



Finance Committee Meeting 2020

May 8, 2020



Finance Committee Meeting

Friday, May 8, 2020

8:30 AM

***** TELEPHONIC MEETING *****

AGENDA

IMPORTANT NOTICE Regarding COVID 19

Based on guidance from the California Department of Public Health and the California Governor's Office, in order to minimize the spread of the COVID-19 virus, Natividad Medical Center ("Natividad") Finance Committee meetings will be held entirely by telephone conference. There will be no physical location for these meetings. Committee Members shall participate in the meeting by telephone conference. To participate in this Natividad Finance Committee meeting, the public are invited to observe and address the Committee telephonically.

To attend the Finance Committee meeting by telephone conference, please call in at 888-636-3807, participant code 6881183.

1. If a member of the public wishes to comment on a particular agenda item, the public is strongly encouraged to submit their comments in writing via email to the Natividad Finance Committee at Natividadpubliccomments@natividad.com by 2:00 p.m. on the Thursday prior to the Committee meeting. To assist Natividad staff in identifying the agenda item to which the comment relates, the public is requested to indicate the Committee date and agenda number in the subject line. Comments received by the 2:00 p.m. Thursday deadline will be distributed to the Committee and will be placed in the record.
2. Members of the public wishing to comment on a specific agenda item while the matter is being heard may participate by any of the following means:
 - a. When the Chair calls for public comment on an agenda item, the Secretary of the Committee or his or her designee will first ascertain who wants to testify (among those who are in the meeting telephonically) and will then call on speakers one at a time. Public speakers will be broadcast in audio form only.
 - b. If speakers or other members of the public have documents they wish to distribute to the Committee for an agenda item, they are encouraged to submit such documents by 2:00 p.m. on Tuesday before the meeting to: Natividadpubliccomments@natividad.com. To assist staff in identifying the agenda item to which the comment relates, the public is requested to indicate the Committee date and agenda number in the subject line.
 - c. If members of the public want to present documents/Power Point presentations while speaking, they should submit the document by 2:00 p.m. on Thursday before the meeting at Natividadpubliccomments@natividad.com (If submitted after that deadline, staff will make best efforts, but cannot guarantee, to make it available to present at the Committee meeting.)
 - d. While the matter is being heard, a member of the public may submit a comment via email, preferably limited to 250 words or less, to the Secretary of the Committee at Natividadpubliccomments@natividad.com. To assist staff in identifying the agenda item to which the comment relates, the public is requested to indicate the Committee date and agenda number in the subject line. If the comment is received prior to close of public comment on an agenda item, every effort will be made to read the comment into the record, but some comments may not be read out loud due to time limitations or length of the comment (if the comment exceeds 250 words).

Comments received prior to the close of the public comment period on an agenda item will be made part of the record for that item.

3. Members of the public who wish to make a general public comment for items not on the day's agenda may submit their comment via email, preferably limited to 250 words or less, to the Secretary of the Committee at Natividadpubliccomments@natividad.com. The Committee date and "general comment" should be indicated in the subject line. The comment will be placed in the record for the meeting, and every effort will be made to read the comment into the record at the appropriate time on the agenda.
4. Individuals with disabilities who desire to request a reasonable accommodation or modification to observe or participate in the meeting may make such request by sending an email to Natividadpubliccomments@natividad.com. The request should be made no later than noon on the Wednesday prior to the Committee meeting in order to provide time for Natividad to address the request.
5. The Chair and/or Secretary may set reasonable rules as needed to conduct the meeting in an orderly manner.

Call to Order

Marcia Atkinson, Chair

Roll Call

Noemi Ferguson

Public Comments (Limited 3 minutes per speaker)

This portion of the meeting is reserved for persons to address the Natividad Finance Committee on any matter not on this agenda but under the jurisdiction of the Committee. Committee 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 Committee at a future meeting.

Agenda Additions/Corrections

Noemi Ferguson

Approval of Minutes

1. Approve the Minutes of April 10, 2020 with correction to revised schedule of regular meetings of the Finance Committee for the following months of calendar year 2020 - April, May, June, and July dates should read Friday not Thursday meeting dates. *Pages 6-11*

Consent Items

2. Approve for consideration by the NMC Board of Trustees the Items in Attachment A. *Pages 12-41*

Scheduled Items/Discussion Items

3. 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) to execute the Professional and Call Coverage Services Agreement with Central Coast Nephrology to provide nephrology services at NMC for an amount not to exceed \$500,000 for the period July 1, 2020 to June 30, 2022; and
 - b. Authorize the Deputy Purchasing Agent for NMC to sign up to three (3) amendments to this agreement where the total amendments do not exceed 10% (\$50,000) of the original contract amount and do not significantly change the scope of work. *Pages 42-43 (Dr. Craig Walls)*
4. 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) to execute the Professional and Call Coverage Services Agreement with Joel Weinstein MD to provide general surgery services at NMC for an amount not to exceed \$800,000 for the period July 1, 2020 to June 30,

2022; and

- b. Authorize the Deputy Purchasing Agent for NMC to sign up to three (3) amendments to this agreement where the total amendments do not exceed 10% (\$80,000) of the original contract amount and do not significantly change the scope of work. *Pages 44-45 (Dr. Craig Walls)*

Review and Approve Financial Report

5. Receive and Approve March 2020 Financial Report. *Pages 46-58*

Daniel Leon, CFO

Adjournment

NEXT FINANCE COMMITTEE MEETING:

Friday, June 12, 2020 at 8:30 AM.

***** TELEPHONIC MEETING *****

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 Finance Committee as required by the Ralph M. Brown Act, Section 54954.1. Upon receipt of a written request, The clerk to the Natividad Medical Center Finance Committee 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
Friday, May 8, 2020
Consent Items

Attachment A

1. <i>Pages 12-13</i>	Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 3 to the agreement (A-13703) with Kit Check, Inc. for scanning equipment and web-based software to automate the pharmacy kit processing at NMC, extending the agreement an additional two (2) year period (August 15, 2020 through August 14, 2022) for a revised full agreement term of August 15, 2014 through August 14, 2022, and adding \$100,000 for a revised total agreement amount not to exceed \$326,000.
2. <i>Pages 14-15</i>	Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement with Bard Medical Division C.R. Bard, Inc. for purchase of medical device products and support services, adding \$60,424 for a revised total agreement amount not to exceed \$130,424, with no change to the term of the agreement May 1, 2018 through April 23, 2023.
3. <i>Pages 16-17</i>	Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement with R1 RCM Inc. for billing and claim denial appeal services, adding \$40,000 for a revised total agreement amount not to exceed \$140,000 with no changes to agreement term.
4. <i>Pages 18-19</i>	Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 3 to the agreement (A-14440) with Applied Statistics & Management Inc. for subscription to access web-based medical staff database services for verifying and tracking medical care provider licenses, extending the agreement an additional five (5) year period (July 1, 2020 through June 30, 2025) for a revised full agreement term of July 1, 2015 through June 30, 2025, and adding \$159,188 for a revised total agreement amount not to exceed \$271,822.
5. <i>Pages 20-21</i>	a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement (A-13725) with DrFirst.com Inc. (DrFirst) for the continued use of EPCS Gold software license that provides an electronic prescribing system, extending the agreement an additional three (3) year period (July 1, 2020 through June 30, 2023) for a revised full agreement term of July 1, 2017 through June 30, 2023, and adding \$249,000 for a revised total agreement amount not to exceed \$516,060.
6. <i>Pages 22-23</i>	a. Authorize payment to Medical Information Technology, Inc. (MEDITECH) for routine maintenance services on the various MEDITECH software system modules implemented at Natividad Medical Center for an amount not to exceed \$341,127, as well as funds to cover fees for new interfaces and enhancements not to exceed \$48,873. The total for this agreement shall not exceed \$390,000 for the period of July 01, 2020 through June 30, 2021.
7. <i>Pages 24-25</i>	a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement (A-14062) with Modular Devices, Inc. for the lease of a mobile computerized tomography (CT) unit, a mobile angiography/interventional radiology lab (IR) unit, and a mobile magnetic resonance imaging (MRI) unit at NMC, extending the agreement an additional eleven (11) month period (August 1, 2020 through June 30, 2021) for a revised full agreement term of August 1, 2018 through June 30, 2021, and adding \$917,000 for a revised total agreement amount not to exceed \$3,785,000.
8. <i>Pages 26-27</i>	a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with Society of Hospital Medicine for glycemic control data collection and reporting services at NMC for an amount not to exceed \$7,500 with an agreement term of June 9,

	<p>2020 through June 8, 2022.</p> <p>b. Approve the NMC Chief Executive Officer's recommendation to accept non-standard indemnification, limitations on liability, and limitations on damages provisions within the agreement.</p>
<p>9. <i>Pages 28-29</i></p>	<p>Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the Third Amendment to the Professional and Call Coverage Services Agreement (A-14-299) with Cardiopulmonary Associates Medical Group (CPA) to provide pulmonary medicine and critical care services, extending the term by twenty-four months (July 1, 2020 to June 30, 2022) and adding \$200,000, for a revised total not to exceed amount of \$400,000.</p>
<p>10. <i>Pages 30-31</i></p>	<p>a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) to execute the Professional and Call Coverage Services Agreement with Monterey Bay GI Consultants to provide gastroenterology services at NMC for an amount not to exceed \$500,000 for the period July 1, 2020 to June 30, 2022; and</p> <p>b. Authorize the Deputy Purchasing Agent for NMC to sign up to three (3) amendments to this agreement where the total amendments do not exceed 10% (\$50,000) of the original contract amount and do not significantly change the scope of work.</p>
<p>11. <i>Pages 32-33</i></p>	<p>a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with Certified Medical Testing for repair, maintenance and testing of piped medical gas and vacuum systems at NMC for an amount not to exceed \$181,400 with an agreement term July 1, 2020 through June 30, 2024.</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%) (\$18,400) of the original cost of the agreement.</p>
<p>12. <i>Pages 34-35</i></p>	<p>Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an Equipment Addition Amendment with Siemens Medical Solutions USA, Inc. to add to the previous Siemens extended warranties agreement per Proposal 1-O73OSY for new radiology equipment an additional one year Gold Service Contract for maintenance and repair services at a cost of \$26,804 for a one year term effective upon execution for the newly purchased nuclear medicine camera.</p>
<p>13. <i>Pages 36-37</i></p>	<p>a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the Second Amendment to the Professional Services Agreement (A-13218) with CEP America-California, a California General Partnership, d.b.a. Vituity to provide emergency medicine services at NMC, extending the term by twenty-four months (July 1, 2020 to June 30, 2022) for a revised full agreement term of July 2016 to June 30, 2022 and adding \$3,725,000, for a revised amount not to exceed \$10,301,277 in the aggregate; and</p> <p>b. Authorize the Deputy Purchasing Agent for NMC or his designee to sign up to three (3) amendments to this Agreement where the total amendments do not exceed 10% (\$301,266) of the original contract amount and do not significantly change the scope of work.</p>
<p>14. <i>Pages 38-39</i></p>	<p>a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the Second Amendment to the Professional and Call Coverage Services Agreement (13164) with Central Coast Head & Neck Surgeons to provide otolaryngology and audiology services at NMC, extending the term by twenty-four months (July 1, 2020 to June 30, 2022) for a full revised term of July 1, 2016 to June 30, 2022, and adding \$1,500,000 for a revised amount not to exceed \$4,500,000 in the aggregate; and</p> <p>b. Authorize the Deputy Purchasing Agent for NMC or his designee to sign up to three (3) amendments to this Agreement where the total amendments do not exceed 10% (\$150,000) of the original contract amount and do not significantly change the scope of work.</p>
<p>15. <i>Pages 40-41</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-14389) with Salinas Valley Radiologist Inc. to provide radiology services at NMC, extending the term by twelve months (July 1, 2020 to June 30, 2021) for a revised full agreement term of July 2019 to June 30, 2021 and adding \$800,000, for a revised amount not to exceed \$1,600,000 in the aggregate; and</p> <p>b. Authorize the Deputy Purchasing Agent for NMC or his designee to sign up to three (3) amendments to this Agreement where the total amendments do not exceed 10% (\$80,000) of the original contract amount and do not significantly change the scope of work.</p>



Finance Committee Special Meeting

Friday, April 10, 2020

8:30 AM

*** TELEPHONIC MEETING ***

MINUTES

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5. The Chair and/or Secretary may set reasonable rules as needed to conduct the meeting in an orderly manner.

