



Finance Committee Meeting 2020

February 27, 2020



Finance Committee Meeting
Thursday, February 27, 2020

3:00 PM

Steinbeck Room, Building 300
1441 Constitution Blvd.

AGENDA

1. Call to Order

Marcia Atkinson, 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 January 23, 2019. *Pages 4-6*

5. Old Business

- None

6. New Business

- Consent Items – Attachment A. *Pages 7-32*
Review and approve for consideration by the NMC Board of Trustees

Scheduled Items/Discussion Items

- None

7. Review and Approve Financial Statements

Daniel Leon, CFO

- Receive and Approve January 2020 Financial Reports. *Pages 33-45*

8. Calendar for Next Finance Committee Meeting

- Thursday, March 26, 2020 at 3:00 PM.

9. Adjournment

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



Finance Committee Meeting
Thursday, February 27, 2020
Consent Items

Attachment A

1. <i>Pages 7-8</i>	Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute renewal and amendment No.2 to the agreement (A-13426) with UpToDate Inc. for Anywhere electronic clinical resource subscription services, extending the agreement an additional one (1) year period (retroactive to March 1, 2020 through February 28, 2021) for a revised full agreement term of December 1, 2016 through February 28, 2021, and adding \$85,690 for a revised total agreement amount not to exceed \$335,838.
2. <i>Pages 9-10</i>	<ol style="list-style-type: none">a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with Preventice Services, LLC for remote arrhythmia monitoring for NMC for an amount not to exceed \$100,000 with an agreement term February 12, 2020 through February 11, 2021.b. Approve the NMC Chief Executive Officer's recommendation to accept non-standard indemnification, insurance, and limitations on liability, provisions within the agreement.c. Ratified the agreement with Preventice Services, LLC signed on February 12, 2020 by the Chief Executive Officer of Natividad in the amount not to exceed \$100,000 for critical services.
3. <i>Pages 11-12</i>	<ol style="list-style-type: none">a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with Monterey Language Services for translation, interpretation and other language services at NMC for an amount not to exceed \$600,000 with an agreement term July 1, 2020 through June 30, 2023.b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (2) 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%) (\$60,000) of the original cost of the agreement.
4. <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-13932) with 3DR Laboratories, LLC for 3D medical image post processing services, extending the agreement an additional two (2) year period (August 1, 2020 through July 31, 2022) for a revised full agreement term of August 1, 2017 through July 31, 2022 and adding \$180,000 for a revised total agreement amount not to exceed \$441,000.
5. <i>Pages 15-16</i>	Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 3 to the agreement (A-13620) with The CBORD Group, Inc. for food and nutrition software and maintenance services, extending the agreement an additional one (1) year period (August 1, 2020 through July 31, 2021) for a revised full agreement term of July 11, 2017 through July 31, 2021, and adding \$12,886 for a revised total agreement amount not to exceed \$147,312.
6. <i>Pages 17-20</i>	<ol style="list-style-type: none">a. Award Natividad Medical Center Job Order Contracts (JOC) for a term of one year, with a minimum contract value of \$25,000 and maximum contract value of \$4,949,291 to the lowest responsive bidders as follows: NMC 2020-01; Staples Construction Company, Inc.b. Award Natividad Medical Center Job Order Contracts (JOC) for a term of one year, with a minimum contract value of \$25,000 and maximum contract value of \$4,949,291 to the lowest responsive bidders as follows: NMC 2020-02 Ausonio Incorporated;c. Approve the Performance and Payment Bonds executed and provided by Ausonio

	<p>Incorporated, Inc. in the amount of \$2,000,000;</p> <p>d. Approve the Performance and Payment Bonds executed and provided by Staples Construction Company, Inc. in the amount of \$2,000,000; and</p> <p>e. Authorize the Chief Executive Officer (CEO) of Natividad Medical Center to execute Job Order Contract Natividad Medical Center 2020-01 with Staples Construction Company, Inc., and Job Order Contract Facilities 2020-02 with Ausonio Incorporated.</p>
<p>7. <i>Pages 21-22</i></p>	<p>a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with AllMed Healthcare Management, Inc. for external peer review services at NMC for an amount not to exceed \$100,000 with an agreement term of May 1, 2020 through April 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%) (\$10,000) of the original cost of the agreement.</p> <p>c. Approve the NMC Chief Executive Officer's recommendation to accept non-standard limitations on liability and limitations on damages provisions within the agreement.</p>
<p>8. <i>Pages 23-24</i></p>	<p>Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement with Pureserve Building Services, Inc. for professional building maintenance services, extending the agreement an additional two (2) year period (May 1, 2020 through April 30, 2022) for a revised full agreement term of May 1, 2019 through April 30, 2022, and adding \$130,000 for a revised total agreement amount not to exceed \$194,116.</p>
<p>9. <i>Pages 25-26</i></p>	<p>Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the Second Amendment to the Service Agreement (A-13548) with Specialists on Call, Inc., (SOC), a Delaware corporation and Tele-Physicians, P.C., a California professional corporation doing business as Specialists on Call Physicians and as California Tele-Physicians to provide tele-neurology services, extending the term by twelve months (April 1, 2020 to March 31, 2021) for a revised full agreement term of February 1, 2018 to March 31, 2021, and adding \$256,700 for a revised total not to exceed amount of \$820,000 in the aggregate.</p>
<p>10. <i>Pages 27-28</i></p>	<p>Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the Third Amendment to the Professional Services Agreement (A-13043) with The Regents of the University of California, a California Constitutional corporation, on behalf of the University of California, San Francisco, School of Medicine, Department of Pediatrics (UCSF) to provide pediatric hospitalist services, extending the term by twelve months (April 1, 2020 to March 31, 2021) for a revised full agreement term of February 1, 2016 to March 31, 2021, and adding \$236,735 for a revised total not to exceed amount of \$1,099,296 in the aggregate.</p>
<p>11. <i>Pages 29-30</i></p>	<p>a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the First Amendment to the Professional Services Agreement (A-13538) with James F. Lilja, M.D. dba Bay Area Gynecology Oncology to provide gynecology oncology services, extending the term by twenty-four months (April 1, 2020 to March 31, 2022) for a revised full agreement term of February 1, 2018 to March 31, 2022, and adding \$300,000 for a revised total not to exceed amount of \$710,000; 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 total amendments do not significantly change the scope of work and do not cause an increase of more than ten percent 10% (\$41,000) of the original contract amount per each amendment.</p>
<p>12. <i>Pages 31-32</i></p>	<p>a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute renewal and amendment No. 3 to the agreement (A-14045) with Professional Research Consultants, Inc. for patient satisfaction survey services, extending the agreement an additional six (6) month period (April 1, 2020 through September 30, 2020) for a revised full agreement term of July 1, 2015 through September 30, 2020, and adding \$18,310 for a revised total agreement amount not to exceed \$173,275.</p> <p>b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to one (1) future amendment to the agreement which does not significantly alter the scope of work and does not cause an increase of more than ten percent (10%) (\$9,450) of the original cost of the agreement.</p>



Finance Committee Meeting

Thursday, January 23, 2020

3:00 PM

Steinbeck Room, Building 300

1441 Constitution Blvd.

MINUTES

Board Members: Libby Downey, Dr. Charles Harris, Marcia Atkinson

Absent: Mike Payne, Dr. Gary Gray

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

1. Call to Order Marcia Atkinson, 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
• None

4. Approval of Minutes
• Approve the Minutes of November 21, 2019.

MOTION: Motion to approve the minutes of November 21, 2019 moved by Dr. Charles Harris, seconded by Libby Downey, 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 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:

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

Amendment No. 5 to the Agreement (A-12838) with Integrated Archive Systems Inc. for Hardware and Software purchases necessary to augment existing data storage capacity, as well as a replacement of NMC's Data Backup Hardware and Software, with no change of the agreement term of February 1, 2015 through June 30, 2024, and adding \$1,338,000 for a revised total agreement amount not to exceed \$3,880,727. (Ari Entin)

MOTION: *Motion to approve Scheduled, item number 7, for consideration by the NMC Board of Trustees, moved by Dr. Charles Harris, 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 Prevent Life Safety Services, Inc. for preventative maintenance and repairs, inspections, and related Life Safety Code (LSC) services at NMC for an amount not to exceed \$360,000 with an agreement term March 1, 2020 through February 28, 2025.
 - 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%) (\$36,000) of the original cost of the agreement. (Andrea Rosenberg)

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

9. **Review and Approve Financial Statements**

Daniel Leon, CFO

- Receive and Approve November 2019 Financial Reports.

MOTION: *Motion to accept the November 2019 Financial Reports moved by Dr. Charles Harris, seconded by Libby Downey, and approved unanimously.*

- Receive and Approve December 2019 Financial Reports.

MOTION: *Motion to accept the December 2019 Financial Reports moved by Dr. Charles Harris, seconded by Libby Downey, and approved unanimously.*

10. **Adjournment at 3:22pm**

Marcia Atkinson, Chair

Recorded by Noemi Ferguson



**Finance Committee Meeting
Thursday, January 23, 2020
Consent Items
MINUTES**

Attachment A

1.	Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 4 to the agreement (A-13506) with Focus One Solutions, LLC for a Healthcare Vendor Management System pursuant to the Request for Proposal (RFP) # 9600-62, extending the agreement an additional two (2) year period (April 19, 2020 through June April 18, 2022) for a revised full agreement term of April 19, 2017 through April 18, 2022, and adding \$8,563,000 for a revised total agreement amount not to exceed \$20,563,000.
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MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

UpToDate Inc. Renewal and Amendment No. 2

Legistar Number: _____

..Title

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute renewal and amendment No.2 to the agreement (A-13426) with UpToDate Inc. for Anywhere electronic clinical resource subscription services, extending the agreement an additional one (1) year period (retroactive to March 1, 2020 through February 28, 2021) for a revised full agreement term of December 1, 2016 through February 28, 2021, and adding \$85,690 for a revised total agreement amount not to exceed \$335,838.

