



Finance Committee Meeting

Thursday, April 25, 2019

3:30 PM

Steinbeck Room, Building 300

1441 Constitution Blvd.

AGENDA

1. **Call to Order**

Mike Payne, Chair

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

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

3. **Agenda Additions/Corrections**

Noemi Ferguson

4. **Approval of Minutes**

- Approve the Minutes of March 28, 2019. *Pages 5-8*

5. **Old Business**

- None

6. **New Business**

- Consent Items – Attachment A. *Pages 9-26*
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. 1 to the agreement (A-13152) with Stericycle, Inc. for Hazardous Waste Disposal Services, extending the agreement an additional seven (7) month period (July 1, 2019 through January 31, 2020) for a revised full agreement term of July 1, 2016 through January 31, 2020, and adding \$80,000 for a revised total agreement amount not to exceed \$710,000. *Pages 27-28 (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 two agreements with Press Ganey Associates, Inc. for performance measurement, improvement, and quality services at NMC for an aggregate total amount not to exceed \$422,994 (\$8,201 for NDNQI Participation Agreement and \$414,793 for Press Ganey Master Services Agreement) with an agreement term of June 1, 2019 through May 31, 2022.
- 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%) (\$42,300) of the original cost of the agreement.

- 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.

Pages 29-30 (Monica Hamilton)

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. 4 to the Agreement (A-12838) with Integrated Archive Systems Inc. for Hardware and Software Lifecycle purchases as well as Support Renewal of Data Backup and Storage Hardware, Software, Licensing Maintenance services, extending the agreement an additional thirty eight (38) month period (May 1, 2021 through June 30, 2024) for a revised full agreement term of February 1, 2015 through June 30, 2024, and adding \$646,727 for a revised total agreement amount not to exceed \$2,542,727.

Pages 31-32 (Ari Entin)

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

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with Total Renal Care, Inc. for acute dialysis services at NMC for an amount not to exceed \$1,349,734 with an agreement term July 1, 2019 through June 30, 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%) (\$134,973) of the original cost of the agreement. *Pages 33-34 (Nancy Buscher)*

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 renewal and amendment No. 2 to the funding agreement with Healthcare Foundation of Northern and Central California ("Healthcare Foundation"), a California corporation, for assisting in meeting the direct costs of a Medical Respite Program ("MRP") for homeless persons in Monterey County (Resolution No. 16-093), to extend the agreement an additional three (3) year period (July 1, 2018 through June 30, 2021) for a revised full agreement term of April 19, 2016 through June 30, 2021, and adding \$200,000 for a revised total agreement amount not to exceed \$398,500. *Pages 35-37 (Daniel Leon)*

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 a master services agreement with Vizient, Inc. for participation in its no cost group purchasing program with an agreement term July 1, 2019 through June 30, 2022. *Pages 38-39 (Daniel Leon)*

13. Review and Approve Financial Statements

Daniel Leon, CFO

- Receive and Approve March 2019 Financial Report. *Pages 40-52*

14. Calendar for Next Finance Committee Meeting

- Thursday, May 23, 2019 at 3:30 PM.

15. Adjournment

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



Finance Committee Meeting
Thursday April 25, 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. 1 to the agreement with Stryker Sales Corporation d.b.a. Stryker Instruments for preventative maintenance services on surgical power tools and Neptune equipment, to include preventative maintenance service for endoscopes thereby extending the agreement an additional thirty-six (36) month period (May 15, 2019 through May 14, 2020) for a revised full agreement term of May 1, 2018 through May 14, 2020, and adding \$114,300 for a revised total agreement amount not to exceed \$184,089.
2. <i>Pages 11-12</i>	Authorize payment to Medical Information Technology, Inc. (MEDITECH) for routine maintenance services on the various MEDITECH software system modules implemented at Natividad Medical Center in an amount not to exceed \$380,000 for Fiscal Year 2019-20.
3. <i>Pages 13-14</i>	Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement (A-12645) with Smile Business Products, Inc. (formerly Tri-County Business Systems Inc.) for copy machine rental and maintenance services, 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, 2013 through June 30, 2020, and adding \$305,000 for a revised total agreement amount not to exceed \$1,745,000.
4. <i>Pages 15-16</i>	Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement (A-A-13491) with Paragon Mechanical Inc. for maintenance and repair services to various mechanical systems, extending the agreement term an additional two (2) year period (July 1, 2019 through June 30, 2021) for a revised full agreement term of July 1, 2015 through June 30, 2021, and adding \$150,000 for a revised total agreement amount not to exceed \$310,000.
5. <i>Pages 17-18</i>	Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute renewal and amendment No. 1 to the agreement with Ode Keil Consulting Group, Inc. for continuous accreditation readiness evaluation services, extending the agreement an additional four (4) year period (May 14, 2019 through April 30, 2023) for a revised full agreement term of May 1, 2018 through April 30, 2023, and adding \$112,000 for a revised total agreement amount not to exceed \$140,000.
6. <i>Pages 19-20</i>	<ol style="list-style-type: none">a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment no. 2 to the agreement with Healthcare Reimbursement Solutions, LLC for TRICARE Capital and Direct Medical Education reimbursement review services, 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 \$50,000 for a revised total agreement amount not to exceed \$150,000.b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (3) future amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$10,000) of the original cost of the agreement.
7. <i>Pages 21-22</i>	<ol style="list-style-type: none">a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the Professional and Call Coverage Services Agreement with Monterey County Eye Associates, Inc. to provide ophthalmology services for an amount not to exceed \$546,000 for the period June 1, 2019 to June 30, 2021; and

	b. Authorize the Deputy Purchasing Agent for NMC or his designee to sign up to three (3) future amendments to this agreement which do not significantly change the scope of work and do not cause an increase of more than ten percent 10% (\$54,600) of the original cost of the agreement.
8. <i>Pages 23-24</i>	<p>a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the Professional and Call Coverage Services Agreement with Christopher C. Carver, M.D. to provide neurosurgery services for an amount not to exceed \$500,000 for the period June 1, 2019 to June 30, 2021; and</p> <p>b. Authorize the Deputy Purchasing Agent for NMC or his designee to sign up to three (3) future amendments to this Agreement where the amendments do not significantly change the scope of work and do not cause an increase of more than ten percent 10% (\$50,000) of the original contract amount per each amendment.</p>
9. <i>Pages 25-26</i>	Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the Second Amendment to the Professional Services Agreement with The Regents of the University of California, a public corporation, on behalf of the University of California, San Francisco, School of Medicine, Department of Pediatrics (UCSF) to provide pediatric gastroenterology services at NMC adding \$100,000, for a revised not to exceed amount of \$200,000 with no change to the agreement term of September 7, 2016 to June 30, 2020.



Finance Committee Special Meeting

Thursday, March 28, 2019

3:00 PM

Steinbeck Room, Building 300

1441 Constitution Blvd.

MINUTES

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

Absent: Marcia Atkinson

NMC Staff/County: Daniel Leon, Jeanne-Ann Balza, Andrea Rosenberg, Dr. Craig Walls, Nancy Majewski, Ari Entin

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

- There were none.

4. **Approval of Minutes**

- Approve the Minutes of February 28, 2019.

MOTION: *Motion to approve the minutes of February 28, 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

MOTION: *Motion to approve Consent Items for consideration by the NMC Board of Trustees, Attachment A, item 1 through item 7 moved by Dr. Charles Harris, seconded by Dr. Gary Gray, and approved unanimously.*

Scheduled Items/Discussion Items

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

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

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

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

- a. 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. **(Andrea Rosenberg)**

MOTION: *Motion to approve Scheduled, item number 8, for consideration by the NMC Board of Trustees, moved by Dr. Charles Harris, 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:

- 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. **(Ari Entin)**

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

10. Review and Approve Financial Statements

Daniel Leon, CFO

- Receive and Approve February 2019 Financial Report.

MOTION: *Motion to accept the February 2019 Financial Reports moved by Dr. Charles Harris, seconded by Dr. Gary Gray, and approved unanimously.*

- Receive and Approve Operating and Capital Budget for FY 2020.

MOTION: *Motion to accept the Operating and Capital Budget for FY 2020 moved by Dr. Charles Harris, seconded by Dr. Gary Gray, and approved unanimously.*

11. Adjournment at 4:30pm

Mike Payne, Chair

Recorded by Noemi Ferguson



**Finance Committee Special Meeting
Thursday March 28, 2019**

**Consent Items
MINUTES**

Attachment A

1.	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.	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.	<p>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.</p> <p>b. Approve the NMC Chief Executive Officer's recommendation to accept non-standard indemnification, insurance, and limitations on liability provisions within the agreement.</p>
4.	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.	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.	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.	<p>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.</p> <p>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.</p>
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MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Amendment No. 1 to Stryker Instruments Preventative Maintenance Agreement

Legistar Number:

..Title

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement with Stryker Sales Corporation d.b.a. Stryker Instruments for preventative maintenance services on surgical power tools and Neptune equipment, to include preventative maintenance service for endoscopes thereby extending the agreement an additional thirty-six (36) month period (May 15, 2019 through May 14, 2020) for a revised full agreement term of May 1, 2018 through May 14, 2020, and adding \$114,300 for a revised total agreement amount not to exceed \$184,089.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement with Stryker Sales Corporation d.b.a. Stryker Instruments for preventative maintenance services on surgical power tools and Neptune equipment, to include preventative maintenance service for endoscopes thereby extending the agreement an additional thirty-six (36) month period (May 15, 2019 through May 14, 2020) for a revised full agreement term of May 1, 2018 through May 14, 2020, and adding \$114,300 for a revised total agreement amount not to exceed \$184,089.

SUMMARY/DISCUSSION:

The agreement with Stryker was initially setup in 2018 for a two (2) year preventative maintenance services for surgical tools and Neptune brand equipment at Natividad. This amendment adds an additional three (3) year maintenance plan for endoscopy equipment.

Routine maintenance plans for this type of highly technical equipment are beneficial because they keep the tools and equipment in good working order, ensuring both compliance and safety. Routine and preventative maintenance also prevents expensive repairs later, particularly because there are many intricate components.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this amendment No. 1 as to legal form, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendment No. 1 has also been reviewed and approved by NMC's Finance Committee on April 25, 2019 and by its Board of Trustees on May 3, 2019.

FINANCING:

The cost for this amendment No. 1 is \$114,300 of which \$6,350 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:

Preventative maintenance on surgical tools and equipment is a required service at the hospital and ensures effective treatments are being rendered in the best possible manner.

