



Finance Committee Meeting 2018

November 29, 2018



Finance Committee Meeting Thursday, November 29, 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 October 25, 2018. *Pages 4-8*

5. **Old Business**

- None

6. **New Business**

- Consent Items – Attachment A. *Pages 9-16*
Review and approve for consideration by the NMC Board of Trustees
- Review and approve the schedule of regular meetings of the Finance Committee for calendar year 2019 – Attachment B. *Page 3*

Scheduled Items/Discussion Items

- None

7. **Review and Approve Financial Statements**

Daniel Leon, CFO

- Receive and Approve October 2018 YTD Financial Report. *Pages 17-29*

8. **Calendar for Next Finance Committee Meeting**

- Thursday, January 24, 2018 at 3:30 PM.

9. **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 November 29, 2018
Consent Items**

Attachment A

1. <i>Pages 9-10</i>	<p>a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement with Alpha Air Balance Agency Inc. for Heating Ventilation Air Condition (HVAC) services, extending the agreement an additional two (2) year period (June 1, 2019 through May 31, 2021) for a revised full agreement term of June 1, 2016 through May 31, 2021, and adding \$150,000 for a revised total agreement amount not to exceed \$200,000.</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%) (\$5,000) of the original cost of the agreement.</p>
2. <i>Pages 11-12</i>	<p>Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 with Credit Consulting Services, Inc. and Receivable Solutions, Inc. for debt collection services at NMC pursuant to the Request for Proposals (RFP) #9600-64, extending the agreement an additional one (1) year period (October 1, 2019 through September 30, 2020) for a revised full agreement term of October 1, 2016 through September 30, 2020, with one remaining option to extend for one (1) additional year, and adding \$2,177,000 for a revised total aggregate amount not to exceed \$4,570,000.</p>
3. <i>Pages 13-14</i>	<p>Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 3 to the agreement (A-13506) with Focus One Solutions, LLC for nursing and clinical registry, adding \$5,000,000 for a revised total agreement amount not to exceed \$12,000,000 with no change to the agreement term of April 19, 2017 through April 18, 2020.</p>
4. <i>Pages 15-16</i>	<p>a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute Quotations #1FWKEGS, #1-FWJ9PU, #1-FVNNFJ, #1-FWJTL1 and #1-FVSZAS totaling \$483,855 for installation and training services associated with the new radiology equipment for the Natividad Radiology Modernization Project.</p> <p>b. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute Proposal #1-O73OSY for the purchase of the extended 5 year warranties totaling \$2,422,548 (\$605,637 annually for four years) associated with the new radiology equipment for the Natividad Radiology Modernization Project.</p>



**Finance Committee Meeting
Thursday November 29, 2018
Consent Items**

Attachment B

**Natividad Medical Center
Finance Committee
2019 Meeting Schedule**

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

Schedule subject to change.

Month	Date	Time	Room
January	Thursday, 01/24/2019	3:30 p.m.	Steinbeck
February	Thursday, 02/28/2019	3:30 p.m.	Steinbeck
March	Thursday, 03/28/2019	3:30 p.m.	Steinbeck
April	Thursday, 04/25/2019	3:30 p.m.	Steinbeck
May	Thursday, 05/23/2019	3:30 p.m.	Steinbeck
June	Thursday, 06/27/2019	3:30 p.m.	Steinbeck
July	Thursday, 07/25/2019	3:30 p.m.	Steinbeck
August	Thursday, 08/22/2019	3:30 p.m.	Steinbeck
September	Thursday, 09/26/2019	3:30 p.m.	Steinbeck
October	Thursday, 10/24/2019	3:30 p.m.	Steinbeck
November	Thursday, 11/21/2019	3:30 p.m.	Steinbeck
December	*No Meeting		



Finance Committee Meeting Thursday, October 25, 2018

3:30 PM

Steinbeck Room, Building 300

1441 Constitution Blvd.

MINUTES

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

Absent: Dr. Charles Harris

NMC Staff/County: Daniel Leon, Jeanne-Ann Balza, Andrea Rosenberg, Dr. Craig Walls, Jeff Cleek, Tim Fitzgerald, Janine Bouyea, Jessica Cordiero-Martinez

1. Call to Order

Mike Payne, Chair

2. Public Comments (Limited 3 minutes per speaker)

- There were none.

3. Agenda Additions/Corrections

Noemi Ferguson

- There were none.

4. Approval of Minutes

- Approve the Minutes of September 27, 2018.

MOTION: *Motion to approve the minutes of September 27, 2018 moved by Marcia Atkinson, seconded by Dr. Charles Harris, and approved unanimously.*

5. Old Business

- None

6. New Business

6a. Natividad Funding for Resource Management Agency (RMA) Projects

Jessica Cordiero-Martinez

The winter storms in 2017 produced significant rainfall to the County of Monterey region. The large rainfall left major damage to many roads in the County and while some have been repaired, many are still in progress or in the planning stages to be repaired. County's Resource Management Agency (RMA) department is responsible for road repairs and they work very closely with the federal government in particular, the Federal Emergency Management Agency to obtain funding for many of the repairs. Due to the large number of projects and the need for start-up cash flow in order to begin a road repair project, the County Administrative Office (CAO) requested Natividad for interim funding for road repairs. Ms. Jessica Cordiero-Martinez presented the funding arrangement as follows:

- Total funds available up to \$25 million
- Restricted to FEMA Winter Storm 2017 Projects
- Funds Available for 2 year period; Starting on July 1, 2018 or beginning FY 2018-2019.
- CAO/RMA to coordinate transfers with NMC
- All funds provided by NMC to RMA will be fully reimbursed by CAO/RMA to NMC

MOTION: *Motion to approve 6a. Natividad Funding for Resource Management Agency (RMA) Projects for consideration by the NMC Board of Trustees, moved by Dr. Gary Gray, seconded by Marcia Atkinson, and approved unanimously.*

6b. Consent Items – Attachment A.

Review and approve for consideration by the NMC Board of Trustees

MOTION: *Motion to approve 6b. Consent Items for consideration by the NMC Board of Trustees, Attachment A, item 1 through item 14 moved by Dr. Gary Gray, seconded by Marcia Atkinson, and approved unanimously.*

Scheduled Items/Discussion Items

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

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 3 to the agreement (A-14083) with Health Management Associates Inc. for consulting services on patient alignment and Monterey County ambulatory clinics for Natividad, extending the agreement an additional one (1) year period (January 2, 2019 through January 1, 2020) for a revised full agreement term of January 2, 2017 through January 1, 2020, and adding \$150,000 for a revised total agreement amount not to exceed \$300,000.

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

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

- a. Adopt the Natividad Medical Center (NMC) 2018 Job Order Contracting (JOC) Construction Task Catalog, Technical Specifications and Project Manuals for JOC 2018, Project No. JOC Bid No. NMC 2018-01, Bid No. NMC 2018-02, and NMC 2018-03; and
- b. Authorize advertising the “Notice to Contractors” in a newspaper of general circulation.

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 Financial Statements

Daniel Leon, CFO

- Receive and Approve September 2018 YTD Financial Report.

