



**Board of
Trustees
2018**

July 13, 2018



NMC Board of Trustees Meeting

Friday, July 13, 2018

9:00 AM

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

AGENDA

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

1. **Pledge of Allegiance**
2. **Agenda Additions/Corrections** *Page 1-7 – Board Clerk*
3. **Minutes**
 - Approve the Minutes of June 1, 2018 *Page 8-15*
4. **Board Comments**
5. **Public Comments (Limited up to 3 minutes per speaker at the discretion of the Chair)**

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

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

 - a. Policies/Procedures/Forms/Manuals (listed and available upon request)

Manuals for approval:

 - Trauma Guidelines
 - CME Policies
 - Nursing Education Policies

Revised policies for approval:

 - 1:1516 EMS Radio/Phone Communication
 - 1:8000 Discontinuation of Isolation
 - 1:9302 Requirement for Physicians Caring for Trauma Patients
 - 1:9309 Admission to Inpatient Unit
 - 1:9311 Pediatric Trauma

- 5:1000 Orientation of New Employees
- 5:2400 Conflict Management
- CARD-0048 Disinfection, Semi-critical Patient Care Equipment, Respiratory

Therapy

- IC-115 Infection Control Surveillance Activities
- NURADM-0950 Vacation Requests & Schedule Changes
- NUR ED 5500 General Administrative Policy
- NUR ED 5501 Training Center Classrooms
- NUR ED 5502 Records and Recordkeeping
- NUR ED 5003 Payment of Instructors
- NUR ED 5504 Annual Educational Needs Assessment
- NUR ED 5505 Audiovisual and Simulation Equipment
- NUR ED 5506 Nursing Orientation
- NUR ED 5509 Continuing Education Program
- NUR ED 5513 AHA Life Support Training Program
- NUR ED 5514 Registration for Class
- NUR ED 5516 Training Center Personnel Roles & Responsibilities
- NUR ED 5524 Clinical Affiliations

New policies:

- 1:9322 Post Traumatic Stress Disorder and Depression Screening for Trauma Patients
- CARD-0050 Mechanical Ventilation, Patient Transport, Respiratory Therapy
- DIAG-1405 Imaging Time Out
- ED-1395 Stroke Screening in the ED (Stroke Alert)
- ED-1405 Stroke Assessment and Initial Nursing Management Protocol

New guidelines:

- ED-1400 Severe Sepsis/Septic Shock Management Guidelines
- TPMG:001 Blunt Abdominal Trauma Practice Mgmt. Guideline
- TPMG:003 Mgmt. of Traumatic Hemothoraces Guideline
- TPMG:005 Neurosurgical Trauma contingency Guideline
- TPMG:007 Orthopedic Trauma Consult Guideline
- TPMG:009 Radiology Reporting Guidelines for Trauma
- TPMG:010 Rib Fracture Management Guideline
- TPMG:012 Traumatic Brain Injury (TBI) Guideline
- TPMG:014 Splenic Management

Policies with no changes for approval:

- None

Policies being retired:

- None

ORDER SETS

- IR Post Procedure
- IR TPA – Intra Procedure
- IR TPA – Post Procedure
- IR TPA – Pre Procedure
- ICU Devastating Brain Injury

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

6b. * Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Schipper Design and AMF Media Group, Page 16-17

- 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.

6c. * Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Robert A. Wiltse, Inc., Page 18-19

- 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.

6d. * Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Maintenance Connection, LLC, Page 20-21

- 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.

6e. *** Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Grace N. Deukmedjian, Page 22-23**

- 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.

6f. *** Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Natividad Medical Center Volunteer Auxiliary, Page 24-25**

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.

6g. *** Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Microsoft Enterprise Enrollment Program, Page 26-27**

- 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.

6h. *** Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Monarch Medical Technologies, LLC, Page 28-29**

- 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.

6i. *** Approve for Submission to the Monterey County Board of Supervisors the Following Resolution to Amend PPPR No. 98-394, Page 30-31**

- 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.

6j. * Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with PSM Medical Imaging Specialists, Inc., Page 32-33

- 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.

6k. * Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Clean Harbors Environmental Services, Inc., Page 34-35

- 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

6l. * Approve for Submission to the Monterey County Board of Supervisors the Following Resolution to Amend PPR No. 98-394, Page 36-37

- 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.

6m. *** Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Software House International., Page 38-39**

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.

7 *** Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Hooper Lundy & Bookman, PC, which is in the final stages of negotiation Page 40-41**

- 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.

8 *** Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Schipper Design, LLC, which is in the final stages of negotiation Page 42-43**

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.

9 *** Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Health Management Associates, Inc., which is in the final stages of negotiation Page 44-45**

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.

10 *** Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Universal Staffing, Inc., which is in the final stages of negotiation Page 46-47**

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.

- 11 **Accept Oral Reports from NMC Chief Financial Officer** - *Daniel Leon, CFO*
 - May 2018 YTD Financial Reports *Page 48-60*
- 12 **Receive Oral Report from NMC Chief Executive Officer** - *Dr. Gary R. Gray, CEO*
- 13 **Receive Oral Report from Chief of Staff** – *Dr. Chad Harris, COS*
- 14 **Receive Oral Report from Chief Nursing Officer** – *Nancy Buscher, CNO*
- 15 **Recess to Closed Session under Government Code Section 54950**
 - a. Pursuant to Health and Safety Code Section 1461, Evidence Code Section 1157, and in accordance with Government Code Section 54954.5, the Board will receive: Medical Quality Assurance Reports *Dr. Craig Walls, CMO*
- 16 **Accept and approve July 2018 Credentials Report from Medical Staff Office relating to appointment of medical staff and allied health professionals.** *Page 61-63*

Adjournment

**Next Board of Trustees Meeting
Friday, August 3, 2018
9:00 AM
Natividad Room
1st Floor, Building 200**



NMC Board of Trustees Meeting

Friday, June 1, 2018

8:30 AM

Natividad Room

1st Floor, Building 200

1441 Constitution Blvd.

MINUTES

Board of Trustees: Mitch Winick, Dr. Gary Gray, Mike Payne, Dr. Walt Mills, Supervisor Simon Salinas, John Huerta, Britt Rios-Ellis

Absent: Fernando Elizondo

NMC Staff/County: Stacy Saetta, Daniel Leon, Andrea Rosenberg, Carol Adams, Nancy Buscher, Dr. Harris, Jennifer Williams, Julie Edgcomb, Monica Hamilton, Jeanne Ann Balza, Dr. Craig Walls

1. **Pledge of Allegiance**

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

***MOTION:** Motion to accept and approve the agenda for June 1, 2018, BOT meeting by Supervisor Salinas, seconded by Mike Payne.*

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

- a. Pursuant to Health and Safety Code Section 1461, Evidence Code Section 1157, and in accordance with Government Code Section 54954.5, the Board will receive: Medical Quality Assurance Reports *Dr. Craig Walls, CMO*
- b. Pursuant to Government Code section 54957(b)(1), the Board will provide a performance evaluation for the Natividad Medical Center CEO.

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

4. **Minutes**

Approve the Minutes of May 4, 2018.

