



Finance Committee Meeting 2018

June 28, 2018



Finance Committee Meeting

Thursday, June 28, 2018

3:30 PM

Steinbeck Room, Building 300

1441 Constitution Blvd.

FINAL REVISED 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 May 24, 2018. *Pages 6-10*

5. **Old Business**

- None

6. **New Business**

- Consent Items – Attachment A. *Pages 11-34*
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 an agreement with Hooper, Lundy & Bookman, PC for legal services with respect to healthcare matters at Natividad Medical Center, for an amount not to exceed \$900,000 with a retroactive agreement term July 1, 2018 through June 30, 2021.
- Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to two (2) 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%) (\$90,000) of the original cost of the agreement per each amendment. *Pages 35-36*

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 amendment No. 5 to the agreement (A-12739) with Schipper Design, LLC for marketing and design services, extending the agreement an additional one (1) month period (July 1, 2018 through July 31, 2018) for a revised full agreement term of January 1, 2014 through July 31, 2018, and adding \$160,000 for a revised total agreement amount not to exceed \$1,530,000. *Pages 37-38*

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. 2 to the agreement with Health Management Associates, Inc. for review of healthcare benefit program and network designs to lower costs and direct care to specific provider systems for Natividad, adding \$50,000 for a revised total agreement amount not to exceed \$150,000 and with no change to the agreement term of January 2, 2017 through January 1, 2019. *Pages 39-40*

10. 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 Universal Staffing, Inc. for professional staffing services, extending the agreement an additional three (3) year period (January 1, 2019 through December 31, 2021) for a revised full agreement term of May 1, 2017 through December 31, 2021, and adding \$375,000 for a revised total agreement amount not to exceed \$450,000. *Pages 41-42*

11. Review and Approve Financial Statements

Daniel Leon, CFO

- Receive and Approve May 2018 YTD Financial Report. *Pages 43-55*

12. Calendar for Next Finance Committee Meeting

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

13. 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 Meeting
Thursday, June 28, 2018
Consent Items

Attachment A

1. <i>Pages 11-12</i>	<p>a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement each with Schipper Design and AMF Media Group pursuant to the Request for Proposal (RFP) #9600-79 for marketing and graphic design services at NMC, with an initial agreement term beginning on August 1, 2018 through July 30, 2021, with the option to extend the agreement for two (2) additional one (1) year periods; and for a total aggregate not to exceed amount of \$975,000 for both contracts for the initial three-year term.</p> <p>b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to two (2) future amendments to each agreement, each amendment exercising a one year option to extend, for an additional aggregate not to exceed amount of \$325,000 for both contracts for Fiscal Year 2021-2022 and for an additional aggregate not to exceed amount of \$325,000 for both contracts for Fiscal Year 2022-2023 , provided that the total cost for both agreements over a five year period does not exceed \$1,625,000, and so long as an appropriation for the costs of the amendments is included in the County Adopted Budget.</p>
2. <i>Pages 13-14</i>	<p>a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with Robert A Wiltse, Inc. dba Robert Wiltse and Associates for project inspection services (OSHDP approved plans and specifications) at NMC for an amount not to exceed \$600,000 with an agreement term August 1, 2018 through July 31, 2023.</p> <p>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%) (\$60,000) of the original cost of the agreement.</p>
3. <i>Pages 15-16</i>	<p>a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with Maintenance Connection, LLC for maintenance management software services at NMC for an amount not to exceed \$43,872 with a retroactive effective date of January 1, 2018 through December 31, 2019.</p> <p>b. Approve the NMC Chief Executive Officer's recommendation to accept non-standard indemnification, insurance, limitations on liability, and limitations on damages provisions within the agreement.</p> <p>c. 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%) (\$4,387) of the original cost of the agreement.</p>
4. <i>Pages 17-18</i>	<p>a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the Professional Services Agreement with Grace N. Deukmedjian M.D. to provide pediatric hospitalist services at NMC for an amount not to exceed \$200,000, for the period August 1, 2018 to December 31, 2019; and</p> <p>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 exceed 10% (\$20,000) of the original contract amount and do not significantly change the scope of work.</p>

5. <i>Pages 19-20</i>	<p>Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) to execute Amendment No. 2 to the Agreement with the Natividad Medical Center Volunteer Auxiliary for volunteer management services at NMC, extending the Agreement an additional three (3) year period (September 1, 2014 a revised full term of September 1, 2014 through August 31, 2018 and adding \$310,000 for a revised total Agreement amount not to exceed \$698,000.</p>
6. <i>Pages 21-22</i>	<ul style="list-style-type: none"> a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute a Microsoft Enterprise Enrollment Program Agreement and a Microsoft Server Cloud Enrollment Program Agreement with Software House International, each with a three year term of September 1, 2018 through August 31, 2021 for the purpose of procuring volume Microsoft licenses (through the reseller SHI), including 3 annual True-ups, for a total cost of \$1,829,010. b. Approve the NMC Chief Executive Officer's recommendation to accept non-standard provisions within the agreements.
7. <i>Pages 23-24</i>	<ul style="list-style-type: none"> a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an Agreement with Monarch Medical Technologies, LLC for glucose management system enterprise software subscription at NMC for an amount not to exceed \$190,015 for the term August 1, 2018 through July 31, 2021. 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%) (\$19,001) of the original cost of the agreement.
8. <i>Pages 25-26</i>	<ul style="list-style-type: none"> a. Adopt Resolution to Amend Personnel Policies and Practices Resolution No. 98-394 and Appendix B to Adjust the Salary Ranges for the Classifications: Supervising Clinic Nurse, Supervising Nurse I, Supervising Nurse II, Nursing Services Unit Manager, Nursing Services Division Manager, Director of Surgical Services, Hospital Director of Nursing Education, Utilization Management Coordinator, Administrative Nurse/House Supervisor, and Hospital Chief Nursing Officer effective July 21, 2018 as indicated in the attached resolution; b. Amend Personnel Policies and Practices Resolution No. 98-394 and Appendix B to Adjust the Salary Ranges for the Classifications: Supervising Clinic Nurse, Supervising Nurse I, Supervising Nurse II, Nursing Services Unit Manager, Nursing Services Division Manager, Director of Surgical Services, Hospital Director of Nursing Education, Utilization Management Coordinator, Administrative Nurse/House Supervisor, and Hospital Chief Nursing Officer effective the first full pay period in January 2019 as indicated in the attached resolution; c. Authorize the County Administrative Office to Incorporate the Approved Changes in the Natividad FY 18-19 Adopted Budget; and d. Direct the Monterey County Human Resources Department to Implement the Changes in the Advantage HRM System.
9. <i>Pages 27-28</i>	<ul style="list-style-type: none"> a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with PSM Medical Imaging Specialists, Inc. for Picture Archiving System (PACS) maintenance and quality control services for the Diagnostic Imaging Department at NMC for an amount not to exceed \$349,050 with an agreement term of July 24, 2018 through July 23, 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%) (\$34,905) of the original cost of the agreement.
10. <i>Pages 29-30</i>	<ul style="list-style-type: none"> a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with Clean Harbors Environmental Services, Inc. for waste transportation and disposal services of rendered non-retrievable and unusable pharmaceutical waste on an as-needed basis at NMC for an amount not to exceed \$3,500 with an agreement term August 1, 2018 through July 31, 2019.

	<p>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%) (\$350.00) of the original cost of the agreement.</p>
<p>12. <i>Pages 31-32</i></p>	<p>a. Approve and Amend Personnel Policies and Practices Resolution No. 98-394 and Appendices A and B to Adjust the Salary Ranges for the Following Classifications: Pharmacist-Per Diem, Nurse Practitioner III-Per Diem, Staff Nurse II-Per Diem, Sonographer-Per Diem, Nuclear Medicine Technologist-Per Diem, Physical Therapist-Per Diem, Occupational Therapist-Per Diem, Clinical Laboratory Scientist-Per Diem, Cardiopulmonary Technician-Per Diem, and Radiologic Technologist-Per Diem; and</p> <p>b. Direct the Monterey County Human Resources Department to Implement the Changes in the Advantage HRM System.</p>
<p>13. <i>Pages 33-34</i></p>	<p>Approve and authorize the Auditor-Controller to process payment in the amount of \$28,338 to Software House International (SHI) per Quote No. 15342364 on behalf of Natividad Medical Center (Natividad) for additional Microsoft licenses owed and as required by the existing Microsoft Enterprise Enrollment Program Agreement, increasing the total cost of that agreement from \$1,057,860.16 to \$1,086,198.16, with no change to the term of the agreement of September 1, 2015 through August 31, 2018.</p>



Finance Committee Meeting

Thursday, May 24, 2018

3:30 PM

Steinbeck Room, Building 300

1441 Constitution Blvd.

MINUTES

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

Absent: None

NMC Staff/County: Daniel Leon, Dr. Charles Harris, Ari Entin, Dr. Craig Walls, Brian Griffin, Jeanne-Ann Balza, Andrea Rosenberg, Janine Bouyea

1. Call to Order

Mike Payne, Chair

2. Public Comments (Limited 3 minutes per speaker)

- There were none.

3. Agenda Additions/Corrections

Noemi Ferguson

- Correction to Item 6, Consent Items – Attachment A should read pages 10-20.
- Added Scheduled Item 16, Otto Construction board report.

4. Approval of Minutes

- Approve the Minutes of April 26, 2018.

MOTION: *Motion to approve the minutes of April 26, 2018 moved by Marcia Atkinson, seconded by Dr. Gary Gray, and approved unanimously.*

5. Old Business

- 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 through item 5 moved by Marcia Atkinson, 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:
- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 4 to the agreement (A-12530) with Modular Devices Inc. for the lease of a mobile computerized tomography (CT) unit, a mobile angiography/interventional radiology lab (IR) unit, and a

mobile magnetic resonance imaging (MRI) unit at NMC, extending the agreement an additional two (2) year period (August 1, 2018 through July 31, 2020) for a revised full agreement term of August 1, 2013 through July 31, 2020, and adding \$2,868,000 for a revised total agreement amount not to exceed \$8,234,500.

- 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 across all amendments in total.

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:

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with ThermoFisher Scientific for VersaTrek blood culture analyzer maintenance and repair services at NMC for an amount not to exceed \$7,424 with an agreement term of July 1, 2018 through June 30, 2019.
- b. Approve the NMC Chief Executive Officer's recommendation to accept non-standard limitations on liability provisions within the agreement.
- c.

MOTION: *Motion to approve Scheduled, item number 8, for consideration by the NMC Board of Trustees, moved by Marcia Atkinson, seconded by Dr. Gary Gray, 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 an agreement (A-12438) with B.E. Smith Interim Services, Inc. for interim management-level services at NMC, with a term of July 1, 2018 through June 30, 2021 and a total agreement amount not to exceed \$300,000.

MOTION: *Motion to approve Scheduled, item number 9, for consideration by the NMC Board of Trustees, moved by Marcia Atkinson, seconded by Dr. Gary Gray, 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-13620) with The CBORD Group, Inc. for food and nutrition software services, extending the agreement for an additional one-year period (July 11, 2018 through July 10, 2019) for a revised full agreement term of July 11, 2017 through July 10, 2019, and adding \$11,955.54 for a revised total agreement amount not to exceed \$121,725.86.
- 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%) (\$10,977) of the original cost of the agreement per each amendment.

MOTION: *Motion to approve Scheduled, item number 10, for consideration by the NMC Board of Trustees, moved by Marcia Atkinson, seconded by Dr. Gary Gray, 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:

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the Third Amendment to the Professional and Call Coverage Services Agreement (A-12445) with Salinas Valley Radiologists Inc. to provide radiology services at NMC, extending the term by twenty-four months

- (July 1, 2018 to June 30, 2020) for a revised total Agreement term May 1, 2013 to June 30, 2020 and adding \$2,112,000 for revised total not to exceed amount of \$5,279,000 in the aggregate; 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 exceed 10% (\$68,700) of the original contract amount and do not significantly change the scope of work.