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

Absent: None

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

Call to Order

Marcia Atkinson, Chair

Roll Call

Public Comments (Limited 3 minutes per speaker)

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Agenda Additions/Corrections

Noemi Ferguson

Approval of Minutes

1. Approve the Minutes of February 27, 2020.

MOTION: Motion to approve the minutes of February 27, 2020 moved by Libby Downey, seconded by Dr. Charles Harris, and approved unanimously.

Consent Items

2. Approve for consideration by the NMC Board of Trustees the Items in Attachment A.

MOTION: Motion to approve Consent Items for consideration by the NMC Board of Trustees, Attachment A, item 1 through 8, moved by Dr. Charles Harris, seconded by Libby Downey, and approved unanimously.

3. Approve the revised schedule of regular meetings of the Finance Committee for the following months of calendar year 2020 – Attachment B.

MOTION: *Motion to approve the revised schedule of regular meetings of the Finance Committee for the calendar year 2020 – Attachment B moved by Marcia Atkinson, seconded by Dr. Gary Gray, and approved unanimously.*

Scheduled Items/Discussion Items

- None

Review and Approve Financial Report

4. Receive and Approve February 2020 Financial Report.

Daniel Leon, CFO

MOTION: *Motion to accept the February 2020 Financial Reports moved by Libby Downey, seconded by Dr. Charles Harris, and approved unanimously.*

Adjournment at 8:55am

Marcia Atkinson, Chair

Recorded by Noemi Ferguson



Finance Committee Special Meeting
Friday, April 10, 2020
Consent Items
MINUTES
Attachment A

1.	Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with Pacific Medical, Inc. for orthopedic soft goods, durable medical equipment, and orthotics and prosthetics services at NMC for an amount not to exceed \$500,000 with an agreement term July 1, 2020 through June 30, 2025.
2.	<ul style="list-style-type: none">a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with American Academy of Family Physicians for consultation services to developing and existing family medicine programs services at NMC for an amount not to exceed \$15,800 with an agreement term May 1, 2020 through April 30, 2021.b. Approve the NMC Chief Executive Officer's recommendation to accept non-standard indemnification, and insurance provisions within the agreement.
3.	<ul style="list-style-type: none">a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement with Electronic Management Services, Inc. (EMS) for Diamond Hosting, EMS Support, and Development services, extending the agreement an additional three (3) year period (June 1, 2020 through May 31, 2023) for a revised full agreement term of June 1, 2018 through May 31, 2023, and adding \$150,000 for a revised total agreement amount not to exceed \$248,000.
4.	<ul style="list-style-type: none">a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the Professional and Call Coverage Services Agreement with Juan Calzetta M.D. to provide vascular surgery services at NMC for an amount not to exceed \$800,000 for the period May 1, 2020 to June 30, 2022; andb. 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 exceed 10% (\$80,000) of the original contract amount and do not significantly change the scope of work.
5.	Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 4 to the agreement (A-13105) with Armanino, LLP dba AMF Media Group for public relations services, extending the agreement an additional one (1) year period (May 1, 2020 through April 30, 2021) for a revised full agreement term of May 1, 2016 through April 30, 2021, and adding \$300,000 for a revised total agreement amount not to exceed \$1,611,900.
6.	Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 with B.E. Smith, Inc. to the agreement (A-13995) for interim management-level services at NMC, extending the agreement an additional two (2) year period (July 1, 2021 through June 30, 2023) for a revised full agreement term of July 1, 2018 through June 30, 2023 and adding \$300,000 for a revised total agreement amount not to exceed \$600,000.
7.	<ul style="list-style-type: none">a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee

	<p>to execute an agreement with RevMD Partner for denial process, software support and consulting services at NMC for an amount not to exceed \$485,000 with an agreement term July 1, 2020 through June 30, 2021</p> <p>b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (3) future amendments to the agreement, which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$48,500) of the original cost of the agreement.</p>
8.	<p>Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement (A-13971) with Spin Recruitment Services for advertising recruitment services, extending the agreement an additional one (1) year period (July 1, 2020 through June 30, 2021) for a revised full agreement term of July 1, 2018 through June 30, 2021, and adding \$200,000 for a revised total agreement amount not to exceed \$600,000.</p>



Finance Committee Special Meeting
Friday, April 10, 2020
Consent Items
MINUTES
Attachment B

Natividad Medical Center
Finance Committee
REVISED 2020 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.

Month	Date	Time	Room
January	Thursday, 01/23/2020	3:00 p.m.	Steinbeck
February	Thursday, 02/27/2020	3:00 p.m.	Steinbeck
March	Thursday, 03/26/2020 – Cancelled	3:00 p.m.	Steinbeck
April	Thursday-Friday, 04/10/2020	8:30 a.m.	Conference Call
May	Thursday-Friday, 05/8/2020	8:30 a.m.	Conference Call
June	Thursday-Friday, 06/12/2020	8:30 a.m.	Conference Call
July	Thursday-Friday, 07/10/2020	8:30 a.m.	Conference Call
August	Thursday, 08/27/2020	3:00 p.m.	Steinbeck
September	Thursday, 09/24/2020	3:00 p.m.	Steinbeck
October	Thursday, 10/22/2020	3:00 p.m.	Steinbeck
November	Thursday, 11/19/2020	3:00 p.m.	Steinbeck
December	*No Meeting		

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Kit Check, 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-13703) with Kit Check, Inc. for scanning equipment and web-based software to automate the pharmacy kit processing at NMC, extending the agreement an additional two (2) year period (August 15, 2020 through August 14, 2022) for a revised full agreement term of August 15, 2014 through August 14, 2022, and adding \$100,000 for a revised total agreement amount not to exceed \$326,000.

..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. 3 to the agreement (A-13703) with Kit Check, Inc. for scanning equipment and web-based software to automate the pharmacy kit processing at NMC, extending the agreement an additional two (2) year period (August 15, 2020 through August 14, 2022) for a revised full agreement term of August 15, 2014 through August 14, 2022, and adding \$100,000 for a revised total agreement amount not to exceed \$326,000.

SUMMARY/DISCUSSION:

Kit Check replaced time consuming and error prone manual processes in hospital medication handling with faster and safer automated technologies. NMC has subscribed to Kit Check since 2014.

Kit Check enables NMC to automate its pharmacy kit processing. Kit Check supplies equipment consisting of 1 scanning station, 1 RFI printer suitable for printing the Kit Check RFID labels, and 1 desktop barcode scanner which is used in conjunction with Kit Check's web-based kit processing software.

Kit Check also supplies NMC with the RFID labels and tags suitable for use with the RFID printer which come in two forms, a regular tag used on various surfaces and a metal-mount tag can be used specifically to affix to metal surfaces.

NMC wishes to extend this agreement for 2 more years and add \$100,000.

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 May 8, 2020 and by its Board of Trustees on May 8, 2020.

FINANCING:

The cost for this amendment No. 3 is \$100,000 of which \$50,000 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.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The services rendered in this agreement provide the NMC Pharmacy Department with the support it needs to be faster, safer and to improve its operational efficiency.

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

Prepared by: Jason Warren, Pharmacist, 772-7720

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

Attachments:

- Kit Check Inc Amendment 3
- Kit Check Inc Amendment 2
- Kit Check Inc Renewal & Amendment 1
- Kit Check Inc Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Bard Medical Division C.R. Bard, 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 Bard Medical Division C.R. Bard, Inc. for purchase of medical device products and support services, adding \$60,424 for a revised total agreement amount not to exceed \$130,424, with no change to the term of the agreement May 1, 2018 through April 23, 2023.

..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 Bard Medical Division C.R. Bard, Inc. for purchase of medical device products and support services, adding \$60,424 for a revised total agreement amount not to exceed \$130,424, with no change to the term of the agreement May 1, 2018 through April 23, 2023.

SUMMARY/DISCUSSION:

The services received will ensure therapeutic hypothermia for sudden cardiac arrest (SCA), which is a class I Advanced Cardiac Life Support (ACLS) guideline recommendation. The only other class I guideline for SCA patients is CPR and Defibrillation; this is the standard of care and must be offered to all applicable patients.

The services are beneficial to NMC because it is imperative that hospital systems have the option to initiate treatment quickly and to meet the 2015 American Heart Association Class IA recommendation for Targeted Temperature Management (TTM). TTM is challenging to administer properly through conventional means because there are four distinct phases of treatment which requires the clinical team to control and maintain over 4-5 days, and it all must be done while the critical care patient travels between multiple departments within the hospital (i.e. ER, Cath Lab and ICU). The goal is to slow down the metabolic demand by reducing core temperature of the patient after ROSC per AHA guidelines.

The services are beneficial to patients because current water blanket systems can take at least 6-8 hours to reduce the core body temperature to 32 to 34 degrees Celsius and titration of temperature is difficult. Time is brain and early initiation is key. The Arctic Sun is a temperature management system that manages and controls patient temperature between 32 and 38.5 degrees Celsius with biofeedback algorithm. The Arctic Sun measures the patient temperature every second while the water temperature makes micro adjustments every two minutes avoiding significant overshoot and undershoot temperature swings to the patient.

The Arctic Sun TTM enables:

- 2-button initiation of treatment; no priming or adding water before initiation
- Ability to Pre-program protocol settings for cooling and warming to 0.01°C

- Non-invasive reducing risk to patient
- Easy access to treatment data for case reviews
- Disposable pads are radiolucent for MRI, CT, X-ray usage and latex free
- Operates on feedback loop mechanism critical for maintaining real time accuracy
- Patient temperature control
- Ease of use = Less burden on the nurses and more focus on the patient
- Data retrievable for up to 11 cases
- EMR connectivity on data
- Gold standard of care nationally and internationally

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 May 8, 2020 and by its Board of Trustees on May 8, 2020

FINANCING:

The cost for this amendment No. 1 is \$60,424, which is included in the Fiscal Year 2019-20 Adopted Budget.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The Artic Sun temperature management system meets the BOS's Health and Human Services strategic initiative through its precise, temperature control mechanism for patients in NMC's Level II Trauma Center who have suffered a Traumatic Brain Injury (fall, motor vehicle accidents, etc.). Lowering body temperature serves to improve patient outcomes by preserving neurological tissue viability in critically ill patients

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

Prepared by: Nina Woolfolk, Director of Critical Care and Acute Care, 772-7440
 Approved by: Gary R. Gray, DO, Chief Executive Officer, 783-2553

Attachments:
 Bard Medical Division C.R. Bard, Inc. Amendment 1
 Bard Medical Division C.R. Bard, Inc. Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

R1 RCM Inc. Amendment No. 2

Legistar Number: _____

..Title

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement with R1 RCM Inc. for billing and claim denial appeal services, adding \$40,000 for a revised total agreement amount not to exceed \$140,000 with no changes to agreement term.

..Report

RECOMMENDATION:

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement with R1 RCM Inc. for billing and claim denial appeal services, adding \$40,000 for a revised total agreement amount not to exceed \$140,000 with no changes to agreement term.

SUMMARY/DISCUSSION:

R1 RCM provides physician advisory services to support case management by providing utilization review recommendations such as level of care, admission status, and clinical appeal management. Utilization review is essential to billing compliance and is required by CMS and Medi-Cal. Medi-Cal require that each hospital day is adjudicated through the utilization review process. Any hospital day(s) with questionable level of care or admit status need to be reviewed by a California licensed physician who is not involved in the care of the patient; no Medi-Cal claims can be submitted until this process is completed.