***MOTION:** Motion to approve minutes of the May 4, 2018 BOT meeting by Mike Payne, seconded by Supervisor Simon Salinas.*

5.Board Comment

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

i. NONE

7. Consent Calendar

6a. Policies/Procedures/Forms/Manuals

Proposed Amendments to Temporary Privilege Application

Approval of Standardized Procedures & Clinical Competencies

Insertion of Peripheral Inserted Central Catheter

Lactation Outpatient Clinic

Proposed Amendments to Procedural Sedation Criteria*

Proposed Amendments to Trauma Privilege Criteria for Emergency Medicine, Orthopedic Surgery and Neurosurgery, Anesthesiology and Radiology*

Manuals for approval:

BOT Policy Manuals Review Schedule (Draft)

Compliance Department Policies

Lab General Safety Policies

Policies for approval:

1:0550 Emergency Medical Treatment of Patient/Medical Screening and Transfer

1:4205 Code Pink Response Team

1:4225 RSI (Rapid Sequence Intubation)

1:9090 Pressure Ulcer Prevention and Management Program

4:1500 2018 Safety Management Plan

4:2000 2018 Security Management Plan

4:3000 2018 Hazardous Material Waste Management Plan

4:5000 2018 Fire Safety Management Plan

4:6000 2018 Medical Equipment Management Plan

4:7000 2018 Utility Systems Management Plan

7:6120 Compliance 13.0: Conflicts of Interest

7:6030 Compliance 4.0: Education on Federal and State False Claims Laws

LAB-3006 Delineation of Laboratory Clean and Dirty Areas, and Items

MHU-4000 Admission Policy

New policies:

3:2180 Pain Mgmt.: Continuous Peripheral Nerve Block Using Elastomeric Pump Pain Mgmt. (ON-Q) C-bloc Infusion System

ED-1315 Family Presence During Resuscitation and Emergent Events

OR-7056 Transfer of Care Following Procedures

Order Sets

NICU Emergency Admission

ICU End of Life Comfort Care Orders

SURG Colonoscopy Pathology
NICU Admission
OB Severe Hypertension
SURG EGD Pathology
Trauma Med Sheet
NMG Clinic – Medications
Clinic – PEDS Vaccine Order Set

8. **Approve for submission to the Monterey County Board of Supervisors the following agreements identified in Item 8b to 8f of the consent calendar. All of the listed items were previously reviewed and approved by the NMC Finance Committee.**

*** Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Carefusion Medmined-Alaris,**

- i. 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.

*** Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Chiquita Palha de Sousa, M.D**

- b. 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; and
- c. 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.

*** Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Danny Tan, DDS,**

- i. 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.

*** Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Toyon Associates, Inc.,**

- d. 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 \$2,000,000

- e. 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.

*** Approve for Submission to the Monterey County Board of Supervisors the Following Intergovernmental Transfer Agreement,**

- f. 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; and
- g. 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.

MOTION: Motion to approve Policies/Procedures/Forms/Manuals item 8a-8f moved by Mike Payne, seconded by Supervisor Simon Salinas, and approved unanimously.

9. * Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Modular Devices Inc., which is in the final stages of negotiation

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 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 Item 9 for submission to the Board of Supervisors so moved Supervisor Salinas, seconded by Mike Payne, and approved unanimously.

10. * Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with ThermoFisher Scientific, 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.

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

11. * Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with B.E. Smith Interim Services, Inc., 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 Item 11 for submission to the Board of Supervisors so moved Supervisor Salinas, seconded by John Huerta, and approved unanimously.

12. * Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with The CBORD Group, Inc., which is in the final stages of negotiation

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 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 Item 12 for submission to the Board of Supervisors so moved Mike Payne, seconded by John Huerta, and approved unanimously.

13. * Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Salinas Valley Radiologists, Inc., which is in the final stages of negotiation

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute 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 Item 13 for submission to the Board of Supervisors so moved Supervisor Salinas, seconded by Mike Payne, and approved unanimously.

14. * Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with California Department of Health Care Services, which is in the final stages of negotiation Page 39-40

- a. 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 Item 14 for submission to the Board of Supervisors so moved John Huerta, seconded by Supervisor Simon Salinas, and approved unanimously.

15. * Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Professional Research Consultants, Inc., which is in the final stages of negotiation

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 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 Item 15 for submission to the Board of Supervisors so moved John Huerta, seconded by Supervisor Simon Salinas, and approved unanimously.

16. * Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with UCSF Medical Center and the Benioff Children’s Hospital at San Francisco, 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 Item 16 for submission to the Board of Supervisors so moved John Huerta, seconded by Supervisor Simon Salinas, and approved unanimously.

17. * Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Gallun Snow, 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 Item 17 for submission to the Board of Supervisors so moved John Huerta, seconded by Mike Payne, and approved unanimously.

18. * Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Otto Construction, which is in the final stages of negotiation Page 48-50

- 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
- c. Authorizing the CEO 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 Item 18 for submission to the Board of Supervisors so moved by Supervisor Simon Salinas, seconded by Mike Payne, and approved unanimously.

**19. Accept Oral Reports from NMC Chief Financial Officer – Daniel Leon, CEO
April 2018 YTD Financial Reports**

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

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

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

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

Adjournment: With no other business before the Board the meeting was adjourned at 11:15 am.

Mitch Winick, Chair

Recorded by Irene Zenk

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 Service2562
☐ 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.

..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.

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. 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.

Schipper Design has been instrumental in our marketing (hospital services, trauma, newsletters, etc), branding, graphic design, website development and implementation (contents format and updates with information), and career recruitment (employee handbooks). This past year Natividad refreshed its logo, brand and tagline. Schipper Design was hands on in assisting with the recent implementation of NMC's rebranding.

Natividad recently issued an RFP #9600-79 for marketing and public/media relations services. A request to award agreements (two vendors) are submitted to Finance Committee, Board of Trustees and Board of Supervisors for approval. The effective date for their services will be August 1, 2018.

The current agreement expires as of June 30, 2018, this request for one month extension is to have contract until the request to award the new agreement is approved.

