



**Finance Committee
Special Meeting
2019**

March 28, 2019



Finance Committee Special Meeting

Thursday, March 28, 2019

3:00 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 February 28, 2019. *Pages 5-8*

5. **Old Business**

- None

6. **New Business**

- Consent Items – Attachment A. *Pages 9-24*
Review and approve for consideration by the NMC Board of Trustees

Scheduled Items/Discussion Items

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

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment no. 3 to the agreement (A-13105) with Armanino, LLP dba AMF Media Group for public relations services, extending the agreement an additional one (1) year period (May 1, 2019 through April 30, 2020) for a revised full agreement term of May 1, 2016 through April 30, 2020, and adding \$316,500 for a revised total agreement amount not to exceed \$1,311,900. *Pages 25-26 (Andrea Rosenberg)*

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

- Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment no. 1 to the agreement with AFR Solutions, Inc. d/b/a Soriant Healthcare for professional consulting and implementation services related to Environmental Services department performance improvement initiatives, extending the agreement an additional two (2) year period (May 14, 2019 through May 13, 2021) for a revised full agreement term of May 14, 2018 through May 13, 2021, and adding \$100,000 for a revised total agreement amount not to exceed \$180,000.
- 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%) (\$8,000) of the original cost of the agreement. *Pages 27-28*
(Andrea Rosenberg)

9. Review and approve for consideration by the NMC Board of Trustees the following request which is in the final stages of negotiation:
- Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with BridgeHead Software, Inc. for maintenance and software services at NMC for an amount not to exceed \$17,719 with an agreement term of April 23, 2019 through March 31, 2020.
 - 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%) (\$1,772) of the original cost of the agreement per each amendment.
 - Approve the NMC Chief Executive Officer's recommendation to accept non-standard language and provisions within the agreement. *Pages 29-30 (Dr. Charles Harris)*

10. Review and Approve Financial Statements

Daniel Leon, CFO

- Receive and Approve February 2019 Financial Report. *Pages 31-43*
- Receive and Approve Operating Capital Budget for FY 2020.

11. Calendar for Next Finance Committee Meeting

- Thursday, April 25, 2019 at 3:30 PM.

12. 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 Special Meeting
Thursday March 28, 2019
Consent Items**

Attachment A

1. <i>Pages 9-10</i>	Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement (A-13194) with SPOK, Inc. for paging services, extending the agreement an additional three (3) year period (July 1, 2019 through June 30, 2022) for a revised full agreement term of July 1, 2016 through June 30, 2022, and adding \$198,000 for a revised total agreement amount not to exceed \$363,000.
2. <i>Pages 11-13</i>	Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 4 to the agreement (A-13241) with Mission Linen Supply for linen processing services per Request for Proposal (RFP) # 9600-65, extending the agreement an additional one (1) year period (July 1, 2019 through June 30, 2020) for a revised full agreement term of July 1, 2016 through June 30, 2020, and adding \$410,000 for a revised total agreement amount not to exceed \$1,900,000.
3. <i>Pages 14-15</i>	<ol style="list-style-type: none">a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute a Unified Participation Agreement with the American Heart Association, Inc. for program participation and stroke center accreditation, for an amount not to exceed \$4,837 for an initial one year term effective on March 19, 2019 which auto-renews annually unless either party provides a sixty (60) day written notice to terminate.b. Approve the NMC Chief Executive Officer's recommendation to accept non-standard indemnification, insurance, and limitations on liability provisions within the agreement.
4. <i>Pages 16-17</i>	Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment no. 4 to the agreement (A-13067) with Medical Information Technology, Inc. (MEDITECH) for the addition of a EMPI interface for the MEDITECH system at NMC, adding \$65,540 for a revised total agreement amount not to exceed \$233,649, and with an implementation term effective on April 30, 2019 through April 29, 2020, for a revised full agreement term of March 22, 2016 through April 29, 2020.
5. <i>Pages 18-19</i>	Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment no. 4 to the agreement (A-12637) with Intelligent Medical Objects, Inc. for software license and software support and maintenance services, extending the agreement an additional three (3) year period (May 1, 2019 through April 30, 2022) for a revised full agreement term of January 28, 2014 through April 30, 2022, and adding \$168,900 for a revised total agreement amount not to exceed \$388,860.
6. <i>Pages 20-21</i>	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 Cardiopulmonary Associates Medical Group (CPA) to provide pulmonary medicine and critical care services at NMC adding \$100,000, for a revised not to exceed amount of \$200,000 with no change to the agreement term of July 1, 2018 through June 30, 2020.

7.
Pages 22-24

- a. Authorize the Deputy Purchasing Agent of Natividad Medical Center to enter into revised Intergovernmental Transfer of Public Funds and Intergovernmental Transfer Assessment Fee agreements (collectively the "IGT Implementation Agreements") applicable to Fiscal Year 2016-17 between the County and the State DHCS, which extend the agreements' expiration date from June 30, 2019 to December 31, 2020.
- b. Authorize the Deputy Purchasing Agent of Natividad Medical Center to enter into subsequent revised IGT Implementation Agreements applicable to FY 2016-17, to increase the maximum amount of fund transfers by up to a total aggregate increased amount of \$1,200,000, should such increases be determined necessary upon completion of State DHCS' financial reconciliation under the applicable agreements.



Finance Committee Meeting

Thursday, February 28, 2019

3:30 PM

Steinbeck Room, Building 300

1441 Constitution Blvd.

MINUTES

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

Absent: None

NMC Staff/County: Daniel Leon, Jeanne-Ann Balza, Andrea Rosenberg, Dr. Craig Walls, Libby Downey, Nancy Buscher, Ari Entin, Julie Edgcomb, Vince Carr, Tracy Short, Susana Mendoza, Nancy Majewski

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 January 24, 2019.

MOTION: *Motion to approve the minutes of January 24, 2019 moved by Dr. Gary Gray, seconded by Dr. Charles Harris, and approved unanimously.*

5. Old Business

- None

6. New Business

- Consent Items – Attachment A.
Review and approve for consideration by the NMC Board of Trustees
- Director of Business Office Vince Carr Retirement

Daniel Leon

MOTION: *Motion to approve Consent Items for consideration by the NMC Board of Trustees, Attachment A, item 1 through item 4 moved by Marcia Atkinson, seconded by Dr. Charles Harris, 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 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.

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

8. Review and approve for consideration by the NMC Board of Trustees the following request which is in the final stages of negotiation:
- Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 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.
 - 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.

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

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

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 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.

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

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

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.

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

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

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.

MOTION: *Motion to approve Scheduled, item number 11, for consideration by the NMC Board of Trustees, moved by Marcia Atkinson, seconded by Dr. Charles Harris and approved unanimously.*

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

Authorize the 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

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

13. Review and Approve Financial Statements

Daniel Leon, CFO

- Receive and Approve January 2019 Financial Report.

MOTION: *Motion to accept the January 2019 Financial Reports moved by Marcia Atkinson, seconded by Dr. Charles Harris, and approved unanimously.*

14. Adjournment at 4:35pm

Mike Payne, Chair

Recorded by Noemi Ferguson



Finance Committee Meeting
Thursday February 28, 2019
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 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.</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%) (\$1202) of the original cost of the agreement per each amendment.</p>
2.	<p>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.</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%) (\$3,208) of the original cost of the agreement per each amendment.</p> <p>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.</p>
3.	<p>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.</p>
4.	<p>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.</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%) (\$50,000) of the original cost of the agreement.</p>

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Amendment No. 2 to SPOK Paging Services Agreement

Legistar Number: _____

..Title

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement (A-13194) with SPOK, Inc. for paging services, extending the agreement an additional three (3) year period (July 1, 2019 through June 30, 2022) for a revised full agreement term of July 1, 2016 through June 30, 2022, and adding \$198,000 for a revised total agreement amount not to exceed \$363,000.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement (A-13194) with SPOK, Inc. for paging services, extending the agreement an additional three (3) year period (July 1, 2019 through June 30, 2022) for a revised full agreement term of July 1, 2016 through June 30, 2022, and adding \$198,000 for a revised total agreement amount not to exceed \$363,000.

SUMMARY/DISCUSSION:

SPOK, Inc. has provided NMC hospital employees (including physicians and other patient care providers) internet capable pager services since July 2010. These services provide for constant twenty-four hours per day seven days a week (24/7) critical communication between the hospital and providers for patient care. Paging is considered the most reliable, survivable, and affordable way to communicate wirelessly. The paging service provides notification to physicians regarding patient's critical care needs, such as medication adjustment, condition change, discharge and transfers. The physicians' "on call" duties require them to be readily available within twenty minutes in order to meet patient care needs. The paging service also includes contacting patient care providers, such as laboratory, cardiopulmonary, and diagnostic imaging staff to immediately respond to patient care needs. Additionally the paging service notifies hospital maintenance personnel who are "on call" after normal business hours in the event of an urgent/emergency situation.

SPOK, Inc. is a preferred vendor for these services because of their experience with other hospital and medical care providers. NMC utilizes this vendor because of their extensive geographic range of coverage throughout Monterey, Santa Cruz, Santa Clara, San Luis Obispo and San Benito counties. NMC has not been able to find another pager company that provides the same level of coverage within our geographical region.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this amendment No. 2 as to legal form, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendment No. 2 has also been reviewed and approved by NMC's Finance Committee on March 28, 2019 and by its Board of Trustees on April 5, 2019.