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 has also been reviewed and approved by NMC's Finance Committee on May 8, 2020 and by its Board of Trustees on May 8, 2020.

FINANCING:

The cost for this amendment No. 2 is \$40,000 of which \$40,000 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 in this agreement provide support for the efficient utilization management of resources and billing compliance at Natividad.

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

Prepared by: Karen Friedrich, Administration, 783-2556
Approved by: Gary R. Gray, DO, Chief Executive Officer, 783-2553

Attachments:

R1 RCM Inc. Renewal and Amendment 1
Accretive Health Inc. Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Applied Statistics & Management 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-14440) with Applied Statistics & Management Inc. for subscription to access web-based medical staff database services for verifying and tracking medical care provider licenses, extending the agreement an additional five (5) year period (July 1, 2020 through June 30, 2025) for a revised full agreement term of July 1, 2015 through June 30, 2025, and adding \$159,188 for a revised total agreement amount not to exceed \$271,822.

..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-14440) with Applied Statistics & Management Inc. for subscription to access web-based medical staff database services for verifying and tracking medical care provider licenses, extending the agreement an additional five (5) year period (July 1, 2020 through June 30, 2025) for a revised full agreement term of July 1, 2015 through June 30, 2025, and adding \$159,188 for a revised total agreement amount not to exceed \$271,822.

SUMMARY/DISCUSSION:

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

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

This amendment to the Applied Statistics agreement would extend the agreement an additional five (5) years, as well as add a Managed Care module to the existing scope. The Applied Statistics Managed Care module ensures that providers are credentialed properly in a managed care environment and that applications are submitted in a timely fashion, so that insurance company can be billed. The credentialing and enrollment process involves the collection and verification of provider's information, using this information to populate applications to various insurance companies, and tracking the enrollment process. Currently this process is done manually at Natividad. This new module will reduce workload, reduce errors in submission, and improve the timeliness of billing.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved amendment No. 3 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendment No. 2 has also been reviewed and approved by NMC's Finance Committee on April 23, 2020 and by its Board

of Trustees on May 8, 2020.

FINANCING:

The cost for this amendment No. 3 is \$159,188, of which \$39,838 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.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This amendment facilitates the continued use of electronic healthcare provider credentialing software at NMC which ensures that all providers meet regulatory requirements in order to provide exemplary care to our patients.

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

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

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

Attachments:

Applied Statistics & Management Inc. Amendment 3
Applied Statistics & Management Inc. Amendment 2
Applied Statistics & Management Inc. Addendum
Applied Statistics & Management Inc. Amendment 1
Applied Statistics & Management Inc. Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

DrFirst Amendment No. 2

Legistar Number:

..Title

a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement (A-13725) with DrFirst.com Inc. (DrFirst) for the continued use of EPCS Gold software license that provides an electronic prescribing system, extending the agreement an additional three (3) year period (July 1, 2020 through June 30, 2023) for a revised full agreement term of July 1, 2017 through June 30, 2023, and adding \$249,000 for a revised total agreement amount not to exceed \$516,060.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement (A-13725) with DrFirst.com Inc. (DrFirst) for the continued use of EPCS Gold software license that provides an electronic prescribing system, extending the agreement an additional three (3) year period (July 1, 2020 through June 30, 2023) for a revised full agreement term of July 1, 2017 through June 30, 2023, and adding \$249,000 for a revised total agreement amount not to exceed \$516,060.

SUMMARY/DISCUSSION:

DrFirst is a software suite that provides an electronic prescribing (e-prescribing) system, which allows physicians to electronically transmit prescriptions to pharmacies. This process has decreased prescribing and medication errors and has resulted in fewer call-backs from pharmacies to physicians for clarification. Electronically sending and receiving prescriptions has streamlined the clinical practice workflow, and patient satisfaction and compliance have increased. Additionally, connecting physician and pharmacy systems has reduced paperwork and the associated mistakes that may occur from reliance on handwritten prescriptions. This change has produced time and cost savings for all parties involved.

In 2019 Natividad added the Controlled Substance Utilization Review and Evaluation System (CURES) module within DrFirst, which gives healthcare providers at Natividad access to California's Prescription Drug Monitoring Program (PDMP). This database includes Schedule II, III and IV controlled substances prescriptions dispensed. Health care practitioners authorized to prescribe, order, administer, or furnish a controlled substance are required by California law to consult the CURES database. The DrFirst Cures module facilitates this process. The CURES integration gives clinicians real-time access to essential opioid prescription information for individual patients at the point-of-care. Prescribers can quickly check the CURES database to view their patients' opioid prescription history, allowing them to quickly identify patients who may have substance abuse disorders and are "doctor shopping" for prescriptions of controlled substances.

Natividad is requesting authorization to extend the existing agreement for an additional three (3) years.

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 has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on May 8, 2020.

FINANCING:

The cost for this amendment No. 2 is \$249,000 of which \$83,000 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.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This agreement facilitates access to the Prescription Drug Monitoring Program. This access is a regulatory requirement and improves patient care at NMC by preventing the over prescribing of controlled substances.

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

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

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

Attachments:

DrFirst Amendment 2

DrFirst Amendment 1

DrFirst Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

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

..Title

a. Authorize payment to Medical Information Technology, Inc. (MEDITECH) for routine maintenance services on the various MEDITECH software system modules implemented at Natividad Medical Center for an amount not to exceed \$341,127, as well as funds to cover fees for new interfaces and enhancements not to exceed \$48,873. The total for this agreement shall not exceed \$390,000 for the period of July 01, 2020 through June 30, 2021.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

a. Authorize payment to Medical Information Technology, Inc. (MEDITECH) for routine maintenance services on the various MEDITECH software system modules implemented at Natividad Medical Center for an amount not to exceed \$341,127, as well as funds to cover fees for new interfaces and enhancements not to exceed \$48,873. The total for this agreement shall not exceed \$390,000 for the period of July 01, 2020 through June 30, 2021.

SUMMARY/DISCUSSION:

The MEDITECH System consists of many modules and interfaces that all have required ongoing monthly maintenance fees to support the software. MEDITECH is Natividad's primary system from patient registration, clinical documentation, physician ordering, electronic records, and all financial aspects. As additional modules, features, enhancements and interfaces are added to NMC's MEDITECH system, corresponding maintenance fees are incurred. Most of the routine modules as well as smaller upgrades, features and enhancements all have monthly maintenance fees.

MEDITECH's system is critical at NMC to patient care and documentation and the support and maintenance is absolutely needed by NMC. This request to pay the annual maintenance fees ensures that the system remains functional. \$48,873 of the \$390,000 is to be used for any routine one-time costs for small features, interfaces and customizations costing under \$15,000 each.

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

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved this request, as has the Auditor-Controller. This request has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on May 8, 2020.

FINANCING:

The cost for this request is \$390,000 for FY20-21, all of which has been included in the FY20-21 Recommended Budget. There is no impact to the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

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

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

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

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

Attachments:

Board Report Attachment A: MEDITECH Annual Maintenance Payment Schedule

Original Agreement with Medical Information Technology, Inc.

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Amendment No. 1 to Equipment Lease Agreement with Modular Devices Inc.

Legistar Number:

..Title

a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement (A-14062) with Modular Devices, Inc. for the lease of a mobile computerized tomography (CT) unit, a mobile angiography/interventional radiology lab (IR) unit, and a mobile magnetic resonance imaging (MRI) unit at NMC, extending the agreement an additional eleven (11) month period (August 1, 2020 through June 30, 2021) for a revised full agreement term of August 1, 2018 through June 30, 2021, and adding \$917,000 for a revised total agreement amount not to exceed \$3,785,000.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement (A-14062) with Modular Devices, Inc. for the lease of a mobile computerized tomography (CT) unit, a mobile angiography/interventional radiology lab (IR) unit, and a mobile magnetic resonance imaging (MRI) unit at NMC, extending the agreement an additional eleven (11) month period (August 1, 2020 through June 30, 2021) for a revised full agreement term of August 1, 2018 through June 30, 2021, and adding \$917,000 for a revised total agreement amount not to exceed \$3,785,000.

SUMMARY/DISCUSSION:

NMC entered into a lease agreement with Modular Devices back in 2013 to provide a Mobile Computerized Tomography (CT) laboratory, a mobile Angiography/ interventional Radiology (IR) Laboratory services and a Magnetic Resonance Imaging (MRI) mobile unit to enhance the imaging capabilities in the Diagnostic Imaging Department. The MRI and CT units currently housed internally are more than 10 years old. Each mobile unit offers a better scanner than our current in house scanners.

NMC began construction in the main Radiology department in October 2018. The department must remain operational during the construction project. Natividad needs the mobile trailers to be able to offer full radiology services during the construction process. As each phase of construction is completed and the new equipment is approved for use by a regulatory agency, the mobile units will be phased out.

The cost of the agreement is broken down into the following equipment leases: the monthly lease for the Mobile CT is \$40,000 or \$480,000 annually; the monthly lease for the Mobile Angiography is \$31,500 or \$378,000 annually; and the monthly least for the Mobile MRI is \$48,000 or \$576,000 annually.

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. This amendment No. 1 has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on May 8, 2020.

FINANCING:

The cost for this amendment No. 1 is \$917,000, which is included in the Fiscal Year 2020-21 Recommended Budget.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This agreement will support the County strategic initiative for Health and Human Services by offering advanced radiology procedures (MRI, CT and IR) to the residents of Monterey County while the Radiology Department is undergoing construction. These mobile trailers will ensure that services are not interrupted during the construction project.

- ☐ 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, 783-2504

Attachments:

Modular Devices Inc. Amendment No. 1
Modular Devices Inc. Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Society of Hospital Medicine Agreement

Legistar Number: _____

..Title

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with Society of Hospital Medicine for glycemic control data collection and reporting services at NMC for an amount not to exceed \$7,500 with an agreement term of June 9, 2020 through June 8, 2022.
- b. Approve the NMC Chief Executive Officer's recommendation to accept non-standard indemnification, limitations on liability, and limitations on damages provisions within the agreement.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with Society of Hospital Medicine for glycemic control data collection and reporting services at NMC for an amount not to exceed \$7,500 with an agreement term of June 9, 2020 through June 8, 2022.
- b. Approve the NMC Chief Executive Officer's recommendation to accept non-standard indemnification, limitations on liability, and limitations on damages provisions within the agreement.

SUMMARY/DISCUSSION:

The Society of Hospital Medicine's Glycemic Control eQUIPS Benchmarking Program will enhance the efficiency and reliability of Natividad's quality improvement efforts and optimize best practices and methods for caring for patients with hyperglycemia.

The eQUIPS Glycemic control data center helps track performance via internal data reports and cross-comparative external benchmark performance reports.

Benchmark reports are generated every six months that compare Natividad with all participating hospitals. These reports allow Natividad to compare glycemic control performance between like hospitals and help prioritize problem areas. The reports can also provide rationale for supporting a glycemic control program and assist Natividad in setting goals based on opportunities for improvement.

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 and by its Board of Trustees on May 8, 2020.

FINANCING:

The cost for this agreement is \$7,500 of which \$5,000 is included in the Fiscal Year 2019-20 Adopted Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This agreement with the Society of Hospital Medicine facilitates the enhanced operational performance of Natividad Medical Center. This provides NMC with the additional support it needs to be able to provide reliable and quality patient care thus improving the health and quality of life for patients with hyperglycemia.

- ☐ 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:

Society of Hospital Medicine Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Cardiopulmonary Associates Medical Group Third Amendment

TITLE:

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the Third Amendment to the Professional and Call Coverage Services Agreement (A-14-299) with Cardiopulmonary Associates Medical Group (CPA) to provide pulmonary medicine and critical care services, extending the term by twenty-four months (July 1, 2020 to June 30, 2022) and adding \$200,000, for a revised total not to exceed amount of \$400,000.

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 and Call Coverage Services Agreement (A-14-299) with Cardiopulmonary Associates Medical Group (CPA) to provide pulmonary medicine and critical care services, extending the term by twenty-four months (July 1, 2020 to June 30, 2022) and adding \$200,000, for a revised total not to exceed amount of \$400,000.