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

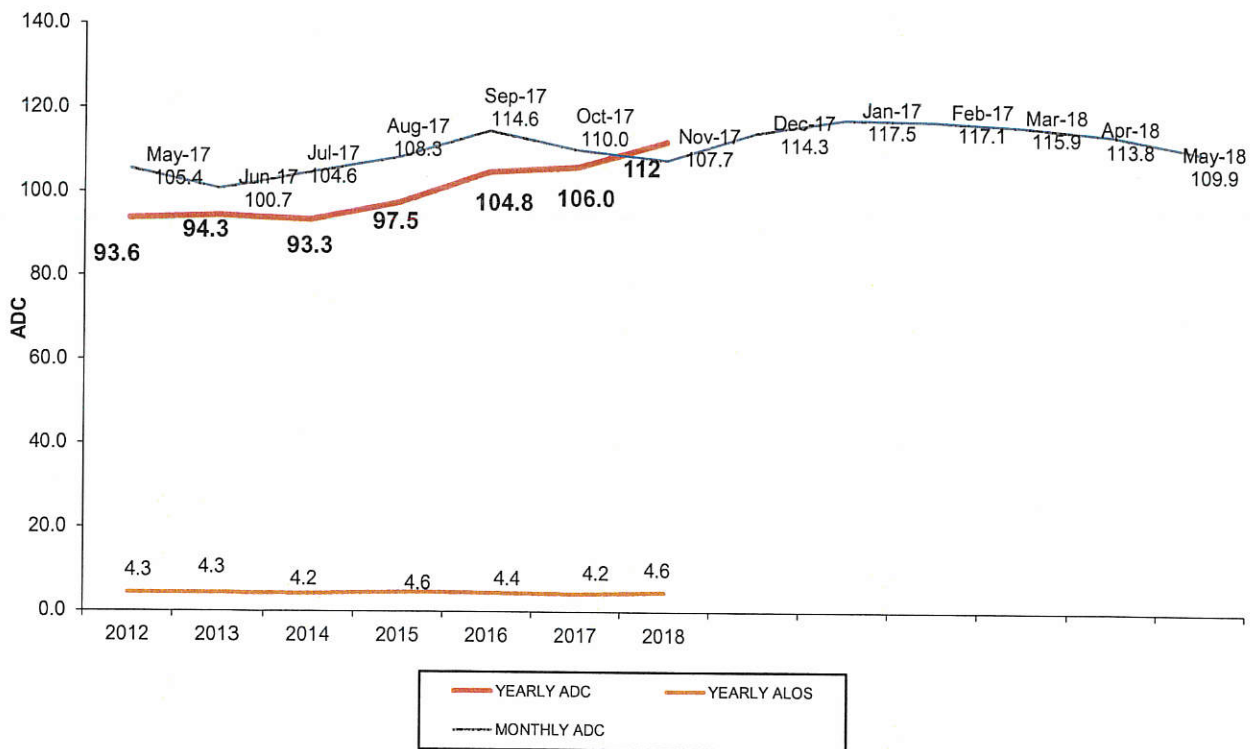


FINANCIAL STATEMENTS

MAY 31, 2018

I N D E X

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| 1 | TOTAL ADC TREND GRAPH - 2012-2018 |
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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 |
|---|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|--------|----------------|
| REVENUE | | | | | | | | | | | | | |
| Patient Revenue: | | | | | | | | | | | | | |
| 1 Inpatient | \$ 64,091,842 | \$ 65,939,137 | \$ 65,843,044 | \$ 68,420,254 | \$ 63,073,214 | \$ 67,354,866 | \$ 68,728,856 | \$ 64,145,796 | \$ 73,744,793 | \$ 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 | 29,152,792 | 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 | 1,195,624 | 666,356 | 783,328 | 577,825 | 579,397 | 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% |
| 11 Total Government Funding | 3,792,550 | 3,792,898 | 3,793,294 | 8,697,592 | 3,794,088 | 3,164,470 | 3,112,922 | 4,954,475 | 3,112,287 | 3,245,944 | 3,995,859 | | 45,456,379 |
| Other Operating Revenue: | | | | | | | | | | | | | |
| 12 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 |
| 13 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 |
| 14 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 |
| 15 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 |
| 16 Total Other Operating Revenue | 566,310 | 396,365 | 534,721 | 495,722 | 729,898 | 480,409 | 946,109 | 767,134 | 525,033 | 1,163,454 | 879,096 | | 7,484,251 |
| 17 TOTAL REVENUE | 24,576,934 | 25,046,854 | 24,293,551 | 30,582,237 | 23,974,239 | 24,031,642 | 24,812,756 | 25,200,081 | 25,626,606 | 25,911,486 | 26,424,738 | | 280,481,124 |
| EXPENSE | | | | | | | | | | | | | |
| 18 Salaries, Wages & Benefits | 12,366,056 | 12,534,995 | 12,878,348 | 12,431,766 | 11,809,313 | 12,348,447 | 13,921,154 | 12,293,945 | 13,271,458 | 12,770,181 | 12,882,849 | | 139,508,512 |
| 19 Registry | 249,758 | 319,373 | 345,785 | 379,066 | 318,483 | 323,306 | 312,195 | 312,478 | 449,385 | 337,893 | 372,592 | | 3,720,284 |
| 20 Phys/Residents SWB & Contract Fees | 2,757,711 | 2,829,505 | 2,971,221 | 2,923,306 | 2,935,563 | 2,912,664 | 3,072,940 | 2,902,867 | 2,876,175 | 3,447,624 | 3,082,957 | | 32,712,533 |
| 21 Purchased Services | 2,754,871 | 2,345,240 | 1,979,690 | 2,556,526 | 2,338,131 | 2,435,324 | 2,500,178 | 2,839,528 | 2,284,851 | 2,615,710 | 2,312,296 | | 26,961,345 |
| 22 Supplies | 2,082,026 | 2,335,133 | 1,938,533 | 2,014,089 | 1,871,153 | 1,939,834 | 2,094,194 | 2,039,045 | 1,967,746 | 1,997,316 | 2,343,161 | | 22,622,230 |
| 23 Insurance | 183,328 | 199,281 | 213,660 | 199,281 | 197,708 | 199,281 | 199,280 | 194,564 | 199,281 | 197,708 | 199,281 | | 2,182,653 |
| 24 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 |
| 25 Interest Expense | 214,883 | 200,196 | 200,195 | 200,196 | 200,195 | 200,195 | 200,195 | 180,741 | 180,741 | 180,742 | 186,088 | | 2,144,368 |
| 26 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 |
| 27 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 |
| 28 TOTAL EXPENSE | 22,216,184 | 22,536,539 | 22,344,791 | 22,447,914 | 21,487,476 | 22,019,512 | 23,997,511 | 22,689,747 | 22,998,627 | 23,294,828 | 23,056,760 | | 249,089,889 |
| 29 NET INCOME(LOSS) | 2,360,750 | 2,510,315 | 1,948,760 | 8,134,323 | 2,486,763 | 2,012,130 | 815,245 | 2,510,334 | 2,627,979 | 2,616,658 | 3,367,978 | | 31,391,235 |
| Normalization for Extraordinary Items | | | | | | | | | | | | | |
| 30 R R FY15-16 & 16-17 and New E | | | | (4,008,924) | - | - | - | - | - | - | (847,133) | | (4,856,057) |
| 31 AB915 Medi-Cal OP New Eligible | - | - | - | - | - | - | - | (1,818,033) | - | - | - | | (1,818,033) |
| 32 For Future Use | - | - | - | - | - | - | - | - | - | - | - | | - |
| 33 Total Extraordinary Items | - | - | - | (4,008,924) | - | - | - | (1,818,033) | - | - | (847,133) | | (6,674,090) |