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

Prepared by: Donna Tinkham, Surgical Services Director, 772-7789
Approved by: Gary R. Gray, DO, Chief Executive Officer, 783-2504

Attachments:
Stryker Instruments Amendment No. 1
Stryker Instruments Preventative Maintenance Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Medical Information Technology, Inc., Annual Maintenance for MEDITECH Modules Legistar ID:

..Title

Authorize payment to Medical Information Technology, Inc. (MEDITECH) for routine maintenance services on the various MEDITECH software system modules implemented at Natividad Medical Center in an amount not to exceed \$380,000 for Fiscal Year 2019-20.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

Authorize payment to Medical Information Technology, Inc. (MEDITECH) for routine maintenance services on the various MEDITECH software system modules implemented at Natividad Medical Center in an amount not to exceed \$380,000 for Fiscal Year 2019-20.

SUMMARY/DISCUSSION:

This is a yearly update and request to the Board of Supervisors for authorization to pay for ongoing software maintenance and support of the MEDITECH system used by Natividad Medical Center to electronically document patient visits and information.

The MEDITECH System consists of many modules and interfaces that all have required ongoing monthly maintenance fees to support the software. As additional modules, features, enhancements and interfaces are added to NMC's MEDITECH system, corresponding maintenance fees are incurred. Most of the routine modules as well as smaller upgrades, features and enhancements all have monthly maintenance fees and to date there is no formal agreement in place to acknowledge the ongoing maintenance costs. NMC, in conjunction with County Counsel's office, has attempted several times to work with MEDITECH in an attempt to amend the original MEDITECH Agreement, or alternatively, to create a new agreement to include all maintenance fees and costs. MEDITECH's legal counsel has refused both options and responds by explaining that it considers maintenance for all modules to be included in the original agreement, including future modules that may be purchased.

MEDITECH's system is critical at NMC to patient care and documentation and the support and maintenance is absolutely needed by NMC. This request to pay the annual maintenance fees ensures that the system remains functional. \$51,778 of the \$380,000 is to be used for any routine one-time costs for small features, interfaces and customizations costing under \$15,000 each.

The original services agreement with MEDITECH is perpetual and does include a 60 day notice to terminate clause.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this request, as has the Auditor-Controller. This request has also been reviewed and approved by NMC's Finance Committee on April 25, 2019, and by its Board of Trustees on May 3, 2019.

FINANCING:

The cost for this request is \$380,000 for FY19-20, all of which has been included in the FY19-20 Recommended Budget.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

Ongoing system maintenance is necessary to keep the hospital's primary Electronic Health Record (EHR) system, MEDITECH, functional and accessible. The system holds all patient records which is a vital part of care and treatment, therefore this request ultimately leads to improved care and health of NMC Patients. Regular maintenance also fosters a sound, secure and sustainable physical infrastructure.

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

Prepared by: Dr. Charles Harris, Physician, 783-2785

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

Attachments:

Board Report Attachment A: MEDITECH Annual Maintenance Payment Schedule
Original Agreement (2004) with Medical Information Technology, Inc.

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Smile Business Products Amendment No. 2

Legistar Number: _____

..Title

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement (A-12645) with Smile Business Products, Inc. (formerly Tri-County Business Systems Inc.) for copy machine rental and maintenance services, 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, 2013 through June 30, 2020, and adding \$305,000 for a revised total agreement amount not to exceed \$1,745,000.

..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-12645) with Smile Business Products, Inc. (formerly Tri-County Business Systems Inc.) for copy machine rental and maintenance services, 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, 2013 through June 30, 2020, and adding \$305,000 for a revised total agreement amount not to exceed \$1,745,000.

SUMMARY/DISCUSSION:

On February 4, 2014 the Board of Supervisors approved an agreement between NMC and Tri-County Business Systems, a small local business in Monterey County, for copy machine/network printer rentals at Natividad Medical Center. Tri-County was bought out by Smile Business Products, Inc. who assumed all contractual obligations set forth in the Tri-County agreement which includes the county's standard service agreement terms.

NMC originally began leasing copier/printer machines from Tri-County through the County's Master Agreement for copier rentals per Request for Proposals (RFP) #10019. Upon expiration of the County Master Agreement and in order to maintain services and pricing, NMC has continued copier rental services under the same 2014 contract.

NMC has approximately 60 machines throughout the hospital. The majority of NMC's staff do not have local printers connected to their computers and instead utilize networked copier/printers as it has been proven to be more cost effective to share a network printer across a large organization. Maintenance is included in the lease price and toner is also included.

NMC had originally requested \$690,000 for the original three year Agreement. This dollar amount was based on an estimated \$230,000 per year in costs. Since that time there has been a slow but steady increase in copier/printer machine costs due to the cycling in of newer machines that cost more to lease and operate than the older machines did three years ago. NMC pays a set and agreed upon amount for each machine and also pays additional fees each month based on the number of pages copied or printed. Based on current expenditures NMC has projected \$305,000 per year over the next year for this Agreement.

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 April 25, 2019 and by its Board of Trustees on May 3, 2019.

FINANCING:

The cost for this amendment No. 2 is \$305,000, all of which has been included in the Fiscal Year 2019-20 Recommended Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

Printing and copying documents are a critical part of doing day to day business. This agreement ensures that NMC has this capability in an efficient manner through shared resources such as multi-use print devices.

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

Prepared by: Kristen Aldrich, Natividad Contracts Department Manager, 783-2627

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

Attachments:

Smile Business Products, Inc. Amendment 2

Smile Business Products, Inc. Amendment 1

Assignment & Assumption Agreement between Tri-County Business Systems Inc. and Smile Business Products, Inc.

Tri-County Business Systems Inc. Agreement

Copier-Printer Inventory at NMC as of 02-01-19

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Paragon Mechanical Inc. Amendment No. 1

Legistar Number: _____

..Title

a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement (A-A-13491) with Paragon Mechanical Inc. for maintenance and repair services to various mechanical systems, extending the agreement term an additional two (2) year period (July 1, 2019 through June 30, 2021) for a revised full agreement term of July 1, 2015 through June 30, 2021, and adding \$150,000 for a revised total agreement amount not to exceed \$310,000.

..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. 2 to the agreement (A-A-13491) with Paragon Mechanical Inc. for maintenance and repair services to various mechanical systems, extending the agreement term an additional two (2) year period (July 1, 2019 through June 30, 2021) for a revised full agreement term of July 1, 2015 through June 30, 2021, and adding \$150,000 for a revised total agreement amount not to exceed \$310,000.

SUMMARY/DISCUSSION:

Paragon Mechanical, Inc. (Paragon) has been providing Natividad Medical Center (NMC) with preventive maintenance and repair services on various mechanical systems such as boilers, chillers, and the heating, ventilation, and air conditioning (HVAC) units to meet the requirements of the Office of Statewide Health Planning and Development (OSHPD). Paragon possesses expertise in the more complex HVAC components such as commercial refrigeration equipment, which includes medical grade refrigerators and medical freezers that are regulated and audited by The Joint Commission (TJC) and the state of California through Title 22 and Title 24, and variable frequency drives (VFD's), medical air compressors and medical vacuum pumps. These systems and components are vital to patient care as they support equipment and processes in various units, including Laboratory, Radiology, Pharmacy, Labor & Delivery, and Food Services. Paragon also maintains acceptable indoor air quality through proper ventilation which is a key factor in reducing the spread of airborne diseases in addition to maintaining the heating and cooling of the entire hospital. The approval of the recommended action will allow Paragon to continue providing preventative maintenance and repair services on the various mechanical systems at NMC.

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 April 25, 2019 and by its Board of Trustees on May 3, 2019.

FINANCING:

The cost for this amendment No. 2 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:

The preventative maintenance and repair services provided by this vendor are vital to supporting various mechanical systems at NMC.

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

Prepared by: Jeff Cleek, Director of Engineering and Safety, 831-783-2614

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

Attachments:

Paragon Mechanical Inc. Amendment 2

Paragon Mechanical Inc. Amendment 1

Paragon Mechanical Inc. Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Ode Keil Consulting Group, Inc. Amendment No. 1

Legistar Number: _____

..Title

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute renewal and amendment No. 1 to the agreement with Ode Keil Consulting Group, Inc. for continuous accreditation readiness evaluation services, extending the agreement an additional four (4) year period (May 14, 2019 through April 30, 2023) for a revised full agreement term of May 1, 2018 through April 30, 2023, and adding \$112,000 for a revised total agreement amount not to exceed \$140,000.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute renewal and amendment No. 1 to the agreement with Ode Keil Consulting Group, Inc. for continuous accreditation readiness evaluation services, extending the agreement an additional four (4) year period (May 14, 2019 through April 30, 2023) for a revised full agreement term of May 1, 2018 through April 30, 2023, and adding \$112,000 for a revised total agreement amount not to exceed \$140,000.

SUMMARY/DISCUSSION:

The Ode Keil Consulting Group assists Natividad with Joint Commission and Centers for Medicare & Medicaid Services (CMS) compliance. They provide reviews and mock surveys to ensure Natividad is prepared for the Joint Commission survey which is critical for Natividad to maintain its accreditation. Documentation reviews and staff education are part of the services Natividad receives.

Changes are driven by CMS and by Joint Commission initiatives focused on improving quality and patient safety. This year it is anticipated that there will be several new or revised survey activities. Ode Keil Consulting is assisting Natividad with preparedness for what is to come.

The requested amendment renews the agreement which expired on April 30, 2019 after which time no services have been rendered. Services shall only resume once the renewal and amendment has been approved by the Board of Supervisors and is fully executed.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this renewal and amendment No. 1 as to legal form, and the Auditor-Controller has reviewed and approved as to payment provisions. The renewal and amendment No.1 has also been reviewed and approved by NMC's Finance Committee on April 25, 2019 and by its Board of Trustees on May 3, 2019.

FINANCING:

The cost for this renewal and amendment No. 1 is \$112,000, of which \$28,000 shall be included in the Fiscal Year 2019-20 Recommended Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

CMS and Joint Commission accreditation is a top priority for the hospital to maintain. This agreement assists Natividad with ensuring continued accreditation while at the same time maintaining the highest possible standards for patient safety and care.

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

Prepared by: Jeffrey Cleek, Director of Engineering & Safety, 783-2614

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

Attachments:

Ode Keil Consulting Group, Inc. Amendment 1

Ode Keil Consulting Group, Inc. Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Healthcare Reimbursement Solutions, LLC 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 Healthcare Reimbursement Solutions, LLC for TRICARE Capital and Direct Medical Education reimbursement review services, 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 \$50,000 for a revised total agreement amount not to exceed \$150,000.
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (3) future amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$10,000) 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. 2 to the agreement with Healthcare Reimbursement Solutions, LLC for TRICARE Capital and Direct Medical Education reimbursement review services, 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 \$50,000 for a revised total agreement amount not to exceed \$150,000.
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (3) future amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$10,000) of the original cost of the agreement.

