



Board of Trustees 2019

March 1, 2019





NMC Board of Trustees Meeting

Friday, March 1, 2019

9:00 AM

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

AGENDA

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

1. **Pledge of Allegiance**
2. **Agenda Additions/Corrections** *Page 1-6 – Board Clerk*
3. **Minutes**
 - Approve the Minutes of February 1, 2019 *Page 7-12*
4. **Board Comments**
5. **Public Comments (Limited up to 3 minutes per speaker at the discretion of the Chair)**

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

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

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

Standardized Procedure (SP), Competency, List of Qualified Nurses:

 - Newborn SP for Administration of Vit K & Erythromycin: SP & Competency
 - PICC Line: SP & Competency
 - Bariatric Gastric Band Adjustment: SP, Competency, Qualified Nurses
 - Discharge by Criteria, OP Surg: Competency & Qualified Nurses
 - RN ED Ultrasound: SP, Competency, Qualified Nurses
 - Ultrasound Guided Peripheral IV: Qualified Nurses
 - Rapid Response Nurse: Qualified Nurses

New Policies

 - 8:6024 Security of Text Messages
 - DIAG-1837 Film Badge Ordering and Monitoring

Revised Policies

- 1:0700 Provision of Culturally Competent & Effective Communication to Patients
- 1:1410 Maximum Census Overflow Plan
- 1:9316 Trauma Patients Requiring Transfer
- 3:1200 IV Compounding
- DIA-1002 DEC: Advisory Board Structure and Process
- DIA-1003 DEC: Identification of Target Population and Access to Population Services
- DIA-1005 Diabetes Education Center Program Service
- DIA-1006 DEC: Diabetes Self-management Personalized Follow-up Program
- DIA-1007 DEC: Measurement Processes for Patient-defined Behavior-change Goals and Continuous Quality Improvement
- TPMG:0010 Rib Fracture Management Guideline
- 6:1000 Health Information Management
- ADMIT-0052 Vacation Requests & Schedule Changes
- ADMIT:0053 Meal Breaks and Rest Breaks
- 7:1500 Public Hospital Redesign & Incentives in Medi-Cal (PRIME) & Quality Incentive Program (QIP) Data Integrity

No Changes

- DIA-1001 DEC: Mission Statement and Goals
- DIA-1004 DEC: Process for Outside Referrals
- 1:9210 Natividad Nutrition Care Manual and Diet Manual
- EVS-2504 EVS: Ceramic Tile and Group Cleaning and Sealing
- EVS-2505 EVS: Cleaning Cart Set-up
- EVS-2507 EVS: Cleaning Central Sterile Department
- EVS-2508 EVS: Cleaning Clinical Laboratory
- EVS-2509 EVS: Cleaning Dining Room
- EVS-2512 EVS: Cleaning Emergency Department
- EVS-2517 EVS: Cleaning Labor and Delivery
- EVS-2518 EVS: Clean Linen Room Cleaning
- EVS-2531 EVS: Cleaning Acute Rehabilitation Services Dept.
- EVS-2535 EVS: Clean Utility Room Cleaning
- EVS-2536 EVS: Cleaning Baseboards
- EVS-2537 EVS: Cleaning Blinds
- EVS-2538 EVS: Cleaning Carpets
- EVS-2539 EVS: Changing Cubicle/Bed Curtain
- EVS-2541 EVS: Cleaning Doors and Door Jambs
- EVS-2547 EVS: Cleaning Glass and Plexiglas (Pictures, Mirrors)

Policies to be Retired

- 1:2206 Critically Ill Patient and Glucose Screening
- DIET-1006 Dietary: Assessment of Pain

Manuals

- Diabetes Education Center (DEC) Policy Manual

Order Sets

- ICU Hypothermia Post Cardiac Arrest

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

- 6b. * **Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Alere Informatics, Inc., Page 13-14**
- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement with Alere Informatics, Inc. for software module services, with a current term of May 14, 2017 through May 13, 2022, adding \$191,472.76 for a revised total agreement amount not to exceed \$264,702.26.
 - 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%) (\$1202) of the original cost of the agreement per each amendment.
- 6c. * **Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Water Tech Specialties, Inc., Page 15-16**
- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with Water Tech Specialties, Inc. for water management services at NMC for an amount not to exceed \$32,088 with an agreement term of February 26, 2019 through February 25, 2021.
 - b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (3) future amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$3,208) of the original cost of the agreement per each amendment.
 - c. 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.
- 6d. * **Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Gartner, Inc., Page 17-18**
- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 3 to the agreement (A-13473) with Gartner, Inc. for subscription-based access to information technology research services, extending the agreement an additional two (2) year period (April 1, 2019 through March 31, 2021) for a revised full agreement term of April 1, 2016 through March 31, 2021, and adding \$192,900 for a revised total agreement amount not to exceed \$459,700.
- 6e. * **Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Fitzgerald Enterprises Inc., Page 19-20**
- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement (A-13490) with Fitzgerald Enterprises, Inc. dba American Consultants for interim placement services, extending the agreement an additional two (2) year period (April 1, 2020 through March 31, 2022) for a revised full agreement term of April 1, 2017 through March 31, 2022 with no change to the original agreement amount.

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%) (\$50,000) of the original cost of the agreement.

7 Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Advanced Gastroenterology of Monterey County, which is in the final stages of negotiation

Page 21-22

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the Second Amendment to the Professional and Call Coverage Services Agreement with Advanced Gastroenterology of Monterey County to provide gastroenterology services at NMC, extending the term by twelve months (April 1, 2019 to March 31, 2020) for a revised full agreement term of April 1, 2015 to March 31, 2020, and adding \$450,000, for a revised not to exceed amount of \$2,250,000.

8 Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Visual Net Design, which is in the final stages of negotiation

Page 23-24

a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement with Visual Net Design for hosting services, adding \$150,000 for a revised total agreement amount not to exceed \$183,988.
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%) (\$3,398) of the original cost of the agreement per each amendment.

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

Page 25-26

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 3 to the agreement (A-12753) with RBB Architects Inc. for architectural services for the Radiology Modernization Project at NMC pursuant to the Request for Qualifications (RFQ) # 9600-54, extending the agreement an additional two (2) year period (July 1, 2019 through June 30, 2021) for a revised full agreement term of September 23, 2014 through June 30, 2021, with no change to the original scope of work or total agreement amount.

10 Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Patient Point Solutions, LLC, which is in the final stages of negotiation

Page 27-28

a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with PatientPoint Solutions, LLC for Content License services at NMC for an amount not to exceed \$17,800 with an agreement term April 1, 2019 through March 31, 2021.

- b. Approve the NMC Chief Executive Officer's recommendation to accept non-standard language and provisions within the agreement.

11 Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with MGMA, which is in the final stages of negotiation

Page 29-30

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an non-standard agreement with MGMA for Data License services at NMC for an amount not to exceed \$22,698 with an agreement term April 1, 2019 through March 31, 2022 and;
- b. Approve the NMC Chief Executive Officer's recommendation to accept non-standard language and provisions within the agreement.

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

Page 31-32

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with Optuminsight, Inc. for Consulting services at NMC for an amount not to exceed \$120,000 with an agreement term March 26, 2019 through March 25, 2020 and;
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (3) future Change Request Forms to the agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$12,000) of the original cost of the agreement and;
- c. Approve the NMC Chief Executive Officer's recommendation to accept non-standard indemnification, insurance, limitations on liability, Confidentiality, cyber liability and limitations on damages provisions within the agreement.

13 Accept Oral Report from NMC Chief Financial Officer - Daniel Leon, CFO

- a. January 2019 YTD Financial Reports *Page 33-45*

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

15 Receive Oral Report from BOT Governance Committee – Fernando Elizondo, Committee Chair

16 Receive Oral Report from Chief of Staff – Dr. Chad Harris, COS

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

a. SIM Demo – Tom McKay, Education and Simulation Coordinator

18 Recess to Closed Session under Government Code Section 54950

*a. Pursuant to Health and Safety Code Section 1461, Evidence Code Section 1157, and in accordance with Government Code Section 54954.5, the Board will receive:
Medical Quality Assurance Reports Dr. Craig Walls, CMO*

19 Accept and approve February 2019 Credentials Report from Medical Staff Office relating to appointment of medical staff and allied health professionals. Page 46-47

Adjournment

**Next Board of Trustees Meeting
Friday, April 5, 2019
9:00 AM
Natividad Room
1st Floor, Building 200**



NMC Board of Trustees Meeting

Friday, February 01, 2019

9:00 AM

Natividad Room

1st Floor, Building 200

1441 Constitution Blvd.

MINUTES

Board of Trustees: Mitch Winick, Dr. Gary Gray, Mike Payne, Dr. Chad Harris, Libby Downey, Fernando Elizondo, John Huerta, Britt Rios-Ellis, Supervisor Chris Lopez

Absent: Marcia Atkinson, Lew Bauman

NMC Staff/County: Anne Brereton, Daniel Leon, Ari Entin, Nancy Buscher, Teri Ransbury, Monica Hamilton, Jeanne Ann Balza, Dr. Craig Walls, Dr. Wendell Harry, Hillary Fish, Dr. Walt Mills,

1. **Pledge of Allegiance**

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

MOTION: Motion to accept and approve the agenda for February 1, 2019 BOT meeting by Mike Payne, seconded by Libby Downey.

3. **Minutes**

a. Approve the Minutes of December 3, 2018.

MOTION: Motion to approve minutes of the December 2, 2018 BOT meeting by Mike Payne, seconded by Libby Downey.

4. **Board Comment**

Mike Payne gave a brief update to the board on the Foundation financials.

