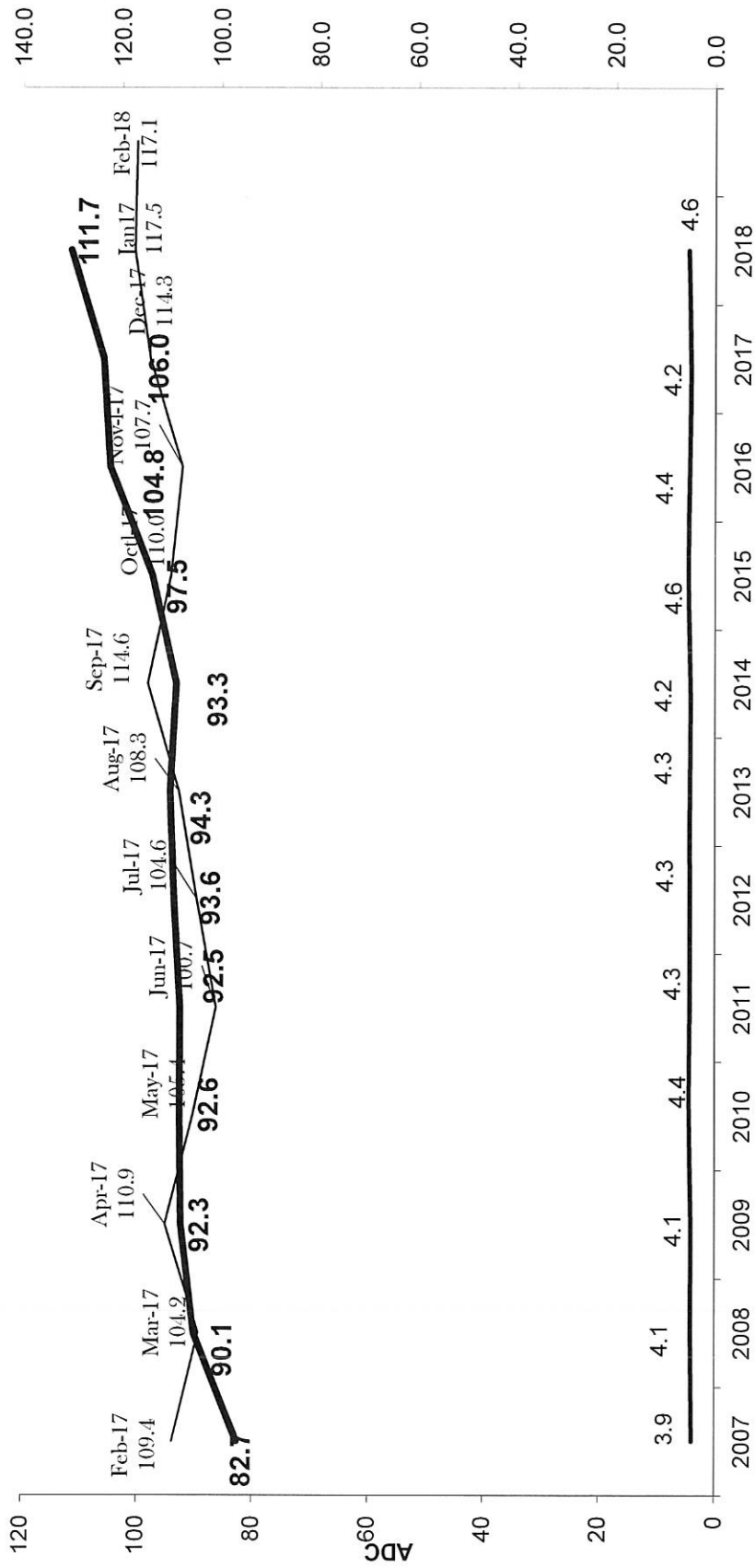


FINANCIAL STATEMENTS

FEBRUARY 28, 2018

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

Month-To-Date					Year-To-Date					
12-17	01-18	02-18	Budget		Budget	Current	Prior Yr	%		
PT DAYS BY SERVICE					STAFFED BEDS		CY/PLY			
1	294	218	242	176	NICU	15	1,522	1,874	1,606	16.69%
2	1,422	1,662	1,437	1,199	Med/Surg	35	10,409	11,556	10,853	6.48%
3	214	194	218	187	ICU	10	1,624	1,665	1,790	-6.98%
4	57	63	90	90	Peds	12	777	557	456	22.15%
5	713	693	641	530	Acute Rehab	20	4,601	5,371	4,601	16.74%
6	367	368	320	337	OB/Gyn	26	2,924	2,959	2,886	2.53%
7	3,067	3,198	2,948	2,519	TOTAL ACUTE	118	21,857	23,982	22,192	8.07%
8	476	445	330	418	Psychiatric	19	3,629	3,158	3,501	-9.80%
9	3,543	3,643	3,278	2,937	TOTAL DAYS	137	25,486	27,140	25,693	5.63%
10	274	321	299	299	Nursery	18	2,594	2,455	2,567	-4.36%
AVERAGE DAILY CENSUS										
11	75.9	80.8	82.4	71.0	Acute	98	71.0	76.6	72.4	5.80%
12	23.0	22.4	22.9	18.9	Acute Rehab	20	18.9	22.1	18.9	16.93%
13	15.4	14.4	11.8	14.9	Psychiatric	19	14.9	13.0	14.4	-9.72%
14	114.3	117.5	117.1	104.9	TOTAL	137	104.9	111.7	105.7	5.68%
15	8.8	10.4	10.7	10.7	Nursery	18	10.7	10.1	10.6	-4.72%
PERCENTAGE OF OCCUPANCY										
16	77.4%	82.4%	84.1%	72.4%	Acute		72.4%	78.2%	73.9%	5.8%
17	95.8%	93.3%	95.4%	78.8%	Acute Rehab		78.8%	92.1%	94.5%	-2.6%
18	81.1%	75.8%	62.1%	78.4%	Psychiatric		78.4%	68.4%	75.8%	-9.7%
19	81.1%	83.3%	83.0%	74.4%	TOTAL		74.4%	79.2%	77.2%	2.7%
20	48.9%	57.8%	59.4%	59.4%	Nursery		59.4%	56.1%	58.9%	-4.7%
ADMISSIONS										
21	661	673	577	583	Acute		5,061	4,987	4,960	0.54%
22	45	53	47	39	Acute Rehab		338	380	343	10.79%
23	53	55	50	65	Psychiatric		565	472	477	-1.05%
24	759	781	674	687	TOTAL		5,964	5,839	5,780	1.02%
