



## Finance Committee Special Meeting

Thursday, September 26, 2019

3:00 PM

Steinbeck Room, Building 300

1441 Constitution Blvd.

### AGENDA

1. **Call to Order**

Mike Payne, Chair

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

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

3. **Agenda Additions/Corrections**

Noemi Ferguson

4. **Approval of Minutes**

- Approve the Minutes of August 22, 2019. *Pages 5-8*

5. **Old Business**

- None

6. **New Business**

- Consent Items – Attachment A. *Pages 9-18*  
Review and approve for consideration by the NMC Board of Trustees
- Review and approve the updated schedule of regular meetings of the Finance Committee for the remainder of calendar year 2019 – Attachment B. *Pages 4*

**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 an agreement with Natividad Foundation for Natividad's specially-requested services and for Natividad Foundation's philanthropic services, defined as "donor cultivation and solicitation" (e.g., The Agricultural Leadership Council) for an amount not to exceed \$1,690,405 with an agreement term (for two years) January 1, 2020 through December 31, 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%) per year or \$88,500 of the original cost of the agreement per each amendment. *Pages 19-20 (Daniel Leon)*

8. **Review and Approve Financial Statements**

Daniel Leon, CFO

- Receive and Approve August 2019 Financial Report. *Pages 21-33*

## **9. Calendar for Next Finance Committee Meeting**

- Thursday, October 24, 2019 at 3:00 PM.

## **10. Adjournment**

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



**Finance Committee Special Meeting  
Thursday, September 26, 2019  
Consent Items**

**Attachment A**

<b>1.</b> <i>Pages 9-10</i>	Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement (A-12841) with McRoberts Security Technologies for “My Child Infant Security System” Maintenance services, extending the agreement an additional one (1) year period (January 1, 2020 through December 31, 2020) for a revised full agreement term of January 1, 2015 through December 31, 2020, and adding \$33,975 for a revised total agreement amount not to exceed \$269,887.
<b>2.</b> <i>Pages 11-12</i>	Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 4 to the agreement (A-13313) with Jane Finney, CLS, MBA, CPHQ, CPPS for Consulting Services, extending the agreement an additional one (1) year period (November 9, 2019 through November 8, 2020) for a revised full agreement term of November 9, 2015 through November 8, 2020, and adding \$50,000 for a revised total agreement amount not to exceed \$596,521.
<b>3.</b> <i>Pages 13-14</i>	Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement (A-13348) with Chancellor Consulting Group, Inc. for healthcare management consulting services, extending the agreement an additional one (1) year period (November 17, 2019 – November 16, 2020) for a revised full agreement term of November 17, 2014 through November 16, 2020, with no increase to the total agreement amount of \$250,000.
<b>4.</b> <i>Pages 15-16</i>	<ol style="list-style-type: none"><li>a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the Professional Services Agreement with Marta Zulik MD, Inc. to provide pulmonary medicine and critical care services at NMC for an amount not to exceed \$400,000 for the period November 1, 2019 to December 31, 2021; and</li><li>b. Authorize the Deputy Purchasing Agent for NMC 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% (\$40,000) of the original contract amount.</li></ol>
<b>5.</b> <i>Pages 17-18</i>	Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with First Alarm Security & Patrol Inc., for Uniformed Security Guard Services at NMC (A-12738) per County Request for Proposals (RFP) #10514 for an amount not to exceed \$2,300,000 with an agreement term retroactive September 1, 2018 through May 31, 2020.



**Finance Committee Special Meeting  
Thursday September 26, 2019  
Consent Items**

**Attachment B**

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

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

*Schedule subject to change.*

<b>Month</b>	<b>Date</b>	<b>Time</b>	<b>Room</b>
<b>January</b>	Thursday, 01/24/2019	3:30 p.m.	Steinbeck
<b>February</b>	Thursday, 02/28/2019	3:30 p.m.	Steinbeck
<b>March</b>	Thursday, 03/28/2019	3:30 p.m.	Steinbeck
<b>April</b>	Thursday, 04/25/2019	3:30 p.m.	Steinbeck
<b>May</b>	Thursday, 05/23/2019	3:30 p.m.	Steinbeck
<b>June</b>	Thursday, 06/27/2019	3:30 p.m.	Steinbeck
<b>July</b>	Thursday, 07/25/2019	3:30 p.m.	Steinbeck
<b>August</b>	Thursday, 08/22/2019	3:30 p.m.	Steinbeck
<b>September</b>	Thursday, 09/26/2019	3:00 p.m.	Steinbeck
<b>October</b>	Thursday, 10/24/2019	3:00 p.m.	Steinbeck
<b>November</b>	Thursday, 11/21/2019	3:00 p.m.	Steinbeck
<b>December</b>	*No Meeting		





## Finance Committee Meeting

Thursday, August 22, 2019

3:30 PM

Steinbeck Room, Building 300

1441 Constitution Blvd.

## MINUTES

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

**Absent:** Marcia Atkinson

**NMC Staff/County:** Daniel Leon, Andrea Rosenberg, Ari Entin, Dr. Craig Walls, Jeanne-Anne Balza, Nancy Buscher, Jason Warren

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 July 25, 2019.

**MOTION:** *Motion to approve the minutes of July 25, 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 8 moved by Dr. Charles Harris, seconded by Libby Downey, 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:
- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the purchase agreement (A-13703) with Kit Check, Inc. for scanning equipment and web-based software to automate the pharmacy kit processing at NMC, adding \$44,000 for a revised total

agreement amount not to exceed \$226,000, with no changes to the term of the agreement August 15, 2014 through August 14, 2020.

- b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (3) future amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$9,500) of the original cost of the agreement. **(Jason Warren)**

**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:

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with Key & Young, Inc. dba Commercial Service Co. to provide parts, installation and repair services on commercial refrigeration, HVAC systems and food service equipment for an amount not to exceed \$200,000 with an agreement term October 1, 2019 through September 30, 2024. **(Andrea Rosenberg)**

**MOTION:** *Motion to approve Scheduled, item number 8, for consideration by the NMC Board of Trustees, moved by Dr. Charles Harris, seconded by Libby Downey 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. 1 to the membership agreement with MD Buyline Inc. for subscription and consulting services, adding \$30,000 for a revised total agreement amount not to exceed \$121,996 with no changes to the agreement term of January 3, 2018 through January 2, 2022. **(Daniel Leon)**

**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 Financial Statements**

**Daniel Leon, CFO**

- Receive and Approve July 2019 Financial Report.

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

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

- Thursday, September 26, 2019 at 3:30 PM.

**12. Adjournment at 4:23pm**

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Mike Payne, Chair

*Recorded by Noemi Ferguson*



**Finance Committee Meeting**  
**Thursday, August 22, 2019**  
**Consent Items**  
**MINUTES**  
**Attachment A**

1.	<p>a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute a Program Letter of Agreement with Southeast Alaska Regional Health Consortium for the purpose of offering clinical rotations outside of Natividad Medical Center (NMC) for residents currently working at NMC with an agreement term October 1, 2019 through September 30, 2021.</p> <p>b. Approve the NMC Chief Executive Officer's recommendation to accept non-standard provisions within the agreement.</p>
2.	<p>a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute Renewal and amendment No. 1 to the agreement (A-13152) with Stericycle, Inc. for Hazardous Waste Disposal Services, extending the agreement an additional two (2) year period (July 1, 2019 through June 30, 2021) for a revised full agreement term of July 1, 2016 through June 30, 2021 and adding \$450,000 for a revised total agreement amount not to exceed \$1,080,000.</p>
3.	<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 Gregory M. Helbig, MD, Inc. to provide neurosurgery services for an amount not to exceed \$500,000 for the period October 1, 2019 to September 30, 2021; and</p> <p>b. Authorize the Deputy Purchasing Agent for NMC 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>
4.	<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 Frank Acosta M.D. to provide neurosurgery services for an amount not to exceed \$500,000 for the period October 1, 2019 to September 30, 2021; and</p> <p>b. Authorize the Deputy Purchasing Agent for NMC 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>
5.	<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 Spine and Joint PC to provide neurosurgery services for an amount not to exceed \$500,000 for the period October 1, 2019 to September 30, 2021; and</p> <p>b. Authorize the Deputy Purchasing Agent for NMC 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>
6.	<p>a. Amend Personnel Policies and Practices Resolution No. 98-394 and Appendix B to adjust the salary range for the classifications of: Speech Pathologist as indicated below;</p> <p>b. Authorize the County Administrative Office to incorporate the approved changes in the</p>



