



**Finance Committee
Special Meeting
2019**

June 7, 2019



Finance Committee Special Meeting

Friday, June 7, 2019

8:00 AM

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 April 25, 2019. *Pages 8-12*

5. **Old Business**

- None

6. **New Business**

- Consent Items – Attachment A. *Pages 13-58*
Review and approve for consideration by the NMC Board of Trustees

Scheduled Items/Discussion Items

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

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute renewal and amendment No. 2 to the agreement (A-13620) with The CBORD Group, Inc. for hospital food and nutrition software services, extending the agreement for an additional thirteen month period (July 11, 2019 through July 31, 2020) for a revised full agreement term of July 11, 2017 through July 31, 2020, and adding \$12,510 for a revised total agreement amount not to exceed \$134,426. *Pages 59-60*
(Andrea Rosenberg)

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

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the Addendum with The Gordian Group to the SourceWell (formerly NJPA) Contract 071415 for administrative services of the Job Order Contracting (JOC) program, to increase the total amount an additional \$175,000 for a revised total spending limit not to exceed \$275,000, for JOC projects initiated during the term of the Sourcewell Contract September 15, 2015 through September 15, 2020.
Pages 61-62 (Andrea Rosenberg)

9. Review and approve for consideration by the NMC Board of Trustees the following request which is in the final stages of negotiation:
 - a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute a non-standard agreement with Wolters Kluwer Health Inc. for subscriptions licenses and maintenance support services for Nurse Education at NMC for an amount not to exceed \$187,658 with an agreement term July 1, 2019 through June 30, 2023 and;
 - b. Approve the NMC Chief Executive Officer's recommendation to accept non-standard language and provision within the agreement. *Pages 63-64 (Nancy Buscher)*
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 Champion Healthcare Technologies, Inc. for electronic tissue management software services at NMC for an amount not to exceed \$97,938 with an agreement term July 1, 2019 through June 30, 2022.
 - b. Approve the NMC Chief Executive Officer's recommendation to accept non-standard indemnification, insurance, limitations on liability, and limitations on damages provisions within the agreement. *Pages 65-66 (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 amendment No. 2 to the agreement with Applied Statistics & Management Inc. for subscription to access web-based medical staff database services for verifying and tracking medical care provider licenses and adding \$12,834 for a revised total agreement amount not to exceed \$112,634, with no changes to the term of the Agreement July 1, 2015 through June 30, 2020. *Pages 67-68 (Charles Harris)*
12. 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 Change Healthcare Technologies, LLC for software and maintenance services at NMC for a total amount not to exceed \$4,326,883 with an agreement term of July 1, 2019 through June 30, 2024.
 - 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%) (\$432,688) 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 69-71 (Charles Harris)*
13. 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 a Service Order with Cyxtera Technologies, Inc. for co-location and disaster recovery services under the terms and conditions of the existing Master Agreement (A-14052) and at a cost of \$105,492, with no change to the agreement term of July 21, 2018 through June 30, 2020.
 - b. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 6 to the Agreement with CenturyLink Communications LLC to add continued data circuit services for Natividad at a cost of \$168,000, with no change to the agreement term of July 21, 2015 through June 30, 2020. *Pages 72-73 (Ari Entin)*

14. 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. 2 to the agreement with Professional Research Consultants, Inc. for patient satisfaction survey services, extending the agreement an additional nine (9) month period (July 1, 2019 through March 31, 2020) for a revised full agreement term of July 1, 2015 through March 31, 2020, and adding \$28,965 for a revised total agreement amount not to exceed \$154,965. *Pages 74-75 (Craig Walls)*

15. 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 HealthStream Inc. for Web based clinical education content services at NMC for an amount not to exceed \$137,474 with an agreement term July 1, 2019 through June 30, 2022.
- b. Approve the NMC Chief Executive Officer's recommendation to accept non-standard indemnification, insurance, limitations on liability, and limitations on damages provisions within the agreement. *Pages 76-77 (Janine Bouyea)*

16. Review and Approve Financial Statements

Daniel Leon, CFO

- Receive and Approve April 2019 Financial Report. *Pages 78-90*

17. Calendar for Next Finance Committee Meeting

- Thursday, June 27, 2019 at 3:30 PM.

18. Adjournment

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



Finance Committee Special Meeting
Friday, June 7, 2019
Consent Items

Attachment A

1. <i>Pages 13-14</i>	<p>a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with Everyone's Harvest for the operation and management of the certified Farmers' Market at NMC for an amount not to exceed \$130,080 with an agreement term July 1, 2019 through June 30, 2022.</p> <p>b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (3) future amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$13,008) of the original cost of the agreement.</p>
2. <i>Pages 15-16</i>	<p>Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 3 to the agreement (A-13464) with Pacific Medical, Inc. for orthopedic soft goods, durable medical equipment and orthotics and prosthetics services, adding \$163,000 for a revised total agreement amount not to exceed \$488,000 and with the no change to the agreement term.</p>
3. <i>Pages 17-18</i>	<p>a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment no. 3 to the agreement (A-12753) with Health Care Interpreter Network (HCIN) for shared interpreter services at NMC, adding \$50,000 for a revised total agreement amount not to exceed \$440,000 and with no change to the agreement term of July 1, 2015 through June 30, 2021.</p> <p>b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (3) future amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$19,500) of the original cost of the agreement.</p>
4. <i>Pages 19-20</i>	<p>a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with Cynthia Harlowe for consulting services related to Joint Commission accreditation at NMC for an amount not to exceed \$500,000 with an agreement term of July 1, 2019 through June 30, 2021.</p> <p>b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (3) future amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$50,000) of the original cost of the agreement.</p>
5. <i>Pages 21-23</i>	<p>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 \$300,000 for a revised total agreement amount not to exceed \$498,500.</p>
6. <i>Pages 24-25</i>	<p>a. Authorize the Deputy Purchasing Agent for Natividad or his designee to execute the Professional and Call Coverage Services Agreement with Kevin Yoo MD, APC to provide neurosurgery services at Natividad for an amount not to exceed \$500,000 for the period July 1, 2019 to June 30, 2021; and</p> <p>b. Authorize the Deputy Purchasing Agent for Natividad or his designee to sign up to three (3)</p>

	future amendments to this agreement where the total amendments do not significantly change the scope of work and do not cause an increase of more than ten percent 10% (\$50,000) of the original contract amount.
7. <i>Pages 26-27</i>	<p>a. Authorize the Deputy Purchasing Agent for Natividad or his designee to execute the Professional and Call Coverage Services Agreement with Neurorescue, a Professional Medical Corp. to provide neurosurgery services at Natividad for an amount not to exceed \$500,000 for the period July 1, 2019 to June 30, 2021; and</p> <p>b. Authorize the Deputy Purchasing Agent for Natividad or his designee to sign up to three (3) future amendments to this agreement where the total amendments do not significantly change the scope of work and do not cause an increase of more than ten percent 10% (\$50,000) of the original contract amount.</p>
8. <i>Pages 28-29</i>	<p>a. Authorize the Deputy Purchasing Agent for Natividad or his designee to execute the Professional and Call Coverage Services Agreement with Minh Q. Tran M.D. Inc. to provide neurosurgery services at Natividad for an amount not to exceed \$500,000 for the period July 1, 2019 to June 30, 2021; and</p> <p>b. Authorize the Deputy Purchasing Agent for Natividad or his designee to sign up to three (3) future amendments to this agreement where the total amendments do not significantly change the scope of work and do not cause an increase of more than ten percent 10% (\$50,000) of the original contract amount.</p>
9. <i>Pages 30-31</i>	<p>a. Authorize the Deputy Purchasing Agent for Natividad or his designee to execute the Professional and Call Coverage Services Agreement with West Coast Brain and Spine Institute, Inc. to provide neurosurgery services at Natividad for an amount not to exceed \$500,000 for the period July 1, 2019 to June 30, 2021; and</p> <p>b. Authorize the Deputy Purchasing Agent for Natividad or his designee to sign up to three (3) future amendments to this agreement where the total amendments do not significantly change the scope of work and do not cause an increase of more than ten percent 10% (\$50,000) of the original contract amount.</p>
10. <i>Pages 32-34</i>	<p>a. Ratify execution by the Deputy Purchasing Agent of Natividad Medical Center (“NMC”) of a Letter of Interest, dated May 17, 2019 to the California Department of Health Care Services (“State DHCS”), confirming the interest of the County of Monterey d/b/a NMC (“County”) in working with State DHCS to participate in the Voluntary Rate Range Program for the period of July 1, 2018 to June 30, 2019, including providing a Medi-Cal managed care rate range Intergovernmental Transfer of Public Funds (“IGT”) to fund the nonfederal share of Medi-Cal managed care actuarially sound capitation rate payments ;</p> <p>b. Authorize the Deputy Purchasing Agent of NMC to execute the implementing IGT Agreement between the County and the State DHCS to fund the nonfederal share of Medi-Cal managed care actuarially sound capitation rate payments for healthcare services rendered in the period of July 1, 2018 to June 30, 2019, pursuant to Sections 14164 and 14301.4(b)(4) of the Welfare & Institutions Code, in substantially the same form as that which has been presented to the Board without significant change to its content, for a total amount not to exceed \$9,800,000, plus a 20 % assessment fee applicable to non-exempt funds; and</p> <p>c. Authorize the Deputy Purchasing Agent of NMC to execute amendments to the Health Plan-Provider Agreement with the Monterey-Santa Cruz-Merced Managed Medical Care Commission d/b/a Central California Alliance for Health (“CCAH”) to provide for Medi-Cal managed care rate payment increases to NMC for healthcare services rendered in the period of July 1, 2018 to June 30, 2019, at no less than 80.07% of the available rate increases specific to Medi-Cal Plan enrollees in Monterey County.</p>
11. <i>Pages 35-36</i>	Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No.1 to the agreement (A-14126) with Clean Harbors Environmental Services, Inc. for waste transportation and disposal services of rendered non-retrievable and unusable pharmaceutical waste, extending the agreement an additional one (1) year period (October 1, 2019 through September 31, 2020) for a revised full agreement term of October 1, 2018 through September 31, 2020, and adding \$8,500 for a revised total agreement amount not to exceed \$12,000.
12. <i>Pages 37-38</i>	a. Authorize the Deputy Purchasing Agent for Natividad or his designee to execute the Professional and Call Coverage Services Agreement with Thai Lan N. Tran MD, Inc. to provide general and acute care surgical services at Natividad for an amount not to exceed \$650,000 for the period July

	<p>1, 2019 to June 30, 2021; and</p> <p>b. Authorize the Deputy Purchasing Agent or his designee to sign up to three (3) future amendments to this agreement where the total amendments do not significantly change the scope of work and do not cause an increase of more than ten percent 10% (\$65,000) of the original contract amount.</p>
<p>13. <i>Pages 39-40</i></p>	<p>a. Authorize the Deputy Purchasing Agent for Natividad or his designee to execute the Professional and Call Coverage Services Agreement with Brian Lugo MD, Medical Corp. to provide general and acute care surgical services at Natividad for an amount not to exceed \$500,000 for the period July 1, 2019 to June 30, 2021; and</p> <p>b. Authorize the Deputy Purchasing Agent or his designee to sign up to three (3) future amendments to this agreement where the total amendments do not significantly change the scope of work and do not cause an increase of more than ten percent 10% (\$50,000) of the original contract amount.</p>
<p>14. <i>Pages 41-42</i></p>	<p>a. Authorize the Deputy Purchasing Agent for Natividad or his designee to execute the Professional and Call Coverage Services Agreement with Delphine Engel MD to provide general and acute care surgical services at Natividad for an amount not to exceed \$500,000 for the period July 1, 2019 to June 30, 2021; and</p> <p>b. Authorize the Deputy Purchasing Agent or his designee to sign up to three (3) future amendments to this agreement where the total amendments do not significantly change the scope of work and do not cause an increase of more than ten percent 10% (\$50,000) of the original contract amount.</p>
<p>15. <i>Pages 43-44</i></p>	<p>a. Authorize the Deputy Purchasing Agent for Natividad or his designee to execute the Professional and Call Coverage Services Agreement with Boris H. Borazjani MD, Inc. to provide general and acute care surgical services at Natividad for an amount not to exceed \$500,000 for the period July 1, 2019 to June 30, 2021; and</p> <p>b. Authorize the Deputy Purchasing Agent or his designee to sign up to three (3) future amendments to this agreement where the total amendments do not significantly change the scope of work and do not cause an increase of more than ten percent 10% (\$50,000) of the original contract amount.</p>
<p>16. <i>Pages 45-46</i></p>	<p>a. Authorize the Deputy Purchasing Agent for Natividad or his designee to execute the Professional and Call Coverage Services Agreement with Sweet, Renfer & Milanese MD to provide urology services at Natividad for an amount not to exceed \$625,500 for the period July 1, 2019 to June 30, 2021; and</p> <p>b. Authorize the Deputy Purchasing Agent or his designee to sign up to three (3) future amendments to this agreement where the total amendments do not significantly change the scope of work and do not cause an increase of more than ten percent 10% (\$62,550) of the original contract amount.</p>
<p>17. <i>Pages 47-48</i></p>	<p>a. Authorize the Deputy Purchasing Agent for Natividad or his designee to execute the Professional and Call Coverage Services Agreement with Salinas Valley Radiologists, Inc. (SVR) to provide radiologist services for the period July 1, 2019 to June 30, 2020 for an amount not to exceed \$800,000; and</p> <p>b. Authorize the Deputy Purchasing Agent for Natividad or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not significantly change the scope of work and do not exceed ten percent 10% (\$80,000) of the original contract amount.</p>
<p>18. <i>Pages 49-50</i></p>	<p>a. Authorize the Deputy Purchasing Agent for Natividad or his designee to execute the Professional Services Agreement with the Regents of the University of California, on behalf of the University of California, San Francisco, School of Medicine, Department of Medicine (UCSF) to provide family medicine and pediatric hospitalist services for the period July 1, 2019 to June 30, 2020 for an amount not to exceed \$465,000; and</p> <p>b. Authorize the Deputy Purchasing Agent for Natividad or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not significantly change the scope of work and do not exceed ten percent 10% (\$46,500) of the original contract amount.</p>
<p>19. <i>Pages 51-52</i></p>	<p>a. Authorize the Deputy Purchasing Agent for Natividad or his designee to execute the Professional and Call Coverage Services Agreement with Salinas Valley Memorial Healthcare System, dba Salinas Valley Medical Clinic to provide hematology oncology services for the period July 1, 2019 to June 30, 2021 for an amount not to exceed \$360,000; and</p> <p>b. Authorize the Deputy Purchasing Agent for Natividad or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not significantly change the scope of work and do not exceed ten percent 10% (\$36,000) of the original contract amount.</p>
<p>20. <i>Pages 53-54</i></p>	<p>a. Authorize the Deputy Purchasing Agent for Natividad or his designee to execute the Professional and Call Coverage Services Agreement with Salinas Valley Plastic Surgery Associates to provide plastic surgery services for the period July 1, 2019 to June 30, 2021 for an amount not to exceed</p>

	<p>\$365,000; and</p> <p>b. Authorize the Deputy Purchasing Agent for Natividad or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not significantly change the scope of work and do not exceed ten percent 10% (\$36,500) of the original contract amount.</p>
<p>21. <i>Pages 55-56</i></p>	<p>a. Authorize the Deputy Purchasing Agent for Natividad or his designee to execute the Professional and Call Coverage Services Agreement with Allen Radner MD to provide infectious disease physician services for the period July 1, 2019 to June 30, 2021 for an amount not to exceed \$185,400; and</p> <p>b. Authorize the Deputy Purchasing Agent for Natividad or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not significantly change the scope of work and do not exceed ten percent 10% (\$18,540) of the original contract amount.</p>
<p>22. <i>Pages 57-58</i></p>	<p>Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 3 to the agreement (A-13524) with Meta Dynamic, Inc. for rental of neurosurgery equipment plus associated services, adding \$95,000 for a revised total agreement amount not to exceed \$275,000, with no change to the term of the agreement April 15, 2015 through April 14, 2020.</p>



Finance Committee Meeting

Thursday, April 25, 2019

3:30 PM

Steinbeck Room, Building 300

1441 Constitution Blvd.

MINUTES

Board Members: Mike Payne, Dr. Gary Gray, Libby Downey

Absent: Marcia Atkinson, Dr. Charles Harris

NMC Staff/County: Daniel Leon, Andrea Rosenberg, Dr. Craig Walls, Nancy Buscher, Ari Entin, Juan Pablo Lopez

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

- Correction for Consent Item 1 –Under the Title and Recommendation need to revise dates to reflect correct 36 month period.