25	165	184	165	164	Nursery		1,421	1,403	1,410	-0.50%
26	170	191	171	219	Deliveries		1,751	1,449	1,453	-0.28%
DISCHARGES										
27	678	664	594	583	Acute		5,061	5,091	5,051	0.79%
28	46	49	48	39	Acute Rehab		338	378	340	11.18%
29	53	58	47	65	Psychiatric		565	465	484	-3.93%
30	777	771	689	687	TOTAL		5,964	5,934	5,875	1.00%
31	144	170	148	164	Nursery		1,421	1,282	1,332	-3.75%
AVERAGE LENGTH OF STAY										
32	4.7	4.7	4.9	4.3	Acute(Hospital wide no babies)		4.3	4.6	4.4	4.55%
33	15.8	13.1	13.6	13.6	Acute Rehab		13.6	14.1	13.4	5.22%
34	2.6	2.6	2.8	2.5	OB/Gyn		2.5	2.7	2.6	3.85%
35	9.0	8.1	6.6	6.4	Psychiatric		6.4	6.7	7.3	-8.22%
36	1.7	1.7	1.8	1.8	Nursery		1.8	1.7	1.8	-5.56%
OUTPATIENT VISITS										
37	4,537	4,815	3,943	3,453	Emergency Room		29,968	35,417	33,268	6.46%
38	481	463	392	399	ER Admits		3,458	3,442	3,327	3.46%
39	63.4%	59.3%	58.2%	58.1%	ER Admits as a % of Admissions		58.0%	58.9%	57.6%	2.41%
40	5,375	5,785	5,633	5,466	Clinic Visits		47,438	46,474	45,485	2.17%
ANCILLARY PROCEDURES BILLED										
41	46,280	50,330	42,832	35,978	Lab Tests		312,239	353,413	322,390	9.62%
42	3,038	3,386	3,311	2,677	Radiology Procedures		23,233	25,564	26,571	-3.79%
43	219	188	164	169	MRI Procedures		1,466	1,488	1,414	5.23%
44	90	46	107	112	Nuclear Med Procedures		962	814	941	-13.50%
45	1,061	1,037	929	842	Ultrasound Procedures		7,311	8,252	7,777	6.11%
46	1,408	1,437	1,395	1,199	CT Scans		10,404	11,457	10,079	13.67%
47	299	352	340	310	Surgeries		2,479	2,760	2,429	13.63%
48	7.58	7.21	7.36	7.87	FTE'S PER AOB		7.87	7.57	7.46	1.47%
49	1,214.2	1,213.9	1,232.8	1,153.4	TOTAL PAID FTE'S		1,153.4	1,211.1	1,116.1	8.52%
50	4,964	5,219	4,686	4,171	ADJUSTED PATIENT DAYS		36,191	38,871	36,371	6.87%