	<p>Natividad FY 19-20 Adopted Budget; and</p> <p>c. Direct the Monterey County Human Resources Department to implement the changes in the Advantage HRM System.</p>
7.	<p>a. Amend Natividad (Unit 9600) FY 2019-20 Adopted Budget to approve reallocation/reclassification as indicated by position numbers in the attached Resolution;</p> <p>b. Authorize the Auditor-Controller to incorporate the approved changes in the Natividad (Unit 9600) FY 2019-20 Adopted Budget;</p> <p>c. Direct the County Administrative Office to incorporate the approved position changes in the Natividad (Unit 9600) FY 2019-20 Adopted Budget; and</p> <p>d. Direct the Human Resources Department to implement the changes in the Advantage HRM System.</p>
8.	<p>Authorize the Deputy Purchasing Agent of NMC to execute a Health Plan-Provider Agreement with the Fresno-Kings-Madera Regional Health Authority dba CalViva Health, a Medi-Cal Managed Care Plan ("CalViva") 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, to CalViva's Medi-Cal managed care enrollees.</p>

## **MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT**

**McRoberts Security Technologies Amendment No.2**

**Legistar Number:** \_\_\_\_\_

### **..Title**

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement (A-12841) with McRoberts Security Technologies for “My Child Infant Security System” Maintenance services, extending the agreement an additional one (1) year period (January 1, 2020 through December 31, 2020) for a revised full agreement term of January 1, 2015 through December 31, 2020, and adding \$33,975 for a revised total agreement amount not to exceed \$269,887.

### **..Report**

#### **RECOMMENDATION:**

#### **It is recommended the Board of Supervisors:**

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement (A-12841) with McRoberts Security Technologies for “MyChild Infant Security System” Maintenance services, extending the agreement an additional one (1) year period (January 1, 2020 through December 31, 2020) for a revised full agreement term of January 1, 2015 through December 31, 2020, and adding \$33,975 for a revised total agreement amount not to exceed \$269,887.

#### **SUMMARY/DISCUSSION:**

Joint Commission standards require that all acute care hospitals identify and implement security procedures and systems that address handling of infant or pediatric abduction. Child abduction alarm systems have been championed by the National Center of Missing and Exploited Children. Natividad Medical Center purchased the McRoberts- MyChild software system and transponder security units in 2011 after an open bid with three finalists. The McRoberts- MyChild system was selected as the best value and was installed and made operational.

The MyChild electronic security system meets the specific risk of infant and pediatric abduction with an integration with clinical practices at NMC. Patients wear reusable security tags that emit RFID signals that are picked up by receivers throughout protected areas, allowing location on demand. Exits, elevators, and other egress points are protected with controllers that lock doors when a tagged patient approaches.

NMC is requesting approval to extend the term of the existing agreement for an additional year. This amendment also includes an update to the software as well as an analysis of our wireless access points (WAPs) to ensure appropriate coverage.

#### **OTHER AGENCY INVOLVEMENT:**

County Counsel reviewed and approved this amendment No. 2 as to legal form, and the Auditor-Controller reviewed and approved as to payment provisions. The amendment No. 2 was reviewed and approved by NMC’s Finance Committee on September 26, 2019 and by its Board of Trustees on October 4, 2019.

## **FINANCING:**

The cost for this amendment No.2 is \$33,975 of which \$33,975 is included in the Fiscal Year 2019-20 Adopted Budget.

## **BOARD OF SUPERVISORS STRATEGIC INITIATIVES:**

This agreement facilitates the maintenance of a child abduction alarm system at NMC. The presence of a child abduction alarm system at NMC helps to protect the public and ensures that Natividad remains compliant with Joint Commission policies and standards.

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

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

Approved by: Gary R. Gray, DO, Chief Executive Officer, 783-2553

### Attachments:

Roberts Security Technologies Amendment 2

Roberts Security Technologies Amendment 1 (formerly Prosec)

Roberts Security Technologies Agreement

Attachments on file with the Clerk of the Board



## **MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT**

**Jane Finney, CLS, MBA, CPHQ, CPPS, Amendment No. 4      Legistar Number: \_\_\_\_\_**

### **..Title**

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 4 to the agreement (A-13313) with Jane Finney, CLS, MBA, CPHQ, CPPS for Consulting Services, extending the agreement an additional one (1) year period (November 9, 2019 through November 8, 2020) for a revised full agreement term of November 9, 2015 through November 8, 2020, and adding \$50,000 for a revised total agreement amount not to exceed \$596,521.

### **..Report**

#### **RECOMMENDATION:**

#### **It is recommended the Board of Supervisors:**

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 4 to the agreement (A-13313) with Jane Finney, CLS, MBA, CPHQ, CPPS for Consulting Services, extending the agreement an additional one (1) year period (November 9, 2019 through November 8, 2020) for a revised full agreement term of November 9, 2015 through November 8, 2020, and adding \$50,000 for a revised total agreement amount not to exceed \$596,521.

#### **SUMMARY/DISCUSSION:**

The Federal Center for Medicaid and Medicare Services (CMS) approved a five year renewal of California's Section 1115 Medicaid Waiver on December 30, 2015. This provided California with over \$6.2 billion in new federal funding for programs that shifted the focus away from hospital-based and inpatient care, towards outpatient, primary and preventive care. This shifted the focus from volume to value.

The Public Hospital Redesign and Incentives in Medi-Cal (PRIME) is a pay-for-performance delivery system transformation and alignment program. NMC engaged the services of Jane Finney in November of 2015 for consulting and project management services specific to the PRIME program.

NMC wishes to amend this agreement for an additional one year period. This will allow Ms. Finney to continue to perform the services for work associated with the PRIME program. This will include implementation of milestones, implementation of required programs, and further timely submission of required reports to the California Department of Health Care Services and other agencies.

#### **OTHER AGENCY INVOLVEMENT:**

County Counsel has reviewed and approved this amendment No. 4 as to legal form, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendment No. 4 has also been reviewed and approved by NMC's Finance Committee on September 26, 2019 and by its Board of Trustees on October 4, 2019.

#### **FINANCING:**

The cost for this amendment No. 4 is \$50,000, all of which is included in the Fiscal Year 2019-20 Adopted Budget.

**BOARD OF SUPERVISORS STRATEGIC INITIATIVES:**

This agreement will allow for further assistance with the PRIME program as NMC continues to transform and improve the quality of care, access, and efficiency for its Medi-Cal members.

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

Prepared by: Craig Walls, Chief Medical Officer, 831-783-2521

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

**Attachments:**

Jane Finney, CLS, MBA, CPHQ, CPPS Amendment No. 4  
Jane Finney, CLS, MBA, CPHQ, CPPS Amendment No. 3  
Jane Finney, CLS, MBA, CPHQ, CPPS Amendment No. 2  
Jane Finney, CLS, MBA, CPHQ, CPPS Amendment No. 1  
Jane Finney, CLS, MBA, CPHQ, CPPS Agreement

Attachments on file with the Clerk of the Board

## **MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT**

### **Amendment No. 2 to Chancellor Consulting Agreement**

**Legistar Number:** \_\_\_\_\_

#### **..Title**

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement (A-13348) with Chancellor Consulting Group, Inc. for healthcare management consulting services, extending the agreement an additional one (1) year period (November 17, 2019 – November 16, 2020) for a revised full agreement term of November 17, 2014 through November 16, 2020, with no increase to the total agreement amount of \$250,000.