SUMMARY/DISCUSSION:

Healthcare Reimbursement Solutions, LLC provides expert services in areas of reimbursement from state and federal government. Their consulting services includes the review of all TRICARE Capital and Direct Medical Education reimbursement payments received or receivable to NMC for fiscal years ending 2013 and prior. Healthcare Reimbursement Solutions will review NMC's compliance with TRICARE filing regulations and will report findings to NMC. Healthcare Reimbursement Solutions will prepare all documentation necessary to collect and correct the reimbursement, identifying both underpayments and overpayments, from TRICARE for approval and signature by NMC representative.

TRICARE Capital and Direct Medical Education reimbursement represents a yearly supplemental payment received by NMC for medical services provided to military veterans. NMC is requesting a \$50,000 increase in the agreement to continue pursuing reimbursable cost available on previously reported years. NMC has received approximately over \$500,000 on TRICARE payments from FY2000 to FY2013.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this amendment no. 2 as to legal form, and the Auditor-Controller has reviewed and approved as to payment provisions. This amendment no. 2 has also been reviewed and approved by NMC's Finance Committee on April 25, 2019 and by its Board of

Trustees on May 3, 2019.

FINANCING:

The cost for this amendment no. 2 is \$50,000, all of which shall be included in the Fiscal Year 2019-20 Recommended Budget.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The services rendered in this agreement provide NMC with the additional support and expertise it needs to maximize supplemental payments associated with the medical care of veterans in the community.

- ☐ 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:

Healthcare Reimbursement Solutions LLC Amendment 2

Healthcare Reimbursement Solutions LLC Amendment 1

Healthcare Reimbursement Solutions LLC Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Monterey County Eye Associates Agreement

TITLE:

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the Professional and Call Coverage Services Agreement with Monterey County Eye Associates, Inc. to provide ophthalmology services for an amount not to exceed \$546,000 for the period June 1, 2019 to June 30, 2021; and
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to sign up to three (3) future amendments to this agreement which do not significantly change the scope of work and do not cause an increase of more than ten percent 10% (\$54,600) of the original cost of the agreement.

RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the Professional and Call Coverage Services Agreement with Monterey County Eye Associates, Inc. to provide ophthalmology services for an amount not to exceed \$546,000 for the period June 1, 2019 to June 30, 2021; and
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to sign up to three (3) future amendments to this agreement which do not significantly change the scope of work and do not cause an increase of more than ten percent 10% (\$54,600) of the original cost of the agreement.

SUMMARY/DISCUSSION:

Natividad must arrange for the care and treatment of patients who present to the emergency department in need of medical care in the specialty of ophthalmology. Natividad would like to enter into an agreement with Monterey County Eye Associates, a medical group with board certified fellowship trained ophthalmologist, to provide 24 hours a day, 7 days a week ophthalmology call coverage in the emergency department and to provide initial evaluation of high risk premature infants in the neonatal intensive care unit (NICU) as needed. Monterey County Eye Associates is paid a monthly rate for call coverage services. 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 total cost for this Agreement is \$546,000 for the period June 1, 2019 to June 30, 2021. \$252,000 is included in the Fiscal Year 2019/2020 Recommended Budget. The remaining amount will be budgeted in subsequent fiscal years. There is no impact to the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

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

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

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

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

Attachments: Agreement

Attachments on file at the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Christopher Carver M.D. Agreement

TITLE:

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the Professional and Call Coverage Services Agreement with Christopher C. Carver, M.D. to provide neurosurgery services for an amount not to exceed \$500,000 for the period June 1, 2019 to June 30, 2021; 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 amendments do not significantly change the scope of work and do not cause an increase of more than ten percent 10% (\$50,000) of the original contract amount per each amendment.

RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the Professional and Call Coverage Services Agreement with Christopher C. Carver, M.D. to provide neurosurgery services for an amount not to exceed \$500,000 for the period June 1, 2019 to June 30, 2021; 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 amendments do not significantly change the scope of work and do not cause an increase of more than ten percent 10% (\$50,000) of the original contract amount per each amendment.

SUMMARY/DISCUSSION:

Natividad Medical Center (NMC) received its designation as the Level II Trauma Center for Monterey County in January 2015. The American College of Surgeons requires a neurosurgeon to be available with a 30 minute response time. The trauma center is required to have a contingency plan in place if the neurosurgeon on-call is encumbered upon the arrival of a neuro-trauma case, which can be in the form of an established transfer agreement with another trauma center and/or a published back-up schedule. Natividad would like to enter into an agreement with Dr. Carver to provide back-up call during the day and be available to provide initial evaluation and stabilization of neurosurgery patients so that Natividad does not need to transfer patients out of the area, as well as follow-up patient care in the outpatient specialty clinic at least one full day per week. Dr. Carver will be paid a rate for services according to the terms of the agreement. The amount of services may increase due to patient volumes and the need for coverage, but the rate of pay will remain the same. NMC has obtained an independent opinion of fair market value supporting the payment terms of this Agreement.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this Agreement as to legal form. Auditor-Controller has reviewed and approved this 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 total cost of this Agreement is \$500,000 for the period June 1, 2019 to June 30, 2021. \$250,000 is included in the Fiscal Year 2019/2020 Recommended Budget. There is no impact to the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

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

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

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

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

Attachments: Agreement

Attachments on file at the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

UCSF Pediatric Gastroenterology Services Second Amendment

TITLE:

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the Second Amendment to the Professional Services Agreement with The Regents of the University of California, a public corporation, on behalf of the University of California, San Francisco, School of Medicine, Department of Pediatrics (UCSF) to provide pediatric gastroenterology services at NMC adding \$100,000, for a revised not to exceed amount of \$200,000 with no change to the agreement term of September 7, 2016 to 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 Services Agreement with The Regents of the University of California, a public corporation, on behalf of the University of California, San Francisco, School of Medicine, Department of Pediatrics (UCSF) to provide pediatric gastroenterology services at NMC adding \$100,000, for a revised not to exceed amount of \$200,000 with no change to the agreement term of September 7, 2016 to June 30, 2020.

SUMMARY/DISCUSSION:

Natividad operates the D'Arrigo Family Specialty Services Outpatient Clinic offering over 15 different specialty care services including pediatric gastroenterology. NMC has an agreement with UCSF, for which Marjorie McCracken M.D., a board certified pediatric gastroenterologist, provides outpatient specialty care and procedures two days per month, thus allowing Monterey County children and their families to remain closer to home for specialized pediatric care. UCSF is paid a daily rate for services. NMC has obtained an independent opinion of fair market value supporting the payment terms of this Agreement.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this amendment as to legal form. Auditor-Controller has reviewed and approved this Agreement as to fiscal provisions. The amendment 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 September 7, 2016 to June 30, 2020. \$40,000 is included in the Fiscal Year 2019/2020 Recommended 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

Stericycle, Inc. Amendment No. 1

Legistar Number: _____

..Title

a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement (A-13152) with Stericycle, Inc. for Hazardous Waste Disposal Services, extending the agreement an additional seven (7) month period (July 1, 2019 through January 31, 2020) for a revised full agreement term of July 1, 2016 through January 31, 2020, and adding \$80,000 for a revised total agreement amount not to exceed \$710,000.

..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. 1 to the agreement (A-13152) with Stericycle, Inc. for Hazardous Waste Disposal Services, extending the agreement an additional seven (7) month period (July 1, 2019 through January 31, 2020) for a revised full agreement term of July 1, 2016 through January 31, 2020, and adding \$80,000 for a revised total agreement amount not to exceed \$710,000.

SUMMARY/DISCUSSION:

NMC has used Stericycle for Regulated Medical Waste Services prior to this Agreement and has a proven track record of being reliable and capable of meeting the Medical Waste Removal needs of NMC. As medical procedures are performed throughout the facility waste is generated and separated into several types of waste streams. The types of waste streams generated under this banner are: red bag (blood or blood product), sharps waste (scalpel blades, broken glass vials, needles, syringes, etc.), pathological waste (certain types of tissue), trace chemotherapy, bulk chemotherapy, pharmaceutical waste, and RCRA (Resource Conservation and Recovery Act) hazardous medical waste. On average Natividad Medical Center generates 18,000 pounds of the above mentioned waste streams a month.

Medical waste removal services are required by various regulating agencies. The focus of our Waste Compliance is to achieve and maintain Environmental Protection Agency (EPA), Department of Transportation (DOT) and Joint Commission (TJC) compliance, while reducing the risk associated with handling compounds. State regulations require medical waste removal to be done only by a licensed hauler. This Agreement allows NMC to maintain compliance with all regulating agencies.

This Agreement's services include:

- Bio Hazardous Waste: transportation and processing according to waste stream. Either sterilize and dispose or incinerate waste
- Pathological Waste
- Sharps Management Program
- Resource Conservation and Recovery Act (RCRA) Hazardous Pharmaceutical Waste
- Universal (Pharmaceutical) Waste

We are asking to amend the agreement for 7 months only. This extension will provide sufficient time for NMC to pursue a new RFP for these services to make sure the best possible service and practices are in place at our facility.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this amendment No. 1 as to legal, 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 April 25, 2019 and by its Board of Trustees on May 3, 2019.

FINANCING:

The cost for this amendment No. 1 is \$80,000 of which \$80,000 is included in the Fiscal Year 2019-20 Recommended 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 to be able to provide 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, Hospital Director of Environmental Services, 783-2654

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

Attachments on file with Clerk of the Board:

Stericycle, Inc. Amendment No. 1

Stericycle, Inc. Agreement

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Press Ganey Agreement

Legistar Number: _____

..Title

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute two agreements with Press Ganey Associates, Inc. for performance measurement, improvement, and quality services at NMC for an aggregate total amount not to exceed \$422,994 (\$8,201 for NDNQI Participation Agreement and \$414,793 for Press Ganey Master Services Agreement) with an agreement term of June 1, 2019 through May 31, 2022.
- 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%) (\$42,300) of the original cost of the agreement.
- 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 two agreements with Press Ganey Associates, Inc. for performance measurement, improvement, and quality services at NMC for an aggregate total amount not to exceed \$422,994 (\$8,201 for NDNQI Participation Agreement and \$414,793 for Press Ganey Master Services Agreement) with an agreement term of June 1, 2019 through May 31, 2022.
- 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%) (\$42,300) of the original cost of the agreement.
- 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:

Press Ganey Associates is an industry leader in the measurement of patient satisfaction and hospital transformation. The Press Ganey products below will provide Natividad with an integrated solution that aligns patient, staff, and physicians with several products that will help us improve patient experience, safety, quality, and workforce engagement.