| 34 NET INCOME BEFORE Extraordinary Items | \$ 2,360,750 | \$ 2,510,315 | \$ 1,948,760 | \$ 4,125,399 | \$ 2,486,763 | \$ 2,012,130 | \$ 815,245 | \$ 692,301 | \$ 2,627,979 | \$ 2,616,658 | \$ 2,520,845 | | \$ 24,717,145 |
| CAPITAL CONTRIBUTIONS | | | | | | | | | | | | | |
| 35 County Contribution | | | | | | | | | | | | | |
| 37 CHANGE IN NET ASSETS | \$ 2,360,750 | \$ 2,510,315 | \$ 1,948,760 | \$ 8,134,323 | \$ 2,486,763 | \$ 2,012,130 | \$ 815,245 | \$ 2,510,334 | \$ 2,627,979 | \$ 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 | |
| REVENUE | | | | | | | | | | |
| Patient Revenue: | | | | | | | | | | |
| 1 | \$ 68,744,586 | \$ 64,494,219 | \$ 4,250,367 | 6.6 | Inpatient | \$ 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 | Pro Fees | 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 | Outpatient | 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 | Total Patient Revenue | 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) | Contractual Deductions | 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 | Bad Debt | 30,885,366 | 34,523,841 | 3,638,475 | 10.5 | 25,841,865 |
| 7 | 676,603 | 726,913 | 50,310 | 6.9 | Unable to Pay | 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) | Total Contractual Discounts | 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 | Net Patient Revenue | 227,540,494 | 207,570,033 | 19,970,461 | 9.6 | 210,401,095 |
| 10 | 21.25% | 19.95% | | | As a percent of Gross Revenue | 20.94% | 19.95% | | | 20.67% |
| 11 | 3,995,859 | 3,609,469 | 386,390 | 10.7 | Total Government Funding | 45,456,379 | 39,704,159 | 5,752,220 | 14.49 | 53,714,184 |
| Other Operating Revenue: | | | | | | | | | | |
| 12 | 118,061 | 118,632 | (571) | (0.5) | Rent Income | 1,577,369 | 1,304,952 | 272,417 | 20.9 | 810,387 |
| 13 | 252,000 | 58,333 | 193,667 | 332.0 | Interest Income | 1,470,315 | 641,663 | 828,652 | 129.1 | 810,387 |
| 14 | 60,000 | 60,000 | - | - | NMF Contribution | 660,000 | 660,000 | 0 | - | 825,000 |
| 15 | 449,035 | 361,256 | 87,779 | 24.3 | Other Income | 3,776,567 | 3,973,816 | (197,249) | (5.0) | 3,555,250 |
| 16 | 879,096 | 598,221 | 280,875 | 47.0 | Total Other Operating Revenue | 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 | TOTAL REVENUE | 280,481,124 | 253,854,623 | 26,626,501 | 10.5 | 270,116,303 |
| EXPENSE | | | | | | | | | | |
| 18 | 12,882,849 | 12,200,280 | (682,569) | (5.6) | Salaries, Wages & Benefits | 139,508,512 | 134,203,080 | (5,305,432) | (4.0) | 126,697,792 |
| 19 | 372,592 | 271,562 | (101,030) | (37.2) | Registry | 3,720,284 | 2,987,182 | (733,102) | (24.5) | 3,893,367 |
| 20 | 3,082,957 | 2,698,011 | (384,946) | (14.3) | Phys/Residents SWB & Contract Fees | 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 | Purchased Services | 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) | Supplies | 22,622,230 | 23,386,407 | 764,177 | 3.3 | 24,024,575 |
| 23 | 199,281 | 181,489 | (17,792) | (9.8) | Insurance | 2,182,653 | 1,996,379 | (186,274) | (9.3) | 1,786,047 |
| 24 | 189,569 | 276,711 | 87,142 | 31.5 | Utilities and Telephone | 2,949,909 | 3,043,821 | 93,912 | 3.1 | 2,941,666 |
| 25 | 186,088 | 207,539 | 21,451 | 10.3 | Interest Expense | 2,144,368 | 2,282,929 | 138,561 | 6.1 | 2,324,562 |
| 26 | 1,002,019 | 1,102,201 | 100,182 | 9.1 | Depreciation & Amortization | 10,879,305 | 12,124,211 | 1,244,906 | 10.3 | 10,794,249 |
| 27 | 485,948 | 435,455 | (50,493) | (11.6) | Other Operating Expense | 5,408,750 | 4,790,005 | (618,745) | (12.9) | 5,469,584 |
| 28 | 23,056,760 | 22,307,564 | (749,196) | (3.4) | TOTAL EXPENSE | 249,089,889 | 245,383,204 | (3,706,685) | (1.5) | 239,825,460 |
| 29 | 3,367,978 | 770,129 | 2,597,849 | 337.3 | NET INCOME(LOSS) | 31,391,235 | 8,471,419 | 22,919,816 | 270.6 | 30,290,843 |
| CAPITAL CONTRIBUTIONS | | | | | | | | | | |
| 31 | - | - | - | - | | - | - | - | - | - |
| 32 | - | - | - | - | | - | - | - | - | - |
| 33 | - | - | - | - | County Contribution | - | - | - | - | - |
| 34 | \$ 3,367,978 | \$ 770,129 | \$ 2,597,849 | 337.3 % | CHANGE IN NET ASSETS | \$ 31,391,235 | \$ 8,471,419 | \$ 22,919,816 | 270.6 % | \$ 30,290,843 |