#### **..Report**

#### **RECOMMENDATION:**

#### **It is recommended the Board of Supervisors:**

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement (A-13348) with Chancellor Consulting Group, Inc. for healthcare management consulting services, extending the agreement an additional one (1) year period (November 17, 2019 – November 16, 2020) for a revised full agreement term of November 17, 2014 through November 16, 2020, with no increase to the total agreement amount of \$250,000.

#### **SUMMARY/DISCUSSION:**

Chancellor Consulting Group (CCG), Inc. provides healthcare management consulting services relative to commercial insurance and government payers. CCG performs market analysis, trending reports, suggests contract provisions and may assist with negotiations. CCG offers regional, state and national perspectives to assist hospitals and professional services providers to obtain optimal contracts. Natividad provides data to CCG on an as needed basis. CCG analyzes the data and provides recommendations based on trends in the health care payer industry.

#### **OTHER AGENCY INVOLVEMENT:**

County Counsel has reviewed and approved this amendment No. 2 as to legal form, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendment No. 2 has also been reviewed and approved by NMC's Finance Committee on September 26, 2019 and by its Board of Trustees on October 4, 2019.

#### **FINANCING:**

There is no additional cost associated with this amendment No. 2 as there is an unspent balance of \$106,000 remaining on the contract currently, all of which was budgeted in the FY19-20 Adopted budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

#### **BOARD OF SUPERVISORS STRATEGIC INITIATIVES:**

Optimizing the analysis and completion of contract negotiations with commercial and government payers is fiscally prudent, allows Natividad to provide health care services to residents of Monterey County and ensures residents have local access to a wide range of services.

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

Prepared by: Nancy Majewski, Managed Care Operations Manager, 783-2385  
Approved by: Gary R. Gray, DO, Chief Executive Officer, 783-2553

Attachments:

Chancellor Consulting Amendment No. 2  
Chancellor Consulting Amendment No. 1  
Chancellor Consulting Agreement

Attachments on file with the Clerk of the Board

## **MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT**

### **Marta Zulik MD, Inc. Agreement**

#### **TITLE:**

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the Professional Services Agreement with Marta Zulik MD, Inc. to provide pulmonary medicine and critical care services at NMC for an amount not to exceed \$400,000 for the period November 1, 2019 to December 31, 2021; and
- b. Authorize the Deputy Purchasing Agent for NMC 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% (\$40,000) of the original contract amount.

#### **RECOMMENDATION:**

It is recommended that the Board of Supervisors

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the Professional Services Agreement with Marta Zulik MD, Inc. to provide pulmonary medicine and critical care services at NMC for an amount not to exceed \$400,000 for the period November 1, 2019 to December 31, 2021; and
- b. Authorize the Deputy Purchasing Agent for NMC 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% (\$40,000) of the original contract amount.

#### **SUMMARY/DISCUSSION:**

NMC operates a ten bed intensive care unit (ICU) for the care and treatment of hospitalized patients facing life-threatening illness or injury. In order to ensure 24 hours a day coverage of the ICU, it requires a team of critical care physicians, known as intensivists. Marta Zulik MD is a board certified pulmonary medicine and critical care physician. Dr. Zulik will provide daily rounding on patients in the ICU as needed to cover for employed physicians who are not available (e.g., vacation; illness; continuing medical education; etc.) as well as a minimum of two days per month seeing patients in the D'Arrigo Specialty Services Outpatient Clinic. Dr. Zulik will be paid an hourly rate for services. The amount of services provided are dependent on patient volumes in the clinic and the need for coverage in the ICU. NMC has obtained an independent opinion of fair market value supporting the payment terms of this Agreement.

#### **OTHER AGENCY INVOLVEMENT:**

County Counsel has reviewed and approved this Agreement as to legal form. Auditor-Controller has reviewed and approved this Agreement as to fiscal provisions. The Agreement has also been reviewed and approved by Natividad Medical Center's Finance Committee and Board of Trustees.

#### **FINANCING:**

The total not to exceed amount of the Agreement is \$400,000 for the period November 1, 2019 to December 31, 2021 (25 months). \$150,000 is included in the Fiscal Year 2019/2020 Adopted Budget. There is no impact to the General Fund.

#### **BOARD OF SUPERVISORS STRATEGIC INITIATIVES:**

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

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

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

Approved by: Gary Gray, Chief Executive Officer, 783.2553

Attachments: Agreement

Attachments on File at the Clerk of the Board



## **MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT**

### **First Alarm Security and Patrol Services Agreement for Natividad per County RFP 10514**

**Legistar Number:** \_\_\_\_\_

#### **..Title**

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with First Alarm Security & Patrol Inc., for Uniformed Security Guard Services at NMC (A-12738) per County Request for Proposals (RFP) #10514 for an amount not to exceed \$2,300,000 with an agreement term retroactive September 1, 2018 through May 31, 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 an agreement with First Alarm Security & Patrol Inc., for Uniformed Security Guard Services at NMC (A-12738) per County Request for Proposals (RFP) #10514 for an amount not to exceed \$2,300,000 with an agreement term retroactive September 1, 2018 through May 31, 2020.

#### **SUMMARY/DISCUSSION:**

On June 9, 2015 the Monterey County Board of Supervisors approved the execution of five service agreements awarded from RFP #10514 for Uniformed Security Guard Services for the County. Bidders awarded included Asset Security Inc., Condor Security of America, First Alarm Security & Patrol Inc., National Security Industries & Services, and SC3DVBE Security Services. Each individual agreement did not include a total agreement amount. The Board of Supervisors approved an aggregate amount of \$14,800,000 over the term of all agreements through May 31, 2020. As of September 1, 2019 Natividad learned that there was not enough available money remaining under the aggregate total county-wide for security guard and patrol services to cover its needed FY2019-20. Natividad is one of many departments that utilize these services heavily and spends over \$2,000,000 annually on such services. The County's central Contracts/Purchasing department informed Natividad that it was not planning on amending the existing aggregate total amount because it was already working on the new RFP and advised Natividad to setup its own piggy-back agreement. Therefore, this new agreement is a piggy-back agreement specifically for Natividad with identical contractual terms and conditions to the County agreements, and it expires on May 31, 2020 because that is when all of the County-wide service agreements per RFP #10514 expire.

Services rendered under the agreements awarded from RFP #10514 for Uniformed Security Guard Services include, but are not limited to, foot patrols of employee parking areas and the reporting of any damage to property or suspicious activity to the designated representative of the County. Reporting includes issues related to parked vehicles such as car break-ins, lights left on, provision of parking lot enforcement (tickets and warnings), provision of fire watch as necessary, response to all activated panic and specific code alarms, and also providing specialized guard services as requested by Natividad such as regular vehicle patrol and on-site guard presence around the clock.

#### **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 pay<sub>1</sub> 7<sup>t</sup> provisions. The agreement as also been

reviewed and approved by NMC's Finance Committee on September 26, 2019 and by its Board of Trustees on October 4, 2019.

**FINANCING:**

The cost for this agreement is \$2,300,000 all of which is included in the Fiscal Year 2019-20 Adopted Budget.

**BOARD OF SUPERVISORS STRATEGIC INITIATIVES:**

Security is a vital part of ensuring visitors as well as employees are safe when conducting business at a county facility.

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

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

Approved by: Gary R. Gray, DO, Chief Executive Officer, 783-2553

Attachments:

Agreement with First Alarm for Security and Patrol Guard Services (unarmed) per County RFP #10514

Attachments on file with the Clerk of the Board

## MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Natividad Foundation, Agreement # \_\_\_\_\_ Legistar Number:

### ..Title

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with Natividad Foundation for Natividad's specially-requested services and for Natividad Foundation's philanthropic services, defined as "donor cultivation and solicitation" (e.g., The Agricultural Leadership Council) for an amount not to exceed \$1,690,405 with an agreement term (for two years) January 1, 2020 through December 31, 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%) per year or \$88,500 of the original cost of the agreement per each amendment.