- **Patient Experience / Satisfaction Survey:** This ongoing survey will provide real-time feedback with benchmarked information so leaders can better understand and prioritize opportunities to improve our delivery of patient centered care which will enhance our HCAHPS scores and publicly reported data.
- **iRounding:** This tool allows leaders to interview patients while they are in the hospital to assess their level of satisfaction with caregiver communication, responsiveness, education, medications, discharge planning, cleanliness, and noise. This allows the hospital to mitigate needs and concerns in a timely fashion. iRounding improves patient experience, customer loyalty and HCAHPS scores.

- **Employee Engagement Survey:** This annual survey of employee experience allows leaders to identify and remedy barriers that prevent our workforce from being aligned with hospital goals. An engaged workforce positively impacts the safety, quality and experience of care.
- **Culture of Safety Survey:** This is important to measure factors that can lead to adverse events and patient harm in the hospital. The survey will raise staff awareness about patient safety, provide an overview of the current patient safety culture, and allow trending of safety initiatives and interventions.
- **Resilience Survey:** This will be utilized for physicians and staff to determine levels of stress and burnout that can affect not only the person but also the delivery of quality care.
- **NDNQI: (National Database of Nursing Quality Indicators)** This is a national database that combines nursing quality indicators, patient experience, and nursing engagement to provide nurse leaders with comprehensive data to improve care quality, prevent adverse events, and deliver patient-centered care.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed 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 April 25, 2019 and by its Board of Trustees on May 3, 2019.

FINANCING:

The cost for this agreement is \$422,994 of which \$20,000 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:

Press Ganey is an enterprise solution that will support Natividad's journey toward clinical excellence and guide our transformation to a patient-centered, safety focused, learning organization.

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

Prepared by: Monica Hamilton, Quality Administrator, 783-2502

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

Attachments:

NDNQI Participation Agreement

Press Ganey Master Services Agreement

Press Ganey Business Associate Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Integrated Archive Systems, 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-12838) with Integrated Archive Systems Inc. for Hardware and Software Lifecycle purchases as well as Support Renewal of Data Backup and Storage Hardware, Software, Licensing Maintenance services, extending the agreement an additional thirty eight (38) month period (May 1, 2021 through June 30, 2024) for a revised full agreement term of February 1, 2015 through June 30, 2024, and adding \$646,727 for a revised total agreement amount not to exceed \$2,542,727.

..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-12838) with Integrated Archive Systems Inc. for Hardware and Software Lifecycle purchases as well as Support Renewal of Data Backup and Storage Hardware, Software, Licensing Maintenance services, extending the agreement an additional thirty eight (38) month period (May 1, 2021 through June 30, 2024) for a revised full agreement term of February 1, 2015 through June 30, 2024, and adding \$646,727 for a revised total agreement amount not to exceed \$2,542,727.

SUMMARY/DISCUSSION:

NMC's IT department maintains its systems in a professional manner by updating and modernizing them per a predetermined lifecycle based on industry best-practices. Hardware and software are replaced and/or refreshed at a rate that maximizes its value to the hospital while remaining reliable. This helps the hospital maintain a high level of availability of critical patient systems such as the Electronic Health Record (EHR) and patient imaging. Software maintenance and support services are purchased for all production systems in order to keep system software current and to mitigate any potential system failures. Integrated Archive Systems (IAS) provides Natividad with the necessary hardware and software associated with both on-site and off-site backup and storage infrastructures under this agreement.

Summary of the IAS agreement products and services:

Original Agreement: NMC entered into an agreement with Integrated Archive Systems Inc. in February 2015 for the purchase of storage hardware and software in NMC's Salinas location along with maintenance support through January 30, 2018.

Amendment 1: Purchased storage hardware and software for NMC's Denver, CO disaster recovery site and related maintenance support through December 14, 2018. Also included EHR data archive hardware and software and associated maintenance through December 14, 2018.

Amendment 2: Renewed maintenance support on Salinas site storage hardware and software, extending through April 30, 2021.

Amendment 3: Renewed maintenance support on Denver, CO site storage hardware and software, extending through June 30, 2019. Also renewed maintenance support on EHR data archive hardware and software, extending through September 1, 2019.

NMC is now requesting approval to execute Amendment 4 which includes new hardware and software for the Denver, CO disaster recovery site plus five (5) years maintenance on this new equipment. This redundant infrastructure is critical because it will allow Natividad to continue to operate certain critical systems from the remote/off-site location in the event that the on-site system goes down. Amendment 4 also includes a lifecycle replacement of centralized computer servers that hosts the hospital patient care applications plus five (5) years maintenance on this equipment.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this request as has the County Auditor-Controller. This request has also been reviewed and approved by NMC's Finance Committee on April 25, 2019 and by its Board of Trustees on May 3, 2019.

FINANCING:

The cost for this amendment is \$646,727, of which \$646,727 was included in the FY19-20 Recommended Budget.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This purchase facilitates the lifecycle replacement and provides for maintenance and support services for NMC's electronic patient care systems. This purchase will assist with keeping these important systems reliable and available.

- ☐ 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:

Integrated Archive Systems Inc. Amendment No. 4
Integrated Archive Systems Inc. Amendment No. 3
Integrated Archive Systems Inc. Amendment No. 2
Integrated Archive Systems Inc. Amendment No. 1
Integrated Archive Systems Inc. Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Total Renal Care Inc., Agreement

Legistar Number:

..Title

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with Total Renal Care, Inc. for acute dialysis services at NMC for an amount not to exceed \$1,349,734 with an agreement term July 1, 2019 through June 30, 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%) (\$134,973) of the original cost of the agreement.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

..Title

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with Total Renal Care, Inc. for acute dialysis services at NMC for an amount not to exceed \$1,349,734 with an agreement term July 1, 2019 through June 30, 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%) (\$134,973) of the original cost of the agreement.

SUMMARY/DISCUSSION:

Total Renal Care, Inc. provides comprehensive dialysis services essential for patients with kidney malfunction. The services include all inpatient areas in addition to the Acute Rehabilitation Unit (ARU). NMC and Total Renal Care leadership meet quarterly via The Joint Dialysis Oversight Committee (TJDOC) to review quality metrics such as timeliness, staff competency validation, and shared responsibilities in the provision of quality patient care. Additionally, the entities confer as needed for quality concerns outside of routine scheduled meetings.

The Total Renal Care program offers a comprehensive array of resources necessary for patients requiring hemodialysis, peritoneal dialysis and, Continuous Renal Replacement Therapy (CRRT). The services include providing dialysis trained Registered Nurses to safely manage care of the patient and in addition, the associated equipment needed to filter wastes and toxins from patients whose kidneys cannot provide this vital function. The service also includes education and support for NMC nurses who monitor specific types of dialysis, such as peritoneal dialysis and CRRT.

Total Renal Care's dialysis program meets the quality standards required by NMC and mechanisms are in place to measure and ensure compliance with NMC standards as required by the state of California, Center for Medicare and Medicaid Services (CMS) and The Joint Commission.

This new agreement replaces an older agreement from 2010 and contains updated terms and conditions. Approval of the recommended action will enable NMC to continue receiving the services provided by Total Renal Care allowing NMC to provide reliable and quality patient care.

OTHER AGENCY INVOLVEMENT:

County Counsel reviewed and approved this agreement as to legal form, and the Auditor-Controller

reviewed and approved as to payment provisions. This agreement was reviewed and approved by NMC's Finance Committee April 25, 2019 and by its Board of Trustees on May 3, 2019.

FINANCING:

The cost for this agreement is \$1,349,734, of which \$674,670 is included in the FY19-20 Recommended Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

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

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

Prepared by: Nancy Buscher, Chief Nursing Officer, 783-2560

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

Attachments:

Total Renal Care Inc. Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Healthcare Foundation Renewal and Amendment No. 2 to Funding Agreement for Respite Program

Legistar item:

..Title

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute renewal and amendment No. 2 to the funding agreement with Healthcare Foundation of Northern and Central California ("Healthcare Foundation"), a California corporation, for assisting in meeting the direct costs of a Medical Respite Program ("MRP") for homeless persons in Monterey County (Resolution No. 16-093), to extend the agreement an additional three (3) year period (July 1, 2018 through June 30, 2021) for a revised full agreement term of April 19, 2016 through June 30, 2021, and adding \$200,000 for a revised total agreement amount not to exceed \$398,500.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute renewal and amendment No. 2 to the funding agreement with Healthcare Foundation of Northern and Central California ("Healthcare Foundation"), a California corporation, for assisting in meeting the direct costs of a Medical Respite Program ("MRP") for homeless persons in Monterey County (Resolution No. 16-093), to extend the agreement an additional three (3) year period (July 1, 2018 through June 30, 2021) for a revised full agreement term of April 19, 2016 through June 30, 2021, and adding \$200,000 for a revised total agreement amount not to exceed \$398,500.

SUMMARY/DISCUSSION:

In 2013, the hospitals of Monterey County convened and collaborated with the Hospital Council of Northern and Central California to search for a solution to meet the needs of the homeless population as they are discharged from hospital stays. All hospitals have struggled with increasing readmissions that require a solution that supports timely, post-acute safe discharges for these members of the county homeless population. Historically, there are a limited number of safe discharge options for homeless individuals and hospitals often rely on motels, board and care facilities, Skilled Nursing Facilities ("SNFs") or extended inpatient stays.

On April 19, 2016, the Monterey County Board of Supervisors approved a Resolution authorizing Natividad Medical Center to contribute to the development of a Respite Program for the homeless via a funding agreement with an initial contribution of \$105,000. The respite facility is a collaboration among Community Hospital of the Monterey Peninsula, Salinas Valley Memorial Hospital and Natividad Medical Center, and Community Homeless Solutions.

On October 10, 2017, the Monterey County Board of Supervisors approved a Resolution authorizing Natividad Medical Center to contribute to the development of a Respite Program for the homeless via funding agreement with an additional contribution of \$93,500.

This request per Amendment No. 2 is to extend the term of the funding agreement and to add an additional contribution of \$200,000 for continuation of this critical service to the homeless population.

Continued availability of the medical respite program will enable hospitals to continue to implement discharge plans for clinically appropriate homeless patients that better manage hospital utilization. Homeless patients who receive post discharge care at the respite experience reduced re-hospitalizations and emergency department visits.