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

	JUL-17	AUG-17	SEP-17	OCT-17	NOV-17	DEC-17	JAN-18	FEB-18	MAR-18	APR-18	MAY-18	JUN-18	YTD
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	\$ 68,728,856	\$ 64,145,796					\$ 527,597,009
2 Pro Fees	2,022,882	1,824,863	2,049,179	2,104,843	1,690,913	2,595,829	2,506,083	1,969,488					16,764,060
3 Outpatient	28,362,815	29,232,758	29,152,792	30,785,303	30,497,723	28,060,545	30,809,214	28,397,263					235,298,414
4 Total Patient Revenue	94,477,539	96,996,758	97,045,015	101,310,400	95,261,850	98,011,240	102,044,133	94,512,547					779,659,482
Deductions from revenue													
5 Contractual Deductions	69,354,132	72,092,912	72,577,106	75,714,974	73,179,328	72,923,980	77,900,737	72,609,956					586,353,125
6 Bad Debt	4,477,278	2,850,631	3,836,017	3,423,175	2,054,444	4,121,100	2,749,775	1,896,915					25,409,335
7 Unable to Pay	428,055	1,195,624	666,356	783,328	577,825	579,397	639,896	527,204					5,397,685
8 Total Contractual Discounts	74,259,465	76,139,167	77,079,479	79,921,477	75,811,597	77,624,477	81,290,408	75,034,075					617,760,145
9 Net Patient Revenue	20,218,074	20,857,591	19,965,536	21,388,923	19,450,253	20,386,763	20,753,725	19,478,472					162,499,337
10 As a percent of Gross Revenue	21.40%	21.50%	20.57%	21.11%	20.42%	20.80%	20.34%	20.61%					20.84%
Total Government Funding	3,792,550	3,792,898	3,793,294	8,697,592	3,794,088	3,164,470	3,112,922	4,954,475					35,102,289
Other Operating Revenue:													
12 Rent Income	101,373	101,371	101,373	101,373	463,517	118,060	118,060	118,061					1,223,188
13 Interest Income	58,333	58,333	58,333	58,333	208,650	58,333	58,333	227,147					785,795
14 NMF Contribution	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000					480,000
15 Other Income	346,604	176,661	315,015	276,016	(2,269)	244,016	709,716	361,926					2,427,685
16 Total Other Operating Revenue	566,310	396,365	534,721	495,722	729,898	480,409	946,109	767,134					4,916,668
TOTAL REVENUE	24,576,934	25,046,854	24,293,551	30,582,237	23,974,239	24,031,642	24,812,756	25,200,081					202,518,294
EXPENSE													
18 Salaries, Wages & Benefits	12,366,056	12,534,995	12,878,348	12,431,766	11,809,313	12,348,447	13,921,154	12,293,945					100,584,024
19 Registry	249,758	319,373	345,765	379,056	318,483	323,306	312,195	312,478					2,560,414
20 Phys/Residents SWB & Contract Fees	2,757,711	2,829,505	2,971,221	2,923,306	2,935,563	2,912,664	3,072,940	2,902,867					23,305,777
21 Purchased Services	2,754,871	2,345,240	1,979,690	2,566,526	2,338,131	2,435,324	2,500,178	2,838,528					19,748,488
22 Supplies	2,082,026	2,335,133	1,938,533	2,014,089	1,871,153	1,939,834	2,094,194	2,039,045					16,314,007
23 Insurance	183,328	199,281	213,660	199,281	197,708	199,281	199,281	194,564					1,586,383
24 Utilities and Telephone	295,777	348,777	335,075	314,598	381,806	197,742	223,163	240,479					2,337,417
25 Interest Expense	214,883	200,196	200,196	200,196	200,196	200,196	200,196	180,741					1,596,797
26 Depreciation & Amortization	965,471	965,130	965,090	972,038	964,462	1,010,964	967,065	1,054,809					7,865,029
27 Other Operating Expense	346,303	458,909	517,214	457,058	470,662	451,754	507,147	632,291					3,841,338
28 TOTAL EXPENSE	22,216,184	22,536,539	22,344,791	22,447,914	21,487,476	22,019,512	23,997,511	22,686,747					179,739,674
NET INCOME(LOSS)	2,360,750	2,510,315	1,948,760	8,134,323	2,486,763	2,012,130	815,245	2,510,334					22,778,620
Normalization for Extraordinary Items													
30 Medical Managed Care Rate Range FY15-16				(4,008,924)	-	-	-	-					(4,008,924)
31 AB915 Medi-Cal OP New Eligible				-	-	-	-	(1,818,033)					(1,818,033)
32 For Future Use				-	-	-	-	-					-
33 Total Extraordinary Items				(4,008,924)	-	-	-	(1,818,033)					(5,826,957)
NET INCOME BEFORE Extraordinary Items	\$ 2,360,750	\$ 2,510,315	\$ 1,948,760	\$ 4,125,399	\$ 2,486,763	\$ 2,012,130	\$ 815,245	\$ 692,301					\$ 16,951,663
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	\$ 815,245	\$ 2,510,334					\$ 22,778,620