4. Approval of Minutes

- Approve the Minutes of March 28, 2019.

MOTION: *Motion to approve the minutes of March 28, 2019 moved by Libby Downey, seconded by Dr. Gary Gray, and approved unanimously.*

5. Old Business

- None

6. New Business

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

MOTION: *Motion to approve Consent Items for consideration by the NMC Board of Trustees, Attachment A, item 1 through item 9 moved by Libby Downey, 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. 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. **(Andrea Rosenberg)**

MOTION: *Motion to approve Scheduled, item number 7, for consideration by the NMC Board of Trustees, moved by Dr. Gary Gray, seconded by Libby Downey 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 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.

(Monica Hamilton)

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

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

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute Amendment No. 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. **(Ari Entin)**

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

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

- 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. **(Nancy Buscher)**

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

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

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute 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 \$300,000 for a revised total agreement amount not to exceed \$498,500. **(Daniel Leon)**

MOTION: *Motion to approve Scheduled, item number 11, for consideration by the NMC Board of Trustees, moved by Libby Downey, seconded by Dr. Gary Gray and approved unanimously.*

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

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

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

13. Review and Approve Financial Statements

Daniel Leon, CFO

- Receive and Approve March 2019 Financial Report.

MOTION: *Motion to accept the March 2019 Financial Reports moved by Dr. Gary Gray, seconded by Libby Downey, and approved unanimously.*

14. Adjournment at 4:15pm

Mike Payne, Chair

Recorded by Noemi Ferguson



Finance Committee Meeting
Thursday April 25, 2019
Consent Items
MINUTES

Attachment A

1.	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.	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.	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.	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.	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.	<p>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.</p> <p>b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (3) future amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$10,000) of the original cost of the agreement.</p>
7.	<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 Monterey County Eye</p>

	<p>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</p> <p>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.</p>
8.	<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.	<p>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.</p>

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Everyone's Harvest Agreement

Legistar Number: _____

..Title

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with Everyone's Harvest for the operation and management of the certified Farmers' Market at NMC for an amount not to exceed \$130,080 with an agreement term July 1, 2019 through June 30, 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%) (\$13,008) 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 an agreement with Everyone's Harvest for the operation and management of the certified Farmers' Market at NMC for an amount not to exceed \$130,080 with an agreement term July 1, 2019 through June 30, 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%) (\$13,008) of the original cost of the agreement.

SUMMARY/DISCUSSION:

In an ongoing commitment to promote healthy eating and wellness to our patients, employees, and community, NMC desires to partner with Everyone's Harvest, a local non-profit organization, to manage its certified weekly Farmers' Market on its campus. NCM believes that the market is in line with its mission and new tag line of Inspiring Healthy Lives as the market exposes the medically underserved and poorer community to fresh, healthy options at an affordable price.

As NMC does not have experience running a certified Farmers' Market, it decided to partner with Everyone's Harvest, an experienced organization that currently operates the weekly Marina, Pacific Grove, and Seaside Farmers' Markets. NMC feels that Everyone's Harvest is a good partner as they support local farmers and they offer and facilitate Electronic Benefit Transfer (EBT) to allow low income families the ability to purchase fresh produce and accept Woman, Infants, Children (WIC) vouchers for produce at the market.

This agreement is from July 1, 2019 through June 30, 2022 (73 Farmers' Markets). The agreement includes the following: a Market Manager, Program Coordinator, and the Fresh Produce Prescription Program.

Market Manager: This individual is responsible for all operational aspects of the market including recruitment of vendors at the market, set up and break down of the market, enforcing the regulatory governmental rules and regulations, managing the farmers' documents and paperwork, and collecting all necessary fees from the farmers.

Program Coordinator: This individual is responsible for marketing the Farmers' Market to the local community adjacent to the hospital and to the county employees in the different departments that

share NMC's campus. This individual also coordinates the health and fitness events at the market to include healthy cooking demonstrations. Additionally, this individual will coordinate the Fresh Produce Prescription.

Fresh Produce Prescription: This program is an innovative partnership between the Health Department clinics and the NMC's Farmers' Market. The program focuses on preventive health care to fight the rise of chronic diseases related to obesity. The doctors in the Health Department clinics will identify and select patients to enroll in the program. The doctors will prescribe fresh fruits and vegetables to overweight patients and direct them to the Natividad Farmers' Market where they can redeem a weekly voucher to spend at the market. This program has been tested in other communities and research has shown an increased consumption of fruits and vegetables as well as improved health status of the participants.

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. This agreement has also been reviewed and approved by NMC's Finance Committee on June 7, 2019 and by its Board of Trustees on June 7, 2019.

FINANCING:

The cost for this agreement is \$130,080, of which \$42,766 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:

The Farmers' Market at NMC promotes healthy eating and wellness to our patients, employees, and community. The Farmers' Market also exposes the medically underserved and underprivileged community to fresh, healthy options at an affordable price that is in line with NMC's mission and new tag line of Inspiring Healthy Lives.

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

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

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

Attachments:

Everyone's Harvest Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Pacific Medical, Inc. Amendment No. 3

Legistar Number: _____

..Title

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 3 to the agreement (A-13464) with Pacific Medical, Inc. for orthopedic soft goods, durable medical equipment and orthotics and prosthetics services, adding \$163,000 for a revised total agreement amount not to exceed \$488,000 and with the no change to the agreement term.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 3 to the agreement (A-13464) with Pacific Medical, Inc. for orthopedic soft goods, durable medical equipment and orthotics and prosthetics services, adding \$163,000 for a revised total agreement amount not to exceed \$488,000 and with the no change to the agreement term.

SUMMARY/DISCUSSION:

NMC routinely requires durable medical equipment (DME) and orthotics and prosthetics (O&P) with fitting services for its patients. In order to maintain consistent quality and improve cost effectiveness, NMC established an agreement with Pacific Medical in 2015 so it could simplify its processes for obtaining and dispensing DME products and services through one single vendor. Pacific Medical maintains facilities near the NMC campus in Salinas and is able to provide products and services to NMC's patients regularly and promptly. Pacific Medical manufactures much of its own equipment as well and is able to provide heavily discounted pricing for NMC and its patients. Additionally, Pacific Medical provides services to NMC on-call 24 hours a day for 7 days a week due to trauma center patient needs. NMC is requesting approval to add additional funds to the Agreement in order to continue using this vendor's services.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this amendment No. 3 as to legal form, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendment No. 3 has also been reviewed and approved by NMC's Finance Committee on June 7, 2019 and by its Board of Trustees on June 7, 2019.

FINANCING:

The cost for this amendment No. 3 is \$163,000 of which \$163,000 is included in the Fiscal Year 2019-20 Recommended Budget.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The services rendered in this agreement provide NMC the additional support it needs to be able to provide patients with durable medical equipment and orthotics and prosthetics through a simplified one single vendor process.

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

Prepared by: Elizabeth Vanoy, Director of Materials Management, 783-2645

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

Attachments:

Pacific Medical Inc. Amendment 3
Pacific Medical Inc. Amendment 2
Pacific Medical Inc. Amendment 1
Pacific Medical Inc. Agreement
Pacific Medical Inc. Spend Sheet

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Health Care Interpreter Network Amendment No. 3

Legistar Number: _____

..Title

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment no. 3 to the agreement (A-12753) with Health Care Interpreter Network (HCIN) for shared interpreter services at NMC, adding \$50,000 for a revised total agreement amount not to exceed \$440,000 and with no change to the agreement term of July 1, 2015 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%) (\$19,500) 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. 3 to the agreement (A-12753) with Health Care Interpreter Network (HCIN) for shared interpreter services at NMC, adding \$50,000 for a revised total agreement amount not to exceed \$440,000 and with no change to the agreement term of July 1, 2015 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%) (\$19,500) of the original cost of the agreement.

SUMMARY/DISCUSSION:

Federal and state laws including, but not limited to Section 1557 of the Affordable Care Act (ACA) require healthcare organizations to provide patients with access to qualified interpreters. Approximately 42% of the patient population at NMC identify themselves as limited English proficient (LEP). Health Care Interpreter Network's (HCIN) automated video/voice call center system provides NMC with 24/7 access to trained healthcare interpreters in 170 languages, including American Sign Language (ASL) using video conferencing devices and various forms of telephone interpreter services.

NMC has been using HCIN's network to stay compliant with the ever-changing rules and regulations as well as maintaining Joint Commission accreditation. The provision of interpretation services also helps NMC to improve the quality of healthcare and reduce liability for medical errors due to a breakdown in communication.

Due to the recent wireless upgrade at NMC, video conferencing devices purchased over 10 years ago are no longer supported. NMC is requesting an increase of \$50,000 to replace the older devices with current model devices.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this amendment no. 3 as to legal form, and the Auditor-Controller has reviewed and approved as to payment provisions. This amendment no. 3 has also been reviewed and approved by NMC's Finance Committee on June 7, 2019 and by its Board of Trustees on June 7, 2019.

FINANCING:

The cost for this amendment no. 3 is \$50,000, all of which shall be included in the Fiscal Year 2020-21 Recommended Budget. Should NMC seek extensions of the original agreement, amounts for any extensions will be included in those budgets as appropriate.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The agreement provides NMC with the additional support it needs to maintain compliant with multiple federal and state laws while providing reliable and quality patient care, the outcome of 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: Victor Sosa, CMI, Hospital Interpreter Services Manager, 796-1612

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

Attachments:

Health Care Interpreter Network Amendment 3
Health Care Interpreter Network Amendment 2
Health Care Interpreter Network Amendment 1
Health Care Interpreter Network Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Cynthia Harlowe Agreement

Legistar Number: _____

..Title

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with Cynthia Harlowe for consulting services related to Joint Commission accreditation at NMC for an amount not to exceed \$500,000 with an agreement term of 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%) (\$50,000) of the original cost of the agreement.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with Cynthia Harlowe for consulting services related to Joint Commission accreditation at NMC for an amount not to exceed \$500,000 with an agreement term of 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%) (\$50,000) of the original cost of the agreement.

SUMMARY/DISCUSSION:

Healthcare organizations are faced with an increase in patients with mental illness requiring hospitalization. Due to the vulnerability of such patients, psychiatric units are heavily regulated. The Joint Commission, California Department of Public Health, and Centers for Medicare and Medicaid Services each have regulations and standards specific to psychiatric units that require compliance in order to maintain licensure, accreditation, and participation in federally funded programs.

The Consultant shall provide support and guidance to the Mental Health Unit Nursing Director related to specific requirements for psychiatric units and best practices for care of patients with mental illness. Contractor will help ensure ongoing compliance with accreditation and regulatory requirements and develop plans of correction, as needed.

The Consultant will be available to NMC for consulting on other licensing and accreditation issues as determined by the hospital Chief Executive Officer. Potential areas of consultation may include matters related to the Joint Commission, Centers for Medicare & Medicaid Services (CMS) and the California Department of Public Health (CDPH).

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. This agreement has also been reviewed and approved by NMC's Special Finance Committee on June 7, 2019 and by its Board of Trustees on June 7, 2019.

FINANCING:

The cost for this agreement is \$500,000, of which \$250,000 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:

The consulting services in this agreement ensure that NMC remains compliant with Healthcare standards as required by The Joint Commission.

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

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

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

Attachments:

Cynthia Harlowe 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 \$300,000 for a revised total agreement amount not to exceed \$498,500.

..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 \$300,000 for a revised total agreement amount not to exceed \$498,500.

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 \$300,000 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. 2 to Funding Agreement

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

Kevin Yoo MD Agreement

..Title

- a. Authorize the Deputy Purchasing Agent for Natividad or his designee to execute the Professional and Call Coverage Services Agreement with Kevin Yoo MD, APC to provide neurosurgery services at Natividad for an amount not to exceed \$500,000 for the period July 1, 2019 to June 30, 2021; and
- b. Authorize the Deputy Purchasing Agent for Natividad or his designee to sign up to three (3) future amendments to this agreement where the total amendments do not significantly change the scope of work and do not cause an increase of more than ten percent 10% (\$50,000) of the original contract amount.

..Report

RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Authorize the Deputy Purchasing Agent for Natividad or his designee to execute the Professional and Call Coverage Services Agreement with Kevin Yoo MD, APC to provide neurosurgery services at Natividad for an amount not to exceed \$500,000 for the period July 1, 2019 to June 30, 2021; and
- b. Authorize the Deputy Purchasing Agent for Natividad or his designee to sign up to three (3) future amendments to this agreement where the total amendments do not significantly change the scope of work and do not cause an increase of more than ten percent 10% (\$50,000) of the original contract amount.

SUMMARY/DISCUSSION:

Natividad received its designation as the Level II Trauma Center for Monterey County in January 2015. The American College of Surgeons requires neurosurgeons provide dedicated call coverage with a 30 minute response time for Level II Trauma Centers. In order to provide 24/7 care, it is necessary to develop and sustain a core team of quality neurosurgeons made up of employed and independent contract physicians to provide daily call coverage in the Emergency Department and follow-up care to patients in the Intensive Care Unit and Specialty Clinic.

Natividad would like to enter into an agreement with Kevin Yoo MD, APC, for which Dr. Yoo, a board certified neurosurgeon, provides neurosurgery services as part of the comprehensive trauma services required for the Level II Trauma Center activation. Dr. Yoo is paid a daily rate for coverage services. Natividad 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's Finance Committee and Board of Trustees on June 7, 2019.

FINANCING:

The total cost of this Agreement is \$500,000. The actual cost is contingent upon Dr. Yoo's participation in the call panel which may fluctuated based on his availability. Natividad has agreements with multiple providers to ensure sufficient coverage of the neurosurgery services where the total expenditure will not exceed \$1,300,000 annually which is included in Fiscal Year 2019/2020 recommended budget. The remaining balance 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 Natividad 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

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Neurorescue Agreement

..Title

- a. Authorize the Deputy Purchasing Agent for Natividad or his designee to execute the Professional and Call Coverage Services Agreement with Neurorescue, a Professional Medical Corp. to provide neurosurgery services at Natividad for an amount not to exceed \$500,000 for the period July 1, 2019 to June 30, 2021; and
- b. Authorize the Deputy Purchasing Agent for Natividad or his designee to sign up to three (3) future amendments to this agreement where the total amendments do not significantly change the scope of work and do not cause an increase of more than ten percent 10% (\$50,000) of the original contract amount.

..Report

RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Authorize the Deputy Purchasing Agent for Natividad or his designee to execute the Professional and Call Coverage Services Agreement with Neurorescue, a Professional Medical Corp. to provide neurosurgery services at Natividad for an amount not to exceed \$500,000 for the period July 1, 2019 to June 30, 2021; and
- b. Authorize the Deputy Purchasing Agent for Natividad or his designee to sign up to three (3) future amendments to this agreement where the total amendments do not significantly change the scope of work and do not cause an increase of more than ten percent 10% (\$50,000) of the original contract amount.

SUMMARY/DISCUSSION:

Natividad received its designation as the Level II Trauma Center for Monterey County in January 2015. The American College of Surgeons requires neurosurgeons provide dedicated call coverage with a 30 minute response time for Level II Trauma Centers. In order to provide 24/7 care, it is necessary to develop and sustain a core team of quality neurosurgeons made up of employed and independent contract physicians to provide daily call coverage in the Emergency Department and follow-up care to patients in the Intensive Care Unit and Specialty Clinic.

Natividad would like to enter into an agreement with Neurorescue, a Professional Medical Corp., for which Dr. Mohsin Shah, a board certified neurosurgeon, provides neurosurgery services as part of the comprehensive trauma services required for the Level II Trauma Center activation. Dr. Shah is paid a daily rate for coverage services. Natividad 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's Finance Committee and Board of Trustees on June 7, 2019.

FINANCING:

The total cost of this Agreement is \$500,000. The actual cost is contingent upon Dr. Shah's participation in the call panel which may fluctuated based on his availability. Natividad has agreements with multiple providers to ensure sufficient coverage of the neurosurgery services where the total expenditure will not exceed \$1,300,000 annually which is included in Fiscal Year 2019/2020 recommended budget. The remaining balance 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 Natividad 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

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Minh Q. Tran MD Agreement

..Title

- a. Authorize the Deputy Purchasing Agent for Natividad or his designee to execute the Professional and Call Coverage Services Agreement with Minh Q. Tran M.D. Inc. to provide neurosurgery services at Natividad for an amount not to exceed \$500,000 for the period July 1, 2019 to June 30, 2021; and
- b. Authorize the Deputy Purchasing Agent for Natividad or his designee to sign up to three (3) future amendments to this agreement where the total amendments do not significantly change the scope of work and do not cause an increase of more than ten percent 10% (\$50,000) of the original contract amount.

