



Finance Committee Meeting

Thursday, July 26, 2018

3:30 PM

Steinbeck Room, Building 300

1441 Constitution Blvd.

AGENDA

1. **Call to Order**

Mike Payne, Chair

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

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

3. **Agenda Additions/Corrections**

Noemi Ferguson

4. **Approval of Minutes**

- Approve the Minutes of June 28, 2018. *Pages 4-8*

5. **Old Business**

- None

6. **New Business**

- Consent Items – Attachment A. *Pages 9-18*
Review and approve for consideration by the NMC Board of Trustees

Scheduled Items/Discussion Items

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

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with West Interactive Services Corporation for patient notification services at NMC for an amount not to exceed \$100,000 with an agreement term September 1, 2018 through August 31, 2023.
- b. Approve the NMC Chief Executive Officer's recommendation to accept non-standard indemnification, insurance and limitations on liability provisions within the agreement. *Pages 19-20*

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

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement with ZBS Incorporated dba Audac for maintenance and repair of nurse call system services, extending the agreement an additional three (3) year period (January 1, 2019 through December 31, 2021) for a revised full agreement term of July 1, 2015 through December 31, 2021, and adding \$80,000 for a revised total agreement amount not to exceed \$150,000.
- 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%) (\$15,000) of the original cost of the agreement. *Pages 21-22*

9. Review and Approve Financial Statements

Daniel Leon, CFO

- Receive and Approve June 2018 YTD Financial Report. *Pages 23-35*

10. Calendar for Next Finance Committee Meeting

- Thursday, August 23, 2018 at 3:30 PM.

11. Adjournment

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



**Finance Committee Meeting
Thursday July 26, 2018
Consent Items**

Attachment A

1. <i>Pages 9-10</i>	<p>a. Authorize Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the Professional and Call Coverage Services Agreement with Richard Moore M.D., Inc. to provide general and critical care surgery services at NMC for an amount not to exceed \$500,000 for the period September 1, 2018 to September 30, 2020; and</p> <p>b. Authorize the Deputy Purchasing Agent for NMC or his designee to sign up to three (3) future amendments to this agreement where the total amendments do not significantly change the scope of work and do not cause an increase of more than ten percent 10% (\$50,000) of the original contract amount per each amendment.</p>
2. <i>Pages 11-12</i>	Authorize the Chief Executive Officer of Natividad to sign Amendment No. 1 ("Amendment") to the Pacific Health Alliance Pilot Project Agreement to extend the provision of program administration ("PA") services for the County of Monterey's Pilot Project for the Remaining Uninsured for an additional year, replace Exhibit A with a new Exhibit A and add an additional amount not to exceed \$300,000 for a total of \$500,000, effective July 1, 2018 through a run out period of December 31, 2019.
3. <i>Pages 13-14</i>	Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No.1 to the agreement (A-12966) with Salinas Valley Memorial Hospital (SVMH) for laboratory testing services, extending the agreement an additional thirty-six (36) month period (November 1, 2018 through October 31, 2021) for a revised full agreement term of July 1, 2015 through October 31, 2021, and adding \$500,000 for a revised total agreement amount not to exceed \$932,000.
4. <i>Pages 15-16</i>	<p>a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute Addendum No. 2 to the Letter of Agreement (A-13407) with The Advisory Board Company for iRound, Nursing Executive Center, Health Care IT Advisor, and Healthcare Advisory services, extending the agreement from September 1, 2018 through August 31, 2023, for a revised full agreement term of December 31, 2015 through August 31, 2023, adding \$857,396 for a revised total agreement amount not to exceed \$1,163,342.</p> <p>b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (3) future addendums to the agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$20,492) of the original cost of the agreement.</p>
5. <i>Pages 17-18</i>	<p>a. Authorize the Auditor-Controller to establish and transfer appropriations from Natividad Medical Center's Enterprise Fund NMC001-451-9600-8142 to a Natividad Medical Center Inter-Governmental (IGT) Fund. Amounts will be requested by California's Department of Healthcare Services subject to review and determination of amounts by Natividad Medical Center's CEO beginning in September 1, 2018.</p> <p>b. Authorize the Auditor-Controller to transfer funds from Natividad Medical Center's Inter-Governmental (IGT) Fund to Natividad Medical Center Fund 451, Appropriation Unit NMC001 (Enterprise Fund) for reimbursement of on-going payments to California's Department of Healthcare Services for intergovernmental transfers.</p>



Finance Committee Meeting

Thursday, June 28, 2018

3:30 PM

Steinbeck Room, Building 300

1441 Constitution Blvd.

MINUTES

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

Absent: None

NMC Staff/County: Daniel Leon, Nancy Buscher, Tim Fitzgerald, Dr. Craig Walls, Andrea Rosenberg, Jeanne-Ann Balza

1. Call to Order Mike Payne, Chair

2. Public Comments (Limited 3 minutes per speaker)

- There were none.

3. Agenda Additions/Corrections

Noemi Ferguson

- Correction to Scheduled Item 7 – Hooper, Lundy & Bookman, PC board report summary was updated.
- Correction to Scheduled Item 8 – Schipper Design board report summary was updated.

4. Approval of Minutes

- Approve the Minutes of May 24, 2018.

MOTION: *Motion to approve the minutes of May 24, 2018 moved by Marcia Atkinson, seconded by Dr. Gary Gray, and approved unanimously.*

5. Old Business

- None

6. New Business

- Consent Items – Attachment A.

Review and approve for consideration by the NMC Board of Trustees

MOTION: *Motion to approve Consent Items for consideration by the NMC Board of Trustees, Attachment A, item 1 through item 12 moved by Marcia Atkinson, seconded by Dr. Gary Gray, and approved unanimously.*

Scheduled Items/Discussion Items

7. Review and approve for consideration by the NMC Board of Trustees the following request which is in the final stages of negotiation:
- Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with Hooper, Lundy & Bookman, PC for legal services with respect to healthcare matters at Natividad Medical Center, for an amount not to exceed \$900,000 with a retroactive agreement term July 1, 2018 through June 30, 2021.
 - Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to two (2) future

amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$90,000) of the original cost of the agreement per each amendment.

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

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

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) 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.

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

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

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute 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.

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

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

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.

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

11. Review and Approve Financial Statements

Daniel Leon, CFO

- Receive and Approve May 2018 YTD Financial Report.

MOTION: *Motion to accept the May 2018 Financial Reports moved by Marcia Atkinson, seconded by Dr. Walt Mills, and approved unanimously.*

12. Adjournment at 4:18pm

Mike Payne, Chair

Recorded by Noemi Ferguson



Finance Committee Meeting
Thursday, June 28, 2018
Consent Items - MINUTES
Attachment A

1.	<p>a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement each with Schipper Design and AMF Media Group pursuant to the Request for Proposal (RFP) #9600-79 for marketing and graphic design services at NMC, with an initial agreement term beginning on August 1, 2018 through July 30, 2021, with the option to extend the agreement for two (2) additional one (1) year periods; and for a total aggregate not to exceed amount of \$975,000 for both contracts for the initial three-year term.</p> <p>b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to two (2) future amendments to each agreement, each amendment exercising a one year option to extend, for an additional aggregate not to exceed amount of \$325,000 for both contracts for Fiscal Year 2021-2022 and for an additional aggregate not to exceed amount of \$325,000 for both contracts for Fiscal Year 2022-2023 , provided that the total cost for both agreements over a five year period does not exceed \$1,625,000, and so long as an appropriation for the costs of the amendments is included in the County Adopted Budget.</p>
2.	<p>a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with Robert A Wiltse, Inc. dba Robert Wiltse and Associates for project inspection services (OSHDP approved plans and specifications) at NMC for an amount not to exceed \$600,000 with an agreement term August 1, 2018 through July 31, 2023.</p> <p>b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (3) future amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$60,000) of the original cost of the agreement.</p>
3.	<p>a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with Maintenance Connection, LLC for maintenance management software services at NMC for an amount not to exceed \$43,872 with a retroactive effective date of January 1, 2018 through December 31, 2019.</p> <p>b. Approve the NMC Chief Executive Officer's recommendation to accept non-standard indemnification, insurance, limitations on liability, and limitations on damages provisions within the agreement.</p> <p>c. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (3) future amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$4,387) of the original cost of the agreement.</p>
4.	<p>a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the Professional Services Agreement with Grace N. Deukmedjian M.D. to provide pediatric hospitalist services at NMC for an amount not to exceed \$200,000, for the period August 1, 2018 to December 31, 2019; and</p> <p>b. Authorize the Deputy Purchasing Agent for NMC or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not exceed 10% (\$20,000) of the original contract amount and do not significantly change the scope of work.</p>
5.	<p>Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) to execute Amendment No. 2 to the Agreement with the Natividad Medical Center Volunteer Auxiliary for volunteer management services at NMC, extending the Agreement an additional three (3) year period (September 1, 2014 a revised full term of September 1, 2014 through August 31, 2018 and adding \$310,000 for a revised total Agreement amount not to exceed \$698,000.</p>
6.	<p>a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee</p>