FINANCING:

The cost for this amendment is \$198,000. \$66,000 is included in the Fiscal Year 2018-19 Adopted Budget for this agreement. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

Paging physicians and other staff at Natividad is an important method of communication regarding patient care as well as communication regarding urgent facility issues. Utilizing this form of communication keeps things running smoothly and efficiently at Natividad.

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

Prepared by: Tammie Ferguson, Supervising Communications Operator
Approved by: Gary R. Gray, DO, Chief Executive Officer, 783-2504

Attachments:

SPOK Inc. Amendment No. 2
SPOK Inc. Renewal and Amendment No. 1
SPOK Inc. Agreement for Paging Services

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Mission Linen Supply Amendment No. 4

Legistar Number: _____

..Title

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 4 to the agreement (A-13241) with Mission Linen Supply for linen processing services per Request for Proposal (RFP) # 9600-65, extending the agreement an additional one (1) year period (July 1, 2019 through June 30, 2020) for a revised full agreement term of July 1, 2016 through June 30, 2020, and adding \$410,000 for a revised total agreement amount not to exceed \$1,900,000.

..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. 4 to the agreement (A-13241) with Mission Linen Supply for linen processing services per Request for Proposal (RFP) # 9600-65, extending the agreement an additional one (1) year period (July 1, 2019 through June 30, 2020) for a revised full agreement term of July 1, 2016 through June 30, 2020, and adding \$410,000 for a revised total agreement amount not to exceed \$1,900,000.

SUMMARY/DISCUSSION:

NMC issued a Request for Proposal (RFP) # 9600-64 on March 16, 2016 to solicit for one or more new agreements for linen processing services and scrub rental services from qualified vendors. Upon a thorough selection process by NMC, Mission Linen Supply was found to be the most qualified vendor and was awarded an agreement to provide linen processing services and scrub rental services for NMC. The Board of Supervisors approved Agreement (A-13241) for a one (1) year period from July 1, 2016 through June 30, 2017 with an option to extend the Agreement for four (4) additional one year periods, and a total agreement amount not to exceed \$400,000 as stated in the RFP.

On May 9, 2017, the Board of Supervisors approved amendment no. 1 to extend the term of the agreement for an additional one (1) year period through June 30, 2018 to allow for services to continue, and to add an additional \$680,000 based on an increase in the annual projected spend from \$400,000 to \$540,000 for linen and scrub rental services. The initial agreement amount of \$400,000 was too low as NMC did not anticipate a significant increase in the volume of patients treated at the trauma center when the contract amount was projected for the RFP. The annual volume of patients treated at NMC has steadily increased since NMC's designation as a Level II Trauma Center in January 2015, which resulted in a greater demand for scrub rental services and linen processing services.

On May 8, 2018, the Board of Supervisors approved amendment no. 2 to extend the term of the agreement for an additional one (1) year period through June 30, 2019, to allow for services to continue, and to add an additional \$410,000 in funds for the additional year of services. As an acute care hospital, it is the policy of NMC to maintain a supply of clean linens for at least three (3) complete bed changes for the hospital's licensed bed capacity in which soiled/contaminated linen is handled as little as possible and with minimum of agitation to prevent microbial contamination of the air and persons handling the linen. In accordance with Title 22 California Code of Regulations (CCR) § 70825, The Joint Commission (TJC) regulations, as well as any other regulating agency

that oversees hospital day-to-day operations, NMC is required to utilize a commercial laundry processing service provider for laundry and linen services consisting mainly of scrubs, mats, and towels.

On February 13, 2019, NMC amended the agreement via amendment no. 3 to move to customer owned scrubs instead of rental scrubs to better control inventory and internal costs. Mission Linen Supply will still launder NMC's owned scrubs at a fixed cost of \$0.42 per piece. This will enable Natividad to maintain its own par levels in-house.

NMC is requesting approval to extend the agreement with Mission Linen Supply for an additional one (1) year period through June 30, 2020 to allow for services to continue, with a \$410,000 increase in funds for the additional year of service. Approval of the recommended action will allow Mission Linen Supply to continue providing NMC with linen processing services in accordance with the regulatory requirements as well as accommodate any unexpected volume increases. Having a reliable and available service provider is crucial in the NMC's day-to-day operations and will allow NMC to continue to have clean linens available to NMC patients, and clean scrubs available for the NMC staff.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this amendment No.4 as to legal form, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendment No. 4 has also been reviewed and approved by NMC's Finance Committee on March 28, 2019 and by its Board of Trustees on April 5, 2019.

FINANCING:

The cost for this amendment No. 4 is \$410,000 of which \$84,000 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:

The services rendered under this agreement enhance operations at the hospital by improving the patient experience, promoting a healthy environment, and also providing reliable and 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: Richard Magana, Director of Environmental Services, 783-2654

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

Attachments:

Mission Linen Supply Amendment 4
Mission Linen Supply Amendment 3
Mission Linen Supply Amendment 2

Mission Linen Supply Amendment 1
Mission Linen Supply Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

American Heart Association Unified Participation Agreement

Legistar Number: _____

..Title

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute a Unified Participation Agreement with the American Heart Association, Inc. for program participation and stroke center accreditation, for an amount not to exceed \$4,837 for an initial one year term effective on March 19, 2019 which auto-renews annually unless either party provides a sixty (60 day written notice to terminate.
- b. Approve the NMC Chief Executive Officer's recommendation to accept non-standard indemnification, insurance, and limitations on liability provisions within the agreement.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute a Unified Participation Agreement with the American Heart Association, Inc. for program participation and stroke center accreditation, for an amount not to exceed \$4,837 for an initial one year term effective on March 19, 2019 which auto-renews annually unless either party provides a sixty (60 day written notice to terminate.
- b. Approve the NMC Chief Executive Officer's recommendation to accept non-standard indemnification, insurance, and limitations on liability provisions within the agreement.

SUMMARY/DISCUSSION:

Utilizing the American Heart Association 'Get with the Guidelines' (GWTG) website will enable Natividad to benchmark successful care of stroke patients and follow evidence-based guidelines to improve patient outcomes. The GWTG website will provide a universal platform to gather, measure and extrapolate data and care performances at Natividad. GWTG will promote consistent adherence to the latest scientific treatment guidelines that achieve success in measurable patient outcomes and care process improvements.

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 March 28, 2019 and by its Board of Trustees on April 5, 2019.

FINANCING:

The cost for this agreement is \$4,837, all of which is included in the Fiscal Year 2018-19 Adopted Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This initiative will improve health outcomes for our community members who arrive at Natividad Medical Center with stroke symptoms by ensuring that Natividad is adhering to the latest scientific guidelines.

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

Prepared by: Dr. Charles Harris, Chief Medical Information Officer,
Approved by: Gary R. Gray, DO, Chief Executive Officer, 783-2504

Attachments:
American Heart Association, Inc. Unified Participation Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Medical Information Technology, Inc. Amendment No. 4

Legistar Number: _____

..Title

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment no. 4 to the agreement (A-13067) with Medical Information Technology, Inc. (MEDITECH) for the addition of a EMPI interface for the MEDITECH system at NMC, adding \$65,540 for a revised total agreement amount not to exceed \$233,649, and with an implementation term effective on April 30, 2019 through April 29, 2020, for a revised full agreement term of March 22, 2016 through April 29, 2020.

..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. 4 to the agreement (A-13067) with Medical Information Technology, Inc. (MEDITECH) for the addition of a EMPI interface for the MEDITECH system at NMC, adding \$65,540 for a revised total agreement amount not to exceed \$233,649, and with an implementation term effective on April 30, 2019 through April 29, 2020, for a revised full agreement term of March 22, 2016 through April 29, 2020.

SUMMARY/DISCUSSION:

Medical Information Technology, Inc. (MEDITECH) provides NMC with a Health Care Information System (HCIS) for Electronic Medical Records (EMRs) and is NMC's primary source of electronic patient data.

Because of the complexity of patient care and its documentation, there are some software application needs that are not provided by the MEDITECH suite of products. When these other software applications are required, it is necessary for these applications to exchange data with MEDITECH via interfaces. NMC currently has multiple active interfaces to and from MEDITECH and third party software such as our radiology imaging and storage system, Patient Archiving and Communication System (PACS) and our perinatal fetal monitoring system, Open Building Information Exchange (oBIX). As new specialized software becomes available or is required, NMC subsequently needs to interface these new applications with MEDITECH.

Natividad is partnering with the Health Department and Behavioral Health to implement an Electronic Master Patient Index (EMPI) in order to improve patient safety. According to recent studies, up to 60% of preventable patient deaths across the United States are attributable to patient misidentification, with much of that the result of duplicate records. The EMPI system will allow our three agencies to merge duplicate records, giving care providers a much more complete picture of a patient's health status. This interface will connect the County's new EMPI system to Natividad's EMR, thereby allowing the system to read and update patient data.

In addition to the \$65,540 cost of the EMPI interface and its implementation, there is an ongoing monthly maintenance/service fee. The cost for the ongoing maintenance for this new EMPI interface is \$500 monthly and was included as part of the annual MEDITECH maintenance costs presented to, and approved by, the Board of Supervisors on May 22, 2018. Therefore, this request is being presented for only the cost of the EMPI interface of \$65,540.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this amendment no. 4 as to legal form, and the Auditor-Controller has reviewed and approved as to payment provisions. This amendment no. 4 has also been reviewed and approved by NMC's Finance Committee on March 28, 2019 and by its Board of Trustees on April 5, 2019.