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

NONE

6. **Consent Calendar**

6a. Policies/Procedures/Forms/Manuals

Medical Staff Policy for Approval:

Institutional Review Board Policy: 2, I.B.1. - Proposed Change to Educational Requirements

Medical Staff Actions for Approval:

Natividad Annual Institutional Review (AIR)

Residency Annual Evaluation Plan (APE) – AIR, Appendix B

Policies/Procedures/Forms/Manuals/Formulary Changes/ Order Sets for Approval:**New Policies**

1:0090 Glucose Management: EndoTool IV

DIAG-1415 Mini C-arm Use

ED-1340 Urine Point of Care Testing Protocol

POC-3966 Point of Care: Coag-Sense (PT/INR/ Monitoring System)

OPST-6011 Vacation Requests

Revised Policies

1:3250 IV Therapy - Pediatrics

1:4060 Pneumococcal and Influenza Vaccine Screening and Administration Procedure for Adults

1:9325 Barbiturate Coma Protocol

3:1150 Pharmacy & Therapeutics Conflicts-of-Interest

3:3345 Controlled Drug Record

6:4300 Telephone and Verbal Orders

7:0870 Quality Assessment and Performance Improvement Plan

DIAG-1740 Magnetic Resource Imaging (MRI) Hours and Call Policy

ED-1210 Emergency Department Case Management

ED-1310 Initiation of Buprenorphine in the Emergency Department

IC-420 Bioterrorism Agents: Response and Treatment

PERI-6665 Safety in Perinatal Services

PERI-6685 Transfer of Patient from L&D to Another Unit (non-emergency)

POC-3902 Point of Care: i-STAT Troponin, CG4+ Blood Gas and CHEM8+ Testing

POC-3935 Point of Care: Urine Pregnancy Test

POC-3975 Point of Care (NMG): OSOM Ultra Strep A Test

4:2200 Restricted/Secure Area Access

4:3500 Waste Removal

7:7100 Board Designated Capital Fund

No Changes

LDU-6160 Staffing Guidelines for Perinatal Services, L&D & MIU

OPST-6005 OP/PT/ST Services Patient Agreement – OP Description

4:1510 Employee Safety Concerns

4:2450 Key Control

4:6460 Operation and Maintenance of Compactor

Policies to be Retired

OPST-6004 Patient Access to Medical Records

OPST-6008 Call-off Policy for Natividad PT/OT Departments

1:4212 Emergency: Stroke Screening in the ED (Code Neuro)

5:1400 Cross-training of Nursing Staff

7:7200 Board Designated Debt Service Reserve Fund

ICU-2500 Assisting with Bronchoscopy

Order Sets

General Surgery Temporary Holding Orders

ED DKA or HHS – Endo Tool

ED Hypoglycemia

ED Insulin Drip – Endo Tool
ICU IMC DKA or HHS – Endo Tool
ICU or IMC Insulin Drip for Hypoglycemia – Endo Tool
OB Intrapartum Diabetes Management

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

- 6b. * **Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with National Committee For Quality Assurance, Page 10-11**
a. Authorize the Deputy Purchasing Agent for Natividad Medical Center to execute an agreement with National Committee for Quality Assurance or NCQA for Practice's participation in NCQA's PCMH Recognition Program at NMC for an amount not to exceed \$10,000 with an agreement term March 1, 2019 through February 28, 2022.
b. Approve non-standard indemnity provision in agreement, as recommended by Chief Executive Officer Gary Gray, D.O.; and
c. Authorize the Deputy Purchasing Agent for Natividad 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%) (\$1,000) of the original cost of the agreement.
- 6c. * **Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with American Foundation for Suicide Prevention's, Page 12-13**
a. Authorize the Deputy Purchasing Agent for Natividad or his designee to execute an agreement with American Foundation for Suicide Prevention's (AFSP) for Suicide Prevention Services and License at NMC for an amount not to exceed \$15,000 with an agreement term March 1, 2019 through February 28, 2023.; and
b. Approve the non-standard indemnity provision in agreement, as recommended by Chief Executive Officer Gary Gray, D.O.; and
c. Authorize the Deputy Purchasing Agent for Natividad 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%) (\$1,500) of the original cost of the agreement.
- 6d. * **Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with government payers of healthcare services, Page 14-15**
Authorize the Chief Executive Officer of Natividad Medical Center ("NMC") until June 30, 2024 to execute agreements/amendments with government payers of healthcare services, including agreements/amendments containing non-standard risk provisions, for the purpose of adding NMC as an in-network provider of healthcare services for both hospital and professional services and for establishing reimbursement methodologies used in healthcare payments, subject to County Counsel and Auditor-Controller approval.
- 6e. * **Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with San Benito County, Page 16-17**
Authorize the Chief Executive Officer of Natividad Medical Center (NMC) to execute the San Benito County Contract ("Contract") for inpatient behavioral health services for residents from the San Benito County community effective March 1, 2019 through June 30, 2021.

MOTION: Motion to approve Item 6e for submission to the Board of Supervisors so moved by John Huereta, seconded by Fernando Elizondo, and approved unanimously.

6f. * Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Net Health Systems, Inc., Page 18-19

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute renewal and amendment No. 2 to the agreement (A-13298) with Net Health Systems, Inc. for continued use of the ReDoc software and to further amend the Agreement to upgrade the Software to "ReDoc powered by xfit" at NMC, retroactive to January 30, 2019, to extend the agreement term for an additional three (3) year period (January 30, 2019 through January 29, 2022) for a revised full agreement term of August 31, 2016 through January 29, 2022, and adding \$173,130 for a revised total agreement amount not to exceed \$272,765.

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%) (\$5,595) of the original cost of the agreement.

6g. * Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Anastasia R. Klick, M.D., Page 20-21

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the First Amendment to the Professional Services Agreement with Anastasia R. Klick, M.D. to provide family medicine services at NMC, extending the term by twenty-four months (April 1, 2019 to March 31, 2021) for a revised full agreement term of March 1, 2018 to March 31, 2021, and adding \$200,000 for a revised total not to exceed amount of \$300,000 in the aggregate; and
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not exceed 10% (\$10,000) of the original contract amount and do not significantly change the scope of work.

6h. * Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Hospitalist Medicine Physicians of California, Inc., Page 22-23

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the Professional Services Agreement with Hospitalist Medicine Physicians of California, Inc., dba Sound Physicians of California III (Sound) to provide hospitalist services at NMC for an amount not to exceed \$8,05,608 for the period March 1, 2019 to February 28, 2022.
- b. Authorize the Deputy Purchasing Agent for NMC to sign up to three (3) amendments to this agreement where the total amendments do not exceed 10% (\$80,956) of the original contract amount and do not significantly change the scope of work.

MOTION: Motion to approve 6h for submission to the Board of Supervisors so moved by Supervisor Chris Lopez, seconded by Mike Payne, and approved unanimously.

6i. * Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with The Regents of the University of California, San Francisco, School of Medicine, Department of Pediatrics, Page 24-25

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the Second Amendment to the Professional Services Agreement (A-13043) with The Regents of the University of California, a California Constitutional corporation, on behalf of the University of California, San Francisco, School of Medicine, Department of Pediatrics (UCSF) to provide pediatric hospitalist services, extending the term by twelve months (April 1, 2019 to March 31, 2020) for a revised full agreement term of February 1, 2016 to March 31, 2020, and adding \$236,735 for a revised total not to exceed amount of \$862,561 in the aggregate.

- 6j. *** Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Freedom Medical Transportation, Page 26-27**
- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with Freedom Medical Transportation for non-emergency medical transportation services at NMC for an amount not to exceed \$150,000.00 with an agreement term of March 1, 2019 through February 28, 2021.
 - b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (3) future amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$15,000) of the original cost of the agreement.
- 6k. *** Approve for Submission to the Monterey County Board of Supervisors the Following Job Order Contracts, Page 28-30**
- a. Award Natividad Medical Center Job Order Contracts (JOC) for a term of one year, with a minimum contract value of \$25,000 and maximum contract value of \$4,904,581 to the lowest responsive bidders as follows: NMC 2018-01; Staples Construction Company, Inc.
 - b. Award Natividad Medical Center Job Order Contracts (JOC) for a term of one year, with a minimum contract value of \$25,000 and maximum contract value of \$4,904,581 to the lowest responsive bidders as follows: NMC 2018-02 Ausonio Incorporated;
 - c. Approve the Performance and Payment Bonds executed and provided by Ausonio Incorporated, Inc. in the amount of \$2,000,000;
 - d. Approve the Performance and Payment Bonds executed and provided by Staples Construction Company, Inc. in the amount of \$2,000,000; and
 - e. Authorize the Chief Executive Officer (CEO) of Natividad Medical Center to execute Job Order Contract Natividad Medical Center 2018-01 with Staples Construction Company, Inc., and Job Order Contract Facilities 2018-02 with Ausonio Incorporated.

MOTION: Motion to approve 6k for submission to the Board of Supervisors so moved by Britt Rios-Ellis, seconded by Mike Payne, and approved unanimously.

MOTION: Motion to approve Policies/Procedures/Forms/Manuals and contracts items 6a-6k, with items 6e, 6h and 6k pulled for discussion, moved by Mike Payne, seconded by Fernando Elizondo, and approved unanimously.

7 **Accept Oral Reports from NMC Chief Financial Officer - Daniel Leon, CFO**

- a. November 2018 YTD Financial Reports
- b. December 2018 YTD Financial Reports

MOTION: Motion to accept the reports on November and December 2018 Financials, moved by Mike Payne, seconded by Marcia Atkinson, and approved unanimously.

8 **Receive Oral Report from NMC Chief Executive Officer - Dr. Gary R. Gray, Chief Executive Officer**

9 **Receive Oral Report from Chief of Staff – Dr. Chad Harris, Chief Of Staff**

10 **Receive Oral Report from Chief Nursing Officer – Nancy Buscher, Chief Nursing Officer**

11 Receive Oral Compliance Report from Compliance Officer – Teri Ransbury, CO

12 Receive Oral Report on Public Relations – Andrea Rosenberg, Assistant Administrator

13 Recess to Closed Session under Government Code Section 54950

- a. Pursuant to Health and Safety Code Section 1461, Evidence Code Section 1157, and in accordance with Government Code Section 54954.5, the Board will receive: Medical Quality Assurance Reports Dr. Craig Walls, CMO

14 Accept and approve January 2019 Credentials Report from Medical Staff Office relating to appointment of medical staff and allied health professionals.

MOTION: Motion to accept the report on January 2019 Credentials Report, moved by Mike Payne, seconded by Supervisor Chris Lopez, and approved unanimously.