..Report

RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Authorize the Deputy Purchasing Agent for Natividad or his designee to execute the Professional and Call Coverage Services Agreement with Minh Q. Tran M.D. Inc. to provide neurosurgery services at Natividad for an amount not to exceed \$500,000 for the period July 1, 2019 to June 30, 2021; and
- b. Authorize the Deputy Purchasing Agent for Natividad or his designee to sign up to three (3) future amendments to this agreement where the total amendments do not significantly change the scope of work and do not cause an increase of more than ten percent 10% (\$50,000) of the original contract amount.

SUMMARY/DISCUSSION:

Natividad received its designation as the Level II Trauma Center for Monterey County in January 2015. The American College of Surgeons requires neurosurgeons provide dedicated call coverage with a 30 minute response time for Level II Trauma Centers. In order to provide 24/7 care, it is necessary to develop and sustain a core team of quality neurosurgeons made up of employed and independent contract physicians to provide daily call coverage in the Emergency Department and follow-up care to patients in the Intensive Care Unit and Specialty Clinic.

Natividad would like to enter into an agreement with Minh Q. Tran M.D., Inc., for which Dr. Tran, a board certified neurosurgeon, provides neurosurgery services as part of the comprehensive trauma services required for the Level II Trauma Center activation. Dr. Tran is paid a daily rate for coverage services. Natividad 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's Finance Committee and Board of Trustees on June 7, 2019.

FINANCING:

The total cost of this Agreement is \$500,000. The actual cost is contingent upon Dr. Tran's participation in the call panel which may fluctuated based on his availability. Natividad has agreements with multiple providers to ensure sufficient coverage of the neurosurgery services where the total expenditure will not exceed \$1,300,000 annually which is included in Fiscal Year 2019/2020 recommended budget. The remaining balance 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 Natividad 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

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

West Coast Brain and Spine Institute Inc. Agreement

..Title

- a. Authorize the Deputy Purchasing Agent for Natividad or his designee to execute the Professional and Call Coverage Services Agreement with West Coast Brain and Spine Institute, Inc. to provide neurosurgery services at Natividad for an amount not to exceed \$500,000 for the period July 1, 2019 to June 30, 2021; and
- b. Authorize the Deputy Purchasing Agent for Natividad or his designee to sign up to three (3) future amendments to this agreement where the total amendments do not significantly change the scope of work and do not cause an increase of more than ten percent 10% (\$50,000) of the original contract amount.

..Report

RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Authorize the Deputy Purchasing Agent for Natividad or his designee to execute the Professional and Call Coverage Services Agreement with West Coast Brain and Spine Institute, Inc. to provide neurosurgery services at Natividad for an amount not to exceed \$500,000 for the period July 1, 2019 to June 30, 2021; and
- b. Authorize the Deputy Purchasing Agent for Natividad or his designee to sign up to three (3) future amendments to this agreement where the total amendments do not significantly change the scope of work and do not cause an increase of more than ten percent 10% (\$50,000) of the original contract amount.

SUMMARY/DISCUSSION:

Natividad received its designation as the Level II Trauma Center for Monterey County in January 2015. The American College of Surgeons requires neurosurgeons provide dedicated call coverage with a 30 minute response time for Level II Trauma Centers. In order to provide 24/7 care, it is necessary to develop and sustain a core team of quality neurosurgeons made up of employed and independent contract physicians to provide daily call coverage in the Emergency Department and follow-up care to patients in the Intensive Care Unit and Specialty Clinic.

Natividad would like to enter into an agreement with West Coast Brain and Spine Institute, Inc., for which Dr. Peyman Tabrizi, a board certified neurosurgeon, provides neurosurgery services as part of the comprehensive trauma services required for the Level II Trauma Center activation. Dr. Tabrizi is paid a daily rate for coverage services. Natividad 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's Finance Committee and Board of Trustees on June 7, 2019.

FINANCING:

The total cost of this Agreement is \$500,000. The actual cost is contingent upon Dr. Tabrizi's participation in the call panel which may fluctuated based on his availability. Natividad has agreements with multiple providers to ensure sufficient coverage of the neurosurgery services where the total expenditure will not exceed \$1,300,000 annually which is included in Fiscal Year 2019/2020 recommended budget. The remaining balance 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 Natividad 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

TITLE:

- a. Ratify execution by the Deputy Purchasing Agent of Natividad Medical Center (“NMC”) of a Letter of Interest, dated May 17, 2019 to the California Department of Health Care Services (“State DHCS”), confirming the interest of the County of Monterey d/b/a NMC (“County”) in working with State DHCS to participate in the Voluntary Rate Range Program for the period of July 1, 2018 to June 30, 2019, including providing a Medi-Cal managed care rate range Intergovernmental Transfer of Public Funds (“IGT”) to fund the nonfederal share of Medi-Cal managed care actuarially sound capitation rate payments ;
- b. Authorize the Deputy Purchasing Agent of NMC to execute the implementing IGT Agreement between the County and the State DHCS to fund the nonfederal share of Medi-Cal managed care actuarially sound capitation rate payments for healthcare services rendered in the period of July 1, 2018 to June 30, 2019, pursuant to Sections 14164 and 14301.4(b)(4) of the Welfare & Institutions Code, in substantially the same form as that which has been presented to the Board without significant change to its content, for a total amount not to exceed \$9,800,000, plus a 20 % assessment fee applicable to non-exempt funds; and
- c. Authorize the Deputy Purchasing Agent of NMC to execute amendments to the Health Plan-Provider Agreement with the Monterey-Santa Cruz-Merced Managed Medical Care Commission d/b/a Central California Alliance for Health (“CCAH”) to provide for Medi-Cal managed care rate payment increases to NMC for healthcare services rendered in the period of July 1, 2018 to June 30, 2019, at no less than 80.07% of the available rate increases specific to Medi-Cal Plan enrollees in Monterey County.

..Report

RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Ratify execution by the Deputy Purchasing Agent of Natividad Medical Center (“NMC”) of a Letter of Interest, dated May 17, 2019, to the California Department of Health Care Services (“State DHCS”), confirming the interest of the County of Monterey d/b/a NMC (“County”) in working with State DHCS to participate in the Voluntary Rate Range Program for the period of July 1, 2018 to June 30, 2019, including providing a Medi-Cal managed care rate range Intergovernmental Transfer of Public Funds (“IGT”) to fund the nonfederal share of the Medi-Cal managed care actuarially sound capitation rate payments;
- b. Authorize the Deputy Purchasing Agent of NMC to execute the implementing IGT Agreement between the County and the State DHCS to fund the nonfederal share of the Medi-Cal managed care actuarially sound capitation rate payments for healthcare services rendered in the period of July 1, 2018 to June 30, 2019, pursuant to Sections 14164 and 14301.4(b)(4) of the Welfare & Institutions Code, in substantially the same form as that which has been presented to the Board without significant change to its content, for a total amount not to exceed \$9,800,000 plus a 20 % assessment fee applicable to non-exempt funds; and

- c. Authorize the Deputy Purchasing Agent of NMC to execute the execute amendments to the Health Plan-Provider Agreement with the Monterey-Santa Cruz-Merced Managed Medical Care Commission d/b/a Central California Alliance for Health (“CCAH”) to provide for Medi-Cal managed care rate payment increases to NMC for healthcare services rendered in the period of July 1, 2018 to June 30, 2019, at no less than 80.07% of the available rate increases specific to Medi-Cal Plan enrollees in Monterey County.

SUMMARY/DISCUSSION:

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

An IGT is an elective transfer of eligible local dollars to the State DHCS in support of the Medi-Cal program, which is authorized in accordance with Section 14164 and other provisions of the Welfare and Institutions Code that are typically program specific. If the State accepts the transfer, the State shall obtain Federal Financial Participation (“FFP”) to the full extent permitted by federal law.

In the past, NMC has voluntarily provided IGTs to DHCS in support of the Medi-Cal managed care program as authorized pursuant to Section 14301.4 of the Welfare and Institutions Code. The local fund transfers are effectuated pursuant to an IGT agreement (and an IGT fee assessment agreement if applicable) between the State DHCS and the participating public provider/entity. The opportunity to participate in providing such voluntary IGTs allows for the use of local dollars to make increased payments from plans available to public providers such as NMC to preserve and strengthen the availability and quality of services provided by such providers. In Monterey County, the Monterey-Santa Cruz-Merced Managed Medical Care Commission d/b/a Central California Alliance for Health (“CCAH”) is the local County Organized Health System, which has an existing agreement with NMC to provide clinical and other medical care services covered by Medi-Cal to enrollees of the Plan. NMC participated in the voluntary Rate Range IGT program for the 2017-18 rate year and has received approximately 82.55% of the available rate increases from CCAH.

In order to participate in the voluntary Rate Range IGT program relating to the Medi-Cal managed care capitation rates for the period of July 1, 2018 to June 30, 2019, State DHCS has requested the execution of an IGT Agreement for the amount of IGTs based on relevant enrollment figures, and includes a 20% assessment fee applicable to non-exempt funds as determined by State DHCS. DHCS will perform periodic reconciliations using actual enrollment figures, including actual member months per rate category. The reconciliations can result in increased or decreased IGT amounts from NMC, and, correspondingly, the available amounts of rate range payments will vary. The enrollment figures will be considered final two years after June 30, 2019. The IGT Agreement estimated due date is July 31, 2019. The transfer is to occur in Fiscal Year 2019-20 or FY 2020-21.

Additionally, amendments to the current Health Plan-Provider Agreement between NMC and CCAH will be necessary to provide for the negotiated payment increases for services rendered during the period of July 1, 2018 to June 30, 2019, at no less than 80.07% of the available rate increases specific to Medi-Cal Plan enrollees in Monterey County. As described above, the total amount that is actually available will vary.

The Board could choose not to participate, in which case NMC and the County would be precluded from participating in the IGT program for the period of January 1, 2018 to June 30, 2019.

OTHER AGENCY INVOLVMENT:

County Counsel has reviewed and approved the IGT Agreement as to legal form. The Auditor-Controller has reviewed and approved the Agreement as to fiscal provisions. The IGT Agreement has been reviewed and approved by the NMC Finance Committee and the Board of Trustees on June 7, 2019.

FINANCING:

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

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

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

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

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

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

Attachments:

Letter of Interest to DCHS

2018-19 IGT Agreement # 18-95654

Health Plan-Provider Agreement Amendment Thirty Two

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Clean Harbors Environmental Services, Inc. Amendment No.1 Legistar Number: _____

..Title

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No.1 to the agreement (A-14126) with Clean Harbors Environmental Services, Inc. for waste transportation and disposal services of rendered non-retrievable and unusable pharmaceutical waste, extending the agreement an additional one (1) year period (October 1, 2019 through September 31, 2020) for a revised full agreement term of October 1, 2018 through September 31, 2020, and adding \$8,500 for a revised total agreement amount not to exceed \$12,000.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

..Title

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No.1 to the agreement (A-14126) with Clean Harbors Environmental Services, Inc. for waste transportation and disposal services of rendered non-retrievable and unusable pharmaceutical waste, extending the agreement an additional one (1) year period (October 1, 2019 through September 31, 2020) for a revised full agreement term of October 1, 2018 through September 31, 2020, and adding \$8,500 for a revised total agreement amount not to exceed \$12,000.

SUMMARY/DISCUSSION:

Clean Harbors Environmental Services Inc. specializes in providing environmental and hazardous waste management services to private and government agencies. It is based in Quincy, Massachusetts with a local office in San Jose, California.

Clean Harbors provides services to NMC including, but not limited to remediation services, industrial maintenance services, lab pack and waste transportation and disposal services of rendered non-retrievable and unusable pharmaceutical waste on an as-needed basis.

Clean Harbors Environmental Services Inc. allows NMC to maintain a strong program related to collection, transportation, and disposal of medical waste materials that accumulate in a medical facility. This is the best possible environmentally friendly solution to our controlled substance, biohazards, & pathogens mitigation as they are rendered irretrievable and non-unusable through incineration at an approved and licensed facility. Clean Harbors offers sound liability protection, while meeting Federal and State regulations.

We are amending this agreement to extend for one more year at a cost of \$6000. The other \$2500 being requested in the amendment is to cover service fees for FY 18-19.

OTHER AGENCY INVOLVEMENT:

County Counsel reviewed and approved this amendment No. 1 as to legal form, and the Auditor-Controller reviewed and approved as to payment provisions. The amendment No.1 was reviewed and approved by NMC's Special Finance Committee on June 7, 2019 and by its Board of Trustees on June 7, 2019.

FINANCING:

The cost for this amendment No. 1 is \$8500 of which \$2500 is included in the Fiscal Year 2018-19 Adopted Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

These services offer us the ability to keep serving our patients to safely dispose of the hazardous waste that is generated through such care.

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

Prepared by: Richard Magana, Director, Environmental Services, 783-2654

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

Attachments:

Clean Harbors Environmental Services, Inc. Amendment No. 1

Clean Harbors Environmental Services, Inc.

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Thai Lan N. Tran MD Inc. Agreement

..Title

- a. Authorize the Deputy Purchasing Agent for Natividad or his designee to execute the Professional and Call Coverage Services Agreement with Thai Lan N. Tran MD, Inc. to provide general and acute care surgical services at Natividad for an amount not to exceed \$650,000 for the period July 1, 2019 to June 30, 2021; and
- b. Authorize the Deputy Purchasing Agent or his designee to sign up to three (3) future amendments to this agreement where the total amendments do not significantly change the scope of work and do not cause an increase of more than ten percent 10% (\$65,000) of the original contract amount.

..Report

RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Authorize the Deputy Purchasing Agent for Natividad or his designee to execute the Professional and Call Coverage Services Agreement with Thai Lan N. Tran MD, Inc. to provide general and acute care surgical services at Natividad for an amount not to exceed \$650,000 for the period July 1, 2019 to June 30, 2021; and
- b. Authorize the Deputy Purchasing Agent or his designee to sign up to three (3) future amendments to this agreement where the total amendments do not significantly change the scope of work and do not cause an increase of more than ten percent 10% (\$65,000) of the original contract amount.

SUMMARY/DISCUSSION:

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

Natividad would like to enter into an agreement with Thai Lan N. Tran MD, Inc., for which Dr. Tran, a board certified fellowship trained trauma surgeon provides general and critical care surgical services as part of the comprehensive trauma services required for a Level II Trauma Center. Dr. Tran will participate in the on-call panel and will be paid a daily rate for the coverage services, which may increase due to availability and the need for coverage, but the rate of pay for services remains the same. In addition to her on-call panel participation, Dr. Tran will also provide outpatient clinic 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's Finance Committee and Board of Trustees on June 7, 2019.

FINANCING:

The total cost of this Agreement is \$650,000. The actual cost is contingent upon Dr. Tran's participation in the call panel which may fluctuate based on her availability. Natividad has agreements with multiple providers to ensure sufficient coverage of the trauma services where the total expenditure will not exceed \$1,300,000 annually which is included in Fiscal Year 2019/2020 recommended budget. The remaining balance 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 Natividad 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

Brian Lugo MD, Medical Corp. Agreement

..Title

- a. Authorize the Deputy Purchasing Agent for Natividad or his designee to execute the Professional and Call Coverage Services Agreement with Brian Lugo MD, Medical Corp. to provide general and acute care surgical services at Natividad for an amount not to exceed \$500,000 for the period July 1, 2019 to June 30, 2021; and
- b. Authorize the Deputy Purchasing Agent or his designee to sign up to three (3) future amendments to this agreement where the total amendments do not significantly change the scope of work and do not cause an increase of more than ten percent 10% (\$50,000) of the original contract amount.

..Report

RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Authorize the Deputy Purchasing Agent for Natividad or his designee to execute the Professional and Call Coverage Services Agreement with Brian Lugo MD, Medical Corp. to provide general and acute care surgical services at Natividad for an amount not to exceed \$500,000 for the period July 1, 2019 to June 30, 2021; and
- b. Authorize the Deputy Purchasing Agent or his designee to sign up to three (3) future amendments to this agreement where the total amendments do not significantly change the scope of work and do not cause an increase of more than ten percent 10% (\$50,000) of the original contract amount.