SUMMARY/DISCUSSION:

NMC operates an intensive care unit (ICU) for the care and treatment of hospitalized patients facing life-threatening illness or injury. In order to ensure 24 hour a day coverage of the ICU, it requires a team of critical care physicians, known as intensivists. CPA provides two board certified pulmonary medicine and critical care physicians to cover daily rounding in the ICU as needed to cover for employed physicians who were not available (e.g., vacation; illness; continuing medical education; etc.).

Natividad anticipates increased utilization of these critical care services due to COVID-19, which require putting into place this Third Amendment prior to agreement's natural term date to add funds and restructure the payment terms so that CPA can continue to provide services. NMC has obtained an independent opinion of fair market value supporting the payment terms of this Agreement.

OTHER AGENCY INVOLVEMENT:

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

FINANCING:

The cost of this amendment is \$200,000. The total not to exceed amount of the Agreement is \$400,000 for the period July 1, 2018 to June 30, 2022 (48 months). \$100,000 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, Director of Physician Services, 783.2506

Approved by: Gary Gray, Chief Executive Officer, 783.2553

Attachments:

Third Amendment

Second Amendment

First Amendment

Agreement

Attachments on File at the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORTS

Monterey Bay GI Consultants Agreement

TITLE:

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) to execute the Professional and Call Coverage Services Agreement with Monterey Bay GI Consultants to provide gastroenterology services at NMC for an amount not to exceed \$500,000 for the period July 1, 2020 to June 30, 2022; and
- b. Authorize the Deputy Purchasing Agent for NMC to sign up to three (3) amendments to this agreement where the total amendments do not exceed 10% (\$50,000) of the original contract amount and do not significantly change the scope of work.

RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) to execute the Professional and Call Coverage Services Agreement with Monterey Bay GI Consultants to provide gastroenterology services at NMC for an amount not to exceed \$500,000 for the period July 1, 2020 to June 30, 2022; and
- b. Authorize the Deputy Purchasing Agent for NMC to sign up to three (3) amendments to this agreement where the total amendments do not exceed 10% (\$50,000) of the original contract amount and do not significantly change the scope of work.

SUMMARY/DISCUSSION:

NMC must arrange for care and treatment of patients who present to the emergency department and hospitalized patients in need of medical care in the specialty of gastroenterology. Natividad would like to enter this Agreement with Monterey Bay GI Consultants for which board certified gastroenterologists provide gastroenterology call coverage in the emergency department along with other panel members to ensure sufficient coverage of the service twenty-four hours per day, seven days a week, including all holidays.

The group is paid a daily rate for call coverage services according to the terms of the Agreement. The amount of services provided may increase due to availability and need for coverage, but the rate of pay will remain the same for the term of the Agreement. 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 also been reviewed and approved by Natividad Medical Center's Finance Committee and Board of Trustees.

FINANCING:

The total cost for this Agreement is \$500,000 for the period July 1, 2020 to June 30, 2022. \$250,000 is included in the Fiscal Year 2020/2021 Recommended Budget. The remaining amount will be budgeted in subsequent fiscal years. There is no impact to the General Fund.

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

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

Attachments:
Agreement

Attachments on File at the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Certified Medical Testing Agreement

Legistar Number: _____

..Title

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with Certified Medical Testing for repair, maintenance and testing of piped medical gas and vacuum systems at NMC for an amount not to exceed \$181,400 with an agreement term July 1, 2020 through June 30, 2024.
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (3) future amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$18,400) 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 Certified Medical Testing for repair, maintenance and testing of piped medical gas and vacuum systems at NMC for an amount not to exceed \$181,400 with an agreement term July 1, 2020 through June 30, 2024.
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (3) future amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$18,400) of the original cost of the agreement.

SUMMARY/DISCUSSION:

Natividad Medical Center is required by the Centers for Medicare & Medicaid Services (CMS) and the National Fire Protection Association (NFPA) to routinely test the medical gas system and perform repairs to the system when needed. Tests are required quarterly as well as semi-annually, and an entire system inspection is required annually. Additional requirements were dictated in 2012 by the NFPA 99 Healthcare Code that only certified individuals can do repairs on Medical Gas Systems and this vendor, Certified Medical Testing, has skilled employees who possess this certification. Natividad has no staff that are certified for such repairs.

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 reviewed and approved by NMC's Finance Committee on May 8, 2020 and by its Board of Trustees on May 8, 2020.

FINANCING:

The cost for this agreement is \$181,400 of which \$45,350 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.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

Testing and maintenance ensures systems run and operate safely and as intended. This helps the hospital meet the service needs of patients.

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

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

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

Attachments:

Certified Medical Testing Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Siemens Equipment Addition Amendment

Legistar Number: _____

..Title

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an Equipment Addition Amendment with Siemens Medical Solutions USA, Inc. to add to the previous Siemens extended warranties agreement per Proposal 1-O73OSY for new radiology equipment an additional one year Gold Service Contract for maintenance and repair services at a cost of \$26,804 for a one year term effective upon execution for the newly purchased nuclear medicine camera.

..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 Equipment Addition Amendment with Siemens Medical Solutions USA, Inc. to add to the previous Siemens extended warranties agreement per Proposal 1-O73OSY for new radiology equipment an additional one year Gold Service Contract for maintenance and repair services at a cost of \$26,804 for a one year term effective upon execution for the newly purchased nuclear medicine camera.

SUMMARY/DISCUSSION:

On December 18, 2018 the Monterey County Board of Supervisors approved Siemens quotations for installation services of new radiology equipment plus an extended warranties for the ongoing maintenance and repair of that equipment.

At the onset of 2020 Natividad purchased a nuclear medicine camera to be used at Natividad. When Natividad purchased imaging equipment in 2018 for the new radiology area, a new nuclear medicine camera was not included because at that time nuclear imaging at Natividad was not in high demand. However, during 2019 Natividad had a 20% increase in nuclear medicine imaging usage. Nuclear medicine imaging is used exclusively for cardiac patients. Because of this increased demand Natividad decided to purchase a new nuclear medicine camera which is planned for use in its specialty clinic.

The nuclear medicine camera was purchased from Siemens under the Vizient Group Purchasing Organization partnership with Vizient. Maintenance and repair is a necessary component for all equipment used on patients at Natividad, and because this gold service maintenance contract is being processed as an amendment to the previously approved extended warranty service agreement, this amendment is being presented to the Board of Supervisors for approval as an increase to what was previously approved on Siemens Proposal 1-O73OSY.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved this amendment as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendment has also been reviewed and approved by NMC's Finance Committee on May 8, 2020 and by its Board of Trustees on May 8, 2020.

FINANCING:

The cost for this amendment is \$26,804, of which \$5,585 is included in the Fiscal Year 2019-20 Adopted Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This request ensures the proper functioning of and maintenance on the newly purchased nuclear medicine imaging camera equipment.

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

Prepared by: Daisha Marsh, Manager of Diagnostic Imaging Services, 783-7616
Approved by: Gary R. Gray, DO, Chief Executive Officer, 783-2553

Attachments:

Siemens Equipment Addition Amendment to Proposal 1-O73OSY
Siemens Extended Service Warranties Agreement Proposal 1-O73OSY

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

CEP America-California d.b.a. Vituity, Second Amendment

TITLE:

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the Second Amendment to the Professional Services Agreement (A-13218) with CEP America-California, a California General Partnership, d.b.a. Vituity to provide emergency medicine services at NMC, extending the term by twenty-four months (July 1, 2020 to June 30, 2022) for a revised full agreement term of July 2016 to June 30, 2022 and adding \$3,725,000, for a revised amount not to exceed \$10,301,277 in the aggregate; and
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to sign up to three (3) amendments to this Agreement where the total amendments do not exceed 10% (\$301,266) of the original contract amount and do not significantly change the scope of work.

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 Second Amendment to the Professional Services Agreement (A-13218) with CEP America-California, a California General Partnership, d.b.a. Vituity to provide emergency medicine services at NMC, extending the term by twenty-four months (July 1, 2020 to June 30, 2022) for a revised full agreement term of July 2016 to June 30, 2022 and adding \$3,725,000, for a revised amount not to exceed \$10,301,277 in the aggregate; and
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to sign up to three (3) amendments to this Agreement where the total amendments do not exceed 10% (\$301,266) of the original contract amount and do not significantly change the scope of work.

SUMMARY/DISCUSSION:

Natividad's Emergency Department (ED) receives over 50,000 patient visits annually. Natividad must arrange for the professional consultation and treatment of those patients who present to the ED in need of medical care for general illnesses and disease to life-threatening conditions, 24 hours a day. Vituity (formerly known as California Emergency Physicians Medical Group) offers a team of providers including emergency medicine physicians, physician assistants and nurse practitioners to provide exclusive medical director and comprehensive provider services coverage in the ED.

Natividad would like to amend the Agreement so that Vituity can provide the same services critical to Natividad's operation without interruption. Natividad has obtained an independent opinion of fair market value supporting the payment terms of this Agreement.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this Amendment as to legal form and 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 and Board of Trustees.

FINANCING:

The cost of this Amendment is \$3,725,000. The total not to exceed amount for this Agreement is \$10,301,277 for the period July 1, 2016 to June 30, 2022 (72 months). \$1,862,500 is included in the Fiscal Year 2020/2021 Recommended Budget. The remaining amount will be budgeted in Fiscal Year 2021/2022. 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:

Second Amendment

First Amendment

Agreement

Attachments on file at the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Central Coast Head & Neck Surgeons, Second Amendment

TITLE:

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the Second Amendment to the Professional and Call Coverage Services Agreement (13164) with Central Coast Head & Neck Surgeons to provide otolaryngology and audiology services at NMC, extending the term by twenty-four months (July 1, 2020 to June 30, 2022) for a full revised term of July 1, 2016 to June 30, 2022, and adding \$1,500,000 for a revised amount not to exceed \$4,500,000 in the aggregate; and
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to sign up to three (3) amendments to this Agreement where the total amendments do not exceed 10% (\$150,000) of the original contract amount and do not significantly change the scope of work.

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 Second Amendment to the Professional and Call Coverage Services Agreement (13164) with Central Coast Head & Neck Surgeons to provide otolaryngology and audiology services at NMC, extending the term by twenty-four months (July 1, 2020 to June 30, 2022) for a full revised term of July 1, 2016 to June 30, 2022, and adding \$1,500,000 for a revised amount not to exceed \$4,500,000 in the aggregate; and
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to sign up to three (3) amendments to this Agreement where the total amendments do not exceed 10% (\$150,000) of the original contract amount and do not significantly change the scope of work.

SUMMARY/DISCUSSION:

Natividad must arrange for the provision of professional consultation and treatment and facial plastic, oral-maxillofacial, head and neck and dental surgery services of patients who present to the Emergency Department (ED) as required for a Level II Trauma Center. Central Coast Head and Neck Surgeons offers four board certified surgeons to provide 24 hours a day, 7 days a week otolaryngology, also known as ear, nose and throat (ENT), call coverage in the emergency department and audiology services to hospital inpatients, and outpatients in the specialty clinic.

Natividad would like to amend the Agreement so that Central Coast Head & Neck Surgeons can provide the same services critical to Natividad's operation without interruption. Natividad has obtained an independent opinion of fair market value supporting the payment terms of this Agreement.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this Amendment as to legal form and 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 and Board of Trustees.

FINANCING:

The cost of this amendment is \$1,500,000. The total not to exceed amount of this Agreement is \$4,500,000 for the period July 1, 2016 to June 30, 2022 (72 months). \$750,000 is included in the Fiscal Year 2020/2021 Recommended Budget and the remaining \$750,000 will be budgeted in

Fiscal Year 2019/2020. 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:

Second Amendment

First Amendment

Agreement

Attachments on file at the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Salinas Valley Radiologist Inc. First Amendment

- 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-14389) with Salinas Valley Radiologist Inc. to provide radiology services at NMC, extending the term by twelve months (July 1, 2020 to June 30, 2021) for a revised full agreement term of July 2019 to June 30, 2021 and adding \$800,000, for a revised amount not to exceed \$1,600,000 in the aggregate; and
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to sign up to three (3) amendments to this Agreement where the total amendments do not exceed 10% (\$80,000) of the original contract amount and do not significantly change the scope of work.