FINANCING:

The cost for this amendment no. 4 is \$65,540, all of which is included in the Fiscal Year 2018-19 Adopted Budget.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This amendment expands upon the existing MEDITECH interfaces agreement and further enhances its capabilities, leading to improved technological functionality and interconnectivity between various systems within NMC. This also contributes to a sound, secure and sustainable physical infrastructure and further enhances the healthcare experience for patients due to the seamless integration across systems.

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

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

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

Attachments:

Medical Information Technology, Inc. Amendment 4
Medical Information Technology, Inc. Amendment 3
Medical Information Technology, Inc. Amendment 2
Medical Information Technology, Inc. Amendment 1
Medical Information Technology, Inc. Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Intelligent Medical Objects, Inc. Amendment No. 4

Legistar Number: _____

..Title

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment no. 4 to the agreement (A-12637) with Intelligent Medical Objects, Inc. for software license and software support and maintenance services, extending the agreement an additional three (3) year period (May 1, 2019 through April 30, 2022) for a revised full agreement term of January 28, 2014 through April 30, 2022, and adding \$168,900 for a revised total agreement amount not to exceed \$388,860.

..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. 4 to the agreement (A-12637) with Intelligent Medical Objects, Inc. for software license and software support and maintenance services, extending the agreement an additional three (3) year period (May 1, 2019 through April 30, 2022) for a revised full agreement term of January 28, 2014 through April 30, 2022, and adding \$168,900 for a revised total agreement amount not to exceed \$388,860.

SUMMARY/DISCUSSION:

Intelligent Medical Object's (IMO)'s Clinical Interface Terminology is a software suite of vocabulary products that provide electronic mapping and standard nomenclature to help NMC manage the complexities of searching and obtaining the myriad of codes from most code standards. Using standard nomenclature is necessary to effectively build reports and was implemented in 2014 to meet the requirements of Meaningful Use, as dictated by Centers of Medicare and Medicaid Services (CMS) and the Health Information and Technology for Economic Health Act (HITECH). Using electronic mapping and standard nomenclature is also critical for revenue recoupment with the required implementation of International Statistical Classification of Diseases and Related Health Problems (ICD-10).

MEDITECH, NMC's Electronic Health Record, has collaborated with IMO to incorporate IMO's mapping software Meditech. MEDITECH subsequently has required all Client/Server facilities, including NMC, to purchase IMO. MEDITECH is not accommodating other mapping and standard nomenclature vendors and IMO is the required vendor pursuant to MEDITECH's contracts and rules.

IMO provides mapping dictionaries that allow for user-friendly vocabularies that contain user-specific and familiar words and phrases, enabling clinicians and information management professionals to find and record the terms they need quickly and easily. IMO then crosslinks to required standardized vocabularies such as Systematized Nomenclature of Medicine (SNOMED) and ICD-9 and 10 codes that help to connect to the patient record, administrative information, academic references, and consumer information. IMO then allows for appropriate electronic mapping for decision support, billing, and information for providers and patients.

This amendment no. 4 will extend the term for an additional three (3) years to April 30, 2022 with no changes to scope.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this amendment no. 4 as to legal form, and the Auditor-Controller has reviewed and approved as to payment provisions. This amendment no. 4 has also been reviewed and approved by NMC's Finance Committee on March 28, 2019 and by its Board of Trustees on April 5, 2019.

FINANCING:

The cost for this amendment no. 4 is \$168,900, of which \$54,400 is included in the Adopted Budget for Fiscal Year 2018-19. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This agreement brings improved technological capabilities and functionality to Natividad, enhancing and strengthening its technological infrastructure which fosters a sound, secure, and sustainable physical infrastructure.

- ☐ 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:

Intelligent Medical Objects Inc Amendment 4
Intelligent Medical Objects Inc Amendment 3
Intelligent Medical Objects Inc Amendment 2
Intelligent Medical Objects Inc Amendment 1
Intelligent Medical Objects Inc Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Cardiopulmonary Associates Medical Group 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 Cardiopulmonary Associates Medical Group (CPA) to provide pulmonary medicine and critical care services at NMC adding \$100,000, for a revised not to exceed amount of \$200,000 with no change to the agreement term of July 1, 2018 through June 30, 2020.

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 Cardiopulmonary Associates Medical Group (CPA) to provide pulmonary medicine and critical care services at NMC adding \$100,000, for a revised not to exceed amount of \$200,000 with no change to the agreement term of July 1, 2018 through June 30, 2020.

SUMMARY/DISCUSSION:

NMC operates an intensive care unit (ICU) for the care and treatment of hospitalized patients facing life-threatening illness or injury. In order to ensure 24 hour a day coverage of the ICU, it requires a team of critical care physicians, known as intensivists. CPA provides two board certified pulmonary medicine and critical care physicians to cover daily rounding in the ICU as needed to cover for employed physicians who were not available (e.g., vacation; illness; continuing medical education; etc.). CPA provided more services during the first twelve months of the agreement which caused them to nearly reach the agreement not to exceed amount, therefore NMC wishes to amend the agreement to add funds so that CPA can continue to provide services as needed. CPA is paid a daily rate for services. The amount of services provided are dependent on the need for coverage, the daily rate does not change. 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 \$100,000. The total not to exceed amount of the Agreement is \$200,000 for the period July 1, 2018 to June 30, 2020 (24 months). \$100,000 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

..Title

TITLE:

- a. Authorize the Deputy Purchasing Agent of Natividad Medical Center to enter into revised Intergovernmental Transfer of Public Funds and Intergovernmental Transfer Assessment Fee agreements (collectively the "IGT Implementation Agreements") applicable to Fiscal Year 2016-17 between the County and the State DHCS, which extend the agreements' expiration date from June 30, 2019 to December 31, 2020.
- b. Authorize the Deputy Purchasing Agent of Natividad Medical Center to enter into subsequent revised IGT Implementation Agreements applicable to FY 2016-17, to increase the maximum amount of fund transfers by up to a total aggregate increased amount of \$1,200,000, should such increases be determined necessary upon completion of State DHCS' financial reconciliation under the applicable agreements.

..Report

RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Authorize the Deputy Purchasing Agent of Natividad Medical Center to execute one or more revised agreements applicable to Fiscal Year 2016-17 with the California Department of Health Care Services (State DHCS), which enable the provision of public funds for use as the nonfederal share of supplemental Medi-Cal managed care capitation rate payments to the Central California Alliance for Health (CCAH), (1) extending the term of the 2015-16 – 2016-17 Intergovernmental Agreement Regarding Transfer of Public Funds (Rate Range), State DHCS No. 16-93676, by eighteen months to facilitate completion of necessary financial reconciliations by State DHCS; and (2) increasing the maximum limit on total fund transfers for Fiscal Year 2016-17 by an amount up to \$900,000, to the extent such increase is determined necessary upon completion of State DHCS' financial reconciliation under the agreement;
- b. Authorize the Deputy Purchasing Agent of Natividad Medical Center to execute one or more revised agreements with California Department of Health Care Services (State DHCS), which implements the assessment fee associated with the 2015-16 – 2016-17 Intergovernmental Agreement Regarding Transfer of Public Funds (Rate Range) pursuant to Welfare and Institutions Code section 14301.4, (1) extending the term of the 2015-16 – 2016-17 Intergovernmental Transfer Assessment Fee Agreement, State DHCS No. 16-93707, by eighteen months to facilitate completion of necessary financial reconciliations by State DHCS; and (2) enabling an increase to fund transfers for the assessment fee for Fiscal Year 2016-17 by an amount up to \$180,000, to the extent such increase is determined necessary upon completion of State DHCS' financial reconciliation under the agreement; and
- c. Authorize the Deputy Purchasing Agent of Natividad Medical Center to execute one or more revised agreement(s) applicable to Fiscal Year 2016-17 with California Department of Health Care Services (State DHCS), (1) extending the term of the January 1, 2017 through June 30, 2017 Intergovernmental Agreement Regarding Transfer of Public Funds (Rate Range), State DHCS No. 16-93925, by eighteen months to facilitate completion of necessary financial reconciliations by State DHCS; and (2) increasing the maximum limit

on total fund transfers for Fiscal Year 2016-17 by an amount up to \$120,000, to the extent such increase is determined necessary upon completion of State DHCS' financial reconciliation under the agreement.

SUMMARY/DISCUSSION:

DHCS administers the Medi-Cal program, under which health care services are provided to qualified low-income persons. Inpatient and outpatient hospital services are a covered benefit under the Medi-Cal program, subject to utilization controls. Existing law provides for Medi-Cal payments to hospitals.

CCAH, or the Plan, is a County Organized Health System, formed pursuant to Welfare and Institutions Code section 14087.54 and Monterey County Code section 2.45.010. CCAH is authorized by the State of California and Monterey County as the Medi-Cal managed care plan for Monterey County.

CCAH entered into a contract with the State DHCS to arrange and pay for the provision of covered health care items and services to Medi-Cal eligible beneficiaries residing in Monterey, Santa Cruz, and Merced Counties. CCAH has an existing agreement with Natividad to provide clinical and other medical care services covered by Medi-Cal to enrollees of the Plan for hospital and emergency room care.

An IGT is an elective transfer of eligible local dollars to the State DHCS in support of the Medi-Cal program, which is authorized in accordance with Section 14164 and other provisions of the Welfare and Institutions Code. If the State accepts the transfer, the State shall obtain Federal Financial Participation ("FFP") to the full extent permitted by federal law. The local fund transfers are effectuated pursuant to an IGT agreement for each type of payment and an IGT fee assessment agreement that are entered into between the State DHCS and the participating public provider/entity. In the past, Natividad has provided IGTs to DHCS in support of the Medi-Cal managed care program, which resulted in increased Medi-Cal payments to the local County Organized Health System, which, in Monterey County, is the CCAH. The opportunity to participate in providing such voluntary IGTs allows for the use of local dollars to make increased payments from plans available to public providers such as NMC to preserve and strengthen the availability and quality of services provided by such providers.