SUMMARY/DISCUSSION:

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

Natividad would like to enter into an agreement with Brian Lugo MD, Medical Corp, for which Dr. Lugo, a board certified fellowship trained trauma surgeon provides general and critical care surgical services as part of the comprehensive trauma services required for a Level II Trauma Center. Dr. Lugo will participate in the on-call panel and will be paid a daily rate for the coverage services, which may increase due to availability and the need for coverage, but the rate of pay for services remains the same. NMC has obtained an independent opinion of fair market value supporting the payment terms of this Agreement.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this Agreement as to legal form. Auditor-Controller has reviewed and approved this Agreement as to fiscal provisions. The Agreement has also been

reviewed and approved by Natividad's Finance Committee and Board of Trustees on June 7, 2019.

FINANCING:

The total cost of this Agreement is \$500,000. The actual cost is contingent upon Dr. Lugo's participation in the call panel which may fluctuate based on his availability. Natividad has agreements with multiple providers to ensure sufficient coverage of the trauma services where the total expenditure will not exceed \$1,300,000 annually which is included in Fiscal Year 2019/2020 recommended budget. The remaining balance 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 Natividad 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

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Delphine Engel MD Agreement

..Title

- a. Authorize the Deputy Purchasing Agent for Natividad or his designee to execute the Professional and Call Coverage Services Agreement with Delphine Engel MD to provide general and acute care surgical services at Natividad for an amount not to exceed \$500,000 for the period July 1, 2019 to June 30, 2021; and
- b. Authorize the Deputy Purchasing Agent or his designee to sign up to three (3) future amendments to this agreement where the total amendments do not significantly change the scope of work and do not cause an increase of more than ten percent 10% (\$50,000) of the original contract amount.

..Report

RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Authorize the Deputy Purchasing Agent for Natividad or his designee to execute the Professional and Call Coverage Services Agreement with Delphine Engel MD to provide general and acute care surgical services at Natividad for an amount not to exceed \$500,000 for the period July 1, 2019 to June 30, 2021; and
- b. Authorize the Deputy Purchasing Agent or his designee to sign up to three (3) future amendments to this agreement where the total amendments do not significantly change the scope of work and do not cause an increase of more than ten percent 10% (\$50,000) of the original contract amount.

SUMMARY/DISCUSSION:

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

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

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this Agreement as to legal form. Auditor-Controller has reviewed and approved this Agreement as to fiscal provisions. The Agreement has also been

reviewed and approved by Natividad's Finance Committee and Board of Trustees on June 7, 2019.

FINANCING:

The total cost of this Agreement is \$500,000. The actual cost is contingent upon Dr. Engel's participation in the call panel which may fluctuate based on her availability. Natividad has agreements with multiple providers to ensure sufficient coverage of the trauma services where the total expenditure will not exceed \$1,300,000 annually which is included in Fiscal Year 2019/2020 recommended budget. The remaining balance 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 Natividad 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

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Boris H. Borazjani MD, Inc. Agreement

..Title

- a. Authorize the Deputy Purchasing Agent for Natividad or his designee to execute the Professional and Call Coverage Services Agreement with Boris H. Borazjani MD, Inc. to provide general and acute care surgical services at Natividad for an amount not to exceed \$500,000 for the period July 1, 2019 to June 30, 2021; and
- b. Authorize the Deputy Purchasing Agent or his designee to sign up to three (3) future amendments to this agreement where the total amendments do not significantly change the scope of work and do not cause an increase of more than ten percent 10% (\$50,000) of the original contract amount.

..Report

RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Authorize the Deputy Purchasing Agent for Natividad or his designee to execute the Professional and Call Coverage Services Agreement with Boris H. Borazjani MD, Inc. to provide general and acute care surgical services at Natividad for an amount not to exceed \$500,000 for the period July 1, 2019 to June 30, 2021; and
- b. Authorize the Deputy Purchasing Agent or his designee to sign up to three (3) future amendments to this agreement where the total amendments do not significantly change the scope of work and do not cause an increase of more than ten percent 10% (\$50,000) of the original contract amount.

SUMMARY/DISCUSSION:

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

Natividad would like to enter into an agreement with Boris H. Borazjani MD, Inc., for which Dr. Borazjani, a board certified fellowship trained trauma surgeon provides general and critical care surgical services as part of the comprehensive trauma services required for a Level II Trauma Center. Dr. Borazjani will participate in the on-call panel and will be paid a daily rate for the coverage services, which may increase due to availability and the need for coverage, but the rate of pay for services remains the same. NMC has obtained an independent opinion of fair market value supporting the payment terms of this Agreement.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this Agreement as to legal form. Auditor-Controller has reviewed and approved this Agreement as to fiscal provisions. The Agreement has also been

reviewed and approved by Natividad's Finance Committee and Board of Trustees on June 7, 2019.

FINANCING:

The total cost of this Agreement is \$500,000. The actual cost is contingent upon Dr. Borazjani's participation in the call panel which may fluctuate based on his availability. Natividad has agreements with multiple providers to ensure sufficient coverage of the trauma services where the total expenditure will not exceed \$1,300,000 annually which is included in Fiscal Year 2019/2020 recommended budget. The remaining balance 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 Natividad 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

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Sweet, Renfer & Milanese MD Agreement

..Title

- a. Authorize the Deputy Purchasing Agent for Natividad or his designee to execute the Professional and Call Coverage Services Agreement with Sweet, Renfer & Milanese MD to provide urology services at Natividad for an amount not to exceed \$625,500 for the period July 1, 2019 to June 30, 2021; and
- b. Authorize the Deputy Purchasing Agent or his designee to sign up to three (3) future amendments to this agreement where the total amendments do not significantly change the scope of work and do not cause an increase of more than ten percent 10% (\$62,550) of the original contract amount.

..Report

RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Authorize the Deputy Purchasing Agent for Natividad or his designee to execute the Professional and Call Coverage Services Agreement with Sweet, Renfer & Milanese MD to provide urology services at Natividad for an amount not to exceed \$625,500 for the period July 1, 2019 to June 30, 2021; and
- b. Authorize the Deputy Purchasing Agent or his designee to sign up to three (3) future amendments to this agreement where the total amendments do not significantly change the scope of work and do not cause an increase of more than ten percent 10% (\$62,550) of the original contract amount.

SUMMARY/DISCUSSION:

Natividad operates the D'Arrigo Family Specialty Services Outpatient Clinic offering over fifteen different specialty care services including urology. Natividad must also arrange for the care and treatment of patients who present to the emergency department or outpatient clinic in need of medical care in the specialty of urology. Natividad would like to enter into this Agreement with Sweet, Renfer & Milanese MD, for which board certified physicians provide 24/7/365 coverage of the emergency department and at least one day per week of outpatient clinic 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's Finance Committee and Board of Trustees on June 7, 2019.

FINANCING:

The total cost of this Agreement is \$625,500. \$312,750 is included in Fiscal Year 2019/2020 recommended budget. The remaining balance 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 Natividad 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

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Salinas Valley Radiologist Inc. Agreement

..Title

- a. Authorize the Deputy Purchasing Agent for Natividad or his designee to execute the Professional and Call Coverage Services Agreement with Salinas Valley Radiologists, Inc. (SVR) to provide radiologist services for the period July 1, 2019 to June 30, 2020 for an amount not to exceed \$800,000; and
- b. Authorize the Deputy Purchasing Agent for Natividad or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not significantly change the scope of work and do not exceed ten percent 10% (\$80,000) of the original contract amount.

..Report

RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Authorize the Deputy Purchasing Agent for Natividad or his designee to execute the Professional and Call Coverage Services Agreement with Salinas Valley Radiologists, Inc. (SVR) to provide radiologist services for the period July 1, 2019 to June 30, 2020 for an amount not to exceed \$800,000; and
- b. Authorize the Deputy Purchasing Agent for Natividad or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not significantly change the scope of work and do not exceed ten percent 10% (\$80,000) of the original contract amount.

SUMMARY/DISCUSSION:

Natividad would like to enter into an agreement with Salinas Valley Radiologists Inc., for which board certified radiologists provide exclusive radiology services at Natividad 24/7/365. Radiology services include inpatient and outpatient diagnostic imaging services, mammography and interventional radiology services, according to the American College of Surgeons for Level II Trauma Centers, as well as a radiology physician to provide general direction and oversight of the Radiology Department. Natividad 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's Finance Committee and Board of Trustees on June 7, 2019.

FINANCING:

The cost of this Agreement is \$800,000 for the period July 1, 2019 to June 30, 2020. \$800,000 is included 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 Natividad 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 HEAL Fellow Agreement

..Title

- a. Authorize the Deputy Purchasing Agent for Natividad or his designee to execute the Professional Services Agreement with the Regents of the University of California, on behalf of the University of California, San Francisco, School of Medicine, Department of Medicine (UCSF) to provide family medicine and pediatric hospitalist services for the period July 1, 2019 to June 30, 2020 for an amount not to exceed \$465,000; and
- b. Authorize the Deputy Purchasing Agent for Natividad or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not significantly change the scope of work and do not exceed ten percent 10% (\$46,500) of the original contract amount.

..Report

RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Authorize the Deputy Purchasing Agent for Natividad or his designee to execute the Professional Services Agreement with the Regents of the University of California, on behalf of the University of California, San Francisco, School of Medicine, Department of Medicine (UCSF) to provide family medicine and pediatric hospitalist services for the period July 1, 2019 to June 30, 2020 for an amount not to exceed \$465,000; and
- b. Authorize the Deputy Purchasing Agent for Natividad or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not significantly change the scope of work and do not exceed ten percent 10% (\$46,500) of the original contract amount.

SUMMARY/DISCUSSION:

Natividad must arrange for the care and treatment of its pediatric population and adult patients admitted to the hospital in the family medicine service as well supervision of Residents in the Family Practice Residency Program. In order to provide 24/7 care, it is necessary to maintain a core team of employed and independent contractor physicians to provide the services. Natividad wishes to enter into an agreement with UCSF to provide a full-time family medicine physician and a full-time pediatric hospitalist physician to provide these services. Natividad 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's Finance Committee and Board of Trustees on June 7, 2019.

FINANCING:

The cost of this Agreement is \$465,000 for the period July 1, 2019 to June 30, 2020. \$465,000 is included 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 Natividad 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

Salinas Valley Medical Clinic Agreement

..Title

- a. Authorize the Deputy Purchasing Agent for Natividad or his designee to execute the Professional and Call Coverage Services Agreement with Salinas Valley Memorial Healthcare System, dba Salinas Valley Medical Clinic to provide hematology oncology services for the period July 1, 2019 to June 30, 2021 for an amount not to exceed \$360,000; and
- b. Authorize the Deputy Purchasing Agent for Natividad or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not significantly change the scope of work and do not exceed ten percent 10% (\$36,000) of the original contract amount.

..Report

RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Authorize the Deputy Purchasing Agent for Natividad or his designee to execute the Professional and Call Coverage Services Agreement with Salinas Valley Memorial Healthcare System, dba Salinas Valley Medical Clinic to provide hematology oncology services for the period July 1, 2019 to June 30, 2021 for an amount not to exceed \$360,000; and
- b. Authorize the Deputy Purchasing Agent for Natividad or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not significantly change the scope of work and do not exceed ten percent 10% (\$36,000) of the original contract amount.

SUMMARY/DISCUSSION:

Natividad must arrange for the care and treatment of hospitalized patients and patients who present to the emergency department and outpatient clinic in need of medical care in the specialty of hematology oncology. Natividad wishes to enter into an agreement with Salinas Valley Memorial Healthcare System, dba Salinas Valley Medical Clinic, for which board certified hematology oncology physicians provide 24/7/365 call coverage and one day a week patient care in Natividad's D'Arrigo Family Specialty Clinic. Natividad 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's Finance Committee and Board of Trustees on June 7, 2019.

FINANCING:

The cost of this Agreement is \$360,000 for the period July 1, 2019 to June 30, 2021. \$180,000 is included the Fiscal Year 2019/2020 Recommended Budget. The remaining balance will be

budget in subsequent fiscal years. There is no impact to the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The services rendered in this agreement provide Natividad 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

Salinas Valley Plastic Surgery Associates Agreement

..Title

- a. Authorize the Deputy Purchasing Agent for Natividad or his designee to execute the Professional and Call Coverage Services Agreement with Salinas Valley Plastic Surgery Associates to provide plastic surgery services for the period July 1, 2019 to June 30, 2021 for an amount not to exceed \$365,000; and
- b. Authorize the Deputy Purchasing Agent for Natividad or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not significantly change the scope of work and do not exceed ten percent 10% (\$36,500) of the original contract amount.

..Report

RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Authorize the Deputy Purchasing Agent for Natividad or his designee to execute the Professional and Call Coverage Services Agreement with Salinas Valley Plastic Surgery Associates to provide plastic surgery services for the period July 1, 2019 to June 30, 2021 for an amount not to exceed \$365,000; and
- b. Authorize the Deputy Purchasing Agent for Natividad or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not significantly change the scope of work and do not exceed ten percent 10% (\$36,500) of the original contract amount.

SUMMARY/DISCUSSION:

Natividad must arrange for the care and treatment of hospitalized patients and patients who present to the emergency department in need of medical care in the specialty of plastic surgery. Natividad wishes to enter into an agreement with Salinas Valley Plastic Surgery Associates, for which board certified plastic surgeons provide 24/7/365 emergency department call coverage. Natividad 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's Finance Committee and Board of Trustees on June 7, 2019.

FINANCING:

The cost of this Agreement is \$365,000 for the period July 1, 2019 to June 30, 2021. \$182,500 is included the Fiscal Year 2019/2020 Recommended Budget. The remaining balance will be budget in subsequent fiscal years. There is no impact to the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The services rendered in this agreement provide Natividad 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

Allen Radner MD Agreement

..Title

- a. Authorize the Deputy Purchasing Agent for Natividad or his designee to execute the Professional and Call Coverage Services Agreement with Allen Radner MD to provide infectious disease physician services for the period July 1, 2019 to June 30, 2021 for an amount not to exceed \$185,400; and
- b. Authorize the Deputy Purchasing Agent for Natividad or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not significantly change the scope of work and do not exceed ten percent 10% (\$18,540) of the original contract amount.

..Report

RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Authorize the Deputy Purchasing Agent for Natividad or his designee to execute the Professional and Call Coverage Services Agreement with Allen Radner MD to provide infectious disease physician services for the period July 1, 2019 to June 30, 2021 for an amount not to exceed \$185,400; and
- b. Authorize the Deputy Purchasing Agent for Natividad or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not significantly change the scope of work and do not exceed ten percent 10% (\$18,540) of the original contract amount.

SUMMARY/DISCUSSION:

Natividad must arrange for the care and treatment of hospitalized patients and patients who present to the emergency department in need of medical care in the area of infectious disease as well as the Natividad Immunology Division Outpatient (NIDO) Clinic, a comprehensive primary care clinic serving adults with HIV/AIDS and other infectious diseases, such as tuberculosis, sexually transmitted infections, and more. Natividad wishes to enter into this agreement with Dr. Radner, a board certified infectious disease physician, to provide 24/7 call coverage; specialty services to NIDO clinic patients and oversight to the infection control department practices and policies. Natividad 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's Finance Committee and Board of Trustees on June 7, 2019.

FINANCING:

The cost of this Agreement is \$185,400 for the period July 1, 2019 to June 30, 2021. \$92,700 is included the Fiscal Year 2019/2020 Recommended Budget. The remaining balance will be

budget in subsequent fiscal years. There is no impact to the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The services rendered in this agreement provide Natividad 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

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Meta Dynamic Amendment No. 3

Legistar Number: _____

..Title

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 3 to the agreement (A-13524) with Meta Dynamic, Inc. for rental of neurosurgery equipment plus associated services, adding \$95,000 for a revised total agreement amount not to exceed \$275,000, with no change to the term of the agreement April 15, 2015 through April 14, 2020.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 3 to the agreement (A-13524) with Meta Dynamic, Inc. for rental of neurosurgery equipment plus associated services, adding \$95,000 for a revised total agreement amount not to exceed \$275,000, with no change to the term of the agreement April 15, 2015 through April 14, 2020.

SUMMARY/DISCUSSION:

Intraoperative image guided navigational surgery (IGS) allows the surgeon to operate within a surgical site whose standard anatomical landmarks may be ambiguous because of tumor, infection, fracture or previous surgery. Studies suggest that IGS may result in decreased complications, increased disease removal, decreased length of stay and in some cases decreased operative time.

Meta Dynamic supplies the Brainlab Neuro Navigation system which includes the equipment, hardware and software to perform image guided neurosurgery. Digital patient data is uploaded from the computed tomography (CT) or magnetic resonance imaging (MRI) located at Natividad Medical Center to the Brainlab Neuro Navigation system in the Operating Room (OR) assisting the surgeon in identifying the right surgical approach and more specifically landmarks. Surgeons are guided through procedures with real time data allowing for smaller skull and back (spine surgery) incisions thereby minimizing damage to healthy structures. With the universal instrument holder (VarioGuide™), preplanned trajectories can be targeted systematically within seconds and anytime during the surgery.