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

10. Adjournment at 4:57pm

Mike Payne, Chair

Recorded by Noemi Ferguson



**Finance Committee Meeting
Thursday October 25, 2018
Consent Items - MINUTES**

Attachment A

1.	<p>a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement with Navin Haffty & Associates LLC, Leidos Health LLC, and with Jacobus Consulting, Inc., pursuant to the Request for Proposal (RFP) #9600-67 for information technology (IT) consulting services, to extend the term of the agreements for an additional one (1) year period (January 11, 2019 through January 10, 2020) for a revised full agreement term of January 11, 2017 through January 10, 2020, plus the option to extend the agreements for two (2) additional one year periods.</p> <p>b. Authorize an increase of \$2,700,000 to the aggregate total amount for all agreements for IT Consulting per RFP #9600-67 for the additional one (1) year of services for a revised total aggregate amount not to exceed \$10,281,000 across all agreements.</p>
2.	<p>a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with Marci Bracco Cain for Public Relations services at NMC for an amount not to exceed \$300,000 with an agreement term November 1, 2018 through October 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%) (\$30,000) 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 amendment No. 2 to the agreement (A-15-311) with First Databank, Inc. for pharmacy licensing services, extending the agreement an additional five (5) year period (January 1, 2019 through December 31, 2023) for a revised full agreement term of January 1, 2014 through December 31, 2023, and adding \$211,615 for a revised total agreement amount not to exceed \$365,073.</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%) (\$13,955) 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 an agreement with The Joint Commission on Accreditation of Healthcare Organizations Db a The Joint Commission for accreditation and/or certification services at NMC for an amount not to exceed \$150,000 with an agreement term January 1, 2019 through December 31, 2024.</p> <p>b. Approve the NMC Chief Executive Officer's recommendation to accept non-standard indemnification and insurance provisions within the agreement, and a non-standard Business Associates Agreement.</p>
5.	<p>a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with the selected qualified contractor to whom notices of award are to be given using the County approved agreement template subject to negotiation with the</p>

	<p>awarded bidder, pursuant to the Request for Proposal (RFP) #9600-70 for Biomedical Services, with an initial Agreement term of February 1, 2019 through January 31, 2022 including the option to extend for two (2) additional one year periods, and with a total agreement amount not to exceed \$2,500,000.</p> <p>b. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute two amendments to extend the Agreements for two (2) additional one year periods as per the Agreement provided there is no significant change to the scope of work.</p>
6.	<p>a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement with First Security Services, A First Alarm Security & Patrol Inc. Company for shuttle services at NMC, extending the agreement or an additional one (1) year period (January 9, 2019 through January 8, 2020) for a revised full agreement term of January 9, 2018 through January 8, 2020 and adding \$120,000 for a revised total agreement not to exceed \$224,048.</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%) (\$10,404.80) of the original cost of the agreement.</p>
7.	<p>Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment no. 3 to the agreement (A-13067) with Medical Information Technology, Inc. (MEDITECH) for the addition of a scheduling interface for the MEDITECH system at NMC, adding \$11,750 for a revised total agreement amount not to exceed \$168,109, and with an implementation term effective on December 5, 2018 through December 4, 2019.</p>
8.	<p>a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment no. 2 to the agreement (A-13410) with Automatic Door Systems, Inc. for maintenance and repair services of the automatic doors at NMC, extending the agreement an additional one (1) year period (January 1, 2019 through December 31, 2019) for a revised full agreement term of January 1, 2014 through December 31, 2019, and adding \$40,000 for a revised total agreement amount not to exceed \$240,000.</p> <p>b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to one (1) future amendment to the agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$9,000) of the original cost of the agreement.</p>
9.	<p>a. Authorize an increase to the total approved agreement amount for the elevator maintenance and repair service agreement with ThyssenKrupp Elevator Corporation, adding \$385,000 for a revised total amount not to exceed \$692,862.</p> <p>b. Ratify the emergency repair agreement with ThyssenKrupp signed on July 25, 2018 by the Chief Executive Officer of Natividad in the amount of \$25,218 for safety glass replacement and other critical repairs.</p> <p>c. Authorize the Deputy Purchasing Agent for NMC or his designee to execute Work Orders under this agreement with ThyssenKrupp for future repairs and component upgrades, provided County Counsel and the Auditor-Controller review and approve the Work Orders, and provided the total of such costs fall with the \$692,862 approved total agreement amount.</p>
10.	<p>Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) to execute Customer Order 1000141481, applying the terms and conditions of the previously Board-approved Master Agreement (A-12934) with Carefusion Solutions, LLC (collectively, "Agreement"), for the leasing of an additional Pyxis pharmaceutical supply automation machine at NMC for a five (5) year lease period estimated to be February 1, 2019 through January 31, 2024, and for a total amount not to exceed \$126,792.</p>
11.	<p>a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the Fourth Amendment to Professional Services Agreement (A-12830) with Kalle</p>

	<p>Varav, M.D. to provide pain management services at NMC, extending the term by twenty-four months (January 1, 2019 to December 20, 20120), for a revised term of January 1, 2013 to December 31, 2020 and a total not to exceed amount \$500,000 (no change from the previously approved amount) in the aggregate; and</p> <p>b. Authorize the Deputy Purchasing Agent for NMC to execute up to three (3) future amendments to this Agreement where the total amendments do not exceed 10% (\$10,000) of the original contract amount and do not significantly change the scope of work.</p>
12.	<p>a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the Professional and Call Coverage Services Agreement with Ventana Faculty Medical Associates to provide family medicine services at NMC for an amount not to exceed \$600,000 for the period January 1, 2019 to December 31, 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 exceed 10% (\$60,000) of the original contract amount and do not significantly change the scope of work.</p>
13.	<p>Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 3 to the agreement (A-12677) with Databank IMX for OnBase software maintenance, extending the agreement an additional two (2) year period (January 1, 2019 through December 31, 2020) for a revised full agreement term of January 1, 2015 through December 31, 2020, and adding \$146,769 for a revised total agreement amount not to exceed \$454,991.</p>
14.	<p>a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with Linda Joyce Garrett dba Garrett Consulting Group LLC for consulting services at NMC for an amount not to exceed \$10,000 with an agreement term December 10, 2018 through December 9, 2020.</p> <p>b. Approve the NMC Chief Executive Officer's recommendation to accept non-standard indemnification and insurance provisions within the agreement.</p>

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Alpha Air Balance Agency Inc. /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 Alpha Air Balance Agency Inc. for Heating Ventilation Air Condition (HVAC) services, extending the agreement an additional two (2) year period (June 1, 2019 through May 31, 2021) for a revised full agreement term of June 1, 2016 through May 31, 2021, and adding \$150,000 for a revised total agreement amount not to exceed \$200,000.

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%) (\$5,000) 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 Alpha Air Balance Agency Inc. for Heating Ventilation Air Condition (HVAC) services, extending the agreement an additional two (2) year period (June 1, 2019 through May 31, 2021) for a revised full agreement term of June 1, 2016 through May 31, 2021, and adding \$150,000 for a revised total agreement amount not to exceed \$200,000.

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%) (\$5,000) of the original cost of the agreement.

SUMMARY/DISCUSSION:

Natividad Medical Center (NMC) uses Alpha Air Balance Agency to providing air and hydronic Heating Ventilation and Air Conditioning (HVAC) test and balancing and cleanroom certification services. These services are required to verify the hospitals negative, positive pressure and pharmacy clean rooms are in compliance which are requirement by The Joint Commission (TJC). NMC also uses Alpha Air Balance Agency to verify room air flow and hydronic balancing prior and after construction activities required by the Office of Statewide Health Planning and Development (OSHPD).

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 was reviewed and approved by NMC's Finance Committee on November 29, 2018 and by its Board of Trustees on December 3, 2018.

FINANCING:

The cost for this amendment No. 1 is \$150,000 of which \$50,000 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:

These services verify proper HVAC air flow annually and during construction activities to provide reliable and quality patient care which improves the health and quality for patients and their families.

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

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

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

Attachments:

Alpha Air Balance Agency Inc. Amendment No. 1

Alpha Air Balance Agency Inc. Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Multiple Agreements for Debt Collection Services per RFP#9600-64 Legistar Number: _____

..Title

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 with Credit Consulting Services, Inc. and Receivable Solutions, Inc. for debt collection services at NMC pursuant to the Request for Proposals (RFP) #9600-64, extending the agreement an additional one (1) year period (October 1, 2019 through September 30, 2020) for a revised full agreement term of October 1, 2016 through September 30, 2020, with one remaining option to extend for one (1) additional year, and adding \$2,177,000 for a revised total aggregate amount not to exceed \$4,570,000.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 with Credit Consulting Services, Inc. and Receivable Solutions, Inc. for debt collection services at NMC pursuant to the Request for Proposals (RFP) #9600-64, extending the agreement an additional one (1) year period (October 1, 2019 through September 30, 2020) for a revised full agreement term of October 1, 2016 through September 30, 2020, with one remaining option to extend for one (1) additional year, and adding \$2,177,000 for a revised total aggregate amount not to exceed \$4,570,000.