	<p>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.</p> <p>b. Approve the NMC Chief Executive Officer's recommendation to accept non-standard provisions within the agreements.</p>
7.	<p>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.</p> <p>b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (3) future amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$19,001) of the original cost of the agreement.</p>
8.	<p>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;</p> <p>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;</p> <p>c. Authorize the County Administrative Office to Incorporate the Approved Changes in the Natividad FY 18-19 Adopted Budget; and</p> <p>d. Direct the Monterey County Human Resources Department to Implement the Changes in the Advantage HRM System.</p>
9.	<p>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.</p> <p>b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (3) future amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$34,905) of the original cost of the agreement.</p>
10.	<p>a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with Clean Harbors Environmental Services, Inc. for waste transportation and disposal services of rendered non-retrievable and unusable pharmaceutical waste on an as-needed basis at NMC for an amount not to exceed \$3,500 with an agreement term August 1, 2018 through July 31, 2019.</p> <p>b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (3) future amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$350.00) of the original cost of the agreement.</p>
11.	<p>a. Approve and Amend Personnel Policies and Practices Resolution No. 98-394 and Appendices A and B to Adjust the Salary Ranges for the Following Classifications: Pharmacist-Per Diem, Nurse Practitioner III-Per Diem, Staff Nurse II-Per Diem, Sonographer-Per Diem, Nuclear Medicine Technologist-Per Diem, Physical Therapist-Per Diem, Occupational Therapist-Per Diem, Clinical Laboratory Scientist-Per Diem, Cardiopulmonary Technician-Per Diem, and Radiologic Technologist-Per Diem; and</p> <p>b. Direct the Monterey County Human Resources Department to Implement the Changes in the Advantage HRM System.</p>

12.	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.
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MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Richard Moore, M.D. Inc. Agreement

TITLE:

- a. Authorize Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the Professional and Call Coverage Services Agreement with Richard Moore M.D., Inc. to provide general and critical care surgery services at NMC for an amount not to exceed \$500,000 for the period September 1, 2018 to September 30, 2020; and
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to sign up to three (3) future amendments to this agreement where the total amendments do not significantly change the scope of work and do not cause an increase of more than ten percent 10% (\$50,000) of the original contract amount per each amendment.

RECOMMENDATION:

It is recommended that the Board of Supervisors

- a. Authorize Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the Professional and Call Coverage Services Agreement with Richard Moore M.D., Inc. to provide general and critical care surgery services at NMC for an amount not to exceed \$500,000 for the period September 1, 2018 to September 30, 2020; and
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to sign up to three (3) future amendments to this agreement where the total amendments do not significantly change the scope of work and do not cause an increase of more than ten percent 10% (\$50,000) of the original contract amount per each amendment.

SUMMARY/DISCUSSION:

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

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

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this Agreement as to legal form. Auditor-Controller has reviewed and approved this Amendment as to fiscal provisions. The Agreement 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 \$500,000 for the period September 1, 2018 to September 30, 2020. The actual cost is contingent upon Dr. Moore's level of participation in the call panel, which may fluctuate based on his availability. NMC has agreements with multiple providers to cover this service for which the total expenditure will not exceed \$1,300,000 annually and is included in the Fiscal Year 2018/2019 Adopted Budget. There is no impact to the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

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

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

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

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

Attachments: Agreement

Attachments on file at the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Pacific Health Alliance Pilot Program (Esperanza Care) Amendment No. 1 Legistar Number:

..Title

Authorize the Chief Executive Officer of Natividad to sign Amendment No. 1 ("Amendment") to the Pacific Health Alliance Pilot Project Agreement to extend the provision of program administration ("PA") services for the County of Monterey's Pilot Project for the Remaining Uninsured for an additional year, replace Exhibit A with a new Exhibit A and add an additional amount not to exceed \$300,000 for a total of \$500,000, effective July 1, 2018 through a run out period of December 31, 2019.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

Authorize the Chief Executive Officer of Natividad to sign Amendment No. 1 ("Amendment") to the Pacific Health Alliance Pilot Project Agreement to extend the provision of program administration ("PA") services for the County of Monterey's Pilot Project for the Remaining Uninsured for an additional year, replace Exhibit A with a new Exhibit A and add an additional amount not to exceed \$300,000 for a total of \$500,000, effective July 1, 2018 through a run out period of December 31, 2019.

SUMMARY/DISCUSSION:

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

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

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

On June 27, 2017, the Board of Supervisors approved and authorized the current Agreement with Pacific Health Alliance (PHA) for the County of Monterey's Pilot Project for the Remaining Uninsured, for up to \$200,000, effective July 1, 2017 through June 30, 2018 to assist with the

program management and reporting. The project, named Esperanza Care, became effective October 1, 2017. The enrollment cap of 2,500 individuals was raised to 3,500 by the Board of Supervisors effective April 1, 2018. This amendment extends the term to June 30, 2019, with a run out period until December 31, 2019, replaces the current Exhibit A with a new Exhibit A and adds an additional \$300,000 to the Agreement for a total of \$500,000 for the fees including the increased enrollment cap.

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

OTHER AGENCY INVOLVEMENT:

County Counsel has been approved as to legal form. County Auditor Controller has approved the financial terms. The Amendment has been reviewed and approved by the Natividad Finance Committee on July 26, 2018 and by the Natividad Board of Trustees on August 3, 2018.

FINANCING:

There is no impact to the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

☐ Economic Development

☐ Administration

☒ Health and Human Services

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

☐ Infrastructure

☐ Public Safety

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

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

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Salinas Valley Memorial Hospital, Amendment No. 1

Legistar Number:

..Title

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No.1 to the agreement (A-12966) with Salinas Valley Memorial Hospital (SVMH) for laboratory testing services, extending the agreement an additional thirty-six (36) month period (November 1, 2018 through October 31, 2021) for a revised full agreement term of July 1, 2015 through October 31, 2021, and adding \$500,000 for a revised total agreement amount not to exceed \$932,000.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No.1 to the agreement (A-12966) with Salinas Valley Memorial Hospital (SVMH) for laboratory testing services, extending the agreement an additional thirty-six (36) month period (November 1, 2018 through October 31, 2021) for a revised full agreement term of July 1, 2015 through October 31, 2021, and adding \$500,000 for a revised total agreement amount not to exceed \$932,000.

SUMMARY/DISCUSSION:

Salinas Valley Memorial Hospital has provided reference laboratory testing services for NMC since 2011. Physicians at Natividad Medical Center or clinics that send laboratory work to NMC may order tests that the NMC Laboratory cannot perform on-site. Therefore, these specific tests must be sent to a reference laboratory. Salinas Valley Memorial Hospital provides a reference laboratory testing facility that is located geographically close to Natividad Medical Center. There are times when testing is required to be completed within a prompt and exact time frame which mandates using another facility that is as geographically as close as possible. Salinas Valley Memorial Hospital is the closest facility which can provide these services promptly. This agreement is necessary for these situations in order to serve physician and patient needs.

Salinas Valley Memorial Hospital also provides histology processing, a special type of laboratory testing for Natividad Medical Center which is a modality in laboratory that Natividad Medical Center is currently unable to provide. Histology services for anatomical pathology are required for all tissues samples prior to a pathologist completing the final examination on the tissue. Histology requires certified employees and special testing equipment that Natividad currently cannot provide.

This amendment extends the current agreement by adding an additional three years. The cost of the total Agreement amount is based on a forecast of surgical cases that would require this specialized histology processing going forward combined with an analysis of historic histology specimens. services.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this Amendment No. 1 as to legal form and risk provisions, and the Auditor-Controller has reviewed and approved as to payment provisions. The

Amendment No. 1 has also been reviewed and approved by NMC's Finance Committee on 7/26/18 and by the NMC Board of Trustees on 8/3/18.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This amendment supports the strategic initiative, health and human services for Monterey County by providing specialized testing in histology and referral testing for specific clinical laboratory tests that Natividad is not able perform.