Adjournment: With no other business before the Board the meeting was adjourned at 11:12 am.

Mitch Winick, Chair

Recorded by Irene Zenk

MONTEREY COUNTY BOARD OF SUPERVISORS **BOARD REPORT**

Alere informatics, Inc. /Amendment No. 2

Legistar Number:

..Title

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement with Alere Informatics, Inc. for software module services, with a current term of May 14, 2017 through May 13, 2022, adding \$191,472.76 for a revised total agreement amount not to exceed \$264,702.26.
- 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%) (\$1202) of the original cost of the agreement per each amendment.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement with Alere Informatics, Inc. for software module services, with a current term of May 14, 2017 through May 13, 2022, adding \$191,472.76 for a revised total agreement amount not to exceed \$264,702.26.
- 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%) (\$1202) of the original cost of the agreement.

SUMMARY/DISCUSSION:

Alere Informatics software system is a data base management system for point of care laboratory testing. The software provides administration and a data repository for operator identification, quality control results and patient testing results. The system can act as a repository for the data then it is interfaced with the electronic health record (EMR) so all point of care results are electronically transmitted from the testing device to the EMR.

Natividad currently uses the Alere informatics software system for the glucose testing devices. Natividad would like to add four additional modules to the software system. The modules are the Abbott I-Stat, Siemens Clinitek Status, the Nova Biomedical creatinine stat strip, the Hemocue HB. Currently, data from these testing devices is entered manually into the EMR by the testing personnel. The Alere software will allow for the electronic transfer of data.

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 was reviewed and approved by NMC's Finance Committee on February 28, 2019 and by its Board of Trustees on March 1, 2019.

FINANCING:

The cost for this amendment No.2 is \$191,472.76 of which \$34,276.96 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:

Supporting the Alere informatics software leads to stronger patient safety by eliminating manual entry of patient test data into the EMR for the residents of Monterey County. This supports the Health and Human Services initiatives.

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

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

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

Attachments:

Alere Informatics, Inc. Amendment No. 2

Alere Informatics, Inc. Amendment No. 1

Alere Informatics, Inc. Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS **BOARD REPORT**

Water Tech Specialties, Inc. Agreement

Legistar Number:

..Title

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with Water Tech Specialties, Inc. for water management services at NMC for an amount not to exceed \$32,088 with an agreement term of February 26, 2019 through February 25, 2021.
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (3) future amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$3,208) of the original cost of the agreement per each amendment.
- c. 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.

..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 Water Tech Specialties, Inc. for water management services at NMC for an amount not to exceed \$32,088 with an agreement term of February 26, 2019 through February 25, 2021.
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (3) future amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$3,208) of the original cost of the agreement per each amendment.
- c. 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.

SUMMARY/DISCUSSION:

CMS has mandated that all Hospitals and Skilled Nursing Facilities establish a Water Management Program. Natividad spoke to several companies and chose to go with Water Tec as the Vendor. Water Tec uses a nationally known program known as LAMPS as the database for the system. LAMPS is a web-based platform for analytics. Our drawings of the water systems will be incorporated into the LAMPS program and from that our water management system will be mapped out. Once the system is mapped out, zones will be created and testing will be conducted.

The bacterium Legionella can cause a serious type of pneumonia called LD in persons at risk. Those at risk include persons who are at least 50 years old, smokers, or those with underlying medical conditions such as chronic lung disease or immunosuppression. Outbreaks have been linked to poorly maintained water systems in buildings with large or complex water systems including hospitals and long-term care facilities. Transmission can occur via aerosols from devices such as showerheads, cooling towers, hot tubs, and decorative fountains

Facilities must develop and adhere to policies and procedures that inhibit microbial growth in building water systems that reduce the risk of growth and spread of legionella and other opportunistic pathogens in water.

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 February 28, 2019 and by its Board of Trustees on March 1, 2019.

FINANCING:

The cost for this agreement is \$32,088 of which \$5,400 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 allows for needed improvements to the hospital's physical infrastructure. These improvements ensure that NMC maintains itself as a first rate medical facility which, in turn, enables NMC staff to provide quality medical care that leads to an improved quality of life for its patients and their families.

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

Prepared by: Jeff Cleek, Director of Engineering and Safety, 783-2614

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

Attachments:

Water Tech Specialties, Inc. Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS **BOARD REPORT**

Gartner, Inc. Amendment No. 3

Legistar Number: _____

..Title

a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 3 to the agreement (A-13473) with Gartner, Inc. for subscription-based access to information technology research services, extending the agreement an additional two (2) year period (April 1, 2019 through March 31, 2021) for a revised full agreement term of April 1, 2016 through March 31, 2021, and adding \$192,900 for a revised total agreement amount not to exceed \$459,700.

..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-13473) with Gartner, Inc. for subscription-based access to information technology research services, extending the agreement an additional two (2) year period (April 1, 2019 through March 31, 2021) for a revised full agreement term of April 1, 2016 through March 31, 2021, and adding \$192,900 for a revised total agreement amount not to exceed \$459,700.

SUMMARY/DISCUSSION:

Information Technology has become an important tool in the delivery and management of healthcare services. The careful and informed selection of technology hardware, software and services are critical in order to return value and maximize utility. Conversely, poor selection wastes County resources and often results in long-term inefficiencies.

NMC had originally engaged Gartner Research in April 2016 with a limited term subscription agreement to provide the hospital's IT department with qualified and unbiased research covering a broad spectrum of information technology. Gartner is a recognized leader in information technology research and advisory services and has considerable experience in the government sector. NMC is requesting a two year extension of this agreement with amendment No. 3 at the cost of \$192,900 for subscription services so that NMC may continue accessing Gartner for access to valuable industry data.

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 No. 3 has also been reviewed and approved by NMC's Finance Committee on February 28, 2019 and by its Board of Trustees on March 19, 2019.

FINANCING:

The cost for this amendment No. 3 is \$192,900 of which \$94,900 is included in the Fiscal Year 2019-19 Adopted Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This subscription access provides NMC's technical leadership with valuable and beneficial information pertaining to technology trends within the healthcare industry. This data is used for strategic planning and decision making purposes by the NMC Administrative team to ensure that a technological investment or direction is pursued in an effective and efficient manner.

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

Prepared by: Ari Entin, Chief Information Officer, 783-2564

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

Attachments:

Gartner, Inc. Amendment No. 3
Gartner, Inc. Amendment No. 2
Gartner, Inc. Amendment No. 1
Gartner, Inc. Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

American Consultants 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 (A-13490) with Fitzgerald Enterprises, Inc. dba American Consultants for interim placement services, extending the agreement an additional two (2) year period (April 1, 2020 through March 31, 2022) for a revised full agreement term of April 1, 2017 through March 31, 2022 with no change to the original agreement amount.
- 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%) (\$50,000) 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 (A-13490) with Fitzgerald Enterprises, Inc. dba American Consultants for interim placement services, extending the agreement an additional two (2) year period (April 1, 2020 through March 31, 2022) for a revised full agreement term of April 1, 2017 through March 31, 2022 with no change to the original agreement amount.
- 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%) (\$50,000) of the original cost of the agreement.

SUMMARY/DISCUSSION:

American Consultants will assist NMC with searches for interim management positions who are most qualified to meet the healthcare needs of NMC and its patients.

American Consultants is a leader in national healthcare staffing services. American Consultants has the ability to identify and secure talent for healthcare systems and rural hospitals.

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 February 28, 2019 and by its Board of Trustees on March 1, 2019.

FINANCING:

The cost for this agreement is \$500,000 of which \$150,000 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.

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

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

Attachments:

American Consultants Amendment No. 1

American Consultants Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Advanced Gastroenterology of Monterey County Second Amendment

TITLE:

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the Second Amendment to the Professional and Call Coverage Services Agreement with Advanced Gastroenterology of Monterey County to provide gastroenterology services at NMC, extending the term by twelve months (April 1, 2019 to March 31, 2020) for a revised full agreement term of April 1, 2015 to March 31, 2020, and adding \$450,000, for a revised not to exceed amount of \$2,250,000.

RECOMMENDATION:

It is recommended that the Board of Supervisors

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the Second Amendment to the Professional and Call Coverage Services Agreement with Advanced Gastroenterology of Monterey County to provide gastroenterology services at NMC, extending the term by twelve months (April 1, 2019 to March 31, 2020) for a revised full agreement term of April 1, 2015 to March 31, 2020, and adding \$450,000, for a revised not to exceed amount of \$2,250,000.

SUMMARY/DISCUSSION:

NMC must arrange for care and treatment of patients who present to the emergency department or hospital clinics in need of medical care. NMC has an agreement with Advanced Gastroenterology of Monterey County, for which Mumtaz Tabbaa M.D., a board certified gastroenterologist, provides gastroenterology call coverage in the emergency department and outpatient services in the specialty clinic. NMC wishes to amend the current agreement to continue the same services without interruption. 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 Agreement as to fiscal provisions. The Agreement has also been reviewed and approved by Natividad Medical Center's Finance Committee and Board of Trustees.

FINANCING:

The cost of this amendment is \$450,000. The total not to exceed amount of the Agreement is \$2,250,000 for the period April 1, 2015 to March 31, 2020 (60 months). \$450,000 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, Chief Executive Officer, 783.2553

Attachments: Agreement; First-Second Amendment

Attachments on File at the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Visual Net Design 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 Visual Net Design for hosting services, adding \$150,000 for a revised total agreement amount not to exceed \$183,988.
- 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%) (\$3,398) of the original cost of the agreement per each amendment.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement with Visual Net Design for hosting services, adding \$150,000 for a revised total agreement amount not to exceed \$183,988.
- 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%) (\$3,398) of the original cost of the agreement per each amendment.

SUMMARY/DISCUSSION:

Natividad is recommending that the current agreement for hosting services with Visual Net Design be expanded to also include Support Services (i.e. software updates, security monitoring, and assistance with troubleshooting to diagnose software issues). As a part of Natividad's rebranding in May of 2018, several new websites were developed to market and provide information to our patients and the community on the services and providers available within the organization. In an effort to reach our target audience Natividad currently has an English and a Spanish website that are distinct and separate. The development of the Spanish site will help ensure the accuracy of the translation, as it will be translated by internal Medical Interpreters or a trusted vendor with whom Natividad Medical Center currently utilizes to assist with other language access services.