SUMMARY/DISCUSSION:

NMC utilizes two outside contractors to collect on NMC's self-pay patients and bad debt collections as a result of RFP 9600-64. These contractors shall receive a daily data file of all self-pay patients from NMC's Meditech system and will be responsible to send three (3) collection notices to the patient within a 150 day time frame requesting payment. If no response is received from the patient the account is put into bad debt collections.

The agreement documents themselves do not state a total agreement amount specifically. Payment is based on the amount of debt collected and is, therefore, an unknown. NMC is requesting an increased aggregate dollar limit for both agreements not to exceed \$4,570,000 which reflects an estimated amount NMC might pay for debt collection fees through the end of the full five year term September 30, 2021.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved amendment No.1 to both agreements as to legal form, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendment No. 1 to both agreements has also been reviewed and approved by NMC's Finance Committee on November 29, 2018 and by its Board of Trustees on December 3, 2018.

FINANCING:

The total aggregate cost for this item is \$2,177,000, of which \$1,400,000 is included in the Fiscal Year 2018-19 Adopted Budget for debt collection services fees. Amounts for remaining years of the Agreement will be included in those budgets as appropriate.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The collection agencies are a critical part of the collections efforts on patient's accounts. They help to collect the patient's monetary responsibilities for the services they received.

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

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

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

Attachments:

Credit Consulting Services, Inc. Amendment No. 1

Receivable Solutions, Inc. Amendment No. 1

Credit Consulting Services, Inc. Agreement

Receivable Solutions, Inc. Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Focus One Solutions, LLC Amendment No. 3

Legistar Number: A 18-425

..Title

a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 3 to the agreement (A-13506) with Focus One Solutions, LLC for nursing and clinical registry, adding \$5,000,000 for a revised total agreement amount not to exceed \$12,000,000 with no change to the agreement term of April 19, 2017 through April 18, 2020.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 3 to the agreement (A-13506) with Focus One Solutions, LLC for nursing and clinical registry, adding \$5,000,000 for a revised total agreement amount not to exceed \$12,000,000 with no change to the agreement term of April 19, 2017 through April 18, 2020.

SUMMARY/DISCUSSION:

Natividad Medical Center utilizes the registry services provided by Focus One to staff hard to fill clinical positions in order to meet the hospital's staffing needs to ensure high quality patient care. Focus One Solutions provides NMC a one stop search agency for nurses and clinical technicians. In turn, Focus One has a network of over two dozen independent agencies that provides the needed personnel.

On an average per month, NMC spends approximately \$400,000 in temporary or registry positions to fill positions in areas on a temporary basis: Emergency department, Intensive Care, Labor and Delivery, Surgery, Neonatal Intensive Care, Behavioral department, Rehabilitation, Physical and Occupational therapy, Radiology, Ultrasound, Interventional Radiology, Clinical Lab and Pharmacy.

Focus One Solutions, LLC was selected through a competitive solicitation process. NMC issued a Request for Proposal (RFP) #9600-62 on August 22, 2016 to solicit for a new agreement for a healthcare vendor management system from a qualified contractor. Four (4) proposals were received for consideration from interested vendors. Upon a thorough selection process by NMC which included online demonstrations of the vendor management system, Focus One Solutions, LLC was selected.

There is no cost to NMC for utilization of the Vendor Management System as the vendor is paid by the registry companies for their services. Therefore, the total amount paid by NMC is for services performed by the registry staff.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this amendment No. 3 as to legal form, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendment has also been reviewed and approved by NMC's Finance Committee on November 29, 2018 and by its Board of Trustees on December 3, 2018.

FINANCING:

The cost for this amendment is \$5,000,000 of which \$3,000,000 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:

This agreement greatly improves the responsiveness to critical staffing needs at NMC. This agreement ensures that requests for qualified nurses and other clinical staff at NMC are met in a timely manner. This enables NMC to provide high quality patient care thereby improving the health and quality of life for patients and their families.

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

Prepared by: Janine Bouyea, Human Resources Administrator, 831-783-2701

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

Attachments:

- Focus One Solutions, LLC Amendment No. 3
- Focus One Solutions, LLC Amendment No. 2
- Focus One Solutions, LLC Amendment No. 1
- Focus One Solutions, LLC Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Siemens Quotations for Radiology Upgrade Services

Legistar Number: _____

..Title

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute Quotations #1FWKEGS, #1-FWJ9PU, #1-FVNNFJ, #1-FWJTL1 and #1-FVSZAS totaling \$483,855 for installation and training services associated with the new radiology equipment for the Natividad Radiology Modernization Project.
- b. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute Proposal #1-O73OSY for the purchase of the extended 5 year warranties totaling \$2,422,548 (\$605,637 annually for four years) associated with the new radiology equipment for the Natividad Radiology Modernization Project.

..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 Quotations #1FWKEGS, #1-FWJ9PU, #1-FVNNFJ, #1-FWJTL1 and #1-FVSZAS totaling \$483,855 for installation and training services associated with the new radiology equipment for the Natividad Radiology Modernization Project.
- b. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute Proposal #1-O73OSY for the purchase of the extended 5 year warranties totaling \$2,402,500 (\$605,637 annually for four years) associated with the new radiology equipment for the Natividad Radiology Modernization Project.

SUMMARY/DISCUSSION:

Natividad began working on the Radiology Modernization project three years ago. The equipment was added as a capital project and selected with binding quotes in 2016. Due to the complexity of remodeling an imaging department, equipment has to be selected first then the architects work with the vendors for equipment specific plans. These plans are submitted to OSPD for approval before the construction project can start. Once the plans are approved by the state the process for awarding a construction company the project was started.

Approval was received in the board of supervisor meeting from July 10, 2018 to award the Radiology Modernization project to the Otto Construction. Siemens was selected as the vendor for all the new equipment. Included in the Radiology Modernization project is installation of a new 3.0 Magnetic Resonance Imaging (MRI) , 2 new Computed Topography (CT) scanners, new nuclear medicine equipment, and new Interventional Radiology equipment with a hemodynamic monitoring system. This contract includes installation, training and ongoing maintenance for each new piece of equipment.

The construction project is predicted to be a two year project. The project has 4 phases. In the first phase, construction will be getting small spaces ready for new purposes during the construction. This is a short phase. The second phase will remodeling the current vacant space for the new equipment. The second phase includes the installation of the MRI, Nuclear Medicine, and Interventional Radiology equipment. The third phase will be installing one new CT scanner. The fourth phase is installing the second new CT scanner and expanding the ultrasound equipment.

The equipment, including installation and training services, are being purchased under the MedAssets/Vizient Group Purchasing Organization (GPO). The extended warranty for maintenance and repairs is being purchased outside the GPO. Natividad believes it is in its best interest to have the manufacturer provide ongoing maintenance during and after the initial warranty period.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this request and the Auditor-Controller has reviewed and approved as to payment provisions. This request has also been reviewed and approved by NMC's Finance Committee on November 29, 2018 and by its Board of Trustees on December 3, 2018.

FINANCING:

The cost for this request is \$2,906,403, of which \$1,049,081 has been included in the Fiscal Year 2018-19 Adopted Budget. Amounts for the remaining balance will be included in future years' budgets as appropriate.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This agreement with Siemens meets the County initiatives in the Health and Human Services area by providing safe imaging utilizing new equipment which offers reduced doses of radiation to the patrons of Monterey County. This request also includes the ongoing maintenance component to ensure all safety checks are completed and the equipment is kept safe and functional.