..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 agreement (A-13426) with UpToDate Inc. for Anywhere electronic clinical resource subscription services, extending the agreement an additional one (1) year period (retroactive to March 1, 2020 through February 28, 2021) for a revised full agreement term of December 1, 2016 through February 28, 2021, and adding \$85,690 for a revised total agreement amount not to exceed \$335,838.

SUMMARY/DISCUSSION:

Wolters Kluwer Health, Up-To-Date Inc. (UpToDate) is the leading web based clinical research tool that clinicians utilize for their day to day review of clinical topics. NMC is a teaching facility, and as such, web based research is particularly important for medical students and resident education. The user can access the UpToDate system via an internet links embedded within NMC's Electronic Medical Record (EMR) system, Medical Information Technology, Inc. (MEDITECH). UpToDate is a standalone resource application and there is no data exchanged to or from NMC systems with this application.

Currently NMC physicians, residents and medical students have access to Up-To-Date's web based research and educational materials online. In addition to research, physicians can receive required individual Continuing Medical Education (CME) credit each time Up-To-Date is logged into and utilized. Annual CME is required by NMC, state and national medical specialty boards thereby aiding NMC and its physicians in keeping current in meeting their continuing medical education requirements. With Up-to-Date access, clinicians are able to "click" on the Up-To-Date icon and are able to research the most recent evidenced based recommendations. As an example, when a physician is on call and must remotely enter antibiotic orders for pneumonia but has a question on the preferred medication, he or she will be able to "click" on the Up-to-Date icon and view the latest recommendation.

This amendment will extend the term an additional year. There is no change to the services provided.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel reviewed and approved this renewal and amendment No. 2 as to form,

and the Auditor-Controller reviewed and approved as to payment provisions. The renewal and amendment No. 2 was reviewed and approved by NMC's Finance Committee on February 27, 2020 and by its Board of Trustees on March 13, 2020.

FINANCING:

The cost for this renewal and amendment No. 2 is \$85,690 which is included in the Fiscal Year 2019-20 Adopted Budget.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This agreement facilitates access to critical point of care clinical diagnosis and medication resources which aid in decision making, thereby improving care provided to Monterey County residents. The system also allows clinicians to remain current with continuing education requirements.

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

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

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

Attachments:

UpToDate Renewal and Amendment 2

UpToDate Amendment 1

UpToDate Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Preventice Services, LLC Agreement

Legistar Number: _____

..Title

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with Preventice Services, LLC for remote arrhythmia monitoring for NMC for an amount not to exceed \$100,000 with an agreement term February 12, 2020 through February 11, 2021.
- b. Approve the NMC Chief Executive Officer's recommendation to accept non-standard indemnification, insurance, and limitations on liability, provisions within the agreement.
- c. Ratified the agreement with Preventice Services, LLC signed on February 12, 2020 by the Chief Executive Officer of Natividad in the amount not to exceed \$100,000 for critical services.

..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 Preventice Services, LLC for remote arrhythmia monitoring for NMC for an amount not to exceed \$100,000 with an agreement term February 12, 2020 through February 11, 2021.
- b. Approve the NMC Chief Executive Officer's recommendation to accept non-standard indemnification, insurance, and limitations on liability, provisions within the agreement.
- c. Ratified the agreement with Preventice Services, LLC signed on February 12, 2020 by the Chief Executive Officer of Natividad in the amount not to exceed \$100,000 for critical services.

SUMMARY/DISCUSSION:

At the request or direction of a Natividad physician, Preventice Services, LLC (Preventice) shall provide arrhythmia monitoring services to patients as deemed necessary to monitor a patient's heart performance. Irregular heartbeats and rhythm abnormalities can be detected by the monitoring services. Preventice will supply Natividad with holters that are then provided to patients as deemed necessary by Natividad. While the patient wears the holter, heart-related data is captured and monitored remotely around the clock. Abnormalities are reported back to the physician promptly. The data is also compiled into a report that the physician references as necessary.

Until recently, arrhythmia monitoring services were provided to Natividad under a different contracted vendor; Cardionet. However, Cardionet has been unable to fulfill its service obligations. It is necessary for Natividad to move to another vendor for these services promptly in order to avoid turning away patients.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel reviewed and approved this agreement as to form, and the Auditor-Controller reviewed and approved as to payment provisions. The agreement was ratified and signed by the Chief Executive Officer on February 12, 2020. NMC is reporting back to the Finance Committee at the earliest opportunity on February 27, 2020 and reporting back to the Board of trustees on March 13, 2020.

FINANCING:

The cost for this agreement is \$100,000, all of 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:

Arrhythmia monitoring is an important aspect of providing patient care to those with cardiac-related health problems and concerns. This type of monitoring helps with early detection and treatment.

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

Prepared by: Rod Ramirez, Cardiopulmonary Technician, 772-7654

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

Attachments:

Preventice Services, LLC Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Monterey Language Services Agreement

Legistar Number: _____

..Title

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with Monterey Language Services for translation, interpretation and other language services at NMC for an amount not to exceed \$600,000 with an agreement term July 1, 2020 through June 30, 2023.
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (2) 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%) (\$60,000) 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 Monterey Language Services for translation, interpretation and other language services at NMC for an amount not to exceed \$600,000 with an agreement term July 1, 2020 through June 30, 2023.
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (2) 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%) (\$60,000) of the original cost of the agreement.

SUMMARY/DISCUSSION:

Natividad continues to experience an increase in interpreting requests because of this, in 2019, Natividad received over 80,000 requests for interpretation services, increasing 14% since 2018. Monterey Language Services has been an invaluable support in language resources that has helped us with the capacity to meet increasing demand.

Monterey Language Services continues provides an umbrella of language services that are not available from other vendors, such as on-call telephone interpretation services, in-person interpretation and in-person American Sign Language interpretation for deaf and hard of hearing patients. In addition, they also have on-call interpreters that Natividad utilizes for emergencies, such as Trauma and Crises in the ER, 24/7. Without these services, Natividad would lose the capacity to provide qualified interpretation services to a large group of patients and would not comply with the Joint Commission Standards or California and Federal laws that regulate equal access to all patients.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved this agreement as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The agreement has also been reviewed and approved by NMC's Finance Committee on February 27, 2020 and by its Board of Trustees on March 13, 2020.

FINANCING:

The cost for this agreement is \$600,000 of which \$120,000 is included in the Fiscal Year 2019-20 Recommended Budget.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This contract for interpreter services falls under the Health and Human Services initiatives, since communication between patient and provider is essential for high quality healthcare and good outcomes. Medical journals as well as a consensus in the medical profession establishes the connection between effective communication and high quality healthcare. Interpreter services allows Natividad to comply with Title VI and HHS section 1557 regulations to avoid any discrimination in the access of high quality healthcare services for Limited English Proficient (LEP) patients.

☐ 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, 783-2553

Attachments:
Monterey Language Services

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

3DR Laboratories, LLC 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-13932) with 3DR Laboratories, LLC for 3D medical image post processing services, extending the agreement an additional two (2) year period (August 1, 2020 through July 31, 2022) for a revised full agreement term of August 1, 2017 through July 31, 2022 and adding \$180,000 for a revised total agreement amount not to exceed \$441,000.

..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-13932) with 3DR Laboratories, LLC for 3D medical image post processing services, extending the agreement an additional two (2) year period (August 1, 2020 through July 31, 2022) for a revised full agreement term of August 1, 2017 through July 31, 2022 and adding \$180,000 for a revised total agreement amount not to exceed \$441,000.

SUMMARY/DISCUSSION:

NMC started sending computed tomography (CT) for 3D post processing to 3DR Labs in July 2017. 3D post processing is a process where the original 2D images acquired in a CT study and converted into a 3D format to provide further information to the ordering provider. This is a proven method to better visualize arteries, bones and vital organs. The post processing is highly technical, time consuming and requires an expertise in the process; along with advanced software to complete the post processing.

NMC previously had a 3D post processing software that was out of date and slow. An internal radiology technologist completed the 3D post processing, but was time consuming, creating a bottleneck with patient flow in the department. We are very sensitive with our turn-around times for our trauma service and would like to avoid patient care delays. NMC elected to send all 3D post processing to an outside source, 3DR Laboratories, LLC. The amount below is the best estimate in cost based on statistical data. 3DR charges per study rather than a flat fee.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved this amendment No. 2 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendment No. 2 was reviewed and approved by NMC's Finance Committee on February 27, 2020 and by its Board of Trustees on March 13, 2020.

FINANCING:

The cost for this amendment No. 2 is \$180,000 of which \$90,000 is included in the Fiscal Year 2020-21 Recommended Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate. There is no impact to the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This amendment supports the Health and Human Services strategic initiative by offering 3D post processing on radiology images to better enhance the images and data obtained from a procedure by converting the images from a 2D image to a 3D image. The new 3D image provides the radiologist and surgeon a better understanding of the extent of an injury before a surgery starts.

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

Prepared by: Daisha Marsh, Diagnostic Imaging Manager, 772-7616

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

Attachments:

3DR Laboratories, LLC Amendment 2

3DR Laboratories, LLC Amendment 1

3DR Laboratories, LCC Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

The CBORD Group, 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-13620) with The CBORD Group, Inc. for food and nutrition software and maintenance services, extending the agreement an additional one (1) year period (August 1, 2020 through July 31, 2021) for a revised full agreement term of July 11, 2017 through July 31, 2021, and adding \$12,886 for a revised total agreement amount not to exceed \$147,312.