Hospital Council of Northern and Central California is co-collaborator, process facilitator, and convener. Healthcare Foundation of Northern and Central California is the fiscal intermediary between the three hospitals, Community Homeless Solutions, and the respite facility.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this renewal and amendment No. 2 as to legal form and risk provisions, and the Auditor-Controller and Budget Office have reviewed and approved as to payment provisions. The renewal and amendment No. 2 has also been reviewed and approved by NMC's Finance Committee on April 25, 2019 and by its Board of Trustees on May 3, 2019.

FINANCING:

This action does not impact the General Fund contribution as the changes will be contained within the approved Natividad Medical Center's Adopted FY18-19 budget, and future costs will be included in future budgets respectively.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

Extending the funding agreement an additional year allows for the much needed continued monetary support to ensure the Respite program becomes successful. The program provides primary and behavioral healthcare to the homeless and helps break the cycle of homelessness by working with the client to create connections to family and friends, and offers assistance with benefit enrollment, transitional or permanent housing, and job training.

- ☐ 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:

Healthcare Foundation Renewal and Amendment No. 1 to Funding Agreement

Healthcare Foundation Funding Agreement for Respite Facility with Resolution

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Vizient, Inc. Participation Agreement

Legistar Number: _____

..Title

a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute a master services agreement with Vizient, Inc. for participation in its no cost group purchasing program with an agreement term July 1, 2019 through June 30, 2022.

..Report

RECOMMENDATION:

a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute a master services agreement with Vizient, Inc. for participation in its no cost group purchasing program with an agreement term July 1, 2019 through June 30, 2022.

SUMMARY/DISCUSSION:

GPO stands for Group Purchasing Organization and Vizient is one of the leading GPOs in the healthcare industry. It solicits for supplies and services and awards Supplier Contracts to selected bidders. GPOs offer volume discounts to hospitals and other healthcare facilities. A couple of years ago Vizient was born as a leading Group Purchasing Organization (GPO) with the merging together of Novation and MedAssets, two of the largest GPOs specializing in Healthcare. This new master agreement replaces the old MedAssets agreement from 2014 and contains updated terms and conditions.

Services included in this agreement include evaluation of supply chain operations resulting in lower supply costs and maximum savings on medical supplies and services. Through useful software tools and reports Natividad will be able to analyze purchasing trends within the healthcare field in order to maximize the GPO's number of contracted vendors and NMC's choices for vendor selection.

In addition to lower pricing for supplies from GPO, Vizient will also provide Spend Analytics and Item Master Services. Spend Analytics consist of expenditures analysis, validation of savings and opportunities for further savings. Item Master Services validates product codes for appropriate billing and improve reimbursement.

There are no direct costs paid to Vizient from NMC for GPO services. Instead, the GPO retains an "Administrative Fee" from each supplier contract it establishes that healthcare organizations are able to utilize through the GPO. The GPO then pays Natividad a 30% "Shareback" of the Administrative Fees per the Agreement.

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 April 25, 2019 and by its Board of

Trustees on May 3, 2019.

FINANCING:

Natividad does not pay Vizient directly to participate in this GPO. Supplies will be purchased directly from GPO Suppliers and payments are made directly to those Suppliers; therefore, there is no cost to this agreement specifically.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

Participation in a GPO with Vizient allows Natividad to procure services and supplies in a very cost competitive manner as supplier contracts are bid out and offer volume discounts.

- ☐ 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:

Vizient Master Services Agreement

Attachments on File with the Clerk to the Boards Office

FINANCIAL STATEMENTS

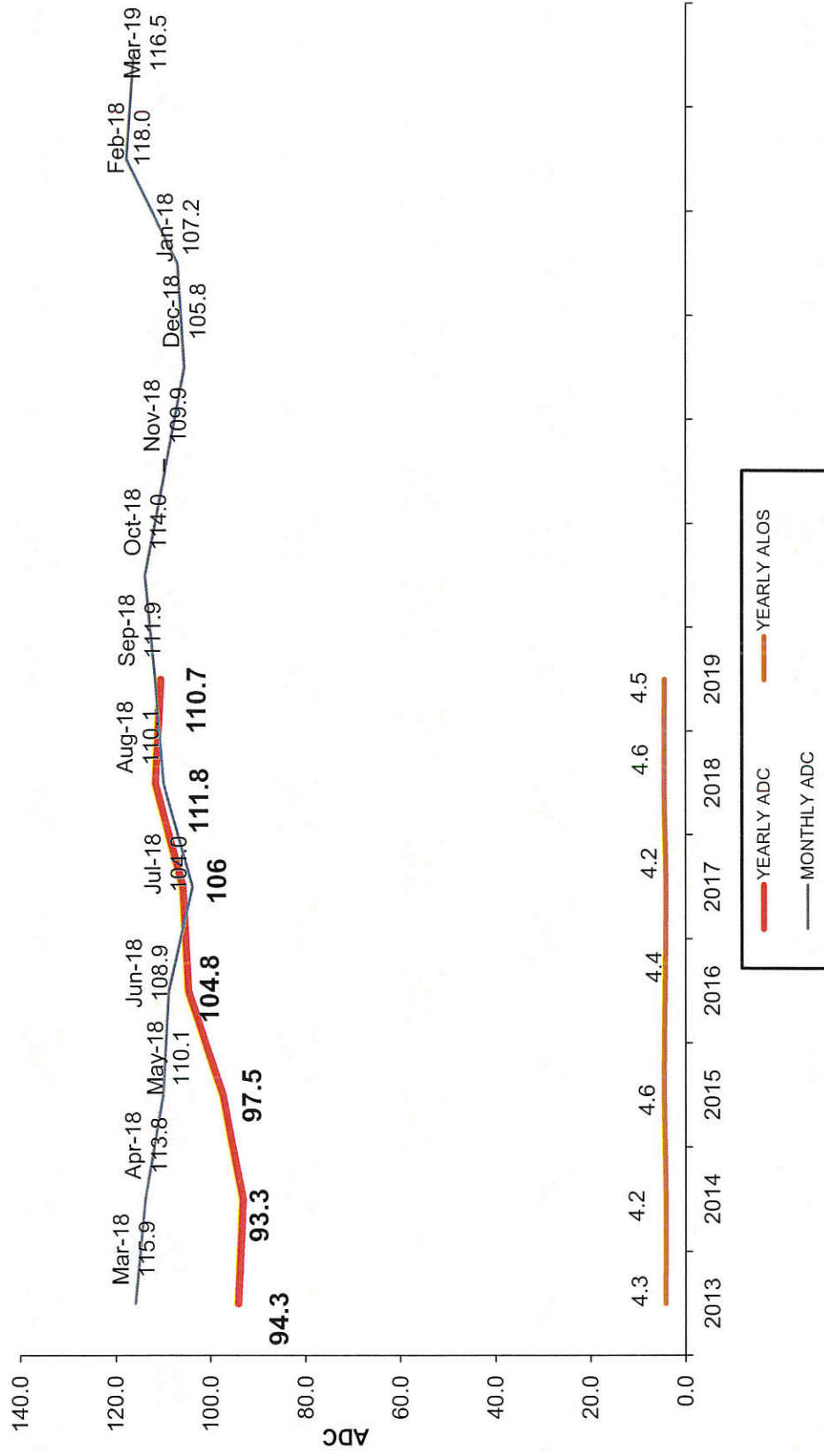
MARCH 31, 2019

FINANCIAL STATEMENTS

MARCH 31, 2019

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NATIVIDAD

STATISTICAL REPORT

MARCH, 2019

Month-To-Date					Year-To-Date					
01-19	02-19	03-19	Budget			Budget	Current	Prior Yr	%	
					PT DAYS BY SERVICE	STAFFED BEDS	CY/PTY			
1	163	286	206	240	NICU	15	2,121	2,366	2,137	10.72%
2	1,415	1,289	1,556	1,430	Med/Surg	61	12,641	12,278	12,932	-5.06%
3	221	206	210	212	ICU	10	1,875	1,942	1,935	0.36%
4	67	79	118	68	Peds	12	604	713	632	12.82%
5	692	662	729	684	Acute Rehab	24	6,045	6,127	6,078	0.81%
6	310	352	365	384	OB/Gyn	27	3,396	3,086	3,320	-7.05%
7	2,868	2,874	3,184	3,018	TOTAL ACUTE	149	26,682	26,512	27,034	-1.93%
8	454	431	426	404	Psychiatric	19	3,568	3,822	3,671	4.11%
9	3,322	3,305	3,610	3,422	TOTAL DAYS	168	30,250	30,334	30,705	-1.21%
10	315	285	346	321	Nursery	18	2,837	2,729	2,753	-0.87%
AVERAGE DAILY CENSUS										
11	70.2	79.0	79.2	75.3	Acute	125	75.3	74.4	76.5	-2.75%
12	22.3	23.6	23.5	22.1	Acute Rehab	24	22.1	22.4	22.2	0.90%
13	14.6	15.4	13.7	13.0	Psychiatric	19	13.0	13.9	13.4	3.73%
14	107.2	118.0	116.5	110.4	TOTAL	168	110.4	110.7	112.1	-1.25%
15	10.2	10.2	11.2	10.4	Nursery	18	10.4	10.0	10.0	0.00%
PERCENTAGE OF OCCUPANCY										
16	56.2%	63.2%	63.4%	60.2%	Acute		60.2%	59.5%	61.2%	-2.7%
17	92.9%	98.3%	97.9%	92.1%	Acute Rehab		92.1%	93.3%	111.0%	-15.9%
18	76.8%	81.1%	72.1%	68.4%	Psychiatric		68.4%	73.2%	70.5%	3.7%
19	63.8%	70.2%	69.3%	65.7%	TOTAL		65.7%	65.9%	68.4%	-3.6%
20	56.7%	56.7%	62.2%	57.8%	Nursery		57.8%	55.6%	55.6%	0.0%
ADMISSIONS										
21	660	582	712	635	Acute		5,614	5,656	5,606	0.89%
22	60	46	60	48	Acute Rehab		423	489	430	13.72%
23	67	62	58	63	Psychiatric		557	557	533	4.50%
24	787	690	830	746	TOTAL		6,594	6,702	6,569	2.02%
25	194	174	200	184	Nursery		1,626	1,627	1,573	3.43%
26	198	182	206	217	Deliveries		1,918	1,686	1,625	3.75%
DISCHARGES										
27	663	605	723	635	Acute		5,614	5,799	5,740	1.03%
28	57	47	59	48	Acute Rehab		423	483	429	12.59%
29	58	61	59	63	Psychiatric		557	554	523	5.93%
30	778	713	841	746	TOTAL		6,594	6,836	6,692	2.15%
31	178	159	192	181	Nursery		1,602	1,480	1,437	2.99%
AVERAGE LENGTH OF STAY										
32	4.2	4.8	4.3	4.6	Acute(Hospital wide no babies)		4.6	4.5	4.7	-4.26%
33	11.5	14.4	12.2	14.3	Acute Rehab		14.3	12.5	14.1	-11.35%
34	2.3	2.6	2.5	2.6	OB/Gyn		2.6	2.5	2.7	-7.41%
35	6.8	7.0	7.3	6.4	Psychiatric		6.4	6.9	6.9	0.00%
36	1.6	1.6	1.7	1.7	Nursery		1.7	1.7	1.8	-5.56%
OUTPATIENT VISITS										
37	3,913	3,942	4,292	3,823	Emergency Room		33,791	36,020	39,734	-9.35%
38	456	456	486	441	ER Admits		3,899	3,973	3,869	2.69%
39	57.9%	66.1%	58.6%	59.1%	ER Admits as a % of Admissions		59.1%	59.3%	58.9%	0.65%
40	6,312	5,988	6,397	6,063	Clinic Visits		53,588	55,329	52,867	4.66%
ANCILLARY PROCEDURES BILLED										
41	47,764	40,771	49,979	43,950	Lab Tests		388,463	417,407	400,934	4.11%
42	3,283	3,452	3,625	3,210	Radiology Procedures		28,374	31,411	29,311	7.16%
43	187	198	224	193	MRI Procedures		1,707	1,817	1,684	7.90%
44	125	159	131	112	Nuclear Med Procedures		992	1,159	929	24.76%
45	975	928	1,014	933	Ultrasound Procedures		8,244	9,448	9,386	0.66%
46	1,269	1,211	1,359	1,327	CT Scans		11,731	13,124	12,949	1.35%
47	314	285	333	310	Surgeries		2,790	3,129	3,207	-2.43%
48	8.33	7.61	7.74	7.66	FTE'S PER AOB		7.66	8.14	7.61	6.96%
49	1,279.4	1,293.8	1,284.5	1,200.5	TOTAL PAID FTE'S		1,200.5	1,291.8	1,214.2	6.39%
50	4,760	4,769	5,140	4,860	ADJUSTED PATIENT DAYS		42,955	43,467	43,685	-0.50%