Natividad participated in the voluntary IGT program relating to the Medi-Cal managed care capitation rate range for the 2016-17 rate year and has received approximately \$10,757,900 of supplemental payments. The IGT Implementation Agreements were previously executed by the County and State DHCS with a termination date of June 30, 2019.

State DHCS has requested that the participating public entities in the voluntary IGT program for Fiscal Year 2016-17 extend the expiration date of the IGT Implementation Agreements from June 30, 2019, to December 31, 2020, to enable it sufficient time to complete necessary financial reconciliations of payments to the plans and supporting IGTs. In order to effectuate these amendments prior to their current expiration date, State DHCS has indicated it must receive signed copies of the three applicable agreements (AB85 IGT Agreement, IGT Transfer

Assessment Fee, and Rate Range IGT Agreement) by April 30, 2019. No other change is being requested by State DHCS at this time, however, should State DHCS determine upon completion of the reconciliations that additional IGTs are needed from Natividad, the applicable agreements subsequently may need to be amended to increase Natividad's maximum IGT commitment amounts. The source of the transferred funds will continue to be Natividad, and not the County's General Fund.

OTHER AGENCY INVOLVMENT:

County Counsel has reviewed and approved the revised IGT Implementation Agreements as to legal form provisions. The Auditor-Controller has reviewed and approved these revised IGT Implementation Agreements as to fiscal provisions. The revised IGT Implementation Agreements attached to this board report have been reviewed and approved by the Natividad Finance Committee on March 28, 2019 and by Natividad's Board of Trustees on April 5th, 2019.

FINANCING:

The expected IGT transfer will be financed by NMC. There is no impact to the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This agreement provides the nonfederal share and assessment fee previously calculated and pending of final reconciliation to State /DHCS. The nonfederal share and assessment fee are necessary to obtain the federal matching dollars to improve and continue the financing of Medi-Cal care services in Monterey County. The participation of Natividad in the Rate Range program secures federal dollars that otherwise would be offered to other providers in the community in the event of Natividad opting out of the program year.

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

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

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

Attachments:

2015-16 – 2016-17 Intergovernmental Transfer Assessment Fee Agreement (#16-93707 A1)

2015-16 – 2016-17 Intergovernmental Agreement Regarding Transfer of Public Funds (Rate Range) (#16-93676 A1)

2015-16 -- 2016-17 Intergovernmental Agreement Regarding Transfer of Public Funds (Rate Range AB85) (#16-93925 A1)

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Armanino, LLP dba AMF Media Group 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-13105) with Armanino, LLP dba AMF Media Group for public relations services, extending the agreement an additional one (1) year period (May 1, 2019 through April 30, 2020) for a revised full agreement term of May 1, 2016 through April 30, 2020, and adding \$316,500 for a revised total agreement amount not to exceed \$1,311,900.

..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-13105) with Armanino, LLP dba AMF Media Group for public relations services, extending the agreement an additional one (1) year period (May 1, 2019 through April 30, 2020) for a revised full agreement term of May 1, 2016 through April 30, 2020, and adding \$316,500 for a revised total agreement amount not to exceed \$1,311,900.

SUMMARY/DISCUSSION:

AMF Media Group (AMF) is a full-service marketing and communications agency based in San Ramon, California with a local Central Coast office in San Luis Obispo. The award-winning public relations division of AMF has brought a diverse wealth of experience and skills to strategic public relations services at Natividad over the past three years. In addition to Natividad, AMF has a proven track record working with public and private health care systems, e.g. Alameda Health System, Kern Medical Center, Good Samaritan Hospital in San Jose, and Kaiser Permanente.

AMF has worked collaboratively with NMC in media relations to place positive stories about Natividad raising the public's perception of the organization beyond that of a safety net hospital, establishing Natividad as a thought leader on health care issues, and highlighting Natividad's credentials through the implementation of community education campaigns on living a healthier lifestyle.

In May 2018 AMF assisted us with launching our own health care magazine, Peak Health. Some highlights from Peak Health included patient testimonials from our award winning Acute Rehabilitation Unit and Level II Trauma service and stories about our Diabetes Education Center and our top notch Women's and Children's services. The magazine is both in English and Spanish and available on our website.

AMF services for the upcoming term of this agreement will include the following:

- Developing and promoting of story ideas with media that support the growth initiatives and strategic service areas of Natividad
- Co-managing of communication lines between Natividad and the media
- Partnering with the Natividad communications team to provide content support
- Consulting on Natividad's news agenda
- Writing and distribution of press releases

- Managing media calls and requests from reporters
- Providing regular monitoring metrics and reporting on all public relations activities
- Providing Crisis Communications Support Services
- Providing Media Training
- Production of Peak Health magazine on a semi-annual basis (AMF will serve as managing editor, reporter and photographer for the magazine. AMF and Natividad will partner on story selection and production).

This agreement is not exclusive as NMC has agreements with other agencies for public relations consultation.

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. This amendment no. 3 has also been reviewed and approved by NMC's Finance Committee on March 28, 2019 and by its Board of Trustees on April 5, 2019.

FINANCING:

The cost for this amendment no. 3 is \$316,500, of which \$52,750 is included in the Adopted Budget for Fiscal Year 2018-19 and \$263,750 shall be included in the FY19-20 Recommended Budget.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The services rendered in this agreement help promote access and awareness to health services.

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

Prepared by: Andrea Rosenberg, Hospital Assistant Administrator, 783-2562

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

Attachments:

Armanino LLP dba AMF Media Group Amendment 3
 AMF Media Group Amendment 2
 AMF Media Group Renewal and Amendment 1
 AMF Media Group Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

AFR Solutions, Inc. d/b/a Soriant Healthcare 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 AFR Solutions, Inc. d/b/a Soriant Healthcare for professional consulting and implementation services related to Environmental Services department performance improvement initiatives, extending the agreement an additional two (2) year period (May 14, 2019 through May 13, 2021) for a revised full agreement term of May 14, 2018 through May 13, 2021, and adding \$100,000 for a revised total agreement amount not to exceed \$180,000.
- 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%) (\$8,000) 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 AFR Solutions, Inc. d/b/a Soriant Healthcare for professional consulting and implementation services related to Environmental Services department performance improvement initiatives, extending the agreement an additional two (2) year period (May 14, 2019 through May 13, 2021) for a revised full agreement term of May 14, 2018 through May 13, 2021, and adding \$100,000 for a revised total agreement amount not to exceed \$180,000.
- 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%) (\$8,000) of the original cost of the agreement.

SUMMARY/DISCUSSION:

AFR Solutions, Inc. d/b/a Soriant Healthcare (Soriant) is a provider of support service solutions for the health care industry offering professional and strategic consulting services to identify and implement sustainable operational improvements.

Natividad has engaged Soriant to provide Natividad's Environmental Services (EVS) with consulting services that includes an in-depth assessment of the department primarily focusing on Quality Assurance, Labor/Personnel, Cleanliness, and the cost structure. Upon completion of the assessment, Soriant also provided Natividad with the development of implementing solutions for certain identified areas. This amendment adds additional EVS consulting services which will allow Soriant to help Natividad implement solutions identified. This amendment is also being executed to cover any additional EVS-related consulting needs Natividad may have including temporary interim management services should a need arise.

Approval of the recommended action to extend the term for an additional 2 years and add an additional \$100,000 will allow Natividad to continue its working relationship with Soriant to optimize EVS operations.

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. This amendment no. 1 has also been reviewed and approved by NMC's Finance Committee on March 28, 2019 and by its Board of Trustees on April 5, 2019.

FINANCING:

The cost for this amendment no. 1 is \$100,000, of which \$8,000 has been included in the Adopted Budget for FY18-19. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This agreement is for executive level consulting services for the Environmental Services department to promote a hospital that practices efficient and effective resource management, the outcome of which, will enhance operations at the hospital and improve the patient experience.

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

Prepared by: Andrea Rosenberg, Hospital Assistant Administrator, 783-2562

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

Attachments:

AFR Solutions Inc dba Soriant Healthcare Amendment 1

AFR Solutions Inc dba Soriant Healthcare Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

BridgeHead Software, Inc.

Legistar Number:

..Title

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with BridgeHead Software, Inc. for maintenance and software services at NMC for an amount not to exceed \$17,719 with an agreement term of April 23, 2019 through March 31, 2020.
- 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%) (\$1,772) of the original cost of the agreement per each amendment.
- c. 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 BridgeHead Software, Inc. for maintenance and software services at NMC for an amount not to exceed \$17,719 with an agreement term of April 23, 2019 through March 31, 2020.
- 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%) (\$1,772) of the original cost of the agreement per each amendment.
- c. Approve the NMC Chief Executive Officer's recommendation to accept non-standard language and provisions within the agreement.

SUMMARY/DISCUSSION:

Natividad uses BridgeHead's Medical Information Technology, Inc. (MEDITECH) Backup and Protection products to ensure our MEDITECH Health Care Information System (HCIS) is fully protected and recoverable in the event of a system outage, data corruption or loss, or major disaster. BridgeHead software has been utilized at Natividad for a number of years, previously purchased through a reseller, and is only one of two vendors certified by MEDITECH to provide this service.