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-14389) with Salinas Valley Radiologist Inc. to provide radiology services at NMC, extending the term by twelve months (July 1, 2020 to June 30, 2021) for a revised full agreement term of July 2019 to June 30, 2021 and adding \$800,000, for a revised amount not to exceed \$1,600,000 in the aggregate; and
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to sign up to three (3) amendments to this Agreement where the total amendments do not exceed 10% (\$80,000) of the original contract amount and do not significantly change the scope of work.

SUMMARY/DISCUSSION:

Natividad wishes to amend the Agreement with Salinas Valley Radiologists Inc., for which board certified radiologists provide exclusive radiology services at Natividad 24/7/365. Radiology services include inpatient and outpatient diagnostic imaging services, mammography and interventional radiology services, according to the American College of Surgeons for Level II Trauma Centers, as well as a radiology physician to provide general direction and oversight of the Radiology Department. Natividad has obtained an independent opinion of fair market value supporting the payment terms of this Agreement.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this 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's Finance Committee and Board of Trustees.

FINANCING:

The amount of this Amendment is \$800,000. The total cost of this Agreement is \$1,600,000 for the period July 1, 2019 to June 30, 2021 (24 months). \$800,000 is included the Fiscal Year 2010/2021 Recommended Budget. There is no impact to the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The services rendered in this agreement provide Natividad with the additional support it needs in order to provide reliable and high quality patient care which improves the health and quality of

life for patients and their families.

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

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

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

Attachments:

First Amendment
Agreement

Attachments on file at the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Central Coast Nephrology Agreement

TITLE:

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) to execute the Professional and Call Coverage Services Agreement with Central Coast Nephrology to provide nephrology services at NMC for an amount not to exceed \$500,000 for the period July 1, 2020 to June 30, 2022; and
- b. Authorize the Deputy Purchasing Agent for NMC to sign up to three (3) amendments to this agreement where the total amendments do not exceed 10% (\$50,000) of the original contract amount and do not significantly change the scope of work.

RECOMMENDATION:

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) to execute the Professional and Call Coverage Services Agreement with Central Coast Nephrology to provide nephrology services at NMC for an amount not to exceed \$500,000 for the period July 1, 2020 to June 30, 2022; and
- b. Authorize the Deputy Purchasing Agent for NMC to sign up to three (3) amendments to this agreement where the total amendments do not exceed 10% (\$50,000) of the original contract amount and do not significantly change the scope of work.

SUMMARY/DISCUSSION:

Natividad must arrange for care and treatment of patients who present to the emergency department or hospital clinics as well as hospitalized patients in need of medical care in the specialty of nephrology. Natividad would like to enter into this Agreement with Central Coast Nephrology, for which board certified nephrologists provide, 24/7 emergency department call coverage and inpatient consults, at least two half days of clinic per week in the outpatient specialty clinic and administrative services. Natividad has obtained an independent opinion of fair market value supporting the payment terms of this Agreement.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this Agreement as to legal form. Auditor-Controller has reviewed and approved this Amendment 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 for this Agreement is \$500,000 for the period July 1, 2020 to June 30, 2022. \$250,000 is included in the Fiscal Year 2020/2021. The remaining amount will be budgeted in subsequent fiscal years. There is no impact to the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

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

- ☐ Economic Development
- ☐ Administration
- ☒ Health and Human Services

☐ Infrastructure
☐ Public Safety

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

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

Attachments:
Agreement

Attachments on File at the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORTS

Joel Weinstein MD Agreement

TITLE:

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) to execute the Professional and Call Coverage Services Agreement with Joel Weinstein MD to provide general surgery services at NMC for an amount not to exceed \$800,000 for the period July 1, 2020 to June 30, 2022; and
- b. Authorize the Deputy Purchasing Agent for NMC to sign up to three (3) amendments to this agreement where the total amendments do not exceed 10% (\$80,000) of the original contract amount and do not significantly change the scope of work.

RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) to execute the Professional and Call Coverage Services Agreement with Joel Weinstein MD to provide general surgery services at NMC for an amount not to exceed \$800,000 for the period July 1, 2020 to June 30, 2022; and
- b. Authorize the Deputy Purchasing Agent for NMC to sign up to three (3) amendments to this agreement where the total amendments do not exceed 10% (\$80,000) of the original contract amount and do not significantly change the scope of work.

SUMMARY/DISCUSSION:

NMC must arrange for care and treatment of patients who present to the emergency department or outpatient clinic as well as hospitalized patients in need of medical care in the specialty of general surgery. Natividad would like to enter this Agreement Dr. Weinstein to provide outpatient clinic services and general surgery call coverage in the emergency department along with other panel members to ensure sufficient coverage of the service twenty-four hours per day, seven days a week, including all holidays.

Dr. Weinstein is paid a daily rate for call coverage services according to the terms of the Agreement. The amount of services he provides is dependent on his availability and need for coverage, but the rate of pay will remain the same for the term of the Agreement. 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 also been reviewed and approved by Natividad Medical Center's Finance Committee and Board of Trustees.

FINANCING:

The total cost for this Agreement is \$800,000 for the period July 1, 2020 to June 30, 2022. \$400,000 is included in the Fiscal Year 2020/2022 Recommended Budget. The remaining amount will be budgeted in subsequent fiscal years. There is no impact to the General Fund.