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

Prepared by: Heidi Dormody , Laboratory Manager, 831-772-7660

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

Attachments:

Salinas Valley Memorial Hospital Amendment No. 1

Salinas Valley Memorial Hospital Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS **BOARD REPORT**

The Advisory Board Company, Addendum No. 2

Legistar Number: _____

..Title

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute Addendum No. 2 to the Letter of Agreement (A-13407) with The Advisory Board Company for iRound, Nursing Executive Center, Health Care IT Advisor, and Healthcare Advisory services, extending the agreement from September 1, 2018 through August 31, 2023, for a revised full agreement term of December 31, 2015 through August 31, 2023, adding \$857,396 for a revised total agreement amount not to exceed \$1,163,342.
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (3) future addendums to the agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$20,492) 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 Addendum No. 2 to the Letter of Agreement (A-13407) with The Advisory Board Company for iRound, Nursing Executive Center, Health Care IT Advisor, and Healthcare Advisory services, extending the agreement from September 1, 2018 through August 31, 2023, for a revised full agreement term of December 31, 2015 through August 31, 2023, adding \$857,396 for a revised total agreement amount not to exceed \$1,163,342.
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (3) future addendums to the agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$20,492) of the original cost of the agreement.

SUMMARY/DISCUSSION:

The Advisory Board is the leading provider of comprehensive performance improvement services to the health care industry including operational best practices and insights, performance technologies and analytic tools, management training, technology evaluation, and consulting support.

The Advisory Board Company has over 3,800 organizations as clients including hospitals, physician groups, health systems, and academic medical centers. Their commitment to best-practice standards and insistence on continual improvements come from their experience of over 30 years in the industry.

Natividad's request for an amendment to the existing agreement will include the Nursing Executive Center, Healthcare IT Advisor, and iRound. The Nursing Executive Center (NEC) helps nurse leaders develop market-leading strategies, equips them and their teams with best practices, and accelerates implementation of proven approaches to improve patient care. The Healthcare IT Advisor provides advice and strategies in the present constant and rapid change with technology for both clinical and general hospital operational needs while making sure it meets regulatory requirements. iRound is a solution that enables house-wide accountability for patient satisfaction, quality, and safety while promoting staff and physician engagement. It enhances the leader rounding and service recovery processes by providing an automated, streamlined way of capturing feedback real-time and communication across departments.

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. The amendment No. 2 has also been reviewed and approved by NMC's Finance Committee on July 26, 2018 and by its Board of Trustees on August 3, 2018.

FINANCING:

The cost for this Addendum No. 2 is \$857,396, of which \$70,000 is included in the Fiscal Year 2018-19 Adopted Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate. There is no impact to the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This agreement is for executive level planning and consulting services, 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: Daniel Leon, Chief Financial Officer, 783-2561

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

Attachments:

The Advisory Board Company Addendum No. 2

The Advisory Board Company Addendum No. 1

The Advisory Board Company Letter of Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Legistar Number: _____

..Title

- a. Authorize the Auditor-Controller to establish and transfer appropriations from Natividad Medical Center's Enterprise Fund NMC001-451-9600-8142 to a Natividad Medical Center Inter-Governmental (IGT) Fund. Amounts will be requested by California's Department of Healthcare Services subject to review and determination of amounts by Natividad Medical Center's CEO beginning in September 1, 2018.
- b. Authorize the Auditor-Controller to transfer funds from Natividad Medical Center's Inter-Governmental (IGT) Fund to Natividad Medical Center Fund 451, Appropriation Unit NMC001 (Enterprise Fund) for reimbursement of on-going payments to California's Department of Healthcare Services for intergovernmental transfers.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

- a. Authorize the Auditor-Controller to establish and transfer appropriations from Natividad Medical Center's Enterprise Fund NMC001-451-9600-8142 to a Natividad Medical Center Inter-Governmental (IGT) Fund. Amounts will be requested by California's Department of Healthcare Services subject to review and determination of amounts by Natividad Medical Center's CEO beginning in September 1, 2018.
- b. Authorize the Auditor-Controller to transfer funds from Natividad Medical Center's Inter-Governmental (IGT) Fund to Natividad Medical Center Fund 451, Appropriation Unit NMC001 (Enterprise Fund) for reimbursement of on-going payments to California's Department of Healthcare Services for intergovernmental transfers.

SUMMARY/DISCUSSION:

An Intergovernmental Transfer (IGT) is an elective transfer of eligible local dollars to the State SHCS in support of the Medi-Cal program, which is authorized in accordance with Section 14164 and 14301.4 of the Welfare and Institutions Codes. Assembly Bill 85 (Chapter 24, Statutes of 2013) provide for the voluntary IGTs to support payment to Medi-Cal managed care plans under Welfare and Institutions (W&I) Code, section 14199.2 and 14301.5. These programs allow for IGTs to provide a portion of the non-federal share of the risk based payments to managed care health plants as described in W&I Code, section 14199.2(e)(1) and 14301.5(b)(4).

Natividad has participated in the IGT Program for many years and receives an annual average of approximately \$45.0 million in state and federal government funding via IGTs.

The purpose of the Natividad's IGT Fund is to secure fund availability for participation in the IGT programs in future years.

OTHER AGENCY INVOLVEMENT:

NONE

FINANCING:

Funding will be source from NMC's enterprise fund.

There is no impact to the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The opportunity to participate in an IGT allows for the use of local dollars to obtain the federal matching in payments designed for public providers such as NMC and preserve and strengthen the safety net services in Monterey County.

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

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

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

Attachments:

NONE

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

West Interactive Services Corporation Agreement

Legistar Number: _____

..Title

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with West Interactive Services Corporation for patient notification services at NMC for an amount not to exceed \$100,000 with an agreement term September 1, 2018 through August 31, 2023.
- b. Approve the NMC Chief Executive Officer's recommendation to accept non-standard indemnification, insurance and limitations on liability provisions within the agreement.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with West Interactive Services Corporation for patient notification services at NMC for an amount not to exceed \$100,000 with an agreement term September 1, 2018 through August 31, 2023.
- b. Approve the NMC Chief Executive Officer's recommendation to accept non-standard indemnification, insurance and limitations on liability provisions within the agreement.

SUMMARY/DISCUSSION:

The services provided by West Interactive will provide communication with all of our patients receiving services from Specialty Clinic, Natividad Care Center, Lab services and Radiology. Specialty Services currently has 40 Providers and we are adding new services in Cardiology, Podiatry, and GYN Oncology. In addition, Natividad Care Center will provide mammography, bone density and ultra sound. Cardiopulmonary services will serve for Echos, Stress testing and Coumadin services.

The agreement with West Interactive is a dove tale off of an old contract with ClientTell, an appointment reminder system, used exclusively in Specialty Services to remind patients about upcoming appointments; this allowed clinic staff to provide excellent customer service to our patients and Providers.

With expanding the use of West Interactive to include Laboratory, Radiology, Cardiology, and Cardiopulmonary, we will be more equipped to meet the demand of our patients. Patients will be given the options to accept appointment or to cancel and reschedule; all calls and text messages will be available in Spanish and English. We will receive daily reports from West Interactive; for appointments cancelled, we can move additional patients in to those time slots and increase access to healthcare for all residents.

Finally we will be able to send out random surveys to clients to "see how we are doing" and use that information to improve our relationships with patients throughout Monterey County and others.

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 July 26, 2018 and by its Board of Trustees

on August 3, 2018.

FINANCING:

The cost for this agreement is \$100,000 of which \$19,782 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:

Improving communication and access to Providers and services in Monterey County strengthens access to Healthcare with a patient reminder system. This will allow us to provide excellent care on an outpatient visit and prevent some admissions to the hospital. Finally this will increase our Provider base as we become efficient and ensuring patients are coming and following up with care and increase Healthcare overall in Monterey County.

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

Prepared by: Patricia Butcher, Supervising Clinic Nurse, 772-7880

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

Attachments:

West Interactive Services Corporation Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

ZBS Incorporated dba Audac Amendment No. 1

Legistar Number: _____

..Title

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement with ZBS Incorporated dba Audac for maintenance and repair of nurse call system services, extending the agreement an additional three (3) year period (January 1, 2019 through December 31, 2021) for a revised full agreement term of July 1, 2015 through December 31, 2021, and adding \$80,000 for a revised total agreement amount not to exceed \$150,000.
- 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%) (\$15,000) 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 amendment No. 1 to the agreement with ZBS Incorporated dba Audac for maintenance and repair of nurse call system services, extending the agreement an additional three (3) year period (January 1, 2019 through December 31, 2021) for a revised full agreement term of July 1, 2015 through December 31, 2021, and adding \$80,000 for a revised total agreement amount not to exceed \$150,000.
- 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%) (\$15,000) of the original cost of the agreement.