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

	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	\$ 64,145,796	\$ 64,494,219	\$ (348,423)	(0.5)	\$ 527,597,009	\$ 515,953,752	\$ 11,643,257	2.3	\$	\$ 506,818,281
2	1,969,488	1,915,601	53,887	2.8	16,764,060	15,324,808	1,439,252	9.4		16,172,746
3	28,397,263	28,167,209	230,054	0.8	235,298,413	225,337,672	9,960,741	4.4		217,362,354
4	94,512,547	94,577,029	(64,482)	(0.1)	779,659,482	756,616,232	23,043,250	3.0		740,353,381
Deductions from Revenue										
5	72,609,956	71,841,582	(768,374)	(1.1)	586,353,125	574,732,656	(11,620,469)	(2.0)		562,869,538
6	1,896,915	3,138,531	1,241,616	39.6	25,409,335	25,108,248	(301,087)	(1.2)		18,794,083
7	527,204	726,913	199,709	27.5	5,397,685	5,815,304	417,619	7.2		5,670,782
8	75,034,075	75,707,026	672,951	0.9	617,160,145	605,656,208	(11,503,937)	(1.9)		587,334,403
9	19,478,472	18,870,003	608,469	3.2	162,499,337	150,960,024	11,539,313	7.6		153,018,978
10	20.61%	19.95%			20.84%	19.95%				20.67%
11	4,954,475	3,609,469	1,345,006	37.3	35,102,289	28,875,752	6,226,537	21.56		39,064,861
Total Government Funding										
Other Operating Revenue:										
12	118,061	118,632	(571)	(0.5)	1,223,188	949,056	274,132	28.9		589,372
13	227,147	58,333	168,814	289.4	785,795	466,664	319,131	68.4		589,372
14	60,000	60,000	-	-	480,000	480,000	0	-		600,000
15	361,926	361,256	670	0.2	2,427,685	2,890,048	(462,363)	(16.0)		2,585,637
16	767,134	598,221	168,913	28.2	4,916,668	4,785,768	130,900	2.7		4,364,381
17	25,200,081	23,077,693	2,122,388	9.2	202,518,294	184,621,544	17,896,750	9.7		196,448,220
TOTAL REVENUE										
EXPENSE										
18	12,293,945	12,200,280	(93,665)	(0.8)	100,584,024	97,602,240	(2,981,784)	(3.1)		92,143,849
19	312,478	271,562	(40,916)	(15.1)	2,560,414	2,172,496	(387,918)	(17.9)		2,831,539
20	2,902,867	2,698,011	(204,856)	(7.6)	23,217,777	21,584,088	(1,633,689)	(7.6)		22,762,610
21	2,838,528	2,808,279	(30,249)	(1.1)	19,836,488	22,466,232	2,629,744	11.7		22,250,931
22	2,039,045	2,126,037	86,992	4.1	16,314,007	17,008,296	694,289	4.1		17,472,418
23	194,564	181,489	(13,075)	(7.2)	1,586,383	1,451,912	(134,471)	(9.3)		1,298,943
24	240,479	276,711	36,232	13.1	2,337,417	2,213,688	(123,729)	(5.6)		2,139,393
25	180,741	207,539	26,798	12.9	1,596,797	1,660,312	63,515	3.8		1,690,591
26	1,054,809	1,102,201	47,392	4.3	7,865,029	8,817,608	952,579	10.8		7,850,363
27	632,291	435,455	(196,836)	(45.2)	3,841,338	3,483,640	(357,698)	(10.3)		3,977,879
28	22,689,747	22,307,564	(382,183)	(1.7)	179,739,674	178,460,512	(1,279,162)	(0.7)		174,418,516
TOTAL EXPENSE										
29	2,510,334	770,129	1,740,205	226.0	22,778,620	6,161,032	16,617,588	269.7		22,029,704
NET INCOME(LOSS)										
30										
CAPITAL CONTRIBUTIONS										
31	-	-	-	-	-	-	-	-	-	-
32	-	-	-	-	-	-	-	-	-	-
33	-	-	-	-	-	-	-	-	-	-
34	\$ 2,510,334	\$ 770,129	\$ 1,740,205	226.0	\$ 22,778,620	\$ 6,161,032	\$ 16,617,588	269.7	\$	\$ 22,029,704
CHANGE IN NET ASSETS										
35										