The approval of this agreement will help us to ensure that the websites provide up to date and accurate information related to services, contact information, and information on the health related matters which the organization feels is important to our community.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this amendment 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 February 28, 2019 and by its Board of Trustees on March 1, 2019.

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:

This amendment allows for hosting services resulting in a website with up to date and current information thus improving the health and quality of life through County supported policies, programs and services while promoting access to equitable opportunities for health choices and health environments in collaboration with communities.

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

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

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

Attachments:

Visual Net Design Amendment 1

Visual Net Design Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

RBB Architects Inc. Amendment No. 3

Legistar Number: _____

..Title

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 3 to the agreement (A-12753) with RBB Architects Inc. for architectural services for the Radiology Modernization Project at NMC pursuant to the Request for Qualifications (RFQ) # 9600-54, extending the agreement an additional two (2) year period (July 1, 2019 through June 30, 2021) for a revised full agreement term of September 23, 2014 through June 30, 2021, with no change to the original scope of work or total agreement amount.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 3 to the agreement (A-12753) with RBB Architects Inc. for architectural services for the Radiology Modernization Project at NMC pursuant to the Request for Qualifications (RFQ) # 9600-54, extending the agreement an additional two (2) year period (July 1, 2019 through June 30, 2021) for a revised full agreement term of September 23, 2014 through June 30, 2021, with no change to the original scope of work or total agreement amount.

SUMMARY/DISCUSSION:

NMC is in the construction stage of modernizing the Radiology Department on the first floor of Building 500. The Radiology Department is adding two new Computerized Tomography (CT) scanners, a new Magnetic Resonance Imaging (MRI) as well as creating an Angiography hybrid suite for Interventional Radiology (IR).

On September 30, 2014 the Board of Supervisors approved the agreement (A-12753) with RBB Architects Inc. to provide Architectural services for the Radiology Modernization project per RFQ #9600-54 at Natividad Medical Center in the amount of \$862,450. On February 23, 2016 the Board of Supervisors approved Amendment No. 1 in the amount of \$354,900 to add various services and to produce a comprehensive set of construction documents for The Office of Health Planning and Development (OSHPD) plan review. On July 1, 2016 the Board of Supervisors approved Amendment No. 2 in the amount of \$1,307,000 which extended the term of the agreement for an additional two (2) year period through June 30, 2019 and added various services including the nurse call system, the Radiology chiller system, bidding and pre-construction assistance, and construction administration for a total Agreement amount of \$2,524,350.

This Amendment No. 3 will extend the term of the agreement for an additional two (2) year period through June 30, 2021 with no change to the original scope of work, or the total agreement amount so that the Radiology Modernization Project can be completed.

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 No. 3 has also been reviewed and approved by NMC's Finance Committee on February 28, 2019 and by its Board of Trustees on March 19, 2019.

FINANCING:

There are no costs associated with this Amendment No. 3.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This amendment will extend the term of the current RBB Architect's agreement, thus allowing for the completion of the Radiology Modernization project.

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

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

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

Attachments:

Amendment No. 3 to Agreement with RBB Architects Inc.

Amendment No. 2 to Agreement with RBB Architects Inc.

Amendment No. 1 to Agreement with RBB Architects Inc.

Original Agreement with RBB Architects Inc.

Spend Sheet

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

PatientPoint Solutions, LLC

Legistar Number:

..Title

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with PatientPoint Solutions, LLC for Content License services at NMC for an amount not to exceed \$17,800 with an agreement term April 1, 2019 through March 31, 2021.
- b. Approve the NMC Chief Executive Officer's recommendation to accept non-standard language and 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 PatientPoint Solutions, LLC for Content License services at NMC for an amount not to exceed \$17,800 with an agreement term April 1, 2019 through March 31, 2021.
- b. Approve the NMC Chief Executive Officer's recommendation to accept non-standard language and provisions within the agreement.

SUMMARY/DISCUSSION:

All patients that are admitted to Natividad receive a patient handbook. The patient handbook contains general hospital information as well as regulatory required information. Natividad desires to contract with PatientPoint Network Solutions, LLC to provide the regulatory required content. PatientPoint Network Solutions, LLC will provide Natividad a word document to include the following non-customizable content: using antibiotics safely, advanced directives, advanced care plans, ask me 3, and support for caregivers. PatientPoint Network Solutions, LLC is responsible for ensuring that the content is current and accurate. They will send updates to the hospital during the term of the agreement.

This agreement underwent extensive vetting by County approvers. There are numerous technical aspects and non-standard risk provisions that were negotiated and rewritten, such as Indemnification, Confidentiality, Payments, Warranty Disclaimer, Insurance, Term and Termination, Modification, Assignment, Miscellaneous provisions, Limitations on Liability, Warranties and Representations and Limitations on Damages.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this non- standard agreement as to legal form, and the Auditor-Controller has reviewed and approved as to payment provisions. The non-standard agreement has also been reviewed and approved by NMC's Finance Committee on February 28, 2019 and by its Board of Trustees on March 1, 2019.

FINANCING:

The cost for this non-standard agreement is \$17,800 of which \$8,900 is included in the Fiscal Year 2018-19 Adopted Budget. Amounts for remaining years of the agreement will be included in those budgets accordingly.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

Improve health and quality of life for patients and their families through County supported policies, programs and services, promoting access to equitable opportunities for health choices and health environments in collaboration with communities

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

Prepared by: Andrea Rosenberg Hosp. Assist Admin, 783-2562

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

Attachments:

PatienPoint Solutions, LLC. Content License Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

MGMA Data License Agreement

Legistar Number:

..Title

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute a non-standard agreement with MGMA for Data License services at NMC for an amount not to exceed \$22,698 with an agreement term April 1, 2019 through March 31, 2022 and;
- b. Approve the NMC Chief Executive Officer's recommendation to accept non-standard language and 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 a non-standard agreement with MGMA for Data License services at NMC for an amount not to exceed \$22,698 with an agreement term April 1, 2019 through March 31, 2022 and;
- b. Approve the NMC Chief Executive Officer's recommendation to accept non-standard language and provisions within the agreement.

SUMMARY/DISCUSSION:

For compliance with state and federal regulations, it is the responsibility of the hospital to document fair market value for compensation of employee and independent contractor physician and non-physician providers. Medical Group Management Association (MGMA) is a nationally recognized organization that offers access to industry data such as compensation and productivity benchmarking reports. Access to this tool will support decisions to help achieve strategic objectives of the hospital's services lines while remaining compliant with federal regulations.

This agreement underwent extensive vetting by County approvers. There are numerous technical aspects and non-standard risk provisions that were negotiated and rewritten, such as Indemnification, Confidentiality, Payments, Warranty Disclaimer, Insurance, Term and Termination, Modification, Assignment, Order forms, Limitations on Liability, and Limitations on Damages.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this non-standard agreement as to legal form, and the Auditor-Controller has reviewed and approved as to payment provisions. The non-standard agreement has also been reviewed and approved by NMC's Finance Committee on February 28, 2019 and by its Board of Trustees on March 1, 2019.

FINANCING:

The cost for this non-standard is \$22,698 of which \$7,200 which is included in the Fiscal Year 2018-19 Adopted Budget. There is no impact in the general funds.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The MGMA DataDive package arms NMC with necessary data to identify areas of operational improvement, manage costs, and attract and retain quality physicians and staff.

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

Prepared by: Tim Fitzgerald, IT Project Manager, 783-2716

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

Attachments:

MGMA non-standard Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Optuminsight Inc. Agreement

Legistar Number:

..Title

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with Optuminsight, Inc. for Consulting services at NMC for an amount not to exceed \$120,000 with an agreement term March 26, 2019 through March 25, 2020 and;
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (3) future Change Request Forms to the agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$12,000) of the original cost of the agreement and;
- c. Approve the NMC Chief Executive Officer's recommendation to accept non-standard indemnification, insurance, limitations on liability, Confidentiality, cyber liability and limitations on damages 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 Optuminsight, Inc. for Consulting services at NMC for an amount not to exceed \$120,000 with an agreement term March 26, 2019 through March 25, 2020 and;
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (3) future Change Request Forms to the agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$12,000) of the original cost of the agreement and;
- c. Approve the NMC Chief Executive Officer's recommendation to accept non-standard indemnification, insurance, limitations on liability, Confidentiality, cyber liability and limitations on damages provisions within the agreement

SUMMARY/DISCUSSION:

Surgeries procedures have grown over 40% over the past years due to volume increases. An assessment is recommended to review and study the current workflow of procedures in order to maximize the department's surgery output. Because of the different modalities and intensity in the types of surgeries from minor to major, timing to perform the surgeries in a given day, accommodation for trauma caseload which is immediate, and surgeons' availability to schedule procedures, Optuminsight will be engaged to assist with the review. Optuminsight has the experience with assessments of Perioperative services from both strategically and operationally including to identify opportunities for revenue growth, cost savings and improve efficiencies.

This agreement underwent extensive vetting by County approvers. There are numerous technical aspects and non-standard risk provisions that were negotiated and rewritten, such as Indemnification, Confidentiality, Payments, Warranty Disclaimer, Insurance, Term and Termination, Modification, Assignment, Limitations on Liability, and Limitations on Damages.

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 as also been reviewed and approved by NMC's Finance Committee on February 28, 2019 and by its Board of Trustees on March 1, 2019.