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

	JUL-18	AUG-18	SEP-18	OCT-18	NOV-18	DEC-18	JAN-19	FEB-19	MAR-19	APR-19	MAY-19	JUN-19	YTD
R E V E N U E													
Patient Revenue:													
1 Inpatient	\$ 64,473,390	\$ 71,901,255	\$ 66,786,949	\$ 72,616,703	\$ 67,018,471	\$ 63,859,557	\$ 66,670,217	\$ 64,088,556	\$ 68,180,327	\$ -	\$ -	\$ -	\$ 605,595,425
2 Pro Fees	1,572,206	1,789,731	1,475,144	2,512,622	1,314,466	1,809,675	2,253,687	2,532,122	2,299,208	-	-	-	17,538,861
3 Outpatient	29,913,075	33,743,000	28,280,118	32,483,101	28,742,317	27,406,124	29,827,369	29,514,788	29,867,039	-	-	-	269,776,931
4 Total Patient 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	100,346,574	-	-	-	892,911,217
Deductions from revenue													
5 Contractual Deductions	70,756,336	74,819,777	72,913,275	82,639,436	74,549,026	70,091,707	77,125,120	71,334,155	76,906,992	-	-	-	671,735,824
6 Bad Debt	4,776,136	3,750,055	2,609,655	2,540,065	947,672	3,319,574	280,000	4,215,366	1,595,512	-	-	-	24,034,035
7 Unable to Pay	344,030	350,912	345,098	610,585	570,940	245,187	482,681	273,548	649,582	-	-	-	3,882,563
8 Total Contractual Discounts	75,876,502	78,920,744	75,868,028	85,790,086	76,067,638	73,656,468	78,497,801	75,823,069	79,152,086	-	-	-	699,652,422
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	21,194,488	-	-	-	193,258,795
10 As a percent of Gross Revenue	20.93	26.53%	21.41%	20.28%	21.64%	20.86%	20.51%	21.13%	21.12%	-	-	-	21.64%
Total Government Funding	4,482,724	6,075,362	4,673,373	4,297,874	4,653,550	4,663,910	4,749,676	4,356,164	4,749,731	-	-	-	42,702,364
Other Operating Revenue:													
12 Rent Income	118,471	131,766	198,583	124,907	125,001	109,276	109,275	109,276	109,275	-	-	-	1,135,830
13 Interest Income	126,000	993,306	126,000	340,489	126,000	126,000	304,000	126,000	276,000	-	-	-	2,533,795
14 NMIF Contribution	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	-	-	-	540,000
15 Other Income	230,650	316,343	279,568	556,471	302,801	279,099	302,801	265,755	373,038	-	-	-	2,805,296
16 Total Other Operating Revenue	535,121	1,491,415	664,151	1,081,867	613,802	506,847	742,374	561,031	818,313	-	-	-	7,014,921
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	26,762,532	-	-	-	242,976,080
EXPENSE													
18 Salaries, Wages & Benefits	14,293,172	13,873,837	14,016,741	14,433,536	13,396,844	14,029,215	14,206,834	13,822,709	14,254,303	-	-	-	126,327,191
19 Registry	353,506	420,445	399,584	522,356	556,263	332,677	488,267	311,916	197,684	-	-	-	3,582,698
20 Phys/Residents SWB & Contract Fees	2,993,599	3,148,485	3,037,696	3,093,954	3,028,034	2,889,336	3,374,141	3,107,355	3,576,120	-	-	-	28,350,720
21 Purchased Services	2,289,056	2,639,680	2,999,644	2,838,736	2,564,672	3,003,715	3,160,938	2,826,879	3,266,020	-	-	-	25,699,340
22 Supplies	1,991,987	2,610,211	2,132,523	2,808,981	2,117,299	1,964,031	2,076,653	2,403,371	2,343,205	-	-	-	20,248,261
23 Insurance	217,205	217,205	217,205	217,205	217,204	217,205	217,205	217,205	217,205	-	-	-	1,954,844
24 Utilities and Telephone	153,964	292,473	295,416	282,957	297,921	295,095	298,138	264,226	290,827	-	-	-	2,471,017
25 Interest Expense	196,259	196,027	196,027	196,027	196,025	196,027	196,025	196,025	196,026	-	-	-	1,764,536
26 Depreciation & Amortization	984,657	953,089	997,679	995,749	999,115	997,316	1,021,914	1,028,683	984,923	-	-	-	8,963,125
27 Other Operating Expense	386,921	501,686	464,479	548,090	726,439	510,780	545,646	482,485	717,670	-	-	-	4,884,196
TOTAL EXPENSE	23,860,326	24,853,137	24,757,064	25,837,590	24,099,816	24,535,397	25,585,761	24,660,854	26,045,983	-	-	-	224,235,928
NET INCOME(LOSS)	1,239,688	11,206,882	1,254,643	1,364,491	2,175,152	54,248	159,761	568,738	716,549	-	-	-	18,740,152
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)	-	-	-	-	(6,250)	-	-	-	(156,250)
33 Total Extraordinary Items	-	(6,063,508)	-	(150,000)	-	-	-	-	(6,250)	-	-	-	(6,219,758)
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	\$ 710,299	\$ -	\$ -	\$ -	\$ 12,520,394
CAPITAL CONTRIBUTIONS													
36 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	\$ 568,738	\$ 716,549	\$ -	\$ -	\$ -	\$ 18,740,152

NATIVIDAD
STATEMENT OF REVENUES AND EXPENSES & CHANGES IN NET ASSETS
AS OF MARCH 31, 2019

	CURRENT MONTH				YEAR -TO -DATE				UNAUDITED		
	Actual	Budget	Variance fav. (unfav)		Actual	Budget	Variance fav. (unfav)		Prior Yr AVERAGE		
			\$ VAR.	% VAR			\$ VAR.	% VAR			
R E V E N U E											
Patient Revenue:											
1	\$	68,180,327	\$	66,117,749	\$	595,059,741	\$	10,535,684	1.8	\$	601,341,802
2		2,299,208		2,058,356		17,538,861		(986,343)	(5.3)		19,693,225
3		29,867,039		29,495,410		269,776,931		4,318,241	1.6		263,766,235
4		100,346,574		97,671,515		892,911,217		13,867,582	1.6		884,801,262
Deductions from Revenue											
5		76,906,992		73,437,593		671,735,824		(10,797,487)	(1.6)		666,148,130
6		1,595,512		3,498,417		24,034,035		7,451,718	23.7		28,096,465
7		649,582		712,836		3,882,563		2,532,961	39.5		6,068,044
8		79,152,086		77,648,846		699,652,422		(812,808)	(0.1)		700,312,639
9		21,194,488		20,022,669		193,258,795		13,054,774	7.2		184,488,623
10		21.12%		20.50%		21.64%		20.50%	20.85%		20.85%
11		4,749,731		4,489,159		42,702,364		2,299,933	5.69		38,214,576
Total Government Funding											
Other Operating Revenue:											
12		109,275		107,027		1,135,830		963,243	17.9		1,341,247
13		276,000		83,333		2,533,795		1,783,798	237.8		844,128
14		60,000		60,000		540,000		0	-		540,000
15		373,038		255,250		2,805,296		508,046	22.1		2,716,326
16		818,313		505,610		7,014,921		2,464,431	54.2		5,441,701
Total Other Operating Revenue											
17		26,762,532		25,017,438		242,976,080		17,819,138	7.9		228,144,900
TOTAL REVENUE											
EXPENSE											
18		14,254,303		13,148,453		126,327,191		(7,991,114)	(6.8)		113,855,482
19		197,684		131,607		3,582,698		(2,398,235)	(202.5)		3,009,799
20		3,578,120		2,949,239		28,320,576		(1,777,425)	(6.7)		26,067,388
21		3,266,020		3,270,487		25,719,484		3,714,899	12.6		22,147,903
22		2,343,205		2,104,757		20,248,261		(1,305,448)	(6.9)		18,281,753
23		217,205		211,333		1,954,844		(52,847)	(2.8)		1,785,664
24		290,827		297,533		2,471,017		206,780	7.7		2,583,973
25		196,026		207,539		1,764,536		103,315	5.5		1,777,538
26		984,923		937,184		8,963,125		(528,469)	(6.3)		8,872,553
27		717,670		556,507		4,884,196		124,367	2.5		4,356,248
28		26,045,983		23,814,639		224,235,928		(9,904,177)	(4.6)		202,738,301
TOTAL EXPENSE											
29		716,549		1,202,799		18,740,152		7,914,961	73.1		25,406,599
NET INCOME(LOSS)											
CAPITAL CONTRIBUTIONS											
30											
31		-		-		-		-	-		-
32		-		-		-		-	-		-
33		-		-		-		-	-		-
34	\$	716,549	\$	1,202,799	\$	18,740,152	\$	10,825,191	73.1	\$	25,406,599
CHANGE IN NET ASSETS											
County Contribution											