..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-13620) with The CBORD Group, Inc. for food and nutrition software and maintenance services, extending the agreement an additional one (1) year period (August 1, 2020 through July 31, 2021) for a revised full agreement term of July 11, 2017 through July 31, 2021, and adding \$12,886 for a revised total agreement amount not to exceed \$147,312.

SUMMARY/DISCUSSION:

Natividad Medical Center provides food and nutritional services to patients, visitors, and employees as part of its daily operations. CBORD's electronic system Foodservice Suite (FSS) improves service delivery efficiency, patient safety and meal satisfaction as well as assists with compliance with the Joint Commission (TJC) and the 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 the Meditech system, improved diet order accuracy, production standards, and reduced waste. CBORD supports NMC's future goal of expanding meal services to the room service model where patients can order meals from their bedside.

NMC is requesting approval to amend the existing agreement to extend service and maintenance for an additional one year period to allow for services to continue.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved this amendment No. 3 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendment No. 3 has also been reviewed and approved by NMC's Finance Committee on February 27, 2020 and by its Board of Trustees on March 13, 2020.

FINANCING:

The cost for this amendment No. 3 is \$12,886 of which \$12,886 is included in the Fiscal Year 2020-21 Recommended Budget.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

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

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

Prepared by: Corinna Thomas, Hospital Director of Food Services, 831-769-8679

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

Attachments:

The CBORD Group Inc. Amendment No. 3

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

..Title

- a. Award Natividad Medical Center Job Order Contracts (JOC) for a term of one year, with a minimum contract value of \$25,000 and maximum contract value of \$4,949,291 to the lowest responsive bidders as follows: NMC 2020-01; Staples Construction Company, Inc.
- b. Award Natividad Medical Center Job Order Contracts (JOC) for a term of one year, with a minimum contract value of \$25,000 and maximum contract value of \$4,949,291 to the lowest responsive bidders as follows: NMC 2020-02 Ausonio Incorporated;
- c. Approve the Performance and Payment Bonds executed and provided by Ausonio Incorporated, Inc. in the amount of \$2,000,000;
- d. Approve the Performance and Payment Bonds executed and provided by Staples Construction Company, Inc. in the amount of \$2,000,000; and
- e. Authorize the Chief Executive Officer (CEO) of Natividad Medical Center to execute Job Order Contract Natividad Medical Center 2020-01 with Staples Construction Company, Inc., and Job Order Contract Facilities 2020-02 with Ausonio Incorporated.

..Report

RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Award Natividad Medical Center Job Order Contracts (JOC) for a term of one year, with a minimum contract value of \$25,000 and maximum contract value of \$4,949,291 to the lowest responsive bidders as follows: NMC 2020-01; Staples Construction Company, Inc.
- b. Award Natividad Medical Center Job Order Contracts (JOC) for a term of one year, with a minimum contract value of \$25,000 and maximum contract value of \$4,949,291 to the lowest responsive bidders as follows: NMC 2020-02 Ausonio Incorporated;
- c. Approve the Performance and Payment Bonds executed and provided by Ausonio Incorporated, Inc. in the amount of \$2,000,000;
- d. Approve the Performance and Payment Bonds executed and provided by Staples Construction Company, Inc. in the amount of \$2,000,000; and
- e. Authorize the Chief Executive Officer (CEO) of Natividad Medical Center to execute Job Order Contract Natividad Medical Center 2020-01 with Staples Construction Company, Inc., and Job Order Contract Facilities 2020-02 with Ausonio Incorporated.

SUMMARY:

The recommended actions will allow for the issuance of two one-year term Natividad Medical Center Job Order Contract contracts and the approval of the Performance and Payment Bonds executed and provided by the two contractors.

DISCUSSION:

Public Contract Code Section 20128.5 provides that counties may award annual contracts for repair, remodeling, or other repetitive work to be done according to unit prices. This is commonly referred to as Job Order Contracting (JOC), and is typically done by developing a construction task catalog that is then competitively bid. JOC is an indefinite quantity contract pursuant to which the Contractor will perform a variety of projects, consisting of specific construction tasks, providing an alternative procurement method for completing public works projects, which improves economy and efficiency in completing many public works projects,

including urgent and time-sensitive projects. The price of an individual project will be determined by multiplying the preset unit prices and the appropriate quantities by the appropriate adjustment factor. The adjustment factor will vary depending upon the location of the work, and the time at which the work will be performed (normal working hours versus other than normal working hours).

In April 9, 2013, the Board of Supervisors approved an Agreement between the County of Monterey and The Gordian Group, Inc. to assist the County in developing a Job Order Contracting (JOC) System. On September 17, 2013, the Board adopted the Monterey County Job Order Contracting Policy Guidelines constituting the order of the Board approving Job Order Contracts pursuant to Public Contract Code Section 20128.5. On January 7, 2020, the Board of Supervisors approved the Monterey County Construction Task Catalog, Natividad Medical Center Project Manuals, and Monterey County Natividad Medical Center Technical Specifications for the Job Order Contract Projects, and authorized the advertising of the Notice to Contractors for their respective Bid Nos.: NMC 2020-01, 2020-02 and 2020-3.

The JOC Projects were advertised and bids were opened on January 30, 2020. The lowest responsive and responsible bidder is determined by the award criteria figure. For JOC Natividad Medical Center 2020-01 was Staples Construction Company; JOC Natividad Medical Center Bid 2020-02 was Ausonio Incorporated, Inc.; and for JOC Natividad Medical Center Bid 2020-03 there was not a valid bidder.

Each Contractor has represented that its workforce is primarily Monterey Bay Area residents, or has certified to make a good faith effort to employ Monterey Bay Area residents on each Job Order proposal in compliance with Section 5.08.120 of the Monterey County Code. Each contractor has an office located within the Monterey Bay Area.

For the Natividad Medical Center JOC, Natividad Medical Center recommends awarding contracts to two separate contractors to allow the Department the option to use the alternate contractor if the other contractor is deemed nonresponsive or has poor performance and also to have work performed concurrently. At this time, Natividad Medical Center requests two JOC contract awards.

JOC 2020 contracts will be effective upon award and are for a term of either: (1) one year from date signed by County, or; (2) upon the payment by County to Contractor of the maximum amount payable under the agreement, whichever occurs earlier. The County will not issue any new Job Orders after expiration of the contracts. Any Job Order authorized prior to the expiration of the Agreement must be completed within the time specified in the Job Order. In the event a scheduled completion for any Job Order extends beyond the term of the contract, the terms of the contract shall continue in effect and be applicable for such Job Orders.

Due to that range, contractors were each required to provide performance and payment bonds in the amount of \$2,000,000 to provide for JOC efficiency, maintaining control of contractor performance, as well as limiting potential risk to the County. At the time that cumulative Job Orders in excess of \$2,000,000 are anticipated, Natividad Medical Center will return to the Board for approval of increased payment and performance bonds to cover the amount of the

anticipated job orders.

Any Job Order that exceeds \$1,000,000 will be brought to the Capital Improvement Committee (CIC) prior to issuance of a notice to proceed. Natividad Medical Center will provide JOC status reports to the CIC summarizing issued Job Orders, including scope, cost, schedule, and source of previously appropriated/expended funds. The JOC contracts will provide another mechanism to accomplish work that fits within the JOC guidelines. Projects that do not meet JOC criteria or are not a good fit for JOC will continue to be completed using other procurement processes, such as the typical design/bid/build process.

OTHER AGENCY INVOLVEMENT:

Natividad Medical Center coordinated preparation of the JOC process and the standard agreement language with Contracts/Purchasing, County Counsel, Auditor-Controller, and Risk Management as to form and the required legal, fiscal, and insurance provisions. The Office of the County Counsel and Contracts/Purchasing attended the bid opening and reviewed all bids for conformance with applicable regulations. Natividad Medical Center reviewed the bids for responsiveness. The Office of the County Counsel, Auditor-Controller, and Risk Management have reviewed and approved the contract documents as to form and legality, fiscal terms, and insurance provisions, respectively.

FINANCING:

Job Order Contract expenditures will be within and not exceed the FY 2019-20 approved capital projects and operational budgets. The future fiscal year capital and operational budgets will be appropriately budgeted and approved by the Board of Supervisors prior to proceeding with expenditures. The Agreement is for two individual Job Order Contracts for \$2,000,000 for an initial contract total of \$4,000,000 with an option to extend the contract to a cap of \$4,949,291 with a potential total maximum cap of \$9,898,582. A five percent (5%) License Fee to utilize the JOC program is payable to the Gordian Group only if and when a Job Order is issued to a JOC Contractor. Optionally, as needed, the County may utilize JOC Project Management services for an additional 5.95% fee. There is no impact to the general fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The JOC program helps with providing efficient and effective hospital operations by allowing improved processing for smaller and more urgent projects. The JOC program projects include improvements to health and safety facilities. Provision of adequate County facilities and infrastructure improves the quality of life for County residents and supports economic development results.

- X Economic Development
- X Administration
- X Health & Human Services
- X Infrastructure
- X Public Safety

Prepared by: Brian Griffin, Project Manager. (831) 783-2605

Approved by: Dr. Gary Gray, Chief Executive Officer, (831) 783-2563

Attachments: Agreements which include the performance and payment bonds

MONTEREY COUNTY BOARD OF SUPERVISORS

AllMed External Peer Review Service Agreement

Legistar Number: A 14-295

..Title

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with AllMed Healthcare Management, Inc. for external peer review services at NMC for an amount not to exceed \$100,000 with an agreement term of May 1, 2020 through April 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%) (\$10,000) of the original cost of the agreement.
- c. Approve the NMC Chief Executive Officer's recommendation to accept non-standard limitations on liability and limitations on damages provisions within the agreement.