FINANCING:

The cost for this agreement is \$120,000 of which is included in the Fiscal Year 2018-19 Adopted Budget.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This agreement is for executive level 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 CFO, 783-2561

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

Attachments:

Optuminsight, Inc. Agreement

Attachments on file with the Clerk of the Board

FINANCIAL STATEMENTS

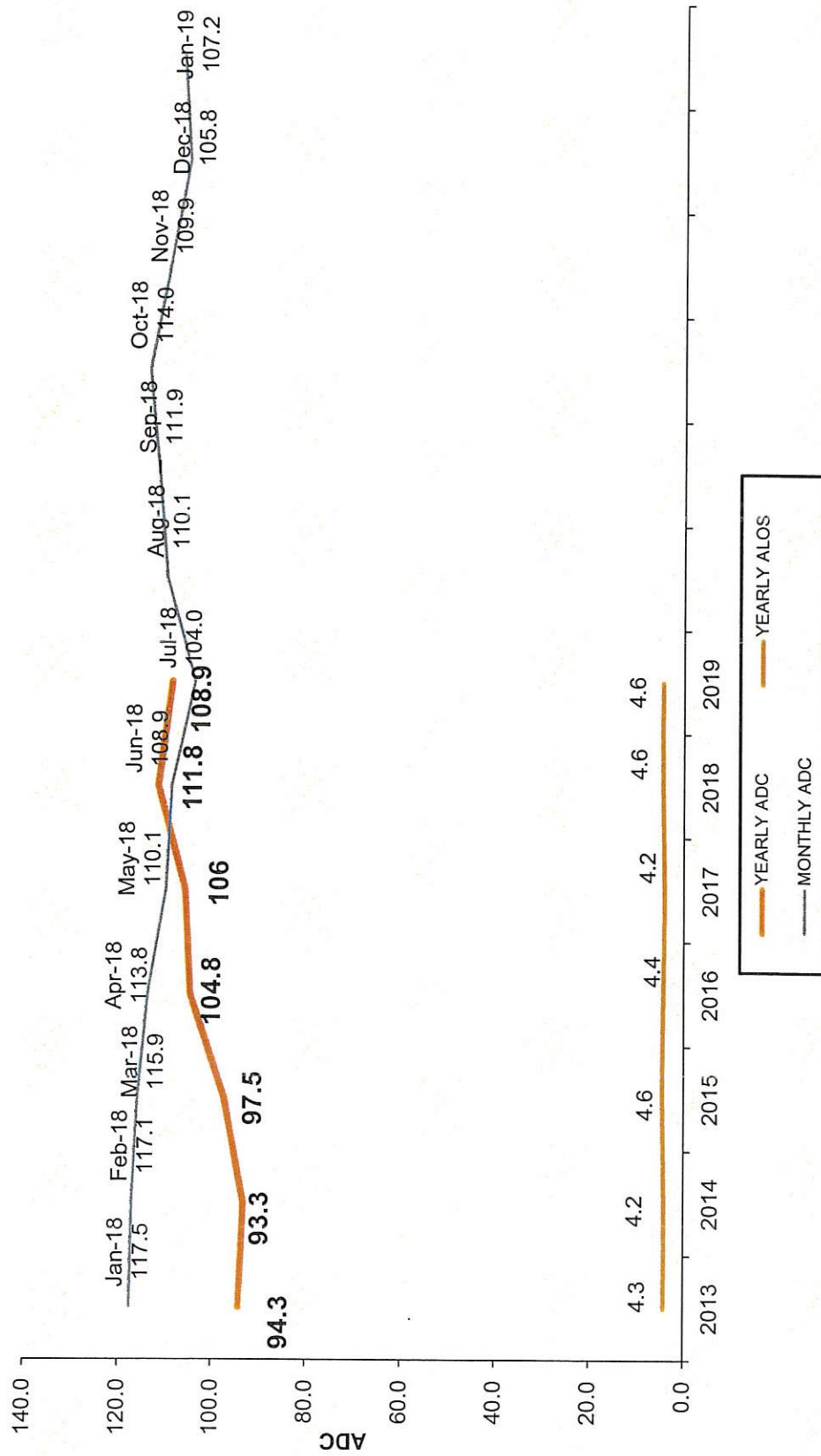
JANUARY 31, 2019

FINANCIAL STATEMENTS

JANUARY 31, 2019

I N D E X

<u>PAGE #</u>	<u>D E S C R I P T I O N</u>
1	TOTAL ADC TREND GRAPH - 2013-2019
2	STATISTICAL REPORT
4	STATEMENT OF REVENUES & EXPENSES AND CHANGES IN NET ASSETS TO BUDGET
5	STATEMENT OF REVENUES & EXPENSES AND CHANGES IN NET ASSETS PER APD
6	BALANCE SHEET
7	SCHEDULE OF STATE / COUNTY RECEIVABLES
8	STATEMENT OF CASH FLOWS
9	RECONCILIATION OF GOVERNMENT FUNDING
10	CASH FLOW PERFORMANCE F/Y18-19 ACTUAL TO BUDGET
11	CASH SCHEDULE FOR F/Y18-19



NATIVIDAD STATISTICAL REPORT JANUARY, 2019

Month-To-Date					Year-To-Date					
11-18	12-18	01-19	Budget		Budget	Current	Prior Yr	%		
PT DAYS BY SERVICE					STAFFED BEDS					
					CY/PY					
1	269	313	163	240	NICU	15	1,664	1,874	1,634	14.69%
2	1,331	1,320	1,415	1,430	Med/Surg	61	9,918	9,433	10,105	-6.65%
3	226	181	221	212	ICU	10	1,470	1,526	1,446	5.53%
4	56	83	67	68	Peds	12	472	516	467	10.49%
5	666	712	692	684	Acute Rehab	24	4,744	4,736	4,730	0.13%
6	388	365	310	384	OB/Gyn	27	2,664	2,369	2,636	-10.13%
7	2,936	2,974	2,868	3,018	TOTAL ACUTE	149	20,932	20,454	21,018	-2.68%
8	359	306	454	404	Psychiatric	19	2,802	2,965	2,828	4.84%
9	3,295	3,280	3,322	3,422	TOTAL DAYS	168	23,734	23,419	23,846	-1.79%
10	317	330	315	321	Nursery	18	2,227	2,098	2,156	-2.69%
AVERAGE DAILY CENSUS										
11	75.7	73.0	70.2	75.3	Acute	125	75.3	73.1	75.8	-3.56%
12	22.2	23.0	22.3	22.1	Acute Rehab	24	22.1	22.0	22.0	0.00%
13	12.0	9.9	14.6	13.0	Psychiatric	19	13.0	13.8	13.2	4.55%
14	109.8	105.8	107.2	110.4	TOTAL	168	110.4	108.9	110.9	-1.80%
15	10.6	10.6	10.2	10.4	Nursery	18	10.4	9.8	10.0	-2.00%
PERCENTAGE OF OCCUPANCY										
16	60.6%	58.4%	56.2%	60.2%	Acute		60.2%	58.5%	60.6%	-3.6%
17	92.5%	95.8%	92.9%	92.1%	Acute Rehab		92.1%	91.7%	110.0%	-16.7%
18	63.2%	52.1%	76.8%	68.4%	Psychiatric		68.4%	72.6%	69.5%	4.5%
19	65.4%	63.0%	63.8%	65.7%	TOTAL		65.7%	64.8%	67.6%	-4.1%
20	58.9%	58.9%	56.7%	57.8%	Nursery		57.8%	54.4%	55.6%	-2.0%
ADMISSIONS										
21	611	593	660	635	Acute		4,405	4,362	4,396	-0.77%
22	51	51	60	48	Acute Rehab		332	383	333	15.02%
23	58	50	67	63	Psychiatric		437	437	422	3.55%
24	720	694	787	746	TOTAL		5,174	5,182	5,151	0.60%
25	183	189	194	184	Nursery		1,276	1,253	1,238	1.21%
26	194	193	198	217	Deliveries		1,505	1,298	1,279	1.49%
DISCHARGES										
27	633	617	663	635	Acute		4,405	4,471	4,483	-0.27%
28	49	55	57	48	Acute Rehab		332	377	330	14.24%
29	59	54	58	63	Psychiatric		437	434	418	3.83%
30	741	726	778	746	TOTAL		5,174	5,282	5,231	0.97%
31	163	176	178	181	Nursery		1,257	1,129	1,134	-0.44%
AVERAGE LENGTH OF STAY										
32	4.6	4.7	4.2	4.6	Acute(Hospital wide no babies)		4.6	4.5	4.6	-2.17%
33	13.1	14.0	11.5	14.3	Acute Rehab		14.3	12.4	14.2	-12.68%
34	2.7	2.6	2.3	2.6	OB/Gyn		2.6	2.5	2.7	-7.41%
35	6.2	6.1	6.8	6.4	Psychiatric		6.4	6.8	6.7	1.49%
36	1.7	1.7	1.6	1.7	Nursery		1.7	1.7	1.7	0.00%
OUTPATIENT VISITS										
37	3,706	3,741	3,433	3,823	Emergency Room		26,515	27,306	31,474	-13.24%
38	417	388	456	441	ER Admits		3,059	3,031	3,050	-0.62%
39	57.9%	55.9%	57.9%	59.1%	ER Admits as a % of Admissions		59.1%	58.5%	59.2%	-1.22%
40	5,841	5,305	6,312	6,063	Clinic Visits		42,049	42,944	40,840	5.15%
ANCILLARY PROCEDURES BILLED										
41	44,220	44,231	47,764	43,950	Lab Tests		304,816	326,657	310,581	5.18%
42	3,318	3,247	3,283	3,210	Radiology Procedures		22,264	24,334	22,253	9.35%
43	211	157	187	193	MRI Procedures		1,339	1,395	1,324	5.36%
44	88	110	125	112	Nuclear Med Procedures		778	869	707	22.91%
45	1,027	1,005	975	933	Ultrasound Procedures		6,469	7,506	7,323	2.50%
46	1,469	1,319	1,269	1,327	CT Scans		9,205	10,554	10,062	4.89%
47	362	272	314	310	Surgeries		2,170	2,511	2,478	1.33%
48	8.22	8.61	8.33	7.66	FTE'S PER AOB		7.66	8.27	7.65	8.10%
49	1,283.0	1,293.8	1,279.4	1,200.5	TOTAL PAID FTE'S		1,200.5	1,290.6	1,206.9	6.94%
50	4,685	4,656	4,760	4,860	ADJUSTED PATIENT DAYS		33,703	33,557	33,926	-1.09%