### ..Report

#### **RECOMMENDATION:**

#### **It is recommended the Board of Supervisors:**

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with Natividad Foundation for Natividad's specially-requested services and for Natividad Foundation's philanthropic services, defined as "donor cultivation and solicitation" (e.g., The Agricultural Leadership Council) for an amount not to exceed \$1,690,405 with an agreement term (for two years) January 1, 2020 through December 31, 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%) per year or \$88,500 of the original cost of the agreement per each amendment.

Approve the NMC Chief Executive Officer's recommendation to accept non-standard vehicle insurance provisions within the agreement.

#### **SUMMARY/DISCUSSION:**

Natividad Foundation philanthropically supports programs that continually monitor and improve the health of the people, including the vulnerable, in Monterey County through coordinated, affordable, high quality health care. Philanthropic services include donor cultivation and solicitation (e.g., The Agricultural Leadership Council); special events; annual giving programs; community outreach in connection with fundraising; preparing and submitting foundation and government grant applications; administering restricted funds and foundation gifts; and major gift planning and fundraising.

For calendar year 2018, the hospital accounted for over \$1.1 million in cash and receivables from Natividad Foundation, primarily for capital medical equipment and projects. For NMC FY19-20, the hospital anticipates \$720,000 in revenue from Natividad Foundation.

Natividad Foundation will also provide critical services requested by the hospital, including the Medical Director for Health Promotion & Education and Natividad/Natividad Foundation Joint Community Relations.

In addition, Natividad Foundation raises philanthropic donations each year to support high quality patient care, such as patient assistance in close collaboration with hospital social workers to ensure safe discharge from the hospital; expanded language resources for all patients; a countywide diabetes prevention education program and blood sugar testing supplies for poor diabetes patients; child advocacy center support; free diagnostic mammograms for poor women; assistance for women with cancer; hospital chaplain services; and healing art for the hospital. Natividad Foundation continues to prepare, secure and provide fiscal management for government grants and contracts to support Natividad's programs, including the Family Medicine Residency Training Program and the CHOICE hospital-based violence prevention program.

In addition, Natividad Foundation has provided philanthropic support for programs operated on behalf of Natividad, such as Board of Supervisors' initiatives for gang violence prevention (CHOICE); breastfeeding promotion and Mother-Friendly Childbirth Initiative work; and the early childhood development initiative through the *Shared Beginnings* parent education program.

**OTHER AGENCY INVOLVEMENT:**

County Counsel has reviewed and approved this agreement as to legal form and risk provisions, and the Auditor-Controller has reviewed and approved as to payment provisions. The agreement has also been reviewed and approved by NMC's Finance Committee on September 26, 2019 and by its Board of Trustees on October 4, 2019.

**FINANCING:**

The cost for this agreement is \$1,690,405 of which \$422,601.25 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. There is no impact to the General Fund.

**BOARD OF SUPERVISORS STRATEGIC INITIATIVES:**

☐ Economic Development

☒ Administration

This agreement is for executive level consulting services, the outcome of which will contribute to a more efficient use of resources within the organization.

☐ Health and Human Services

☐ Infrastructure

☐ Public Safety

Prepared by: Gary, Gray DO, Chief Executive Officer, 783-2553

Approved by: Gary, Gray DO, Chief Executive Officer, 783-2553

Attachments:

None.

Attachments on file with the Clerk of the Board

# FINANCIAL STATEMENTS

AUGUST 31, 2019

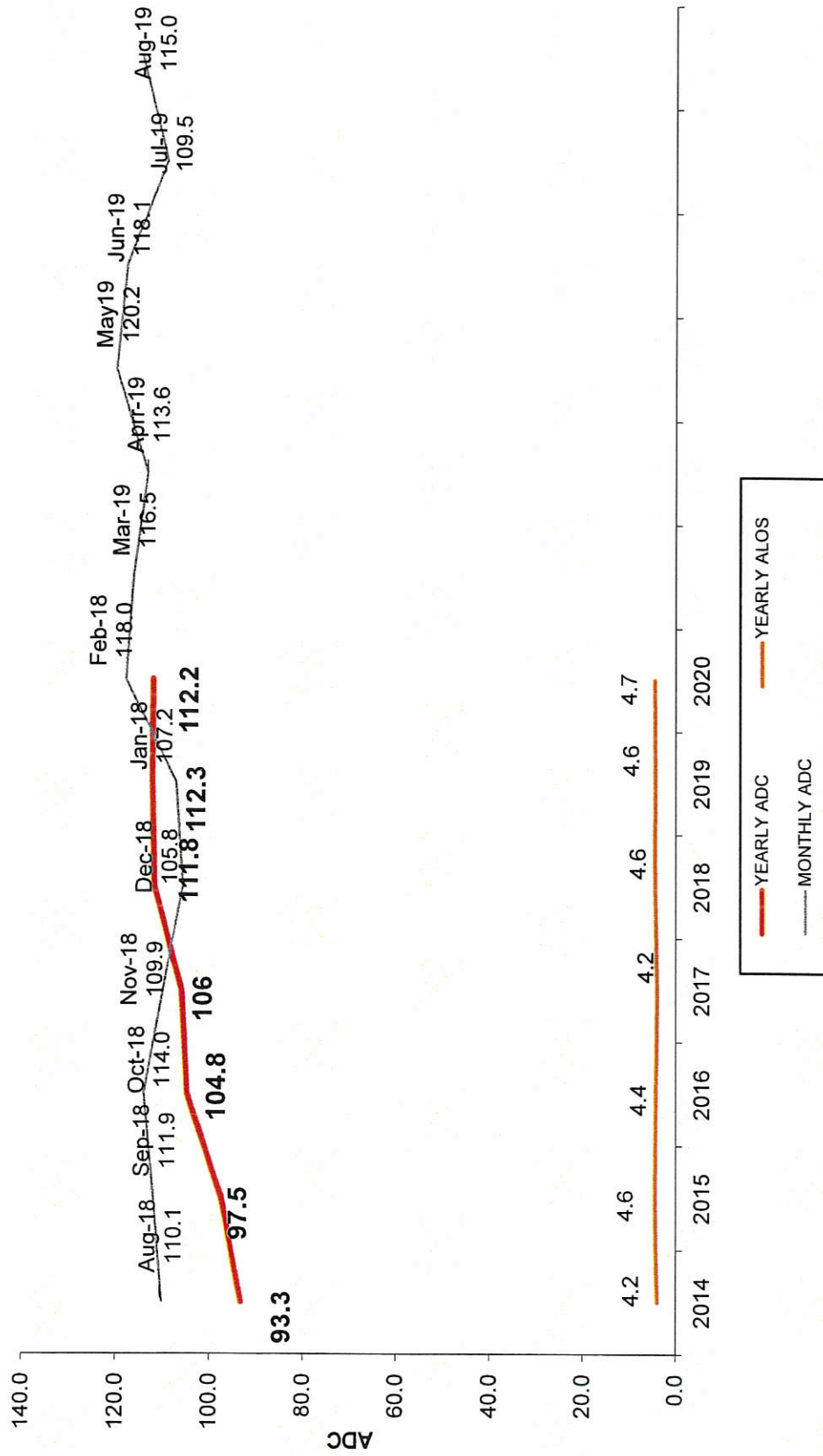
## **FINANCIAL STATEMENTS**

**AUGUST 31, 2019**

### **I N D E X**

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<b>5</b>	<b>STATEMENT OF REVENUES &amp; EXPENSES AND CHANGES IN NET ASSETS PER APD</b>
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# NATIVIDAD