..Report

RECOMMENDATION:

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with AllMed Healthcare Management, Inc. for external peer review services at NMC for an amount not to exceed \$100,000 with an agreement term of May 1, 2020 through April 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%) (\$10,000) of the original cost of the agreement.
- c. Approve the NMC Chief Executive Officer's recommendation to accept non-standard limitations on liability and limitations on damages provisions within the agreement.

SUMMARY/DISCUSSION:

NMC is made up of multiple medical specialties. The Joint Commission requires ongoing monitoring and evaluation of provider performance in order to ensure excellence in physician performance and the highest quality of patient care. It is necessary to obtain the services of an external independent review organization like AllMed Healthcare Management in order to gain objective specialty expertise for some of the smaller specialties and to avoid conflict of interest. AllMed offers comprehensive ongoing external peer review services for continued improvement of patient care and risk reduction at NMC. AllMed also offers special focused evaluations through its panel of over 400 board certified physician specialist, not otherwise available to NMC.

NMC had an Agreement with AllMed to provide external peer review services that expired on September 30, 2019. NMC would like to enter into a new Agreement with AllMed Healthcare Management in order to provide the same external peer review services.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved this agreement as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The agreement has also been reviewed and approved by NMC's Finance Committee on February 27, 2020 and by its Board of Trustees on March 13, 2020.

FINANCING:

The cost for this agreement is \$100,000 of which \$8,752 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:

To improve health and quality of life through County supported policies, programs, and services. By providing objective peer review of the work of our physicians and other providers we increase the quality of care and adherence to best practices throughout the hospital.

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

Prepared by: Dr. Craig Walls, Chief Medical Officer, 783-2521
Approved by: Dr. Gary Gray, Chief Executive Officer, 783-2504

Attachments: AllMed External Peer Review Service Agreement

Attachments on file with the Clerk of the Boards' Office

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Pureserve Building 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 with Pureserve Building Services, Inc. for professional building maintenance services, extending the agreement an additional two (2) year period (May 1, 2020 through April 30, 2022) for a revised full agreement term of May 1, 2019 through April 30, 2022, and adding \$130,000 for a revised total agreement amount not to exceed \$194,116.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement with Pureserve Building Services, Inc. for professional building maintenance services, extending the agreement an additional two (2) year period (May 1, 2020 through April 30, 2022) for a revised full agreement term of May 1, 2019 through April 30, 2022, and adding \$130,000 for a revised total agreement amount not to exceed \$194,116.

SUMMARY/DISCUSSION:

Pureserve Building Services Inc. provides daily (Monday through Friday) janitorial/ cleaning services to Natividad's Medical Office Building (common areas including public waiting areas and suites 201 and 202) and offsite apartments. Their duties include the following:

- Cleaning floors (sweeping, vacuuming, mopping)
- Polishing water fountains and fixtures
- Emptying garbage
- Cleaning furniture in waiting areas
- Dusting
- Cleaning and sanitizing restrooms

In addition to providing cleaning services, Pureserve Building Services, Inc. also provides restroom supplies, such as, toilet paper, paper towels, seat covers, and hand soap.

Natividad has had an agreement with Pureserve Building Services, Inc. since May 2019.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved this amendment No. 1 as to 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 February 27, 2020 and by its Board of Trustees on March 13, 2020.

FINANCING:

The cost for this amendment No. 1 is \$130,000 of which \$10,686 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:

The services rendered under this agreement for janitorial staffing, general cleaning, and sanitation of corridors enhance operations at the hospital, which improves the patient experience.

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

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

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

Attachments:

Pureserve Building Services, Inc. Amendment No. 1

Pureserve Building Services, Inc. Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Specialist on Call, Inc. Second Amendment

TITLE:

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the Second Amendment to the Service Agreement (A-13548) with Specialists on Call, Inc., (SOC), a Delaware corporation and Tele-Physicians, P.C., a California professional corporation doing business as Specialists on Call Physicians and as California Tele-Physicians to provide tele-neurology services, extending the term by twelve months (April 1, 2020 to March 31, 2021) for a revised full agreement term of February 1, 2018 to March 31, 2021, and adding \$256,700 for a revised total not to exceed amount of \$820,000 in the aggregate.

RECOMMENDATION:

It is recommended that the Board of Supervisors

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the Second Amendment to the Service Agreement (A-13548) with Specialists on Call, Inc., (SOC), a Delaware corporation and Tele-Physicians, P.C., a California professional corporation doing business as Specialists on Call Physicians and as California Tele-Physicians to provide tele-neurology services, extending the term by twelve months (April 1, 2020 to March 31, 2021) for a revised full agreement term of February 1, 2018 to March 31, 2021, and adding \$256,700 for a revised total not to exceed amount of \$820,000 in the aggregate.

SUMMARY/DISCUSSION:

Natividad has an agreement with Specialists on Call, Inc., (SOC), a Delaware corporation and Tele-Physicians, P.C., a California professional corporation doing business as Specialists on Call Physicians and as California Tele-Physicians to provide 24/7 neurology consultative services for Natividad patients via specialized electronic telemedicine equipment. Services include indirect physical exams, history taking, diagnostic protocols, image analysis and recommendations for therapeutic interventions and/or diagnostic tests for any neurologic emergency. Natividad wishes to amend the agreement to extend the term and add funds to allow services to continue without interruption.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this amendment as to legal form. The Auditor-Controller has reviewed and approved this amendment as to fiscal provisions. The amendment has also been reviewed and approved by Natividad Medical Center's Finance Committee on February 27, 2020 and Board of Trustees on March 13, 2020.

FINANCING:

The amount of this amendment is \$256,700. The total cost of this agreement is \$820,000 for the period February 1, 2018 to March 31, 2021. \$220,000 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.

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

Prepared by: Jeanne-Ann Balza, Director of Physician Services, 783.2506

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

Attachments: Agreement; First-Second Amendment

Attachments on File at the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

UCSF Pediatric Hospitalist, Third Amendment

TITLE:

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the Third Amendment to the Professional Services Agreement (A-13043) with The Regents of the University of California, a California Constitutional corporation, on behalf of the University of California, San Francisco, School of Medicine, Department of Pediatrics (UCSF) to provide pediatric hospitalist services, extending the term by twelve months (April 1, 2020 to March 31, 2021) for a revised full agreement term of February 1, 2016 to March 31, 2021, and adding \$236,735 for a revised total not to exceed amount of \$1,099,296 in the aggregate.

RECOMMENDATION:

It is recommended that the Board of Supervisors

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the Third Amendment to the Professional Services Agreement (A-13043) with The Regents of the University of California, a California Constitutional corporation, on behalf of the University of California, San Francisco, School of Medicine, Department of Pediatrics (UCSF) to provide pediatric hospitalist services, extending the term by twelve months (April 1, 2020 to March 31, 2021) for a revised full agreement term of February 1, 2016 to March 31, 2021, and adding \$236,735 for a revised total not to exceed amount of \$1,099,296 in the aggregate.

SUMMARY/DISCUSSION:

NMC operates a twelve bed pediatric unit and an eighteen bed maternal infant unit providing medical care for newborns, children and adolescents, as well as hospital based services for the pediatric population (age 0-21) through NMC's emergency medicine, trauma programs, general surgery and outpatient specialty clinics. NMC currently provides the majority of emergency and inpatient care in Monterey County with over 100,000 visits over the last five years.

NMC has an agreement with UCSF to provide one pediatric hospitalist physician for direct patient care services and chief pediatric hospitalist services. The chief pediatric hospitalist provides clinical leadership and oversight of the Pediatric Hospital Medicine Program at NMC. NMC would like to amend the agreement to extend the term of the agreement without interruption of services. NMC has obtained an independent opinion of fair market value supporting the payment terms of this Agreement.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this amendment as to legal form. Auditor-Controller has reviewed and approved this amendment as to fiscal provisions. The amendment has also been reviewed and approved by Natividad Medical Center's Finance Committee on February 27, 2020 and Board of Trustees on March 13, 2020.

FINANCING:

The cost of this amendment is \$236,735. The total not to exceed amount of this Agreement is \$1,099,296 for the period February 1, 2016 to March 31, 2021. \$236,735 is included the Fiscal Year 2019/2020 Approved Budget. The remaining balance will be budgeted in subsequent fiscal years. There is no impact to the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

Partnering with UCSF will enhance the breadth of services now being provided at NMC for children in Monterey and neighboring counties, thus allowing more children to remain closer to home for their acute pediatric care rather than being transferred to distant Northern California Bay Area hospitals.

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

Prepared by: Jeanne-Ann Balza, Director of Physician Services, 783.2506

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

Attachments: Agreement; First-Third Amendment

Attachments on file at the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

James F. Lilja, M.D. dba Bay Area Gynecology Oncology, First Amendment

TITLE:

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the First Amendment to the Professional Services Agreement (A-13538) with James F. Lilja, M.D. dba Bay Area Gynecology Oncology to provide gynecology oncology services, extending the term by twenty-four months (April 1, 2020 to March 31, 2022) for a revised full agreement term of February 1, 2018 to March 31, 2022, and adding \$300,000 for a revised total not to exceed amount of \$710,000; and
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not significantly change the scope of work and do not cause an increase of more than ten percent 10% (\$41,000) of the original contract amount per each amendment.

RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the First Amendment to the Professional Services Agreement (A-13538) with James F. Lilja, M.D. dba Bay Area Gynecology Oncology to provide gynecology oncology services, extending the term by twenty-four months (April 1, 2020 to March 31, 2022) for a revised full agreement term of February 1, 2018 to March 31, 2022, and adding \$300,000 for a revised total not to exceed amount of \$710,000; and
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not significantly change the scope of work and do not cause an increase of more than ten percent 10% (\$41,000) of the original contract amount per each amendment.