The equipment arrives from Meta Dynamic within twenty-four (24) hours of surgery. The Meta Dynamic technician arrives within one (1) hour of surgery and sets up the equipment. The technician assists the surgeon with the operation of the equipment. The equipment and services provided by Meta Dynamic have aided Natividad's surgical staff tremendously in performing complex surgeries and it utilized quite a bit. This amendment is to add funds to the agreement to cover current costs and includes enough additional which is projected to last through expiration of the agreement.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this amendment No. 3 as to legal form, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendment No. 3 has also been reviewed and approved by NMC's Finance Committee on June 7, 2019 and by its Board of

Trustees on June 7, 2019.

FINANCING:

The cost for this amendment No. 6 is \$95,000, of which \$60,000 is included in the Fiscal Year 2019-20 Recommended Budget.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The services rendered in this agreement supports the Board of Supervisor's strategic initiative to "improve the health and quality of life through County supported programs and services" by providing the technology necessary for these type of procedures to be performed locally, keeping families at home.

- ☐ 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:

Meta Dynamic Amendment 3
Meta Dynamic Renewal and Amendment 2
Meta Dynamic Amendment 1
Meta Dynamic Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

The CBORD Group, Inc. Amendment No. 2

Legistar Number

..Title

a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute renewal and amendment No. 2 to the agreement (A-13620) with The CBORD Group, Inc. for hospital food and nutrition software services, extending the agreement for an additional thirteen month period (July 11, 2019 through July 31, 2020) for a revised full agreement term of July 11, 2017 through July 31, 2020, and adding \$12,510 for a revised total agreement amount not to exceed \$134,426.

..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 renewal and amendment No. 2 to the agreement (A-13620) with The CBORD Group, Inc. for hospital food and nutrition software services, extending the agreement for an additional thirteen month period (July 11, 2019 through July 31, 2020) for a revised full agreement term of July 11, 2017 through July 31, 2020, and adding \$12,510 for a revised total agreement amount not to exceed \$134,426.

SUMMARY/DISCUSSION:

Natividad Medical Center, as part of its operations, provides food and nutritional services to patients, visitors and employees. Providing patients a range of dining options, with clear notification of allergen and nutritional information, greatly increases overall wellness and satisfaction and shortens lengths of stay. CBORD's patient nutrition solutions helps Natividad manage multiple complex diet orders, meeting individual nutritional requirements and ensuring patient safety and regulatory compliance with Joint Commission (TJC) and Centers for Medicare and Medicaid Services (CMS) food services standards.

The CBORD software provides automation to the process of patient meal service, reporting, and analysis. This includes interfacing with our current Meditech system, improved diet order accuracy, production standards, and reduced waste. In addition, CBORD supports our future goal of expansion of meal service to the room service model where patients would be able to order meals from bedside.

NMC requests an amendment to the existing agreement to extend service and maintenance for an additional one year and 20 days. The additional 20 days is added to account for an anomaly within CBORD's system which causes all agreements to terminate at the end of a month. The 20 days brings the County's termination date in line with CBORD's termination date.

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 and by its Board of Trustees on June 7, 2019.

FINANCING:

The cost for this amendment No. 1 is \$12,510 which is included in the Fiscal Year 2019-20 Recommended Budget. There is no impact to the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This agreement is for a software system which will improve food and nutrition services for NMC patients and will directly contribute to a more efficient and effective use of resources within the organization

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

Prepared by: Cori Thomas, Hospital Director of Food Service, 769-8679

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

Attachments:

The CBORD Group Inc. Amendment No. 2

The CBORD Group Inc. Amendment No. 1

The CBORD Group Inc. Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Gordian Group Amendment No. 1

Legistar Number: _____

..Title

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the Addendum with The Gordian Group to the SourceWell (formerly NJPA) Contract 071415 for administrative services of the Job Order Contracting (JOC) program, to increase the total amount an additional \$175,000 for a revised total spending limit not to exceed \$275,000, for JOC projects initiated during the term of the Sourcewell Contract September 15, 2015 through September 15, 2020.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the Addendum with The Gordian Group to the SourceWell (formerly NJPA) Contract 071415 for administrative services of the Job Order Contracting (JOC) program, to increase the total amount an additional \$175,000 for a revised total spending limit not to exceed \$275,000, for JOC projects initiated during the term of the Sourcewell Contract September 15, 2015 through September 15, 2020.

SUMMARY/DISCUSSION:

Sourcewell (formerly the National Joint Powers Alliance, aka "NJPA") is a public agency operating under the enabling authority outlined in Minnesota Statute 123A.21, which allows participating nationwide government and education agencies ("Members") to reduce the cost of purchasing by leveraging their combined national purchasing power through cooperative efforts. On July 15, 2015 NJPA released RFP 071415 for Indefinite Quantity Construction Contracting Systems and Related Services and The Gordian Group (Gordian) responded and was awarded a service contract.

The County of Monterey is a member of Sourcewell and as such, and as per the terms of the RFP 071415 which allows all public agencies within the U.S. to procure off of the contract awarded from RFP 071415, Natividad is procuring administrative services for the Job Order Contracting (JOC) projects from Gordian piggybacking off the Sourcewell Contract during its current Contract term of September 15, 2015 through September 15, 2020.

To incorporate the County's standard risk provisions and other relevant terms and conditions into the service obligations, Natividad and Gordian agreed to execute an Addendum to the Sourcewell Contract and did so on April 25, 2018 which included a total amount of \$100,000. Since that time the full amount has almost been exceeded, therefore, this amendment includes an increase to the total amount of an additional \$175,000 to cover JOC administrative services for Natividad through September 15, 2020.

Some of the more significant JOC projects currently underway at Natividad include Natividad Medical Group Tenant Improvement, Wireless Upgrade and Central Plant Repairs.

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 June 7, 2019 and by its Board of Trustees on June 7, 2019.

FINANCING:

The cost for this amendment No. 1 is \$175,000 of which \$110,000 is 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:

Construction projects help facilitate the overall patient experience, and improve physical hospital infrastructure.

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

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

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

Attachments:

Amendment No. 1 to Addendum with The Gordian Group

Addendum with The Gordian Group to the Sourcewell Contract 071415

Sourcewell (NJPA) Contract 071415 with Gordian Group

NJPA RFP 071415 for Construction Contracting System Services

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Wolters Kluwer Health Inc.

Legistar Number: _____

..Title

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an non-standard agreement with Wolters Kluwer Health Inc. for subscriptions licenses and maintenance support services for Nurse Education at NMC for an amount not to exceed \$187,658 with an agreement term July 1, 2019 through June 30, 2023 and;
- b. Approve the NMC Chief Executive Officer's recommendation to accept non-standard language and provision within the agreement.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an non-standard agreement with Wolters Kluwer Health Inc. for subscriptions licenses and maintenance support services for Nurse Education at NMC for an amount not to exceed \$187,658 with an agreement term July 1, 2019 through June 30, 2023 and;
- b. Approve the NMC Chief Executive Officer's recommendation to accept non-standard language and provision within the agreement.

SUMMARY/DISCUSSION:

Lippincott Evidenced Based Programs are accepted as expert resources for clinical practice nationwide. Lippincott Procedures: Is a web-based, go-to source for step-by-step procedure guidelines to assist clinicians with the most current evidenced based practice and procedures. This includes over 1,700 procedures and skills for nursing, respiratory therapy and physical therapy that support safe and standardized delivery of patient care. It is a regulatory requirement that we provide current evidence based resources for staff. Lippincott and Blended Learning: Is an online, evidenced based, staff education and competency validation tool. It includes 370 plus evidenced-based online courses many offer continuing education credits for nursing. The material includes courses developed in partnership with Joint Commission Resources. Courses are easily assigned for training and completion is electronically tracked. The library includes customizable, evidenced based, online lessons that support instructor led training. These courses will be used in orientation, unit based clinical practice training, remediation and validating clinical competency.

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

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this agreement as to legal form, and the Auditor-Controller has reviewed and approved as to payment provisions. The agreement has also been reviewed and approved by NMC's Finance Committee and Board of Trustees on June 7, 2019.

FINANCING:

The cost for this agreement is \$187,658 of which \$59,527 which is included in the Fiscal Year 2019-2020 Recommended Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

Natividad is dedicated to the people of Monterey County to provide the best possible care to each patient. It is critical that resources are available to staff that are evidenced based and current for delivering high quality and safe patient care.

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

Prepared by: Sue Lindeman, Director of Nursing Education, 783-2851

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

Attachments:

Wolters Kluwer Health Inc. Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Champion Healthcare Technologies, Inc.

Legistar Number: _____

..Title

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with Champion Healthcare Technologies, Inc. for electronic tissue management software services at NMC for an amount not to exceed \$97,938 with an agreement term July 1, 2019 through June 30, 2022.
- b. Approve the NMC Chief Executive Officer's recommendation to accept non-standard indemnification, insurance, limitations on liability, and limitations on damages provisions within the agreement.

SUMMARY/DISCUSSION:

Champion's tissue management software will assist Natividad in meeting The Joint Commission's regulatory requirements on tissue management. This software will help improve patient safety related to implanted tissue management procedures in Natividad's operating room. Currently, the operating room staff use a paper trail system that is not a best practice for hospital operating rooms. This software will help track tissues from the point of entry into Natividad until it is implanted into a patient. This software will also help Natividad track reactions patients may experience after having received the transplanted tissue.

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 and by its Board of Trustees on June 7, 2019.

FINANCING:

The cost for this agreement is \$97,938 of which \$58,689 is 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:

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

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

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

Attachments:

Champion Healthcare Technologies, Inc. Software as a Service License Agreement
Business Associate Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Applied Statistics & Management Inc. 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 with Applied Statistics & Management Inc. for subscription to access web-based medical staff database services for verifying and tracking medical care provider licenses and adding \$12,834 for a revised total agreement amount not to exceed \$112,634, with no changes to the term of the Agreement July 1, 2015 through June 30, 2020.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement with Applied Statistics & Management Inc. for subscription to access web-based medical staff database services for verifying and tracking medical care provider licenses and adding \$12,834 for a revised total agreement amount not to exceed \$112,634, with no changes to the term of the Agreement July 1, 2015 through June 30, 2020.

SUMMARY/DISCUSSION:

Applied Statistics' MD-Staff software is an enterprise level healthcare provider credentialing system that Natividad Medical Center (NMC) utilizes to automate the credentialing process at the hospital. MD-Staff is built on a relational database which allows NMC to store all required credentialing information related to our providers.

In order to help reduce the amount of paperwork at NMC, MD-Staff integrates state license verification with websites from nearly every state. With MD-Staff, the hospital is able to visit a state license website, verify the provider's license, and capture information such as license number, expiration date, and a copy of the license verification. MD-Staff's ability to collect and report providers' clinical privileges takes NMC a step further towards paperless credentialing.

This amendment to the Applied Statistics agreement would add an interface from MD-Staff through a VPN tunnel to NMC's Electronic Medical Record (EMR) system, Medical Information Technology, Inc. (MEDITECH). This will allow automatic provider credentialing and privilege updates to flow from MD-Staff directly to MEDITECH's provider dictionary. The amendment adds training hours to allow the hospital's Medical Staff Office to become familiar with the features of the interface and software modules. The amendment also adds \$3,000 to cover per-page faxing charges, as some universities cannot yet support electronic credentialing.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved 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 June 7, 2019 and by its Board of Trustees on June 7, 2019.

FINANCING:

The cost for this amendment No. 2 is \$12,834, all of which is included in the Fiscal Year 2019-20 Recommended Budget.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This amendment facilitates the automatic flow of healthcare provider credentialing and privilege data between the hospitals' credentialing system and the Electronic Medical Record. This improves efficiency and accuracy with regards to provider access to facilities and patients.

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

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

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

Attachments:

- Applied Statistics & Management Inc Amendment 2
- Applied Statistics & Management Inc Amendment 1
- Applied Statistics & Management Inc Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Change Healthcare Technologies, LLC

Legistar Number:

..Title

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with Change Healthcare Technologies, LLC for software and maintenance services at NMC for a total amount not to exceed \$4,326,883 with an agreement term of July 1, 2019 through June 30, 2024.
- 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%) (\$432,688) 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 an agreement with Change Healthcare Technologies, LLC for software and maintenance services at NMC for a total amount not to exceed \$4,326,883 with an agreement term of July 1, 2019 through June 30, 2024.
- 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%) (\$432,688) 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:

Relay Health:

RelayHealth provides Health Information Exchange (HIE) software which, in collaboration with Salinas Valley Medical Healthcare Systems (SVMHS) and Community Hospital of the Monterey Peninsula (CHOMP), provides County healthcare providers with a longitudinal view of patient care. Our HIE allows Natividad to better track and securely share patients' complete medical histories which helps facilitate coordinated patient care, reduce duplicative treatments, avoid costly mistakes and reduce health related costs.

PACS/Radiology:

The Picture Archiving and Communication System (PACS) is an imaging medical software that provides an electronic process for Radiologists to view images. The Radiologists use the system to manipulate the digital images and are then able to provide diagnostic information to the care providers. The agreement includes installation of Change PACS version 12.4. The agreement includes installing up to date servers to host the software.

Conserus Workflow Intelligence (CWI):

The CWI software solution is a peer review component that allows the Radiologist to quality check reports. The software provides a tool to automatically select at random various imaging studies to

have a second radiologist review for quality and completeness. The software allows for the radiologist to over read any preliminary reports completed by an emergency room physician or a teleradiologist. The software has a radiologic technologist workflow to provide a platform for the radiologist to give feedback to the technologist.

Datatility:

The Datatility package is the storage component of DICOM images from the PACS and the CPACS software. This is a hosted storage component. Older images are archived and stored through Change Healthcare software rather than storing the older images directly in the PACS and CPACS software.

InterQual:

InterQual is a software program used as a guide in determining the need for hospitalization or continued inpatient stay. This is a review tool used by Case Management Nurses at Natividad to justify hospital stay, insurance reimbursement, and avoid payment denials. Centers for Medicare & Medicaid Services (CMS) require the use of admission screening tool, such as InterQual, as part of the medical review process. In addition, a standardized medical criteria review system is required to participate in the Public Hospital Project, which allows participating hospitals such as Natividad to process authorizations for Medi-Cal admissions efficiently.

Cardiology:

Cardiology Picture Archiving and Communication Systems or CPACS allows us the ability to create a single platform and storage for echocardiograms. Therefore establishing a single point of entry and access for our cardiologists and referring physicians. CPACS would provide an immediate access to information and cardiovascular images (both current and historical) over local and remote networks regardless of your location by providing anytime, anywhere access to our Cardiologist and referring physicians, ultimately providing faster and better patient care.

This agreement includes:

- A version update from 13.2 to the latest version 14.1.1
- An update of 3 Cardiology review workstations. The existing stations are 6 years old.
- One (1) license for power scribe connectivity.
- An updated storage system to a Hosted storage system for greater storage space and efficiency as department grows.

Change Healthcare has been providing services to Natividad since 2007. This new agreement will allow Change Healthcare to continue providing ongoing software and support services under revised terms and conditions.

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

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this agreement as to legal form and the Auditor-Controller has reviewed and approved as to payment provisions. The agreement has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on June 7, 2019.

FINANCING:

The cost for this agreement is \$4,326,883 of which \$1,016,578 is 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:

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

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

Prepared by: Charles Harris, MD, Medical Staff, 783-2785

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

Attachments:

Change Healthcare Master Relationship Agreement

Business Associate Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Cyxtera Technologies, Inc. Service Order No. Q-16809-1 plus Amendment No. 6 to CenturyLink Communication LLC Agreement
Legistar Number: _____

..Title

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute a Service Order with Cyxtera Technologies, Inc. for co-location and disaster recovery services under the terms and conditions of the existing Master Agreement (A-14052) and at a cost of \$105,492, with no change to the agreement term of July 21, 2018 through June 30, 2020.
- b. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 6 to the Agreement with CenturyLink Communications LLC to add continued data circuit services for Natividad at a cost of \$168,000, with no change to the agreement term of July 21, 2015 through June 30, 2020.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute a Service Order with Cyxtera Technologies, Inc. for co-location and disaster recovery services under the terms and conditions of the existing Master Agreement (A-14052) and at a cost of \$105,492, with no change to the agreement term of July 21, 2018 through June 30, 2020.
- b. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 6 to the Agreement with CenturyLink Communications LLC to add continued data circuit services for Natividad at a cost of \$168,000, with no change to the agreement term of July 21, 2015 through June 30, 2020.