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

	CURRENT MONTH				YEAR -TO -DATE				UNAUDITED	
			Variance fav. (unfav)				Variance fav. (unfav)			
	Actual	Budget	\$ VAR.	% VAR	Actual	Budget	\$ VAR.	% VAR	Prior Yr Average	
	4,586	4,172	514	12.3%	38,871	36,191	2,680	7.4%		36,201
	REVENUE				ADJUSTED PATIENT DAYS					
	Patient Revenue:									
1	\$	13,689	\$	(11.5) %	\$	14,256	\$	(683)	-4.8%	\$
2	420	459	(39)	(8.5)	431	423	8	1.8		14,000
3	6,060	6,752	(692)	(10.3)	6,053	6,226	(173)	(2.8)		447
4	20,169	22,672	(2,503)	(11.0)	20,058	20,906	(849)	(4.1)		6,004
										20,451
5	15,495	17,222	1,727	10.0	15,085	15,881	796	5.0		15,548
6	405	752	348	46.2	654	694	40	5.8		519
7	113	174	62	35.4	139	161	22	13.6		157
8	16,013	18,148	2,136	11.8	15,877	16,735	858	5.1		16,224
9	4,157	4,524	(367)	(8.1)	4,180	4,171	9	0.2		4,227
10	20.61%	19.95%			20.84%	19.95%				20.67%
11	1,057	865	192	22.2	903	798	105	13.2		1,079
	Other Operating Revenue:									
12	25	28	(3)	(11.4)	31	26	5	20.0		16
13	48	14	34	246.7	20	13	7	56.8		16
14	13	14	(2)	(11.0)	12	13	(1)	(6.9)		17
15	77	87	(9)	(10.8)	62	80	(17)	(21.8)		71
16	164	143	20	14.2	126	132	(6)	(4.3)		121
17	5,378	5,532	(154)	(2.8)	5,210	5,101	109	2.1		5,427
	EXPENSE									
18	2,624	2,925	301	10.3	2,588	2,697	109	4.1		2,545
19	67	65	(2)	(2.4)	66	60	(6)	(9.7)		78
20	619	647	27	4.2	597	596	(1)	(0.2)		629
21	606	673	67	10.0	510	621	110	17.8		615
22	435	510	75	14.6	420	470	50	10.7		483
23	42	44	2	4.6	41	40	(1)	(1.7)		36
24	51	66	15	22.6	60	61	1	1.7		59
25	39	50	11	22.5	41	46	5	10.5		47
26	225	264	39	14.8	202	244	41	17.0		217
27	135	104	(31)	(29.3)	99	96	(3)	(2.7)		110
28	4,842	5,348	505	9.5	4,624	4,931	307	6.2		4,818
	NET INCOME(LOSS)									
29	536	185	351	190.2	586	170	416	244.2		609
	CAPITAL CONTRIBUTIONS									
30										
31	-	-	-	-	-	-	-	-		
32	-	-	-	-	-	-	-	-		
33	-	-	-	-	-	-	-	-		
34	\$	536	\$	190	\$	586	\$	244.228	%	\$
	% CHANGE IN NET ASSETS									
		185	351	190		170	416			

**NATIVIDAD MEDICAL CENTER
BALANCE SHEET
AS OF FEBRUARY 28, 2018**

UNAUDITED									
		CURRENT MONTH		YEAR - TO - DATE					
		BEGINNING	ENDING	INC/(DEC)	% CHG.	BEGINNING	ENDING	INC/(DEC)	% CHG.
1	\$	55,720,646	\$ 56,374,703	\$ 654,057	1.2 %	\$ 90,005,888	\$ 56,374,703	\$ (33,631,185)	(37.4) %
2		3,200,000	3,200,000	-	-	3,200,000	3,200,000	-	-
3		34,404,069	33,217,280	(1,186,789)	(3.4)	31,547,298	33,217,280	1,669,982	5.3
4		11,763,221	16,666,910	4,903,689	41.7	12,250,993	16,666,910	4,415,917	36.0
5		4,603,080	4,949,251	346,171	7.5	4,949,251	4,949,251	1,604,289	48.0
6		5,239,977	6,220,772	980,795	18.7	4,044,913	6,220,772	2,175,859	53.8
7		114,930,993	120,628,916	5,697,923	5.0	144,394,054	120,628,916	(23,765,138)	(16.5)
8									
9		291,671,450	291,806,618	135,168	0.0	287,737,666	291,806,618	4,068,952	1.4
10		(169,427,862)	(170,482,671)	(1,054,809)	(0.6)	(162,617,642)	(170,482,671)	(7,865,029)	(4.8)
11		122,243,588	121,323,947	(919,641)	(0.8)	125,120,024	121,323,947	(3,796,077)	(3.0)
12		109,593,485	109,544,040	(49,445)	(0.0)	42,843,130	109,544,040	66,700,910	155.7
13		-	-	-	-	-	-	-	-
14		325,412	325,412	-	-	-	-	-	-
15		325,412	325,412	-	-	324,707	325,412	705	0.2
16	\$	347,093,478	\$ 351,822,315	\$ 4,728,837	1.4 %	312,681,915	\$ 351,822,315	\$ 39,140,400	12.5 %
CURRENT ASSETS									
CASH									
SEASIDE CLINICS CASH RESERVE FUND									
ACCOUNTS RECEIVABLE NET									
STATE/COUNTY RECEIVABLES									
INVENTORY									
PREPAID EXPENSE									
TOTAL CURRENT ASSETS									
PROPERTY, PLANT & EQUIPMENT									
LESS: ACCUMULATED DEPRECIATION									
NET PROPERTY, PLANT& EQUIPMENT									
OTHER ASSETS									
INVESTMENTS									
HELD FOR CONSTRUCTION									
ACCRUED INTEREST RECEIVABLE									
FUNDS IN TRUST									
TOTAL INVESTMENTS									
TOTAL ASSETS									
CURRENT LIABILITIES									
ACCRUED PAYROLL									
ACCOUNTS PAYABLE									
MCARE/MEDICAL LIABILITIES									
CURRENT PORTION OF DEBT									
OTHER ACCRUALS									
TOTAL CURRENT LIABILITIES									
LONG TERM LIABILITIES									
CAPITAL LEASE									
UN EARNED CONTRIBUTIONS									
LONG TERM PORTION OF C.O.P's									
TOTAL LONG TERM DEBT									
FUND BALANCES									
ACCUMULATED FUND									
CHANGE IN NET ASSETS									
TOTAL FUND BALANCES									
TOTAL LIAB. & FUND BALANCES									