SUMMARY/DISCUSSION:

Natividad Medical Center operates the D'Arrigo Family Specialty Services Outpatient Clinic offering over fifteen different specialty care services, including gynecology oncology. NMC has an agreement with Bay Area Gynecology Oncology, for which Dr. James Lilja and Dr. Jeff Lin provide gynecology oncology services one day a week in the outpatient specialty clinic as well as inpatient/outpatient procedures in the operating room. This agreement gives Monterey County residents local access to high quality specialized care. NMC wishes to amend the agreements to allow services to continue without interruption. The group is paid an hourly rate for services according to the terms of the agreement, although the amount of services provided may increase due to patient volume, the rate of pay 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 amendment as to legal form. Auditor-Controller has reviewed and approved this amendment as to fiscal provisions. The amendment has also been reviewed and approved by Natividad Medical Center's Finance Committee on February 27, 2020 and Board of Trustees on March 13, 2020.

FINANCING:

The cost of this Amendment is \$300,000. The total not to exceed amount of this Agreement is \$710,000 for the period February 1, 2018 to March 31, 2022. \$150,000 is included in the Fiscal Year 2019/2020 Adopted 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 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, Director of Physician Services, 783.2506

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

Attachments: Agreement; First Amendment

Attachments on file at the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Renewal and Amendment No. 3 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 renewal and amendment No. 3 to the agreement (A-14045) with Professional Research Consultants, Inc. for patient satisfaction survey services, extending the agreement an additional six (6) month period (April 1, 2020 through September 30, 2020) for a revised full agreement term of July 1, 2015 through September 30, 2020, and adding \$18,310 for a revised total agreement amount not to exceed \$173,275.
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to one (1) future amendment to the agreement which does not significantly alter the scope of work and does not cause an increase of more than ten percent (10%) (\$9,450) 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 renewal and amendment No. 3 to the agreement (A-14045) with Professional Research Consultants, Inc. for patient satisfaction survey services, extending the agreement an additional six (6) month period (April 1, 2020 through September 30, 2020) for a revised full agreement term of July 1, 2015 through September 30, 2020, and adding \$18,310 for a revised total agreement amount not to exceed \$173,275.
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to one (1) future amendment to the agreement which does not significantly alter the scope of work and does not cause an increase of more than ten percent (10%) (\$9,450) of the original cost of the agreement.

SUMMARY/DISCUSSION:

Measuring patient satisfaction is vital for any healthcare organization to collect information on patient perceptions of their hospital and clinic experiences and 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. The HCAHPS (Hospital Consumer Assessment of Healthcare Providers and Systems) data collected is required by CMS (Centers for Medicare and Medicaid Services) and reported quarterly. Other survey data is needed for programs such as Leapfrog and PRIME that the hospital participates in.

Professional Research Consultants (PRC) has been assisting Natividad to collect data and measure patient satisfaction through phone surveys of patients. PRC provides Natividad with survey results and offers educational and networking opportunities designed to help organizations improve patient satisfaction scores.

The purpose of this extension is to provide continued patient satisfaction measurement until the time the new Press Ganey survey processes are functional. Press Ganey will replace PRC as our new vendor. The Press Ganey contract took longer than expected and therefore this extension for PRC is needed as there cannot be a gap in the survey data as the transition occurs to Press Ganey. There is also a need to access the data after termination ' 3 1 PRC as this new extension provides. This

extension will need to be retroactive to April 1, 2020 so there is not a gap in the April-June 2020 quarter.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved this renewal and amendment No. 3 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. This renewal and amendment No. 3 has also been reviewed and approved by NMC's Finance Committee on February 27, 2020 and by its Board of Trustees on March 13, 2020.

FINANCING:

The cost for this renewal and amendment No. 3 is \$18,310, \$9,158 of which has been 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:

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: Dr Charles Harris, Quality Administrator, 783-2785
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

FINANCIAL STATEMENTS

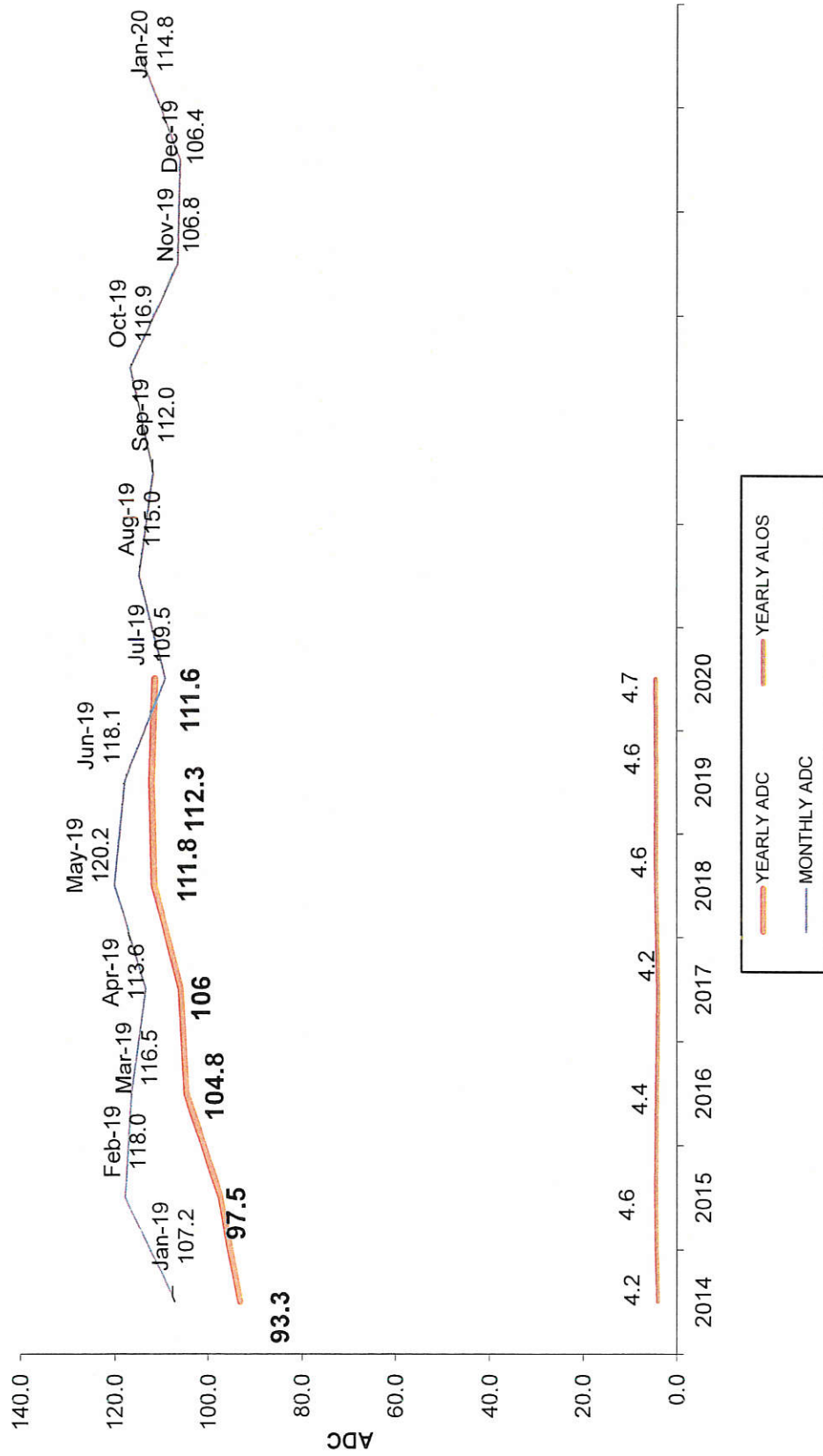
JANUARY 31, 2020

FINANCIAL STATEMENTS

JANUARY 31, 2020

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NATIVIDAD STATISTICAL REPORT JANUARY 31, 2020