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NATIVIDAD
STATEMENT OF REVENUES AND EXPENSES & CHANGES IN NET ASSETS PER ADJUSTED PATIENT DAY
AS OF MARCH 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	
	5,140	4,860	280	5.8%	43,467	42,955	512	1.2%	43,536	
	REVENUE									
	ADJUSTED PATIENT DAYS									
	Patient Revenue:									
1	\$	\$	\$	(2.5) %	\$	\$	\$	0.6%	\$	
2	13,265	13,604	(339)	5.6	13,932	13,853	79	(28)	13,813	
3	447	424	24	(258)	404	431	(28)	(6.4)	452	
4	5,811	6,069	(258)	(4.2)	6,207	6,180	27	0.4	6,059	
5	19,523	20,096	(573)	(2.8)	20,542	20,464	78	0.4	20,323	
6	14,963	15,110	147	1.0	15,454	15,387	(67)	(0.4)	15,301	
7	310	720	409	56.9	553	733	180	24.6	645	
8	126	147	20	13.8	89	149	60	40.2	139	
9	15,400	15,976	577	3.6	16,096	16,269	173	1.1	16,086	
10	4,124	4,120	4	0.1	4,446	4,195	251	6.0	4,238	
11	21.12%	20.50%			21.64%	20.50%			20.85%	
	924	924	0	0.0	982	941	42	4.4	878	
	Total Government Funding									
	Other Operating Revenue:									
12	21	22	(1)	(3.5)	26	22	4	16.5	31	
13	54	17	37	213.2	58	17	41	233.9	19	
14	12	12	(1)	(5.4)	12	13	(0)	(1.2)	12	
15	73	53	20	38.2	65	53	11	20.7	62	
16	159	104	55	53.0	161	106	55	52.3	125	
17	5,207	5,147	60	1.2	5,590	5,242	348	6.6	5,240	
	TOTAL REVENUE									
	EXPENSE									
18	2,773	2,705	(68)	(2.5)	2,906	2,755	(151)	(5.5)	2,615	
19	38	27	(11)	(42.0)	82	28	(55)	(198.9)	69	
20	696	607	(89)	(14.7)	652	618	(34)	(5.4)	599	
21	635	673	37	5.6	592	685	94	13.6	509	
22	456	433	(23)	(5.3)	466	441	(25)	(5.6)	420	
23	42	43	1	2.8	45	44	(1)	(1.6)	41	
24	57	61	5	7.6	57	62	5	8.8	59	
25	38	43	5	10.7	41	43	3	6.6	41	
26	192	193	1	0.6	206	196	(10)	(5.0)	204	
27	140	115	(25)	(21.9)	112	117	4	3.6	100	
28	5,068	4,900	(168)	(3.4)	5,159	4,990	(169)	(3.4)	4,657	
	TOTAL EXPENSE									
	NET INCOME(LOSS)									
29	139	247	(108)	(43.7)	431	252	179	71.1	584	
30	CAPITAL CONTRIBUTIONS									
31	-	-	-	-	-	-	-	-	-	
32	-	-	-	-	-	-	-	-	-	
33	-	-	-	-	-	-	-	-	-	
34	\$	\$	\$	(44) %	\$	\$	\$	71.078 %	\$	584
	139	247	(108)	(44) %	431	252	179	71.078 %	584	
	CHANGE IN NET ASSETS									

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

	CURRENT MONTH				YEAR - TO - DATE			
	BEGINNING	ENDING	INC/(DEC)	% CHG.	BEGINNING	ENDING	INC/(DEC)	% CHG.
AUDITED								
1	\$ 54,945,883	\$ 38,866,798	\$ (16,079,085)	(29.3)	\$ 78,688,816	\$ 38,866,798	\$ (39,822,018)	(50.6)
2	3,200,000	3,200,000	-	-	3,200,000	3,200,000	-	-
3	28,980,327	29,298,727	318,400	1.1	39,126,975	29,298,727	(9,828,248)	(25.1)
4	39,502,619	57,772,732	18,270,113	46.3	41,681,940	57,772,732	16,090,792	38.6
5	4,072,527	4,023,376	(49,151)	(1.2)	3,990,982	4,023,376	32,394	0.8
6	5,862,322	5,910,740	48,418	0.8	5,361,113	5,910,740	549,627	10.3
7	136,563,678	139,072,373	2,508,695	1.8	172,049,826	139,072,373	(32,977,453)	(19.2)
8								
9	300,384,548	301,605,103	1,220,555	0.4	293,436,996	301,605,103	8,168,107	2.8
10	(182,471,681)	(183,456,604)	(984,923)	(0.5)	(174,493,479)	(183,456,604)	(8,963,125)	(5.1)
11	117,912,867	118,148,499	235,632	0.2	118,943,517	118,148,499	(795,018)	(0.7)
12	146,664,009	146,614,563	(49,446)	(0.0)	103,237,210	146,614,563	43,377,353	42.0
13	-	-	-	-	-	-	-	-
14	162,685	160,461	(2,224)	1.4	163,431	160,461	(2,970)	(1.8)
15	162,685	160,461	(2,224)	1.4	163,431	160,461	(2,970)	(1.8)
16	\$ 401,303,239	\$ 403,995,896	\$ 2,692,657	0.7	\$ 394,393,984	\$ 403,995,896	\$ 9,601,912	2.4
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								
23	-	-	-	-	-	-	-	-
24	-	-	-	-	-	-	-	-
25	38,421,218	38,404,740	(16,478)	(0.0)	42,093,034	38,404,740	(3,688,294)	(8.8)
26	38,421,218	38,404,740	(16,478)	(0.0)	42,093,034	38,404,740	(3,688,294)	(8.8)
27	270,530,264	270,530,264	-	-	270,530,264	270,530,264	-	-
28	18,023,603	18,740,152	716,549	(4.0)	-	18,740,152	18,740,152	100.0
29	288,553,867	289,270,416	716,549	0.2	270,530,264	289,270,416	18,740,152	6.9
30	\$ 401,303,239	\$ 403,995,896	\$ 2,692,657	0.7	\$ 394,393,984	\$ 403,995,896	\$ 9,601,912	2.4

**NATIVIDAD
STATE AND COUNTY RECEIVABLES**

AS OF 03/31/19

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	22,167,235				28,589,066	(56,334,921)	14,422,953
EHR Meaningfull Use	520,990							520,990
Hospital Fee	1,506,108	712,503					(767,614)	1,450,998
Rate Range IGT-CCAH-	14,411,372	6,098,823				8,379,172		28,889,367
MCMC EPP	-	3,248,163						3,248,163
MCMC QIP	-	3,693,942						3,693,942
SB1732	-	2,925,000					(3,233,326)	(308,326)
AB 915	3,254,442	2,700,000					(3,249,958)	2,704,484
A/R Office Buildings	78,488	1,135,830					(934,577)	279,742
A/R Manco Abbott	-	400,054					(380,473)	19,581
Interest Accrued Positive Cash	-	1,840,380					(1,588,380)	252,000
Accrued Donations	1,834,852	540,000					(50,534)	2,324,318
A/R Jail-PG&E	74,114	728,541					(674,385)	128,270
Health Department	-	1,260,000					(1,067,655)	192,345
Ryan White & EJP A/R	-	187,497					(233,592)	(46,095)
STATE RECEIVABLES	\$ 41,681,940	\$ 47,637,969	\$ -	\$ -	\$ -	\$ 36,968,238	\$ (68,515,415)	\$ 57,772,732

P & L

	YTD Mar-19
Medi-Cal DSH /SNCP/PHYS SPA	\$ 11,434,735
PRIME Y4	10,732,500
Rate Range IGT-CCAH-	6,098,823
AB 85 New Eligible Reconciled	444,962
Esperanza Care	(953,063)
MCE to Cost Reconciled	738,167
Hospital Fee	712,503
MCMC EPP	3,248,163
HD Residency Support	(375,003)
MCMC QIP	3,693,942
AB915	2,700,000
Medicare GME	1,087,408
SB 1732	2,925,000
Ryan White & SAMHSA GRANTS	214,228
GOVERNMENT FUNDING INCOME	\$ 42,702,365

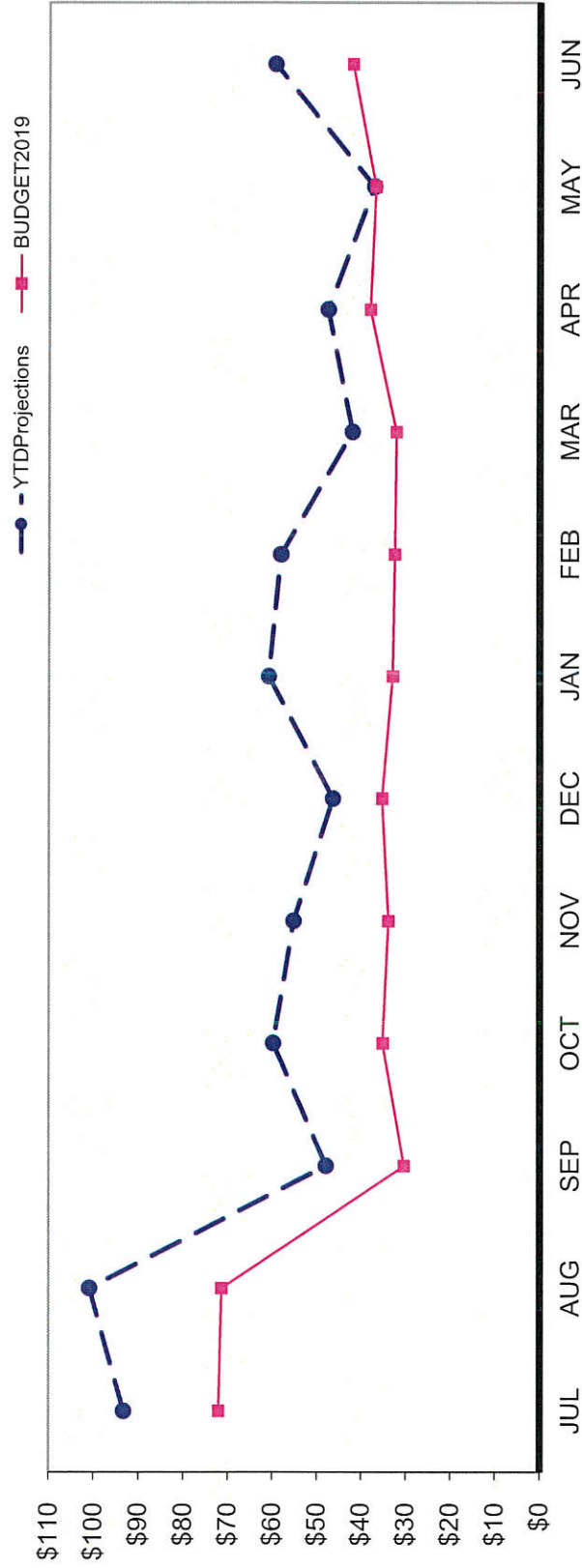
NATIVIDAD
STATEMENT OF CASH FLOWS
AS OF MARCH 31, 2019