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

Prepared by: Heidi Dormody, Laboratory Manager, 783-7660

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

Attachments:

Siemens Installation & Training Quotation #1FWKEGS
Siemens Installation & Training Quotation #1-FWJ9PU
Siemens Installation & Training Quotation #1-FVNNFJ
Siemens Installation & Training Quotation #1-FWJTL1
Siemens Installation & Training Quotation #1-FVSZAS
Siemens Proposal #1-O73OSY for Extended Warranties for all new equipment

Attachments on file with the Clerk of the Board

FINANCIAL STATEMENTS

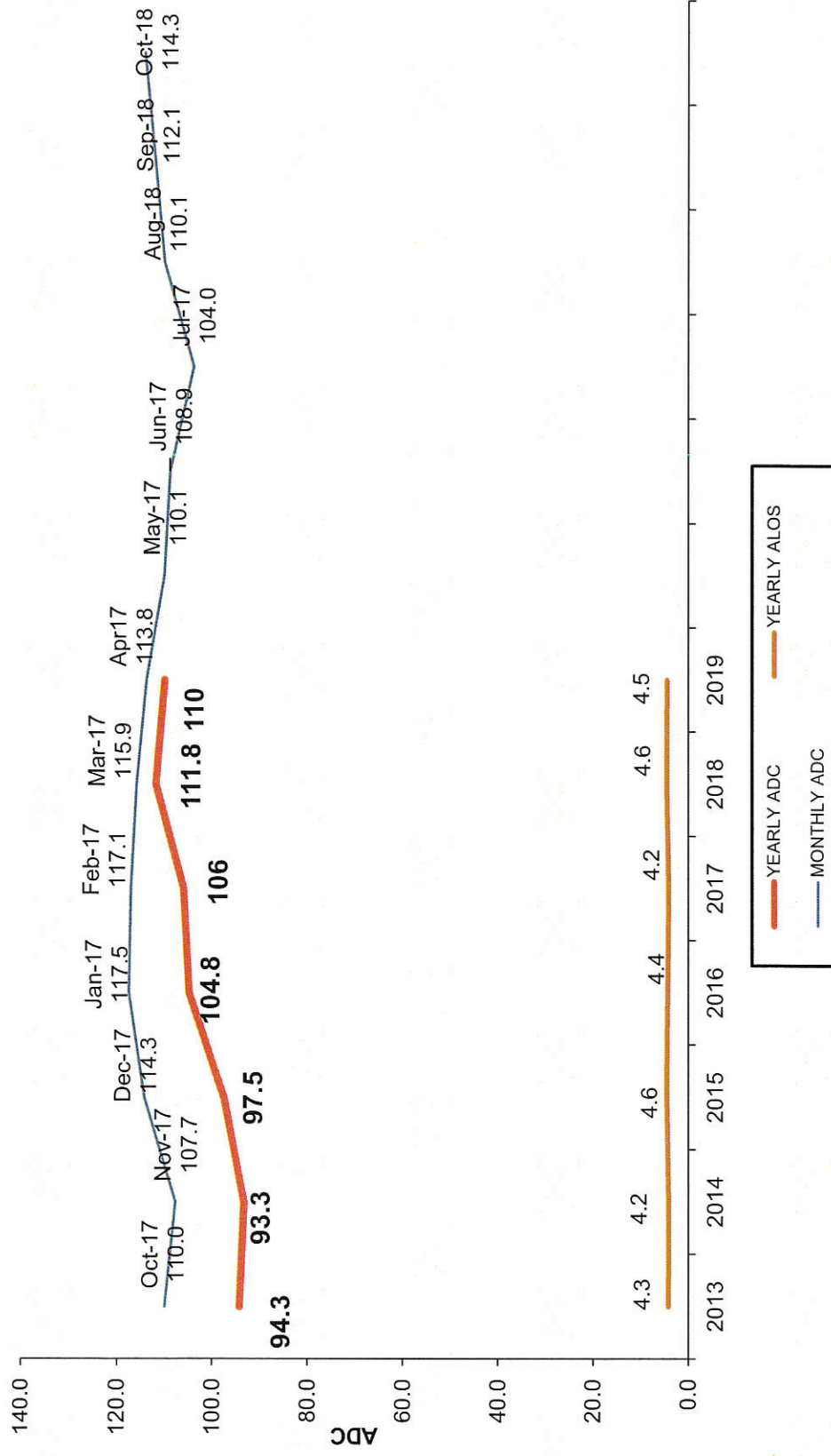
OCTOBER 31, 2018

FINANCIAL STATEMENTS

OCTOBER 31, 2018

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NATIVIDAD

STATISTICAL REPORT

OCTOBER, 2018

Month-To-Date					Year-To-Date					
08-18	09-18	10-18	Budget		Budget	Current	Prior Yr	%		
PT DAYS BY SERVICE					STAFFED BEDS		CY/PT			
1	298	339	288	240	NICU	15	952	1,129	928	21.66%
2	1,318	1,310	1,484	1,430	Med/Surg	61	5,674	5,378	5,637	-4.59%
3	220	220	243	212	ICU	10	841	899	879	2.28%
4	89	41	76	68	Peds	12	270	310	284	9.15%
5	694	693	673	684	Acute Rehab	24	2,714	2,666	2,679	-0.49%
6	331	325	323	384	OB/Gyn	27	1,524	1,306	1,588	-17.76%
7	2,950	2,928	3,087	3,018	TOTAL ACUTE	149	11,975	11,688	11,995	-2.56%
8	462	431	457	404	Psychiatric	19	1,603	1,846	1,436	28.55%
9	3,412	3,359	3,544	3,422	TOTAL DAYS	168	13,578	13,534	13,431	0.77%
10	285	262	286	321	Nursery	18	1,274	1,136	1,294	-12.21%
AVERAGE DAILY CENSUS										
11	72.8	74.5	77.9	75.3	Acute	125	75.3	73.3	75.7	-3.17%
12	22.4	23.1	21.7	22.1	Acute Rehab	24	22.1	21.7	21.8	-0.46%
13	14.9	14.4	14.7	13.0	Psychiatric	19	13.0	15.0	11.7	28.21%
14	110.1	112.0	114.3	110.4	TOTAL	168	110.4	110.0	109.2	0.73%
15	9.2	8.7	9.2	10.4	Nursery	18	10.4	9.2	10.5	-12.38%
PERCENTAGE OF OCCUPANCY										
16	58.2%	59.6%	62.3%	60.2%	Acute		60.2%	58.6%	60.6%	-3.2%
17	93.3%	96.3%	90.4%	92.1%	Acute Rehab		92.1%	90.4%	109.0%	-17.0%
18	78.4%	75.8%	77.4%	68.4%	Psychiatric		68.4%	78.9%	61.6%	28.2%
19	65.5%	66.7%	68.0%	65.7%	TOTAL		65.7%	65.5%	66.6%	-1.7%
20	51.1%	48.3%	51.1%	57.8%	Nursery		57.8%	51.1%	58.3%	-12.4%
ADMISSIONS										
21	658	579	634	635	Acute		2,520	2,508	2,482	1.05%
22	60	47	58	48	Acute Rehab		190	221	190	16.32%
23	75	56	68	63	Psychiatric		250	262	255	2.75%
24	793	682	760	746	TOTAL		2,960	2,991	2,927	2.19%
25	180	162	165	184	Nursery		730	687	723	-4.98%
26	187	166	176	217	Deliveries		861	713	749	-4.81%
DISCHARGES										
27	677	584	654	635	Acute		2,520	2,567	2,538	1.14%
28	62	44	60	48	Acute Rehab		190	216	189	14.29%
29	79	57	67	63	Psychiatric		250	263	252	4.37%
30	818	685	781	746	TOTAL		2,960	3,046	2,979	2.25%
31	155	140	152	181	Nursery		719	612	672	-8.93%
AVERAGE LENGTH OF STAY										
32	4.3	4.9	4.7	4.6	Acute(Hospital wide no babies)		4.6	4.5	4.6	-2.17%
33	11.6	14.7	11.6	14.3	Acute Rehab		14.3	12.1	14.1	-14.18%
34	2.4	2.7	2.5	2.6	OB/Gyn		3.5	2.5	2.7	-7.41%
35	6.2	7.7	6.7	6.4	Psychiatric		6.4	7.0	5.6	25.00%
36	1.6	1.6	1.7	1.7	Nursery		1.7	1.7	1.8	-5.56%
OUTPATIENT VISITS										
37	4,394	3,883	4,031	3,823	Emergency Room		15,169	16,426	17,786	-7.65%
38	494	399	440	441	ER Admits		1,750	1,770	1,699	4.18%
39	62.3%	58.5%	57.9%	59.1%	ER Admits as a % of Admissions		59.1%	59.2%	58.0%	1.95%
40	6,416	5,618	7,397	6,063	Clinic Visits		24,056	25,486	23,967	6.34%
ANCILLARY PROCEDURES BILLED										
41	50,769	45,839	47,911	43,950	Lab Tests		174,383	190,442	171,917	10.78%
42	3,774	3,519	3,743	3,210	Radiology Procedures		12,737	14,486	12,844	12.78%
43	193	195	263	193	MRI Procedures		766	840	735	14.29%
44	125	126	123	112	Nuclear Med Procedures		445	546	466	17.17%
45	1,226	979	1,198	933	Ultrasound Procedures		3,701	4,499	4,155	8.28%
46	1,639	1,664	1,624	1,327	CT Scans		5,266	6,497	5,863	10.81%
47	409	412	369	310	Surgeries		1,240	1,554	1,457	6.66%
48	8.11	8.26	8.04	7.66	FTE'S PER AOB		7.66	8.21	7.76	5.80%
49	1,301.2	1,309.8	1,316.7	1,200.5	TOTAL PAID FTE'S		1,200.5	1,300.3	1,206.3	7.79%
50	4,975	4,755	5,076	4,860	ADJUSTED PATIENT DAYS		19,281	19,482	19,109	1.95%