Month-To-Date					Year-To-Date					
11-19	12-19	01-20	Budget		Budget	Current	Prior Yr	%		
PT DAYS BY SERVICE					STAFFED BEDS					
					CY/PT					
1	152	194	199	290	NICU	15	2,012	1,428	1,874	-23.80%
2	1,427	1,499	1,605	1,360	Med/Surg	61	9,434	10,790	9,423	14.51%
3	196	209	202	221	ICU	10	1,533	1,355	1,526	-11.21%
4	48	69	75	76	Peds	12	526	396	516	-23.26%
5	704	706	706	686	Acute Rehab	24	4,758	4,918	4,736	3.84%
6	254	251	308	350	OB/Gyn	27	2,428	1,912	2,369	-19.29%
7	2,781	2,928	3,095	2,983	TOTAL ACUTE	149	20,691	20,799	20,444	1.74%
8	422	369	464	426	Psychiatric	19	2,956	3,203	2,965	8.03%
9	3,203	3,297	3,559	3,409	TOTAL DAYS	168	23,647	24,002	23,409	2.53%
10	250	263	294	303	Nursery	18	2,101	1,989	2,098	-5.20%
AVERAGE DAILY CENSUS										
11	69.2	71.7	77.1	74.1	Acute	125	74.1	73.9	73.1	1.09%
12	23.5	22.8	22.8	22.1	Acute Rehab	24	22.1	22.9	22.0	4.09%
13	14.1	11.9	15.0	13.7	Psychiatric	19	13.7	14.9	13.8	7.97%
14	106.8	106.4	114.8	110.0	TOTAL	168	110.0	111.6	108.9	2.48%
15	8.3	8.5	9.5	9.8	Nursery	18	9.8	9.3	9.8	-5.10%
PERCENTAGE OF OCCUPANCY										
16	55.4%	57.4%	61.7%	59.3%	Acute		59.3%	59.1%	58.5%	1.1%
17	97.9%	95.0%	95.0%	92.1%	Acute Rehab		92.1%	95.4%	110.0%	-13.3%
18	74.2%	62.6%	78.9%	72.1%	Psychiatric		72.1%	78.4%	72.6%	8.0%
19	63.6%	63.3%	68.3%	65.5%	TOTAL		65.5%	66.4%	66.4%	0.0%
20	46.1%	47.2%	52.8%	54.4%	Nursery		54.4%	51.7%	54.4%	-5.1%
ADMISSIONS										
21	556	620	641	619	Acute		4,293	4,290	4,350	-1.38%
22	52	50	58	54	Acute Rehab		374	392	383	2.35%
23	62	60	61	62	Psychiatric		430	435	437	-0.46%
24	670	730	760	735	TOTAL		5,097	5,117	5,170	-1.03%
25	145	162	177	180	Nursery		1,248	1,192	1,253	-4.87%
26	151	166	183	203	Deliveries		1,407	1,216	1,298	-6.32%
DISCHARGES										
27	573	627	642	619	Acute		4,293	4,385	4,459	-1.66%
28	52	50	56	54	Acute Rehab		374	389	377	3.18%
29	69	63	53	62	Psychiatric		430	434	434	0.00%
30	694	740	751	735	TOTAL		5,097	5,208	5,270	-1.18%
31	134	143	157	180	Nursery		1,248	1,078	1,129	-4.52%
AVERAGE LENGTH OF STAY										
32	4.8	4.5	4.7	4.6	Acute(Hospital wide no babies)		4.6	4.7	4.5	4.44%
33	13.5	14.1	12.2	12.7	Acute Rehab		12.7	12.5	12.4	0.81%
34	2.9	2.8	2.9	2.5	OB/Gyn		2.5	2.7	2.5	8.00%
35	6.8	6.2	7.6	6.9	Psychiatric		6.9	7.4	6.8	8.82%
36	1.7	1.6	1.7	1.7	Nursery		1.7	1.7	1.7	0.00%
OUTPATIENT VISITS										
37	4,320	4,224	4,737	5,132	Emergency Room		31,572	31,482	30,245	4.09%
38	507	576	525	580	ER Admits		4,022	3,896	3,935	-0.99%
39	75.7%	78.9%	69.1%	78.9%	ER Admits as a % of Admissions		78.9%	76.1%	76.1%	0.03%
40	5,483	5,245	5,245	6,236	Clinic Visits		43,250	41,726	42,944	-2.84%
ANCILLARY PROCEDURES BILLED										
41	44,470	46,396	49,280	47,506	Lab Tests		329,478	335,887	326,657	2.83%
42	3,255	3,305	3,545	3,035	Radiology Procedures		21,049	24,444	24,334	0.45%
43	184	172	186	212	MRI Procedures		1,470	1,425	1,395	2.15%
44	169	119	176	136	Nuclear Med Procedures		944	1,050	869	20.83%
45	1,019	1,000	1,122	1,058	Ultrasound Procedures		7,338	7,852	7,506	4.61%
46	1,734	1,620	1,484	1,532	CT Scans		10,626	12,426	10,554	17.74%
47	379	395	396	351	Surgeries		2,457	2,687	2,511	7.01%
48	8.35	8.67	7.97	8.22	FTE'S PER AOB		8.22	8.04	8.29	-3.02%
49	1,293.4	1,300.2	1,308.2	1,283.9	TOTAL PAID FTE'S		1,283.9	1,295.1	1,293.2	0.14%
50	4,644	4,663	5,089	4,841	ADJUSTED PATIENT DAYS		33,579	34,628	33,542	3.24%

NATIVIDAD
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
REVENUE													
Patient Revenue:													
1 Inpatient	\$ 65,854,051	\$ 72,341,082	\$ 67,257,457	\$ 75,659,222	\$ 63,147,291	\$ 64,026,894	\$ 69,712,907	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 477,989,304
2 Pro Fees	2,153,024	2,037,495	1,878,816	1,257,520	2,034,643	2,486,128	2,331,276	-	-	-	-	-	14,178,852
3 Outpatient	29,931,254	35,081,441	32,244,876	32,779,596	29,330,235	27,556,271	30,974,317	-	-	-	-	-	217,897,990
4 Total Patient Revenue	97,938,329	109,460,018	101,381,549	109,696,338	94,512,169	94,069,293	103,018,450	-	-	-	-	-	710,076,146
Deductions from revenue:													
5 Contractual Deductions	71,383,900	82,425,846	76,932,095	79,951,351	69,978,973	71,723,040	79,261,910	-	-	-	-	-	531,667,115
6 Bad Debt	4,584,691	3,579,270	3,104,949	3,986,629	4,349,338	3,221,535	2,172,931	-	-	-	-	-	25,002,343
7 Unable to Pay	293,627	355,052	350,127	477,892	429,310	540,848	464,711	-	-	-	-	-	2,912,517
8 Total Contractual Discounts	76,272,218	86,355,168	80,387,171	84,425,822	74,757,621	75,485,423	81,899,562	-	-	-	-	-	559,581,975
9 Net Patient Revenue	21,666,111	23,105,850	20,994,378	25,270,516	19,754,546	18,583,870	21,118,896	-	-	-	-	-	150,494,171
10 As a Percent of Gross Revenue	22.12%	21.11%	20.71%	23.04%	20.90%	19.76%	20.50%	0.00%	0.00%	0.00%	0.00%	0.00%	21.19%
Total Government Funding													
11 Other Operating Revenue:	4,966,417	5,146,012	4,943,339	5,385,312	4,977,335	6,504,587	5,025,642	-	-	-	-	-	36,948,644
12 Rent Income	109,276	120,775	115,026	115,027	115,024	115,025	115,026	-	-	-	-	-	805,179
13 Interest Income	126,000	124,951	257,246	169,399	717,456	169,399	704,233	-	-	-	-	-	2,268,684
14 NMF Contribution	60,000	60,000	59,000	60,984	59,016	60,984	60,984	-	-	-	-	-	420,968
15 Other Income	305,431	371,398	375,833	371,410	425,942	289,566	341,429	-	-	-	-	-	2,461,009
16 Total Other Operating Revenue	600,707	677,124	807,105	716,820	1,317,438	634,974	1,221,672	-	-	-	-	-	5,975,840
17 TOTAL REVENUE	27,233,235	28,928,986	26,744,822	31,372,648	26,049,321	25,723,431	27,366,212	-	-	-	-	-	193,418,655
EXPENSE													
18 Salaries, Wages & Benefits	15,311,219	15,090,278	15,286,283	15,272,565	14,764,401	15,578,250	15,216,008	-	-	-	-	-	106,519,004
19 Registry	259,208	353,700	272,544	415,366	342,761	416,050	308,501	-	-	-	-	-	2,378,120
20 Phys/Residents SWB & Contract Fees	3,470,366	3,290,181	3,454,614	3,180,055	3,266,407	3,460,459	3,502,201	-	-	-	-	-	23,634,323
21 Purchased Services	2,909,487	3,571,154	2,550,468	3,970,538	2,676,081	2,411,736	2,840,275	-	-	-	-	-	20,631,719
22 Supplies	2,242,954	2,498,568	1,879,603	2,404,576	2,111,566	1,751,105	2,217,801	-	-	-	-	-	15,106,184
23 Insurance	239,400	239,400	239,359	239,400	239,400	239,399	239,399	-	-	-	-	-	1,675,798
24 Utilities and Telephone	317,694	313,723	270,609	328,142	342,694	230,795	223,053	-	-	-	-	-	2,086,870
25 Interest Expense	196,025	196,027	196,025	196,026	196,025	196,026	196,026	-	-	-	-	-	1,372,180
26 Depreciation & Amortization	1,016,168	1,017,712	1,016,795	1,008,320	911,726	910,134	908,966	-	-	-	-	-	6,789,841
27 Other Operating Expense	438,314	509,005	519,697	500,258	547,712	263,876	585,460	-	-	-	-	-	3,364,522
28 TOTAL EXPENSE	26,400,824	27,091,749	25,686,437	27,225,236	25,398,753	25,517,871	26,237,690	-	-	-	-	-	183,556,561
29 NET INCOME(LOSS)	832,411	1,837,237	1,058,385	4,147,412	650,568	205,560	1,128,522	-	-	-	-	-	9,860,094
Normalization for Extraordinary Items													
30 Interest Anthem Arbitration	-	-	-	-	-	-	-	-	-	-	-	-	-
31 Anthem Arbitration Payment	-	-	-	-	-	-	-	-	-	-	-	-	-
32 Medical FFS Settlement FY09-10	-	-	-	(1,679,166)	-	(6,250)	(6,250)	-	-	-	-	-	(1,679,166)
33 Metro Settlement	-	-	-	-	(6,250)	(6,250)	(6,250)	-	-	-	-	-	(18,750)
34 Total Extraordinary Items	-	-	-	(1,679,166)	(6,250)	(6,250)	(6,250)	-	-	-	-	-	(1,697,916)
35 NET INCOME BEFORE Extraordinary Items	\$ 832,411	\$ 1,837,237	\$ 1,058,385	\$ 2,468,246	\$ 644,318	\$ 199,310	\$ 1,122,272	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 8,162,178
CAPITAL CONTRIBUTIONS													
36 County Contribution	-	-	-	-	-	-	-	-	-	-	-	-	-
37 CHANGE IN NET ASSETS	\$ 832,411	\$ 1,837,237	\$ 1,058,385	\$ 4,147,412	\$ 650,568	\$ 205,560	\$ 1,128,522	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 9,860,094

NATIVIDAD

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STATEMENT OF REVENUES AND EXPENSES & CHANGES IN NET ASSETS PER ADJUSTED PATIENT DAY
AS OF JANUARY 31, 2020