MOTION: *Motion to approve Scheduled, item number 11, for consideration by the NMC Board of Trustees, moved by Marcia Atkinson, seconded by Dr. Gary Gray, 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:

Authorize the Purchasing Manager for Natividad Medical Center ("NMC") to execute the Agreement for Public Hospitals Providing Outpatient Services ("Agreement") between the County of Monterey ("County") d/b/a NMC and the California Department of Health Care Services ("State DHCS"), permitting the State DHCS to receive reimbursement from the County for the administrative costs of operating the Public Hospital Outpatient Services Supplemental Reimbursement Program, for the period July 1, 2017, through and including, June 30, 2018.

MOTION: *Motion to approve Scheduled, item number 12, for consideration by the NMC Board of Trustees, moved by Marcia Atkinson, seconded by Dr. Gary Gray, and approved unanimously.*

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 Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement with Professional Research Consultants, Inc. for patient satisfaction survey services, 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, 2015 through June 30, 2019, and adding \$31,500 for a revised total agreement amount not to exceed \$126,000.
- 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%) (\$9,400) of the original cost of the agreement per each amendment.

MOTION: *Motion to approve Scheduled, item number 13, for consideration by the NMC Board of Trustees, moved by Marcia Atkinson, seconded by Dr. Gary Gray, 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 the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an affiliation agreement with UCSF Medical Center and the Benioff Children's Hospital at San Francisco for Perinatal-Neonatal consulting services, with a three year term (retroactive) July 1, 2017 through June 20, 2020 and a total agreement amount not to exceed \$40,903.
- 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 across all amendments in total.

MOTION: *Motion to approve Scheduled, item number 14, for consideration by the NMC Board of Trustees, moved by Marcia Atkinson, seconded by Dr. Gary Gray, 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:

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with Gallun Snow pursuant to the Request for Qualifications (RFQ) #9600-80 for interior design

services at NMC, with an agreement term beginning on July 1, 2018 through June 30, 2021, with the option to extend the agreement for two (2) additional one year periods; and for an original contract amount not to exceed \$600,000

- b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to two (2) no-extension amendments, in which the aggregate does not exceed 10% (60,000) of the original contract amount.
- c. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to two (2) future amendments, each of would exercise a one year option to extend and add \$200,000 to the agreement, provided that the total cost for the agreement over a five year period does not exceed \$1,000,000 and so long as an appropriation for the costs of the amendments is included in the County Adopted Budget.

MOTION: *Motion to approve Scheduled, item number 15, for consideration by the NMC Board of Trustees, moved by Marcia Atkinson, seconded by Dr. Gary Gray, 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. Approve Natividad Medical Center to increase the project cost for the Radiology Modernization by \$2,710,455 for construction, inspection and permit fees and incorporate a 15% or \$1,942,050 as contingency reserve for unforeseen future cost to the project. The total cost of the project will be \$18,373,081; and
- b. Award an agreement in the total amount of \$12,947,000 for the construction component to John F. Otto, Inc. dba Otto Construction the lowest responsible and responsive base bidder, for Natividad Medical Center for the above mentioned projects; and
- c. Approve the Performance and Payment Bonds executed and provided by John F. Otto, Inc. dba Otto Construction and
- d. Authorizing the Director of Natividad to execute a Certificate of Completion and to execute and record with County Recorder a Notice of Completion, when it is determined that the contract for construction of the Radiology Modernization, Project 9600-54, Bid Package No. NMC-1013, is complete in all respects in accordance with the Plans and Specifications.

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

17. Review and Approve Financial Statements

Daniel Leon, CFO

- Receive and Approve April 2018 YTD Financial Report.

MOTION: *Motion to accept the April 2018 Financial Reports moved by Marcia Atkinson, seconded by Dr. Gary Gray, and approved unanimously.*

18. Adjournment at 4:12pm

Mike Payne, Chair

Recorded by Noemi Ferguson



Finance Committee Meeting
Thursday, May 24, 2018
Consent Items - MINUTES

Attachment A

1.	Authorize an increase to the total Agreement amount of the Carefusion Medmined-Alaris Agreement (A-13080) of \$126,636 to pay for the Integrated Solutions Maintenance for the remaining four (4) years of the agreement term, for a revised total agreement amount not to exceed \$1,675,628.
2.	<ol style="list-style-type: none">a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the Physician Services Agreement with Chiquita Palha de Sousa M.D. to provide pediatric hospitalist services at NMC for an amount not to exceed \$250,000, for the period July 1, 2018 to June 30, 2020; 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 exceed 10% (\$25,000) of the original contract amount and do not significantly change the scope of work.
3.	Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the Ninth Amendment to the Professional Services Agreement (A-12234) with Danny Tan DDS to provide dental services to NMC patients, extending the term by twelve months (July 1, 2018 to June 30, 2019) for a revised total agreement term February 1, 2011 to June 30, 2019, and adding \$45,000 for a revised total not to exceed amount of \$460,000 in the aggregate.
4.	<ol 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 (A-13111) with Toyon Associate Inc. for 1. Rural Floor Budget Neutrality Appeals Services; and 2. Medicare/Medicaid Crossover Bad Debt Recovery Services; and 3. Medicare /Medi-Cal Appeals Services; and 4. OSHPD Report Preparation Services; and 5. Medical Eligible Day Services (POA/Historical); and 6. Medicare/Medi-Cal/Short Doyle Cost report Preparation Services, and 7. Consulting 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 \$1,000,000 for a revised total agreement amount not to exceed \$2,000,000b. 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%) (\$100,000) of the original cost of the agreement per each amendment.
5.	<ol style="list-style-type: none">a. Ratify execution by the Chief Executive Officer ("CEO") of Natividad Medical Center ("NMC") of a Letter of Interest, dated December 19, 2017 to the California Department of Health Care Services ("State DHCS"), confirming the interest of the County of Monterey d/b/a NMC ("County") in working with State DHCS and the Monterey-Santa Cruz-Merced Managed Medical Care Commission d/b/a Central California Alliance for Health ("CCAH"), to provide a Medi-Cal managed care rate range Intergovernmental Transfer of Public Funds ("IGT") to fund the nonfederal share of the Medi-Cal managed care actuarially sound capitation rate payments to CCAH for the period of July 1, 2017 to June 30, 2018; andb. Authorize the CEO of NMC to execute the IGT Agreement between the County and the State DHCS, the source of which shall be funds from NMC and not the County's General Fund, pursuant to Sections 14301.4(b)(4) of the Welfare & Institutions Code, to fund the nonfederal share of the Medi-Cal managed care actuarially sound capitation rate payments to CCAH, for a total amount not to exceed \$7,500,000 for healthcare services rendered in the period of July 1, 2017 to June 30, 2018 and a 20 % assessment fee applicable to non-exempt funds. The transfer is to occur in Fiscal Year 2018-19 or FY19-20.

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Marketing and Graphic Design Services Master Agreement RFP #9600-79

Legistar Number:

..Title

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement each with Schipper Design and AMF Media Group pursuant to the Request for Proposal (RFP) #9600-79 for marketing and graphic design services at NMC, with an initial agreement term beginning on August 1, 2018 through July 30, 2021, with the option to extend the agreement for two (2) additional one (1) year periods; and for a total aggregate not to exceed amount of \$975,000 for both contracts for the initial three-year term.
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to two (2) future amendments to each agreement, each amendment exercising a one year option to extend, for an additional aggregate not to exceed amount of \$325,000 for both contracts for Fiscal Year 2021-2022 and for an additional aggregate not to exceed amount of \$325,000 for both contracts for Fiscal Year 2022-2023 , provided that the total cost for both agreements over a five year period does not exceed \$1,625,000, and so long as an appropriation for the costs of the amendments is included in the County Adopted Budget.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement each with Schipper Design and AMF Media Group pursuant to the Request for Proposal (RFP) #9600-79 for marketing and graphic design services at NMC, with an initial agreement term beginning on August 1, 2018 through July 30, 2021, with the option to extend the agreement for two (2) additional one (1) year periods; and for a total aggregate not to exceed amount of \$975,000 for both contracts for the initial three-year term.
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to two (2) future amendments to each agreement, each amendment exercising a one year option to extend, for an additional aggregate not to exceed amount of \$325,000 for both contracts for Fiscal Year 2021-2022 and for an additional aggregate not to exceed amount of \$325,000 for both contracts for Fiscal Year 2022-2023 , provided that the total cost for both agreements over a five year period does not exceed \$1,625,000, and so long as an appropriation for the costs of the amendments is included in the County Adopted Budget.

SUMMARY/DISCUSSION:

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

and skills for marketing design services. AMF Media Group is an award-winning full-service marketing and communications agency based in San Ramon, California.

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

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this agreement as to legal form, and the Auditor-Controller has reviewed and approved as to payment provisions. The agreement has also been reviewed and approved by NMC's Finance Committee on June 28, 2018 and by its Board of Trustees on July 13, 2018.

FINANCING:

The cost for this agreement is \$1,625,000 of which \$325,000 is included in the Fiscal Year 2018-19 Recommended Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This agreement is for a variety of marketing and graphic design services to support the achievement of strategic growth goals of key clinical services and improved patient experience goals.

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

Prepared by:

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

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

Attachments:

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

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

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Robert A Wiltse, Inc. dba Robert Wiltse and Associates

Legistar Number: _____

..Title

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with Robert A Wiltse, Inc. dba Robert Wiltse and Associates for project inspection services (OSHPD approved plans and specifications) at NMC for an amount not to exceed \$600,000 with an agreement term August 1, 2018 through July 31, 2023.
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (3) future amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$60,000) of the original cost of 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 Robert A Wiltse, Inc. dba Robert Wiltse and Associates for project inspection services (OSHPD approved plans and specifications) at NMC for an amount not to exceed \$600,000 with an agreement term August 1, 2018 through July 31, 2023.
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (3) future amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$60,000) of the original cost of the agreement.

SUMMARY/DISCUSSION:

As a certified Office of Statewide Health Planning and Development (OSHPD) "Class A" Inspector of Record (IOR), Robert Wiltse & Associates understands the importance of performing services in accordance with the approved plans and specifications and in accordance with Title 24, Part 1, Chapter 7 - Safety Standards for Health Facilities of the California Code of Regulations (CCR). Title 24, also known as the California Building Standards Code, contains the regulations that govern the design and construction of buildings, associated facilities, and equipment in California and are required for any and all hospitals, skilled nursing facilities, and intermediate care facilities per OSHPD.

Approval of the recommended action will allow NMC to utilize the necessary professional, qualified resources to complete the Board of Supervisors approved construction projects by permitting Robert Wiltse & Associates to oversee all special functions on any and all alterations, modifications, and additions to existing hospital buildings and new hospital construction required by Title 24. The services provided by Robert Wiltse & Associates are beneficial in providing a safe and quality healthcare environment for the patients of NMC and to the County of Monterey.

This Agreement replaces an older Agreement dated August 15, 2013 through June 30, 2018

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this agreement as to legal form, and the Auditor-Controller has reviewed and approved as to payment provisions. The agreement has also been reviewed and approved by NMC's Finance Committee on June 28, 2018 and by its Board of Trustees on July 13, 2018.

FINANCING:

The cost for this agreement is \$600,000 of which \$120,000 is included in the Fiscal Year 2018-19 Recommended Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The Robert Wiltse & Associates agreement will provide the necessary inspection services performed by a qualified professional and support on Natividad's OSHPD construction projects that require an IOR.

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

Prepared by: Brian Griffin, Project Manager, 831-783-2605

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

Attachments:

Robert A Wiltse, Inc. dba Robert Wiltse and Associates Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Maintenance Connection, LLC

Legistar Number: _____

..Title

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with Maintenance Connection, LLC for maintenance management software services at NMC for an amount not to exceed \$43,872 with a retroactive effective date of January 1, 2018 through December 31, 2019.
- b. Approve the NMC Chief Executive Officer's recommendation to accept non-standard indemnification, insurance, limitations on liability, and limitations on damages provisions within the agreement.
- c. 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%) (\$4,387) of the original cost of 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 Maintenance Connection, LLC for maintenance management software services at NMC for an amount not to exceed \$43,872 with a retroactive effective date of January 1, 2018 through December 31, 2019.
- b. Approve the NMC Chief Executive Officer's recommendation to accept non-standard indemnification, insurance, limitations on liability, and limitations on damages provisions within the agreement.
- c. 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%) (\$4,387) of the original cost of the agreement.