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

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

Attachments:
Agreement

Attachments on File at the Clerk of the Board

FINANCIAL STATEMENTS

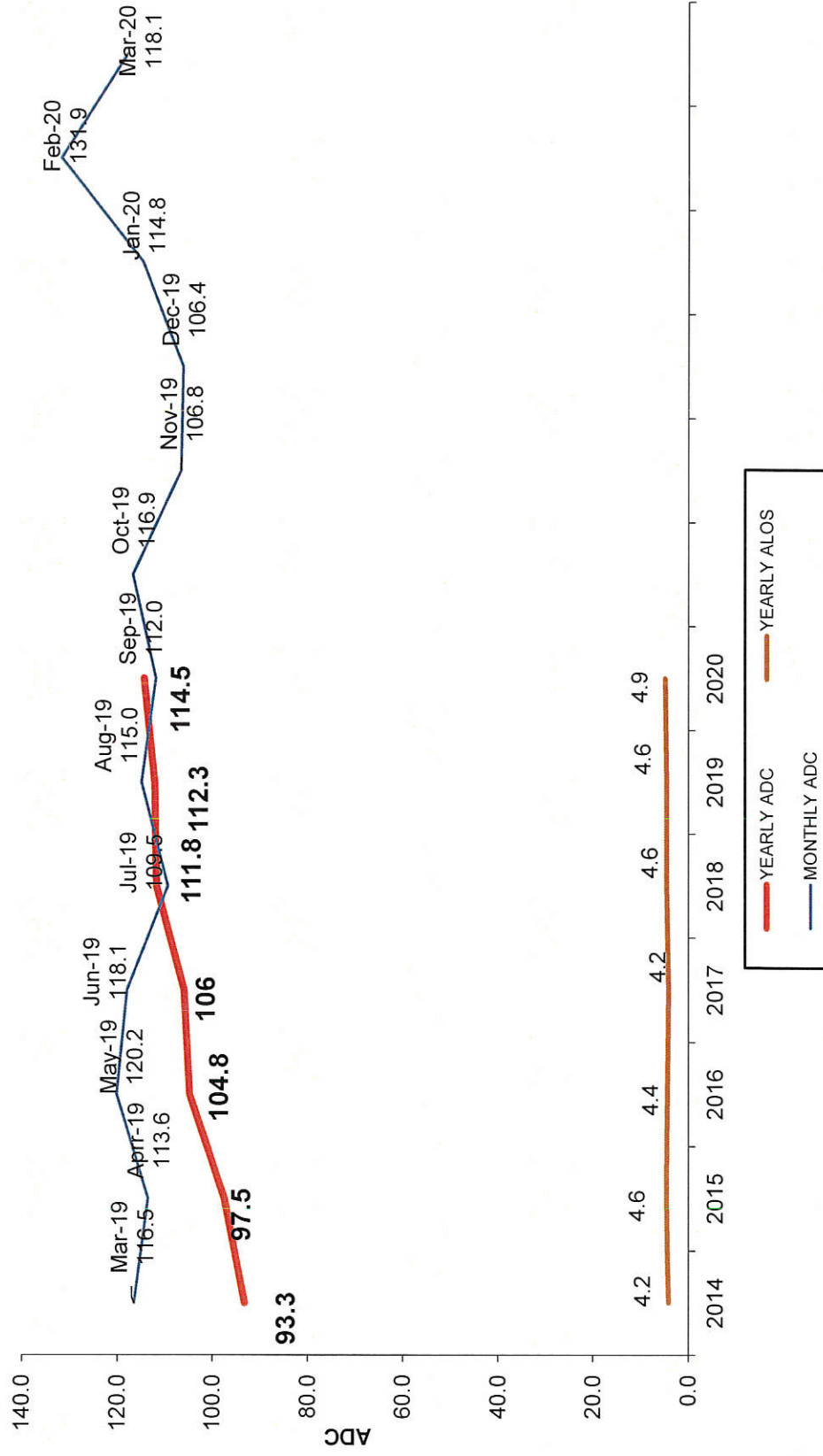
MARCH 31, 2020

FINANCIAL STATEMENTS

MARCH 31, 2020

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NATIVIDAD

STATISTICAL REPORT

MARCH 31, 2020

Month-To-Date					Year-To-Date					
01-20	02-20	03-20	Budget		Budget	Current	Prior Yr	%		
PT DAYS BY SERVICE					STAFFED BEDS		CY/PT			
1	199	320	160	290	NICU	15	2,574	1,908	2,366	-19.36%
2	1,605	1,701	1,591	1,360	Med/Surg	61	12,067	14,082	12,262	14.84%
3	202	222	211	221	ICU	10	1,961	1,788	1,942	-7.93%
4	75	100	174	76	Peds	12	673	670	713	-6.03%
5	706	674	724	686	Acute Rehab	24	6,085	6,316	6,127	3.08%
6	308	305	275	350	OB/Gyn	27	3,105	2,492	3,086	-19.25%
7	3,095	3,322	3,135	2,983	TOTAL ACUTE	149	26,465	27,256	26,496	2.87%
8	464	504	526	426	Psychiatric	19	3,781	4,233	3,822	10.75%
9	3,559	3,826	3,661	3,409	TOTAL DAYS	168	30,246	31,489	30,318	3.86%
10	294	261	267	303	Nursery	18	2,687	2,517	2,729	-7.77%
AVERAGE DAILY CENSUS										
11	77.1	91.3	77.8	74.1	Acute	125	74.1	76.1	74.1	2.70%
12	22.8	23.2	23.4	22.1	Acute Rehab	24	22.1	23.0	22.3	3.14%
13	15.0	17.4	17.0	13.7	Psychiatric	19	13.7	15.4	13.9	10.79%
14	114.8	131.9	118.1	110.0	TOTAL	168	110.0	114.5	110.2	3.90%
15	9.5	9.0	8.6	9.8	Nursery	18	9.8	9.2	9.9	-7.07%
PERCENTAGE OF OCCUPANCY										
16	61.7%	73.0%	62.2%	59.3%	Acute		59.3%	60.9%	59.3%	2.7%
17	95.0%	96.7%	97.5%	92.1%	Acute Rehab		92.1%	95.8%	92.9%	3.1%
18	78.9%	91.6%	89.5%	72.1%	Psychiatric		72.1%	81.1%	73.2%	10.8%
19	68.3%	78.5%	70.3%	65.5%	TOTAL		65.5%	68.2%	67.2%	1.4%
20	52.8%	50.0%	47.8%	54.4%	Nursery		54.4%	51.1%	55.0%	-7.1%
ADMISSIONS										
21	641	586	580	619	Acute		5,491	5,444	5,642	-3.51%
22	58	49	54	54	Acute Rehab		479	495	489	1.23%
23	61	52	61	62	Psychiatric		550	548	557	-1.62%
24	760	687	695	735	TOTAL		6,520	6,487	6,688	-3.01%
25	177	159	156	180	Nursery		1,596	1,507	1,627	-7.38%
26	183	167	185	203	Deliveries		1,799	1,568	1,686	-7.00%
DISCHARGES										
27	642	609	613	619	Acute		5,491	5,598	5,783	-3.20%
28	56	52	51	54	Acute Rehab		479	492	483	1.86%
29	53	51	61	62	Psychiatric		550	546	554	-1.44%
30	751	712	725	735	TOTAL		6,520	6,636	6,820	-2.70%
31	157	131	159	180	Nursery		1,596	1,368	1,480	-7.57%
AVERAGE LENGTH OF STAY										
32	4.7	5.6	5.3	4.6	Acute(Hospital wide no babies)		4.6	4.9	4.5	8.89%
33	12.2	13.8	13.4	12.7	Acute Rehab		12.7	12.8	12.5	2.40%
34	2.9	3.4	2.6	2.5	OB/Gyn		2.5	2.8	2.5	12.00%
35	7.6	9.7	8.6	6.9	Psychiatric		6.9	7.7	6.9	11.59%
36	1.7	1.6	1.7	1.7	Nursery		1.7	1.7	1.7	0.00%
OUTPATIENT VISITS										
37	4,802	4,623	3,816	5,132	Emergency Room		40,383	39,987	39,868	0.30%
38	582	541	508	580	ER Admits		5,144	5,003	5,082	-1.55%
39	76.6%	78.7%	73.1%	78.9%	ER Admits as a % of Admissions		78.9%	77.1%	76.0%	1.50%
40	6,085	5,563	4,928	6,236	Clinic Visits		55,320	53,057	55,329	-4.11%
ANCILLARY PROCEDURES BILLED										
41	49,280	48,258	43,061	47,506	Lab Tests		421,426	427,206	417,407	2.35%
42	3,545	3,437	3,087	3,035	Radiology Procedures		26,923	30,968	31,411	-1.41%
43	186	164	168	212	MRI Procedures		1,880	1,757	1,817	-3.30%
44	176	120	110	136	Nuclear Med Procedures		1,207	1,280	1,159	10.44%
45	1,122	986	844	1,058	Ultrasound Procedures		9,386	9,682	9,448	2.48%
46	1,484	1,665	1,303	1,532	CT Scans		13,592	15,394	13,124	17.30%
47	396	365	394	351	Surgeries		3,159	3,446	3,129	10.13%
48	7.97	7.23	8.37	8.22	FTE'S PER AOB		8.22	7.98	8.18	-2.44%
49	1,308.2	1,316.9	1,337.8	1,283.9	TOTAL PAID FTE'S		1,283.9	1,302.8	1,292.0	0.84%
50	5,089	5,284	4,953	4,841	ADJUSTED PATIENT DAYS		42,950	44,882	43,444	3.31%

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
R E V E N U E													
Patient Revenue:													
1 Inpatient	\$ 65,854,051	\$ 72,341,082	\$ 67,257,857	\$ 75,659,222	\$ 63,147,291	\$ 64,028,894	\$ 69,712,907	\$ 69,971,409	\$ 70,538,217	\$ -	\$ -	\$ -	\$ 618,508,930
2 Pro Fees	2,153,024	2,037,495	1,878,816	1,257,520	2,034,643	2,486,128	2,331,226	2,910,223	3,169,318	-	-	-	20,258,393
3 Outpatient	29,931,254	35,081,441	32,244,876	32,779,596	29,330,235	27,558,271	30,974,317	27,773,560	26,017,024	-	-	-	271,688,574
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	100,655,192	99,724,559	-	-	-	910,455,897
Deductions from Revenue													
5 Contractual Deductions	71,393,900	82,425,846	76,932,095	79,951,351	69,978,973	71,723,040	79,261,910	78,574,025	77,560,146	-	-	-	687,801,286
6 Bad Debt	4,584,691	3,572,270	3,104,949	3,996,629	4,349,338	3,221,535	2,172,931	4,164,880	2,026,959	-	-	-	27,445,782
7 Unable to Pay	293,627	356,052	350,127	477,842	429,310	540,848	464,711	844,203	504,577	-	-	-	4,261,297
8 Total Contractual Discounts	76,272,218	86,354,168	80,387,171	84,425,822	74,757,621	75,485,423	81,899,552	79,834,708	80,091,682	-	-	-	719,508,365
9 Net Patient Revenue	21,666,111	23,105,850	20,994,378	25,270,516	19,554,548	18,583,870	21,118,898	20,820,484	19,632,877	-	-	-	190,947,532
10 As a percent of Gross Revenue	22.12%	21.11%	20.71%	23.04%	20.90%	19.76%	20.50%	20.68%	19.69%	0.00%	0.00%	0.00%	20.97%
Total Government Funding	4,966,417	5,146,012	4,943,339	5,385,312	4,977,335	6,504,587	5,025,642	5,270,285	5,684,403	-	-	-	47,903,332
Other Operating Revenue:													
12 Rent Income	109,276	120,775	115,026	115,027	115,024	115,025	115,026	115,025	115,026	-	-	-	1,035,230
13 Interest Income	125,000	124,951	257,246	169,399	717,456	169,399	704,233	586,601	378,000	-	-	-	3,233,285
14 NMF Contribution	60,000	60,000	59,016	60,984	59,016	60,984	60,984	57,049	60,984	-	-	-	539,001
15 Other Income	305,431	371,398	375,833	371,410	425,942	289,566	341,429	280,419	312,465	-	-	-	3,073,993
16 Total Other Operating Revenue	600,707	677,124	807,105	716,820	1,317,438	634,974	1,221,672	1,039,094	866,475	-	-	-	7,881,409
TOTAL REVENUE	27,233,235	28,928,986	26,744,822	31,372,648	26,049,321	25,723,431	27,366,212	27,129,863	26,183,755	-	-	-	246,732,273
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	15,054,404	15,618,192	-	-	-	137,191,600
19 Registry	259,208	363,700	272,544	415,356	342,761	416,050	308,501	445,081	565,097	-	-	-	3,388,298
20 Phys/Residents SWB & Contract Fees	3,470,366	3,290,181	3,454,614	3,190,055	3,266,407	3,460,499	3,502,201	3,425,959	3,470,431	-	-	-	30,530,713
21 Purchased Services	2,909,487	3,573,154	2,550,468	3,670,538	2,676,051	2,411,736	2,840,275	2,879,716	3,750,007	-	-	-	27,261,442
22 Supplies	2,242,964	2,498,569	1,879,603	2,404,576	2,111,566	1,751,105	2,217,801	2,047,307	2,728,757	-	-	-	19,882,248
23 Insurance	239,400	239,400	239,399	239,400	239,400	239,400	239,399	239,400	239,400	-	-	-	2,154,598
24 Utilities and Telephone	317,654	313,723	270,809	328,142	342,694	290,795	223,053	215,519	254,812	-	-	-	2,558,201
25 Interest Expense	196,025	196,027	196,025	196,026	196,025	196,026	196,026	196,025	196,025	-	-	-	1,764,230
26 Depreciation & Amortization	1,015,188	1,017,712	1,016,795	1,008,320	911,726	910,134	908,968	915,208	916,470	-	-	-	8,625,519
27 Other Operating Expense	438,314	509,005	519,897	500,258	547,712	263,876	585,460	487,168	671,592	-	-	-	4,523,282
28 TOTAL EXPENSE	26,400,824	27,091,749	25,866,437	27,225,236	25,398,753	25,517,871	26,237,690	25,910,787	28,410,783	-	-	-	237,880,131
NET INCOME(LOSS)	832,411	1,837,237	1,058,385	2,468,246	644,318	199,310	1,128,522	1,219,076	(2,227,028)	-	-	-	8,852,142
Normalization for Extraordinary Items													
30 Interest Anthem Arbitration	-	-	-	-	-	-	-	-	-	-	-	-	-
31 Anthem Arbitration Payment	-	-	-	(1,679,166)	-	-	-	-	-	-	-	-	-
32 Medical FFS Settlement FY09-10	-	-	-	-	(6,250)	(6,250)	(6,250)	-	-	-	-	-	(1,679,166)
33 Metro Settlement	-	-	-	-	-	-	-	-	-	-	-	-	(18,750)
34 Total Extraordinary Items	-	-	-	(1,679,166)	(6,250)	(6,250)	(6,250)	-	-	-	-	-	(1,697,916)
NET INCOME BEFORE Extraordinary Items	832,411	1,837,237	1,058,385	2,468,246	644,318	199,310	1,122,272	1,219,076	(2,227,028)	-	-	-	7,154,226
CAPITAL CONTRIBUTIONS													
35 County Contribution	-	-	-	-	-	-	-	-	-	-	-	-	-
CHANGE IN NET ASSETS	832,411	1,837,237	1,058,385	4,147,412	650,568	205,560	1,128,522	1,219,076	(2,227,028)	-	-	-	8,852,142

NATIVIDAD
STATEMENT OF REVENUES AND EXPENSES & CHANGES IN NET ASSETS
AS OF MARCH 31, 2020

CURRENT MONTH										YEAR -TO -DATE			
		Actual	Budget	Variance fav. (unfav)									
				\$ VAR.	% VAR	Variance fav. (unfav)							
		R E V E N U E											
Patient Revenue:													
1	\$	70,538,217	\$ 70,548,925	\$	(10,708)	\$	618,508,930	\$ 625,837,241	\$ (7,328,311)	(1.2)	\$ 605,595,425		
2	3,169,318	1,782,072	1,387,246	1,387,246	77.8	20,258,393	15,808,727	4,449,666	28.1	17,538,861			
3	26,017,024	31,366,648	(5,349,624)	(17.1)	271,688,574	278,252,512	(6,563,938)	(2.4)	269,776,931				
4	99,724,559	103,697,645	(3,973,086)	(3.8)	910,455,897	919,898,480	(9,442,583)	(1.0)	892,911,217				
Deductions from Revenue													
5	77,560,146	78,523,986	963,840	1.2	687,801,286	686,788,980	8,967,694	1.3	671,735,824				
6	2,026,959	2,609,015	582,056	22.3	27,445,782	22,976,168	(4,469,614)	(19.5)	24,034,035				
7	504,577	528,857	24,280	4.6	4,261,297	4,674,563	413,266	8.8	3,882,563				
8	80,091,682	81,661,858	1,570,176	1.9	719,508,365	724,419,711	4,911,346	0.7	699,652,422				
9	19,632,877	22,035,787	(2,402,910)	(10.9)	190,947,532	195,478,769	(4,531,237)	(2.3)	193,258,795				
10	19.69%	21.25%			20.97%	21.25%			21.64%				
11	5,684,403	5,047,835	636,568	12.6	47,903,332	44,779,175	3,124,157	6.98	42,702,364				
Other Operating Revenue:													
12	115,026	144,330	(29,304)	(20.3)	1,035,230	1,090,114	(54,884)	(5.0)	1,135,830				
13	378,000	169,399	208,601	123.1	2,679,764	1,502,734	1,177,030	78.3	2,533,795				
14	60,984	60,984	-	-	539,001	540,985	(1,984)	(0.4)	540,000				
15	312,465	270,105	42,360	15.7	3,627,414	2,586,328	1,041,086	40.3	2,805,296				
16	866,475	644,818	221,657	34.4	7,881,409	5,720,161	2,161,248	37.8	7,014,921				
17	26,183,755	27,728,440	(1,544,685)	(5.6)	246,732,273	245,978,105	754,168	0.3	242,976,080				
EXPENSE													
18	15,618,192	15,337,191	(281,001)	(1.8)	137,163,863	136,055,077	(1,108,786)	(0.8)	126,327,191				
19	565,097	299,715	(265,382)	(88.5)	3,388,298	2,658,764	(729,534)	(27.4)	3,582,698				
20	3,470,431	3,403,209	(67,222)	(2.0)	30,558,450	30,190,437	(368,013)	(1.2)	28,320,576				
21	3,750,007	3,236,084	(513,923)	(15.9)	27,261,442	28,707,197	1,445,755	5.0	25,719,484				
22	2,728,757	2,271,876	(456,881)	(20.1)	19,882,248	20,153,785	271,537	1.3	20,248,261				
23	239,400	229,524	(9,876)	(4.3)	2,154,598	2,036,101	(118,497)	(5.8)	1,954,844				
24	254,812	282,930	28,118	9.9	2,558,201	2,509,854	(48,347)	(1.9)	2,471,017				
25	196,025	202,762	6,737	3.3	1,764,230	1,798,697	34,467	1.9	1,764,536				
26	916,470	1,022,247	105,777	10.3	8,625,519	9,068,330	442,811	4.9	8,963,125				
27	671,592	502,184	(169,408)	(33.7)	4,523,282	4,454,875	(68,407)	(1.5)	4,884,196				
28	28,410,783	26,787,722	(1,623,061)	(6.1)	237,880,131	237,633,117	(247,014)	(0.1)	224,235,928				
29	(2,227,028)	940,718	(3,167,746)	(336.7)	8,852,142	8,344,988	507,154	6.1	18,740,152				
CAPITAL CONTRIBUTIONS													
30													
31	-	-	-	-	-	-	-	-	-				
32	-	-	-	-	-	-	-	-	-				
33	-	-	-	-	-	-	-	-	-				
34	(2,227,028)	\$ 940,718	\$ (3,167,746)	(336.7)	\$ 8,852,142	\$ 8,344,988	\$ 507,154	6.1	\$ 18,740,152				
CHANGE IN NET ASSETS													