SUMMARY/DISCUSSION:

Natividad Medical Center is a 172 facility with the original Fisher Berkley Nurse Call System. The current nurse call system is a traditional system, which has centralized annunciator panel at each of the nurse's station with audible alarms and visual displays at the nurse stations. Due to the age of the system parts are no longer available. Audac Services does repairs of the Bedside Stations, Pillow Speakers, and Clinical Alarms, Emergency Stations as well as the Master Station and the hardware that is behind the scenes.

The Nurse Call system is a vital link in the continuum of care as it's the primary way a patient can summon help, request a drink and get help to go to the rest room. With a system way past its prime we rely on Audac for repairs of the stations, the Engineering team here at Natividad is experienced with the system and able to take care of a majority of the everyday problems one would expect from a 20 year computer system but when there is a component failure on a PC board or the rebuild of the stations we rely on Audac.

Natividad is planning on replacing the close to 20 year old system in the next year. Audac will be working with the Vendor of the new system so as rooms are upgraded to the new none of the old will be down as it is a requirement for patients to have a functioning nurse call at the bedside and emergency calls from shower and restroom.

With the age of the existing system, vendors who do component level service are far and few; Natividad has a strong relationship with Audac as they are one of the few vendors left.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this amendment No. 1 as to legal form, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendment No. 1 has also been reviewed and approved by NMC's Finance Committee on July 26, 2018 and by its Board of Trustees on August 3, 2018.

FINANCING:

The cost for this amendment No. 1 is \$80,000 of which \$26,000 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:

Nurse Call system is a safety requirement within the Healthcare umbrella.

- ☐ 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:

ZBS Incorporated dba Audac Amendment No. 1

ZBS Incorporated dba Audac Agreement

Attachments on file with the Clerk of the Board



FINANCIAL STATEMENTS

JUNE 30, 2018

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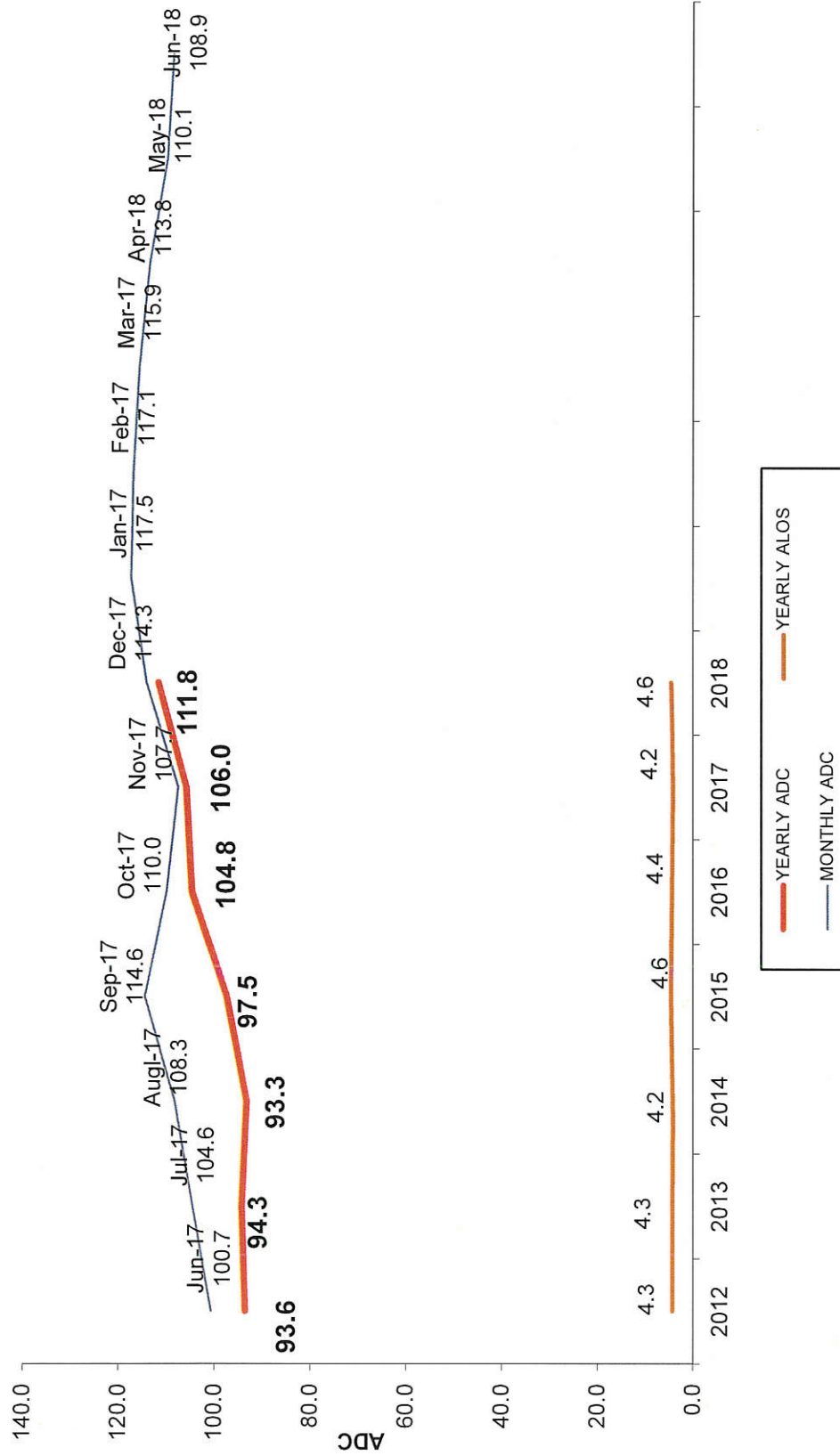