SUMMARY/DISCUSSION:

NMC has had a contractual relationship with Maintenance Connection Inc. since June 1, 2010 to provide the computerized facility maintenance system in the Engineering department. The computerized facility maintenance system (entirely web based subscription service) allows the NMC Engineering department to manage facility assets, preventive maintenance schedules, and routine workflow, such as repairs and simple installations through the computerized work order system. Maintenance Connection Inc. also provides NMC with reports and dashboards to monitor effectiveness and efficiency in the Engineering department. The Joint Commission and National Fire Prevention Agency (NFPA) require that the hospital test and inspect all pieces of equipment that are related to life safety on a prescribed schedule. The hospital has the ability to maintain regulatory compliance through its agreement it has with Maintenance Connection Inc.

Initially this was supposed to be a simple amendment drafted on Natividad's standard amendment. Months after expiration of the parties' former agreement, the vendor notified the hospital that it declined to sign Natividad's standard amendment and requested that the parties proceed only using the vendor's own agreement template tailored to the vendor's software. The vendor's insistence on

using its own template caused a significant delay in the negotiation of a final draft agreement, as the vendor's template contained many non-standard risk provisions.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this agreement as to legal form, and the Auditor-Controller has reviewed and approved as to payment provisions. The agreement has also been reviewed and approved by NMC's Finance Committee on June 28, 2018 and by its Board of Trustees on July 13, 2018.

FINANCING:

The cost for this agreement is \$43,872 of which \$21,936 which is included in the Fiscal Year 2018-19 Adopted Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

Hospitals are one of the pieces of a community that are imperative that they are up and running. Keeping our relationship with Maintenance Connection ensures that we at Natividad are able to keep our required maintenance up to date and our systems running protecting Natividad's and Monterey Counties infrastructure intact.

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

Prepared by: Jeffrey Cleek, Director of Engineering & Safety, 831-783-2614

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

Attachments:

Maintenance Connection, LLC Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Grace N. Deukmedjian M.D. Agreement

TITLE:

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the Professional Services Agreement with Grace N. Deukmedjian M.D. to provide pediatric hospitalist services at NMC for an amount not to exceed \$200,000, for the period August 1, 2018 to December 31, 2019; 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 exceed 10% (\$20,000) of the original contract amount and do not significantly change the scope of work.

RECOMMENDATION:

It is recommended that the Board of Supervisors

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the Professional Services Agreement with Grace N. Deukmedjian M.D. to provide pediatric hospitalist services at NMC for an amount not to exceed \$200,000, for the period August 1, 2018 to December 31, 2019; 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 exceed 10% (\$20,000) of the original contract amount and do not significantly change the scope of work.

SUMMARY/DISCUSSION:

NMC operates a twelve bed pediatric unit and an eighteen bed maternal infant unit providing medical care for newborns, children and adolescents, as well as hospital based services for the pediatric population (age 0-21) through NMC's emergency medicine, trauma programs, general surgery and outpatient specialty clinics. NMC currently provides the majority of emergency and inpatient care in Monterey County with over 100,000 visits over the last five years.

In July 2017, the pediatric hospitalist program increased its service to twenty-four hour in-house patient care. It takes at least 4.2 Full Time Equivalent (FTE) physicians to cover the service and ensure a pediatrician is on-site twenty-four hours a day. NMC would like to enter into an agreement with Dr. Deukmedjian to join the panel of physicians providing these services. Dr. Deukmedjian is paid an hourly rate for services, the amount of services provided may increase due to the need for coverage, but the hourly rate will stay the same. NMC has obtained an independent opinion of fair market value supporting the payment terms of this Agreement.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this Amendment as to legal form and the Auditor-Controller has reviewed and approved this Amendment as to fiscal provisions. The Amendment has also been reviewed and approved by Natividad's Finance Committee and Board of Trustees.

FINANCING:

The total not to exceed amount of this Agreement is \$200,000 for the period August 1, 2018 to December 31, 2019 (17 months). \$100,000 is included the Fiscal Year 2018/2019 Recommended Budget. The remaining balance will be budgeted in subsequent fiscal years. There is no impact to the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

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

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

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

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

Attachments: Agreement

Attachments on file at the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS

NMC Volunteer Auxiliary Amendment No. 2

Legistar Number:

..Title

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) to execute Amendment No. 2 to the Agreement with the Natividad Medical Center Volunteer Auxiliary for volunteer management services at NMC, extending the Agreement an additional three (3) year period (September 1, 2014 a revised full term of September 1, 2014 through August 31, 2018 and adding \$310,000 for a revised total Agreement amount not to exceed \$698,000.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) to execute Amendment No. 2 to the Agreement with the Natividad Medical Center Volunteer Auxiliary for volunteer management services at NMC, extending the Agreement an additional three (3) year period (September 1, 2014 a revised full term of September 1, 2014 through August 31, 2018 and adding \$310,000 for a revised total Agreement amount not to exceed \$698,000.

SUMMARY/DISCUSSION: PRIOR BR for reference below:

Natividad Medical Center currently has approximately 100 volunteers that provide services to assist with the overall hospital operations. These funds are used to cover costs of management oversight services and ensure appropriate allocation of volunteer resources.

All volunteers are required to complete standard education materials, evaluations and competencies, to meet The Joint Commission standards along with all state and federal regulations. Therefore, it is recommended that NMC renew the manager agreement for a period of three years.

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 6/28/18 and by its Board of Trustees on 7/13/18.

FINANCING:

The cost for this Amendment No. 2 is \$310,000 over three years. \$103,000 was 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.

Prepared by: Janine Bouyea, HR Director, 783-2701

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

Attachments:

Amendment No. 2

Amendment No. 1

Original Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Microsoft Program Enrollment Agreements

Legistar Number:

..Title

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute a Microsoft Enterprise Enrollment Program Agreement and a Microsoft Server Cloud Enrollment Program Agreement with Software House International, each with a three year term of September 1, 2018 through August 31, 2021 for the purpose of procuring volume Microsoft licenses (through the reseller SHI), including 3 annual True-ups, for a total cost of \$1,829,010.
- b. Approve the NMC Chief Executive Officer's recommendation to accept non-standard provisions within the agreements.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

- c. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute a Microsoft Enterprise Enrollment Program Agreement and a Microsoft Server Cloud Enrollment Program Agreement with Software House International, each with a three year term of September 1, 2018 through August 31, 2021 for the purpose of procuring volume Microsoft licenses (through the reseller SHI), including 3 annual True-ups, for a total cost of \$1,829,010.
- d. Approve the NMC Chief Executive Officer's recommendation to accept non-standard provisions within the agreements.

SUMMARY/DISCUSSION:

Natividad Medical Center (NMC) relies on Microsoft software and online services to operate its computers, servers, IT applications, and other digital capabilities. This encompasses Microsoft Windows (computers and servers), Microsoft Office Suite (word processing, spreadsheets and presentations), Microsoft Exchange (email), SQL Server (databases), Microsoft SharePoint Online (collaboration) and remote access, amongst others. Over the last decade, NMC has made significant investments in these product licenses. Maintaining our agreements with Microsoft are essential to preserving our software investments and supporting hospital computing operations. Approval to execute both enrollment agreements will allow NMC to maintain licensing and online services for 1729 workforce members (staff, contractors).

NMC, in consultation with Gartner Research, sought the most aggressive pricing our three-year renewal. The County of Riverside (CA) has negotiated an agreement with Microsoft that over 600 State and local agencies are currently leveraging. It entitles NMC to join the lowest cost tier (D) typically reserved for large organizations with an additional discount averaging 7%. It ranks as one of the most favorably discounted Microsoft agreement in the U.S.

Microsoft licenses are commonly purchased through an authorized reseller, not through Microsoft directly. At this time NMC seeks to procure the licenses associated with both Microsoft Enrollment agreements through the reseller Software House International (SHI). This request includes that authorization along with the quotes to cover the costs which are based on current counts of licenses in use.

Per the terms and conditions within the agreements, Natividad is allowed to install additional product licenses, including cloud (online) licenses, for new users as they come on board, but is required to perform an annual "True-Up" to identify the number of licenses actually in use at the end of each year and to pay any difference which may have been incurred for that year. This capability is in the best interest of the County as it mitigates the potential of over purchasing costly licenses up front. The cost of the annual True-Up is variable and based on the type and quantity of licensing and services consumed but the amount requested for future True-ups is based on past costs for True-ups.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed the Microsoft Enterprise Enrollment Program Agreement and Microsoft Server Cloud Enrollment Program Agreement as to legal form and risk provisions. Although the terms of those agreements are not the same as the County's "standard" provisions, they appear to be relatively standard within the industry and are non-negotiable in any event. The Auditor-Controller has reviewed and approved as to payment provisions. These agreements have also been reviewed and approved by Natividad's Finance Committee on June 28, 2018 and by its Board of Trustees on July 13, 2018.

FINANCING:

The total cost for procuring Microsoft licenses for use over a three year period is currently projected at \$1,829,010, of which \$509,670 has been 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 payment facilitates the maintenance and support of NMC's Microsoft systems and applications that support NMC's patient care systems and hospital computing operations.

- ☐ 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:

Microsoft Enterprise Enrollment Program Agreement

Microsoft Server Cloud Enrollment Program Agreement

Microsoft Business Associate Agreement

SHI Quote #15409144 (for other Microsoft licenses such as Windows, Office and Sharepoint)

SHI Quote #15448981 (for Microsoft Server Licenses)

SHI Quote #15448710 (for Microsoft SQL Licenses)

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Monarch Medical Technologies, LLC Agreement

Legistar Number: _____

..Title

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an Agreement with Monarch Medical Technologies, LLC for glucose management system enterprise software subscription at NMC for an amount not to exceed \$190,015 for the term August 1, 2018 through July 31, 2021.
- 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%) (\$19,001) of the original cost of 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 Monarch Medical Technologies, LLC for glucose management system enterprise software subscription at NMC for an amount not to exceed \$190,015 for the term August 1, 2018 through July 31, 2021.
- 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%) (\$19,001) of the original cost of the agreement.

SUMMARY/DISCUSSION:

NMC's existing process for glucose control and insulin therapy management consists of multiple order sets for the provider to choose from and complicated protocols for nursing staff to follow. With the current non automated process glycemic control (hyper- and hypoglycemia) can be suboptimal.

Endotool is a clinical decision support software that provides personalized recommendations for insulin therapy to better control the patient's glycemic rates in a more automated fashion. The provider no longer chooses from multiple order sets but instead orders Endotool management. The nurse no longer follows complicated protocols but instead follows the instructions from Endotool. The software is built using NMC's policies, procedures and protocols that define insulin management and glycemic control. The system is HIPAA compliant and integrates with Meditech. This product has been shown to decrease the time it takes to have a patient's glucose level under control, reduces the number of hyper- and hypoglycemic events and improves patient outcomes and care.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this agreement as to legal form and risk provisions, and the Auditor-Controller has reviewed and approved as to payment provisions. The agreement has also been reviewed and approved by NMC's Finance Committee on June 28, 2018 and by its Board of Trustees on July 13, 2018.

FINANCING:

The cost for this agreement is \$190,015 of which \$76,271 is included in the Adopted 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:

This agreement facilitates the enhanced operational performance of Natividad Medical Center. This provides NMC with the additional support it needs to be able to provide reliable and quality patient care thus improving the health and quality of life for patients and their families.