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

NATIVIDAD

	CURRENT MONTH				YEAR-TO-DATE			
	Actual	Budget	Variance fav. (unfav)		Actual	Budget	Variance fav. (unfav)	
			\$ VAR.	% VAR			\$ VAR.	% VAR
	4,953	4,842	111	2.3%	44,882	42,950	1,932	4.5%
	REVENUE				ADJUSTED PATIENT DAYS			
1	\$	14,241	\$	(2.3) %	\$	14,571	\$	(791)
2	640	368	272	73.8	451	368	83	-5.4%
3	5,253	6,478	(1,226)	(18.9)	6,053	6,479	(426)	22.6
4	20,133	21,417	(1,284)	(6.0)	20,285	21,418	(1,132)	6.1
								6,121
5	15,658	16,218	560	3.5				20,258
6	409	539	130	24.1	15,325	16,223	898	5.5
7	102	109	7	6.7	612	535	(77)	(14.3)
8	16,170	16,866	697	4.1	95	109	14	12.8
9	3,964	4,551	(588)	(12.9)	16,031	16,867	836	5.0
10	19.69%	21.25%			4,254	4,551	(297)	(6.5)
					20.97%	21.25%		21.64%
11	1,148	1,043	105	10.1	1,067	1,043	25	2.4
								969
	Other Operating Revenue:				Other Operating Revenue:			
12	23	30	(7)	(22.1)	23	25	(2)	(9.1)
13	76	35	41	118.1	60	35	25	70.6
14	12	13	(0)	(2.3)	12	13	(1)	(4.7)
15	63	56	7	13.1	81	60	21	34.2
16	175	133	42	31.4	176	133	42	31.9
17	5,286	5,727	(441)	(7.7)	5,497	5,727	(230)	(4.0)
								159
								5,513
	EXPENSE				EXPENSE			
18	3,153	3,168	15	0.5	3,056	3,168	112	3.5
19	114	62	(52)	(84.3)	75	62	(14)	(22.0)
20	701	703	2	0.3	681	703	22	3.1
21	757	668	(89)	(13.3)	607	668	61	9.1
22	551	469	(82)	(17.4)	443	469	26	5.6
23	48	47	(1)	(2.0)	48	47	(1)	(1.3)
24	51	58	7	12.0	57	58	1	2.5
25	40	42	2	5.5	39	42	3	6.1
26	185	211	26	12.4	192	211	19	9.0
27	136	104	(32)	(30.7)	101	104	3	2.8
28	5,736	5,533	(203)	(3.7)	5,300	5,533	233	4.2
								5,087
29	(450)	194	(644)	(331.4)	197	194	3	1.5
								425
30					CAPITAL CONTRIBUTIONS			
31	-	-	-	-	-	-	-	-
32	-	-	-	-	-	-	-	-
33	-	-	-	-	-	-	-	-
34	\$	(450)	\$	(331) %	\$	194	\$	1.5 %
								425

**NATIVIDAD
BALANCE SHEET
AS OF MARCH 31, 2020**

	CURRENT MONTH			YEAR - TO - DATE		
	BEGINNING	ENDING	INC/(DEC)	BEGINNING	ENDING	INC/(DEC)
						% CHG.
1 \$	65,244,433	\$ 69,572,627	\$ 4,328,194	\$ 58,316,366	\$ 69,572,627	\$ 11,256,261
2	3,200,000	3,200,000	-	3,200,000	3,200,000	-
3	36,914,867	36,230,548	(684,319)	45,636,793	36,230,548	(9,406,245)
4	36,822,881	47,340,833	10,517,952	48,509,882	47,340,833	(1,169,049)
5	4,911,415	5,057,850	146,435	4,738,198	5,057,850	319,652
6	4,911,469	4,443,568	(467,901)	4,470,039	4,443,568	(26,471)
7	152,005,065	165,845,426	13,840,361	164,871,278	165,845,426	974,148
8						0.6
9	313,721,775	314,838,955	1,117,180	306,849,853	314,838,955	7,989,102
10	(193,824,999)	(194,741,469)	(916,470)	(186,670,031)	(194,741,469)	(8,071,438)
11	119,896,776	120,097,486	200,710	120,179,822	120,097,486	(82,336)
12	191,836,398	170,498,567	(21,337,831)	160,787,834	170,498,567	9,710,733
13	-	-	-	-	-	-
14	166,036	166,036	-	163,651	166,036	2,385
15	166,036	166,036	-	163,651	166,036	2,385
16 \$	463,904,275	\$ 456,607,515	\$ (7,296,760)	\$ 446,002,585	\$ 456,607,515	\$ 10,604,930
17	24,125,411	19,472,869	(4,652,542)	17,034,425	19,472,869	2,438,444
18	8,599,333	9,725,710	1,126,377	7,721,399	9,725,710	2,004,311
19	37,310,138	37,310,138	-	40,237,772	37,310,138	(2,927,634)
20	3,888,614	3,888,614	-	3,193,625	3,888,614	694,989
21	17,215,705	15,688,615	(1,527,090)	11,563,488	15,688,615	4,125,127
22	91,135,201	86,085,946	(5,053,255)	79,750,709	86,085,946	6,335,237
23	-	-	-	-	-	-
24	-	-	-	-	-	-
25	33,789,337	33,772,860	(16,477)	38,355,309	33,772,860	(4,582,449)
26	33,789,337	33,772,860	(16,477)	38,355,309	33,772,860	(4,582,449)
27	327,896,566	327,896,566	-	327,896,566	327,896,566	-
28	11,079,171	8,852,143	(2,227,028)	-	8,852,143	8,852,143
29	338,975,737	336,748,709	(2,227,028)	327,896,566	336,748,709	8,852,143
30 \$	463,904,275	\$ 456,607,515	\$ (7,296,760)	\$ 446,002,584	\$ 456,607,515	\$ 10,604,931
						2.4 %
CURRENT ASSETS						
CASH						
SEASIDE CLINICS CASH RESERVE FUND						
ACCOUNTS RECEIVABLE NET						
STATE/COUNTY RECEIVABLES						
INVENTORY						
PREPAID EXPENSE						
TOTAL CURRENT ASSETS						
PROPERTY, PLANT & EQUIPMENT						
LESS: ACCUMULATED DEPRECIATION						
NET PROPERTY, PLANT & EQUIPMENT						
OTHER ASSETS						
INVESTMENTS						
HELD FOR CONSTRUCTION						
ACCRUED INTEREST RECEIVABLE						
FUNDS IN TRUST						
TOTAL INVESTMENTS						
TOTAL ASSETS						
CURRENT LIABILITIES						
ACCRUED PAYROLL						
ACCOUNTS PAYABLE						
MCARE/MEDICAL LIABILITIES						
CURRENT PORTION OF DEBT						
OTHER ACCRUALS						
TOTAL CURRENT LIABILITIES						
LONG TERM LIABILITIES						
CAPITAL LEASE						
UN EARNED CONTRIBUTIONS						
LONG TERM PORTION OF C.O.P's						
TOTAL LONG TERM DEBT						
FUND BALANCES						
ACCUMULATED FUND						
CHANGE IN NET ASSETS						
TOTAL FUND BALANCES						
TOTAL LIAB. & FUND BALANCES						

NATIVIDAD
STATE AND COUNTY RECEIVABLES

AS OF 03/31/20

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	18,308,063		(993,937)		38,929,984	(82,351,437)	6,484,640
Hospital Fee	-	709,907					(339,936)	369,971
Rate Range IGT-CCAH-	8,248,935	8,190,051				10,974,275		27,411,261
MCMC EPP	7,864,243	7,173,801				7,644,068	(22,903,741)	(221,629)
MCMC QIP	17,797,590	6,594,641				8,223,369	(26,020,959)	6,594,641
SB1732	666,674	2,914,344					(3,488,251)	92,767
AB 915	-	2,690,164						2,690,164
Medical GME	-	630,000						630,000
A/R Office Buildings	85,042	1,035,233					(1,085,358)	34,917
A/R Manco Abbott	(39,159)		39,159					-
Interest Accrued Positive Cash	-	2,144,930	553,521				(1,733,850)	964,601
Accrued Donations	937,359	539,002					(66,021)	1,410,340
A/R Jail-PG&E	316,260	754,714	215,532				(1,186,095)	100,411
Health Department	42,970	1,260,000	62,133				(586,562)	778,541
Ryan White & EIP A/R	-	186,813					(186,605)	208
STATE RECEIVABLES	\$ 48,509,882	\$ 53,131,663	\$ 870,345	\$ (993,937)	\$ -	\$ 65,771,696	\$ (119,948,815)	\$ 47,340,833

P & L

	YTD Mar-20
Medi-Cal DSH /SNCP/PHYS SPA	\$ 9,202,313
PRIME Y5	9,120,000
Rate Range IGT-CCAH-	8,190,051
Esperanza Care	(1,500,003)
Medical GME	630,000
HPE	684,847
Hospital Fee	709,907
MCMC EPP	7,173,801
HD Residency Support	(373,637)
MCMC QIP	6,594,641
AB915	2,690,164
Medicare GME	1,573,748
SB 1732	2,914,344
Ryan White & SAMHSA GRANTS	293,156
GOVERNMENT FUNDING INCOME	\$ 47,903,332

**NATIVIDAD
STATEMENT OF CASH FLOWS
AS OF MARCH 31, 2020**

	CURRENT MONTH	YEAR - TO - DATE
1	\$ 68,444,433	\$ 61,516,366
2		
3	(2,227,028)	8,852,142
4	-	-
5	916,470	8,071,438
6	(1,310,558)	16,923,580
7		
8	684,319	9,406,245
9	(10,517,952)	1,169,049
10	321,466	(293,181)
11	(4,652,542)	2,438,444
12	1,126,377	2,004,311
13	-	(2,927,634)
14	-	694,989
15	(1,527,090)	4,125,127
16	(14,565,422)	16,617,350
17		
18		
19	(1,117,180)	(7,989,102)
20	-	-
21	(1,117,180)	(7,989,102)
22		
23	(16,477)	(4,582,449)
24	21,337,831	(9,710,733)
25	-	(2,385)
26	21,321,354	(14,295,567)
27	4,328,194	11,256,261
28	\$ 72,772,627	\$ 72,772,627