FINANCIAL STATEMENTS

JUNE 30, 2018

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

Month-To-Date					Year-To-Date					
04-18	05-18	06-18	Budget			Budget	Current	Prior Yr	%	
					PT DAYS BY SERVICE	STAFFED BEDS	CY/PLY			
1	210	252	214	188	NICU	15	2,286	2,813	2,591	8.57%
2	1,508	1,424	1,349	1,285	Med/Surg	35	15,635	17,213	16,288	5.68%
3	195	215	227	201	ICU	10	2,440	2,572	2,592	-0.77%
4	69	94	44	96	Peds	12	1,167	839	745	12.62%
5	648	662	659	568	Acute Rehab	20	6,911	8,047	7,232	11.27%
6	390	350	325	361	OB/Gyn	26	4,392	4,385	4,190	4.65%
7	3,020	2,997	2,818	2,699	TOTAL ACUTE	118	32,831	35,869	33,638	6.63%
8	394	417	450	448	Psychiatric	19	5,451	4,932	4,901	0.63%
9	3,414	3,414	3,268	3,147	TOTAL DAYS	137	38,282	40,801	38,539	5.87%
10	334	349	324	320	Nursery	18	3,896	3,760	3,877	-3.02%
AVERAGE DAILY CENSUS										
11	79.1	75.3	72.0	71.0	Acute	98	71.0	76.2	72.3	5.39%
12	21.6	21.4	22.0	18.9	Acute Rehab	20	18.9	22.0	19.8	11.11%
13	13.1	13.5	15.0	14.9	Psychiatric	19	14.9	13.5	13.4	0.75%
14	113.8	110.1	108.9	104.9	TOTAL	137	104.9	111.8	105.6	5.87%
15	11.1	11.3	10.8	10.7	Nursery	18	10.7	10.3	10.6	-2.83%
PERCENTAGE OF OCCUPANCY										
16	80.7%	76.8%	73.5%	72.4%	Acute		72.4%	77.8%	73.8%	5.4%
17	90.0%	89.2%	91.7%	78.8%	Acute Rehab		78.8%	91.7%	99.0%	-7.4%
18	68.9%	71.1%	78.9%	78.4%	Psychiatric		78.4%	71.1%	70.5%	0.7%
19	80.7%	78.1%	77.2%	74.4%	TOTAL		74.4%	79.3%	77.1%	2.9%
20	61.7%	62.8%	60.0%	59.4%	Nursery		59.4%	57.2%	58.9%	-2.8%
ADMISSIONS										
21	631	639	608	624	Acute		7,601	7,484	7,553	-0.91%
22	54	55	46	42	Acute Rehab		508	585	533	9.76%
23	62	60	59	70	Psychiatric		849	714	769	-7.15%
24	747	754	713	736	TOTAL		8,958	8,783	8,855	-0.81%
25	198	192	179	176	Nursery		2,135	2,142	2,128	0.66%
26	201	197	182	219	Deliveries		2,627	2,205	2,178	1.24%
DISCHARGES										
27	672	666	619	624	Acute		7,601	7,697	7,688	0.12%
28	54	57	45	42	Acute Rehab		508	585	526	11.22%
29	68	61	54	70	Psychiatric		849	706	780	-9.49%
30	794	784	718	736	TOTAL		8,958	8,988	8,994	-0.07%
31	172	175	164	176	Nursery		2,135	1,948	2,012	-3.18%
AVERAGE LENGTH OF STAY										
32	4.6	4.5	4.6	4.3	Acute(Hospital wide no babies)		4.3	4.6	4.4	4.55%
33	12.0	12.0	14.3	13.5	Acute Rehab		13.6	13.8	13.6	1.47%
34	2.5	2.6	2.5	2.5	OB/Gyn		2.5	2.6	2.6	0.00%
35	6.4	7.0	7.6	6.4	Psychiatric		6.4	6.9	6.4	7.81%
36	1.7	1.8	1.8	1.8	Nursery		1.8	1.8	1.8	0.00%
OUTPATIENT VISITS										
37	4,231	4,516	4,116	3,700	Emergency Room		45,014	52,597	50,827	3.48%
38	420	424	429	427	ER Admits		5,194	5,142	5,130	0.23%
39	56.2%	56.2%	60.2%	58.0%	ER Admits as a % of Admissions		58.0%	58.5%	57.9%	1.06%
40	6,108	5,997	5,707	5,856	Clinic Visits		71,254	70,679	69,710	1.39%
ANCILLARY PROCEDURES BILLED										
41	46,371	46,825	45,005	38,548	Lab Tests		469,001	539,135	492,339	9.50%
42	3,511	3,539	3,482	2,868	Radiology Procedures		34,897	39,843	40,778	-2.29%
43	197	237	212	181	MRI Procedures		2,202	2,330	2,223	4.81%
44	131	127	98	120	Nuclear Med Procedures		1,448	1,285	1,455	-11.68%
45	1,173	1,167	1,116	902	Ultrasound Procedures		10,981	12,842	12,029	6.76%
46	1,536	1,410	1,590	1,285	CT Scans		15,628	17,485	15,362	13.82%
47	357	349	363	310	Surgeries		3,718	4,218	3,718	13.45%
48	7.65	7.81	8.19	7.87	FTE'S PER AOB		7.87	7.67	7.56	1.46%
49	1,227.2	1,227.9	1,256.8	1,153.4	TOTAL PAID FTE'S		1,153.4	1,219.5	1,129.8	7.94%
50	4,813	4,873	4,607	4,469	ADJUSTED PATIENT DAYS		54,361	58,048	54,556	6.40%

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

	JUL-17	AUG-17	SEP-17	OCT-17	NOV-17	DEC-17	JAN-18	FEB-18	MAR-18	APR-18	MAY-18	JUN-18	YTD
REVENUE													
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	\$ 68,785,569	\$ 68,744,586	\$ 67,859,371	\$ 806,731,348
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	2,359,301	26,468,172
3 Outpatient	28,362,815	29,232,758	29,152,792	30,785,303	30,497,723	28,060,545	30,803,214	28,397,263	28,467,822	29,145,780	30,527,309	28,770,582	352,209,906
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	98,989,254	1,186,409,966
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	75,095,824	896,000,675
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	1,328,177	32,213,543
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	501,819	7,591,820
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	76,925,820	935,006,038
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	22,063,434	249,603,928
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%	22.29%	21.08%
Total Government Funding	3,782,550	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	5,958,597	51,414,976
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	118,060	1,695,429
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	126,000	1,596,315
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	60,000	720,000
15 Other Income	348,604	176,661	315,015	276,016	(2,269)	244,016	709,716	361,926	288,641	611,206	449,035	938,861	4,715,428
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	879,066	1,242,921	8,727,172
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	29,264,952	309,746,076
EXPENSE													
Salaries, Wages & Benefits													
18 Salaries	12,366,056	12,534,895	12,878,348	12,431,766	11,809,313	12,348,447	13,921,154	12,283,945	13,271,458	12,770,181	12,882,849	12,734,773	152,243,285
19 Registry	249,758	319,373	345,765	379,056	318,483	323,306	312,195	312,478	449,385	337,893	372,592	384,532	4,104,816
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	3,067,672	35,773,205
21 Purchased Services	2,754,871	2,345,240	1,979,690	2,556,526	2,338,131	2,435,324	2,500,178	2,838,528	2,284,851	2,615,710	2,312,296	3,087,651	30,048,996
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	2,115,335	24,737,565
23 Insurance	183,328	199,281	213,660	199,281	197,708	199,281	199,280	199,280	199,281	197,708	199,281	197,708	2,380,361
24 Utilities and Telephone	295,777	348,777	335,075	314,598	381,806	197,742	223,163	240,479	248,556	176,367	189,569	205,719	3,155,628
25 Interest Expense	214,883	200,196	200,195	200,196	200,195	200,196	200,195	180,741	180,741	180,742	186,068	196,258	2,340,626
26 Depreciation & Amortization	965,471	965,130	965,090	972,038	964,462	1,070,964	967,065	1,054,809	1,007,524	1,004,733	1,002,019	996,532	11,875,837
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	464,361	5,873,111
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	23,443,541	272,533,430
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	5,821,411	37,212,646
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)	-	-	-	(1,674,981)	(3,493,014)
32 CRPP SB1732 Retro Adj. FY13-14	-	-	-	-	-	-	-	-	-	-	-	(620,546)	(620,546)
33 Total Extraordinary Items	-	-	-	(4,008,924)	-	-	-	(1,818,033)	-	-	(847,133)	(2,295,527)	(8,969,617)
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	3,525,884	28,243,029
CAPITAL CONTRIBUTIONS													
35 County Contribution	-	-	-	-	-	-	-	-	-	-	-	-	-
CHANGE IN NET ASSETS	2,360,750	2,510,315	1,948,760	8,134,323	2,486,763	2,012,130	815,245	2,510,334	2,627,979	2,616,658	3,367,978	5,821,411	37,212,646