MEDITECH is NMC's primary Electronic Health Record (EHR) software system and therefore NMC's primary source of electronic patient data. This critical application underpins Natividad's entire operations. As a result, it is essential that the appropriate safeguards are put in place to ensure the application and its data is fully protected and recoverable in the event of a system outage, data corruption or loss, or major disaster.

NMC is currently seeking Board approval to enter an agreement with BridgeHead Software in order to continue to use this software for an additional one year period.

This agreement underwent extensive vetting by County approvers. There are numerous technical aspects and non-standard risk provisions that were negotiated, such as, Indemnification, Warranty Disclaimer, Limitations on Liability, Limitations on Damages, Limitation on Statute of Limitations,

and Choice of Law.

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 March 28, 2019 and by its Board of Trustees on April 5, 2019.

FINANCING:

The cost for this agreement is \$17,718.80, which is included in the Fiscal Year 2018-19 Adopted Budget. There is no impact to the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This agreement is for a software system which improves data processing at NMC. The use of this system directly contributes to a more efficient and effective use of resources within the organization.

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

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

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

Attachments:

BridgeHead Software, Inc. Agreement

Attachments on file with the Clerk of the Board

FINANCIAL STATEMENTS

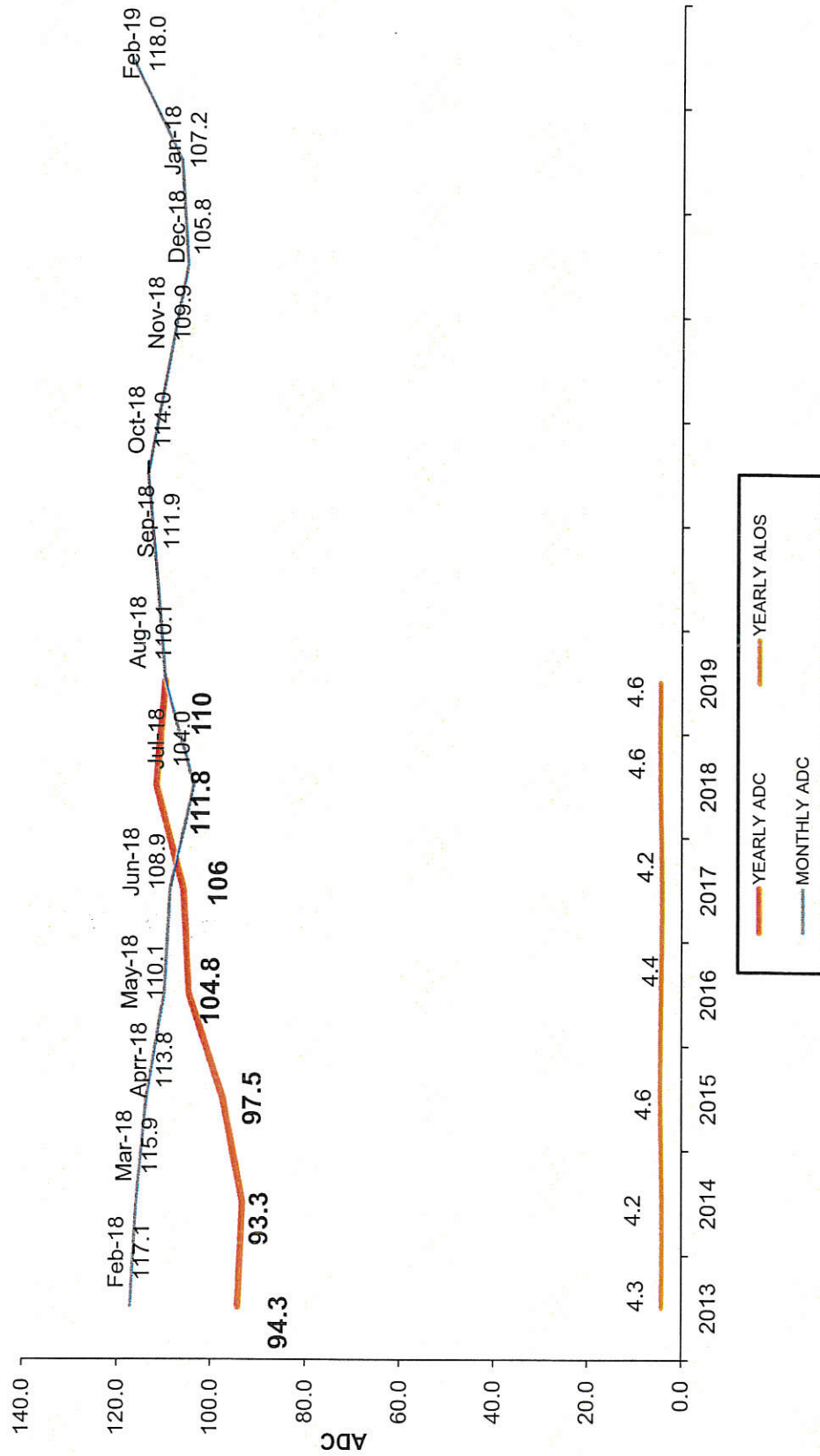
FEBRUARY 28, 2019

FINANCIAL STATEMENTS

FEBRUARY 28, 2019

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NATIVIDAD

STATISTICAL REPORT

FEBRUARY, 2019

Month-To-Date					Year-To-Date					
12-18	01-19	02-19	Budget		Budget	Current	Prior Yr	%		
PT DAYS BY SERVICE					STAFFED BEDS	CY/PY				
1	313	163	286	217	NICU	15	1,881	2,160	1,875	15.20%
2	1,320	1,415	1,289	1,292	Med/Surg	61	11,211	10,722	11,541	-7.10%
3	181	221	206	192	ICU	10	1,663	1,732	1,664	4.09%
4	83	67	79	62	Peds	12	536	595	557	6.82%
5	712	692	662	618	Acute Rehab	24	5,361	5,398	5,371	0.50%
6	365	310	352	347	OB/Gyn	27	3,012	2,721	2,956	-7.95%
7	2,974	2,868	2,874	2,728	TOTAL ACUTE	149	23,664	23,328	23,964	-2.65%
8	306	454	431	365	Psychiatric	19	3,164	3,396	3,158	7.54%
9	3,280	3,322	3,305	3,093	TOTAL DAYS	168	26,828	26,724	27,122	-1.47%
10	330	315	285	290	Nursery	18	2,516	2,383	2,455	-2.93%
AVERAGE DAILY CENSUS										
11	73.0	70.2	79.0	75.3	Acute	125	75.3	73.8	76.5	-3.53%
12	23.0	22.3	23.6	22.1	Acute Rehab	24	22.1	22.2	22.1	0.45%
13	9.9	14.6	15.4	13.0	Psychiatric	19	13.0	14.0	13.0	7.69%
14	105.8	107.2	118.0	110.4	TOTAL	168	110.4	110.0	111.6	-1.43%
15	10.6	10.2	10.2	10.4	Nursery	18	10.4	9.8	10.1	-2.97%
PERCENTAGE OF OCCUPANCY										
16	58.4%	56.2%	63.2%	60.2%	Acute		60.2%	59.0%	61.2%	-3.5%
17	95.8%	92.9%	98.3%	92.1%	Acute Rehab		92.1%	92.5%	110.5%	-16.3%
18	52.1%	76.8%	81.1%	68.4%	Psychiatric		68.4%	73.7%	68.4%	7.7%
19	63.0%	63.8%	70.2%	65.7%	TOTAL		65.7%	65.5%	68.0%	-3.8%
20	58.9%	56.7%	56.7%	57.8%	Nursery		57.8%	54.4%	56.1%	-3.0%
ADMISSIONS										
21	593	660	582	574	Acute		4,979	4,944	4,973	-0.58%
22	51	60	46	43	Acute Rehab		375	429	380	12.89%
23	50	67	62	57	Psychiatric		494	499	472	5.72%
24	694	787	690	674	TOTAL		5,848	5,872	5,825	0.81%
25	189	194	174	166	Nursery		1,442	1,427	1,403	1.71%
26	193	198	182	196	Deliveries		1,701	1,480	1,450	2.07%
DISCHARGES										
27	617	663	605	574	Acute		4,979	5,076	5,089	-0.26%
28	55	57	47	43	Acute Rehab		375	424	378	12.17%
29	54	58	61	57	Psychiatric		494	495	465	6.45%
30	726	778	713	674	TOTAL		5,848	5,995	5,932	1.06%
31	176	178	159	164	Nursery		1,421	1,288	1,282	0.47%
AVERAGE LENGTH OF STAY										
32	4.7	4.2	4.8	4.6	Acute(Hospital wide no babies)		4.6	4.6	4.7	-2.13%
33	14.0	11.5	14.4	14.4	Acute Rehab		14.3	12.6	14.1	-10.64%
34	2.6	2.3	2.6	2.6	OB/Gyn		2.6	2.5	2.7	-7.41%
35	6.1	6.8	7.0	6.4	Psychiatric		6.4	6.8	6.7	1.49%
36	1.7	1.6	1.6	1.7	Nursery		1.7	1.7	1.7	0.00%
OUTPATIENT VISITS										
37	3,741	3,913	4,347	3,453	Emergency Room		29,968	31,728	35,417	-10.42%
38	388	456	456	399	ER Admits		3,458	3,487	3,442	1.31%
39	55.9%	57.9%	66.1%	59.2%	ER Admits as a % of Admissions		59.1%	59.4%	59.1%	0.50%
40	5,305	6,312	5,988	5,476	Clinic Visits		47,525	48,932	46,471	5.30%
ANCILLARY PROCEDURES BILLED										
41	44,231	47,764	40,771	39,697	Lab Tests		344,513	367,428	353,413	3.97%
42	3,247	3,283	3,452	2,900	Radiology Procedures		25,164	27,786	25,564	8.69%
43	157	187	198	175	MRI Procedures		1,514	1,593	1,488	7.06%
44	110	125	159	102	Nuclear Med Procedures		880	1,028	814	26.29%
45	1,005	975	928	842	Ultrasound Procedures		7,311	8,434	8,252	2.21%
46	1,319	1,269	1,211	1,199	CT Scans		10,404	11,765	11,457	2.69%
47	272	314	285	310	Surgeries		2,480	2,796	2,818	-0.78%
48	8.61	8.33	7.60	7.66	FTE'S PER AOB		7.66	8.19	7.62	7.48%
49	1,293.8	1,279.4	1,293.8	1,200.5	TOTAL PAID FTE'S		1,200.5	1,292.7	1,209.9	6.84%
50	4,656	4,760	4,769	4,393	ADJUSTED PATIENT DAYS		38,096	38,325	38,587	-0.68%