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

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

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

Attachments:

Monarch Medical Technologies LLC Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS

MEETING:	July 17, 2018	AGENDA NO.:	
SUBJECT:	<ul style="list-style-type: none">a) Amend Personnel Policies and Practices Resolution No. 98-394 and Appendix B to Adjust the Salary Ranges for the Classifications: Supervising Clinic Nurse, Supervising Nurse I, Supervising Nurse II, Nursing Services Unit Manager, Nursing Services Division Manager, Director of Surgical Services, Hospital Director of Nursing Education, Utilization Management Coordinator, Administrative Nurse/House Supervisor, and Hospital Chief Nursing Officer effective July 21, 2018 as indicated in the attached resolution;b) Amend Personnel Policies and Practices Resolution No. 98-394 and Appendix B to Adjust the Salary Ranges for the Classifications: Supervising Clinic Nurse, Supervising Nurse I, Supervising Nurse II, Nursing Services Unit Manager, Nursing Services Division Manager, Director of Surgical Services, Hospital Director of Nursing Education, Utilization Management Coordinator, Administrative Nurse/House Supervisor, and Hospital Chief Nursing Officer effective the first full pay period in January 2019 as indicated in the attached resolution;c) Authorize the County Administrative Office to Incorporate the Approved Changes in the Natividad FY 18-19 Adopted Budget; andd) Direct the Monterey County Human Resources Department to Implement the Changes in the Advantage HRM System.		
DEPARTMENT:	Natividad		

RECOMMENDATION:

It is recommended that the Board of Supervisors take the following action:

- a) Adopt Resolution to Amend Personnel Policies and Practices Resolution No. 98-394 and Appendix B to Adjust the Salary Ranges for the Classifications: Supervising Clinic Nurse, Supervising Nurse I, Supervising Nurse II, Nursing Services Unit Manager, Nursing Services Division Manager, Director of Surgical Services, Hospital Director of Nursing Education, Utilization Management Coordinator, Administrative Nurse/House Supervisor, and Hospital Chief Nursing Officer effective July 21, 2018 as indicated in the attached resolution;
- b) Amend Personnel Policies and Practices Resolution No. 98-394 and Appendix B to Adjust the Salary Ranges for the Classifications: Supervising Clinic Nurse, Supervising Nurse I, Supervising Nurse II, Nursing Services Unit Manager, Nursing Services Division Manager, Director of Surgical Services, Hospital Director of Nursing Education, Utilization Management Coordinator, Administrative Nurse/House Supervisor, and Hospital Chief Nursing Officer effective the first full pay period in January 2019 as indicated in the attached resolution;
- c) Authorize the County Administrative Office to Incorporate the Approved Changes in the Natividad FY 18-19 Adopted Budget; and
- d) Direct the Monterey County Human Resources Department to Implement the Changes in the Advantage HRM System.

SUMMARY:

Natividad recommends that the salary ranges for the nursing supervisor/manager classifications listed in the attached resolution be adjusted. This recommendation addresses a continuing compaction issue between these supervisory/management nursing classifications and their subordinate nursing classification that occurred upon implementation of salary increases that the subordinate nursing classifications received as a result of labor negotiations with the Monterey County Registered Nurses Association (MCRNA).

DISCUSSION:

In order to promote efforts to recruit and retain qualified nursing supervisors and managers in the hospital and primary care clinics, Natividad recommends salary adjustments for supervisor and manager level nursing classifications. This recommendation addresses a continuing compaction issue between non-represented management nursing classifications and supervisory nursing classification (represented by SEIU-Local 521 – Unit F) listed in this report and in the attached resolution, and their respective subordinate nursing classifications (represented by MCRNA - Unit S). The present compaction issue occurred upon implementation of the salary increase that the subordinate nursing classifications received as a result of labor negotiations with MCRNA - Unit S.

Over the current MOU term, MCRNA – Unit S nurses will receive a total base salary increase of 9% through June 30, 2019, while unrepresented nursing managers and SEIU-Local 521 – Unit F nursing supervisors are due to receive a total base salary increase of 5.5%. The proposed recommendations listed in the attached resolution include an increase of 1.5% effective July 21, 2018 and then 2% effective the first full pay period of January 2019 to the salary ranges for nursing supervisor and manager classifications to equal the total base salary increase their subordinate classifications received. If approved, this action will address the compaction issue that already exists and not create further compaction between classifications within the Nursing series.

These salary adjustments support Natividad in their ongoing efforts to recruit and retain qualified nursing supervisors and managers in the hospital and primary care clinics. Therefore, it is recommended that the Board approve this action.

OTHER AGENCY INVOLVEMENT:

Natividad consulted with the Monterey County Human Resources Department/Labor Division regarding this recommendation. SEIU-Local 521 (representing Unit F – Supervisory Unit) concurs with this recommendation.

FINANCING:

The annualized increase to the Natividad Budget (Unit 9600) is approximately \$190,138, which will be absorbed in the Natividad Budget (Unit 9600) for FY 2018-19. This action has no impact on the General Fund.

Prepared by:

Approved by:

Janine Bouyea
NMC Human Resources Administrator, Natividad

Dr. Gary Gray
Chief Executive Officer, Natividad

Dated: June 4, 2018

Attachment: Resolution

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

PSM Medical Imaging Specialists, Inc.

Legistar Number: _____

..Title

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with PSM Medical Imaging Specialists, Inc. for Picture Archiving System (PACS) maintenance and quality control services for the Diagnostic Imaging Department at NMC for an amount not to exceed \$349,050 with an agreement term of July 24, 2018 through July 23, 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%) (\$34,905) of the original cost of the agreement.

..Report

RECOMMENDATION:

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with PSM Medical Imaging Specialists, Inc. for Picture Archiving System (PACS) maintenance and quality control services for the Diagnostic Imaging Department at NMC for an amount not to exceed \$349,050 with an agreement term of July 24, 2018 through July 23, 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%) (\$34,905) of the original cost of the agreement.

SUMMARY/DISCUSSION:

The PSM Medical Imaging Specialists, Inc. assist Natividad Diagnostic Imaging with the management, ongoing maintenance and quality checks on the Picture Archiving Software System (PACS) in the Diagnostic Imaging department. The contractor provides daily checks for data storage, daily quality control checks for data corruption in the system and assists the Radiologist with troubleshooting problems they may encounter when dictating a report or reviewing images within the PACS system. The contractor is on call after hours and on weekends to assist with any problems of the software during these hours.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this agreement as to legal form, and the Auditor-Controller has reviewed and approved as to payment provisions. The agreement has also been reviewed and approved by NMC's Finance Committee on June 28, 2018 and by its Board of Trustees on July 13, 2018.

FINANCING:

The cost for this agreement is \$349,050 of which \$349,050 is included in the Fiscal Year 2018-19 Recommended Budget.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This contract supports the strategic initiatives of Monterey County in the area of Health and Human Services by providing maintenance and ongoing support of the Diagnostic Imaging picture archiving system which stores patient imaging records.

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

Prepared by: Heidi Dormody, Laboratory and Radiology Manager, 772-7660

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

Attachments:

PSM Medical Imaging Specialists, Inc. Agreement for Services

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Clean Harbors Environmental Services, Inc. Agreement

Legistar Number: _____

..Title

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with Clean Harbors Environmental Services, Inc. for waste transportation and disposal services of rendered non-retrievable and unusable pharmaceutical waste on an as-needed basis at NMC for an amount not to exceed \$3,500 with an agreement term August 1, 2018 through July 31, 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%) (\$350.00) of the original cost of 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 Clean Harbors Environmental Services, Inc. for waste transportation and disposal services of rendered non-retrievable and unusable pharmaceutical waste on an as-needed basis at NMC for an amount not to exceed \$3,500 with an agreement term August 1, 2018 through July 31, 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%) (\$350.00) of the original cost of the agreement

SUMMARY/DISCUSSION:

Clean Harbors Environmental Services Inc. specializes in providing environmental and hazardous waste management services to private and government agencies. It is based in Quincy, Massachusetts with a local office in San Jose, California.

Clean Harbors will provide services to NMC including, but not limited to remediation services, industrial maintenance services, lab pack and waste transportation and disposal services of rendered non-retrievable and unusable pharmaceutical waste on an as-needed basis.

Approving the Clean Harbors Environmental Services Inc. agreement will help move NMC towards a strong and front line program as it relates to collection, transportation, and disposal of medical waste materials that accumulate in a medical facility. This is the best possible environmentally friendly solution to our controlled substance, biohazards, & pathogens mitigation as they are rendered irretrievable and non-unusable through incineration at an approved and licensed facility. Clean harbors offers sound liability protection, while meeting Federal and State regulations.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this agreement as to legal form and as to risk provisions, and the Auditor-Controller has reviewed and approved as to payment provisions. The agreement has also been reviewed and approved by NMC's Finance Committee on June 28, 2018 and by its Board of Trustees on July 13, 2018.

FINANCING:

The cost for this agreement is \$3,500 which is included in the Fiscal Year 2018-19 Recommended Budget.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

These services offer us the ability to keep serving our patients to safely dispose of the hazardous waste that is generated through such care.

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

Prepared by: Richard Magana, Hospital Director of Environmental Services, 783-2654

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

Attachments:

Clean Harbors Environmental Services, Inc. Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS

MEETING:	July 17, 2018	AGENDA NO.:	
SUBJECT:	a) Approve and Amend Personnel Policies and Practices Resolution No. 98-394 and Appendices A and B to Adjust the Salary Ranges for the Following Classifications: Pharmacist-Per Diem, Nurse Practitioner III-Per Diem, Staff Nurse II-Per Diem, Sonographer-Per Diem, Nuclear Medicine Technologist-Per Diem, Physical Therapist-Per Diem, Occupational Therapist-Per Diem, Clinical Laboratory Scientist-Per Diem, Cardiopulmonary Technician-Per Diem, and Radiologic Technologist-Per Diem; and b) Direct the Monterey County Human Resources Department to Implement the Changes in the Advantage HRM System.		
DEPARTMENT:	Natividad Medical Center		

RECOMMENDATION:

It is recommended that the Board of Supervisors take the following action:

- a) Approve and Amend Personnel Policies and Practices Resolution No. 98-394 and Appendices A and B to Adjust the Salary Ranges for the Following Classifications: Pharmacist-Per Diem, Nurse Practitioner III-Per Diem, Staff Nurse II-Per Diem, Sonographer-Per Diem, Nuclear Medicine Technologist-Per Diem, Physical Therapist-Per Diem, Occupational Therapist-Per Diem, Clinical Laboratory Scientist-Per Diem, Cardiopulmonary Technician-Per Diem, and Radiologic Technologist-Per Diem; and
- b) Direct the Monterey County Human Resources Department to Implement the Changes in the Advantage HRM System.

SUMMARY:

Natividad Medical Center (NMC) recommends adjusting the salary ranges associated with all per diem pay in lieu of benefits positions within the hospital in order to recruit and retain qualified employees.

DISCUSSION:

NMC recommends adjusting the salary ranges for the following classifications:

<u>Classification Title</u>	<u>Class Code</u>	<u>Current Hourly Salary</u>	<u>New Hourly Salary</u>
Pharmacist-Per Diem	50A31	\$63.594 - \$86.808	\$66.263 - \$90.501
Nurse Practitioner III-Per Diem	52A99	\$56.375 - \$76.954	\$75.154 - \$102.645
Staff Nurse II-Per Diem	52A79	\$49.854 - \$68.053	\$59.467 - \$81.219
Sonographer-Per Diem	50R33	\$46.553 - \$63.546	\$54.213 - \$74.043
Nuclear Medicine Technologist-Per Diem	50R43	\$46.535 - \$63.522	\$61.426 - \$83.895
Physical Therapist-Per Diem	50G21	\$45.348 - \$61.901	\$47.250 - \$64.533
Occupational Therapist-Per Diem	50F30	\$45.348 - \$61.901	\$47.250 - \$64.533
Clinical Laboratory Scientist-Per Diem	50D31	\$38.231 - \$52.187	\$45.492 - \$62.133
Cardiopulmonary Technician-Per Diem	50P31	\$36.976 - \$50.474	\$45.763 - \$62.502
Radiologic Technologist-Per Diem	50R23	\$33.085 - \$45.162	\$44.235 - \$60.415

The salary strings of per diem classifications include pay in lieu of benefits for which employees in per diem classifications are not eligible. An adjustment to the salary ranges for per diem classifications requires approval of the Monterey County Board of Supervisors, as salaries for these classifications are not maintained as part of negotiations with MCRNA or SEIU-Local 521.

Since creation, NMC has not requested adjustments for per diem classifications, which has subsequently resulted in the spread between the salaries of the respective classifications falling well below the threshold to constitute pay in lieu of benefits. This hinders Natividad's ability to recruit and retain highly qualified per diem employees into these essential clinical per diem positions.