NATIVIDAD
STATEMENT OF REVENUES AND EXPENSES & CHANGES IN NET ASSETS-TREND-NORMALIZED
FOR FY2019

	JUL-18	AUG-18	SEP-18	OCT-18	NOV-18	DEC-18	JAN-19	FEB-19	MAR-19	APR-19	MAY-19	JUN-19	YTD
R E V E N U E													
Patient Revenue:													
1 Inpatient	\$ 64,473,390	\$ 71,901,255	\$ 66,786,949	\$ 72,616,703	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 275,778,297
2 Pro Fees	1,572,206	1,769,731	1,475,144	2,512,622	-	-	-	-	-	-	-	-	7,329,703
3 Outpatient	29,913,075	33,743,000	28,280,118	32,483,101	-	-	-	-	-	-	-	-	124,419,294
4 Total Patient Revenue	95,958,671	107,413,986	96,542,211	107,612,426	-	-	-	-	-	-	-	-	407,527,294
Deductions from revenue													
5 Contractual Deductions	70,756,336	74,819,777	72,913,275	82,639,436	-	-	-	-	-	-	-	-	301,128,824
6 Bad Debt	4,776,136	3,750,055	2,609,655	2,540,065	-	-	-	-	-	-	-	-	13,675,911
7 Unable to Pay	344,030	350,912	345,098	610,585	-	-	-	-	-	-	-	-	1,650,625
8 Total Contractual Discounts	75,876,502	78,920,744	75,868,028	85,790,066	-	-	-	-	-	-	-	-	316,455,360
9 Net Patient Revenue	20,082,169	28,493,242	20,674,183	21,822,340	-	-	-	-	-	-	-	-	91,071,934
10 As a percent of Gross Revenue	20.93	26.53%	21.41%	20.28%	-	-	-	-	-	-	-	-	22.35%
11 Total Government Funding	4,482,724	6,075,362	4,673,373	4,297,874	-	-	-	-	-	-	-	-	19,529,333
Other Operating Revenue:													
12 Rent Income	118,471	131,766	198,583	124,907	-	-	-	-	-	-	-	-	573,727
13 Interest Income	125,000	983,306	126,000	340,489	-	-	-	-	-	-	-	-	1,575,795
14 NMF Contribution	60,000	60,000	60,000	60,000	-	-	-	-	-	-	-	-	240,000
15 Other Income	230,650	316,343	279,568	556,471	-	-	-	-	-	-	-	-	1,383,032
16 Total Other Operating Revenue	535,121	1,491,415	664,151	1,081,867	-	-	-	-	-	-	-	-	3,772,554
17 TOTAL REVENUE	25,100,014	36,060,019	26,011,707	27,202,081	-	-	-	-	-	-	-	-	114,373,821
EXPENSE													
Salaries, Wages & Benefits													
18 Registry	14,293,172	13,873,837	14,016,741	14,433,536	-	-	-	-	-	-	-	-	56,617,286
19 Phys/Residents SWB & Contract Fees	353,506	420,445	399,584	522,356	-	-	-	-	-	-	-	-	1,695,891
20 Purchased Services	2,993,599	3,148,485	3,037,696	3,083,954	-	-	-	-	-	-	-	-	12,273,734
21 Supplies	2,289,058	2,639,680	2,999,644	2,938,736	-	-	-	-	-	-	-	-	10,867,116
22 Insurance	1,991,987	2,610,211	2,132,523	2,608,961	-	-	-	-	-	-	-	-	9,343,702
23 Utilities and Telephone	217,205	217,205	217,205	217,205	-	-	-	-	-	-	-	-	868,820
24 Interest Expense	153,964	292,473	295,416	282,957	-	-	-	-	-	-	-	-	1,024,810
25 Depreciation & Amortization	196,259	196,026	196,097	196,026	-	-	-	-	-	-	-	-	784,408
26 Other Operating Expense	984,657	953,089	997,679	995,749	-	-	-	-	-	-	-	-	3,931,174
27 TOTAL EXPENSE	386,921	501,686	464,479	548,090	-	-	-	-	-	-	-	-	1,901,176
28 NET INCOME(LOSS)	23,860,326	24,853,137	24,757,084	25,837,590	-	-	-	-	-	-	-	-	99,308,117
29 NET INCOME(LOSS)	1,239,688	11,206,882	1,254,643	1,364,491	-	-	-	-	-	-	-	-	15,065,704
Normalization for Extraordinary Items													
30 Interest Anthem Arbitration	-	(857,306)	-	-	-	-	-	-	-	-	-	-	(857,306)
31 Anthem Arbitration Payment	-	(5,206,202)	-	-	-	-	-	-	-	-	-	-	(5,206,202)
32 Metro Initial Settlement	-	-	-	(150,000)	-	-	-	-	-	-	-	-	(150,000)
33 Total Extraordinary Items	-	(6,063,508)	-	(150,000)	-	-	-	-	-	-	-	-	(6,213,508)
34 NET INCOME BEFORE Extraordinary Items	1,239,688	5,143,374	1,254,643	1,214,491	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 8,852,196
CAPITAL CONTRIBUTIONS													
35 County Contribution	-	-	-	-	-	-	-	-	-	-	-	-	-
36 CHANGE IN NET ASSETS	\$ 1,239,688	\$ 11,206,882	\$ 1,254,643	\$ 1,364,491	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 15,065,704