STATEMENT OF REVENUES AND EXPENSES & CHANGES IN NET ASSETS-TREND-NORMALIZED
NATIVIDAD
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													
Patent Revenue:													
Inpatient	\$ 64,473,380	\$ 71,901,255	\$ 66,786,949	\$ 72,616,703	\$ 67,018,471	\$ 63,859,557	\$ 66,670,217	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 473,326,542
Pro Fees	1,572,206	1,769,731	1,475,144	2,512,622	1,314,466	1,809,675	2,253,687	-	-	-	-	-	12,707,531
Outpatient	29,913,075	33,743,000	28,280,118	32,483,101	28,742,317	27,406,124	29,827,369	-	-	-	-	-	210,395,104
Total Patient Revenue	95,958,671	107,413,986	96,542,211	107,612,426	97,075,254	93,075,356	98,751,273	-	-	-	-	-	696,429,177
Deductions from revenue													
Contractual Deductions	70,756,336	74,819,777	72,913,275	82,639,436	74,549,026	70,091,707	77,725,120	-	-	-	-	-	523,494,677
Bad Debt	4,776,136	3,750,055	2,609,655	2,540,065	947,672	3,319,574	280,000	-	-	-	-	-	18,223,157
Unable to Pay	344,030	350,912	343,098	610,385	570,940	245,187	492,681	-	-	-	-	-	2,959,433
Total Contractual Discounts	75,876,502	78,920,744	75,868,028	85,790,086	76,067,638	73,656,468	78,497,801	-	-	-	-	-	544,677,267
Net Patient Revenue	20,082,169	28,493,242	20,674,183	21,822,340	21,007,616	19,418,888	20,253,472	-	-	-	-	-	151,751,910
As a percent of Gross Revenue	20.93	26.53%	21.41%	20.28%	21.64%	20.86%	20.51%	-	-	-	-	-	21.79%
Total Government Funding	4,482,724	6,075,362	4,673,373	4,297,874	4,653,550	4,663,910	4,749,676	-	-	-	-	-	33,596,469
Other Operating Revenue:													
Rent Income	118,471	131,766	198,583	124,907	125,001	109,276	109,275	-	-	-	-	-	917,279
Interest Income	126,000	983,306	126,000	340,489	126,000	126,000	304,000	-	-	-	-	-	2,131,795
NMF Contribution	60,000	60,000	60,000	60,000	60,000	60,000	60,000	-	-	-	-	-	420,000
Other Income	230,650	316,343	279,568	556,471	302,801	211,571	269,099	-	-	-	-	-	2,166,503
Total Other Operating Revenue	535,121	1,491,415	664,151	1,081,867	613,802	506,847	742,374	-	-	-	-	-	5,635,577
TOTAL REVENUE	25,100,014	36,060,019	26,011,707	27,202,081	26,274,968	24,589,645	25,745,522	-	-	-	-	-	190,983,956
EXPENSE													
Salaries, Wages & Benefits	14,293,172	13,873,837	14,016,741	14,433,536	13,396,844	14,029,215	14,206,834	-	-	-	-	-	98,250,179
Registry	353,506	420,445	399,584	522,356	556,263	332,677	488,267	-	-	-	-	-	3,073,098
Phys/Residents SWB & Contract Fees	2,993,599	3,148,485	3,037,696	3,093,954	3,028,034	2,989,336	3,374,141	-	-	-	-	-	21,665,245
Purchased Services	2,289,056	2,639,680	2,999,644	2,938,736	2,564,672	3,003,715	3,160,938	-	-	-	-	-	19,596,441
Supplies	1,991,987	2,610,211	2,132,523	2,608,981	2,117,289	1,964,031	2,076,653	-	-	-	-	-	15,501,685
Insurance	217,205	217,205	217,205	217,205	217,204	217,205	217,205	-	-	-	-	-	1,520,434
Utilities and Telephone	153,964	292,473	295,416	282,957	237,921	295,095	298,138	-	-	-	-	-	1,915,964
Interest Expense	196,259	196,026	196,097	196,026	196,025	196,027	196,025	-	-	-	-	-	1,372,465
Depreciation & Amortization	984,657	953,089	997,679	995,749	999,115	997,316	1,021,914	-	-	-	-	-	6,949,519
Other Operating Expense	386,921	501,686	464,479	548,090	726,439	510,780	545,646	-	-	-	-	-	3,684,041
TOTAL EXPENSE	23,860,326	24,853,137	24,757,064	25,837,590	24,099,816	24,535,397	25,505,761	-	-	-	-	-	173,529,091
NET INCOME(LOSS)	1,239,688	11,206,882	1,254,643	1,364,491	2,175,152	54,248	159,761	-	-	-	-	-	17,454,865
Normalization for Extraordinary Items													
Interest Anthem Arbitration	-	(857,306)	-	-	-	-	-	-	-	-	-	-	(857,306)
Anthem Arbitration Payment	-	(5,206,202)	-	-	-	-	-	-	-	-	-	-	(5,206,202)
Meiro Initial Settlement	-	-	-	(150,000)	-	-	-	-	-	-	-	-	(150,000)
Total Extraordinary Items	-	(6,063,508)	-	(150,000)	-	-	-	-	-	-	-	-	(6,213,508)
NET INCOME BEFORE Extraordinary Items	\$ 1,239,688	\$ 5,143,374	\$ 1,254,643	\$ 1,214,491	\$ 2,175,152	\$ 54,248	\$ 159,761	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 11,241,357
CAPITAL CONTRIBUTIONS													
County Contribution	-	-	-	-	-	-	-	-	-	-	-	-	-
CHANGE IN NET ASSETS	\$ 1,239,688	\$ 11,206,882	\$ 1,254,643	\$ 1,364,491	\$ 2,175,152	\$ 54,248	\$ 159,761	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 17,454,865

NATIVIDAD

CAPITAL CONTRIBUTIONS

NATIVIDAD
STATEMENT OF REVENUES AND EXPENSES & CHANGES IN NET ASSETS PER ADJUSTED PATIENT DAY
AS OF JANUARY 31, 2019

	CURRENT MONTH				YEAR-TO-DATE				UNAUDITED	
			Variance fav. (unfav)				Variance fav. (unfav)			
	Actual	Budget	\$ VAR.	% VAR	Actual	Budget	\$ VAR.	% VAR	Prior Yr Average	
	4,760	4,860	(101)	-2.1%	33,557	33,703	(146)	-0.4%	33,861	
	REVENUE									
	ADJUSTED PATIENT DAYS									
1	\$ 14,007	\$ 13,604	\$ 404	3.0 %	\$ 14,105	\$ 13,732	\$ 373	2.7%	\$ 13,898	
2	474	424	50	11.8	379	428	(49)	(11.4)	456	
3	6,267	6,069	198	3.3	6,270	6,126	144	2.3	6,068	
4	20,748	20,096	652	3.2	20,754	20,286	468	2.3	20,421	
	Patient Revenue:									
	Inpatient									
	Pro Fees									
	Outpatient									
	Total Patient Revenue									
	Deductions from revenue									
	Contractual Deductions									
	Bad Debt									
	Unable to Pay									
	Total Contractual Discounts									
	Net Patient Revenue									
	As a percent of Gross Revenue									
	Total Government Funding									
	Other Operating Revenue:									
	Rent Income									
	Interest Income									
	NMF Contribution									
	Other Income									
	Total Other Operating Revenue									
	TOTAL REVENUE									
	EXPENSE									
	Salaries, Wages & Benefits									
	Registry									
	Phys/Residents SWB & Contract Fees									
	Purchased Services									
	Supplies									
	Insurance									
	Utilities and Telephone									
	Interest Expense									
	Depreciation & Amortization									
	Other Operating Expense									
	TOTAL EXPENSE									
	NET INCOME(LOSS)									
	CAPITAL CONTRIBUTIONS									
	County Contribution									
34	\$ 34	\$ 247	\$ (214)	(86) %	\$ 520	\$ 250	\$ 270	108.217 %	\$ 787	

**NATIVIDAD
BALANCE SHEET
AS OF JANUARY 31, 2019**

	CURRENT MONTH				YEAR - TO - DATE			
	BEGINNING	ENDING	INC/(DEC)	% CHG.	BEGINNING	ENDING	INC/(DEC)	% CHG.
1	\$ 43,262,920	\$ 57,713,415	\$ 14,450,495	33.4 %	\$ 78,688,816	\$ 57,713,415	\$ (20,975,401)	(26.7) %
2	3,200,000	3,200,000	-	-	3,200,000	3,200,000	-	-
3	32,877,212	31,171,989	(1,705,223)	(5.2)	39,126,975	31,171,989	(7,954,986)	(20.3)
4	57,821,863	34,885,924	(22,935,939)	(39.7)	41,681,940	34,885,924	(6,796,016)	(16.3)
5	4,146,734	4,175,819	29,085	0.7	3,990,982	4,175,819	184,837	4.6
6	7,071,281	7,748,872	677,591	9.6	5,361,113	7,748,872	2,387,759	44.5
7	148,380,010	138,896,019	(9,483,991)	(6.4)	172,049,826	138,896,019	(33,153,807)	(19.3)
8								
9	297,142,937	299,156,804	2,013,867	0.7	293,436,996	299,156,804	5,719,808	1.9
10	(180,421,084)	(181,442,998)	(1,021,914)	(0.6)	(174,493,479)	(181,442,998)	(6,949,519)	(4.0)
11	116,721,853	117,713,806	991,953	0.8	118,943,517	117,713,806	(1,229,711)	(1.0)
12	142,317,493	147,492,907	5,175,414	3.6	103,237,210	147,492,907	44,255,697	42.9
13	-	-	-	-	-	-	-	-
14	162,685	162,685	-	-	-	-	-	-
15	162,685	162,685	-	-	163,431	162,685	(746)	(0.5)
16	\$ 407,582,041	\$ 404,265,417	\$ (3,316,624)	(0.8) %	\$ 394,393,984	\$ 404,265,417	\$ 9,871,433	2.5 %
17	18,161,869	19,187,176	1,025,307	5.6	15,373,615	19,187,176	3,813,561	24.8
18	7,802,724	3,978,606	(3,824,118)	(49.0)	5,607,762	3,978,606	(1,629,156)	(29.1)
19	40,953,703	40,759,078	(194,625)	(0.5)	42,240,897	40,759,078	(1,481,819)	(3.5)
20	3,193,625	3,193,625	0	-	3,205,000	3,193,625	(11,375)	(0.4)
21	11,190,580	10,724,108	(466,472)	(4.2)	15,343,412	10,724,108	(4,619,304)	(30.1)
22	81,302,501	77,842,593	(3,459,908)	(4.3)	81,770,686	77,842,593	(3,928,093)	(4.8)
23	-	-	-	-	-	-	-	-
24	-	-	-	-	-	-	-	-
25	38,454,172	38,437,695	(16,477)	(0.0)	42,093,034	38,437,695	(3,655,339)	(8.7)
26	38,454,172	38,437,695	(16,477)	(0.0)	42,093,034	38,437,695	(3,655,339)	(8.7)
27	270,530,264	270,530,264	-	-	270,530,264	270,530,264	-	-
28	17,295,104	17,454,865	159,761	(0.9)	-	17,454,865	17,454,865	100.0
29	287,825,368	287,985,129	159,761	0.1	270,530,264	287,985,129	17,454,865	6.5
30	\$ 407,582,041	\$ 404,265,417	\$ (3,316,624)	(0.8) %	\$ 394,393,984	\$ 404,265,417	\$ 9,871,433	2.5 %