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 |
|---------------|--------|-----------------------|-------|--|----------------|--------|-----------------------|-------|--|-----------|
| | | Variance fav. (unfav) | | | | | Variance fav. (unfav) | | | Prior Yr |
| Actual | Budget | \$ VAR. | % VAR | | Actual | Budget | \$ VAR. | % VAR | | Average |
| 4,873 | 4,617 | 256 | 5.5% | | 53,432 | 49,892 | 3,540 | 7.1% | | 49,776 |
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**NATIVIDAD MEDICAL CENTER
BALANCE SHEET
AS OF MAY 31, 2018**

| | | | | | UNAUDITED | | | | |
|----|----------------|-------------------------|---------------|--------|-----------------------------------|----------------|----------------|----------------|---------|
| | | | | | YEAR - TO - DATE | | | | |
| | BEGINNING | CURRENT MONTH ENDING | INC/(DEC) | % CHG. | BEGINNING | ENDING | INC/(DEC) | % CHG. | |
| 1 | \$ 58,352,089 | \$ 87,649,034 | \$ 29,296,965 | 50.2 % | CASH | \$ 90,005,888 | \$ 87,649,034 | \$ (2,356,854) | (2.6) % |
| 2 | 3,200,000 | 3,200,000 | - | - | SEASIDE CLINICS CASH RESERVE FUND | 3,200,000 | 3,200,000 | - | - |
| 3 | 37,088,072 | 36,184,471 | (903,601) | (2.4) | ACCOUNTS RECEIVABLE NET | 31,547,298 | 36,184,471 | 4,637,173 | 14.7 |
| 4 | 22,335,349 | 17,344,489 | (4,990,860) | (22.3) | STATE/COUNTY RECEIVABLES | 12,250,993 | 17,344,489 | 5,093,496 | 41.6 |
| 5 | 5,409,361 | 5,464,131 | 54,770 | 1.0 | INVENTORY | 3,344,962 | 5,464,131 | 2,119,169 | 63.4 |
| 6 | 5,990,298 | 5,922,824 | (67,474) | (1.1) | PREPAID EXPENSE | 4,044,913 | 5,922,824 | 1,877,911 | 46.4 |
| 7 | 132,375,149 | 155,764,949 | 23,389,800 | 17.7 | TOTAL CURRENT ASSETS | 144,394,054 | 155,764,949 | 11,370,895 | 7.9 |
| 8 | | | | | PROPERTY, PLANT & EQUIPMENT | 287,737,666 | 293,594,926 | 5,857,260 | 2.0 |
| 9 | 293,579,479 | 293,594,926 | 15,447 | 0.0 | LESS: ACCUMULATED DEPRECIATION | (162,617,642) | (173,496,947) | (10,879,305) | (6.7) |
| 10 | (172,494,928) | (173,496,947) | (1,002,019) | (0.6) | NET PROPERTY, PLANT & EQUIPMENT | 125,120,024 | 120,097,979 | (5,022,045) | (4.0) |
| 11 | 121,084,551 | 120,097,979 | (986,572) | (0.8) | OTHER ASSETS | 42,843,130 | 104,126,120 | 61,282,990 | 143.0 |
| 12 | 104,175,565 | 104,126,120 | (49,445) | (0.0) | INVESTMENTS | | | | |
| 13 | - | - | - | - | HELD FOR CONSTRUCTION | - | - | - | - |
| 14 | 325,412 | 325,412 | - | - | ACCRUED INTEREST RECEIVABLE | - | - | - | - |
| 15 | 325,412 | 325,412 | - | - | FUNDS IN TRUST | 324,707 | 325,412 | 705 | 0.2 |
| | | | | | TOTAL INVESTMENTS | 324,707 | 325,412 | 705 | 0.2 |
| 16 | \$ 357,960,677 | \$ 380,314,460 | \$ 22,353,783 | 6.2 % | TOTAL ASSETS | \$ 312,681,915 | \$ 380,314,460 | \$ 67,632,545 | 21.6 % |
| 17 | 17,366,158 | 12,592,234 | (4,773,924) | (27.5) | CURRENT LIABILITIES | | | | |
| 18 | 6,667,561 | 9,243,068 | 2,575,507 | 38.6 | ACCRUED PAYROLL | 12,933,162 | 12,592,234 | (340,928) | (2.6) |
| 19 | 44,119,336 | 64,404,429 | 20,285,093 | 46.0 | ACCOUNTS PAYABLE | 6,993,637 | 9,243,068 | 2,249,431 | 32.2 |
| 20 | 3,752,345 | 3,752,345 | 0 | - | MCARE/MEDICAL LIABILITIES | 29,015,717 | 64,404,429 | 35,388,712 | 122.0 |
| 21 | 10,852,594 | 11,768,200 | 915,606 | 8.4 | CURRENT PORTION OF DEBT | 3,572,345 | 3,752,345 | 180,000 | 5.0 |
| 22 | 82,757,994 | 101,760,276 | 19,002,282 | 23.0 | OTHER ACCRUALS | 9,087,856 | 11,768,200 | 2,680,344 | 29.5 |
| | | | | | TOTAL CURRENT LIABILITIES | 61,602,717 | 101,760,276 | 40,157,559 | 65.2 |
| 23 | - | - | - | - | LONG TERM LIABILITIES | | | | |
| 24 | - | - | - | - | CAPITAL LEASE | - | - | - | - |
| 25 | 42,323,689 | 42,307,212 | (16,477) | (0.0) | UN EARNED CONTRIBUTIONS | - | - | - | - |
| 26 | 42,323,689 | 42,307,212 | (16,477) | (0.0) | LONG TERM PORTION OF C.O.P.'s | 46,223,461 | 42,307,212 | (3,916,249) | (8.5) |
| | | | | | TOTAL LONG TERM DEBT | 46,223,461 | 42,307,212 | (3,916,249) | (8.5) |
| 27 | 204,855,737 | 204,855,737 | - | - | FUND BALANCES | | | | |
| 28 | 28,023,257 | 31,391,235 | 3,367,978 | (12.0) | ACCUMULATED FUND | 204,855,737 | 204,855,737 | - | - |
| 29 | 232,878,994 | 236,246,972 | 3,367,978 | 1.4 | CHANGE IN NET ASSETS | - | 31,391,235 | 31,391,235 | 100.0 |
| | | | | | TOTAL FUND BALANCES | 204,855,737 | 236,246,972 | 31,391,235 | 15.3 |
| 30 | \$ 357,960,677 | \$ 380,314,460 | \$ 22,353,783 | 6.2 % | TOTAL LIAB. & FUND BALANCES | \$ 312,681,915 | \$ 380,314,460 | \$ 67,632,545 | 21.6 % |

NATIVIDAD MEDICAL CENTER
STATE AND COUNTY RECEIVABLES

AS OF 05/31/18

| BALANCE SHEET | ADJ | | | | | | |
|--------------------------------|---------------|---------------|----------------------------|--------------------|------------|---------------|-----------------|
| | Req. Balance | Accruals | Reversals and Reclasses | Medi-Cal Waiver | GPP /PRIME | IGT | Payments |
| Medi-Cal Waiver (DSH +SNCP) | \$ 7,020,228 | 26,610,837 | | | | 28,421,250 | (51,381,676) |
| EHR Meaningfull Use | 599,373 | | | | | | (78,383) |
| Hospital Fee | 3,699,245 | 1,336,434 | | | | | (3,616,362) |
| CAAH 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) |
| AB 915 | - | 3,999,693 | | | | | (1,818,033) |
| A/R Office Buildings | (258,694) | 1,996,057 | | | | | (1,908,430) |
| A/R Manco Abbott | - | 532,739 | | | | | (521,956) |
| Interest Accrued Positive Cash | (92,257) | 1,470,316 | | | | | (1,126,059) |
| Accrued Donations | 1,257,167 | 660,000 | | | | | (142,320) |
| A/R Jail-PG&E | 27 | 494,081 | | | | | (145,942) |
| Health Department | 25,903 | 1,770,608 | | | | | (1,348,556) |
| Ryan White & EIP A/R | - | 229,163 | (68,819) | | | | (182,804) |
| STATE RECEIVABLES | \$ 12,250,992 | \$ 42,308,253 | \$ 7,684,951 | \$ - | \$ - | \$ 40,036,644 | \$ (84,936,351) |
| | | | | | | | \$ 17,344,489 |

| P & L | YTD May-18 |
|-------------------------------|---------------|
| Medi-Cal DSH /SNCP/PHYS SPA | \$ 12,035,837 |
| PRIME Y3 | 14,575,000 |
| CAAH 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 |