SUMMARY/DISCUSSION:

On July 21, 2015, the Board of Supervisors approved a three-year Master Agreement with CenturyLink Communications (CenturyLink) to provide managed hosting, data circuits and co-location and disaster recovery services, supporting the Enterprise Resource Planning (ERP) System for Monterey County and also for Natividad Medical Center systems. Thereafter, in May 2017, Cyxtera Technologies, Inc. (Cyxtera) acquired CenturyLink's co-location and disaster recovery business while CenturyLink retained their data circuit and hosting services. On July 17, 2018 the Board of Supervisors approved a one (1) year Agreement with Cyxtera for these services to continue with a term July 21, 2018 through June 30, 2019. In summary, CenturyLink continues to provide hosting and data circuit services to the county and to NMC, and Cyxtera continues to provide the co-location and disaster recovery services to the county and to NMC.

This request includes the Cyxtera Service Order No. Q-16809-1 that extends the co-location and disaster recovery services for Natividad's portion only. County ITD has submitted their own Service Order to the Board of Supervisors separately for their portion of the extended services that they utilize and at the same time they also extended the agreement term through 2020. There is no amendment associated with this request. The Service Order outlines the services going forward with the term and the cost. The Service Order references the Master Agreement which contains the boilerplate contractual terms and conditions. Since none of the terms within the Master Agreement are changing, there is no amendment to that agreement.

This request also includes amendment No. 6 to the agreement with CenturyLink which extends only Natividad's portion of data circuit services provided. ITD has drafted its own amendment to extend their portion of the hosting services and also to extend the term of that agreement.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved these documents as to legal form, and the Auditor-Controller has reviewed and approved as to payment provisions. The documents have also been reviewed and approved by NMC's Finance Committee on June 7, 2019 and by its Board of Trustees on June 7, 2019.

FINANCING:

The cost for the Cyxtera Service Order is \$105,492.50 and the cost for the CenturyLink amendment No. 6 is \$168,000, all of which has been included in the Fiscal Year 2019-20 Recommended Budget.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This initiative supports the timely recovery of the infrastructure and the critical electronic patient care systems which rely on it in the event of a disaster situation. Without a geographically separated data center, the hospital's information systems would be vulnerable to regional disaster events. This will have a high likelihood of having a negative impact the County's health and human services.

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

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

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

Attachments:

Cyxtera Technologies, Inc. Service Order Q-16809-1
Cyxtera Technologies, Inc. Master Agreement
CenturyLink Communications LLC Amendment No. 6
CenturyLink Communications LLC Amendment No. 5
CenturyLink Communications LLC Amendment No. 4
CenturyLink Communications LLC Amendment No. 3
CenturyLink Communications LLC Amendment No. 2
CenturyLink Communications LLC Amendment No. 1
CenturyLink Communications LLC Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Amendment No. 2 to Professional Research Consultants, Inc. Agreement

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 Professional Research Consultants, Inc. for patient satisfaction survey services, extending the agreement an additional nine (9) month period (July 1, 2019 through March 31, 2020) for a revised full agreement term of July 1, 2015 through March 31, 2020, and adding \$28,965 for a revised total agreement amount not to exceed \$154,965.

..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 Professional Research Consultants, Inc. for patient satisfaction survey services, extending the agreement an additional nine (9) month period (July 1, 2019 through March 31, 2020) for a revised full agreement term of July 1, 2015 through March 31, 2020, and adding \$28,965 for a revised total agreement amount not to exceed \$154,965.

SUMMARY/DISCUSSION:

The purpose of this extension is to provide continued patient satisfaction measurement until the time the new Press Ganey system is fully functional. Measuring patient satisfaction is vital for any healthcare organization to collect information on patient perceptions of their hospital experience that allows us to improve the quality of care and also to benchmark progress with other hospitals. Measuring patient satisfaction is a requirement for The Joint Commission accreditation and part of the federal government's Value-Based Purchasing Program which links Medicare reimbursement to performance.

Professional Research Consultants (PRC) has been assisting NMC measure patient satisfaction for five years. PRC uses a telephone methodology to conduct the HCAHPS (Hospital Consumer Assessment of Healthcare Providers and Systems) survey. PRC provides NMC with survey results and offers educational and networking opportunities designed to help organizations improve patient satisfaction scores.

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 and by its Board of Trustees on June 7, 2019.

FINANCING:

The cost for this amendment No. 1 is \$28,965, all of which has been included in the Fiscal Year 2019-20 Recommended Budget.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

Improving patient experience scores is a priority for Natividad. The HCAHPS surveys also contribute to compliance with Joint Commission and Medicare and are therefore considered by hospital administration to be an essential function.

- ☐ 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:

Professional Research Consultants Amendment 2
Professional Research Consultants Amendment 1
Professional Research Consultants Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

HealthStream Inc. Agreement

Legistar Number: _____

..Title

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with HealthStream Inc. for Web based clinical education content services at NMC for an amount not to exceed \$137,474 with an agreement term July 1, 2019 through June 30, 2022.
- b. Approve the NMC Chief Executive Officer's recommendation to accept non-standard indemnification, insurance, limitations on liability, and limitations on damages provisions within the agreement.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with HealthStream Inc. for Web based clinical education content services at NMC for an amount not to exceed \$137,474 with an agreement term July 1, 2019 through June 30, 2022.
- b. Approve the NMC Chief Executive Officer's recommendation to accept non-standard indemnification, insurance, limitations on liability, and limitations on damages provisions within the agreement.

SUMMARY/DISCUSSION:

HealthStream is a well-known online hospital education company that NMC has contracted with since October 2009 to provide required educational services to hospital staff to meet The Joint Commission and other state regulations and requirements. This renewal agreement will allow NMC to continue to contract with HealthStream in order to meet the needs of the hospital, as well as to ensure compliance with The Joint Commission education recommendations.

This renewal consists of new terms and conditions required by HealthStream as they have grown and evolved in their market over the last ten (10) years. It also includes four software modules, which will continue to enhance NMC's education program: 1) Knowledge Q; 2) HealthStream Performance Center; 3) hStream and 4) Checklist Management.

Knowledge Q is a program that allows NMC administrators responsible for annual mandatory training to invest training resources smarter by better understanding where NMC is at risk. It allows NMC to gauge the annual mandatory training program and how NMC compares to the industry standard; the overall performance of employees on annual mandatory training measures. It is a solution that delivers, tests, and measures the knowledge in NMC to increase the effectiveness of staff and to improve the efficiency of training initiatives.

HealthStream Performance Center simplifies annual reviews by moving from paper-based processes to online assessments. The complete solution gives NMC tools such as Cascading Goal Management and Succession Planning to help develop a workforce that is engaged and performing. It is designed to create an environment of accountability and ensure everyone in the organization is working toward the same strategic initiatives.

HealthStream Checklist Management provides direct tools that support any situation, from the simplest to the most complex faced in healthcare on a daily basis. It is automated to improve any educational initiatives with the addition of checklists. The checklists are a resource for managers to track the validation of skill-based competencies, and they ensure only qualified and pre-approved evaluators work with employees to certify their skills and knowledge. The checklist method validates technical skills and moves beyond testing knowledge (documents observation of technical skills). It ensures standardized methods and also has additional tools, such as coaching prompts and the ability to assign targeted learning based on the observation, making the checklist experience more valuable.

NMC has been in the negotiation process with HealthStream since October 2018 and during that process, HealthStream ended their partnership with Wolters Kluwer who provided Lippincott Procedures, which was an additional service utilized by the clinical staff through HealthStream. This lengthened our negotiation process as we had to start our contract with Wolters Kluwer separately and ensure that the two contracts did not overlap/leave gaps and previous commitments were honored.

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

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this 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 and Board of Trustees on 6/6/2019.

FINANCING:

The cost for this agreement is \$ 137,474 of which \$40,815 which is included in the Fiscal Year 2019-20 Adopted Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

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

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

Prepared by: Janine Bouyea Director Human Resource, 783-2701

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

Attachments:

HealthStream Agreement

Attachments on file with the Clerk of the Board

FINANCIAL STATEMENTS

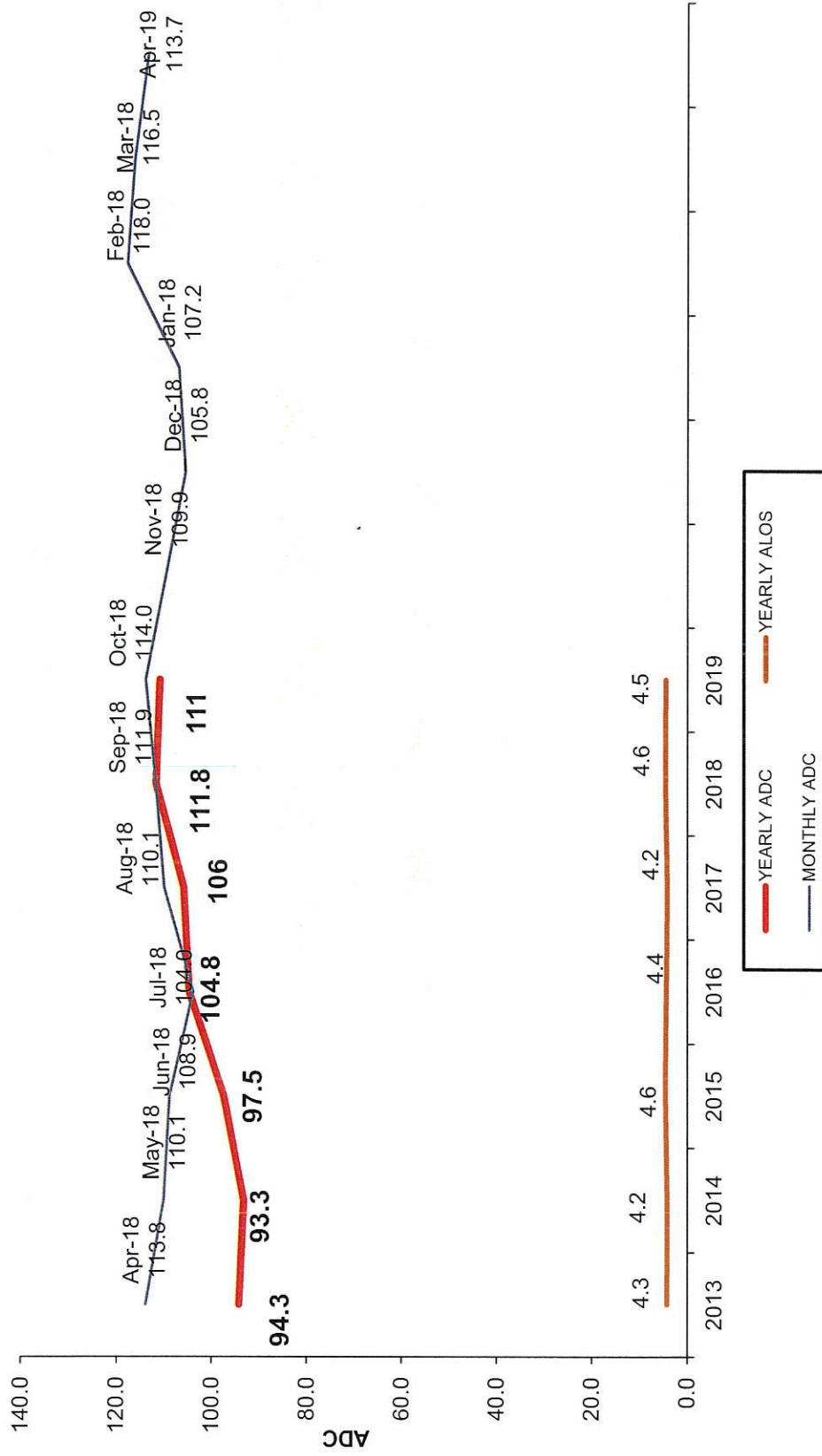
APRIL 30, 2019

FINANCIAL STATEMENTS

APRIL 30, 2019

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**NATIVIDAD
STATISTICAL REPORT
APRIL 30, 2019**

Month-To-Date					Year-To-Date					
02-19	03-19	04-19	Budget		Budget	Current	Prior Yr	%		
PT DAYS BY SERVICE					STAFFED BEDS		CY/IPY			
1	286	206	174	232	NICU	15	2,353	2,540	2,347	8.22%
2	1,289	1,556	1,520	1,384	Med/Surg	61	14,025	13,798	14,440	-4.45%
3	206	210	159	205	ICU	10	2,080	2,101	2,130	-1.36%
4	79	118	63	66	Peds	12	670	776	701	10.70%
5	662	729	682	662	Acute Rehab	24	6,707	6,809	6,726	1.23%
6	352	365	308	372	OB/Gyn	27	3,768	3,394	3,710	-8.52%
7	2,874	3,184	2,906	2,921	TOTAL ACUTE	149	29,603	29,418	30,054	-2.12%
8	431	426	506	391	Psychiatric	19	3,959	4,328	4,065	6.47%
9	3,305	3,610	3,412	3,312	TOTAL DAYS	168	33,562	33,746	34,119	-1.09%
10	285	346	312	311	Nursery	18	3,148	3,041	3,087	-1.49%
AVERAGE DAILY CENSUS										
11	79.0	79.2	74.1	75.3	Acute	125	75.3	74.4	76.7	-3.00%
12	23.6	23.5	22.7	22.1	Acute Rehab	24	22.1	22.4	22.1	1.36%
13	15.4	13.7	16.9	13.0	Psychiatric	19	13.0	14.2	13.4	5.97%
14	118.0	116.5	113.7	110.4	TOTAL	168	110.4	111.0	112.2	-1.07%
15	10.2	11.2	10.4	10.4	Nursery	18	10.4	10.0	10.2	-1.96%
PERCENTAGE OF OCCUPANCY										
16	63.2%	63.4%	59.3%	60.2%	Acute		60.2%	59.5%	61.4%	-3.0%
17	98.3%	97.9%	94.6%	92.1%	Acute Rehab		92.1%	93.3%	110.5%	-15.5%
18	81.1%	72.1%	88.9%	68.4%	Psychiatric		68.4%	74.7%	70.5%	6.0%
19	70.2%	69.3%	67.7%	65.7%	TOTAL		65.7%	66.1%	68.4%	-3.4%
20	56.7%	62.2%	57.8%	57.8%	Nursery		57.8%	55.6%	56.7%	-2.0%
ADMISSIONS										
21	582	712	628	615	Acute		6,229	6,284	6,237	0.75%
22	46	60	53	46	Acute Rehab		469	542	484	11.98%
23	62	58	60	61	Psychiatric		618	617	595	3.70%
24	690	830	741	722	TOTAL		7,316	7,443	7,316	1.74%
25	174	200	184	178	Nursery		1,804	1,811	1,573	15.13%
26	182	206	189	210	Deliveries		2,128	1,875	1,826	2.68%
DISCHARGES										
27	605	723	631	615	Acute		6,229	6,430	6,412	0.28%
28	47	59	53	46	Acute Rehab		469	536	483	10.97%
29	61	59	58	61	Psychiatric		618	612	591	3.55%
30	713	841	742	722	TOTAL		7,316	7,578	7,486	1.23%
31	159	192	168	176	Nursery		1,778	1,648	1,609	2.42%
AVERAGE LENGTH OF STAY										
32	4.8	4.3	4.6	4.6	Acute(Hospital wide no babies)		4.6	4.5	4.7	-4.26%
33	14.4	12.2	12.9	14.4	Acute Rehab		14.3	12.6	13.9	-9.35%
34	2.6	2.5	2.8	2.6	OB/Gyn		2.6	2.5	2.6	-3.85%
35	7.0	7.3	8.4	6.4	Psychiatric		6.4	7.0	6.8	2.94%
36	1.6	1.7	1.7	1.7	Nursery		1.7	1.7	2.0	-15.00%
OUTPATIENT VISITS										
37	3,942	4,292	4,162	3,700	Emergency Room		37,491	40,182	43,965	-8.60%
38	456	486	428	427	ER Admits		4,326	4,401	4,289	2.61%
39	66.1%	58.6%	57.8%	59.1%	ER Admits as a % of Admissions		59.1%	59.1%	58.6%	0.86%
40	5,988	6,397	6,356	5,867	Clinic Visits		59,455	61,685	58,975	4.60%
ANCILLARY PROCEDURES BILLED										
41	40,771	49,979	47,755	42,533	Lab Tests		430,996	465,162	447,305	3.99%
42	3,452	3,625	3,218	3,107	Radiology Procedures		31,481	34,629	32,822	5.51%
43	198	224	231	187	MRI Procedures		1,894	2,048	1,881	8.88%
44	159	131	148	109	Nuclear Med Procedures		1,101	1,307	1,060	23.30%
45	928	1,014	963	902	Ultrasound Procedures		9,146	10,411	10,559	-1.40%
46	1,211	1,359	1,475	1,285	CT Scans		13,016	14,599	14,485	0.79%
47	285	333	346	310	Surgeries		3,100	3,475	3,564	-2.50%
48	7.61	7.84	7.59	7.66	FTE'S PER AOB		7.66	8.08	7.61	6.18%
49	1,293.8	1,300.0	1,273.2	1,200.5	TOTAL PAID FTE'S		1,200.5	1,289.4	1,215.3	6.09%
50	4,769	5,140	5,032	4,704	ADJUSTED PATIENT DAYS		47,659	48,495	48,542	-0.10%