**NATIVIDAD MEDICAL CENTER
STATE AND COUNTY RECEIVABLES**

AS OF 02/28/18

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	19,353,336				22,267,208	(40,416,886)	8,223,886
EHR Meaningfull Use	599,373							599,373
Hospital Fee	3,699,245	971,952					(1,704,927)	2,966,270
CCAH IGT FY15-16	-		4,008,924			5,154,781	(9,163,705)	-
SB1732	-	2,333,328					(3,296,668)	(963,340)
AB 915	-	3,404,697						3,404,697
A/R Office Buildings	(258,694)	1,641,877					(1,370,044)	13,139
A/R Manco Abbott	-	431,454					(411,671)	19,783
Interest Accrued Positive Cash	(92,257)	785,795					(669,130)	24,408
Accrued Donations	1,257,167	480,000					(142,320)	1,594,847
A/R Jail-PG&E	27	452,012					(104,691)	347,348
Health Department	25,903	1,254,917					(940,654)	340,166
Ryan White & EIP A/R	-	166,664					(70,332)	96,332
STATE RECEIVABLES	\$ 12,250,992	\$ 31,276,032	\$ 4,008,924	\$ -	\$ -	\$ 27,421,989	\$ (58,291,027)	\$ 16,666,910

P & L

	<u>YTD Feb-18</u>
Medi-Cal DSH /SNCP/PHYS SPA	\$ 8,753,336
PRIME Y3	10,600,000
CCAH Rate Range IGT FY15-16	4,008,924
Hospital Fee	971,952
HPE	43,724
HD Residency Support	(333,336)
New Enrollees	4,235,303
AB915	3,404,697
Medicare GME	879,452
SB 1732	2,333,328
Ryan White & SAMHSA GRANTS	204,909
GOVERNMENT FUNDING INCOME	\$ 35,102,289

**NATIVIDAD MEDICAL CENTER
STATEMENT OF CASH FLOWS
AS OF FEBRUARY 28, 2018**

<u>CURRENT MONTH</u>		<u>YEAR - TO - DATE</u>
1	\$ 58,920,646	\$ 93,205,888
2		
3	2,510,334	22,778,620
4	-	-
5	1,054,809	7,865,029
6	3,565,143	30,643,649
7		
8	1,186,789	(1,669,982)
9	(4,903,689)	(4,415,917)
10	(1,326,966)	(3,780,148)
11	1,258,909	2,508,180
12	127,439	(1,121,555)
13	(22,270)	15,201,734
14	-	-
15	870,902	3,460,239
16	(2,808,886)	10,182,551
17		
18		
19	(135,168)	(4,068,952)
20	-	-
21	(135,168)	(4,068,952)
22		
23	-	180,000
24	(16,477)	(3,866,818)
25	49,445	(66,700,910)
26	-	(705)
27	32,968	(70,388,433)
28		
29	654,057	(33,631,185)
30	\$ 59,574,703	\$ 59,574,703