PAGE 7 OF 11 PAGES

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

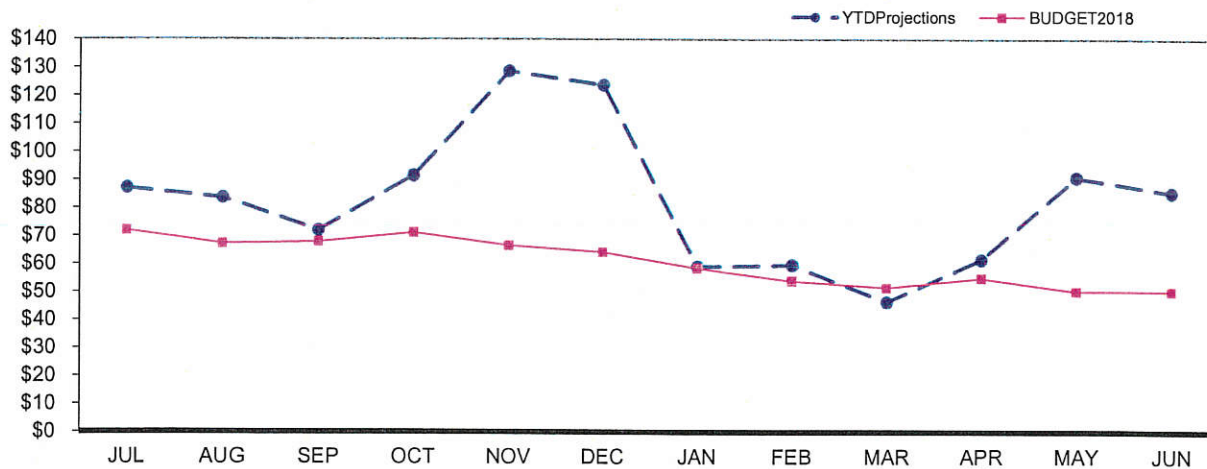
| | <u>CURRENT MONTH</u> | | <u>YEAR - TO - DATE</u> |
|----|----------------------|------------------------------|-------------------------|
| 1 | \$ 61,552,069 | CASH AT BEGINNING OF PERIOD | \$ 93,205,888 |
| 2 | | FROM OPERATIONS: | |
| 3 | 3,367,978 | NET INCOME/(LOSS) | 31,391,235 |
| 4 | - | NET INCOME ADJ - PRIOR YEAR | - |
| 5 | 1,002,019 | DEPRECIATION/AMORT | \$ 10,879,305 |
| 6 | <u>4,369,997</u> | SUBTOTAL | <u>42,270,540</u> |
| 7 | | CHANGES IN WORKING CAPITAL: | |
| 8 | 903,601 | ACCOUNTS RECEIVABLE | (4,637,173) |
| 9 | 4,990,860 | STATE/COUNTY RECEIVABLE | (5,093,496) |
| 10 | 12,704 | PREPAID EXPENSE & INVENTORY | (3,997,080) |
| 11 | (4,773,924) | ACCRUED PAYROLL | (340,928) |
| 12 | 2,575,507 | ACCOUNTS PAYABLE | 2,249,431 |
| 13 | 20,285,093 | MCARE/MEDICAL LIABILITIES | 35,388,712 |
| 15 | - | SHORT TERM DEBT | - |
| 16 | 915,606 | ACCRUED LIABILITIES | 2,680,344 |
| 17 | <u>24,909,447</u> | NET (DECREASE)/INCREASE | <u>26,249,810</u> |
| 18 | | CAPITAL ADDITIONS: | |
| 19 | (15,447) | PP&E ADDITIONS | (5,857,260) |
| 20 | - | NBV OF ASSETS DISPOSED | - |
| 21 | <u>(15,447)</u> | TOTAL CAPITAL (Use of Cash) | <u>(5,857,260)</u> |
| 22 | | FINANCING ACTIVITY: | |
| 23 | - | Short Term Debt | 180,000 |
| 24 | (16,477) | LONG TERM BOND DEBT | (3,916,249) |
| 26 | 49,445 | OTHER ASSETS | (61,282,990) |
| 27 | - | INVESTMENTS | (705) |
| 28 | <u>32,968</u> | TOTAL FINANCING | <u>(65,019,944)</u> |
| 29 | <u>29,296,965</u> | INC./(DEC.) IN CASH BALANCE | <u>(2,356,854)</u> |
| 30 | <u>\$ 90,849,034</u> | CASH BALANCE - END OF PERIOD | <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 | <u>1,457,922</u> | <u>912,000</u> | <u>\$ (545,922)</u> |
| | \$ 43,313,634 | \$ 47,908,338 | \$ 4,594,704 |