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

	CURRENT MONTH				YEAR -TO -DATE				UNAUDITED	
	Actual	Budget	Variance fav. (unfav)	% VAR	Actual	Budget	Variance fav. (unfav)	% VAR	Prior Yr AVERAGE	
			\$ VAR.				\$ VAR.			
R E V E N U E										
Patient Revenue:										
1	\$ 67,859,371	\$ 64,494,219	\$ 3,365,152	5.2	\$ 806,731,348	\$ 773,930,628	\$ 32,800,720	4.2	\$	\$ 760,227,422
2	2,359,301	1,915,601	443,700	23.2	26,468,712	22,987,212	3,481,500	15.1		24,259,119
3	28,770,582	28,167,209	603,373	2.1	352,209,906	338,006,508	14,203,398	4.2		326,043,531
4	98,989,254	94,577,029	4,412,225	4.7	1,185,409,966	1,134,924,348	50,485,618	4.4		1,110,530,072
5	75,095,824	71,841,582	(3,254,242)	(4.5)	896,000,675	862,098,984	(33,901,691)	(3.9)		844,304,307
6	1,328,177	3,138,531	1,810,354	57.7	32,213,543	37,662,372	5,448,829	14.5		28,191,125
7	501,819	726,913	225,094	31.0	7,591,820	8,722,956	1,131,136	13.0		8,506,173
8	76,925,820	75,707,026	(1,218,794)	(1.6)	935,806,038	908,484,312	(27,321,726)	(3.0)		881,001,605
9	22,063,434	18,870,003	3,193,431	16.9	249,603,928	226,440,036	23,163,892	10.2		229,528,467
10	22.29%	19.95%			21.06%	19.95%				20.67%
11	5,958,597	3,609,469	2,349,128	65.1	51,414,976	43,313,628	8,101,348	18.70		58,597,292
12	118,060	118,632	(572)	(0.5)	1,695,429	1,423,584	271,845	19.1		884,058
13	126,000	58,333	67,667	116.0	1,596,315	699,996	896,319	128.0		884,058
14	60,000	60,000	-	-	720,000	720,000	0	-		900,000
15	938,861	361,256	577,605	159.9	4,715,428	4,335,072	380,356	8.8		3,878,455
16	1,242,921	598,221	644,700	107.8	8,727,172	7,178,652	1,548,520	21.6		6,546,571
17	29,264,952	23,077,693	6,187,259	26.8	309,746,076	276,932,316	32,813,760	11.8		294,672,330
18	12,734,773	12,200,280	(534,493)	(4.4)	152,243,285	146,403,360	(5,839,925)	(4.0)		138,215,773
19	384,532	271,562	(112,970)	(41.6)	4,104,816	3,258,744	(846,072)	(26.0)		4,247,309
20	3,060,672	2,698,011	(362,661)	(13.4)	35,658,641	32,376,132	(3,282,509)	(10.1)		34,143,914
21	3,087,651	2,808,279	(279,372)	(9.9)	30,163,560	33,699,348	3,535,788	10.5		33,376,397
22	2,115,335	2,126,037	10,702	0.5	24,737,565	25,512,444	774,879	3.0		26,208,627
23	197,708	181,489	(16,219)	(8.9)	2,380,361	2,177,868	(202,493)	(9.3)		1,948,415
24	205,719	276,711	70,992	25.7	3,155,628	3,320,532	164,904	5.0		3,209,090
25	196,258	207,539	11,281	5.4	2,340,626	2,490,468	149,842	6.0		2,535,886
26	996,532	1,102,201	105,669	9.6	11,875,837	13,226,412	1,350,575	10.2		11,775,544
27	464,361	435,455	(28,906)	(6.6)	5,873,111	5,225,460	(647,651)	(12.4)		5,968,819
28	23,443,541	22,307,564	(1,135,977)	(5.1)	272,533,430	267,690,768	(4,842,662)	(1.8)		281,627,774
29	5,821,411	770,129	5,051,282	655.9	37,212,646	9,241,548	27,971,098	302.7		33,044,556
30										
31	-	-	-	-	-	-	-	-	-	-
32	-	-	-	-	-	-	-	-	-	-
33	-	-	-	-	-	-	-	-	-	-
34	\$ 5,821,411	\$ 770,129	\$ 5,051,282	655.9	\$ 37,212,646	\$ 9,241,548	\$ 27,971,098	302.7	\$	\$ 33,044,556
EXPENSE										
Salaries, Wages & Benefits										
18	12,734,773	12,200,280	(534,493)	(4.4)	152,243,285	146,403,360	(5,839,925)	(4.0)		138,215,773
19	384,532	271,562	(112,970)	(41.6)	4,104,816	3,258,744	(846,072)	(26.0)		4,247,309
20	3,060,672	2,698,011	(362,661)	(13.4)	35,658,641	32,376,132	(3,282,509)	(10.1)		34,143,914
21	3,087,651	2,808,279	(279,372)	(9.9)	30,163,560	33,699,348	3,535,788	10.5		33,376,397
22	2,115,335	2,126,037	10,702	0.5	24,737,565	25,512,444	774,879	3.0		26,208,627
23	197,708	181,489	(16,219)	(8.9)	2,380,361	2,177,868	(202,493)	(9.3)		1,948,415
24	205,719	276,711	70,992	25.7	3,155,628	3,320,532	164,904	5.0		3,209,090
25	196,258	207,539	11,281	5.4	2,340,626	2,490,468	149,842	6.0		2,535,886
26	996,532	1,102,201	105,669	9.6	11,875,837	13,226,412	1,350,575	10.2		11,775,544
27	464,361	435,455	(28,906)	(6.6)	5,873,111	5,225,460	(647,651)	(12.4)		5,968,819
28	23,443,541	22,307,564	(1,135,977)	(5.1)	272,533,430	267,690,768	(4,842,662)	(1.8)		281,627,774
29	5,821,411	770,129	5,051,282	655.9	37,212,646	9,241,548	27,971,098	302.7		33,044,556
30										
31	-	-	-	-	-	-	-	-	-	-
32	-	-	-	-	-	-	-	-	-	-
33	-	-	-	-	-	-	-	-	-	-
34	\$ 5,821,411	\$ 770,129	\$ 5,051,282	655.9	\$ 37,212,646	\$ 9,241,548	\$ 27,971,098	302.7	\$	\$ 33,044,556
NET INCOME(LOSS)										
29	5,821,411	770,129	5,051,282	655.9	37,212,646	9,241,548	27,971,098	302.7		33,044,556
30										
31	-	-	-	-	-	-	-	-	-	-
32	-	-	-	-	-	-	-	-	-	-
33	-	-	-	-	-	-	-	-	-	-
34	\$ 5,821,411	\$ 770,129	\$ 5,051,282	655.9	\$ 37,212,646	\$ 9,241,548	\$ 27,971,098	302.7	\$	\$ 33,044,556
CAPITAL CONTRIBUTIONS										
County Contribution										
31	-	-	-	-	-	-	-	-	-	-
32	-	-	-	-	-	-	-	-	-	-
33	-	-	-	-	-	-	-	-	-	-
34	\$ 5,821,411	\$ 770,129	\$ 5,051,282	655.9	\$ 37,212,646	\$ 9,241,548	\$ 27,971,098	302.7	\$	\$ 33,044,556
CHANGE IN NET ASSETS										
31	-	-	-	-	-	-	-	-	-	-
32	-	-	-	-	-	-	-	-	-	-
33	-	-	-	-	-	-	-	-	-	-
34	\$ 5,821,411	\$ 770,129	\$ 5,051,282	655.9	\$ 37,212,646	\$ 9,241,548	\$ 27,971,098	302.7	\$	\$ 33,044,556

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

	CURRENT MONTH				YEAR-TO-DATE				UNAUDITED	
			Variance fav. (unfav)				Variance fav. (unfav)			
	Actual	Budget	\$ VAR.	% VAR	Actual	Budget	\$ VAR.	% VAR	Prior Yr Average	
	4,607	4,470	137	3.1%	58,048	54,361	3,687	6.8%	54,301	
	REVENUE									
	ADJUSTED PATIENT DAYS									
	Patient Revenue:									
1	\$			2.1 %	\$			-2.4%	\$	14,000
2	14,730	\$ 14,429	\$ 301	19.5	13,898	\$ 14,237	\$ (339)	33	7.8	447
3	512	429	84	(0.9)	456	423	33	(150)	(2.4)	6,004
4	6,245	6,302	(57)	1.5	6,068	6,218	(150)	(456)	(2.2)	20,451
5	21,487	21,159	327	(1.4)	20,421	20,878	(456)			
6	16,300	16,073	(228)	1.4	15,435	15,859	423			15,549
7	288	702	414	58.9	555	693	138			519
8	109	163	54	33.0	131	160	30			157
9	16,698	16,938	240	1.4	16,121	16,712	591			16,224
10	4,789	4,222	567	13.4	4,300	4,165	134			4,227
11	22.29%	19.95%			21.06%	19.95%				20.67%
12	1,293	808	486	60.2	886	797	89			1,079
13	26	27	(1)	(3.4)	29	26	3			16
14	27	13	14	109.6	27	13	15			16
15	13	13	(0)	(3.0)	12	13	(1)			17
16	204	81	123	152.1	81	80	1			71
17	270	134	136	101.6	150	132	18			121
18	6,352	5,163	1,189	23.0	5,336	5,094	242			5,427
19	2,764	2,730	(35)	(1.3)	2,623	2,693	70			2,545
20	83	61	(23)	(37.4)	71	60	(11)			78
21	664	604	(61)	(10.1)	614	596	(19)			629
22	670	628	(42)	(6.7)	520	620	100			615
23	459	476	16	3.5	426	469	43			483
24	43	41	(2)	(5.7)	41	40	(1)			36
25	45	62	17	27.9	54	61	7			59
26	43	46	4	8.3	40	46	5			47
27	216	247	30	12.3	205	243	39			217
28	101	97	(3)	(3.5)	101	96	(5)			110
29	5,089	4,991	(98)	(2.0)	4,695	4,924	229			4,818
30	1,264	172	1,091	633.4	641	170	471			609
31	-	-	-	-	-	-	-			-
32	-	-	-	-	-	-	-			-
33	-	-	-	-	-	-	-			-
34	\$ 1,264	\$ 172	\$ 1,091	633 %	\$ 641	\$ 170	\$ 471			\$ 609
	CHANGE IN NET ASSETS				277,088 %					
	CAPITAL CONTRIBUTIONS									
	County Contribution									