In an effort to realign these salaries with current market trends, as well as to remain competitive and continue to recruit, retain and appropriately compensate highly qualified per diem employees, NMC recommends adjusting the salary ranges for the above listed per diem classifications. It is also recommended that these classifications' salary strings be tied to the regular classifications to retain a consistent spread of 19%. This recommendation is based on the salary ranges for the regular classifications after receiving the negotiated salary increases effective July 2018 (3% for SEIU-Local 521-Unit H and 2% for classifications in MCRNA-Unit S), and is effective after those increases have been implemented. =

OTHER AGENCY INVOLVEMENT:

The recommendations were reviewed by Natividad Medical Center and the Monterey County Human Resources Department.

FINANCING:

The increased costs of the above actions were included in the Natividad Medical Center Adopted Budget (Unit 9600) for FY 2017-18. This action has no impact on the General Fund.

Prepared by:

Approved by:

Janine Bouyea
NMC Human Resources Administrator, NMC

Gary R. Gray, D.O.
Chief Executive Officer, NMC

Dated: May 30, 2018

Attachments: Resolution

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Payment Authorization for additional Microsoft Licenses at Natividad Legistar Number:

..Title

Approve and authorize the Auditor-Controller to process payment in the amount of \$28,338 to Software House International (SHI) per Quote No. 15342364 on behalf of Natividad Medical Center (Natividad) for additional Microsoft licenses owed and as required by the existing Microsoft Enterprise Enrollment Program Agreement, increasing the total cost of that agreement from \$1,057,860.16 to \$1,086,198.16, with no change to the term of the agreement of September 1, 2015 through August 31, 2018.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

Approve and authorize the Auditor-Controller to process payment in the amount of \$28,338 to Software House International (SHI) per Quote No. 15342364 on behalf of Natividad Medical Center (Natividad) for additional Microsoft licenses owed and as required by the existing Microsoft Enterprise Enrollment Program Agreement, increasing the total cost of that agreement from \$1,057,860.16 to \$1,086,198.16, with no change to the term of the agreement of September 1, 2015 through August 31, 2018.

SUMMARY/DISCUSSION:

Natividad's contract with the Microsoft Corporation authorized Natividad to procure volume Microsoft licenses under a Microsoft Enterprise Enrollment Program Agreement. Under the Enterprise Agreement, Natividad is allowed to install additional product licenses for new users as they come on board, but is required annually to perform a "True-Up" of the actual licenses in use. This capability is in the best interest of the County as it mitigates the potential of over purchasing costly licenses. Initially, licenses were acquired to support 1000 workforce members.

On December 5, 2017 the Monterey County Board of Supervisors approved SHI Quotation No. 13796352 for the Year 2 (2017) True-Up fees in the amount of \$121,820 as the count needed to be adjusted upwards by 721 licenses to support email and general system usage. This was due to additional Trauma Center and other staff and contractors acquired subsequent to the original agreement.

The cost of the annual True-Up is variable and based on the type and quantity of licensing or services consumed. This year's True-Up cost is significantly lower at \$28,338 due to a lesser demand for new licensing and a shorter timeline between our Year 2 and Year 3 True-Up.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this request as has the County Auditor-Controller. This request has also been reviewed and approved by Natividad's Finance Committee on June 28, 2018 and by its Board of Trustees on July 13, 2018.

FINANCING:

The cost for request is \$28,338, all of which was included in the FY18-19 Recommended Budget for the Microsoft Enterprise Enrollment Program Agreement.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This payment facilitates the utilization of collaborative IT tools by new Natividad workforce members.

- ☐ 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:

SHI Quote No. 15342364 (2018 True-Up)

SHI Quote No. 13796352 (2017 True-Up) with Board Order

Enterprise Enrollment Agreement with the Microsoft Corporation (current)

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Hooper, Lundy & Bookman, PC Original Agreement

Legistar Number:

..Title

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with Hooper, Lundy & Bookman, PC for legal services with respect to healthcare matters at Natividad Medical Center, for an amount not to exceed \$900,000 with a retroactive agreement term July 1, 2018 through June 30, 2021.
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to two (2) 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%) (\$90,000) 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 an agreement with Hooper, Lundy & Bookman, PC for legal services with respect to healthcare matters at Natividad Medical Center, for an amount not to exceed \$900,000 with retroactive agreement term July 1, 2018 through June 30, 2021.
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to two (2) 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%) (\$90,000) of the original cost of the agreement per each amendment.

SUMMARY/DISCUSSION:

Hooper, Lundy & Bookman PC is the largest full service law firm in the country, with offices in San Francisco, Los Angeles, San Diego, and Washington, D.C., dedicated solely to the legal representation of health care providers in Medicare Medicaid payments, health care business transactions, licensing and certifications.

Hooper, Lundy & Bookman provides legal services to the County of Monterey to ensure that the operations of Natividad Medical Center comply with state and federal healthcare and Medicare compliance laws. The potential sanctions for noncompliance with these laws are severe and include civil and criminal liability, as well as debarment or exclusion from participation in Medicare. Additionally, the firm provides advice on medical staff matters, affiliation agreements; Medi-Cal managed care agreements, and commercial payor agreements.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this agreement as to legal form and risk provisions, and the Auditor-Controller has reviewed and approved as to payment provisions. This agreement has also been reviewed and approved by NMC's Finance Committee on 6/28/18 and by its Board of Trustees on 7/13/18.

FINANCING:

The cost for this agreement is \$900,000 of which \$300,000 shall be included in the Fiscal Year 2018-19 Recommended Budget.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

☐ Economic Development

☒ Administration

The services rendered in this agreement provide legal consulting services, as needed, with respect to healthcare matters; the outcome of which contributes to assisting NMC run efficient business operations.

☐ 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:

Hooper Lundy and Bookman PC Original Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Schipper Design, LLC Amendment No. 5

Legistar Number:

..Title

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 5 to the agreement (A-12739) with Schipper Design, LLC for marketing and design services, extending the agreement an additional one (1) month period (July 1, 2018 through July 31, 2018) for a revised full agreement term of January 1, 2014 through July 31, 2018, and adding \$160,000 for a revised total agreement amount not to exceed \$1,530,000.

..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. 5 to the agreement (A-12739) with Schipper Design, LLC for marketing and design services, extending the agreement an additional one (1) month period (July 1, 2018 through July 31, 2018) for a revised full agreement term of January 1, 2014 through July 31, 2018, and adding \$160,000 for a revised total agreement amount not to exceed \$1,530,000.

SUMMARY/DISCUSSION:

Schipper Design is a multiple award-winning, local graphic and web design firm that brings a diverse wealth of experience and skills to marketing design services for Natividad. Schipper Design has worked with Natividad in developing marketing plans, graphic design, and production of marketing collateral and support materials, including logos, brochures, websites, newsletters, presentations, and advertisements since 2014.

The Board of Supervisors approved a two year and six month agreement starting on January 1, 2014 with Schipper Design with a maximum liability of \$100,000 per RFP #9600-47. The Board approved a first amendment on July 1, 2014, adding \$200,000 to the Agreement with no change to the term of the agreement. A second amendment was approved on June 23, 2015, adding \$200,000 with no change to the term of the agreement. A third amendment was approved on May 3, 2016 extending the term of the agreement for one (1) year period through June 30, 2017 and adding recruitment advertising services to the agreement, previously under a separate Schipper agreement. A fourth amendment was approved on May 16, 2017 extending the term for one (1) year through June 30, 2018 and adding \$300,000.

Natividad is currently awaiting approval by the Board of Supervisors to award an agreement for services with Schipper Design per RFP #9600-79, which will become effective August 1, 2018. At this time, Natividad is requesting authorization to extend this current agreement under RFP #9600-47 an additional one (1) month period to cover services through July 31, 2018.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this amendment No. 5 as to legal form, and the Auditor-Controller has reviewed and approved as to payment provisions. This amendment No. 5 was reviewed and approved by the NMC's Finance Committee on 6/28/18 and by the NMC Board of Trustees on 7/13/18.

FINANCING:

The cost for this request is \$160,000 and will be absorbed in the Fiscal year 2017-18 Adopted Budget. There is no impact to the General Fund.

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

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

Attachments:

Schipper Design Agreement

Schipper Design Amendment No. 1

Schipper Design Amendment No. 2

Schipper Design Amendment No. 3

Schipper Design Amendment No. 4

Schipper Design Amendment No. 5

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Health Management Associates, Inc. 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 with Health Management Associates, Inc. for review of healthcare benefit program and network designs to lower costs and direct care to specific provider systems for Natividad, adding \$50,000 for a revised total agreement amount not to exceed \$150,000 and with no change to the agreement term of January 2, 2017 through January 1, 2019.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment no. 2 to the agreement with Health Management Associates, Inc. for review of healthcare benefit program and network designs to lower costs and direct care to specific provider systems for NMC, adding \$50,000 for a revised total agreement amount not to exceed \$150,000 and with no change to the agreement term of January 2, 2017 through January 1, 2019.

SUMMARY/DISCUSSION:

Health Management Associates, Inc. (HMA) is a consulting firm experienced in feasibility studies and program development with a deep knowledge of county hospital system operations and network development. HMA will work with Natividad and Health Department leadership to assist in improving operational and clinical alignment of the Monterey County health portfolio.

HMA will provide guidance regarding; unified planning, strategic partnership development and opportunities for achieving shared operational efficiencies. Specific operational improvements will focus on improving appointment access, patient communication, and quality improvement.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this amendment no. 2 as to legal form, 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 June 28, 2018 and by its Board of Trustees on July 13, 2018.

FINANCING:

The cost for this amendment no. 2 is \$50,000, all of which is included in the Fiscal Year 2018-19 Adopted 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:

This agreement is for consulting services to explore and implement various approaches to providing healthcare benefits and network designs to lower costs and direct care to specific provider systems, the outcome of which will contribute to a more efficient use of resources within the organization.

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

Prepared by: Andrea Rosenberg, Assist. Administrator, Operations and Support Services, 783-2562

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

Attachments:

Health Management Associates Inc Amendment 2

Health Management Associates Inc Amendment 1

Health Management Associates Inc Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Universal Staffing, Inc. 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 with Universal Staffing, Inc. for professional staffing services, extending the agreement an additional three (3) year period (January 1, 2019 through December 31, 2021) for a revised full agreement term of May 1, 2017 through December 31, 2021, and adding \$375,000 for a revised total agreement amount not to exceed \$450,000.

..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 with Universal Staffing, Inc. for professional staffing services, extending the agreement an additional three (3) year period (January 1, 2019 through December 31, 2021) for a revised full agreement term of May 1, 2017 through December 31, 2021, and adding \$375,000 for a revised total agreement amount not to exceed \$450,000.

SUMMARY/DISCUSSION:

Universal Staffing, Inc. provides Natividad Medical Center with experienced professionals to provide classification and reclassification studies, and compensation analysis for both clinical and non-clinical positions upon request by NMC's Human Resources Division.

NMC would like to amend the existing agreement to include trauma registry services in which Universal Staffing will also provide 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 the American College of Surgeons (ACS).

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 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).

NMC continues to surpass the volume recommendation and requires assistance due to the high volume of patients treated at the trauma center. Natividad is requesting additional assistance to help current staff with fulfilling the requirements of ACS and need this assistance until the time in which the hospital is up-to-date and able to meet the required abstraction demands based on the trauma center's current volume. NMC will evaluate the need to increase 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 this amendment no. 2 as to legal form, 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 June 28, 2018 and by its Board of Trustees on July 13, 2018.

FINANCING:

The cost for this amendment no. 2 is \$375,000, of which \$125,000 is included in the Adopted Budget for Fiscal Year 2018-19. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This agreement provides 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; such as, 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.