## STATISTICAL REPORT

### AUGUST 31, 2019

Month-To-Date					Year-To-Date					
06-19	07-19	08-19	Budget		Budget	Current	Prior Yr	%		
PT DAYS BY SERVICE					STAFFED BEDS					
					CY/PLY					
1	272	267	195	290	NICU	15	580	462	338	36.69%
2	1,587	1,485	1,666	1,360	Med/Surg	61	2,720	3,151	2,803	12.42%
3	172	161	175	221	ICU	10	442	336	445	-24.49%
4	62	66	41	76	Peds	12	152	107	136	-21.32%
5	700	688	717	686	Acute Rehab	24	1,372	1,405	1,358	3.46%
6	249	280	266	350	OB/Gyn	27	700	546	828	-34.06%
7	3,042	2,947	3,060	2,983	TOTAL ACUTE	149	5,966	6,007	5,908	1.68%
8	501	446	505	426	Psychiatric	19	852	951	687	38.43%
9	3,543	3,393	3,565	3,409	TOTAL DAYS	168	6,818	6,958	6,595	5.50%
10	287	266	336	303	Nursery	18	606	602	670	-10.15%
AVERAGE DAILY CENSUS										
11	78.1	72.9	75.6	74.1	Acute	125	74.1	74.2	73.4	1.09%
12	23.3	22.2	23.1	22.1	Acute Rehab	24	22.1	22.7	21.9	3.65%
13	16.7	14.4	16.3	13.7	Psychiatric	19	13.7	15.3	11.1	37.84%
14	118.1	109.5	115.0	110.0	TOTAL	168	110.0	112.2	106.4	5.45%
15	9.6	8.6	10.8	9.8	Nursery	18	9.8	9.7	10.8	-10.19%
PERCENTAGE OF OCCUPANCY										
16	62.5%	58.3%	60.5%	59.3%	Acute		59.3%	59.4%	58.7%	1.1%
17	97.1%	92.5%	96.3%	92.1%	Acute Rehab		92.1%	94.6%	109.5%	-13.6%
18	87.9%	75.8%	85.8%	72.1%	Psychiatric		72.1%	80.5%	58.4%	37.8%
19	70.3%	65.2%	68.5%	65.5%	TOTAL		65.5%	66.8%	64.9%	2.9%
20	53.3%	47.8%	60.0%	54.4%	Nursery		54.4%	53.9%	60.0%	-10.2%
ADMISSIONS										
21	640	613	611	619	Acute		1,238	1,224	1,240	-1.29%
22	55	58	61	54	Acute Rehab		108	119	95	25.26%
23	54	67	63	62	Psychiatric		124	130	133	-2.26%
24	749	738	735	735	TOTAL		1,470	1,473	1,468	0.34%
25	172	172	192	180	Nursery		360	364	363	0.28%
26	174	175	193	210	Deliveries		420	368	374	-1.60%
DISCHARGES										
27	668	612	649	619	Acute		1,238	1,261	1,248	1.04%
28	53	58	60	54	Acute Rehab		108	118	94	25.53%
29	51	65	64	62	Psychiatric		124	129	124	4.03%
30	772	735	773	735	TOTAL		1,470	1,508	1,466	2.86%
31	160	149	179	180	Nursery		360	328	339	-3.24%
AVERAGE LENGTH OF STAY										
32	4.7	4.6	4.9	4.6	Acute(Hospital wide no babies)		4.6	4.7	4.5	4.44%
33	12.7	11.9	11.8	12.7	Acute Rehab		12.7	11.8	14.3	-17.48%
34	2.6	2.6	2.6	2.5	OB/Gyn		2.5	2.6	2.8	-7.14%
35	9.3	6.7	8.0	6.9	Psychiatric		6.9	7.3	5.2	40.38%
36	1.7	1.5	1.8	1.7	Nursery		1.7	1.7	1.8	-5.56%
OUTPATIENT VISITS										
37	4,453	4,354	4,674	4,552	Emergency Room		9,104	9,028	8,777	2.86%
38	579	569	556	580	ER Admits		1,160	1,125	980	14.80%
39	77.3%	77.1%	75.6%	78.9%	ER Admits as a % of Admissions		78.9%	76.4%	66.8%	14.41%
40	5,597	6,294	6,482	6,236	Clinic Visits		12,472	12,776	11,981	6.64%
ANCILLARY PROCEDURES BILLED										
41	47,445	47,693	49,576	47,506	Lab Tests		95,012	97,269	85,715	13.48%
42	3,374	3,458	3,582	3,035	Radiology Procedures		6,070	7,040	6,430	9.49%
43	209	179	211	212	MRI Procedures		424	390	337	15.73%
44	146	97	156	136	Nuclear Med Procedures		272	253	265	-4.53%
45	936	1,122	1,125	1,058	Ultrasound Procedures		2,116	2,247	2,119	6.04%
46	1,717	1,830	1,834	1,532	CT Scans		3,064	3,664	2,928	25.14%
47	382	350	396	351	Surgeries		702	746	714	4.48%
48	7.63	8.12	7.79	8.22	FTE'S PER AOB		8.22	11.17	8.31	34.42%
49	1,284.2	1,280.9	1,289.3	1,283.9	TOTAL PAID FTE'S		1,283.9	1,286.0	1,286.6	-0.05%
50	5,052	4,886	5,246	4,841	ADJUSTED PATIENT DAYS		9,682	10,135	9,600	5.58%

**STATEMENT OF REVENUES AND EXPENSES & CHANGES IN NET ASSETS-TREND-NORMALIZED  
FOR FY2020**

	JUL-19	AUG-19	SEP-19	OCT-19	NOV-19	DEC-19	JAN-20	FEB-20	MAR-20	APR-20	MAY-20	JUN-20	YTD
<b>R E V E N U E</b>													
1 Patient Revenue:													
2 Inpatient	\$ 65,854,051	\$ 72,341,082	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 138,195,133
3 Pro Fees	2,153,024	2,037,495	-	-	-	-	-	-	-	-	-	-	4,190,519
4 Outpatient	29,931,254	35,081,441	-	-	-	-	-	-	-	-	-	-	65,012,695
5 Total Patient Revenue	97,938,329	109,460,018	-	-	-	-	-	-	-	-	-	-	207,398,347
6 Deductions from revenue													
7 Contractual Deductions	71,393,900	82,425,946	-	-	-	-	-	-	-	-	-	-	163,819,746
8 Bad Debt	4,584,691	3,572,270	-	-	-	-	-	-	-	-	-	-	8,156,961
9 Unable to Pay	293,627	356,052	-	-	-	-	-	-	-	-	-	-	649,679
10 Total Contractual Discounts	76,272,218	86,354,168	-	-	-	-	-	-	-	-	-	-	162,626,386
11 Net Patient Revenue	21,666,111	23,105,850	-	-	-	-	-	-	-	-	-	-	44,771,961
12 As a percent of Gross Revenue	22.12%	21.11%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	21.59%
13 Total Government Funding	4,966,417	5,145,012	-	-	-	-	-	-	-	-	-	-	10,111,429
14 Other Operating Revenue:													
15 Rent Income	109,276	120,775	-	-	-	-	-	-	-	-	-	-	230,051
16 Interest Income	126,000	124,951	-	-	-	-	-	-	-	-	-	-	250,951
17 NMF Contribution	60,000	60,000	-	-	-	-	-	-	-	-	-	-	120,000
18 Other Income	305,431	371,398	-	-	-	-	-	-	-	-	-	-	676,829
19 Total Other Operating Revenue	600,707	677,124	-	-	-	-	-	-	-	-	-	-	1,277,831
20 TOTAL REVENUE	27,233,235	28,928,986	-	-	-	-	-	-	-	-	-	-	56,162,221
<b>E X P E N S E</b>													
21 Salaries, Wages & Benefits	15,311,219	14,985,901	-	-	-	-	-	-	-	-	-	-	30,297,119
22 Registry	259,208	363,700	-	-	-	-	-	-	-	-	-	-	622,908
23 Phys/Residents SWB & Contract Fees	3,470,568	3,384,558	-	-	-	-	-	-	-	-	-	-	6,854,924
24 Purchased Services	2,909,487	3,573,154	-	-	-	-	-	-	-	-	-	-	6,482,641
25 Supplies	2,242,964	2,498,569	-	-	-	-	-	-	-	-	-	-	4,741,533
26 Insurance	239,400	239,400	-	-	-	-	-	-	-	-	-	-	478,800
27 Utilities and Telephone	317,654	313,723	-	-	-	-	-	-	-	-	-	-	631,377
28 Interest Expense	196,025	196,027	-	-	-	-	-	-	-	-	-	-	392,052
29 Depreciation & Amortization	1,016,168	1,017,712	-	-	-	-	-	-	-	-	-	-	2,033,900
30 Other Operating Expense	438,314	505,005	-	-	-	-	-	-	-	-	-	-	947,319
31 TOTAL EXPENSE	26,400,824	27,091,749	-	-	-	-	-	-	-	-	-	-	53,492,574
32 NET INCOME(LOSS)	832,411	1,837,237	-	-	-	-	-	-	-	-	-	-	2,669,647
<b>Normalization for Extraordinary Items</b>													
33 Interest Anthem Arbitration	-	-	-	-	-	-	-	-	-	-	-	-	-
34 Anthem Arbitration Payment	-	-	-	-	-	-	-	-	-	-	-	-	-
35 Medical FFS Settlement FY07-08	-	-	-	-	-	-	-	-	-	-	-	-	-
36 Metro Initial Settlement	-	-	-	-	-	-	-	-	-	-	-	-	-
37 Total Extraordinary Items	-	-	-	-	-	-	-	-	-	-	-	-	-
38 NET INCOME BEFORE Extraordinary Items	\$ 832,411	\$ 1,837,237	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2,669,647
<b>CAPITAL CONTRIBUTIONS</b>													
39 County Contribution	-	-	-	-	-	-	-	-	-	-	-	-	-
40 CHANGE IN NET ASSETS	\$ 832,411	\$ 1,837,237	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2,669,647