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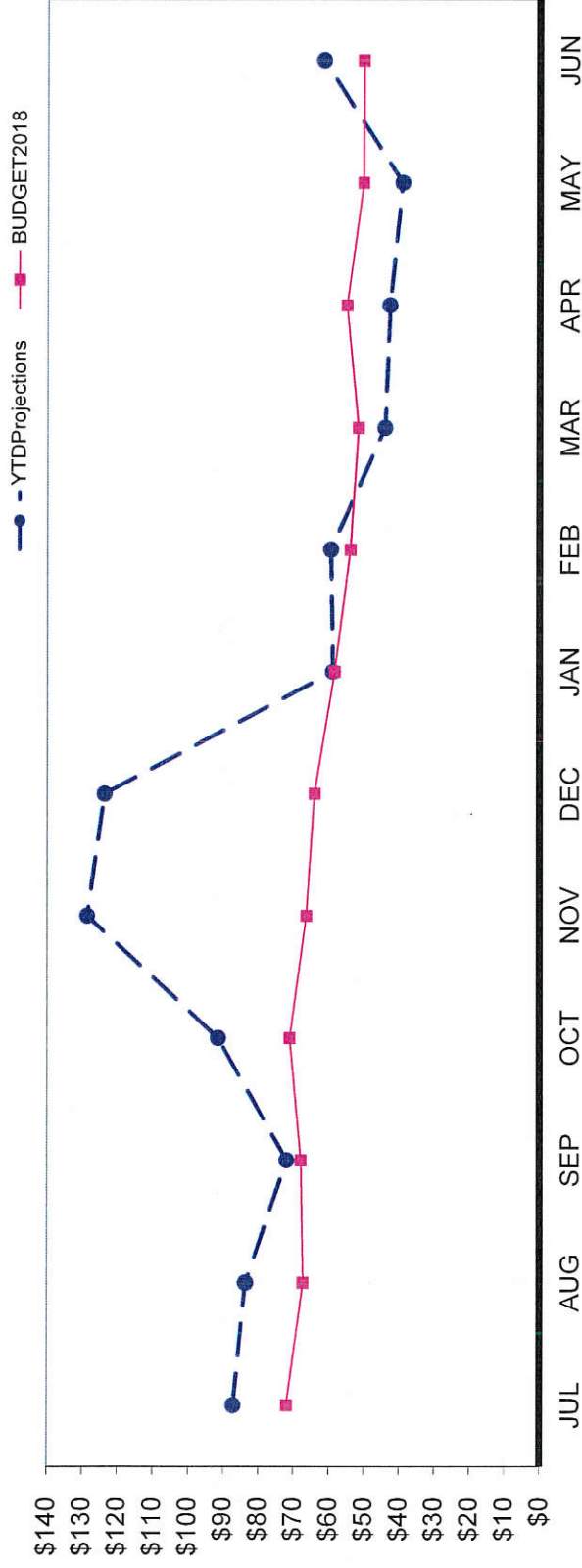
NATIVIDAD MEDICAL CENTER
RECONCILIATION OF GOVERNMENT FUNDING
FISCAL YEAR 2018

	<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	4,235,303	\$ (1,608,409)
AB915	2,380,000	3,776,978	\$ 1,396,978
SB1732	3,500,000	3,996,000	\$ 496,000
CCAH Rate Range FY15-16	-	4,008,924	\$ 4,008,924
HIV Grants	250,000	250,000	\$ -
Physician SPA	800,000	800,000	\$ -
HD Residency Support	(500,000)	(500,000)	\$ -
Medicare GME & B/D	1,352,000	1,352,000	\$ -
Provider Fee	<u>1,457,922</u>	<u>912,000</u>	<u>\$ (545,922)</u>
	\$ 43,313,634	\$ 47,061,205	\$ 3,747,571

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Cash Flow Performance Fiscal Year 2018 (in Millions)



Months	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ESTIMATE	ESTIMATE	ESTIMATE	ESTIMATE
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	
YTD	87.0	83.6	71.9	91.4	128.5	123.6	58.9	59.6	44.1	42.7	39.2	61.7	
BDGT	72.0	67.3	67.8	71.1	66.4	64.1	58.4	53.9	51.6	55.0	50.2	50.2	
Variance	15.1	16.3	4.1	20.4	62.1	59.5	0.5	5.6	(7.5)	(12.2)	(11.1)	11.5	