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

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

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

Attachments:

Universal Staffing Inc Amendment 2

Universal Staffing Inc Amendment 1

Universal Staffing Inc Agreement

Attachments on file with the Clerk of the Board



FINANCIAL STATEMENTS

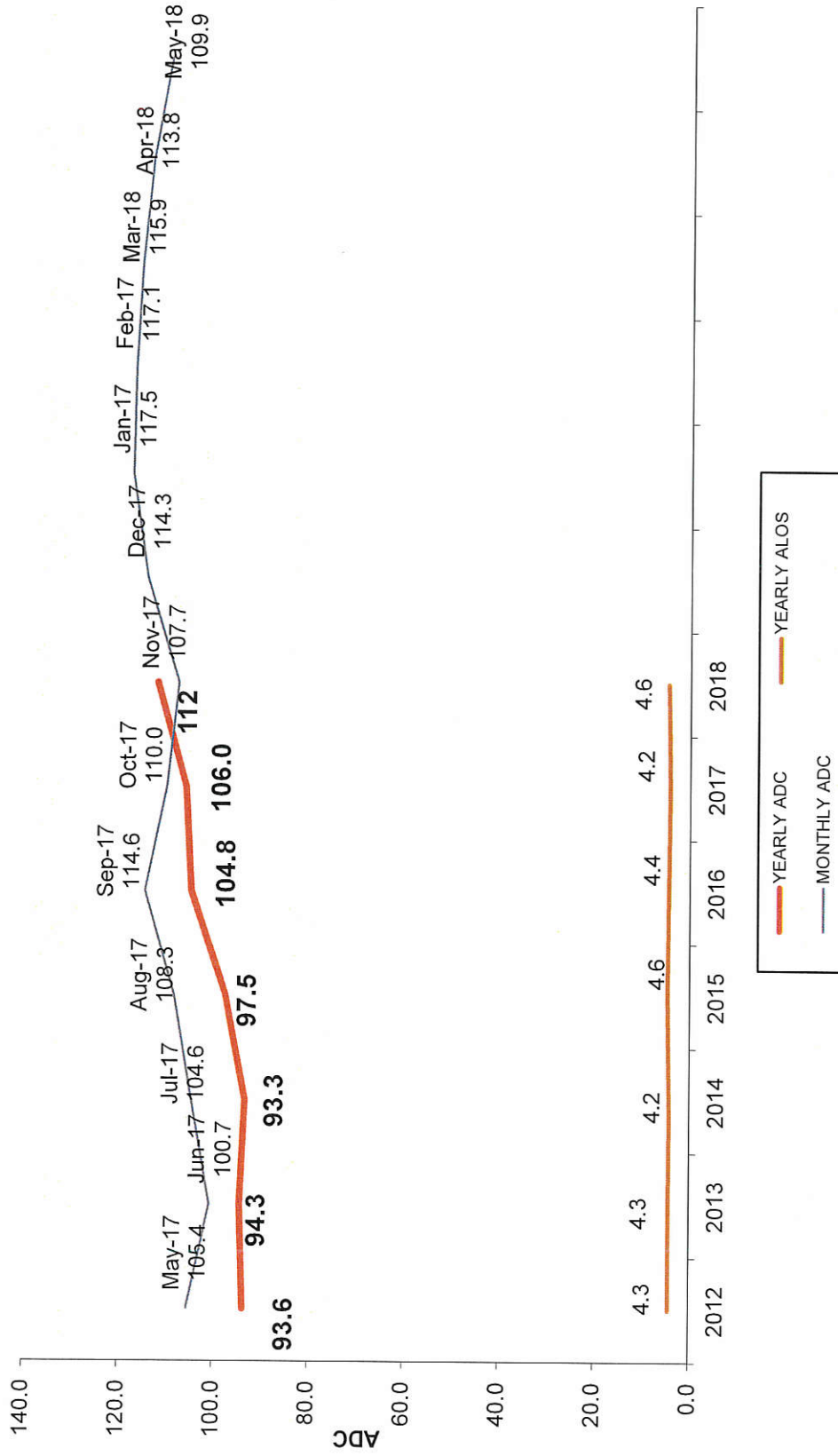
MAY 31, 2018

FINANCIAL STATEMENTS

MAY 31, 2018

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

Month-To-Date					Year-To-Date					
03-18	04-18	05-18	Budget		Budget	Current	Prior Yr	%		
PT DAYS BY SERVICE					STAFFED BEDS					
					CY/PY					
1	262	210	252	194	NICU	15	2,098	2,599	2,403	8.16%
2	1,391	1,508	1,428	1,328	Med/Surg	35	14,350	15,868	15,031	5.57%
3	271	195	216	207	ICU	10	2,239	2,346	2,427	-3.34%
4	75	69	94	99	Peds	12	1,071	795	671	18.48%
5	707	648	662	587	Acute Rehab	20	6,343	7,388	6,584	12.21%
6	364	390	350	373	OB/Gyn	26	4,031	4,060	3,846	5.56%
7	3,070	3,020	3,002	2,788	TOTAL ACUTE	118	30,132	33,056	30,962	6.76%
8	513	394	404	463	Psychiatric	19	5,003	4,469	4,555	-1.89%
9	3,583	3,414	3,406	3,251	TOTAL DAYS	137	35,135	37,525	35,517	5.65%
10	298	334	349	331	Nursery	18	3,576	3,436	3,545	-3.07%
AVERAGE DAILY CENSUS										
11	76.2	79.1	75.5	71.0	Acute	98	71.0	76.6	72.8	5.22%
12	22.8	21.6	21.4	18.9	Acute Rehab	20	18.9	22.1	19.7	12.18%
13	16.5	13.1	13.0	14.9	Psychiatric	19	14.9	13.3	13.6	-2.21%
14	115.6	113.8	109.9	104.9	TOTAL	137	104.9	112.0	106.0	5.66%
15	9.6	11.1	11.3	10.7	Nursery	18	10.7	10.3	10.6	-2.83%
PERCENTAGE OF OCCUPANCY										
16	77.8%	80.7%	77.0%	72.4%	Acute		72.4%	78.2%	74.3%	5.2%
17	95.0%	90.0%	89.2%	78.8%	Acute Rehab		78.8%	92.1%	98.5%	-6.5%
18	86.8%	68.9%	68.4%	78.4%	Psychiatric		78.4%	70.0%	71.6%	-2.2%
19	82.0%	80.7%	77.9%	74.4%	TOTAL		74.4%	79.4%	77.4%	2.7%
20	53.3%	61.7%	62.8%	59.4%	Nursery		59.4%	57.2%	58.9%	-2.8%
ADMISSIONS										
21	633	631	639	646	Acute		6,977	6,876	6,892	-0.23%
22	50	54	55	43	Acute Rehab		466	539	485	11.13%
23	61	62	60	72	Psychiatric		779	655	704	-6.96%
24	744	747	754	761	TOTAL		8,222	8,070	8,081	-0.14%
25	170	198	192	181	Nursery		1,959	1,963	1,942	1.08%
26	175	201	197	219	Deliveries		2,408	2,022	1,989	1.66%
DISCHARGES										
27	651	671	665	646	Acute		6,977	7,076	7,009	0.96%
28	51	54	57	43	Acute Rehab		466	540	483	11.80%
29	58	68	61	72	Psychiatric		779	652	708	-7.91%
30	760	793	783	761	TOTAL		8,222	8,268	8,200	0.83%
31	155	172	175	181	Nursery		1,959	1,784	1,837	-2.89%
AVERAGE LENGTH OF STAY										
32	4.8	4.6	4.5	4.3	Acute(Hospital wide no babies)		4.3	4.6	4.4	4.55%
33	14.1	12.0	12.0	13.7	Acute Rehab		13.6	13.7	13.6	0.74%
34	2.5	2.5	2.6	2.5	OB/Gyn		2.5	2.6	2.6	0.00%
35	8.4	6.4	6.7	6.4	Psychiatric		6.4	6.8	6.5	4.62%
36	1.8	1.7	1.8	1.8	Nursery		1.8	1.8	1.8	0.00%
OUTPATIENT VISITS										
37	4,317	4,231	4,516	3,823	Emergency Room		41,314	48,481	46,411	4.46%
38	427	420	424	441	ER Admits		4,767	4,713	4,690	0.49%
39	57.4%	56.2%	56.2%	58.0%	ER Admits as a % of Admissions		58.0%	58.4%	58.0%	0.63%
40	6,397	6,110	5,998	6,052	Clinic Visits		65,398	64,979	63,515	2.30%
ANCILLARY PROCEDURES BILLED										
41	47,521	46,371	46,825	39,833	Lab Tests		430,453	494,130	451,674	9.40%
42	3,747	3,511	3,539	2,964	Radiology Procedures		32,029	36,361	37,552	-3.17%
43	196	197	237	187	MRI Procedures		2,021	2,118	2,024	4.64%
44	115	131	127	123	Nuclear Med Procedures		1,328	1,187	1,318	-9.94%
45	1,134	1,173	1,167	933	Ultrasound Procedures		10,079	11,726	10,856	8.01%
46	1,492	1,536	1,410	1,327	CT Scans		14,343	15,895	14,022	13.36%
47	389	357	349	310	Surgeries		3,408	3,855	3,049	26.43%
48	7.79	7.65	7.81	7.87	FTE'S PER AOB		7.87	7.63	7.49	1.87%
49	1,238.2	1,227.2	1,227.9	1,153.4	TOTAL PAID FTE'S		1,153.4	1,216.3	1,124.2	8.19%
50	4,926	4,813	4,873	4,617	ADJUSTED PATIENT DAYS		49,892	53,432	50,278	6.27%