NATIVIDAD
STATE AND COUNTY RECEIVABLES
AS OF 01/31/19

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	17,241,183				23,364,206	(56,334,921)	4,272,041
EHR Meaningfull Use	520,990							520,990
Hospital Fee	1,506,108	554,169					(767,614)	1,292,664
Rate Range IGT-CCAH-	14,411,372	4,743,529						19,154,901
MCMC EPP	-	2,526,349						2,526,349
MCMC QIP	-	2,873,066						2,873,066
SB1732	-	2,275,000					(3,233,326)	(958,326)
AB 915	3,254,442	2,100,000					(3,249,958)	2,104,484
A/R Office Buildings	78,488	917,279					(817,688)	178,100
A/R Manco Abbott	-	400,054					(380,473)	19,581
Interest Accrued Positive Cash	-	1,588,380					(1,588,380)	-
Accrued Donations	1,834,852	420,000					(50,534)	2,204,318
A/R Jail-PG&E	74,114	581,082					(250,020)	405,176
Health Department	-	980,000					(693,813)	286,187
Ryan White & EIP A/R	-	145,831					(139,438)	6,393
STATE RECEIVABLES	\$ 41,681,940	\$ 37,345,923	\$ -	\$ -	\$ -	\$ 23,364,206	\$ (67,506,144)	\$ 34,885,925

P & L

	YTD Jan-19
Medi-Cal DSH /SNCP/PHYS SPA	\$ 8,893,683
PRIME Y4	8,347,500
Rate Range IGT-CCAH-	4,743,529
AB 85 New Eligible Reconciled	444,962
Esperanza Care	(524,472)
MCE to Cost Reconciled	738,167
Hospital Fee	554,169
MCMC EPP	2,526,349
HD Residency Support	(291,669)
MCMC QIP	2,873,066
AB915	2,100,000
Medicare GME	743,624
SB 1732	2,275,000
Ryan White & SAMHSA GRANTS	172,562
PERNMENT FUNDING INCOME	\$ 33,596,470

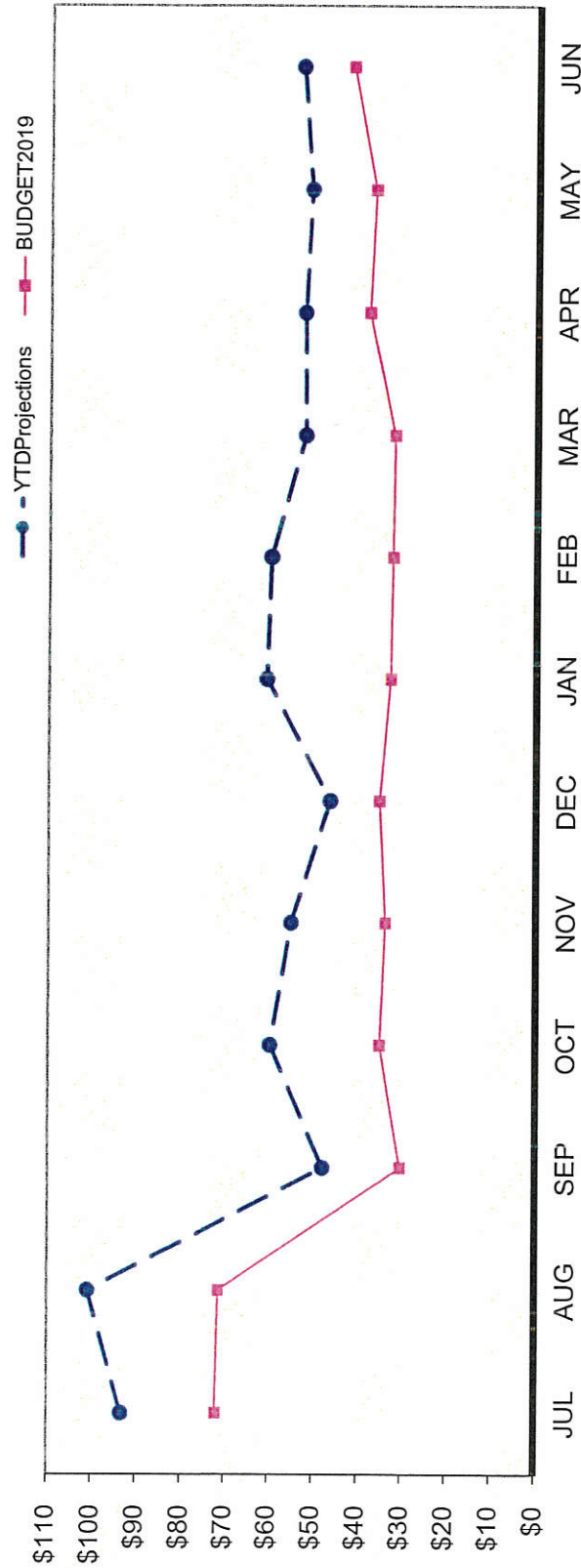
NATIVIDAD
STATEMENT OF CASH FLOWS
AS OF JANUARY 31, 2019

	CURRENT MONTH	YEAR - TO - DATE
1	\$ 46,462,920	
2		\$ 81,888,816
3	159,761	
4	-	17,454,865
5	1,021,914	-
6	1,181,675	\$ 6,949,519
		24,404,384
7		
8	1,705,223	7,954,986
9	22,935,939	6,796,016
10	(706,676)	(2,572,596)
11	1,025,307	3,813,561
12	(3,824,118)	(1,629,156)
13	(194,625)	(1,481,819)
15	-	-
16	(466,472)	(4,619,304)
17	20,474,578	8,261,688
18		
19	(2,013,867)	(5,719,808)
20	-	-
19	-	-
21	(2,013,867)	(5,719,808)
22		
23	-	(11,375)
24	(16,477)	(3,655,339)
26	(5,175,414)	(44,255,697)
27	-	746
28	(5,191,891)	(47,921,665)
29	14,450,495	(20,975,401)
30	\$ 60,913,415	\$ 60,913,415

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	ACTUAL	ACTUAL	ACTUAL	ACTUAL	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	55.3	46.5	60.9	60.0	52.4	52.7	51.3	53.4	
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	21.3	11.1	27.9	27.4	20.2	14.6	14.4	11.3	