NATIVIDAD MEDICAL CENTER
CASH FORECAST
FISCAL YEAR 17-18

	ACTUAL JUL	ACTUAL AUG	ACTUAL SEP	ACTUAL OCT	ACTUAL NOV	ACTUAL DEC	ACTUAL JAN	ACTUAL FEB	Projection MAR	Projection APR	Projection MAY	Projection JUN	Projection YTD
Beginning Balance	93,189,898	87,019,713	83,567,348	71,927,564	91,436,455	128,531,490	123,580,466	58,913,855	59,855,082	44,114,906	42,719,493	39,175,064	93,189,908
CASH RECEIPTS													
Patient Revenues (incl pro fees and lab cap)	18,801,174	19,492,336	17,317,274	21,133,228	21,687,443	18,802,603	19,321,906	20,251,544	19,096,429	18,438,045	19,058,429	18,438,045	231,800,455
Provider Fee		-	-	1,580,628	-	-	-	-	-	-	-	728,961	2,309,589
ABBS	679,628	679,978	680,372	1,532,022	663,305	-	-	-	-	-	-	-	4,235,303
Medi-Cal-HP				43,724									
SHORT DOYLE			656,423	348,808	247,151	389,106	208,387	326,381	173,460	173,460	20,833	173,460	2,960,094
HEV GRANTS			40,995	17,597	44,715	27,624	25,881	20,363	20,833	20,833	20,833	20,833	260,728
CCAH Rate Range FY15-16 & FY16-17				9,163,705									19,060,483
CCAH PROVIDER INCENTIVE GRANT	112,500	950		1,216,641									1,330,081
HEALTH DEPARTMENT REIMB		144,723	-	170,349	305,474	143,371	-	133,019	175,000	175,000	175,000	175,000	1,596,936
AB915									1,818,033			1,868,945	3,778,978
GPP Y1 Final Payment		205,583											205,583
GPP Y2 4th QTR				8,107,827									8,107,827
GPP Y3				7,689,365			7,689,365						25,782,507
PRIME					16,724,746					10,403,777			32,624,746
PHYS SPA													800,000
SB1732													800,000
Foundation				3,286,668									700,000
TIME BETWEENLY	103,096	103,096	103,096	103,096	124,346								
Rent Income	17,388	34,782	63,539	133,555	57,970	527,334	57,970	45,827	94,667	94,667	94,667	94,667	1,317,031
CCAH INCE to Cost FY15-16													16,791,014
Interest Income				325,317				343,813					844,130
Fund 404 Transfer													6,627,063
Miscellaneous Revenue	15,862	71,896	237,706	150,975	63,708	226,106	328,942	-	200,000	200,000	200,000	200,000	1,895,295
Total Cash Receipts	19,729,447	20,733,342	19,099,405	55,013,505	56,812,988	20,270,988	27,825,547	21,227,199	22,848,914	31,112,606	21,033,744	52,102,089	367,641,983
CASH DISBURSEMENTS													
Purchased Services and Supplies	7,583,906	5,832,819	7,548,788	7,656,490	5,831,361	7,718,513	10,138,113	7,039,442	8,125,597	7,863,481	8,125,597	7,863,481	91,328,590
HD Clinic Incentive												500,000	500,000
ABBS 16T Jan-Jun, 2017		859,130										552,441	
Rate Range 16T FY15-16 & FY16-17		4,295,651											1,808,908
PRIME DY12 & DY13 16T				8,362,448					948,778				9,254,045
GPP Y1 16T	50,437								4,958,394	7,960,000			16,312,448
GPP Y2 4th QTR 16T			4,757,574										4,757,574
GPP Y3 QTR 16T			4,548,412										50,437
BOE Q1 Sales and Use Tax	18,312					4,548,412		6,154,042					15,250,866
Building Lease / Rental Equipment	229,975	235,347	271,515	202,065	225,742	254,983	291,521	277,790	202,065	202,065	202,065	202,065	2,796,758
COP Principal & Interest Payments	4,646,386						889,059		91,000				5,626,445
Payroll and Benefits	12,480,289	12,306,709	12,520,503	17,750,095	12,692,587	12,427,811	13,495,605	13,026,522	13,641,279	13,201,237	13,641,279	13,201,237	160,395,254
Expenses Care							240,880						240,880
COWCAP									1,684,429			1,684,429	3,328,858
FY17-18 MH MOU													555,304
Data Processing	178,749	196,663	200,998	176,749	221,513	199,623	176,749		196,252	196,252	196,252	196,252	2,136,050
Transfer from Fund 451 to Fund 001 Strategic							7,200,000						7,200,000
Transfer from Fund 451 to Fund 404							59,896,475						59,896,475
Capital Expenditures FY18	703,878	457,298	688,255	1,253,480	651,480	63,070	116,323	135,168	1,203,761	1,502,159	1,206,356	2,715,995	10,697,492
Capital Expenditures Fund 404									1,203,483	1,501,824	1,206,356	2,715,995	6,627,063
Total Cash Disbursements	25,889,342	24,185,707	30,739,186	35,504,634	19,717,913	25,212,012	92,502,158	20,575,972	38,399,090	32,508,018	24,579,174	29,611,290	398,781,658
Increase/(Decrease)	(6,170,195)	(3,452,365)	(11,539,784)	16,508,871	37,095,055	(4,941,024)	(64,676,612)	651,227	(15,450,176)	(1,395,413)	(3,544,430)	22,490,798	(31,139,675)
Ending Cash Fund 451	87,019,713	83,567,348	71,927,564	91,436,435	126,531,490	123,590,466	58,913,855	59,565,082	44,114,906	42,719,493	39,175,064	61,665,862	62,050,233
(-) Credit Card Account + Fund 27													
(-) Petty Cash	9,854	8,628	1,095	2,437	5,083	2,560	3,111	5,941					
Ending Cash as per 6/L	87,033,247	83,575,656	71,932,339	91,442,552	126,540,253	123,596,706	58,920,846	59,574,703	44,114,906	42,719,493	39,175,064	61,665,862	62,050,233
Fund 404													
Beginning Balance	21,044,996	21,044,996	21,044,996	21,044,996	21,044,996	21,044,996	21,044,996	80,941,471	80,941,471	79,737,978	78,236,154	77,029,798	-
Transfer In from 451													77,029,798
Capital Expenditures													
Ending Cash Fund 404	21,044,996	21,044,996	21,044,996	21,044,996	21,044,996	21,044,996	80,941,471	80,941,471	79,737,978	78,236,154	77,029,798	74,314,408	(2,715,390)
Ending Cash Fund 451 & 404	108,064,709	104,612,344	92,972,560	112,481,431	148,576,486	144,635,462	139,855,326	140,506,553	123,852,884	120,955,647	116,204,862	135,980,270	