NATIVIDAD

		CURRENT MONTH				YEAR -TO -DATE			
		Budget		Variance fav. (unfav)		Budget		Variance fav. (unfav)	
		Actual		\$ VAR.	% VAR	Actual		\$ VAR.	% VAR
		5,089	4,842	247	5.1%	34,628	33,579	1,049	3.1%
				REVENUE					
				ADJUSTED PATIENT DAYS					
		Patient Revenue:							
1	\$	13,698	\$ 14,571	\$ (872)	(6.0) %	\$	13,804	\$ 14,571	\$ (768)
2		458	368	90	24.5		409	368	41
3		6,086	6,478	(392)	(6.1)		6,292	6,479	(186)
4		20,243	21,417	(1,174)	(5.5)		20,506	21,418	(912)
5		15,575	16,218	643	4.0		15,354	16,224	871
6		427	539	112	20.8		722	534	(188)
7		91	109	18	16.4		84	109	25
8		16,093	16,866	773	4.6		16,160	16,867	707
9		4,150	4,551	(401)	(8.8)		4,346	4,551	(205)
10		20.50%	21.25%				21.19%	21.25%	
11		988	1,043	(55)	(5.3)		1,067	1,043	24
		Total Government Funding							
		Other Operating Revenue:							
12		23	30	(7)	(24.2)		23	25	(2)
13		138	35	103	295.5		50	35	15
14		12	13	(1)	(4.9)		12	13	(1)
15		67	56	11	20.3		88	61	27
16		240	133	107	80.3		173	133	39
17		5,377	5,727	(350)	(6.1)		5,586	5,727	(142)
		TOTAL REVENUE							
		EXPENSE							
18		2,990	3,168	178	5.6		3,075	3,168	92
19		61	62	1	2.1		69	62	(7)
20		688	703	15	2.1		683	703	20
21		558	668	110	16.5		596	668	73
22		436	469	33	7.1		436	469	33
23		47	47	0	0.8		48	47	(1)
24		44	58	15	25.0		60	58	(2)
25		39	42	3	8.0		40	42	2
26		179	211	33	15.4		196	211	15
27		115	104	(11)	(10.9)		97	104	7
28		5,156	5,533	377	6.8		5,301	5,533	232
		TOTAL EXPENSE							
29		222	194	27	14.1		285	194	90
		NET INCOME(LOSS)							
30									
		CAPITAL CONTRIBUTIONS							
31		-	-	-	-		-	-	-
32		-	-	-	-		-	-	-
33		-	-	-	-		-	-	-
		County Contribution							
34	\$	222	\$ 194	\$ 27	14 %	\$	285	\$ 194	\$ 90
		CHANGE IN NET ASSETS							
		46,550 %							
		509							

	CURRENT MONTH			% CHG.
	BEGINNING	ENDING	INC/(DEC)	
1	\$ 62,617,309	\$ 72,398,581	\$ 9,780,872	15.6
2	3,200,000	3,200,000	-	-
3	38,656,018	37,380,359	(1,275,659)	(3.3)
4	33,872,771	27,419,144	(6,453,627)	(19.1)
5	4,885,943	4,915,629	29,686	0.6
6	5,241,174	5,233,631	(7,543)	(0.1)
7	148,473,715	150,547,444	2,073,729	1.4
8				
9	310,945,109	312,695,739	1,750,630	0.6
10	(191,996,583)	(192,905,643)	(908,960)	(0.5)
11	118,948,426	119,790,096	841,670	0.7
12	191,590,461	191,885,844	295,383	0.2
13	-	-	-	-
14	-	-	-	-
15	166,036	166,036	-	-
16	\$ 459,178,638	\$ 462,389,420	\$ 3,210,782	0.7
17	23,260,295	23,296,468	36,173	0.2
18	7,151,778	10,887,090	3,735,312	52.2
19	39,947,963	39,679,383	(268,580)	(0.7)
20	3,888,614	3,888,614	-	-
21	14,479,557	13,075,389	(1,404,168)	(9.7)
22	88,728,207	90,826,944	2,098,737	2.4
23	-	-	-	-
24	-	-	-	-
25	33,822,292	33,805,815	(16,477)	(0.0)
26	33,822,292	33,805,815	(16,477)	(0.0)
27	327,896,566	327,896,566	-	-
28	8,731,573	9,860,095	1,128,522	(12.9)
29	336,628,139	337,756,661	1,128,522	0.3
30	\$ 459,178,638	\$ 462,389,420	\$ 3,210,782	0.7

CURRENT ASSETS	
CASH	
SEASIDE CLINICS CASH RESERVE FUND	
ACCOUNTS RECEIVABLE NET	
STATE/COUNTY RECEIVABLES	
INVENTORY	
PREPAID EXPENSE	
TOTAL CURRENT ASSETS	
PROPERTY, PLANT & EQUIPMENT	
LESS: ACCUMULATED DEPRECIATION	
NET PROPERTY, PLANT& EQUIPMENT	
OTHER ASSETS	
INVESTMENTS	
HELD FOR CONSTRUCTION	
ACCURED INTEREST RECEIVABLE	
FUNDS IN TRUST	
TOTAL INVESTMENTS	
TOTAL ASSETS	
CURRENT LIABILITIES	
ACCURED PAYROLL	
ACCOUNTS PAYABLE	
MCARE/MEDICAL LIABILITIES	
CURRENT PORTION OF DEBT	
OTHER ACCRUALS	
TOTAL CURRENT LIABILITIES	
LONG TERM LIABILITIES	
CAPITAL LEASE	
UN EARNED CONTRIBUTIONS	
LONG TERM PORTION OF C.O.P's	
TOTAL LONG TERM DEBT	
FUND BALANCES	
ACCUMULATED FUND	
CHANGE IN NET ASSETS	
TOTAL FUND BALANCES	
TOTAL LIAB. & FUND BALANCES	

NATIVIDAD
STATE AND COUNTY RECEIVABLES

AS OF 01/31/20

BALANCE SHEET

	Req. Balance	Accruals	Reversals and Reclasses	Medi-Cal Waiver	GPP /PRIME	IGT	Payments	Ending Balance
Medi-Cal Waiver (DSH +SNCP)	\$ 12,591,967	14,224,729				33,650,486	(62,351,437)	(1,884,255)
Hospital Fee	-	551,573					(298,129)	253,444
Rate Range IGT-CCAH-	8,246,935	6,363,385						14,610,320
MCMC EPP	7,864,243	5,880,467				3,980,513	(11,844,756)	5,880,467
MCMC QIP	17,797,590	5,123,807				8,223,369	(26,020,959)	5,123,807
SB1732	666,674	2,264,344					(3,488,251)	(557,233)
AB 915	-	2,090,164						2,090,164
A/R Office Buildings	85,042	805,181					(841,229)	48,994
A/R Manco Abbott	(39,159)						(39,159)	
Interest Accrued Positive Cash	-	1,180,329	553,521				(1,733,850)	-
Accrued Donations	937,359	420,969					(21,236)	1,337,092
A/R Jail-PG&E	316,260	574,112	215,532				(1,047,235)	58,669
Health Department	42,970	980,000	62,133				(586,562)	498,541
Ryan White & EIP A/R	-	145,147					(146,854)	(1,707)
STATE RECEIVABLES	\$ 48,509,882	\$ 40,604,207	\$ 831,186	\$ -	\$ -	\$ 45,854,368	\$ (108,380,498)	\$ 27,419,144

P & L

	YTD Jan-20
Medi-Cal DSH /SNCP/PHYS SPA	\$ 9,158,062
PRIME Y5	5,066,667
Rate Range IGT-CCAH-	6,363,385
Esperanza Care	(1,166,669)
HPE	454,454
Hospital Fee	551,573
MCMC EPP	5,880,467
HD Residency Support	(290,303)
MCMC QIP	5,123,807
AB915	2,090,164
Medicare GME	1,229,965
SB 1732	2,264,344
Ryan White & SAMHSA GRANTS	222,729
GOVERNMENT FUNDING INCOME	\$ 36,948,645

