



# **Finance Committee Meeting 2020**

**July 10, 2020**



## **Finance Committee Meeting**

**Friday, July 10, 2020**

**8:30 AM**

**\*\*\* VIDEO CONFERENCE 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 Zoom. There will be no physical location for these meetings. Committee Members shall participate in the meeting by Zoom.

To participate in this Natividad Finance Committee meeting, the public are invited to observe and address the Committee via Zoom.

The meeting will be conducted via teleconference using the Microsoft Zoom program. This gives the public two options. The public may attend the meeting by phone. Or, the public may attend and observe the Zoom meeting via computer audio.

To participate by phone call any of these numbers below:

- +1 720 928 9299 US (Denver)
- +1 971 247 1195 US (Portland)
- +1 253 215 8782 US (Tacoma)
- +1 346 248 7799 US (Houston)
- +1 602 753 0140 US (Phoenix)

Enter the Meeting ID number: 940 0995 5352 when prompted. You will then enter the Password: 241049 when prompted.

Or, to attend the Finance Committee meeting by Zoom computer audio at:

<https://natividad.zoom.us/j/94009955352?pwd=VFNDYmJENXNyLzdYSXJneUtJa1Iwdz09>

You will be placed in the meeting as an attendee; when you are ready to make a public comment if joined by computer audio please select the "Raise your Hand" option on the Zoom screen; and by phone please push #9 on your keypad.

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](mailto: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](mailto: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](mailto: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](mailto: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](mailto: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](mailto: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**

### **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 June 12, 2020. *Pages 7-10*

### **Consent Items**

2. Approve for consideration by the NMC Board of Trustees the Items in Attachment A. *Pages 11-38*

## 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:

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 4 to the agreement (A-12753) with RBB Architects Inc. for architectural services for the Radiology Modernization Project at NMC pursuant to the Request for Qualifications (RFQ) # 9600-54, extending the agreement an additional six (6) month period (August 31, 2020 through February, 28, 2021) for a revised full agreement term of September 23, 2014 through February 28, 2021, and transfer \$162,000 from the approved Radiology Modernization capital project fund. *Pages 39-40 (Andrea Rosenberg)*

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

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with MedMove Consulting, LLC for Medical Consulting services at NMC for an amount not to exceed \$300,000 with an agreement term August 4, 2020 through August 3, 2022. *Pages 41-42 (Daniel Leon)*

### Review and Approve Financial Report

5. Receive and Approve May 2020 Financial Report. *Pages 43-55*

**Daniel Leon, CFO**

## Adjournment

### **NEXT FINANCE COMMITTEE MEETING:**

**NOTICE OF CANCELLATION OF REGULAR MEETING OF AUGUST 27, 2020 AT 3 P.M.**

**NOTE SPECIAL MEETING DATE OF FRIDAY, AUGUST 14, 2020 AT 8:30 A.M.**

**\*\*\* VIDEO CONFERENCE 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, July 10, 2020**  
**Consent Items**

**Attachment A**

<b>1.</b> <i>Pages 11-12</i>	<p>a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with Chancellor Consulting Group, Inc. for healthcare management consulting services at NMC for an amount not to exceed \$250,000 with an agreement term November 17, 2020 through November 16, 2023.</p> <p>b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to two (2) future amendments to the agreement, which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$25,000) of the original cost of the agreement.</p>
<b>2.</b> <i>Pages 13-14</i>	<p>Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement with Disaster Kleenup Specialist Monterey Bay Inc. for damage restoration, mold remediation, and hazardous materials removal services, extending the agreement an additional one (1) year period (November 1, 2020 through October 31, 2021) for a revised full agreement term of November 1, 2015 through October 31, 2021, and adding \$63,500 for a revised total agreement amount not to exceed \$163,500.</p>
<b>3.</b> <i>Pages 15-16</i>	<p>a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with The Center for Case Management for interim leadership, consulting, and subject matter expert services in case management and social services at NMC for an amount not to exceed \$400,000 with an agreement term of August 1, 2020 through July 31, 2023.</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%) (\$40,000) of the original cost of the agreement.</p>
<b>4.</b> <i>Pages 17-18</i>	<p>Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute renewal and amendment no. 6 to the agreement (A-13067) with Medical Information Technology, Inc. (MEDITECH) for the addition of a Patient Portal for the MEDITECH system at NMC, adding \$235,085 for a revised total agreement amount not to exceed \$534,552, and with an implementation term effective on April 30, 2020 through April 29, 2021.</p>
<b>5.</b> <i>Pages 19-20</i>	<p>a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with Meleco, LLC. for interim leadership, consulting, and subject matter expert services in case management and social services at NMC for an amount not to exceed \$400,000 with an agreement term of August 1, 2020 through July 31, 2023.</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%) (\$40,000) of the original cost of the agreement.</p>
<b>6.</b> <i>Pages 21-22</i>	<p>Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute renewal and amendment No. 4 to the agreement (A-13524) with Meta Dynamic, Inc. for rental of neurosurgery equipment plus associated services, extending the agreement an additional two (2) year period (April 15, 2020 through April 14, 2022) for a revised full agreement term of April 15, 2015 through April 14, 2022, and adding \$200,000 for a revised total agreement amount not to exceed \$475,000.</p>