**STATEMENT OF REVENUES AND EXPENSES & CHANGES IN NET ASSETS**  
**AS OF AUGUST 31, 2019**

**NATIVIDAD**

CURRENT MONTH				YEAR -TO -DATE			
	Actual	Budget	Variance fav. (unfav) \$ VAR. % VAR		Actual	Budget	Variance fav. (unfav) \$ VAR. % VAR
<b>R E V E N U E</b>							
<b>Patient Revenue:</b>							
1 \$	72,341,082	\$ 70,548,925	\$ 1,792,157 2.5	Inpatient	\$ 138,195,133	\$ 141,097,850	\$ (2,902,717) (2.1)
2	2,037,495	1,782,072	255,423 14.3	Pro Fees	4,190,519	3,564,144	626,375 17.6
3	35,081,441	31,366,648	3,714,793 11.8	Outpatient	65,012,695	62,733,296	2,279,399 3.6
4	109,460,018	103,697,645	5,762,373 5.6	Total Patient Revenue	207,398,347	207,395,290	3,057 0.0
5	82,425,846	78,523,986	(3,901,860) (5.0)	Deductions from Revenue	153,819,746	157,047,972	3,228,226 2.1
6	3,572,270	2,609,015	(963,255) (36.9)	Contractual Deductions	8,156,961	5,218,030	(2,938,931) (56.3)
7	356,052	528,857	172,805 32.7	Bad Debt	649,679	1,057,714	408,035 38.6
8	86,354,168	81,661,858	(4,692,310) (5.7)	Unable to Pay	162,626,386	163,323,716	697,330 0.4
9	23,105,850	22,035,787	1,070,063 4.9	Total Contractual Discounts	44,771,961	44,071,574	700,387 1.6
10	21.11%	21.25%		Net Patient Revenue	21.59%	21.25%	
				As a percent of Gross Revenue			23.88%
11	5,146,012	5,047,835	98,177 1.9	Total Government Funding	10,112,429	10,095,670	16,759 0.17
12	120,775	144,330	(23,555) (16.3)	<b>Other Operating Revenue:</b>			
13	124,951	169,399	(44,448) (26.2)	Rent Income	230,051	288,660	(58,609) (20.3)
14	60,000	60,984	(984) (1.6)	Interest Income	250,951	338,798	(87,847) (25.9)
15	371,398	270,105	101,293 37.5	NMF Contribution	120,000	121,968	(1,968) (1.6)
16	677,124	644,818	32,306 5.0	Other Income	676,829	540,210	136,619 25.3
17	28,928,986	27,728,440	1,200,546 4.3	Total Other Operating Revenue	1,277,831	1,289,636	(11,805) (0.9)
				<b>TOTAL REVENUE</b>	56,162,221	55,456,880	705,341 1.3
18	14,985,901	15,337,191	(351,290) 2.3	<b>EXPENSE</b>			
19	363,700	299,715	(63,985) (21.3)	Salaries, Wages & Benefits	30,297,119	30,674,382	377,263 1.2
20	3,394,558	3,403,209	8,651 0.3	Registry	622,908	599,430	(23,478) (3.9)
21	3,573,154	3,236,084	(337,070) (10.4)	Phys/Residents SWB & Contract Fees	6,864,924	6,806,418	(58,506) (0.9)
22	2,498,569	2,271,876	(226,693) (10.0)	Purchased Services	6,482,641	6,472,168	(10,473) (0.2)
23	239,400	229,524	(9,876) (4.3)	Supplies	4,741,533	4,543,752	(197,781) (4.4)
24	313,723	282,930	(30,793) (10.9)	Insurance	478,800	459,048	(19,752) (4.3)
25	196,027	202,762	6,735 3.3	Utilities and Telephone	631,377	565,860	(65,517) (11.6)
26	1,017,712	1,022,247	(4,535) 0.4	Interest Expense	392,052	405,524	13,472 3.3
27	509,005	502,184	(6,821) (1.4)	Depreciation & Amortization	2,033,900	2,044,494	10,594 0.5
28	27,091,749	26,787,722	(304,027) (1.1)	Other Operating Expense	947,319	1,004,368	57,049 5.7
				<b>TOTAL EXPENSE</b>	53,492,574	53,575,444	82,870 0.2
29	1,837,237	940,718	896,519 95.3	<b>NET INCOME(LOSS)</b>	2,669,647	1,881,436	788,211 41.9
30				<b>CAPITAL CONTRIBUTIONS</b>			
31	-	-	-		-	-	-
32	-	-	-		-	-	-
33	-	-	-	County Contribution	-	-	-
34 \$	1,837,237	\$ 940,718	\$ 896,519 95.3 %	<b>CHANGE IN NET ASSETS</b>	\$ 2,669,647	\$ 1,881,436	\$ 788,211 41.9 %
							\$ 12,446,570