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													
Revenue:													
1 Inpatient	\$ 64,473,380	\$ 71,901,255	\$ 66,786,949	\$ 72,616,703	\$ 67,018,471	\$ 63,859,557	\$ 66,670,217	\$ 64,088,556	\$ -	\$ -	\$ -	\$ -	\$ 537,415,098
2 Pro Fees	1,572,206	1,769,731	1,475,144	2,512,622	1,314,466	1,809,675	2,253,687	2,532,122	-	-	-	-	15,239,653
3 Outpatient	29,913,075	33,743,075	28,280,118	32,483,101	28,742,317	27,406,124	29,827,369	29,514,788	-	-	-	-	239,909,892
4 Deductions from revenue	95,958,671	107,413,986	96,542,211	107,612,426	97,075,254	93,075,356	98,751,273	96,135,466	-	-	-	-	792,564,643
5 Contractual Deductions	70,756,336	74,819,777	72,913,275	82,639,436	74,549,026	70,091,707	77,725,120	71,334,155	-	-	-	-	594,828,832
6 Bad Debt	4,776,136	3,750,055	2,609,855	2,540,065	947,672	3,319,574	280,000	4,215,366	-	-	-	-	22,438,523
7 Unable to Pay	344,030	350,912	345,098	610,585	570,940	245,187	78,497,801	273,548	-	-	-	-	3,232,981
8 Total Contractual Discounts	75,876,502	78,920,744	75,868,028	85,790,086	76,067,638	73,656,488	78,497,801	75,823,069	-	-	-	-	620,500,336
9 Net Patient Revenue	20,082,169	28,493,242	20,674,183	21,822,340	21,007,616	19,418,888	20,253,472	20,312,397	-	-	-	-	172,064,307
10 As a percent of Gross Revenue	20.93	26.53%	21.41%	20.28%	21.64%	20.86%	20.51%	21.13%	-	-	-	-	21.71%
11 Total Government Funding	4,482,724	6,075,362	4,673,373	4,297,874	4,853,550	4,663,910	4,749,676	4,356,164	-	-	-	-	37,952,633
Other Operating Revenue:													
12 Rent Income	118,471	131,766	198,583	124,907	125,001	109,276	109,275	109,276	-	-	-	-	1,026,555
13 Interest Income	126,000	983,306	126,000	340,489	126,000	126,000	304,000	126,000	-	-	-	-	2,257,795
14 NMF Contribution	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	-	-	-	-	480,000
15 Other Income	230,650	316,343	279,568	556,471	302,801	211,571	269,099	285,755	-	-	-	-	2,432,258
16 Total Other Operating Revenue	535,121	1,491,415	664,151	1,081,867	613,802	506,847	742,374	561,031	-	-	-	-	6,196,608
17 TOTAL REVENUE	25,100,014	36,060,019	26,011,707	27,202,081	26,274,968	24,589,645	25,745,522	25,229,592	-	-	-	-	216,213,548
EXPENSE													
18 Salaries, Wages & Benefits	14,293,172	13,873,837	14,016,741	14,433,536	13,395,844	14,029,215	14,206,834	13,822,709	-	-	-	-	112,072,888
19 Registry	353,506	420,445	399,584	522,356	556,263	332,677	488,267	311,916	-	-	-	-	3,385,014
20 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	3,081,239	-	-	-	-	24,746,484
21 Purchased Services	2,289,056	2,639,690	2,999,644	2,938,736	2,564,672	3,003,715	3,160,938	2,832,995	-	-	-	-	22,449,436
22 Supplies	1,991,987	2,610,211	2,132,523	2,606,981	2,111,299	1,964,031	2,076,653	2,403,371	-	-	-	-	17,905,056
23 Insurance	217,205	217,205	217,205	217,205	217,204	217,205	217,205	217,205	-	-	-	-	1,737,639
24 Utilities and Telephone	153,964	292,473	295,416	282,957	297,921	295,095	298,138	284,226	-	-	-	-	2,180,190
25 Interest Expense	196,259	196,026	196,026	196,026	196,025	196,027	196,025	196,025	-	-	-	-	1,568,510
26 Depreciation & Amortization	984,657	953,069	997,679	995,749	995,115	997,316	1,021,914	1,028,683	-	-	-	-	7,978,202
27 Other Operating Expense	386,921	501,686	464,479	548,090	726,439	510,780	545,646	482,485	-	-	-	-	4,166,526
28 TOTAL EXPENSE	23,860,326	24,853,137	24,757,064	25,837,590	24,099,816	24,535,397	25,585,761	24,680,854	-	-	-	-	198,189,945
29 NET INCOME(LOSS)	1,239,688	11,206,882	1,254,643	1,364,491	2,175,152	54,248	159,761	568,738	-	-	-	-	18,023,603
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	\$ 2,175,152	\$ 54,248	\$ 159,761	\$ 568,738	\$ -	\$ -	\$ -	\$ -	\$ 11,810,095
CAPITAL CONTRIBUTIONS													
35 County Contribution	-	-	-	-	-	-	-	-	-	-	-	-	-
36 CHANGE IN NET ASSETS	\$ 1,239,688	\$ 11,206,882	\$ 1,254,643	\$ 1,364,491	\$ 2,175,152	\$ 54,248	\$ 159,761	\$ 568,738	\$ -	\$ -	\$ -	\$ -	\$ 18,023,603

NATIVIDAD

CAPITAL CONTRIBUTIONS

NATIVIDAD
STATEMENT OF REVENUES AND EXPENSES & CHANGES IN NET ASSETS PER ADJUSTED PATIENT DAY
AS OF FEBRUARY 28, 2019

	CURRENT MONTH				YEAR -TO -DATE				UNAUDITED	
			Variance fav. (unfav)				Variance fav. (unfav)			
	Actual	Budget	\$ VAR.	% VAR	Actual	Budget	\$ VAR.	% VAR	Prior Yr Average	
	4,769	4,393	376	8.6%	38,325	38,096	229	0.6%	38,699	
	REVENUE				ADJUSTED PATIENT DAYS					
1	\$ 13,438	\$ 15,050	\$ (1,613)	(10.7)	\$ 14,023	\$ 13,884	\$ 138	1.0%	\$ 13,898	
2	531	489	62	13.3	398	432	(35)	(8.0)	456	
3	6,189	6,714	(525)	(7.8)	6,260	6,194	66	1.1	6,068	
4	20,158	22,233	(2,076)	(9.3)	20,680	20,511	169	0.8	20,421	
	Patient Revenue:									
5	14,957	16,717	1,759	10.5	15,521	15,422	(99)	(0.6)	15,435	
6	884	796	(88)	(11.0)	585	735	149	20.3	555	
7	57	162	105	64.7	84	150	65	43.6	131	
8	15,898	17,675	1,777	10.1	16,190	16,306	115	0.7	16,121	
9	4,259	4,558	(299)	(6.6)	4,490	4,205	285	6.8	4,300	
10	21.13%	20.50%			21.71%	20.50%			21.06%	
	Net Patient Revenue									
	As a percent of Gross Revenue									
	Total Government Funding									
11	913	1,022	(108)	(10.6)	990	943	48	5.0	1,138	
	Other Operating Revenue:									
12	23	24	(1)	(6.0)	27	22	4	19.2	32	
13	26	19	7	39.3	59	17	41	236.6	31	
14	13	14	(1)	(7.9)	13	13	(0)	(0.6)	12	
15	56	58	(2)	(4.1)	63	54	10	18.4	124	
16	118	115	3	2.2	162	106	56	52.3	200	
17	5,290	5,695	(405)	(7.1)	5,642	5,254	388	7.4	5,638	
	TOTAL REVENUE									
	EXPENSE									
18	2,898	2,993	95	3.2	2,924	2,761	(163)	(5.9)	2,668	
19	65	30	(35)	(118.3)	88	28	(61)	(219.6)	89	
20	646	671	25	3.8	646	619	(26)	(4.2)	625	
21	598	744	146	19.6	586	687	101	14.7	570	
22	504	479	(25)	(5.2)	467	442	(25)	(5.7)	447	
23	46	48	3	5.3	45	44	(1)	(2.2)	41	
24	55	68	12	18.2	57	62	6	9.0	54	
25	41	47	6	13.0	41	44	3	6.1	42	
26	216	213	(2)	(1.1)	208	197	(11)	(5.8)	205	
27	101	127	26	20.1	109	117	8	7.0	110	
28	5,171	5,421	250	4.6	5,171	5,001	(170)	(3.4)	4,851	
	TOTAL EXPENSE									
29	119	274	(155)	(56.4)	470	253	218	86.2	787	
	NET INCOME(LOSS)									
30										
	CAPITAL CONTRIBUTIONS									
31	-	-	-	-	-	-	-	-	-	
32	-	-	-	-	-	-	-	-	-	
33	-	-	-	-	-	-	-	-	-	
	County Contribution									
34	\$ 119	\$ 274	\$ (155)	(56)	\$ 470	\$ 253	\$ 218	86,190 %	\$ 787	
	CHANGE IN NET ASSETS									