NATIVIDAD
STATEMENT OF REVENUES AND EXPENSES & CHANGES IN NET ASSETS
AS OF OCTOBER, 2018

	CURRENT MONTH				YEAR -TO -DATE				UNAUDITED	
	Actual	Budget	Variance fav. (unfav) \$ VAR.	% VAR	Actual	Budget	Variance fav. (unfav) \$ VAR.	% VAR	Prior Yr AVERAGE	
R E V E N U E										
Patient Revenue:										
1	\$ 72,616,703	\$ 66,117,749	\$ 6,498,954	9.8	\$ 275,778,297	\$ 264,470,996	\$ 11,307,301	4.3	\$ 268,910,449	
2	2,512,622	2,058,356	454,266	22.1	7,329,703	8,233,424	(903,721)	(11.0)	8,822,904	
3	32,483,101	29,495,410	2,987,691	10.1	124,419,294	117,981,640	6,437,654	5.5	117,403,302	
4	107,612,426	97,671,515	9,940,911	10.2	407,527,294	390,686,060	16,841,234	4.3	395,136,655	
5	82,639,436	73,437,593	(9,201,843)	(12.5)	301,128,824	293,750,372	(7,378,452)	(2.5)	298,666,892	
6	2,540,065	3,498,417	958,352	27.4	13,675,911	13,993,668	317,757	2.3	10,737,848	
7	610,585	712,836	102,251	14.3	1,650,625	2,851,344	1,200,719	42.1	2,530,607	
8	85,790,086	77,648,846	(8,141,240)	(10.5)	316,455,360	310,595,384	(5,859,976)	(1.9)	311,935,346	
9	21,822,340	20,022,669	1,799,671	9.0	91,071,934	80,090,676	10,981,258	13.7	83,201,309	
10	20.28%	20.50%			22.35%	20.50%			21.06%	
11	4,297,874	4,489,159	(191,285)	(4.3)	19,529,333	17,956,636	1,572,697	8.76	22,023,366	
Total Government Funding										
Other Operating Revenue:										
12	124,907	107,027	17,880	16.7	573,727	428,108	145,619	34.0	626,945	
13	340,489	83,333	257,156	308.6	1,575,795	333,332	1,242,463	372.7	602,004	
14	60,000	60,000	-	-	240,000	240,000	0	-	240,000	
15	556,471	255,250	301,221	118.0	1,383,032	1,021,000	362,032	35.5	2,402,601	
16	1,081,867	505,610	576,257	114.0	3,772,554	2,022,440	1,750,114	86.5	3,871,550	
17	27,202,081	25,017,438	2,184,643	8.7	114,373,821	100,069,752	14,304,069	14.3	109,096,225	
TOTAL REVENUE										
18	14,433,536	13,148,453	(1,285,083)	(9.8)	56,617,285	52,593,812	(4,023,474)	(7.7)	51,632,828	
19	522,356	131,607	(390,749)	(296.9)	1,695,891	526,428	(1,169,463)	(222.2)	1,725,823	
20	3,093,954	2,949,239	(144,715)	(4.9)	12,269,705	11,796,956	(472,750)	(4.0)	12,085,241	
21	2,938,736	3,270,487	331,751	10.1	10,871,144	13,081,948	2,210,804	16.9	11,037,396	
22	2,608,981	2,104,757	(504,224)	(24.0)	9,343,702	8,419,028	(924,674)	(11.0)	8,654,324	
23	217,205	211,333	(5,872)	(2.8)	868,820	845,332	(23,488)	(2.8)	793,454	
24	282,957	297,533	14,576	4.9	1,024,810	1,190,132	165,322	13.9	1,037,108	
25	196,026	207,539	11,513	5.5	784,403	830,156	45,748	5.5	809,718	
26	995,749	937,184	(58,565)	(6.2)	3,931,174	3,748,736	(182,438)	(4.9)	3,958,612	
27	548,090	556,507	8,417	1.5	1,901,175	2,226,028	324,852	14.6	2,129,151	
28	25,837,590	23,814,639	(2,022,951)	(8.5)	99,308,117	95,258,556	(4,049,561)	(4.3)	93,863,656	
29	1,364,491	1,202,799	161,692	13.4	15,065,704	4,811,196	10,254,508	213.1	15,232,569	
NET INCOME(LOSS)										
30										
CAPITAL CONTRIBUTIONS										
31	-	-	-	-	-	-	-	-	-	
32	-	-	-	-	-	-	-	-	-	
33	-	-	-	-	-	-	-	-	-	
34	\$ 1,364,491	\$ 1,202,799	\$ 161,692	13.4	\$ 15,065,704	\$ 4,811,196	\$ 10,254,508	213.1	\$ 15,232,569	
CHANGE IN NET ASSETS										
35										

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

	CURRENT MONTH				YEAR-TO-DATE				UNAUDITED	
			Variance fav. (unfav)				Variance fav. (unfav)			
	Actual	Budget	\$ VAR.	% VAR	Actual	Budget	\$ VAR.	% VAR	Prior Yr Average	
REVENUE										
ADJUSTED PATIENT DAYS										
	5,076	4,860	216	4.4%	19,482	19,281	201	1.0%		19,349
Patient Revenue:										
1 \$	14,305	\$ 13,604	\$ 701	5.2 %	\$ 14,156	\$ 13,717	\$ 439	3.2%	\$	13,898
2	495	424	71	16.9	376	427	(51)	(11.9)		456
3	6,399	6,069	330	5.4	6,386	6,119	267	4.4		6,068
4	21,199	20,096	1,103	5.5	20,918	20,263	656	3.2		20,422
Deductions from revenue										
5	16,279	15,110	(1,170)	(7.7)	15,457	15,235	(222)	(1.5)		15,436
6	500	720	219	30.5	702	726	24	3.3		555
7	120	147	26	18.0	85	148	63	42.7		131
8	16,900	15,976	(924)	(5.8)	16,244	16,109	(135)	(0.8)		16,122
9	4,299	4,120	179	4.3	4,675	4,154	521	12.5		4,300
10	20.28%	20.50%			22.35%	20.50%				21.06%
Net Patient Revenue										
As a percent of Gross Revenue										
11	847	924	(77)	(8.3)	1,002	931	71	7.6		1,138
Total Government Funding										
Other Operating Revenue:										
12	25	22	3	11.7	29	22	7	32.6		32
13	67	17	50	291.2	81	17	64	367.9		31
14	12	12	(1)	(4.3)	12	12	(0)	(1.0)		12
15	110	53	57	108.7	71	53	18	34.1		124
16	213	104	109	104.9	194	105	89	84.6		200
17	5,359	5,147	211	4.1	5,871	5,190	681	13.1		5,638
TOTAL REVENUE										
EXPENSE										
18	2,843	2,705	(138)	(5.1)	2,906	2,728	(178)	(6.5)		2,669
19	103	27	(76)	(280.0)	87	27	(60)	(218.8)		89
20	609	607	(3)	(0.4)	630	612	(18)	(2.9)		625
21	579	673	94	14.0	558	678	120	17.8		570
22	514	433	(81)	(18.7)	480	437	(43)	(9.8)		447
23	43	43	1	1.6	45	44	(1)	(1.7)		41
24	56	61	5	8.9	53	62	9	14.8		54
25	39	43	4	9.6	40	43	3	6.5		42
26	196	193	(3)	(1.7)	202	194	(7)	(3.8)		205
27	108	115	7	5.7	98	115	18	15.5		110
28	5,090	4,900	(190)	(3.9)	5,097	4,941	(157)	(3.2)		4,851
TOTAL EXPENSE										
29	269	247	21	8.6	773	250	524	209.9		787
NET INCOME(LOSS)										
30										
CAPITAL CONTRIBUTIONS										
31	-	-	-	-	-	-	-	-		-
32	-	-	-	-	-	-	-	-		-
33	-	-	-	-	-	-	-	-		-
34 \$	269	\$ 247	\$ 21	9 %	\$ 773	\$ 250	\$ 524	209.910 %	\$	787