<p><b>7.</b> <i>Pages 23-24</i></p>	<p>a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with Philips Healthcare for routine maintenance of ultrasound equipment for an amount not to exceed \$1,547,178 with an agreement term of August 1, 2020 through July 31, 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%) (\$154,718) of the original cost of the agreement.</p> <p>c. Approve the NMC Chief Executive Officer's recommendation to accept non-standard insurance, limitations on liability, and limitations on damages provisions within the agreement.</p>
<p><b>8.</b> <i>Pages 25-26</i></p>	<p>a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute renewal and amendment No. 1 to the agreement with Nancy Lomeli dba Sal's Taxi for lab specimen and patient transportation services, extending the agreement an additional one (1) year period (May 31, 2020 through May 30, 2021) for a revised full agreement term of February 1, 2017 through May 30, 2021, and adding \$25,000 for a revised total agreement amount not to exceed \$125,000.</p>
<p><b>9.</b> <i>Pages 27-28</i></p>	<p>Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement (A-13020) with California Transplant Services dba SafetyGraft for tissue bank services, extending an additional one (1) year period (January 1, 2021 through December 31, 2022) for a revised full agreement term of January 1, 2016 through December 31, 2022 and adding an additional \$57,500 for a revised total agreement not to exceed \$232,000.</p>
<p><b>10.</b> <i>Pages 29-30</i></p>	<p>a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the Services Agreement with the Juniper Advisory LLC (Juniper) to provide financial consulting services for an amount not to exceed \$870,000 for the period July 1, 2020 to December 31, 2021;</p> <p>b. Approve NMC's Chief Executive Officer's recommendation to accept non-standard indemnification and limitation on liability coverage language; and</p> <p>c. Authorize the Deputy Purchasing Agent for NMC to sign up to three (3) amendments to the agreement where the total amendments do not exceed 10% (\$87,000) of the original contract amount, and do not significantly change the scope of work.</p>
<p><b>11.</b> <i>Pages 31-32</i></p>	<p>a. Authorize the Deputy Purchasing Agent for Natividad or his designee to execute the Professional and Call Coverage Services Agreement with Seunggu Jude Han, M.D. to provide neurosurgery services at Natividad for an amount not to exceed \$700,000 for the period September 1, 2020 to August 31, 2021.</p> <p>b. Authorize the Deputy Purchasing Agent for Natividad or his designee to sign up to three (3) future amendments to this agreement where the total amendments do not significantly change the scope of work and do not cause an increase of more than ten percent 10% (\$70,000) of the original contract amount.</p>
<p><b>12.</b> <i>Pages 33-34</i></p>	<p>a. 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-13611) with Mohamed Kerala Serio, M.D. to provide cardiology services, extending the term by twelve months (August 1, 2020 to July 31, 2021) for a revised full agreement term of July 1, 2017 to July 31, 2021, and adding \$610,000 for a revised total not to exceed amount of \$2,490,000 in the aggregate; and</p> <p>b. Authorize the Deputy Purchasing Agent for NMC to sign up to three (3) future amendments to this agreement where the amendments do not significantly change the scope of work, and do not cause an increase of more than ten percent 10% (\$122,000) of the original contract amount.</p>
<p><b>13.</b> <i>Pages 35-36</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 and Call Coverage Services Agreement (A-14453) with Advanced Gastroenterology of Monterey County to provide gastroenterology services for an amount not to exceed \$650,000 for the period August 1, 2019 to July 31, 2021; and</p> <p>b. Authorize the Deputy Purchasing Agent for NMC or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not significantly change the scope of work and do not cause an increase of more than ten percent 10% (\$65,000) of the</p>