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 JAN | 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 | 93,189,909 | 87,019,713 | 83,567,349 | 71,927,564 | 91,430,433 | 128,531,490 | 123,500,895 | 58,913,855 | 50,565,082 | 88,420,848 | 91,540,787 | 90,837,045 | 93,189,909 |
| CASH RECEIPTS | | | | | | | | | | | | | |
| Patient Revenues (incl pro fees and lab cap) | 18,801,174 | 19,492,136 | 17,317,274 | 21,133,228 | 21,687,443 | 18,802,603 | 19,321,906 | 20,251,544 | 19,192,218 | 19,849,337 | 22,272,055 | 18,438,045 | 236,556,163 |
| Provider Fee | - | - | - | 1,560,828 | - | - | - | - | 444,529 | 194,839 | 1,122,008 | - | 3,342,984 |
| ABES | 878,928 | 878,976 | 680,372 | 1,532,022 | 653,305 | - | - | - | - | - | - | - | 4,235,303 |
| Medicare EHR Incentive | - | - | - | - | - | - | - | - | - | - | - | - | 78,363 |
| Medi-Cal HPE | - | - | - | 43,724 | - | - | - | - | - | - | - | - | 43,724 |
| SHORT DOYLE | - | - | 658,423 | 348,808 | 247,151 | 388,106 | 268,387 | 326,361 | 301,739 | 304,104 | 418,088 | 173,400 | 3,524,545 |
| NAV GRANTS | - | - | 40,095 | 17,597 | 44,715 | 27,824 | 25,881 | 20,363 | 66,513 | 31,334 | 54,113 | 20,833 | 350,186 |
| CCAH Rate Range FY15-16 & FY16-17 | - | - | - | 9,163,705 | - | - | - | - | - | - | - | - | 10,208,458 |
| CCAH PROVIDER INCENTIVE GRANT | 112,500 | 950 | - | 1,218,641 | - | - | - | - | - | - | - | - | 1,330,591 |
| HEALTH DEPARTMENT REIMB | - | 144,723 | - | 170,349 | 305,474 | 143,371 | - | 133,019 | 138,374 | 268,527 | - | 175,000 | 1,479,837 |
| Juvenile Hall Medical Services-Probation- | - | - | - | - | - | - | - | - | - | - | - | - | 64,695 |
| AB115 | - | - | - | - | - | - | - | - | 1,818,033 | 64,695 | - | 1,958,945 | 3,776,978 |
| GPP Y1 Fund Payment | - | 205,053 | - | - | - | - | - | - | - | - | - | - | 205,053 |
| GPP Y2 4th QTR | - | - | - | 8,107,827 | - | - | - | - | - | - | - | - | 8,107,827 |
| GPPY3 | - | - | - | 7,088,365 | - | - | 7,088,365 | - | - | - | - | - | 25,782,507 |
| PRIME | - | - | - | - | 16,724,748 | - | - | - | - | 10,403,777 | - | 13,823,534 | 30,548,260 |
| PRYS SPA | - | - | - | - | - | - | - | - | - | - | - | 501,013 | 501,013 |
| SBI732 | - | - | - | 3,296,968 | - | - | - | - | - | - | - | 700,000 | 3,996,968 |
| Foundation | - | - | - | - | 124,346 | - | - | - | - | - | - | - | 124,346 |
| TIME BIWEELY | 103,090 | 103,090 | 103,090 | 103,090 | 103,090 | 154,844 | 103,090 | 108,232 | 102,462 | 105,000 | 108,232 | 105,000 | 1,268,148 |
| Rest Income | 17,368 | 34,782 | 63,559 | 133,555 | 57,970 | 527,334 | 57,970 | 45,827 | 75,388 | 42,473 | 423,000 | 94,967 | 1,574,752 |
| CCAH MCE to Cost FY15-16 & FY16-17 | - | - | - | - | 16,791,014 | - | - | - | - | - | 20,830,716 | - | 37,621,730 |
| Interest Income | - | - | - | 325,317 | - | - | - | 343,813 | - | 456,229 | - | 450,000 | 1,576,059 |
| Fund 404 Transfer | - | - | - | - | - | - | - | - | - | 6,299,583 | - | 1,357,495 | 6,657,078 |
| Miscellaneous Revenue | 16,062 | 71,898 | 237,706 | 150,975 | 63,708 | 228,106 | 328,942 | - | 356,943 | 458,782 | 380,862 | 200,000 | 2,501,907 |
| Total Cash Receipts | 19,726,747 | 20,733,342 | 19,096,405 | 55,013,505 | 58,812,958 | 20,270,988 | 27,825,847 | 21,227,199 | 22,497,199 | 37,588,983 | 58,384,783 | 37,498,979 | 384,060,815 |
| CASH DISBURSEMENTS | | | | | | | | | | | | | |
| Purchased Services and Supplies | 7,563,908 | 5,832,819 | 7,548,788 | 7,858,400 | 5,831,351 | 7,718,513 | 10,138,113 | 7,038,442 | 7,283,082 | 8,256,087 | 7,810,385 | 7,863,481 | 58,573,057 |
| MD Clinic Incentive and GPP Y2 Transfer | - | - | - | - | - | - | - | - | 517,965 | - | - | 500,000 | 1,017,965 |
| ABES 16T Jan-Jun, 2017 | - | - | - | - | - | - | - | - | - | 562,441 | - | - | 562,441 |
| Rate Range Assessment Fee FY15-16 & FY16-17 | - | 858,130 | - | - | - | - | - | - | - | 940,778 | - | - | 1,808,908 |
| Rate Range 1ST FY15-16 & FY16-17 | - | 4,265,691 | - | - | - | - | - | - | - | 4,958,384 | - | - | 9,224,075 |
| PRIME DY12 & DY13 1ST | - | - | - | 8,382,448 | - | - | - | - | - | - | - | 8,911,787 | 15,274,215 |
| GPP Y1 1ST | 50,437 | - | - | - | - | - | - | - | - | - | - | - | 50,437 |
| GPP Y2 4th QTR 1ST | - | - | 4,757,574 | - | - | - | - | - | - | - | - | - | 4,757,574 |
| GPP Y3 QTR 1ST | - | - | 4,548,412 | - | - | 4,548,412 | - | - | - | - | - | - | 15,250,886 |
| BONE GL Sales and Use Tax | 18,312 | - | - | - | - | - | - | - | 6,154,042 | - | - | - | 18,312 |
| Building Lease / Rental Equipment | 229,975 | 235,347 | 271,515 | 262,065 | 225,742 | 254,583 | 291,521 | 277,750 | 202,065 | 313,277 | 249,305 | 250,000 | 3,023,145 |
| CCP Principal & Interest Payments | 4,848,385 | - | - | - | - | - | 889,058 | - | 91,030 | - | - | - | 5,028,484 |
| Payroll and Benefits | 12,480,209 | 12,300,790 | 12,520,503 | 17,750,095 | 12,892,587 | 12,427,811 | 13,495,605 | 13,026,522 | 13,223,947 | 13,087,581 | 18,768,390 | 13,201,237 | 165,001,397 |
| Expenses Core | - | - | - | - | - | - | 240,880 | - | 27,589 | 357,087 | - | - | 625,569 |
| CCWCP | - | - | - | - | - | - | - | - | - | - | - | 3,328,858 | 3,328,858 |
| FY17-18 WH MOU | - | - | 202,144 | 103,307 | 95,230 | - | 57,433 | 97,090 | 98,102 | 92,525 | 107,235 | 100,000 | 953,098 |
| Date Processing | 178,740 | 198,583 | 200,968 | 175,749 | 221,513 | 190,923 | 176,749 | - | 400,484 | 878,363 | 87,793 | 106,252 | 2,911,335 |
| Transfer from Fund 451 to Fund 001 Strategic | - | - | - | - | - | - | 7,200,000 | - | - | - | - | - | 7,200,000 |
| Transfer from Fund 451 to Fund 404 | - | - | - | - | - | - | 58,569,475 | - | - | - | - | - | 58,569,475 |
| Capital Expenditures FY18 | 703,878 | 457,268 | 888,255 | 1,253,480 | 851,480 | 83,070 | 116,323 | 135,168 | 1,108,475 | 1,512,484 | 15,447 | 3,934,132 | 10,597,490 |
| Capital Expenditures Fund 404 | - | - | - | - | - | - | - | - | - | - | - | - | 6,827,078 |
| Total Cash Disbursements | 25,098,042 | 24,185,707 | 30,739,189 | 35,504,834 | 19,717,013 | 25,212,012 | 92,902,186 | 20,575,972 | 35,035,433 | 22,475,024 | 27,088,525 | 42,912,805 | 402,448,314 |
| Increase/(Decrease) | (5,170,195) | (3,465,395) | (11,639,784) | 19,508,671 | 37,095,955 | (4,981,024) | (84,876,912) | 861,227 | (13,138,234) | 15,113,959 | 29,296,258 | (5,415,827) | (7,768,500) |
| Ending Cash Fund 451 | 87,019,713 | 83,567,349 | 71,927,564 | 91,430,433 | 128,531,490 | 123,500,895 | 58,913,855 | 50,565,082 | 46,426,848 | 91,540,787 | 90,837,045 | 85,421,218 | 85,421,218 |
| (+) Credit Card Account + Fund 27 | 9,854 | 8,828 | 1,095 | 2,437 | 5,083 | 2,590 | 3,111 | 5,941 | 5,081 | 7,802 | 8,369 | - | - |
| (-) Petty Cash | 3,690 | 3,690 | 3,690 | 3,690 | 3,690 | 3,690 | 3,690 | 3,690 | 3,690 | 3,690 | 3,690 | - | - |
| Ending Cash as per GA | 87,033,247 | 83,579,959 | 71,932,339 | 91,442,552 | 128,540,253 | 123,508,708 | 58,920,546 | 50,574,703 | 46,435,569 | 91,552,059 | 90,848,034 | 85,421,218 | 85,421,218 |
| Fund 404 | | | | | | | | | | | | | |
| Beginning Balance | 21,044,998 | 21,044,998 | 21,044,998 | 21,044,998 | 21,044,998 | 21,044,998 | 21,044,998 | 80,941,471 | 80,941,471 | 80,941,471 | 75,971,888 | 75,971,888 | - |
| Transfer In/Out Fund 451 | - | - | - | - | - | - | 58,899,475 | - | - | - | - | - | - |
| Capital Expenditures | - | - | - | - | - | - | - | - | - | - | - | - | (6,827,078) |
| Ending Cash Fund 404 | 21,044,998 | 21,044,998 | 21,044,998 | 21,044,998 | 21,044,998 | 21,044,998 | 80,941,471 | 80,941,471 | 80,941,471 | 75,971,888 | 75,971,888 | 69,044,810 | - |
| Ending Cash Fund 451 & 404 | 108,084,709 | 104,612,344 | 92,977,560 | 112,481,431 | 149,576,488 | 144,535,462 | 139,855,329 | 140,306,553 | 127,368,319 | 137,212,875 | 166,508,933 | 154,466,028 | - |