NATIVIDAD
STATEMENT OF REVENUES AND EXPENSES AND 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	\$ 65,894,341	\$ -	\$ -	\$ 671,489,766
2 Pro Fees	1,572,206	1,769,731	1,475,144	2,512,622	1,314,466	1,809,675	2,253,687	2,532,122	2,299,208	2,472,410	-	-	20,011,271
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	32,455,367	-	-	302,232,298
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	100,822,118	-	-	993,733,335
Deductions from revenue													
5 Contractual Deductions	70,756,336	74,819,777	72,913,275	82,639,436	74,549,026	70,091,707	77,725,120	71,334,155	76,906,992	77,577,978	-	-	749,313,802
6 Bad Debt	4,776,136	3,750,055	2,609,665	2,540,065	947,672	3,319,574	280,000	4,215,366	1,595,512	1,258,607	-	-	25,292,642
7 Unable to Pay	344,030	350,912	345,098	610,585	570,940	245,187	492,681	273,548	649,562	710,931	-	-	4,593,494
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	79,547,516	-	-	779,193,938
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	21,274,602	-	-	214,533,397
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%	21.10%	-	-	21.59%
11 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	4,350,157	-	-	47,052,521
12 Other Operating Revenue:													
13 Rent Income	118,471	131,766	198,583	124,907	125,001	109,276	109,275	109,276	109,275	109,276	-	-	1,245,106
14 Interest Income	126,000	983,306	126,000	340,489	126,000	126,000	304,000	126,000	276,000	239,963	-	-	2,773,758
15 NMF Contribution	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	-	-	600,000
16 Other Income	230,650	316,343	279,568	556,471	302,801	211,571	269,099	285,755	373,038	243,032	-	-	3,040,326
Total Other Operating Revenue	535,121	1,491,415	664,151	1,081,867	613,802	506,847	742,374	561,031	818,313	652,271	-	-	7,667,192
17 TOTAL REVENUE	25,100,014	36,060,019	26,011,707	27,202,081	26,274,968	24,589,645	25,745,522	25,229,592	26,762,532	26,277,030	-	-	269,253,110
E X P E N S E													
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	14,059,413	-	-	140,386,604
19 Registry	353,506	420,445	399,584	522,356	556,263	332,677	488,267	311,916	197,684	223,803	-	-	3,908,501
20 Phys/Residents SWB & Contract Fees	2,993,599	3,148,485	3,037,696	3,093,954	3,028,034	2,989,336	3,374,141	3,107,355	3,578,120	3,314,398	-	-	31,665,118
21 Purchased Services	2,289,056	2,639,680	2,999,644	2,938,736	2,564,672	3,003,715	3,160,938	2,826,879	3,266,020	2,995,112	-	-	28,684,452
22 Supplies	1,991,967	2,610,211	2,132,523	2,608,981	2,117,299	1,964,031	2,076,653	2,403,371	2,343,205	2,345,674	-	-	22,593,935
23 Insurance	217,205	217,205	217,205	217,205	217,204	217,205	217,205	217,205	217,205	217,205	-	-	2,172,049
24 Utilities and Telephone	153,964	292,473	295,416	282,957	297,921	295,095	298,138	284,226	290,827	297,428	-	-	2,768,445
25 Interest Expense	196,259	196,026	196,097	196,026	196,025	196,027	196,025	196,025	196,026	196,026	-	-	1,960,562
26 Depreciation & Amortization	984,657	953,089	997,679	995,749	999,115	997,316	1,021,914	1,028,683	984,923	985,064	-	-	9,948,189
27 Other Operating Expense	386,921	501,686	464,479	548,090	726,439	510,780	545,646	482,485	717,670	569,865	-	-	5,453,061
28 TOTAL EXPENSE	23,860,326	24,853,137	24,757,064	25,837,590	24,099,816	24,535,397	25,585,761	24,680,854	26,045,983	25,203,988	-	-	249,439,916
29 NET INCOME(LOSS)	1,239,688	11,206,882	1,254,643	1,364,491	2,175,152	54,248	159,761	568,738	716,549	1,073,042	-	-	19,813,194
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)	(6,250)	-	-	(162,500)
33 Total Extraordinary Items	-	(6,063,508)	-	(150,000)	-	-	-	-	(6,250)	(6,250)	-	-	(6,226,008)
34 NET INCOME BEFORE Extraordinary Items	\$ 1,239,688	\$ 5,143,374	\$ 1,254,643	\$ 1,214,491	\$ 2,175,152	\$ 54,248	\$ 159,761	\$ 568,738	\$ 710,299	\$ 1,066,792	\$ -	\$ -	\$ 13,587,186
CAPITAL CONTRIBUTIONS													
35 County Contribution													
36 CHANGE IN NET ASSETS	\$ 1,239,688	\$ 11,206,882	\$ 1,254,643	\$ 1,364,491	\$ 2,175,152	\$ 54,248	\$ 159,761	\$ 568,738	\$ 716,549	\$ 1,073,042	\$ -	\$ -	\$ 19,813,194

NATIVIDAD
STATEMENT OF REVENUES AND EXPENSES & CHANGES IN NET ASSETS
AS OF APRIL 30, 2019

CURRENT MONTH										YEAR -TO -DATE						
		Actual	Budget	Variance fav. (unfav)												
				\$ VAR.	% VAR	Actual		Budget	\$ VAR.	% VAR						
R E V E N U E																
Patient Revenue:																
1	\$	65,894,341	\$	66,117,749	\$	(223,408)	(0.3)	\$	671,489,766	\$	661,177,490	\$	10,312,276	1.6	\$	670,127,391
2		2,472,410		2,058,356		414,054	20.1		20,011,271		20,583,560		(572,289)	(2.8)		21,979,372
3		32,455,367		29,495,410		2,959,957	10.0		302,232,298		294,954,100		7,278,198	2.5		292,912,015
4		100,822,118		97,671,515		3,150,603	3.2		993,733,335		976,715,150		17,018,185	1.7		985,018,778
Deductions from Revenue																
5		77,577,978		73,437,593		(4,140,385)	(5.6)		749,313,802		734,375,930		(14,937,872)	(2.0)		743,669,915
6		1,258,607		3,498,417		2,239,810	64.0		25,292,642		34,984,170		9,691,528	27.7		28,944,754
7		710,931		712,836		1,905	0.3		4,593,494		7,128,360		2,534,866	35.6		6,413,398
8		79,547,516		77,648,846		(1,898,670)	(2.4)		779,199,938		776,488,460		(2,711,478)	(0.3)		779,028,067
9		21,274,602		20,022,669		1,251,933	6.3		214,533,397		200,226,690		14,306,707	7.1		205,990,711
10		21.10%		20.50%					21.59%		20.50%					20.91%
11		4,350,157		4,489,159		(139,002)	(3.1)		47,052,521		44,891,590		2,160,931	4.81		41,460,520
Total Government Funding																
Other Operating Revenue:																
12		109,276		107,027		2,249	2.1		1,245,106		1,070,270		174,836	16.3		1,459,308
13		239,963		83,333		156,630	188.0		2,773,758		833,330		1,940,428	232.9		1,218,315
14		60,000		60,000		-	-		600,000		600,000		0	-		600,000
15		243,032		255,250		(12,218)	(4.8)		3,048,328		2,552,500		495,828	19.4		3,327,532
16		652,271		505,610		146,661	29.0		7,667,192		5,056,100		2,611,092	51.6		6,605,155
17		26,277,030		25,017,438		1,259,592	5.0		269,253,110		250,174,380		19,078,730	7.6		254,056,386
TOTAL REVENUE																
EXPENSE																
18		14,059,413		13,148,453		(910,960)	(6.9)		140,386,604		131,484,530		(8,902,074)	(6.8)		126,625,663
19		223,803		131,607		(92,196)	(70.1)		3,806,501		1,316,070		(2,490,431)	(189.2)		3,347,692
20		3,314,398		2,949,239		(365,159)	(12.4)		31,634,974		29,492,390		(2,142,584)	(7.3)		29,515,012
21		2,995,112		3,270,487		275,375	8.4		28,714,596		32,704,870		3,990,274	12.2		24,763,613
22		2,345,674		2,104,757		(240,917)	(11.4)		22,593,935		21,047,570		(1,546,365)	(7.3)		20,279,069
23		217,205		211,333		(5,872)	(2.8)		2,172,049		2,113,330		(58,719)	(2.8)		1,983,372
24		297,428		297,533		105	0.0		2,768,445		2,975,330		206,885	7.0		2,760,340
25		196,026		207,539		11,513	5.5		1,960,562		2,075,390		114,828	5.5		1,958,280
26		985,064		937,184		(47,880)	(5.1)		9,948,189		9,371,840		(576,349)	(6.1)		9,877,286
27		569,865		556,507		(13,358)	(2.4)		5,454,061		5,565,070		111,009	2.0		4,922,802
28		25,203,988		23,814,639		(1,389,349)	(5.8)		249,439,916		238,146,390		(11,293,526)	(4.7)		226,033,129
29		1,073,042		1,202,799		(129,757)	(10.8)		19,813,194		12,027,990		7,785,204	64.7		28,023,257
NET INCOME(LOSS)																
CAPITAL CONTRIBUTIONS																
30																
31		-		-		-	-		-		-		-	-		-
32		-		-		-	-		-		-		-	-		-
33		-		-		-	-		-		-		-	-		-
34		1,073,042		1,202,799		(129,757)	(10.8)	%	19,813,194		12,027,990		7,785,204	64.7	%	28,023,257
CHANGE IN NET ASSETS																
County Contribution																

**NATIVIDAD
SES & CHANGES
AS OF APRIL 30,**

84

**NATIVIDAD
BALANCE SHEET
AS OF APRIL 30, 2019**

	AUDITED					CURRENT MONTH					YEAR - TO - DATE			
	BEGINNING	ENDING	INC/(DEC)	% CHG.		BEGINNING	ENDING	INC/(DEC)	% CHG.		BEGINNING	ENDING	INC/(DEC)	% CHG.
1	\$ 38,866,798	\$ 37,791,497	\$ (1,075,301)	(2.8)	CURRENT ASSETS	\$ 78,688,816	\$ 37,791,497	\$ (40,897,319)	(52.0)		\$ 78,688,816	\$ 37,791,497	\$ (40,897,319)	(52.0)
2	3,200,000	3,200,000	-	-	CASH	3,200,000	3,200,000	-	-		3,200,000	3,200,000	-	-
3	29,298,727	29,900,615	601,888	2.1	SEASIDE CLINICS CASH RESERVE FUND	29,900,615	29,900,615	-	-		29,900,615	29,900,615	-	-
4	57,772,732	54,339,531	(3,433,201)	(5.9)	ACCOUNTS RECEIVABLE NET	41,681,940	54,339,531	12,657,591	30.4		41,681,940	54,339,531	12,657,591	30.4
5	4,023,376	3,962,995	(60,381)	(1.5)	STATE/COUNTY RECEIVABLES	3,990,982	3,962,995	(27,987)	(0.7)		3,990,982	3,962,995	(27,987)	(0.7)
6	5,910,740	6,240,280	329,540	5.6	INVENTORY	5,361,113	6,240,280	879,167	16.4		5,361,113	6,240,280	879,167	16.4
7	139,072,373	135,434,918	(3,637,455)	(2.6)	PREPAID EXPENSE	172,049,826	135,434,918	(36,614,908)	(21.3)		172,049,826	135,434,918	(36,614,908)	(21.3)
8					TOTAL CURRENT ASSETS	293,436,996	303,034,520	9,597,524	3.3		293,436,996	303,034,520	9,597,524	3.3
9	301,605,103	303,034,520	1,429,417	0.5	PROPERTY, PLANT & EQUIPMENT	(174,493,479)	(184,441,668)	(9,948,189)	(5.7)		(174,493,479)	(184,441,668)	(9,948,189)	(5.7)
10	(183,456,604)	(184,441,668)	(985,064)	(0.5)	LESS: ACCUMULATED DEPRECIATION	118,943,517	118,592,852	(350,665)	(0.3)		118,943,517	118,592,852	(350,665)	(0.3)
11	118,148,499	118,592,852	444,353	0.4	NET PROPERTY, PLANT & EQUIPMENT	103,237,210	146,565,118	43,327,908	42.0		103,237,210	146,565,118	43,327,908	42.0
12	146,614,563	146,565,118	(49,445)	(0.0)	OTHER ASSETS	-	-	-	-		-	-	-	-
13	-	-	-	-	INVESTMENTS	-	-	-	-		-	-	-	-
14	160,461	160,461	-	-	HELD FOR CONSTRUCTION	-	-	-	-		-	-	-	-
15	160,461	160,461	-	-	ACCRUED INTEREST RECEIVABLE	163,431	160,461	(2,970)	(1.8)		163,431	160,461	(2,970)	(1.8)
16	\$ 403,995,896	\$ 400,753,349	\$ (3,242,547)	(0.8)	FUNDS IN TRUST	163,431	160,461	(2,970)	(1.8)		163,431	160,461	(2,970)	(1.8)
17	20,225,882	14,916,610	(5,309,272)	(26.2)	TOTAL INVESTMENTS	163,431	160,461	(2,970)	(1.8)		163,431	160,461	(2,970)	(1.8)
18	2,341,572	1,484,154	(857,418)	(36.6)	TOTAL ASSETS	\$ 394,393,984	\$ 400,753,349	\$ 6,359,365	1.6		\$ 394,393,984	\$ 400,753,349	\$ 6,359,365	1.6
19	40,701,514	40,683,990	(17,524)	(0.0)	CURRENT LIABILITIES	15,373,615	14,916,610	(457,005)	(3.0)		15,373,615	14,916,610	(457,005)	(3.0)
20	3,193,625	3,193,625	0	-	ACCRUED PAYROLL	5,607,762	1,484,154	(4,123,608)	(73.5)		5,607,762	1,484,154	(4,123,608)	(73.5)
21	9,858,147	11,743,249	1,885,102	19.1	ACCOUNTS PAYABLE	42,240,897	40,683,990	(1,556,907)	(3.7)		42,240,897	40,683,990	(1,556,907)	(3.7)
22	76,320,740	72,021,628	(4,299,112)	(5.6)	MCARE/MEDICAL LIABILITIES	3,205,000	3,193,625	(11,375)	(0.4)		3,205,000	3,193,625	(11,375)	(0.4)
23	-	-	-	-	CURRENT PORTION OF DEBT	15,343,412	11,743,249	(3,600,163)	(23.5)		15,343,412	11,743,249	(3,600,163)	(23.5)
24	-	-	-	-	OTHER ACCRUALS	81,770,686	72,021,628	(9,749,058)	(11.9)		81,770,686	72,021,628	(9,749,058)	(11.9)
25	38,404,740	38,388,263	(16,477)	(0.0)	TOTAL CURRENT LIABILITIES	-	-	-	-		-	-	-	-
26	38,404,740	38,388,263	(16,477)	(0.0)	LONG TERM LIABILITIES	-	-	-	-		-	-	-	-
27	270,530,264	270,530,264	-	-	CAPITAL LEASE	-	-	-	-		-	-	-	-
28	18,740,152	19,813,194	1,073,042	(5.7)	UN EARNED CONTRIBUTIONS	-	-	-	-		-	-	-	-
29	289,270,416	290,343,458	1,073,042	0.4	LONG TERM PORTION OF C.O.P's	42,093,034	38,388,263	(3,704,771)	(8.8)		42,093,034	38,388,263	(3,704,771)	(8.8)
30	\$ 403,995,896	\$ 400,753,349	\$ (3,242,547)	(0.8)	TOTAL LONG TERM DEBT	42,093,034	38,388,263	(3,704,771)	(8.8)		42,093,034	38,388,263	(3,704,771)	(8.8)
					FUND BALANCES	270,530,264	270,530,264	-	-		270,530,264	270,530,264	-	-
					ACCUMULATED FUND	-	19,813,194	19,813,194	100.0		-	19,813,194	19,813,194	100.0
					CHANGE IN NET ASSETS	270,530,264	290,343,458	19,813,194	7.3		270,530,264	290,343,458	19,813,194	7.3
					TOTAL FUND BALANCES	394,393,984	400,753,349	6,359,365	1.6		394,393,984	400,753,349	6,359,365	1.6
					TOTAL LIAB. & FUND BALANCES	\$ 394,393,984	\$ 400,753,349	\$ 6,359,365	1.6		\$ 394,393,984	\$ 400,753,349	\$ 6,359,365	1.6