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													
Patent Revenue:													
1 Inpatient	\$ 64,051,842	\$ 65,939,137	\$ 65,843,044	\$ 68,420,254	\$ 63,073,214	\$ 67,354,866	\$ 68,728,856	\$ 64,145,796	\$ 73,744,793	\$ 68,785,589	\$ 68,744,586		\$ 738,871,977
2 Pro Fees	2,022,882	1,824,863	2,049,179	2,104,843	1,690,913	2,595,829	2,506,063	1,969,488	2,929,165	2,286,147	2,130,039		24,109,411
3 Outpatient	28,362,815	29,232,758	28,152,792	30,785,303	30,497,723	28,060,545	30,809,214	28,397,263	28,467,822	29,145,780	30,527,309		323,439,324
4 Total Patient Revenue	94,477,539	96,996,758	97,045,015	101,310,400	95,261,850	98,011,240	102,044,133	94,512,547	105,141,780	100,217,516	101,401,934		1,086,420,712
Deductions from revenue													
5 Contractual Deductions	69,354,132	72,092,912	72,577,106	75,714,974	73,179,328	72,923,980	77,900,737	72,609,956	79,795,005	77,521,785	77,234,936		820,904,851
6 Bad Debt	4,477,278	2,850,631	3,836,017	3,423,175	2,054,444	4,121,100	2,749,775	1,896,915	2,687,130	848,289	1,940,612		30,885,366
7 Unable to Pay	428,055	1,193,624	686,356	783,328	577,825	575,397	639,896	527,204	670,359	345,354	676,603		7,090,001
8 Total Contractual Discounts	74,259,465	76,139,167	77,079,479	79,921,477	75,811,597	77,624,477	81,290,408	75,034,075	83,152,494	78,715,428	79,852,151		858,880,218
9 Net Patient Revenue	20,218,074	20,857,591	19,965,536	21,388,923	19,450,253	20,386,763	20,753,725	19,478,472	21,989,286	21,502,088	21,549,783		227,540,494
10 As a percent of Gross Revenue	21.40%	21.50%	20.57%	21.11%	20.42%	20.80%	20.34%	20.61%	20.91%	21.46%	21.25%		20.94%
Total Government Funding	3,792,550	3,792,898	3,793,294	8,697,592	3,794,088	3,164,470	3,112,922	4,954,475	3,112,287	3,245,944	3,995,859		45,456,379
Other Operating Revenue:													
11 Rent Income	101,373	101,371	101,373	101,373	463,517	118,060	118,060	118,061	118,059	118,061	118,061		1,577,369
12 Interest Income	58,333	58,333	58,333	58,333	208,650	58,333	58,333	227,147	58,333	374,187	252,000		1,470,315
13 NMF Contribution	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000		660,000
14 Other Income	346,604	176,661	315,015	276,016	(2,269)	244,016	709,716	361,926	288,641	611,206	449,035		3,776,567
15 Total Other Operating Revenue	566,310	396,365	534,721	485,722	729,898	480,409	946,109	767,134	525,033	1,163,454	879,096		7,484,251
TOTAL REVENUE	24,576,934	25,046,854	24,293,551	30,582,237	23,974,239	24,031,642	24,812,756	25,200,081	25,626,606	25,911,486	26,424,738		280,481,124
EXPENSE													
16 Salaries, Wages & Benefits	12,366,056	12,534,995	12,878,348	12,431,766	11,809,313	12,348,447	13,921,154	12,293,945	13,271,458	12,770,181	12,882,849		139,508,512
17 Registry	249,758	319,373	345,765	379,056	318,483	323,306	312,195	312,478	449,385	337,893	372,592		3,720,284
18 Phys/Residents SWB & Contract Fees	2,757,711	2,829,505	2,971,221	2,923,306	2,935,563	2,912,664	3,072,940	2,902,867	2,876,175	3,447,624	3,082,957		32,712,533
19 Purchased Services	2,754,871	2,345,240	1,979,690	2,556,526	2,338,131	2,436,324	2,500,178	2,838,528	2,284,851	2,615,710	2,312,296		26,961,345
20 Supplies	2,082,026	2,335,133	1,938,533	2,014,069	1,871,153	1,939,834	2,094,194	2,039,045	1,967,746	1,997,316	2,343,161		22,622,230
21 Insurance	183,328	199,281	199,281	199,281	197,708	199,281	199,281	199,281	199,281	197,708	199,281		2,182,653
22 Utilities and Telephone	295,777	348,777	335,075	314,598	381,806	197,742	223,163	240,479	246,556	176,367	189,569		2,949,909
23 Interest Expense	214,883	200,196	200,196	200,196	200,196	200,196	200,196	180,741	180,741	180,742	186,088		2,144,368
24 Depreciation & Amortization	965,471	965,130	965,090	972,038	964,462	1,010,964	967,065	1,054,809	1,007,524	1,004,733	1,002,019		10,879,305
25 Other Operating Expense	346,303	458,909	517,214	457,058	470,662	451,754	507,147	632,291	514,910	566,554	485,948		5,408,750
26 TOTAL EXPENSE	22,216,184	22,536,539	22,344,791	22,447,914	21,487,476	22,019,512	23,997,511	22,689,747	22,998,627	23,294,828	23,056,760		249,089,889
27 NET INCOME(LOSS)	2,360,750	2,510,315	1,948,760	8,134,323	2,486,763	2,012,130	815,245	2,510,334	2,627,979	2,616,658	3,367,978		31,391,235
Normalization for Extraordinary Items													
28 R R FY15-16 & 16-17 and New E	-	-	-	(4,008,924)	-	-	-	-	-	-	(847,133)		(4,856,057)
29 AB915 Medi-Cal OP New Eligible	-	-	-	-	-	-	-	(1,818,033)	-	-	-		(1,818,033)
30 For Future Use	-	-	-	-	-	-	-	-	-	-	-		-
31 Total Extraordinary Items	-	-	-	(4,008,924)	-	-	-	(1,818,033)	-	-	(847,133)		(6,674,090)
32 NET INCOME BEFORE Extraordinary Items	\$ 2,360,750	\$ 2,510,315	\$ 1,948,760	\$ 4,125,399	\$ 2,486,763	\$ 2,012,130	\$ 815,245	\$ 692,301	\$ 2,627,979	\$ 2,616,658	\$ 2,520,845		\$ 24,717,145
CAPITAL CONTRIBUTIONS													
33 County Contribution													
34 CHANGE IN NET ASSETS	\$ 2,360,750	\$ 2,510,315	\$ 1,948,760	\$ 8,134,323	\$ 2,486,763	\$ 2,012,130	\$ 815,245	\$ 2,510,334	\$ 2,627,979	\$ 2,616,658	\$ 3,367,978		\$ 31,391,235

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

CURRENT MONTH					YEAR -TO -DATE			UNAUDITED	
	Actual	Budget	Variance fav. (unfav)		Actual	Budget	Variance fav. (unfav)	Prior Yr	
			\$ VAR.	% VAR			\$ VAR.	% VAR	AVERAGE
R E V E N U E									
Patient Revenue:									
1	\$ 68,744,586	\$ 64,494,219	\$ 4,250,367	6.6	\$ 738,871,977	\$ 709,436,409	\$ 29,435,568	4.1	\$ 696,875,137
2	2,130,039	1,915,601	214,438	11.2	24,109,411	21,071,611	3,037,800	14.4	22,237,526
3	30,527,309	28,167,209	2,360,100	8.4	323,439,324	309,839,299	13,600,025	4.4	298,873,237
4	101,401,934	94,577,029	6,824,905	7.2	1,086,420,712	1,040,347,319	46,073,393	4.4	1,017,985,899
Deductions from Revenue									
5	77,234,936	71,841,582	(5,393,354)	(7.5)	820,904,851	790,257,402	(30,647,449)	(3.9)	773,945,615
6	1,940,612	3,138,531	1,197,919	38.2	30,885,366	34,523,841	3,638,475	10.5	25,841,865
7	676,603	726,913	50,310	6.9	7,090,001	7,996,043	906,042	11.3	7,797,325
8	79,852,151	75,707,026	(4,145,125)	(5.5)	858,880,218	832,777,286	(26,102,932)	(3.1)	807,584,805
9	21,549,783	18,870,003	2,679,780	14.2	227,540,494	207,570,033	19,970,461	9.6	210,401,095
10	21.25%	19.95%			20.94%	19.95%			20.67%
11	3,995,859	3,609,469	386,390	10.7	45,456,379	39,704,159	5,752,220	14.49	53,714,184
Total Government Funding									
Other Operating Revenue:									
12	118,061	118,632	(571)	(0.5)	1,577,369	1,304,952	272,417	20.9	810,387
13	252,000	58,333	193,667	332.0	1,470,315	641,663	828,652	129.1	810,387
14	60,000	60,000	-	-	660,000	660,000	0	-	825,000
15	449,035	361,256	87,779	24.3	3,776,567	3,973,816	(197,249)	(5.0)	3,555,250
16	879,096	598,221	280,875	47.0	7,484,251	6,580,431	903,820	13.7	6,001,023
17	26,424,738	23,077,693	3,347,045	14.5	280,481,124	253,854,623	26,626,501	10.5	270,116,303
TOTAL REVENUE									
EXPENSE									
18	12,882,849	12,200,280	(682,569)	(5.6)	139,508,512	134,203,080	(5,305,432)	(4.0)	126,697,792
19	372,592	271,562	(101,030)	(37.2)	3,720,284	2,987,182	(733,102)	(24.5)	3,893,367
20	3,082,957	2,698,011	(384,946)	(14.3)	32,597,969	29,678,121	(2,919,848)	(9.8)	31,298,588
21	2,312,296	2,808,279	495,983	17.7	27,075,909	30,891,069	3,815,160	12.4	30,595,031
22	2,343,161	2,126,037	(217,124)	(10.2)	22,622,230	23,386,407	764,177	3.3	24,024,575
23	199,281	181,489	(17,792)	(9.8)	2,182,653	1,996,379	(186,274)	(9.3)	1,786,047
24	189,569	276,711	87,142	31.5	2,949,909	3,043,821	93,912	3.1	2,941,666
25	186,088	207,539	21,451	10.3	2,144,368	2,282,929	138,561	6.1	2,324,562
26	1,002,019	1,102,201	100,182	9.1	10,879,305	12,124,211	1,244,906	10.3	10,794,249
27	485,948	435,455	(50,493)	(11.6)	5,408,750	4,790,005	(618,745)	(12.9)	5,489,584
28	23,056,760	22,307,564	(749,196)	(3.4)	249,089,889	245,383,204	(3,706,685)	(1.5)	239,825,460
TOTAL EXPENSE									
29	3,367,978	770,129	2,597,849	337.3	31,391,235	8,471,419	22,919,816	270.6	30,290,843
NET INCOME(LOSS)									
CAPITAL CONTRIBUTIONS									
30									
31	-	-	-	-	-	-	-	-	-
32	-	-	-	-	-	-	-	-	-
33	-	-	-	-	-	-	-	-	-
34	\$ 3,367,978	\$ 770,129	\$ 2,597,849	337.3	\$ 31,391,235	\$ 8,471,419	\$ 22,919,816	270.6	\$ 30,290,843
CHANGE IN NET ASSETS									

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

	CURRENT MONTH				YEAR -TO -DATE				UNAUDITED
	Actual	Budget	Variance fav. (unfav)		Actual	Budget	Variance fav. (unfav)		
			\$ VAR.	% VAR			\$ VAR.	% VAR	
	4,873	4,617	256	5.5%	53,432	49,892	3,540	7.1%	49,776
	REVENUE				ADJUSTED PATIENT DAYS				
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	ADJUSTED PATIENT DAYS								

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NATIVIDAD MEDICAL CENTER
STATE AND COUNTY RECEIVABLES
AS OF 05/31/18

BALANCE SHEET

	<u>Beg. 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	26,610,837				28,421,250	(51,381,676)	10,670,639
EHR Meaningfull Use	599,373						(78,383)	520,990
Hospital Fee	3,699,245	1,336,434					(3,616,362)	1,419,317
CCAH IGT FY15-16	-		8,306,211			11,062,953	(19,369,164)	-
New Enrollees	-		(552,441)			552,441		-
SB1732	-	3,208,326					(3,296,668)	(88,342)
AB 915	-	3,999,693					(1,818,033)	2,181,660
A/R Office Buildings	(258,694)	1,996,057					(1,908,430)	(171,067)
A/R Manco Abbott	-	532,739					(521,956)	10,783
Interest Accrued Positive Cash	(92,257)	1,470,316					(1,126,059)	252,000
Accrued Donations	1,257,167	660,000					(142,320)	1,774,847
A/R Jail-PG&E	27	494,081					(145,942)	348,165
Health Department	25,903	1,770,608					(1,348,556)	447,955
Ryan White & EIP A/R	-	229,163	(68,819)				(182,804)	(22,460)
STATE RECEIVABLES	\$ 12,250,992	\$ 42,308,253	\$ 7,684,951	\$ -	\$ -	\$ 40,036,644	\$ (84,936,351)	\$ 17,344,489

P & L

	<u>YTD May-18</u>
Medi-Cal DSH /SNCP/PHYS SPA	\$ 12,035,837
PRIME Y3	14,575,000
CCAH Rate Range IGT FY16 & 17	8,299,393
Hospital Fee	1,336,434
HPE	173,610
HD Residency Support	(458,337)
New Enrollees	785,149
AB915	3,999,693
Medicare GME	1,194,379
SB 1732	3,208,326
Ryan White & SAMHSA GRANTS	306,895
GOVERNMENT FUNDING INCOME	\$ 45,456,379