**CREDENTIALS REPORT OF RECOMMENDED ACTIONS FOR
BOARD APPROVAL
Friday, July 13, 2018**

(Per recommendation of the June 12, 2018 Medical Executive Committee)

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

INITIAL APPOINTMENTS

| NAME | SPECIALTY | SERVICE | APPOINTMENT PERIOD |
|--------------------------|---------------------------|-----------------|--|
| Andrade, Kristine, MD | Teleradiology | Radiology | 7/13/18 – 07/01/20 |
| Bottari, Brendan, MD | Interventional Radiology | Radiology | 7/13/18 – 07/01/20 Temporary Privileges 6/27/2018 |
| Dahlfred, Leah B., MD | Family Medicine/OB Fellow | Family Medicine | 7/13/18 – 07/01/20 |
| Gregorius, Melissa, CRNA | CRNA - AHP | Anesthesia | 7/13/18 – 07/01/20 |
| Henderson, Patrick, MD | Teleradiology | Radiology | 7/13/18 – 07/01/20 |
| Jones, Phillip, NP | NP - MHU | Psychiatry | 7/13/18 – 07/01/20 Temporary Privileges 6/11/2018 |
| Kong, Ana W., MD | Family Medicine/OB Fellow | Family Medicine | 7/13/18 – 07/01/20 |
| Millward, Dustan L., DPM | Surgical Specialties | Podiatry | 07/13/18 – 07/01/20 Temporary Privileges 7/09/2018 |
| Wilcox, George, MD | Pathology | Pathology | 7/13/18 – 07/01/20 Temporary Privileges 7/02/2018 |

REAPPOINTMENTS

| NAME | SPECIALTY | STAFF STATUS | REAPPOINTMENT PERIOD |
|---|--------------------|--------------|----------------------|
| Destro, Laura M., MD <i>Initial appt. date: 08/01/14</i> | Emergency Medicine | Active | 08/01/18 – 08/01/20 |
| Dicus, Michael E., MD <i>Initial appt. date: 08/09/02</i> | Nephrology | Active | 08/01/18 – 08/01/20 |
| Douglas-Escobar, Martha V., MD <i>Initial appt. date: 08/01/14</i> | Neonatology | Active | 08/01/18 – 08/01/20 |

| | | | |
|---|--------------------------|------------------------------|---------------------|
| German, Michael A., MD <i>Initial appt. date:08/03/12</i> | Otolaryngology | Active | 08/01/18 – 08/01/20 |
| Gollogly, Sohrab, MD <i>Initial appt. date:08/05/16</i> | Orthopedic/Spine Surgery | Active | 08/01/18 – 08/01/20 |
| Harris, Ian S., MD <i>Initial appt. date:08/05/16</i> | Cardiovascular Medicine | Provisional to Active | 08/01/18 – 08/01/20 |
| Hu, Johnny L., MD <i>Initial appt. date:08/06/10</i> | Pathology | Active | 08/01/18 – 08/01/20 |
| Joseph, Jural R., PA <i>Initial appt. date:05/04/01</i> | Physician Assistant – ED | AHP | 08/01/18 – 08/01/20 |
| Kato, Devin T., MD <i>Initial appt. date:08/05/16</i> | Emergency Medicine | Active | 08/01/18 – 08/01/20 |
| Klick, Cole P., MD <i>Initial appt. date:08/05/16</i> | Emergency Medicine | Active | 08/01/18 – 08/01/20 |
| LaGrandeur, Robin G., MD <i>Initial appt. date:08/05/16</i> | Neonatology | Active | 08/01/18 – 08/01/20 |
| Liamidi, Michelle, MD <i>Initial appt. date:08/01/08</i> | OB/GYN | Active | 08/01/18 – 08/01/20 |
| Olmstead, Tammy L., PA-C <i>Initial appt. date:04/07/95</i> | Physician Assistant – ED | AHP | 08/01/18 – 08/01/20 |
| Sanchez, Diane E., MD <i>Initial appt. date:08/05/16</i> | OB/GYN | Provisional to Active | 08/01/18 – 08/01/20 |
| Selvidge, Ruth L., MD <i>Initial appt. date:09/17/04</i> | Emergency Medicine | Active | 08/01/18 – 08/01/20 |
| Shah, Amish A., MD <i>Initial appt. date:09/13/02</i> | Anesthesia | Active | 08/01/18 – 08/01/20 |
| Wagner, David D., MD <i>Initial appt. date:08/05/16</i> | Emergency Medicine | Active | 08/01/18 – 08/01/20 |

PROVISIONAL REVIEWS (proctoring previously completed)

| NAME | SPECIALTY | ACTION | RECOMMEND |
|-----------------------|-------------------------|---------------------|-----------|
| Harris, Ian S., MD | Cardiovascular Medicine | Medical Specialties | Recommend |
| Sanchez, Diane E., MD | OB/GYN | OB/GYN | Recommend |

REQUESTS FOR ADDITIONAL PRIVILEGES

| NAME | SPECIALTY | PRIVILEGE REQUESTED | RECOMMEND |
|-----------------------|----------------------------|-----------------------------------|-----------|
| Calzetta, Matthew, MD | Pediatric / IM Hospitalist | Internal Medicine - Thoracentesis | Recommend |
| Rios, Kathryn, MD | Family Medicine | Acute Rehab Unit Hospitalist | Recommend |

| VOLUNTARY RESIGNATIONS | | | |
|----------------------------|-----------------------------|---------------------|---------------------|
| NAME | SPECIALTY | STAFF STATUS | EFFECTIVE DATE |
| Clark, Paula, CRNA | Nurse Anesthetist | AHP | 05/24/18 |
| Carver, Christopher C., MD | Neurosurgery | Active | 04/24/18 |
| Diallo, Dianna L., MD | Pediatrics | Active | 08/01/18 |
| Ginsburg, Jerry H., MD | Cardiovascular Medicine | Courtesy | 05/24/18 |
| Howard, Mark W., MD | Orthopedic Surgery | Provisional | 08/01/18 |
| Maghsoudi, Kaveh, MD, PhD | Radiology | Provisional | 05/24/18 |
| Paradis, Amy M., NNP | Neonatal Nurse Practitioner | AHP | 05/22/18 |
| Ragheb, Josette W., MD | Pathology | Provisional | 08/01/18 |
| Rohira, Sunil K., MD | Anesthesia | Active | 06/09/18 |
| Shah, Tushar V., MD | Hospitalist | Active | 05/04/18 |
| Sheibley, Daniel, MD | Teleradiology | Courtesy | 05/10/18 |
| Soumekh, M. Hertz, MD | Neurosurgery | Active | 06/01/18 |
| LOCUM TENENS | | | |
| NAME | SPECIALTY | SERVICE | EFFECTIVE DATE |
| Schulman, Robert A., MD | Phy Med & Rehab | Medical Specialties | 05/26/18 – 06/02/18 |