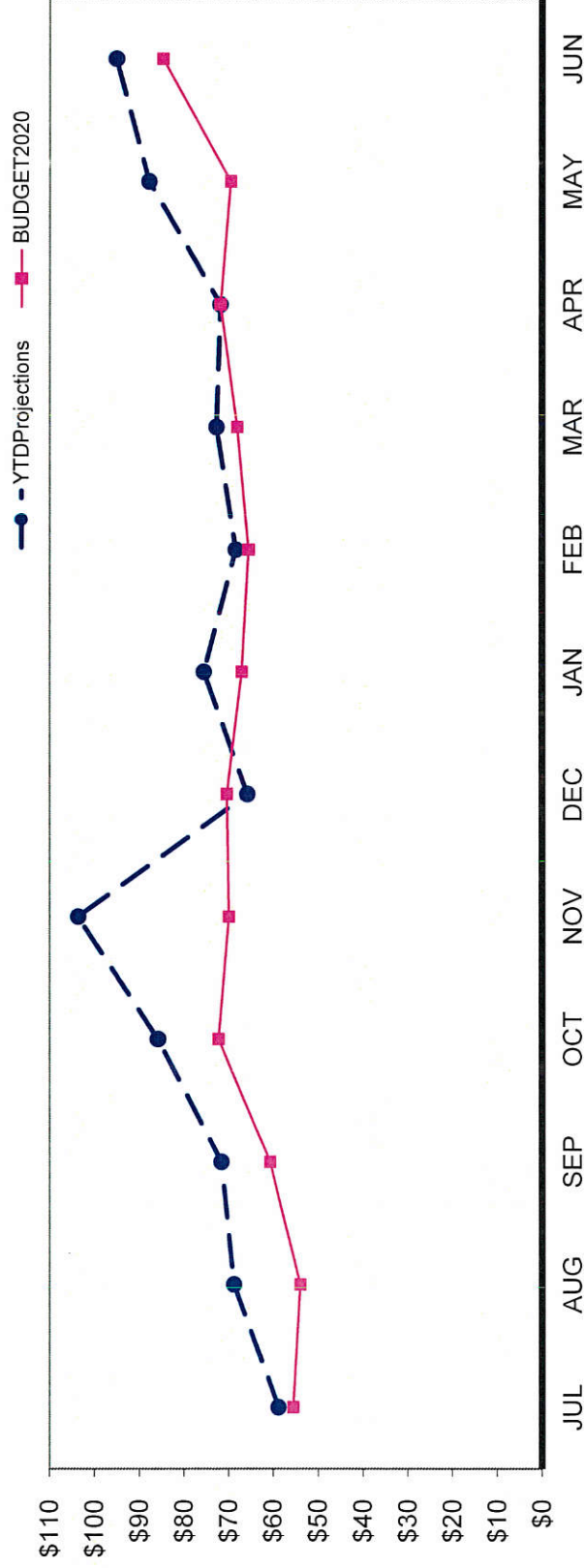
NATIVIDAD
RECONCILIATION OF GOVERNMENT FUNDING
FISCAL YEAR 2020

	<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	-	684,846	684,846
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	-
Medical GME FY17,FY18,FY19	-	2,520,000	2,520,000
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	2,089,432	737,432
Provider Fee	950,000	950,000	-
	<u>\$ 59,596,996</u>	<u>\$ 64,914,274</u>	<u>\$ 5,317,278</u>

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Cash Flow Performance Fiscal Year 2020 (in Millions)



Months	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	68.4	72.8	71.9	87.8	95.1
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	3.3	14.9	10.8	13.6	33.7	(4.6)	8.5	2.9	4.7	0.0	18.2	10.4

NATIVIDAD
CASH FORECAST
FISCAL YEAR 2020

Beginning Balance												61,471,012
CASH RECEIPTS												
Grant Revenues (incl pro less and lab cap)	23,474,346	20,651,651	23,418,875	25,245,032	21,968,376	19,531,539	22,158,444	21,097,973	20,401,832	20,300,000	20,300,000	256,848,138
GR L61 CCA1	-	-	-	-	-	19,860	279,169	-	41,807	79,167	79,167	577,433
Medical CARE Stimulus-COVID19	-	-	-	-	-	-	-	-	-	21,000,000	-	21,000,000
Medical GME FY17, FY18 & FY19	-	-	-	-	-	-	-	-	-	-	-	3,329,387
SHORT DOYLE	-	190,996	363,820	440,972	407,195	365,883	329,120	306,532	273,425	250,000	2,500,000	3,329,387
HLV GRANTS	-	40,336	19,704	25,968	25,310	17,699	22,871	21,159	17,952	20,833	250,000	3,497,743
HEALTH DEPARTMENT REIMB	-	-	-	-	-	567,613	-	-	-	250,000	250,000	254,096
GRP Y5	-	-	-	7,050,578	-	-	10,788,662	-	-	-	-	1,337,613
AB915	-	-	-	-	-	-	-	-	-	-	8,539,620	26,818,660
Phys SPA	-	-	-	-	-	-	-	-	-	-	3,600,000	3,600,000
GRP FY18-19	-	-	16,478	-	-	-	-	-	-	-	800,000	800,000
QIP	-	-	-	26,020,959	-	-	-	-	-	-	-	578,327
GRP 39/Prep 5b	-	-	-	11,844,755	-	-	-	-	11,058,965	-	-	26,020,959
LR6	58,751	130,369	-	-	45,026	-	-	230,393	-	-	-	22,903,740
GRPV3 Final Rec'n	-	5,528,569	-	334,084	-	-	-	14,250	-	-	-	103,777
PRIME	-	12,570,683	-	-	17,134,078	-	-	-	-	-	-	684,846
MCAL FFS Final Settlement	-	-	-	-	-	-	-	-	-	-	-	5,940,830
SB1732	-	-	1,073,143	606,023	-	2,926,402	-	-	-	-	-	1,679,161
GRP Y4 Q4	-	-	-	8,796,560	-	-	-	-	-	-	900,000	3,629,402
JANE BIWEEKLY	112,867	171,892	171,892	112,867	112,867	257,838	171,892	171,892	171,892	171,892	171,892	8,796,560
Rent Income	160,163	160,163	56,714	135,307	168,305	183,383	109,834	128,604	115,526	109,834	109,834	1,307,338
LI-P Final Reconciliation	-	-	-	-	-	-	-	-	893,937	-	-	893,937
Fund 404 Transfer	-	-	-	-	-	-	-	-	-	-	-	29,300,000
167 Sub-Fund Transfer In/(Out)	-	2,853,338	9,411,050	(21,614,932)	-	-	-	-	21,388,365	-	-	21,388,365
Interest Income	-	1,061,717	-	-	-	-	662,137	-	-	-	-	29,300,000
Miscellaneous Revenue	127,486	392,890	281,244	280,480	280,480	359,150	195,549	202,771	156,310	156,310	500,000	2,823,854
Total Cash Receipts	33,582,797	42,785,568	34,684,568	60,380,922	40,141,437	23,918,417	35,081,479	23,127,282	54,566,112	34,902,970	50,120,113	482,852,101
CASH DISBURSEMENTS												
Purchased Services and Supplies	11,166,258	5,299,775	-	10,426,431	-	-	6,858,201	5,327,653	9,305,394	6,697,203	6,697,203	89,004,443
Rent Range Assessment Fee FY18-19	-	-	-	-	-	-	-	-	1,740,844.00	-	-	1,740,844
Rent Range LGT FY18-19	-	-	-	-	-	-	-	-	9,233,431.00	-	-	9,233,431
PRIME LGT	6,268,331	-	-	-	-	-	-	-	-	-	-	6,268,331
167 SF7017-18 GRP	2,961,367	-	-	-	-	-	-	-	-	-	-	2,961,367
167 GRP Y5 & GRP Y4 Q4	-	-	9,411,050	-	-	6,425,774	-	-	5,279,488	-	-	21,116,322
L61 QIP	-	8,223,369	-	-	-	-	-	-	-	-	-	8,223,369
L61 EPP	-	3,980,513	-	-	-	-	-	-	-	-	-	7,844,068
Building Leases / Rental Equipment	251,890	251,890	262,281	262,281	272,369	259,295	247,923	329,506	329,506	300,000	300,000	3,391,695
OP Principal & Interest Payments	14,368,412	14,368,412	15,413,568	15,413,568	14,741,734	14,853,663	16,218,320	15,870,069	21,656,317	16,690,359	16,690,359	5,435,708
Expenses Care	36,744	-	-	487,798	98,919	315,552	10,898	439,526	18,365	357,036	357,036	199,454,239
CONCAP	-	-	-	-	-	-	-	-	-	-	-	2,000,171
FY19-20 MH/MOU	-	-	101,903	132,671	120,081	102,181	102,181	98,177	98,185	268,090	268,090	2,000,171
Dental Processing	-	-	102,360	204,761	103,144	102,494	102,527	268,090	1,159,320	268,090	268,090	681,296
DSH Final Reconciliation FY07-08	-	-	-	-	-	-	-	-	-	-	-	1,371,057
LI-P Final Reconciliation	-	-	-	-	-	-	-	-	-	-	-	598,185
PRIME LGT	-	-	-	8,567,039	-	-	-	-	-	-	-	6,567,039
Transfer From 451 to 404 & LGT Fund	-	-	-	-	-	-	-	-	-	-	-	31,095,454
Capital Expenditures Fund 404	1,248,188	407,194	93,363	344,840	1,870,391	131,180	1,750,630	1,026,036	1,198,596	1,610,639	1,387,496	29,300,000
Total Cash Disbursements	36,316,190	32,727,228	32,125,709	46,074,881	22,341,567	61,770,401	25,256,582	25,256,517	50,140,300	35,775,079	34,203,709	448,194,736
Increase/(Decrease)												
Ending Cash Fund 451	(2,733,393)	10,056,760	2,798,657	14,366,041	17,769,870	(37,851,984)	9,784,897	(7,199,225)	4,325,812	(872,109)	19,918,405	7,323,435
Ending Cash Fund 451	58,737,619	68,795,379	71,595,236	85,951,277	103,661,147	65,808,163	75,564,000	68,434,835	72,760,647	87,804,542	95,128,377	95,128,377
(+) Cash In Transit	-	-	-	-	-	-	-	-	-	-	-	-
(-) Credit Card Account	40,541	3,680	3,680	2,978	2,978	4,966	941	5,918	8,300	-	-	64,470,218
(-) Petty Cash	3,680	1,686	8,247	450	2,721	3,680	3,680	3,680	-	-	-	(7,783,077)
Ending Cash as per 6/L	58,781,841	68,801,698	71,597,163	85,964,705	103,671,946	65,817,809	75,568,681	68,444,433	72,772,627	87,804,542	95,128,377	95,128,377
Fund 404												
Beginning Balance	70,892,408	70,892,408	70,892,408	70,892,408	70,892,408	70,892,408	81,987,862	81,987,862	81,987,862	81,987,862	72,252,295	64,470,218
Transfer In From Fund 451	-	-	-	-	-	-	-	-	-	-	-	(7,783,077)
Transfer From Fund 404	-	-	-	-	-	-	-	-	-	-	-	64,470,218
Ending Cash Fund 404	70,892,408	70,892,408	70,892,408	70,892,408	70,892,408	70,892,408	81,987,862	81,987,862	81,987,862	81,987,862	72,252,295	64,470,218
Ending Cash Fund 451 & 404												
Ending Cash	129,630,038	139,688,787	142,447,544	156,753,685	174,553,955	147,797,025	157,581,922	150,422,687	154,748,500	144,140,833	152,275,161	147,816,240

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