NATIVIDAD
CASH FORECAST
FISCAL YEAR 18-19

	Beginning Balance	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	Total YTD
CASH RECEIPTS														
Patient Revenues (incl pro fees and lab cop)	23,038,784	23,436,414	20,175,085	22,039,915	22,376,407	16,686,716	25,370,193	18,258,357	20,233,195	19,574,916	20,233,195	19,574,912	19,574,912	250,998,089
Provider Fee	-	363,075	-	395,804	172,098	-	-	70,167	70,167	70,167	70,167	70,167	70,167	1,326,808
RR LGT/EPQ QIP	-	-	-	-	-	-	-	1,448,902	1,448,902	1,448,902	1,448,902	1,448,902	1,448,902	7,244,906
SHORT DOYLE	-	-	338,819	319,378	-	273,235	808,893	173,460	173,460	173,460	173,460	173,460	173,460	2,607,419
HELV GRANTS	16,347	-	48,102	20,935	26,721	42,101	20,833	20,833	20,833	20,833	20,833	20,833	20,833	268,381
HEALTH DEPARTMENT REIMB	-	153,965	-	270,088	280,337	-	-	175,000	175,000	175,000	175,000	175,000	175,000	1,576,798
Antism Abortion Interest	-	857,308	-	-	-	-	-	-	-	-	-	-	-	857,308
AB915	-	-	3,208,951	-	-	-	-	-	-	-	-	-	-	3,208,951
GPP Y2 Final Payment	661,027	-	-	-	-	-	-	-	-	-	-	-	-	661,027
Antism Abortion Patient Services	-	5,208,202	-	-	-	-	-	-	-	-	-	-	-	5,208,202
GPP V3 4Q	-	-	-	8,537,842	117,485	-	8,832,942	-	-	-	8,832,942	-	-	8,655,327
GPPV4	-	-	-	8,832,942	-	-	15,529,148	-	-	-	-	-	-	28,688,826
PRIME DY13 & DY14 LGT	13,823,534	-	-	-	-	-	-	-	-	-	-	-	-	20,352,683
RAY'S SPA	-	-	-	-	-	-	-	-	-	-	-	-	-	800,000
SBI732	-	-	-	-	-	-	-	-	-	-	-	-	-	1,000,000
Foundation	-	-	-	-	-	-	-	-	-	-	-	-	-	4,233,327
TIME BIWEEKLY	-	112,887	106,232	106,232	106,232	106,232	106,232	106,232	106,232	106,232	106,232	106,232	106,232	50,574
Rent Income	33,174	48,880	33,084	143,059	492,435	44,788	24,550	94,867	94,867	94,867	94,867	94,867	94,867	1,281,219
CCAH ACE to Cost FY15-16 & FY16-17	571,659	611,471	-	398,111	-	-	-	827,322	4,370,784	2,381,269	2,248,745	4,173,548	1,183,130	14,400,000
Fund 404 Transfer	-	-	-	-	-	-	-	-	-	-	-	-	-	-
I6T Sub-Fund Transfer In/(Out)	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Interest Income	-	-	-	718,489	-	-	5,224,860	-	-	-	-	-	-	-
Miscellaneous Revenue	92,287	81,632	132,544	551,319	323,274	28,937	865,690	-	175,000	-	-	-	-	1,838,379
Total Cash Receipts	38,343,044	30,869,021	24,004,391	42,073,625	23,863,755	22,632,105	48,692,164	21,320,174	27,013,274	33,023,442	24,716,235	31,557,742	369,229,273	1,587,659
CASH DISBURSEMENTS														
Purchased Services and Supplies	8,710,801	7,481,819	6,412,073	7,588,759	9,381,559	7,790,359	11,800,770	6,684,032	7,401,175	7,162,427	7,401,175	7,162,427	7,162,427	94,909,385
PRIME DY13 & DY14 LGT	-	-	-	-	-	-	-	-	-	-	-	-	-	14,919,574
GPP Y2 & Y1	-	1,232,580	-	55,890	-	-	-	-	-	-	-	-	-	1,288,470
GPP V3 4Q	-	-	-	-	-	-	-	-	-	-	-	-	-	5,094,022
GPPV4	-	-	-	-	-	-	-	-	-	-	-	-	-	15,674,560
Building Lease / Rental Equipment	145,541	277,848	311,453	281,687	223,153	328,508	893,371	285,438	285,438	285,438	285,438	285,438	285,438	3,281,216
COP Principal & Interest Payments	4,250,349	-	274,022	13,911,702	20,232,466	13,911,702	14,915,082	13,338,186	14,787,821	14,291,246	14,787,821	14,291,246	14,291,246	5,423,742
Payroll and Benefits	13,419,888	13,809,554	13,911,702	403,708	37,382	-	-	-	-	-	-	-	-	175,129,053
Expenses Care	17,500	-	28,210	403,708	37,382	-	-	-	-	-	-	-	-	524,473
COWCAP	-	-	-	-	-	-	-	-	-	-	-	-	-	4,910,476
FY18-19 MH MOU	-	-	-	99,086	222,348	95,088	222,348	228,105	228,105	228,105	228,105	228,105	228,105	1,092,000
Data Processing	-	-	174,770	88,819	-	87,380	175,079	228,105	228,105	228,105	228,105	228,105	228,105	1,510,330
BETA Insurance Premium	-	-	-	402,854	-	-	-	-	-	-	-	-	-	1,658,579
Transfer GPP Y2 to Health	-	-	-	-	-	-	-	-	-	-	-	-	-	454,573
I6T Sub-Fund Transfer Out	-	-	-	-	-	-	-	-	-	-	-	-	-	45,000,000
Capital Expenditures	399,156	481,072	45,000,000	-	-	-	454,573	-	-	-	-	-	-	27,545,057
Total Cash Disbursements	28,049,233	23,292,873	77,042,791	30,148,655	28,479,308	35,891,989	30,785,199	22,199,354	34,584,226	32,784,172	26,122,002	29,444,404	29,444,404	397,726,226
Increase/(Decrease)	11,393,811	7,578,148	(52,948,400)	11,927,270	(4,585,553)	(13,259,864)	18,893,965	(879,080)	(7,580,952)	258,730	(1,405,767)	2,113,338	(28,486,954)	
Ending Cash Fund 451	93,275,873	100,850,021	47,901,621	59,828,891	55,243,338	41,983,474	60,877,439	59,997,759	52,416,807	52,075,537	51,269,770	53,383,108	53,383,108	
(+) Cash In Transit	-	-	-	-	-	-	-	-	-	-	-	-	-	
(+) Credit Card Account + Fund 27	9,311	15,544	15,464	18,915	18,907	28,031	32,296	-	-	-	-	-	-	
(+) Petty Cash	3,690	3,690	3,690	3,690	3,690	3,690	3,690	-	-	-	-	-	-	
Ending Cash as per G/L	93,288,884	100,869,245	47,920,765	59,851,488	55,265,985	48,482,920	60,913,415	59,997,759	52,416,807	52,075,537	51,269,770	53,383,108	53,383,108	
Fund 404														
Beginning Balance	74,868,144	74,868,144	74,868,144	74,868,144	74,470,033	74,470,033	74,470,033	74,470,033	74,470,033	74,470,033	74,470,033	74,470,033	74,470,033	
Transfer In/Out Fund 451	-	-	-	(398,111)	-	-	-	-	-	-	-	-	-	
Ending Cash Fund 404	74,868,144	74,868,144	74,868,144	74,470,033	74,470,033	74,470,033	74,470,033	74,470,033	74,470,033	74,470,033	74,470,033	74,470,033	74,470,033	
Ending Cash Fund 451 & 404	168,142,017	175,716,185	122,766,765	134,268,924	129,713,371	116,453,507	135,347,472	133,840,270	121,888,534	119,565,975	115,911,463	113,851,252	113,851,252	

CREDENTIALS REPORT OF RECOMMENDED ACTIONS FOR BOARD APPROVAL
Friday, March 1, 2019
(Per recommendation of the February 12, 2019 Medical Executive Committee)

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

INITIAL APPOINTMENTS

NAME	SPECIALTY	SERVICE	APPOINTMENT PERIOD
Matheis, Bill M., CRNA	Nurse Anesthetist	Anesthesia	03/01/2019 – 03/01/2021 Temporary privileges
Clark, Paula A., CRNA	Nurse Anesthetist	Anesthesia	03/01/2019 – 03/01/2021 Temporary privileges
Vu, Minh Q., CRNA	Nurse Anesthetist	Anesthesia	03/01/2019 – 03/01/2021 Temporary privileges
Mayerhofer, Alexa, CRNA	Nurse Anesthetist	Anesthesia	03/01/2019 – 03/01/2021 Temporary privileges
Barrett, Ian J., MD	Orthopedic Surgery	Surgical Specialties	03/01/2019 – 03/01/2021
Palaniappun, Senthil, MD	Radiology	Radiology	03/01/2019 – 03/01/2021
Otto, Emily P., AGACNP	Nurse Practitioner	Trauma	03/01/2019 – 03/01/2021 Temporary privileges
Obembe, Olufolajimi, MD	Teleradiology	Radiology	03/01/2019 – 03/01/2021

REAPPOINTMENTS

NAME	SPECIALTY/SERVICE	STAFF STATUS	REAPPOINTMENT PERIOD
Brook, Michael M., M.D. <i>Initial Appt: 5/04/2001</i>	Pediatric Cardiology/Pediatrics	Active	04/01/2019 – 04/01/2021
Coleman, Mary F., MD, MPH <i>Initial Appt: 4/03/2015</i>	Developmental-Behavioral Pediatrics / Pediatrics	Active	04/01/2019 – 04/01/2021
Dhillon, Pawanjit K., ACNP <i>Initial Appt: 4/03/2015</i>	Acute Care Nurse Practitioner / Trauma	AHP	04/01/2019 – 04/01/2021
Frank, Jacqueline, CRNA <i>Initial Appt: 4/11/2017</i>	Nurse Anesthetist / Anesthesia	AHP	04/01/2019 – 04/01/2021
Luba, Daniel G., M.D. <i>Initial Appt: 4/03/2009</i>	Gastroenterology / Medical Specialties	Active	04/01/2019 – 04/01/2021
Mobley, Sandra W., NP <i>Initial Appt: 4/03/2015</i>	Acute Care Nurse Practitioner / Trauma	AHP	04/01/2019 – 04/01/2021
Perez, Marlene, CRNA <i>Initial Appt: 4/11/2017</i>	Nurse Anesthetist / Anesthesia	AHP	04/01/2019 – 04/01/2021
Saglio, Stephen D., M.D. <i>Initial Appt: 12/03/1993</i>	Family Medicine – OB / Family Medicine	Active	04/01/2019 – 04/01/2021
Tapanes, Yoel W., CRNA <i>Initial Appt: 4/11/2017</i>	Nurse Anesthetist / Anesthesia	AHP	04/01/2019 – 04/01/2021

RELEASE FROM PROCTORING: Basic Proctoring

NAME	SPECIALTY	Service	RECOMMEND
Raymond, Rebecca, MD	Family Medicine - OB	Family Medicine	Recommend

CHANGES IN STAFF STATUS: The following practitioners have been transferred to the appropriate staff category.					
NAME	SPECIALTY	SERVICE	Current / Requested Status	REASON	
None					
REQUESTS FOR ADDITIONAL PRIVILEGES: The following practitioners have requested additional privileges and have completed additional training and/or have otherwise met the criteria. Approved privileges shall be granted for the remainder of the current appointment period.					
NAME	SPECIALTY	Privilege Requested		Recommend	
None					
VOLUNTARY RESIGNATIONS					
NAME	SPECIALTY	EFFECTIVE DATE		Recommend	
Blake, Heather J., CRNA	Nurse Anesthetist	01/28/2019		Acknowledge	
Harrison, Steven W., M.D.	Family Medicine	01/14/2019		Acknowledge	
Lieberman, Amara, MD	Dermatology	09/30/2018		Acknowledge	
Magana, Alejandro, PA-C	Physician Assistant	01/31/2019		Acknowledge	
Matsumoto, Joyce H., MD	Neurology	01/31/2019		Acknowledge	
Ushiba, James, MD	Orthopedics	03/01/2018		Acknowledge	
LOCUM TENENS: The following practitioners were granted locum tenens privileges.					
NAME	SPECIALTY	SERVICE	REASON	EFFECTIVE DATE	RECOMMEND
Palaniappun, Senthil, MD	Radiology	Radiology	Patient Care Need	1/15/19 – 1/23/19 2/1/19 – 2/6/19	Acknowledge