**NATIVIDAD
BALANCE SHEET
AS OF FEBRUARY 28, 2019**

		AUDITED			
		CURRENT MONTH		YEAR - TO - DATE	
		BEGINNING	ENDING	INC/(DEC)	% CHG.
CURRENT ASSETS					
1	\$	57,713,415	\$ 54,945,883	\$ (2,767,532)	(4.8) %
2		3,200,000	3,200,000	-	-
3		31,171,989	28,980,327	(2,191,662)	(7.0)
4		34,885,924	39,502,619	4,616,695	13.2
5		4,175,819	4,072,527	(103,292)	(2.5)
6		7,748,872	5,862,322	(1,886,550)	(24.3)
7		138,896,019	136,563,678	(2,332,341)	(1.7)
8					
9		299,156,804	300,384,548	1,227,744	0.4
10		(181,442,998)	(182,471,681)	(1,028,683)	(0.6)
11		117,713,806	117,912,867	199,061	0.2
12		147,492,907	146,664,009	(828,898)	(0.6)
13		-	-	-	-
14		162,685	162,685	-	-
15		162,685	162,685	-	-
16	\$	404,265,417	\$ 401,303,239	\$ (2,962,178)	(0.7) %
17		19,187,176	18,737,206	(449,970)	(2.3)
18		3,978,606	1,232,658	(2,745,948)	(69.0)
19		40,759,078	40,701,514	(57,564)	(0.1)
20		3,193,625	3,193,625	0	-
21		10,724,108	10,463,151	(260,957)	(2.4)
22		77,842,593	74,328,154	(3,514,439)	(4.5)
CURRENT LIABILITIES					
23		-	-	-	-
24		-	-	-	-
25		38,437,695	38,421,218	(16,477)	(0.0)
26		38,437,695	38,421,218	(16,477)	(0.0)
27		270,530,264	270,530,264	-	-
28		17,454,865	18,023,603	568,738	(3.3)
29		287,985,129	288,553,867	568,738	0.2
30	\$	404,265,417	\$ 401,303,239	\$ (2,962,178)	(0.7) %

		CURRENT MONTH		YEAR - TO - DATE		AUDITED			
		BEGINNING	ENDING	INC/(DEC)	% CHG.	BEGINNING	ENDING	INC/(DEC)	% CHG.
CURRENT ASSETS									
CASH									
SEASIDE CLINICS CASH RESERVE FUND									
ACCOUNTS RECEIVABLE NET									
STATE/COUNTY RECEIVABLES									
INVENTORY									
PREPAID EXPENSE									
TOTAL CURRENT ASSETS									
PROPERTY, PLANT & EQUIPMENT									
LESS: ACCUMULATED DEPRECIATION									
NET PROPERTY, PLANT& EQUIPMENT									
OTHER ASSETS									
INVESTMENTS									
HELD FOR CONSTRUCTION									
ACCRUED INTEREST RECEIVABLE									
FUNDS IN TRUST									
TOTAL INVESTMENTS									
TOTAL ASSETS									
CURRENT LIABILITIES									
ACCRUED PAYROLL									
ACCOUNTS PAYABLE									
MCARE/MEDICAL LIABILITIES									
CURRENT PORTION OF DEBT									
OTHER ACCRUALS									
TOTAL CURRENT LIABILITIES									
LONG TERM LIABILITIES									
CAPITAL LEASE									
UN EARNED CONTRIBUTIONS									
LONG TERM PORTION OF C.O.P's									
TOTAL LONG TERM DEBT									
FUND BALANCES									
ACCUMULATED FUND									
CHANGE IN NET ASSETS									
TOTAL FUND BALANCES									
TOTAL LIAB. & FUND BALANCES									

NATIVIDAD
STATE AND COUNTY RECEIVABLES
AS OF 02/28/19

BALANCE SHEET

	Req. Balance	Accruals	Reversals and Reclasses	ADJ	Medi-Cal Waiver	GPP /PRIME	IGT	Payments	Ending Balance
Medi-Cal Waiver (DSH +SNCP)	\$ 20,001,573	19,704,209					23,364,206	(56,334,921)	6,735,067
EHR Meaningfull Use	520,990								520,990
Hospital Fee	1,506,108	633,336						(767,614)	1,371,831
Rate Range IGT-CCAH-	14,411,372	5,421,176							19,832,548
MCMC EPP	-	2,887,256							2,887,256
MCMC QIP	-	3,283,504							3,283,504
SB1732	-	2,600,000						(3,233,326)	(633,326)
AB 915	3,254,442	2,400,000						(3,249,958)	2,404,484
A/R Office Buildings	78,488	1,026,554						(889,289)	215,754
A/R Manco Abbott	-	400,054						(380,473)	19,581
Interest Accrued Positive Cash	-	1,714,380						(1,588,380)	126,000
Accrued Donations	1,834,852	480,000						(50,534)	2,264,318
A/R Jail-PG&E	74,114	644,807						(646,377)	72,544
Health Department	-	1,120,000						(693,813)	426,187
Ryan White & EJP A/R	-	166,664						(190,784)	(24,120)
STATE RECEIVABLES	\$ 41,681,940	\$ 42,481,941	\$ -	\$ -	\$ -	\$ -	\$ 23,364,206	\$ (68,025,468)	\$ 39,502,619

P & L

	YTD Feb-19
Medi-Cal DSH /SNCP/PHYS SPA	\$ 10,164,209
PRIME Y4	9,540,000
Rate Range IGT-CCAH-	5,421,176
AB 85 New Eligible Reconciled	444,962
Esperanza Care	(935,550)
MCE to Cost Reconciled	738,167
Hospital Fee	633,336
MCMC EPP	2,887,256
HD Residency Support	(333,336)
MCMC QIP	3,283,504
AB915	2,400,000
Medicare GME	915,516
SB 1732	2,600,000
Union White & SAMHSA GRANTS	193,395
GOVERNMENT FUNDING INCOME	\$ 37,952,635

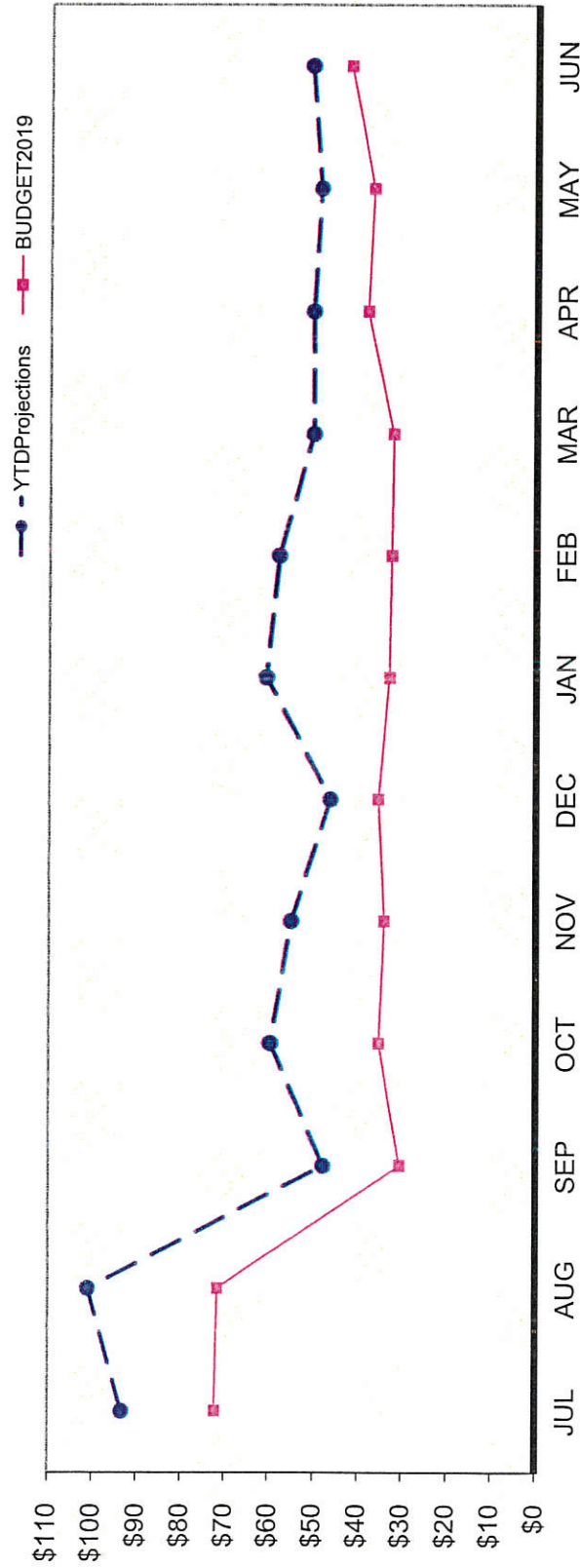
NATIVIDAD
STATEMENT OF CASH FLOWS
AS OF FEBRUARY 28, 2019