**NATIVIDAD MEDICAL CENTER
BALANCE SHEET
AS OF JUNE 30, 2018**

		UNAUDITED			
		CURRENT MONTH		YEAR - TO - DATE	
		BEGINNING	ENDING	BEGINNING	INC/(DEC)
					% CHG.
1	\$	87,649,034	\$	90,005,888	\$
2		3,200,000	3,200,000	3,200,000	(13,230,944)
3		36,184,471	39,338,114	31,547,298	-
4		17,344,489	27,361,587	12,250,993	7,790,816
5		5,464,131	5,328,485	3,344,962	15,110,594
6		5,922,824	5,488,660	4,044,913	1,983,523
7		155,764,949	157,491,790	144,394,054	1,443,747
8					35.7
9		293,594,926	294,132,150	287,737,666	13,097,736
10		(173,496,947)	(174,493,479)	(162,617,642)	9.1
11		120,097,979	119,638,671	125,120,024	6,394,484
12		104,126,120	103,924,812	42,843,130	(11,875,837)
					(5,481,353)
					142.6
13		-	-	-	-
14		325,412	325,412	324,707	-
15		325,412	325,412	324,707	705
16					0.2
					0.2
					22.0
17		12,592,234	12,846,761	12,933,162	(86,401)
18		9,243,068	5,649,089	6,993,637	(1,344,548)
19		64,404,429	64,404,429	29,015,717	35,388,712
20		3,752,345	3,752,345	3,572,345	180,000
21		11,768,200	10,368,943	9,087,856	1,281,087
22		101,760,276	97,021,567	61,602,717	35,418,850
					57.5
23		-	-	-	-
24		-	-	-	-
25		42,307,212	42,290,735	46,223,461	(3,932,726)
26		42,307,212	42,290,735	46,223,461	(3,932,726)
					(8.5)
27		204,855,737	204,855,737	204,855,737	-
28		31,391,235	37,212,646	-	37,212,646
29		236,246,972	242,068,383	204,855,737	37,212,646
30					18.2
					22.0
					%

NATIVIDAD MEDICAL CENTER
STATE AND COUNTY RECEIVABLES
AS OF 06/30/18

BALANCE SHEET

	Req. Balance	Accruals	Reversals and Reclasses	Medi-Cal Waiver	GPP /PRIME	IGT	Payments	Ending Balance
Medi-Cal Waiver (DSH + SNCP)	\$ 7,020,228	29,030,004				35,333,017	(51,381,676)	20,001,573
EHR Meaningfull Use	599,373						(78,383)	520,990
Hospital Fee	3,699,245	1,457,928					(3,651,065)	1,506,108
CCAH IGT FY15-16	-		8,306,211			11,062,953	(19,369,164)	-
New Enrollees	-		(552,441)			552,441		-
SB1732	-	3,499,992	1,114,442				(4,614,434)	-
AB 915	-	4,198,025					(1,818,033)	2,379,992
A/R Office Buildings	(258,694)	2,114,117					(1,962,341)	(106,918)
A/R Manco Abbott	-	532,739					(590,885)	(58,146)
Interest Accrued Positive Cash	(92,257)	1,596,316					(1,126,059)	378,000
Accrued Donations	1,257,167	720,000					(142,320)	1,834,847
A/R Jail-PG&E	27	507,915					(174,634)	333,308
Health Department	25,903	1,910,608					(1,348,556)	587,955
Ryan White & EIP A/R	-	249,996	(68,819)				(197,300)	(16,123)
STATE RECEIVABLES	\$ 12,250,992	\$ 45,817,640	\$ 8,799,393	\$ -	\$ -	\$ 46,948,411	\$ (86,454,849)	\$ 27,361,586

P & L

	YTD Jun-18
Medi-Cal DSH /SNCP/PHYS SPA	\$ 13,130,001
PRIME Y3	15,900,000
CCAH Rate Range IGT FY16 & 17	8,299,393
Hospital Fee	1,457,928
HPE	173,610
HD Residency Support	(500,004)
New Enrollees	785,149
AB915	5,873,006
Medicare GME	1,353,725
SB 1732	4,614,434
Ryan White & SAMHSA GRANTS	327,728
GOVERNMENT FUNDING INCOME	\$ 51,414,970

**NATIVIDAD MEDICAL CENTER
STATEMENT OF CASH FLOWS
AS OF JUNE 30, 2018**

	CURRENT MONTH	YEAR - TO - DATE
1	\$ 90,849,034	\$ 93,205,888
2		
3	5,821,411	37,212,646
4	-	-
5	996,532	11,875,837
6	6,817,943	49,088,483
7		
8	(3,153,643)	(7,790,816)
9	(10,017,098)	(15,110,594)
10	569,810	(3,427,270)
11	254,527	(86,401)
12	(3,593,979)	(1,344,548)
13	-	35,388,712
15	-	-
16	(1,399,257)	1,281,087
17	(17,339,640)	8,910,170
18		
19	(537,224)	(6,394,484)
20	-	-
19	-	-
21	(537,224)	(6,394,484)
22		
23	-	180,000
24	(16,477)	(3,932,726)
26	201,308	(61,081,682)
27	-	(705)
28	184,831	(64,835,113)
29	(10,874,090)	(13,230,944)
30	\$ 79,974,944	\$ 79,974,944

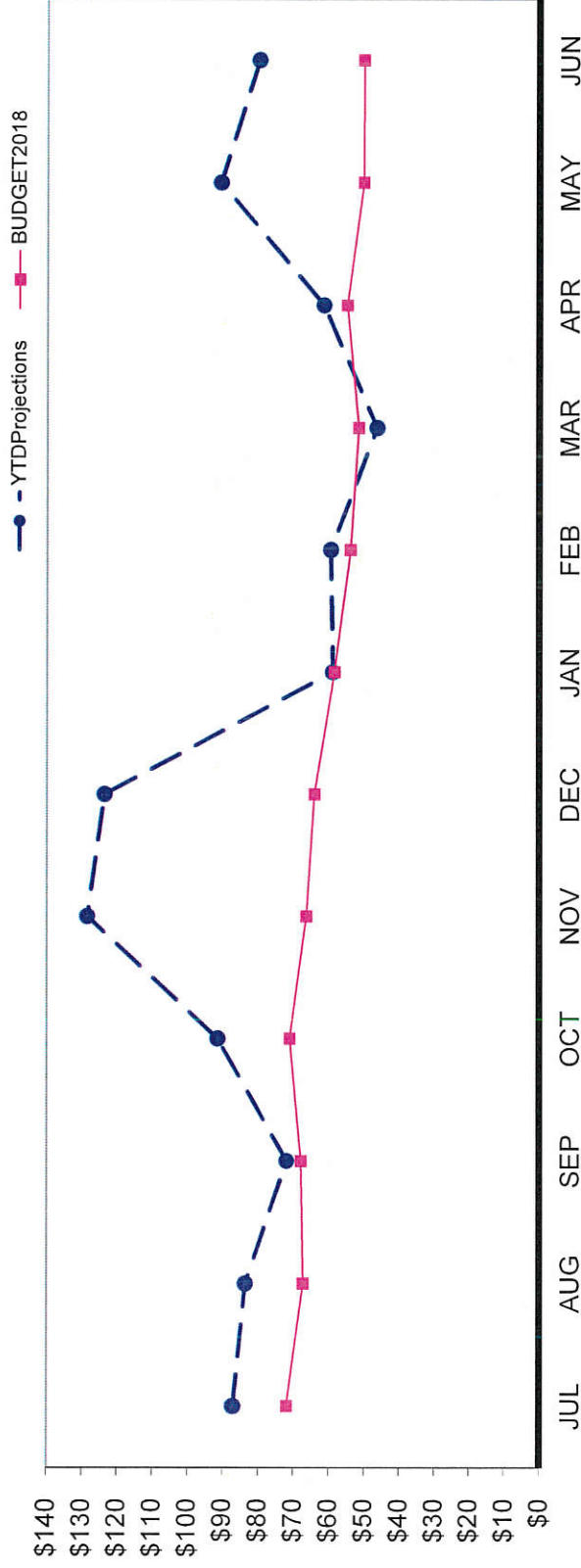
NATIVIDAD MEDICAL CENTER
RECONCILIATION OF GOVERNMENT FUNDING
FISCAL YEAR 2018

	<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) (1)
Hospital Presumptive Eligibility	-	173,610	\$ 173,610
AB915	2,380,000	5,873,010	\$ 3,493,010 (2)
SB1732	3,500,000	4,614,433	\$ 1,114,433 (3)
CCAH Rate Range FY15-16 & FY16-17	-	8,299,393	\$ 8,299,393 (4)
HIV Grants	250,000	327,728	\$ 77,728
Physician SPA	800,000	800,000	\$ -
HD Residency Support	(500,000)	(500,000)	\$ -
Medicare GME & B/D	1,352,000	1,353,725	\$ 1,725
Provider Fee	1,457,922	1,457,928	\$ 6
	<u>\$ 43,313,634</u>	<u>\$ 51,414,976</u>	<u>\$ 8,101,342</u>