	CURRENT MONTH	YEAR - TO - DATE
1	\$ 58,145,883	\$ 81,888,816
2		
3	716,549	18,740,152
4	-	-
5	984,923	\$ 8,963,125
6	<u>1,701,472</u>	<u>27,703,277</u>
7		
8	(318,400)	9,828,248
9	(18,270,113)	(16,090,792)
10	733	(582,021)
11	1,488,676	4,852,267
12	1,108,914	(3,266,190)
13	-	(1,539,383)
14	-	(11,375)
15	(605,004)	(5,485,265)
16	<u>(16,595,194)</u>	<u>(12,294,511)</u>
17		
18		
19	(1,220,555)	(8,168,107)
20	-	-
21	<u>(1,220,555)</u>	<u>(8,168,107)</u>
22		
23	(16,478)	(3,688,294)
24	49,446	(43,377,353)
25	2,224	2,970
26	<u>35,192</u>	<u>(47,062,677)</u>
27	<u>(16,079,085)</u>	<u>(39,822,018)</u>
28	\$ 42,066,798	\$ 42,066,798

NATIVIDAD
RECONCILIATION OF GOVERNMENT FUNDING
FISCAL YEAR 2019

	<u>BDGT-19</u>	<u>ESTIMATE 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	1,603,084	251,084
Provider Fee	950,000	950,000	-
	<u>\$ 53,869,900</u>	<u>\$ 55,485,471</u>	<u>\$ 1,615,571</u>

Cash Flow Performance Fiscal Year 2019 (in Millions)



	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ESTIMATE	ESTIMATE
Months	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jun
YTD	93.3	100.9	47.9	59.9	55.3	46.5	60.9	58.1	42.1	47.6	37.2	59.4	59.4
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	42.0
Variance	21.2	29.4	17.5	24.6	21.3	11.1	27.9	25.6	9.9	9.5	0.3	17.4	17.4

NATIVIDAD
CASH FORECAST
FISCAL YEAR 18-19

	ACTUAL JUL	ACTUAL AUG	ACTUAL SEP	ACTUAL OCT	ACTUAL NOV	ACTUAL DEC	ACTUAL JAN	ACTUAL FEB	ACTUAL MAR	PROJECTION APR	PROJECTION MAY	PROJECTION JUN	Total YTD
Beginning Balance	81,880,062	93,273,873	100,850,021	47,901,621	59,828,891	55,243,338	41,953,474	60,877,439	58,105,745	42,021,444	47,575,902	37,160,506	81,880,062
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	16,486,716	25,370,193	22,354,032	20,384,337	19,574,916	20,233,195	19,574,912	255,244,866
Provider Fee	-	365,075	-	395,004	-	-	-	-	-	79,167	79,167	79,163	1,168,472
RR 161 FY17-18	-	-	-	-	-	-	-	-	-	-	-	-	22,778,868
SHORT DOYLE	-	-	338,819	318,378	-	273,235	868,693	-	569,198	173,480	173,480	173,454	2,859,097
HIV GRANTS	16,347	-	49,102	23,935	28,731	-	42,101	57,678	-	20,833	20,833	20,833	327,201
HEALTH DEPARTMENT REIMB	-	153,365	-	-	279,096	269,337	-	-	378,759	175,000	175,000	175,000	1,605,557
Armen Abortion Interest	-	857,306	-	-	-	-	-	-	-	-	-	-	857,306
ABIS	-	-	3,208,951	-	-	-	-	-	-	-	-	-	6,808,951
CCOH Capital Grant	661,027	-	-	-	-	-	-	-	242,968	-	-	-	242,968
GPY Y2 Final Payment	-	-	-	-	-	-	-	-	-	-	-	-	242,968
Armen Abortion Patient Services	-	5,205,202	-	8,537,842	117,485	-	-	-	-	-	-	-	661,027
GPY Y3 4Q	-	-	-	8,832,942	-	-	-	-	-	-	-	-	5,205,202
GPY Y4	-	-	-	8,832,942	-	-	-	-	-	8,832,942	-	-	8,832,942
PRIME DY13 & DY14 16T	13,825,554	-	-	-	-	-	-	-	-	-	-	-	26,498,826
PHYS SPA	-	-	-	-	-	-	-	-	-	-	-	-	29,352,683
SB1732	-	-	-	-	-	-	3,233,327	-	-	-	-	-	-
Foundation	-	-	-	-	-	-	-	-	-	-	-	-	560,000
JME BIWEEKLY	106,232	112,667	106,232	106,232	106,232	106,232	106,232	106,232	171,892	171,892	171,892	171,892	50,574
Rent Income	33,174	46,889	33,084	143,959	482,435	44,788	24,550	71,621	45,288	94,667	94,667	94,663	1,543,859
CCAH MCE to Cost FY15-16 & FY16-17	571,659	611,471	-	-	-	-	-	-	-	-	-	-	1,219,785
Fund 404 Transfer	-	-	-	398,111	-	-	-	779,453	-	3,576,550	3,377,477	-	1,183,130
I&T Sub-Fund Transfer In/(Out)	-	-	-	-	-	5,224,860	(5,224,860)	-	-	-	-	-	6,288,409
Interest Income	-	-	-	718,488	-	-	869,890	-	-	-	-	-	14,400,000
Miscellaneous Revenue	92,287	81,632	132,544	323,274	26,937	26,937	99,947	584,312	306,410	135,944	135,944	175,000	1,763,379
Total Cash Receipts	38,343,044	30,869,021	24,094,381	42,073,925	23,893,755	22,832,105	40,692,164	23,953,318	22,141,660	32,835,371	24,451,635	53,808,138	2,606,493
CASH DISBURSEMENTS													
Purchased Services and Supplies	-	-	-	-	-	-	-	-	-	-	-	-	388,798,528
PRIME DY13 & DY14 16T	8,710,801	7,481,819	6,412,673	7,568,759	9,361,559	7,760,858	12,694,141	9,820,174	7,460,113	7,162,427	7,401,175	7,162,427	98,998,936
RR 161 FY17-18	-	-	-	-	-	7,764,574	-	-	-	-	-	-	14,919,574
Assessment Fee RR 161 FY17-18	-	-	-	-	-	-	-	-	-	-	-	-	7,060,795
GPY Y2 & Y1	-	-	-	-	-	-	-	-	-	-	-	-	1,318,377
GPY Y3 4Q	-	1,232,580	-	55,890	-	-	-	-	-	-	-	-	1,288,470
GPY Y4	-	-	5,094,022	-	-	-	-	-	-	-	-	-	5,094,022
Building Lease / Rental Equipment	145,541	277,848	281,667	223,153	223,153	328,908	285,438	236,106	285,438	285,438	285,438	285,438	15,674,580
COP Principal & Interest Payments	4,256,349	-	274,022	311,453	-	-	-	-	891,147	-	-	-	3,231,868
Payroll and Benefits	13,419,885	13,809,554	13,911,702	20,232,466	13,607,251	13,776,922	14,915,082	14,941,368	14,688,672	14,291,246	14,767,621	14,291,246	5,421,518
Esperanza Care	17,500	-	28,210	403,708	37,382	-	37,673	411,078	17,513	-	-	-	176,433,016
COWCAP	-	-	-	4,910,476	-	-	-	-	-	-	-	-	953,064
FY18-19 MH MOU	-	-	-	98,988	-	95,998	222,346	-	100,470	-	-	-	4,910,476
Data Processing	-	-	174,770	88,819	-	87,386	175,079	88,541	88,021	226,505	226,505	546,000	1,362,131
BETA Insurance Premium	-	-	-	-	-	-	-	-	-	-	-	-	1,362,131
Transfer GPY Y2 to Health	-	-	-	-	-	-	-	-	-	-	-	-	402,654
I&T Sub-Fund Transfer Out	-	-	-	-	-	-	-	-	-	-	-	-	454,573
Capital Expenditures	399,156	481,072	46,000,000	-	-	-	-	-	-	-	-	-	45,000,000
Total Cash Disbursements	26,945,233	23,292,873	77,042,791	30,146,655	28,479,308	35,891,989	30,798,199	26,725,012	38,225,961	27,280,913	34,877,031	31,551,984	27,545,057
Increase/(Decrease)	11,393,811	7,576,148	(52,948,400)	11,927,270	(4,585,553)	(13,259,864)	18,893,965	(2,771,694)	(16,084,301)	5,554,468	(10,415,396)	22,276,154	(22,443,402)
Ending Cash Fund 451	93,273,873	100,850,021	47,901,621	59,828,891	55,243,338	41,953,474	60,877,439	58,105,745	42,021,444	47,575,902	37,160,506	59,436,660	59,436,660
(+) Cash In Transit	-	-	-	-	-	-	-	-	-	-	-	-	-
(-) Credit Card Account + Fund 27	9,311	15,544	15,464	18,915	18,967	28,631	32,296	36,458	41,674	-	-	-	66,736,553
(-) Petty Cash	3,680	3,680	3,680	3,680	3,680	3,680	3,680	3,680	3,680	-	-	-	(6,268,409)
Ending Cash as per 6/L	93,286,864	100,869,245	47,920,765	59,851,486	55,265,985	46,462,920	60,913,415	58,145,883	42,066,798	47,575,902	37,160,506	59,436,660	60,468,144
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	73,690,580	73,690,580	70,114,030	66,736,553	-
Transfer In/Out Fund 451	-	-	-	(398,111)	-	-	-	(779,453)	-	(3,676,550)	(3,377,477)	-	(6,268,409)
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	73,690,580	73,690,580	70,114,030	66,736,553	60,468,144	-
Ending Cash Fund 451 & 404	168,142,017	175,716,165	122,765,765	134,298,924	129,713,371	116,453,507	135,347,472	131,796,325	115,712,024	117,690,932	103,897,059	119,904,804	-

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