**NATIVIDAD
STATE AND COUNTY RECEIVABLES**

AS OF 04/30/19

BALANCE SHEET

	Beq. Balance	Accruals	Reversals and Reclassifies	Medi-Cal Waiver	GPP /PRIME	IGT	Payments	Ending Balance
Medi-Cal Waiver (DSH+SNCP)	\$ 20,001,573	24,630,261				28,976,192	(65,167,863)	8,440,163
EHR Meaningfull Use	520,990							520,990
Hospital Fee	1,506,108	791,670					(767,614)	1,530,165
Rate Range IGT-CCAH-	14,411,372	6,776,470				8,379,172		29,567,014
MCMC EPP	-	3,609,070						3,609,070
MCMC QIP	-	4,104,380						4,104,380
SB1732	-	3,250,000					(3,233,326)	16,674
AB 915	3,254,442	3,000,000					(3,249,958)	3,004,484
A/R Office Buildings	78,488	1,245,105					(978,864)	344,729
A/R Manco Abbott	-	401,560					(420,234)	(18,674)
Interest Accrued Positive Cash	-	1,966,380					(1,588,380)	378,000
Accrued Donations	1,834,852	600,000					(50,534)	2,384,318
A/R Jail-PG&E	74,114	811,625					(689,903)	195,836
Health Department	-	1,400,000					(1,067,655)	332,345
Ryan White & EIP A/R	-	208,330					(278,292)	(69,962)
STATE RECEIVABLES	\$ 41,681,940	\$ 52,794,852	\$ -	\$ -	\$ -	\$ 37,355,364	\$ (77,492,624)	\$ 54,339,531

P & L

	YTD Apr-19
Medi-Cal DSH /SNCP/PHYS SPA	\$ 12,705,261
PRIME Y4	11,925,000
Rate Range IGT-CCAH-	6,776,470
AB 85 New Eligible Reconciled	444,962
Esperanza Care	(1,370,149)
MCE to Cost Reconciled	738,167
Hospital Fee	791,670
MCMC EPP	3,609,070
HD Residency Support	(416,670)
MCMC QIP	4,104,380
AB915	3,000,000
Medicare GME	1,259,300
SB 1732	3,250,000
Ryan White & SAMHSA GRANTS	235,061
GOVERNMENT FUNDING INCOME	\$ 47,052,522

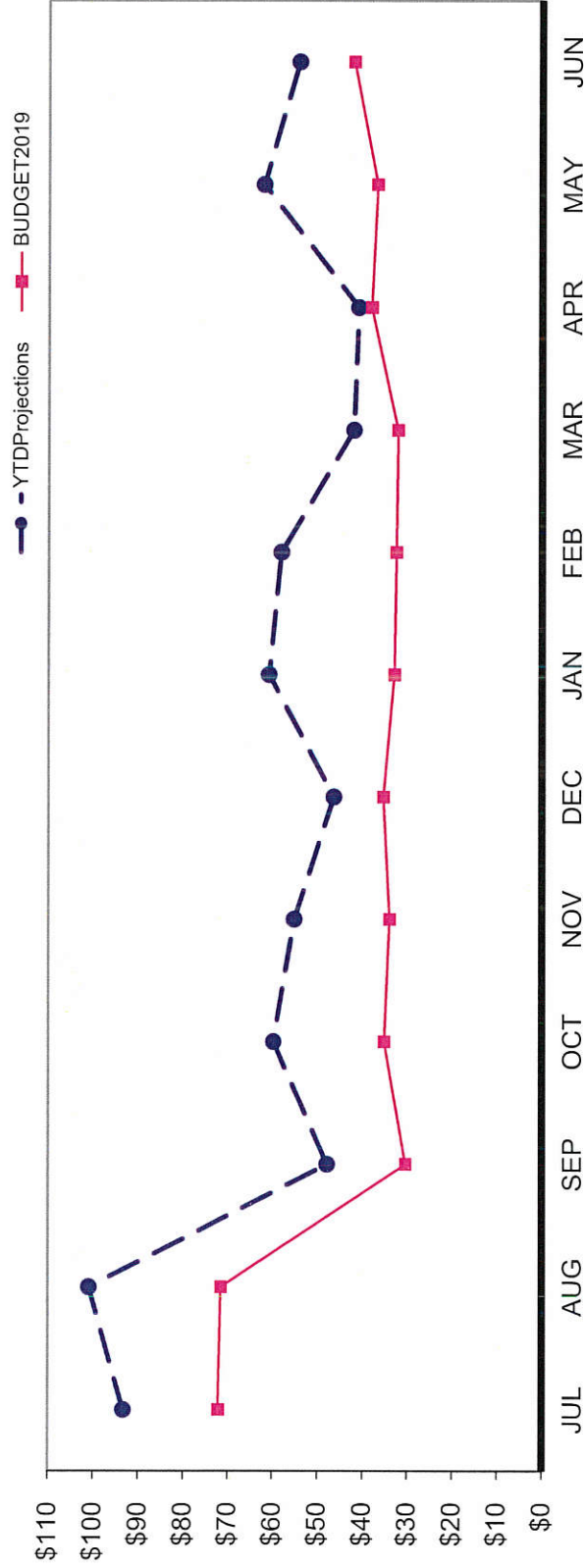
**NATIVIDAD
STATEMENT OF CASH FLOWS
AS OF APRIL 30, 2019**

<u>CURRENT MONTH</u>		<u>YEAR - TO - DATE</u>
1	\$ 42,066,798	\$ 81,888,816
2		
3	1,073,042	19,813,194
4	-	-
5	985,064	\$ 9,948,189
6	<u>2,058,106</u>	<u>29,761,383</u>
7		
8	(601,888)	9,226,360
9	3,433,201	(12,657,591)
10	(269,159)	(851,180)
11	(5,309,272)	(457,005)
12	(857,418)	(4,123,608)
13	(17,524)	(1,556,907)
14	-	(11,375)
15	1,885,102	(3,600,163)
16	<u>(1,736,958)</u>	<u>(14,031,469)</u>
17		
18		
19	(1,429,417)	(9,597,524)
20	-	-
21	<u>(1,429,417)</u>	<u>(9,597,524)</u>
22		
23	(16,477)	(3,704,771)
24	49,445	(43,327,908)
25	-	2,970
26	<u>32,968</u>	<u>(47,029,709)</u>
27	<u>(1,075,301)</u>	<u>(40,897,319)</u>
28	\$ 40,991,497	\$ 40,991,497

NATIVIDAD
RECONCILIATION OF GOVERNMENT FUNDING
FISCAL YEAR 2019

	<u>BDGT-19</u>	<u>ESTIMATE</u> <u>FY2019</u>	<u>Variance to Budget</u>
Medi-Cal DSH Waiver	\$ 11,820,000	\$ 14,446,320	\$ 2,626,320
PRIME Y4	14,310,000	14,310,000	-
EPP	4,330,881	4,330,881	-
QIP	4,925,261	4,925,261	-
AB915	3,600,000	3,600,000	-
SB1732	3,900,000	3,900,000	-
CCAH Rate Range	8,131,758	8,131,758	-
HIV Grants	250,000	250,000	-
MCE to Cost	-	738,167	738,167
Physician SPA	800,000	800,000	-
Esperanza Care Outside Purchased Service	-	(2,000,000)	(2,000,000)
HD Residency Support	(500,000)	(500,000)	-
Medicare GME & B/D	1,352,000	1,603,084	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)



Months	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
YTD	93.3	100.9	47.9	59.9	55.3	46.5	60.9	58.1	42.1	41.0	62.1	54.3
BDGT	72.1	71.5	30.4	35.2	34.0	35.4	33.0	32.6	32.2	38.1	36.8	42.0
Variance	21.2	29.4	17.5	24.6	21.3	11.1	27.9	25.6	9.9	2.9	25.3	12.2

NATIVIDAD
CASH FORECAST
FISCAL YEAR 18-19

Beginning Balance	ACTUAL JUL	ACTUAL AUG	ACTUAL SEP	ACTUAL OCT	ACTUAL NOV	ACTUAL DEC	ACTUAL JAN	ACTUAL FEB	ACTUAL MAR	ACTUAL APR	PROJECTION MAY	PROJECTION JUN	Total YTD
81,880,062	93,273,873	93,273,873	100,850,021	97,901,621	59,828,881	55,243,338	51,983,474	60,877,439	58,105,745	42,021,444	50,346,144	62,142,314	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	16,686,716	25,370,193	22,354,022	20,384,337	20,490,434	20,233,195	19,574,912	256,150,414
Provider Fee	-	383,075	-	395,804	172,096	-	-	-	-	-	1,922,000	-	2,852,975
RR 16T FY17-18	-	-	-	-	-	-	-	-	-	-	22,778,868	-	22,778,868
SHORT DOYLE	-	-	338,819	319,378	-	273,235	808,693	-	569,198	92,631	173,460	173,454	2,748,868
HEV GRANTS	16,347	-	48,102	29,935	26,731	-	42,101	57,878	44,701	20,833	20,833	20,833	351,069
HEALTH DEPARTMENT REIMB	-	-	-	-	-	-	-	-	-	-	175,000	175,000	1,430,557
Antihem Abirition Interest	857,306	-	-	-	279,096	269,337	-	-	378,759	-	-	-	857,306
AB915	-	-	3,008,951	-	-	-	-	-	-	-	-	-	6,808,951
CCAH Capital Grant	-	-	-	-	-	-	-	-	242,968	-	-	-	242,968
GPP Y2 Final Payment	681,027	5,206,202	-	-	-	-	-	-	-	-	-	-	5,887,229
GPP Y3 4Q	-	-	-	8,537,842	117,485	-	-	-	-	-	-	-	8,655,327
GPP Y4	-	-	-	8,532,942	-	-	8,532,942	-	-	8,532,942	-	-	26,498,826
PRIME DY13 & DY14 16T	13,823,534	-	-	-	-	-	15,329,149	-	-	-	-	-	29,352,683
PHYS SPA	-	-	-	-	-	-	-	-	-	-	-	-	-
SB1732	-	-	-	-	-	-	3,233,327	-	-	-	-	-	-
Foundation	-	-	-	-	-	-	-	-	-	-	-	-	-
TIME BIWEEKLY	106,232	112,867	106,232	106,232	106,232	106,232	106,232	106,232	171,892	171,892	171,892	171,892	1,543,859
Rent Income	33,174	46,889	33,084	143,959	492,435	44,788	24,550	71,621	45,288	44,288	94,667	94,663	1,169,406
CCAH MCE to Cost FY15-16 & FY16-17	571,659	611,471	-	-	-	-	-	-	-	-	-	-	1,183,130
Fund 404 Transfer	-	-	-	398,111	-	-	-	779,453	-	-	4,629,796	8,592,640	14,400,000
I6T Sub-Fund Transfer In/(Out)	-	-	-	-	-	5,224,860	(5,224,860)	-	-	-	-	-	-
Interest Income	-	-	-	718,489	-	-	889,890	-	-	984,481	-	-	2,727,860
Miscellaneous Revenue	92,287	81,832	132,544	551,374	323,274	26,937	99,947	594,312	306,410	182,896	135,944	135,944	2,633,445
Total Cash Receipts	38,343,044	30,889,021	24,084,391	42,073,925	23,883,755	22,632,105	49,892,164	23,953,318	22,141,680	30,804,265	50,335,655	33,274,338	392,107,642
CASH DISBURSEMENTS													
Purchased Services and Supplies	8,710,801	7,481,819	6,412,673	7,588,759	9,381,559	7,760,858	12,094,141	9,820,174	7,460,113	8,432,412	7,401,175	7,162,437	100,268,921
PRIME DY13 & DY14 16T	-	-	-	-	-	7,764,574	-	-	-	387,126	-	-	15,386,700
RR 16T FY17-18	-	-	-	-	-	-	-	-	7,060,795	-	-	-	7,060,795
Assessment Fee RR 16T FY17-18	-	-	-	-	-	-	-	-	1,318,377	-	-	-	1,318,377
GPP Y2 & Y1	-	-	-	55,890	-	-	-	-	-	-	-	-	55,890
GPP Y3 4Q	-	-	5,094,022	-	-	-	-	-	-	-	-	-	5,094,022
GPP Y4	-	-	-	-	-	-	-	-	-	-	-	-	-
Building Lease / Rental Equipment	145,541	277,848	311,453	281,687	223,153	325,908	285,438	236,106	285,438	285,438	285,438	285,438	3,231,886
COP Principal & Interest Payments	4,256,349	-	274,022	-	-	-	-	-	891,147	-	-	-	5,421,518
Payroll and Benefits	13,419,886	13,809,554	13,911,702	20,232,486	13,607,251	13,776,922	14,915,082	14,941,368	14,468,672	20,456,170	14,767,621	14,291,246	182,597,940
Espananza Care	17,500	-	28,210	403,708	37,382	-	37,673	411,078	17,513	398,328	-	-	1,351,392
COWCAP	-	-	-	-	4,910,476	-	-	-	-	-	-	-	4,910,476
FY18-19 MH MOU	-	-	-	99,986	-	95,988	222,346	-	190,470	-	-	-	1,154,900
Data Processing	-	-	174,770	88,819	-	87,386	175,079	88,541	88,021	88,021	226,505	226,505	1,243,647
BETA Insurance Premium	-	-	-	402,654	-	-	-	-	-	402,654	-	-	805,308
Transfer GPP Y2 to Health	-	-	-	-	-	-	-	-	-	-	-	-	-
I6T Sub-Fund Transfer Out	-	-	-	-	-	-	-	-	-	-	-	-	-
Capital Expenditures	389,156	491,072	611,079	1,012,686	339,487	852,453	2,013,867	1,227,745	1,220,555	1,429,417	6,458,746	11,488,784	27,545,057
Total Cash Disbursements	26,949,233	23,292,873	77,042,791	30,146,655	28,479,308	35,891,969	30,796,199	26,725,072	38,225,961	31,879,966	29,139,485	41,155,410	419,726,462
Increase/(Decrease)	11,393,811	7,576,148	(52,948,400)	11,927,270	(4,586,553)	(13,259,864)	18,893,965	(2,771,694)	(16,084,301)	(1,075,301)	21,196,170	(7,881,072)	(27,618,620)
Ending Cash Fund 451	93,273,873	100,850,021	47,901,621	59,828,891	55,243,338	41,983,474	60,877,439	58,105,745	42,021,444	40,946,144	62,142,314	54,281,242	54,281,242
(-) Cash In Transit	-	-	-	-	-	4,447,135	-	-	-	-	-	-	-
(-) Credit Card Account + Fund 27	9,311	15,544	15,464	18,915	18,967	26,631	32,296	36,458	41,674	41,674	-	-	-
(-) Petty Cash	3,680	3,680	3,680	3,680	3,680	3,680	3,680	3,680	3,680	3,680	-	-	-
Ending Cash as per 6/L	93,286,864	100,869,245	47,920,765	59,851,486	55,265,985	46,462,920	60,913,415	58,145,883	42,065,798	40,991,498	62,142,314	54,281,242	54,281,242
Fund 404													
Beginning Balance	74,888,144	74,888,144	74,888,144	74,888,144	74,470,033	74,470,033	74,470,033	74,470,033	73,690,580	73,690,580	73,690,580	69,060,784	-
Transfer In/Out fund 451	-	-	-	(398,111)	-	-	-	(779,453)	-	-	-	(4,629,796)	(6,592,640)
Ending Cash Fund 404	74,888,144	74,888,144	74,888,144	74,470,033	74,470,033	74,470,033	74,470,033	73,690,580	73,690,580	73,690,580	69,060,784	60,468,144	-
Ending Cash Fund 451 & 404	168,142,017	175,718,165	122,769,765	134,298,924	129,713,371	116,463,507	135,347,472	131,796,325	115,717,024	114,636,724	131,203,098	114,729,386	-