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PAGE 6 OF 11 PAGES

**NATIVIDAD
STATE AND COUNTY RECEIVABLES**

AS OF 10/31/18

BALANCE SHEET

	Req. Balance	Accruals	Reversals and Reclasses	Medi-Cal Waiver	GPP /PRIME	IGT	Payments	Ending Balance
Medi-Cal Waiver (DSH+SNCP)	\$ 20,001,573	9,852,105				10,374,772	(31,855,345)	8,373,105
EHR Meaningfull Use	520,990							520,990
Hospital Fee	1,506,108	316,668					(595,518)	1,227,259
Rate Range IGT-CCAH-	14,411,372	2,710,588						17,121,960
MCMC EPP	-	1,443,628						1,443,628
MCMC QIP	-	1,641,752						1,641,752
SB1732	-	1,300,000						1,300,000
AB 915	3,254,442	1,200,000					(3,249,958)	1,204,484
A/R Office Buildings	78,488	573,725					(255,895)	396,319
A/R Manco Abbott	-	205,566					(186,334)	19,232
Interest Accrued Positive Cash	-	718,489					(718,489)	-
Accrued Donations	1,834,852	240,000					(50,536)	2,024,316
A/R Jail-PG&E	74,114	330,485					(189,703)	214,896
Health Department	-	560,000					(151,349)	408,651
Ryan White & EIP A/R	-	83,332					(88,299)	(4,967)
STATE RECEIVABLES	\$ 41,681,940	\$ 21,176,339	\$ -	\$ -	\$ -	\$ 10,374,772	\$ (37,341,425)	\$ 35,891,626

P & L

	YTD Oct-18
Medi-Cal DSH /SNCP/PHYS SPA	\$ 5,082,105
PRIME Y4	4,770,000
Rate Range IGT-CCAH-	2,710,588
AB 85 New Eligible Reconciled	444,962
Esperanza Care	(460,129)
MCE to Cost Reconciled	738,167
Hospital Fee	316,668
MCMC EPP	1,443,628
HD Residency Support	(166,668)
MCMC QIP	1,641,752
AB915	1,200,000
Medicare GME	424,928
SB 1732	1,300,000
Ryan White & SAMHSA GRANTS	83,332
GOVERNMENT FUNDING INCOME	\$ 19,529,333

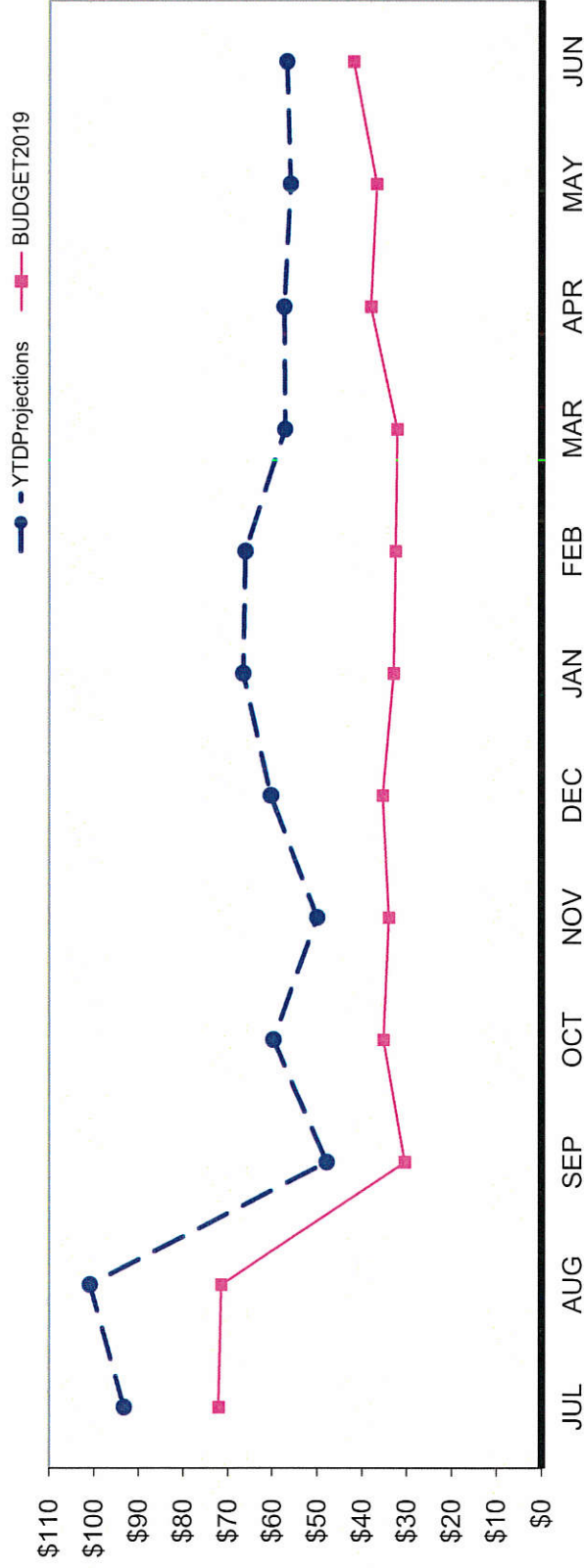
NATIVIDAD
STATEMENT OF CASH FLOWS
AS OF OCTOBER 31, 2018

<u>CURRENT MONTH</u>		<u>YEAR - TO - DATE</u>
1	\$ 47,920,765	\$ 81,888,816
2		
3	1,364,491	15,065,704
4	-	-
5	995,750	\$ 3,931,174
6	<u>2,360,241</u>	<u>18,996,878</u>
7		
8	682,969	3,519,286
9	13,206,945	5,790,314
10	332,891	(604,937)
11	(4,728,161)	(255,213)
12	(240,652)	1,870,836
13	(15,712)	(1,248,292)
14	-	-
15	891,211	405,766
16	<u>10,129,491</u>	<u>9,477,760</u>
17		
18		
19	(1,012,686)	(2,513,992)
20	-	-
21	<u>-</u>	<u>-</u>
22	(1,012,686)	(2,513,992)
23		
24	-	(11,375)
25	(16,477)	(3,605,908)
26	447,557	(44,404,034)
27	-	746
28	<u>431,080</u>	<u>(48,020,571)</u>
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30	11,908,126	(22,059,925)
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NATIVIDAD
RECONCILIATION OF GOVERNMENT FUNDING
FISCAL YEAR 2019

	<u>BDGT-19</u>	<u>ESTIMATE</u> <u>FY2019</u>	<u>Variance to Budget</u>
Medi-Cal DSH Waiver	\$ 11,820,000	\$ 14,446,320	\$ 2,626,320
PRIME Y4	14,310,000	14,310,000	-
EPP	4,330,881	4,330,881	-
QIP	4,925,261	4,925,261	-
AB915	3,600,000	3,600,000	-
SB1732	3,900,000	3,900,000	-
CCAH Rate Range	8,131,758	8,131,758	-
HIV Grants	250,000	250,000	-
MCE to Cost	-	738,167	738,167
Physician SPA	800,000	800,000	-
Esperanza Care Outside Purchased Service	-	(2,000,000)	(2,000,000)
HD Residency Support	(500,000)	(500,000)	-
Medicare GME & B/D	1,352,000	1,352,000	-
Provider Fee	950,000	950,000	-
	<u>\$ 53,869,900</u>	<u>\$ 55,234,387</u>	<u>\$ 1,364,487</u>

Cash Flow Performance Fiscal Year 2019 (in Millions)



Months	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ESTIMATE	ESTIMATE	ESTIMATE	ESTIMATE	ESTIMATE	ESTIMATE	ESTIMATE	ESTIMATE
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
YTD	93.3	100.9	47.9	59.9	50.0	60.4	66.7	66.2	57.3	57.6	56.1	57.0
BDGT	72.1	71.5	30.4	35.2	34.0	35.4	33.0	32.6	32.2	38.1	36.8	42.0
Variance	21.2	29.4	17.5	24.6	16.0	25.0	33.7	33.6	25.1	19.4	19.3	14.9