	<u>CURRENT MONTH</u>	<u>YEAR - TO - DATE</u>
1	\$ 60,913,415	
2		\$ 81,888,816
3	568,738	
4	-	18,023,603
5	1,028,683	-
6	1,597,421	\$ 7,978,202
		26,001,805
7		
8	2,191,662	
9	(4,616,695)	10,146,648
10	1,989,842	2,179,321
11	(449,970)	(582,754)
12	(2,745,948)	3,363,591
13	(57,564)	(4,375,104)
14	-	(1,539,383)
15	(260,957)	(11,375)
16	(3,949,630)	(4,880,261)
17		4,300,683
18		
19	(1,227,744)	(6,947,552)
20	-	-
21	(1,227,744)	(6,947,552)
22		
23	(16,477)	(3,671,816)
24	828,898	(43,426,799)
25	-	746
26	812,421	(47,097,869)
27	(2,767,532)	(23,742,933)
28	\$ 58,145,883	\$ 58,145,883

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	14,400,000	6,268,242
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	1,603,084	251,084
Provider Fee	950,000	950,000	-
	<u>\$ 53,869,900</u>	<u>\$ 61,753,713</u>	<u>\$ 7,883,813</u>

Cash Flow Performance Fiscal Year 2019 (in Millions)



Months	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	58.1	50.5	50.6	49.0	51.1
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	25.6	18.3	12.5	12.2	9.1

NATIVIDAD
CASH FORECAST
FISCAL YEAR 18-19

	ACTUAL JUL	ACTUAL AUG	ACTUAL SEP	ACTUAL OCT	ACTUAL NOV	ACTUAL DEC	ACTUAL JAN	ACTUAL FEB	PROJECTION MAR	PROJECTION APR	PROJECTION MAY	PROJECTION JUN	Total YTD
Beginning Balance	81,880,062	59,273,873	100,850,021	47,901,821	59,828,891	55,243,338	41,883,474	60,877,439	58,105,745	49,600,984	49,707,918	48,142,414	81,880,062
CASH RECEIPTS													
Patient Revenues (incl pro fees and lab cop)	23,038,764	23,436,414	20,175,085	22,039,915	22,376,407	16,686,716	25,370,193	22,394,022	20,233,195	19,574,916	20,233,195	19,574,916	255,093,764
Provider Fee	-	363,075	-	395,004	172,098	-	-	-	79,187	79,187	79,187	79,187	1,247,639
RR IGT/EPF QIP	-	-	-	-	-	-	-	-	1,448,992	1,448,992	1,448,992	1,448,992	5,795,968
SHORT DOYLE	-	-	338,819	319,378	-	274,235	808,693	-	173,460	173,460	173,460	173,460	2,433,959
HEV GRANTS	16,347	-	49,102	29,935	28,731	-	42,101	57,078	20,833	20,833	20,833	20,833	305,228
HEALTH DEPARTMENT RETIRE	-	153,365	-	279,098	-	269,337	-	-	175,000	175,000	175,000	175,000	1,401,798
Arthem Arbitration Interest	857,306	-	3,208,951	-	-	-	-	-	-	-	-	-	857,306
AB915	-	-	-	-	-	-	-	-	-	-	-	-	6,808,951
GPY Y2 Fund Payment	681,027	5,206,202	-	-	-	-	-	-	-	-	-	-	5,206,202
Arthem Arbitration Patient Services	-	-	-	8,557,842	117,485	-	-	-	-	-	-	-	8,655,327
GPY Y3 YQ	-	-	-	8,852,942	-	-	-	-	-	-	-	-	26,498,826
GPY Y4	-	-	-	-	-	-	-	-	-	-	-	-	29,352,883
PRIME DY13 & DY14 IGT	13,823,554	-	-	-	-	-	-	-	8,832,942	8,832,942	-	-	800,000
PHYS SPA	581,732	-	-	-	-	-	-	-	-	-	-	-	1,000,000
Foundation	-	-	-	-	-	-	-	-	-	-	-	-	4,233,327
IME BIWEEKLY	106,232	112,667	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	48,889	33,084	143,959	492,435	44,788	24,550	71,821	94,667	94,667	94,667	94,667	1,289,164
CCAH MCE to Cost FY15-16 & FY16-17	571,659	811,471	-	-	-	-	-	-	4,388,731	2,389,978	2,256,890	4,188,777	11,831,130
Fund 404 Transfer	-	-	-	388,111	-	-	-	-	-	-	-	-	14,400,000
IGT Sub-Fund Transfer In/(Out)	-	-	-	-	-	-	-	-	-	-	-	-	-
Interest Income	-	-	-	718,489	-	-	-	-	175,000	-	-	-	1,938,379
Miscellaneous Revenue	92,287	81,632	132,544	551,518	323,274	26,937	99,947	584,312	135,944	135,944	135,944	135,944	2,436,027
Total Cash Receipts	38,943,044	30,869,021	24,094,391	42,073,925	23,863,755	22,632,105	49,692,164	23,953,318	27,029,221	33,032,131	24,724,440	31,572,970	371,910,486
CASH DISBURSEMENTS													
Purchased Services and Supplies	8,710,801	7,481,819	6,412,673	7,568,759	9,361,559	7,760,858	12,694,141	9,820,174	7,401,175	7,162,427	7,401,175	7,162,427	98,937,998
PRIME DY13 & DY14 IGT	-	-	-	-	-	-	-	-	-	-	-	-	14,919,574
GPY Y2 & Y1	-	-	-	55,680	-	-	-	-	-	-	-	-	1,288,470
GPY Y3 YQ	-	-	-	-	-	-	-	-	-	-	-	-	5,094,022
GPY Y4	-	-	-	-	-	-	-	-	-	-	-	-	15,674,580
Building Lease / Rental Equipment	145,541	277,848	311,432	281,687	223,153	328,908	285,438	236,106	285,438	285,438	285,438	285,438	3,231,886
COF Principal & Interest Payments	4,256,349	-	274,022	-	-	-	-	-	891,147	-	-	-	5,421,518
Payroll and Benefits	13,419,866	13,809,554	13,911,702	20,232,468	13,607,251	13,776,922	14,915,082	14,941,388	14,767,621	14,291,246	14,767,621	14,291,246	176,731,985
Expenses Care	17,500	-	28,210	403,708	37,382	-	37,673	411,078	-	-	-	-	935,551
COWCAP	-	-	-	-	-	-	-	-	-	-	-	-	4,910,476
FY18-19 MH MOW	-	-	-	99,988	-	96,998	222,346	-	-	-	-	-	1,092,000
Data Processing	-	-	174,770	88,819	-	87,386	175,079	88,541	226,505	226,505	226,505	226,505	1,510,330
BETA Insurance Premium	-	-	-	402,654	-	-	-	-	-	-	-	-	1,520,615
Transfer GPY Y2 to Health	-	-	-	-	-	-	-	-	-	-	-	-	402,654
IGT Sub-Fund Transfer Out	-	-	-	-	-	-	-	-	-	-	-	-	454,573
Capital Expenditures	399,156	491,072	46,000,000	-	-	-	-	-	-	-	-	-	46,000,000
Total Cash Disbursements	26,949,233	23,292,873	77,042,791	30,146,655	28,479,308	35,891,969	30,798,199	26,725,012	35,533,982	32,925,199	26,289,942	29,504,106	403,579,269
Increase/(Decrease)	11,393,811	7,576,148	(52,948,400)	11,927,270	(4,585,553)	(13,259,864)	18,893,955	(2,771,594)	(8,504,761)	106,932	(1,565,502)	2,088,864	(31,688,784)
Ending Cash Fund 451	93,273,873	100,850,021	47,801,621	59,828,891	55,243,338	41,993,474	60,877,439	58,105,745	49,600,984	49,707,916	48,142,414	50,211,278	50,211,278
(+) Cash In Transit	-	-	-	-	-	4,447,135	-	-	-	-	-	-	-
(-) Credit Card Account - Fund 27	9,311	15,544	15,464	18,915	18,967	28,631	32,296	36,458	(2,389,731)	(2,389,731)	(2,389,731)	(2,389,731)	64,656,921
(-) Petty Cash	3,680	3,680	3,680	3,680	3,680	3,680	3,680	3,680	3,680	3,680	3,680	3,680	(4,188,777)
Ending Cash as per 6/L	93,286,864	100,869,245	47,820,765	59,851,486	55,265,985	46,462,920	60,913,415	58,145,883	49,600,984	49,707,916	48,142,414	50,211,278	64,656,921
Fund 404													
Beginning Balance	74,868,144	74,868,144	74,868,144	74,868,144	74,868,144	74,868,144	74,868,144	74,868,144	74,868,144	74,868,144	74,868,144	74,868,144	74,868,144
Transfer In/Out Fund 451	-	-	-	(398,111)	-	-	-	-	-	-	-	-	64,656,921
Ending Cash Fund 404	74,868,144	74,868,144	74,868,144	74,868,144	74,868,144	74,868,144	74,868,144	74,868,144	74,868,144	74,868,144	74,868,144	74,868,144	64,656,921
Ending Cash Fund 451 & 404	168,142,017	175,718,165	122,769,765	134,296,924	129,713,371	116,465,507	135,347,472	131,796,325	118,904,833	116,621,787	112,799,335	110,679,422	110,679,422