**NATIVIDAD**

## CAPITAL CONTRIBUTIONS

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

PD13

		CURRENT MONTH			YEAR - TO - DATE						
		BEGINNING	ENDING	INC/(DEC)	BEGINNING	ENDING	INC/(DEC)	% CHG.			
CURRENT ASSETS											
1	\$	54,522,498	\$	10,020,117	\$	57,257,023	\$	64,542,615	18.4	%	
2		3,200,000		-		3,200,000		3,200,000	-		
3		28,133,104		2,558,713		30,691,817		30,691,817	9.1		
4		48,424,479		(989,876)		47,434,603		47,434,603	(2.0)		
5		4,796,732		60,893		4,857,425		4,857,425	1.3		
6		5,326,737		47,861		5,374,598		5,374,598	0.9		
7		144,403,550		11,697,508		156,101,058		156,101,058	8.1		
8											
9		308,098,041		407,195		308,849,853		308,505,236	0.1		
10		(187,686,219)		(1,017,712)		(186,670,031)		(188,703,931)	(0.5)		
11		120,411,822		(610,517)		120,179,822		119,801,305	(0.5)		
12		151,491,691		(3,802,784)		160,787,834		147,688,907	(2.5)		
13		-		-		-		-	-		
14		-		-		-		-	-		
15		163,651		-		163,651		163,651	-		
16		163,651		-		163,651		163,651	-		
17		19,787,959		2,431,792		16,572,989		22,219,751	12.3		
18		3,806,801		58,196		7,721,399		3,864,997	1.5		
19		40,237,772		-		40,237,772		40,237,772	-		
20		3,193,625		545,541.00		3,193,625		3,739,166	17.1		
21		13,646,694		2,973,459		12,395,907		16,620,153	21.8		
22		80,672,851		6,008,988		80,121,692		86,681,839	7.4		
23		-		-		-		-	-		
24		-		-		-		-	-		
25		38,338,832		(562,018)		38,355,309		37,776,814	(1.5)		
26		38,338,832		(562,018)		38,355,309		37,776,814	(1.5)		
27		296,626,620		-		296,626,620		296,626,620	-		
28		832,411		1,837,237		-		2,669,648	(220.7)		
29		297,459,031		1,837,237		296,626,620		299,296,268	0.6		
30		\$	416,470,714	\$	7,284,207	\$	415,103,621	\$	423,754,921	1.7	%
31											
CURRENT LIABILITIES											
ACCURED PAYROLL											
17		19,787,959		2,431,792		16,572,989		22,219,751	12.3		
18		3,806,801		58,196		7,721,399		3,864,997	1.5		
19		40,237,772		-		40,237,772		40,237,772	-		
20		3,193,625		545,541.00		3,193,625		3,739,166	17.1		
21		13,646,694		2,973,459		12,395,907		16,620,153	21.8		
22		80,672,851		6,008,988		80,121,692		86,681,839	7.4		
LONG TERM LIABILITIES											
CAPITAL LEASE											
23		-		-		-		-	-		
24		-		-		-		-	-		
25		38,338,832		(562,018)		38,355,309		37,776,814	(1.5)		
26		38,338,832		(562,018)		38,355,309		37,776,814	(1.5)		
FUND BALANCES											
ACCUMULATED FUND											
27		296,626,620		-		296,626,620		296,626,620	-		
28		832,411		1,837,237		-		2,669,648	(220.7)		
29		297,459,031		1,837,237		296,626,620		299,296,268	0.6		
30		\$	416,470,714	\$	7,284,207	\$	415,103,621	\$	423,754,921	1.7	%
31											
TOTAL LIAB. & FUND BALANCES											
30		\$	416,470,714	\$	7,284,207	\$	415,103,621	\$	423,754,921	2.1	%
31											





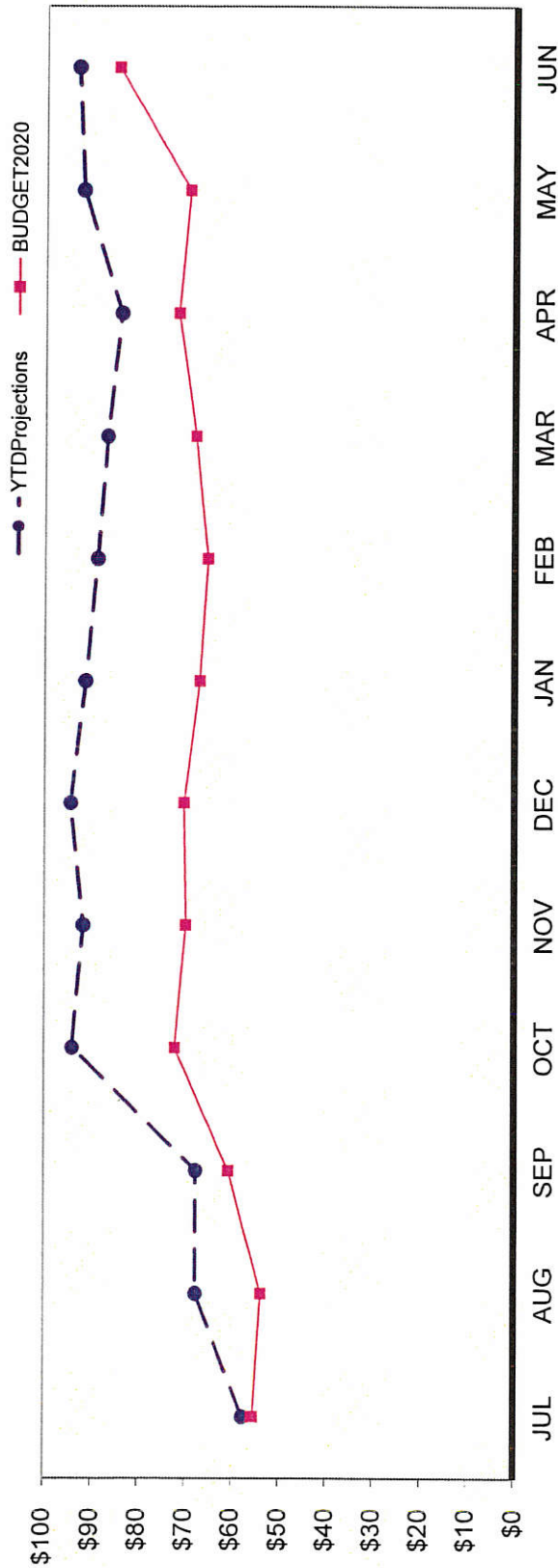
**NATIVIDAD  
STATEMENT OF CASH FLOWS  
AS OF AUGUST 31, 2019**

	CURRENT MONTH	YEAR - TO - DATE
1	\$ 57,722,498	\$ 60,457,023
2		
3	1,837,237	2,669,648
4	-	-
5	1,017,712	2,033,900
6	2,854,949	4,703,548
7		
8	(2,558,713)	(601,851)
9	989,876	(13,217,515)
10	(108,554)	(1,023,786)
11	2,431,792	5,646,762
12	58,196	(3,856,402)
13	-	-
14	545,541	545,541
15	2,973,459	4,224,246
16	4,331,597	(8,283,005)
17		
18		
19	(407,195)	(1,655,383)
20	-	-
21	(407,195)	(1,655,383)
22		
23	(562,018)	(578,495)
24	3,802,784	13,098,927
25	-	-
26	3,240,766	12,520,432
27	10,020,117	7,285,592
28	\$ 67,742,615	\$ 67,742,615

NATIVIDAD  
RECONCILIATION OF GOVERNMENT FUNDING  
FISCAL YEAR 2020

	<u>BDGT-20</u>	<u>ESTIMATE FY2020</u>	<u>Variance to Budget</u>
Medi-Cal DSH Waiver & Phys SPA	\$ 12,340,000	\$ 12,340,000	\$ -
PRIME Y4	12,160,000	12,160,000	-
EPP	7,760,000	7,760,000	-
QIP	8,825,000	8,825,000	-
HPE	-	120,370	120,370
AB915	3,600,000	3,600,000	-
SB1732	3,900,000	3,900,000	-
CCAH Rate Range	10,959,996	10,959,996	-
HIV Grants	250,000	250,000	-
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	1,707,354	355,354
Provider Fee	950,000	950,000	-
	<u>\$ 59,596,996</u>	<u>\$ 60,072,720</u>	<u>\$ 475,724</u>

## Cash Flow Performance Fiscal Year 2020 (in Millions)



	ACTUAL	ACTUAL	ESTIMATE	ESTIMATE	ESTIMATE	ESTIMATE	ESTIMATE	ESTIMATE	ESTIMATE	ESTIMATE	ESTIMATE	ESTIMATE
Months	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
YTD	57.7	67.7	67.7	94.0	91.7	94.4	91.4	88.9	86.9	83.9	92.1	93.1
BDGT	55.5	53.9	60.7	72.3	70.0	70.4	67.1	65.5	68.1	71.9	69.6	84.8
Variance	2.2	13.8	7.0	21.7	21.8	23.9	24.3	23.3	18.8	12.1	22.5	8.4