NATIVIDAD
CASH FORECAST
FISCAL YEAR 18-19

	ACTUAL JUL	ACTUAL AUG	ACTUAL SEP	ACTUAL OCT	PROJECTION NOV	PROJECTION DEC	PROJECTION JAN	PROJECTION FEB	PROJECTION MAR	PROJECTION APR	PROJECTION MAY	PROJECTION JUN	Total YTD
Beginning Balance	81,880,062	83,273,873	100,850,021	47,901,621	59,828,891	50,036,537	60,423,749	66,651,179	66,162,339	57,315,930	57,553,991	56,128,706	81,880,062
CASH RECEIPTS													
Patient Revenues (incl pro fees and lab cap)	23,038,764	23,436,414	20,175,085	22,039,915	19,574,916	20,233,195	20,233,195	18,258,357	20,233,195	19,574,916	20,233,195	19,574,912	246,606,079
Provider Fee	-	363,075	-	395,304	79,167	79,167	79,167	79,167	79,167	79,167	79,167	79,163	1,392,211
RR 167 / JPP QIP	-	-	-	-	1,446,992	1,446,992	1,446,992	1,446,992	1,446,992	1,446,992	1,446,992	1,446,992	11,591,936
SHORT DOYLE	-	-	336,819	319,378	173,460	173,460	173,460	173,460	173,460	173,460	173,460	173,454	2,046,871
HEALTH DEPARTMENT REIMB	16,347	-	49,102	29,935	20,833	20,833	20,833	20,833	20,833	20,833	20,833	20,833	262,048
HEALTH DEPARTMENT REIMB	-	153,365	-	-	175,000	175,000	175,000	175,000	175,000	175,000	175,000	175,000	1,553,365
Antiem Arbitration	-	857,306	-	-	-	-	-	-	-	-	-	-	857,306
AB915	-	-	3,208,951	-	-	-	-	-	-	-	-	-	6,808,951
GPP Y2 Final Payment	681,027	-	-	-	-	-	-	-	-	-	-	-	681,027
Antiem Arbitration Patient Services	-	5,208,202	-	-	-	-	-	-	-	-	-	-	5,208,202
GPP Y3 4Q	-	-	-	8,537,842	-	-	-	-	-	-	-	-	8,537,842
GPP Y4	-	-	-	8,832,942	-	-	8,832,942	-	-	8,832,942	-	-	26,498,826
PRIME DY13 & DY14 16T	13,823,534	-	-	-	-	14,310,000	-	-	-	-	-	-	28,133,534
PHYS SPA	-	-	-	-	-	-	-	-	-	-	-	-	800,000
SB1732	-	-	-	-	-	2,900,000	-	-	-	-	-	-	3,900,000
Foundation	-	-	50,574	-	-	-	-	-	-	-	-	-	50,574
XME BILWEEKLY	106,232	112,667	106,232	106,232	106,232	106,232	106,232	106,232	106,232	106,232	106,232	106,232	1,281,219
Rent Income	33,174	46,889	33,084	143,959	94,667	94,667	94,667	94,667	94,667	94,667	94,667	94,663	1,014,438
CCAH MCE to Cost FY15-16 & FY16-17	571,659	611,471	-	-	-	-	-	-	-	-	-	-	1,183,130
Fund 404 Transfer	-	-	-	398,111	1,650,727	437,347	1,974,150	987,442	3,102,734	1,690,431	1,596,340	2,982,718	14,400,000
Interest Income	-	-	-	718,489	-	175,000	-	-	175,000	-	-	-	1,243,489
Miscellaneous Revenue	92,287	81,632	132,544	551,318	135,944	135,944	135,944	135,944	135,944	135,944	135,944	135,944	1,945,333
Total Cash Receipts	38,343,044	30,869,021	24,094,391	42,073,925	23,459,938	40,299,837	33,274,382	21,080,094	25,745,224	32,332,584	24,063,830	30,346,911	365,973,381
CASH DISBURSEMENTS													
Purchased Services and Supplies	8,710,801	7,481,819	6,412,673	7,568,759	7,162,427	7,401,175	7,401,175	6,884,932	7,401,175	7,162,427	7,401,175	7,162,437	87,950,975
PRIME DY13 & DY14 16T	-	-	-	-	7,155,000	-	-	-	-	7,155,000	-	-	14,310,000
GPP Y2 & Y1	-	1,232,580	-	55,890	-	-	-	-	-	-	-	-	1,288,470
GPP Y3 4Q	-	-	5,094,022	-	-	-	-	-	-	-	-	-	5,094,022
GPP Y4	-	-	5,224,860	-	-	5,224,860	-	-	5,224,860	-	-	-	15,674,580
Building Lease / Rental Equipment	145,541	277,848	311,453	281,687	285,438	285,438	285,438	285,438	285,438	285,438	285,438	285,438	3,300,033
COP Principal & Interest Payments	4,256,349	-	274,022	20,232,466	14,291,246	14,767,621	13,338,496	13,338,496	14,767,621	14,291,246	14,767,621	14,291,246	176,656,326
Payroll and Benefits	13,419,886	13,809,554	13,911,702	20,232,466	14,291,246	14,767,621	13,338,496	13,338,496	14,767,621	14,291,246	14,767,621	14,291,246	176,656,326
Esperanza Care	17,500	-	28,210	403,708	-	-	-	-	-	-	-	-	449,418
COWCAP	-	-	-	-	1,227,619	1,227,619	-	-	1,227,619	-	-	-	491,476
FY18-19 MH MOU	-	-	-	99,086	226,505	226,505	226,505	226,505	226,505	226,505	226,505	226,505	1,191,986
Data Processing	-	-	174,770	88,819	226,505	226,505	226,505	226,505	226,505	226,505	226,505	226,505	2,075,629
BETA Insurance Premium	-	-	-	402,654	-	-	-	-	-	-	-	-	402,654
Transfer from Fund 451 to Fund 404	-	-	-	-	-	-	-	-	-	-	-	-	-
I&T Transfer Subfund	-	-	45,000,000	-	-	-	-	-	-	-	-	-	45,000,000
Capital Expenditures	399,156	491,072	611,079	1,012,686	2,904,057	769,407	3,473,042	1,033,463	5,458,515	2,973,907	2,808,377	5,212,186	27,146,947
Total Cash Disbursements	28,949,233	23,292,873	77,042,791	30,146,655	33,252,292	29,902,625	27,047,152	21,566,834	34,591,733	32,094,523	25,469,116	29,497,431	390,875,256
Increase/(Decrease)	11,393,811	7,576,148	(52,948,400)	11,927,270	(9,792,354)	10,387,212	6,227,430	(488,740)	(8,846,509)	238,061	(1,425,286)	849,480	(24,901,877)
Ending Cash Fund 451	93,273,873	100,850,021	47,901,621	59,828,891	50,036,537	60,423,749	66,651,179	66,162,439	57,315,930	57,553,991	56,128,705	56,978,185	56,978,185
(+) Credit Card Account + Fund 27	9,311	15,544	15,464	18,915	-	-	-	-	-	-	-	-	-
(-) Petty Cash	3,680	3,680	3,680	3,680	-	-	-	-	-	-	-	-	-
Ending Cash as per 6/L	93,286,864	100,869,245	47,920,765	59,851,486	50,036,537	60,423,749	66,651,179	66,162,439	57,315,930	57,553,991	56,128,705	56,978,185	56,978,185
Fund 404													
Beginning Balance	74,868,144	74,868,144	74,868,144	74,868,144	74,470,033	72,819,306	72,381,959	70,407,809	69,820,367	66,717,633	65,027,202	63,430,862	-
Transfer In/Out Fund 451	-	-	-	(398,111)	(1,650,727)	(437,347)	(1,974,150)	(987,442)	(3,102,734)	(1,690,431)	(1,596,340)	(2,982,718)	-
Ending Cash Fund 404	74,868,144	74,868,144	74,868,144	74,470,033	72,819,306	72,381,959	70,407,809	69,820,367	66,717,633	65,027,202	63,430,862	60,448,144	-
Ending Cash Fund 451 & 404	168,142,017	175,718,185	122,766,765	134,298,924	122,855,843	132,805,708	137,056,988	135,982,806	124,033,563	122,581,193	119,559,567	117,446,329	-