NATIVIDAD

STATEMENT OF CASH FLOWS

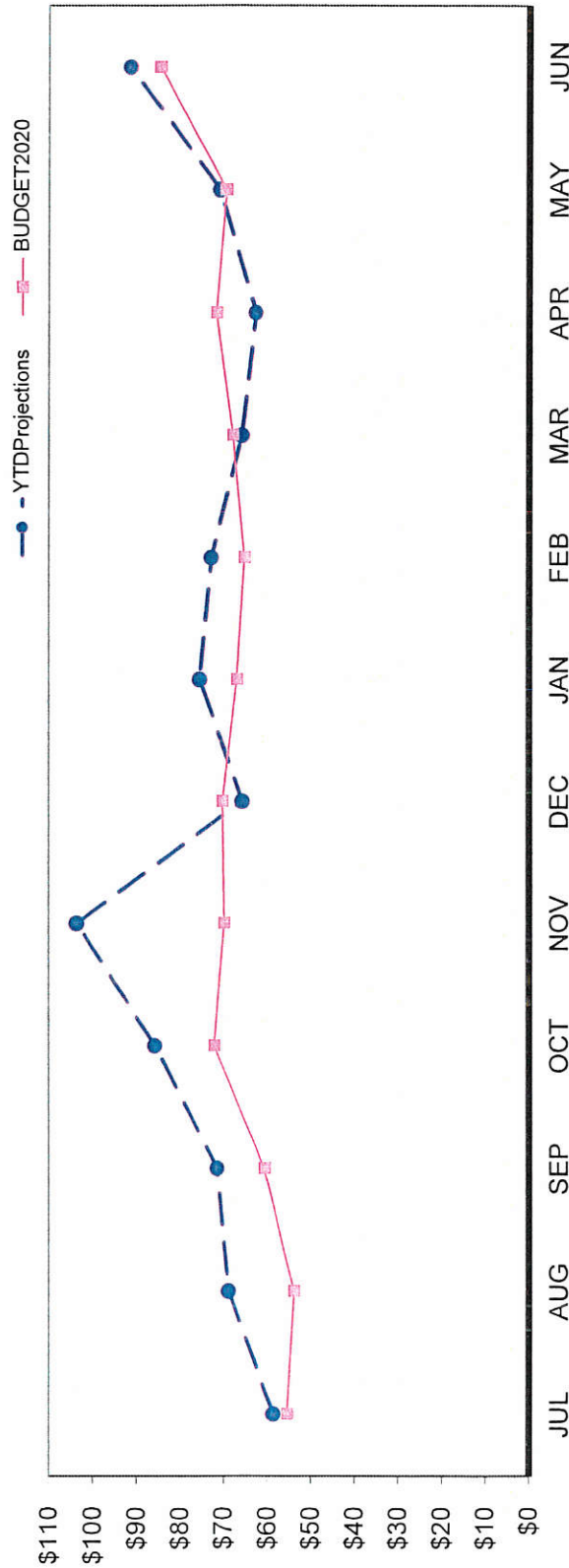
AS OF JANUARY 31, 2020

	CURRENT MONTH	YEAR - TO - DATE
1	\$ 65,817,809	\$ 61,516,366
2		
3	1,128,522	9,860,094
4	-	-
5	908,960	6,235,612
6	2,037,482	16,095,706
7		
8	1,275,659	8,256,434
9	6,453,627	21,090,738
10	(22,143)	(941,023)
11	36,173	6,262,043
12	3,735,312	3,165,691
13	(268,580)	(558,389)
14	-	694,989
15	(1,404,168)	1,511,901
16	9,805,880	39,482,384
17		
18		
19	(1,750,630)	(5,845,886)
20	-	-
21	(1,750,630)	(5,845,886)
22		
23	(16,477)	(4,549,494)
24	(295,383)	(31,098,010)
25	-	(2,385)
26	(311,860)	(35,649,889)
27	9,780,872	14,082,315
28	\$ 75,598,681	\$ 75,598,681

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	9,135,000	1,375,000
QIP	8,825,000	8,825,000	
HPE	-	454,454	454,454
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>\$ 61,781,804</u>	<u>\$ 2,184,808</u>

Cash Flow Performance Fiscal Year 2020 (in Millions)



Months	ACTUAL	Jul	Aug	Sep	Oct	Nov	Dec	JAN	FEB	MAR	APR	MAY	JUN
YTD	58.8	68.8	71.6	85.9	103.7	65.8	75.6	73.0	66.0	62.9	71.9	71.0	91.4
BDGT	55.5	53.9	60.7	72.3	70.0	70.4	67.1	65.5	68.1	71.9	69.6	69.6	84.8
Variance	3.3	14.9	10.8	13.6	33.7	(4.6)	8.5	7.5	(2.1)	(9.0)	1.4	1.4	6.7

NATIVIDAD
CASH FORECAST
FISCAL YEAR 2020

	ACTUAL JUL	ACTUAL AUG	ACTUAL SEP	ACTUAL OCT	ACTUAL NOV	ACTUAL DEC	ACTUAL JAN	ESTIMATE FEB	ESTIMATE MAR	ESTIMATE APR	ESTIMATE MAY	ESTIMATE JUN	Total YTD
Beginning Balance	61,471,012	58,737,619	88,796,379	71,555,236	85,861,277	103,661,147	65,809,163	75,594,060	72,979,979	65,985,969	62,867,623	71,040,107	61,471,012
CASH RECEIPTS													
Parent Revenues (net pro fees and lab cap)	23,474,346	20,651,651	23,418,875	25,245,002	21,948,376	19,531,539	22,158,644	21,680,000	21,680,000	21,680,000	21,680,000	21,680,000	264,848,433
Provider Fee						18,860	279,169	79,167	79,167	79,167	79,167	79,163	893,960
RR LGT CCAH													10,959,996
SHORT DOYLE		190,996	363,820	440,972	407,195	365,683	329,120	173,460	173,460	173,460	173,460	173,454	2,995,080
HIV GRANTS		40,336	19,704	25,586	25,310	17,869	22,871	20,833	20,833	20,833	20,833	20,833	265,971
HEALTH DEPARTMENT RET/MB						567,613		141,667	141,667	141,667	141,667	141,667	1,295,548
GPP Y5				7,090,578			10,748,662						26,818,860
AB915													3,600,000
Phos SPA													800,000
GPP FY18-19			16,478										800,000
COP													579,327
EP													26,000,959
SB239/Prop 56													22,844,755
HFE	58,751				45,028								454,453
GPP's Fund Rec'n				334,084									5,926,580
PRIME					17,134,078								26,704,741
MCAL FFS Final Settlement													1,679,188
SB1732			1,073,143	606,023		2,925,402							3,625,402
GPP YA Q4				8,796,960									8,796,960
JUNE 81 WEEKLY	112,867	171,892	112,667	112,667	112,667	257,838	171,892	171,892	171,892	171,892	171,892	171,892	1,970,975
Rent Income	160,163		56,714	135,307	168,305	183,383	109,834	115,025	109,834	109,834	109,834	109,834	1,365,057
CCAH MACE to Cost FY15-16 & FY16-17													
Fund 404 Transfer													
LGT Sub-Fund Transfer-In (Out)	9,246,698	2,953,338	9,411,050	(21,814,932)				4,043,121	7,081,194	6,039,269	4,827,459	7,308,957	29,300,000
Interest Income				1,061,717			862,137	500,000	500,000	5,300,000	4,000,000	4,000,000	9,296,154
Miscellaneous Revenue	127,486		352,890	281,244	290,480		359,150	156,310	156,310	156,310	156,310	156,310	2,928,854
Total Cash Receipts	33,562,787	42,785,968	34,884,566	60,360,922	40,141,437	23,918,417	35,081,479	26,581,475	30,114,357	28,572,432	43,620,618	59,581,730	459,246,218
CASH DISBURSEMENTS													
Purchased Services and Supplies	11,168,258	5,299,775	6,744,084	10,428,431		8,588,099	6,856,201	6,897,203	6,897,203	6,897,203	6,897,203	6,897,203	87,705,802
PRIME LGT	6,206,331												6,206,331
LGT SFY2017-18 GPP	2,961,367												2,961,367
LGT GPP Y5 & GPP YA Q4			9,411,050			8,425,774				5,300,000			21,136,824
LGT COP													8,223,369
LGT EP													7,890,513
Building Lease / Rental Equipment	251,890	251,890	262,281	262,281	272,369	252,295	247,223	262,281	262,281	262,281	262,281	262,281	3,119,334
COP Principal & Interest Payments			4,534,220					801,468	16,690,359	16,690,359	16,690,359	16,690,359	195,059,581
Payroll and Benefits	14,366,412	14,564,487	15,410,598	14,741,724	14,741,724	14,852,553	16,218,232	16,690,359	16,690,359	16,690,359	16,690,359	16,690,359	2,000,000
Esperanza Care	36,744			46,758	96,919	315,552	18,888	244,155	244,155	244,155	244,155	244,155	5,016,172
COWCAP								3,344,115					1,672,057
FY19-20 MH ROU			101,893	132,671	120,061		102,181	268,090	268,090	268,090	268,090	268,090	458,906
Data Processing			102,360	204,761	103,144		102,494						2,055,736
PRIME LGT				8,587,039			31,095,454						8,587,039
Transfer From 451 to 404 & LGT Fund								4,043,121	7,081,194	6,039,269	4,827,459	7,308,957	31,095,454
Capital Expenditures Fund 404								970,347	1,699,482	1,448,421	1,159,587	1,754,142	29,300,000
Total Cash Disbursements	1,248,188	32,727,228	32,125,709	46,074,681	22,341,567	61,770,401	25,296,592	29,195,556	37,108,367	31,670,778	35,468,134	39,181,608	429,277,001
Increase/(Decrease)	(2,733,393)	10,059,760	2,759,857	14,366,041	17,799,870	(37,851,984)	9,784,897	(2,614,081)	(6,994,010)	(3,095,346)	8,152,484	20,400,122	29,969,217
Ending Cash Fund 451	58,737,619	68,796,379	71,555,236	85,961,277	103,661,147	65,809,163	75,594,060	72,979,979	65,985,969	62,867,623	71,040,107	91,440,229	91,440,229
(+) Cash In Transit													
(-) Credit Card Account	40,541	3,680	3,680	2,978	2,978	4,966	941						
(-) Petty Cash	3,680	1,859	8,247	450	7,721	3,680	3,680						
Ending Cash as per G/L	58,781,841	68,801,508	71,567,163	85,964,705	103,671,846	65,817,809	75,598,681	72,979,979	65,985,969	62,867,623	71,040,107	91,440,229	
Fund 404													
Beginning Balance	70,892,408	70,892,408	70,892,408	70,892,408	70,892,408	70,892,408	70,892,408	70,892,408	66,849,287	55,729,053	53,729,824	48,901,365	
Transfer In from Fund 451						11,095,454			(4,043,121)	(7,081,194)	(4,827,459)	(7,308,957)	
Transfer Out fund 404									59,768,093	53,729,824	48,901,365	41,592,408	
Ending Cash Fund 404	70,892,408	70,892,408	70,892,408	70,892,408	70,892,408	81,987,862	70,892,408	66,849,287	59,768,093	53,729,824	48,901,365	41,592,408	
Ending Cash Fund 451 & 404	129,630,028	139,688,787	142,447,644	156,753,685	174,553,555	147,797,025	146,486,468	139,829,266	125,754,062	118,516,447	119,941,472	133,032,637	