NATIVIDAD  
CASH FORECAST  
FISCAL YEAR 2020

	ACTUAL JUL	ACTUAL AUG	ESTIMATE SEP	ESTIMATE OCT	ESTIMATE NOV	ESTIMATE DEC	ESTIMATE JAN	ESTIMATE FEB	ESTIMATE MAR	ESTIMATE APR	ESTIMATE MAY	ESTIMATE JUN	Total YTD
Beginning Balance	60,411,669	57,878,278	67,737,036	67,732,525	93,996,311	81,728,395	94,377,767	91,379,409	88,873,684	86,875,788	83,938,032	92,055,880	60,411,669
<b>CASH RECEIPTS</b>													
Patient Revenues (incl pro fees and lab cop)	23,474,346	20,651,651	21,680,000	21,680,000	21,680,000	21,680,000	21,680,000	21,680,000	21,680,000	21,680,000	21,680,000	21,680,000	260,925,987
Provider Fee	-	-	79,167	79,167	79,167	79,167	79,167	79,167	79,167	79,167	79,167	79,167	791,666
RR 167 COAH	-	-	-	-	-	-	-	-	-	-	-	-	10,959,998
SHORT DOYLE	190,998	346,920	173,460	173,460	173,460	173,460	173,460	173,460	173,460	173,460	173,460	173,460	2,099,050
HELV GRANTS	40,336	20,833	20,833	20,833	20,833	20,833	20,833	20,833	20,833	20,833	20,833	20,833	248,666
HEALTH DEPARTMENT RETMB	-	425,001	141,667	141,667	141,667	141,667	141,667	141,667	141,667	141,667	141,667	141,667	1,700,004
GPP Y5	-	7,090,578	-	-	7,090,578	-	-	-	7,090,578	-	-	-	21,271,734
AB915	-	-	-	-	-	-	-	-	-	-	-	-	3,600,000
Phys SPA	-	-	-	-	-	-	-	-	-	-	-	-	800,000
GPP FY18-19	562,849	-	-	-	-	-	-	-	-	-	-	-	562,849
QIP	-	-	26,020,959	-	-	-	-	-	-	-	-	-	26,020,959
EPP	-	-	7,961,026	-	-	-	-	-	-	-	-	-	7,961,026
S8239/Prop 56	58,751	-	-	-	-	-	-	-	-	-	-	-	58,751
HPE	-	120,369	-	-	-	-	-	-	-	-	-	-	120,369
GPY3 Fnd Rec'n	-	5,926,580	-	-	-	-	-	-	-	-	-	-	5,926,580
PRJAE	-	12,570,663	-	-	-	-	-	-	-	-	-	-	12,570,663
FMICAL FFS Fnd Settlement	-	-	-	-	-	-	-	-	-	-	-	-	-
S81732	-	-	-	-	-	2,900,000	-	-	-	-	-	-	2,900,000
Foundation	-	-	-	-	-	-	-	-	-	-	-	-	-
JME BLWEEKLY	112,667	171,892	112,667	112,667	112,667	112,667	112,667	112,667	112,667	112,667	112,667	112,667	1,411,225
Rent Income	160,163	-	109,834	109,834	109,834	109,834	109,834	109,834	109,834	109,834	109,834	109,834	1,258,503
COAH MCE to Cost FY15-16 & FY16-17	-	-	-	-	-	-	-	-	-	-	-	-	-
Fund 404 Transfer	9,246,698	2,953,338	2,178,064	3,798,757	1,651,150	1,534,701	3,570,821	2,284,841	4,001,360	3,412,601	2,727,846	4,130,059	29,300,000
IGT Sub-Fund Transfer In/Out	-	-	500,001	-	-	500,001	-	-	500,001	-	-	-	12,200,036
Interest Income	127,486	-	156,310	156,310	156,310	156,310	156,310	156,310	156,310	156,310	156,310	156,310	2,000,004
Miscellaneous Revenue	33,592,797	42,785,988	32,899,375	60,234,660	24,135,068	34,496,218	29,044,759	24,798,579	34,065,877	29,466,539	36,161,760	32,503,944	1,690,586
Total Cash Receipts	-	-	-	-	-	-	-	-	-	-	-	-	407,378,664
<b>CASH DISBURSEMENTS</b>													
Purchased Services and Supplies	11,189,258	5,011,695	6,897,203	6,897,203	6,897,203	6,897,203	6,897,203	6,897,203	6,897,203	6,897,203	6,897,203	6,897,203	83,148,973
PRJAE IGT	6,265,331	-	-	-	-	-	-	-	-	-	-	-	6,265,331
IGT SFY2017-18 GPP	2,961,367	-	4,194,218	-	-	-	-	-	4,194,218	-	-	-	2,961,367
IGT GPP Y5	-	-	-	-	-	-	-	-	-	-	-	-	12,582,554
IGT QIP	-	8,223,369	-	-	-	-	-	-	-	-	-	-	8,223,369
IGT EPP	-	3,960,513	-	-	-	-	-	-	-	-	-	-	3,960,513
Building Lease / Rental Equipment	251,890	251,890	262,281	262,281	262,281	262,281	262,281	262,281	262,281	262,281	262,281	262,281	3,126,590
COPI Principal & Interest Payments	-	-	4,932,537	-	-	-	-	-	-	-	-	-	5,434,025
Poyroll and Benefit	14,368,412	14,564,487	16,690,359	16,690,359	16,690,359	16,690,359	16,690,359	16,690,359	16,690,359	16,690,359	16,690,359	16,690,359	195,834,489
Expenses Core	36,744	-	129,823	166,667	166,667	166,667	166,667	166,667	166,667	166,667	166,667	166,667	2,000,004
GOVACAP	-	-	1,429,506	-	-	1,429,506	-	-	1,429,506	-	-	-	5,718,024
FY18-19 MH NQU	-	-	-	-	-	-	-	-	-	-	-	-	-
Data Processing	288,090	288,090	288,090	288,090	288,090	288,090	288,090	288,090	288,090	288,090	288,090	288,090	3,168,990
BETA Insurance	-	-	-	-	-	-	-	-	-	-	-	-	-
Transfer GPP Y2 & Residency Support	-	-	-	-	-	-	-	-	-	-	-	-	-
Capital Expenses Fund 404	-	-	2,178,064	3,798,757	1,651,150	1,534,701	3,570,821	2,284,841	4,001,360	3,412,601	2,727,846	4,130,059	29,300,000
Capital Expenditures	1,248,188	407,194	834,242	1,435,000	636,234	587,821	1,367,696	875,063	1,532,601	1,307,094	1,044,919	1,581,893	12,877,865
Total Cash Disbursements	36,316,190	32,727,228	32,038,886	33,990,884	26,402,004	31,950,846	29,043,117	27,264,304	36,063,773	28,624,295	28,043,932	31,412,725	374,643,194
Increase/(Decrease)	(2,733,393)	10,088,760	(4,511)	26,263,786	(2,266,916)	2,448,372	(2,998,356)	(2,505,725)	(1,997,896)	(2,937,756)	8,117,848	1,091,259	32,735,470
Ending Cash Fund 451	57,878,278	67,737,036	67,732,525	93,996,311	91,728,395	94,377,767	91,379,409	88,873,684	86,875,788	83,938,032	92,055,880	93,147,139	93,147,139
(*) Cash In Transit	-	-	-	-	-	-	-	-	-	-	-	-	-
(*) Credit Card Account	40,541	3,680	-	-	-	-	-	-	-	-	-	-	-
(*) Petty Cash	3,680	1,899	-	-	-	-	-	-	-	-	-	-	-
Ending Cash as per 6/L	57,722,498	67,742,615	67,732,525	93,996,311	91,728,395	94,377,767	91,379,409	88,873,684	86,875,788	83,938,032	92,055,880	93,147,139	93,147,139
<b>Fund 404</b>													
Beginning Balance	70,892,408	70,892,408	70,892,408	68,714,344	64,915,587	63,254,437	61,719,736	58,148,915	55,864,274	51,882,914	48,450,313	45,722,467	45,722,467
Transfer In/Out Fund 451	-	-	(2,178,064)	(3,798,757)	(1,651,150)	(1,534,701)	(3,570,821)	(2,284,841)	(4,001,360)	(3,412,601)	(2,727,846)	(4,130,059)	(4,130,059)
Ending Cash Fund 404	70,892,408	70,892,408	68,714,344	64,915,587	63,254,437	61,719,736	58,148,915	55,864,274	51,882,914	48,450,313	45,722,467	41,592,408	41,592,408
Ending Cash Fund 451 & 404	128,570,685	136,629,444	136,446,869	158,911,898	154,983,832	156,097,503	149,528,324	144,737,958	138,738,702	132,388,345	137,778,347	134,738,547	134,738,547