- (1) Mandated Plan/CCAH Auto Payments on AB85 New Eligible stopped on July-17 as a result of CMS/Managed Care Rule
(2) Positive retroactive payments of New Eligible Jan14-Jun16
(3) Positive retroactive payment adjustment on prior year invoices
(4) Positive retroactive payments FY16 & FY17



Cash Flow Performance Fiscal Year 2018 (in Millions)



	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN
Months	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL
YTD	87.0	83.6	71.9	91.4	128.5	123.6	58.9	59.6	46.4	61.6	90.8	80.0
BDGT	72.0	67.3	67.8	71.1	66.4	64.1	58.4	53.9	51.6	55.0	50.2	50.2
Variance	15.1	16.3	4.1	20.4	62.1	59.5	0.5	5.6	(5.2)	6.6	40.6	29.8

NATIVIDAD MEDICAL CENTER
CASH FORECAST
FISCAL YEAR 17-18

	ACTUAL JUL	ACTUAL AUG	ACTUAL SEP	ACTUAL OCT	ACTUAL NOV	ACTUAL DEC	ACTUAL JAN	ACTUAL FEB	ACTUAL MAR	ACTUAL APR	ACTUAL MAY	ACTUAL JUN	Total YTD
Beginning Balance	93,189,908	87,019,713	83,567,348	71,927,564	91,436,435	128,531,490	123,590,466	58,913,855	59,565,082	46,426,848	61,540,787	90,837,045	93,189,908
CASH RECEIPTS													
Patient Revenues (incl pro fees and lab cap)	18,801,174	19,492,336	17,317,274	21,133,228	21,687,443	18,802,603	19,321,906	20,251,544	19,192,218	19,849,337	22,272,055	19,306,941	237,428,059
Provider Fee		-	-	1,580,628	-	-	-	-	444,529	194,039	1,272,068	34,703	3,526,767
AB85	679,628	679,976	680,372	1,532,022	663,305	-	-	-	-	-	-	-	4,235,303
Medicare E H R Incentive										78,383			78,383
Medi-Cal HPE				43,724									43,724
SHORT DOYLE			656,423	348,808	247,151	389,106	286,387	326,381	301,739	364,104	418,986	242,451	3,593,636
HIV GRANTS			40,995	17,597	44,715	27,824	25,881	20,383	66,513	31,334	54,113	14,496	343,851
CCAH Rate Range FY15-16 & FY16-17				9,163,705							10,205,459		19,369,164
CCAH CRI Specialty care Incentive												633,739	633,739
CCAH PROVIDER INCENTIVE GRANT	112,500	950		1,216,841								242,968	1,573,059
HEALTH DEPARTMENT REIMB		144,723	-	170,349	305,474	143,371	-	133,019	139,374	268,527		1,304,837	1,304,837
Juvenile Hall Medical Services-Probation-AB915				136,136					350,253	64,595	96,001	713,851	1,304,837
GPP Y1 Final Payment		205,583							1,818,033			1,674,981	3,493,014
GPP Y2 4th QTR				8,107,827									8,107,827
GPPV3				7,689,365			7,689,365			10,403,777			25,782,507
PRIME					16,724,746								16,724,746
PHYS SPA											561,013		561,013
SBI732				3,286,668								620,546	3,917,214
Foundation					124,346								124,346
IWE BIWEEKLY	103,096	103,096	103,096	103,096	103,096	154,644	103,096	106,232	102,462	105,000	106,232	159,348	1,352,494
Rent Income	17,388	34,782	63,539	133,555	57,970	527,334	57,970	45,827	75,388	42,573	423,660	53,911	1,533,997
CCAH MCE to Cost FY15-16 & FY16-17				16,791,014							20,830,716		37,621,730
Interest Income				325,317				343,813		456,929			1,126,059
Fund 404 Transfer				-				-		5,269,583		151,862	5,421,445
Miscellaneous Revenue	15,962	71,896	237,706	14,839	63,708	226,106	328,942	-	6,890	459,782	144,481	113,004	1,683,116
Total Cash Receipts	19,729,747	20,733,342	19,099,405	55,013,505	56,812,968	20,270,988	27,825,547	21,227,199	22,497,199	37,568,963	56,384,784	23,315,716	380,499,363
CASH DISBURSEMENTS													
Purchased Services and Supplies	7,583,906	5,832,819	7,549,788	7,656,490	5,831,361	7,718,513	10,138,113	7,039,442	7,293,092	7,161,765	7,810,385	9,548,099	91,163,773
HD Clinic Incentive and GPP Y2 Transfer									517,965				517,965
AB85 IGT Jan-Jun, 2017									552,441				552,441
Rate Range Assessment Fee FY15-16 & FY16-17		859,130							949,778				1,808,908
Rate Range IGT FY15-16 & FY16-17		4,295,651							4,958,384				9,254,045
PRIME DY12 & DY13 IGT				8,362,448								6,911,767	15,274,215
GPP Y1 IGT	50,437												50,437
GPP Y2 4th QTR IGT			4,757,574										4,757,574
GPP Y3 QTR IGT			4,548,412			4,548,412							15,250,866
BOE Q1 Sales and Use Tax	18,312												18,312
Building Lease / Rental Equipment	229,975	235,347	271,515	202,065	225,742	254,583	291,521	277,750	202,065	313,277	269,305	181,677	2,954,822
COP Principal & Interest Payments	4,646,386						889,059		91,039				5,626,484
Payroll and Benefits	12,490,299	12,306,799	12,520,503	17,750,095	12,692,587	12,427,811	13,495,605	13,026,522	13,223,967	13,067,581	18,798,390	13,145,255	164,945,414
Espenanza Care							240,880		27,589	357,097		305,060	930,626
COWCAP												3,149,191	3,149,191
FY17-18 MH MOU			202,144	103,307	95,230			97,090	98,102	92,525	107,235	94,994	948,060
Data Processing	176,749	198,663	200,998	176,749	221,513	199,623	176,749	-	400,484	876,393	87,763	313,305	3,028,969
Transfer from Fund 451 to Fund 001 Strategic							7,200,000						7,200,000
Transfer from Fund 451 to Fund 404							59,896,475						59,896,475
Capital Expenditures FY18	703,878	457,298	688,255	1,253,480	651,480	63,070	116,323	135,168	1,166,475	606,386	15,447	537,223	6,394,483
Capital Expenditures Fund 404													-
Total Cash Disbursements	25,899,942	24,185,707	30,739,189	35,504,634	19,717,913	25,212,012	92,502,158	20,575,972	35,635,433	22,475,024	27,088,525	34,186,571	393,723,080
Increase/(Decrease)	(6,170,195)	(3,452,365)	(11,639,784)	19,508,871	37,095,055	(4,941,024)	(64,676,612)	651,227	(13,138,234)	15,113,939	29,296,259	(10,870,855)	(13,223,718)
Ending Cash Fund 451	87,019,713	83,567,348	71,927,564	91,436,435	128,531,490	123,590,466	58,913,855	59,565,082	46,426,848	61,540,787	90,837,045	79,966,190	79,966,190
(+) Credit Card Account + Fund 27													
(+) Petty Cash	9,854	8,628	1,095	2,437	5,083	2,560	3,111	5,941	5,061	7,602	8,309	5,074	5,074
Ending Cash as per 6/L	87,033,247	83,579,656	71,932,339	91,442,552	128,540,253	123,596,706	58,920,646	59,574,703	46,435,889	61,552,069	90,849,034	79,974,944	79,974,944
Fund 404													
Beginning Balance	21,044,996	21,044,996	21,044,996	21,044,996	21,044,996	21,044,996	21,044,996	21,044,996	21,044,996	21,044,996	21,044,996	21,044,996	-
Transfer In/Out Fund 451							59,896,475			(5,269,583)		(151,862)	-
Ending Cash Fund 404	21,044,996	21,044,996	21,044,996	21,044,996	21,044,996	21,044,996	80,941,471	80,941,471	80,941,471	75,671,888	75,671,888	75,671,888	75,671,888
Ending Cash Fund 451 & 404	108,064,709	104,612,344	92,972,560	112,481,431	149,576,486	144,635,462	139,855,326	140,506,553	127,368,319	137,212,675	166,508,933	155,486,216	155,486,216

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