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

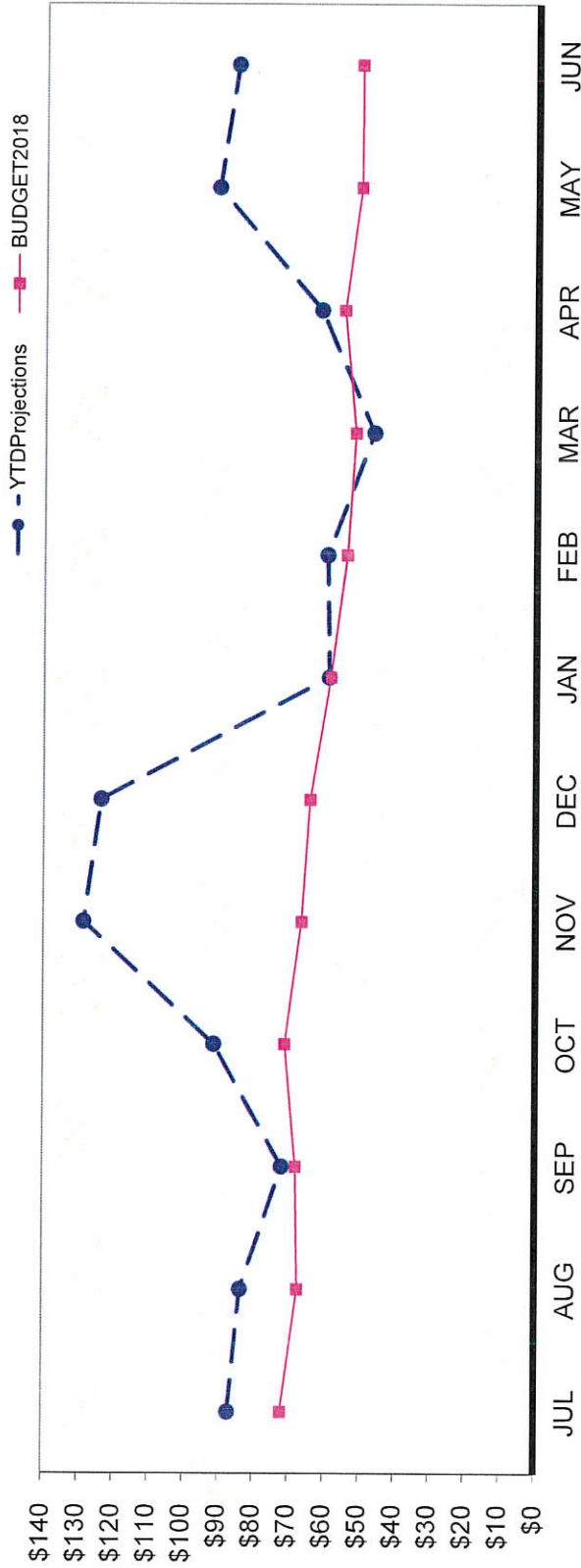
<u>CURRENT MONTH</u>		<u>YEAR - TO - DATE</u>
1	\$ 61,552,069	\$ 93,205,888
2		
3	3,367,978	31,391,235
4	-	-
5	1,002,019	10,879,305
6	<u>4,369,997</u>	<u>42,270,540</u>
7		
8	903,601	(4,637,173)
9	4,990,860	(5,093,496)
10	12,704	(3,997,080)
11	(4,773,924)	(340,928)
12	2,575,507	2,249,431
13	20,285,093	35,388,712
14	-	-
15	915,606	2,680,344
16	<u>24,909,447</u>	<u>26,249,810</u>
17		
18		
19	(15,447)	(5,857,260)
20	-	-
21	<u>(15,447)</u>	<u>(5,857,260)</u>
22		
23	-	180,000
24	(16,477)	(3,916,249)
25	49,445	(61,282,990)
26	-	(705)
27	<u>32,968</u>	<u>(65,019,944)</u>
28		
29	29,296,965	(2,356,854)
30	<u>\$ 90,849,034</u>	<u>\$ 90,849,034</u>

NATIVIDAD MEDICAL CENTER
RECONCILIATION OF GOVERNMENT FUNDING
FISCAL YEAR 2018

	<u>BDGT-18</u>	<u>ESTIMATE</u> <u>FY2018</u>	<u>Variance to Budget</u>
Medi-Cal DSH Waiver	\$ 12,330,000	\$ 12,330,000	\$ -
PRIME Y3	15,900,000	15,900,000	\$ -
AB85 New Enrollees FY17-18	5,843,712	785,149	\$ (5,058,563)
AB915	2,380,000	3,776,978	\$ 1,396,978
SB1732	3,500,000	3,996,000	\$ 496,000
CCAH Rate Range FY15-16 & FY16-17	-	8,306,211	\$ 8,306,211
HIV Grants	250,000	250,000	\$ -
Physician SPA	800,000	800,000	\$ -
HD Residency Support	(500,000)	(500,000)	\$ -
Medicare GME & B/D	1,352,000	1,352,000	\$ -
Provider Fee	1,457,922	912,000	\$ (545,922)
	<u>\$ 43,313,634</u>	<u>\$ 47,908,338</u>	<u>\$ 4,594,704</u>



Cash Flow Performance Fiscal Year 2018 (in Millions)



	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ESTIMATE
Months	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
YTD	87.0	83.6	71.9	91.4	128.5	123.6	58.9	59.6	46.4	61.6	90.8	85.4
BDGT	72.0	67.3	67.8	71.1	66.4	64.1	58.4	53.9	51.6	55.0	50.2	50.2
Variance	15.1	16.3	4.1	20.4	62.1	59.5	0.5	5.6	(5.2)	6.6	40.6	35.2

NATIVIDAD MEDICAL CENTER
CASH FORECAST
FISCAL YEAR 17-18

	ACTUAL JUL	ACTUAL AUG	ACTUAL SEP	ACTUAL OCT	ACTUAL NOV	ACTUAL DEC	ACTUAL JAN	ACTUAL FEB	ACTUAL MAR	ACTUAL APR	ACTUAL MAY	Projection JUN	Projection YTD
Beginning Balance	- 93,189,908	- 87,019,713	- 83,957,348	- 71,927,954	- 91,436,405	- 128,531,490	123,590,466	58,913,655	- 59,565,082	- 46,426,848	- 61,540,787	- 90,637,045	- 93,189,908
CASH RECEIPTS													
Patient Revenues (incl pro fees and lab cap)	18,801,174	19,492,336	17,317,274	21,133,218	21,687,443	18,802,603	19,321,906	20,251,544	19,192,218	19,849,337	22,272,055	18,438,045	236,599,163
Provider Fee	-	-	-	1,590,658	-	-	-	-	444,529	194,839	1,122,668	-	3,342,664
ABBS	679,628	679,976	680,372	1,532,022	663,305	-	-	-	-	-	-	-	4,295,303
Medicare E H R Incentive	-	-	-	-	-	-	-	-	-	78,383	-	-	78,383
Medi-Cal HPE	-	-	-	43,724	-	-	-	-	-	-	-	-	43,724
SHORT DOYLE	-	-	-	656,423	348,609	389,106	298,387	326,381	301,739	364,104	418,986	173,460	3,624,545
PLV GRANTS	-	-	-	40,995	17,997	27,824	25,881	20,383	66,513	31,334	54,113	20,833	350,188
CCAH Rate Range FY15-16 & FY16-17	-	-	-	9,183,705	44,715	27,824	25,881	20,383	66,513	31,334	54,113	20,833	19,369,164
CCAH PROVIDER INCENTIVE GRANT	112,500	950	-	1,716,641	305,474	143,371	-	133,019	138,374	268,527	1,330,091	175,000	1,330,091
CCAH PROVIDER INCENTIVE RETAINS	-	-	-	170,349	-	-	-	-	-	-	-	-	1,479,837
HEALTH DEPARTMENT RETAINS	-	-	-	-	-	-	-	-	-	-	-	-	64,695
ABBS - Full Medical Services-Probation-	-	-	-	-	-	-	-	-	-	-	-	-	1,958,845
ABBS - Full Medical Services-Probation-	-	-	-	-	-	-	-	-	-	-	-	-	3,776,978
GPP V1 Final Payment	-	-	-	-	-	-	-	-	-	-	-	-	205,583
GPP V2 4th QTR	-	-	-	-	-	-	-	-	-	-	-	-	8,107,827
GPP V3	-	-	-	-	-	-	-	-	-	-	-	-	25,782,507
PRIME	-	-	-	-	-	-	-	-	-	-	-	-	30,548,280
PHYS SPA	-	-	-	-	-	-	-	-	-	-	-	-	981,013
SBI1732	-	-	-	-	-	-	-	-	-	-	-	-	3,995,668
Foundation	-	-	-	-	-	-	-	-	-	-	-	-	700,000
IME BETWEENLY	-	-	-	-	-	-	-	-	-	-	-	-	124,346
IME BETWEENLY	-	-	-	-	-	-	-	-	-	-	-	-	1,294,146
Rent Income	-	-	-	-	-	-	-	-	-	-	-	-	1,974,752
CCAH MCE to Cost FY15-16 & FY16-17	-	-	-	-	-	-	-	-	-	-	-	-	37,621,730
Interest Income	-	-	-	-	-	-	-	-	-	-	-	-	450,000
Fund 404 Transfer	-	-	-	-	-	-	-	-	-	-	-	-	1,357,065
Miscellaneous Revenue	-	-	-	-	-	-	-	-	-	-	-	-	2,501,902
Total Cash Receipts	19,725,747	20,733,342	19,059,405	55,013,505	56,812,968	20,270,988	27,825,547	21,227,199	22,497,199	37,588,963	56,384,783	37,488,979	394,680,625
CASH DISBURSEMENTS													
Purchased Services and Supplies	-	-	-	-	-	-	-	-	-	-	-	-	-
H-D Clinic Incentive and GPP V2 Transfer	-	-	-	-	-	-	-	-	-	-	-	-	-
ABBS 16T Jan-Jun, 2017	-	-	-	-	-	-	-	-	-	-	-	-	-
Rate Range Assessment Fee FY15-16 & FY16-17	-	-	-	-	-	-	-	-	-	-	-	-	-
Rate Range 16T FY15-16 & FY16-17	-	-	-	-	-	-	-	-	-	-	-	-	-
PRIME DVI2 & DVI3 16T	-	-	-	-	-	-	-	-	-	-	-	-	-
GPP V1 16T	-	-	-	-	-	-	-	-	-	-	-	-	-
GPP V2 4th QTR 16T	-	-	-	-	-	-	-	-	-	-	-	-	-
GPP V3 QTR 16T	-	-	-	-	-	-	-	-	-	-	-	-	-
BOE Q1 Sales and Use Tax	-	-	-	-	-	-	-	-	-	-	-	-	-
Building / Rental Equipment	-	-	-	-	-	-	-	-	-	-	-	-	-
CCP Payroll & Interest Payments	-	-	-	-	-	-	-	-	-	-	-	-	-
Payroll and Benefits	-	-	-	-	-	-	-	-	-	-	-	-	-
Esperanza Care	-	-	-	-	-	-	-	-	-	-	-	-	-
COWCAP	-	-	-	-	-	-	-	-	-	-	-	-	-
FY17-18 MH MOU	-	-	-	-	-	-	-	-	-	-	-	-	-
Data Processing	-	-	-	-	-	-	-	-	-	-	-	-	-
Transfer from Fund 451 to Fund 001 Strategic	-	-	-	-	-	-	-	-	-	-	-	-	-
Transfer from Fund 451 to Fund 404	-	-	-	-	-	-	-	-	-	-	-	-	-
Capital Expenditures FY18	-	-	-	-	-	-	-	-	-	-	-	-	-
Capital Expenditures Fund 404	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Cash Disbursements	25,689,942	24,185,707	30,739,189	35,504,634	19,717,913	25,212,012	92,502,158	20,575,972	35,635,433	22,476,024	27,088,525	42,912,865	402,449,314
Increase/(Decrease)	(6,170,195)	(3,452,365)	(11,639,784)	19,508,871	37,095,055	(4,941,024)	(64,676,912)	651,227	(13,136,234)	15,113,939	29,396,258	(5,415,827)	(7,768,680)
Ending Cash Fund 451	87,019,713	83,567,348	71,927,564	91,436,435	128,531,490	123,590,466	58,913,655	59,565,082	46,426,848	61,540,787	90,637,045	85,421,218	85,421,218
(-) Credit Card Account + Fund 27	-	-	-	-	-	-	-	-	-	-	-	-	-
(-) Petty Cash	-	-	-	-	-	-	-	-	-	-	-	-	-
Ending Cash as per 6/L	87,033,247	83,579,656	71,932,339	91,442,552	128,540,253	123,598,706	58,920,646	59,574,703	46,435,589	61,552,069	90,649,034	85,421,218	85,421,218
Fund 404													
Beginning Balance	-	-	-	-	-	-	-	-	-	-	-	-	-
Transfer In/Out (Fund 451)	-	-	-	-	-	-	-	-	-	-	-	-	-
Capital Expenditures	-	-	-	-	-	-	-	-	-	-	-	-	-
Ending Cash Fund 404	21,044,956	21,044,956	21,044,956	21,044,956	21,044,956	21,044,956	21,044,956	21,044,956	21,044,956	21,044,956	21,044,956	21,044,956	21,044,956
Ending Cash Fund 451 & 404	108,068,209	104,612,344	92,972,590	112,487,431	149,576,496	144,635,462	139,895,326	140,596,553	127,368,319	137,212,675	166,508,933	154,466,028	154,466,028