	original contract amount.
<b>14.</b> <i>Pages 37-38</i>	Authorize the County Counsel to execute amendment No. 3 to the agreement (A-13923) with Best Best & Krieger, LLP for specialized attorney services, adding \$140,000 for a revised total agreement amount not to exceed \$465,000 with no changes to the term.



## **Finance Committee Meeting Friday, June 12, 2020**

**8:30 AM**

**\*\*\* VIDEO CONFERENCE TELEPHONIC MEETING \*\*\***

### **MINUTES**

#### **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 Zoom. There will be no physical location for these meetings. Committee Members shall participate in the meeting by Zoom.

To participate in this Natividad Finance Committee meeting, the public are invited to observe and address the Committee via Zoom.

The meeting will be conducted via teleconference using the Microsoft Zoom program. This gives the public two options. The public may attend the meeting by phone. Or, the public may attend and observe the Zoom meeting via computer audio.

**To participate by phone call any of these numbers below:**

- +1 720 928 9299 US (Denver)
- +1 971 247 1195 US (Portland)
- +1 253 215 8782 US (Tacoma)
- +1 346 248 7799 US (Houston)
- +1 602 753 0140 US (Phoenix)

**Enter the Meeting ID number: 940 0995 5352 when prompted. You will then enter the Password: 241049 when prompted.**

**Or, to attend the Finance Committee meeting by Zoom computer audio at:**

<https://natividad.zoom.us/j/94009955352?pwd=VFNDYmJENXNyLzdYSXJneUtJalIwdz09>

**You will be placed in the meeting as an attendee; when you are ready to make a public comment if joined by computer audio please select the "Raise your Hand" option on the Zoom screen; and by phone please push #9 on your keypad.**

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](mailto: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](mailto: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](mailto: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](mailto: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](mailto: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](mailto: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.

**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-Ann Balza, Nancy Buscher

### **Call to Order**

**Marcia Atkinson, Chair**

### **Roll Call**

#### **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.

- None

Approval of Minutes

1. Approve the Minutes of May 8, 2020.

**MOTION:** *Motion to approve the minutes of May 8, 2020 moved by Libby Downey, seconded by Dr. Gary Gray, 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 5, moved by Libby Downey, seconded by Dr. Gary Gray, and approved unanimously.*

Scheduled Items/Discussion Items

Review and Approve Financial Report

3. Receive and Approve April 2020 Financial Report.

**Daniel Leon, CFO**

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

Adjournment at 8:42am

---

Marcia Atkinson, Chair

*Recorded by Noemi Ferguson*





**Finance Committee Meeting  
Friday, June 12, 2020  
Consent Items  
MINUTES  
Attachment A**

<b>1.</b>	<p>a. Amend Personnel Policies and Practices Resolution No. 98-394 and Appendices A and B to adjust the salary range for the classification of Nursing Assistant as indicated below; and</p> <p>b. Direct the Monterey County Human Resources Department to implement the changes in the Advantage HRM System.</p>
<b>2.</b>	Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 5 to the agreement (A-12677) with Databank IMX for OnBase software maintenance, extending the agreement an additional one (1) year period (January 1, 2021 through December 31, 2021) for a revised full agreement term of January 1, 2015 through December 31, 2021, and adding \$44,318 for a revised total agreement amount not to exceed \$500,949.
<b>3.</b>	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-13157) with Juan Calzetta M.D. to provide vascular surgery services at NMC, adding \$100,000 for a revised amount not to exceed of \$1,470,000 in the aggregate, with no change to the agreement term for the period July 1, 2016 to June 30, 2020.
<b>4.</b>	Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 3 to the agreement (A-13598) with Pacific Health Alliance for project administration ("PA") services for the County of Monterey's Pilot Project for the Remaining Uninsured, extending the agreement an additional twelve (12) month period (January 1, 2021 through December 31, 2021) for a revised full agreement term of August 1, 2017 through December 31, 2021, and adding \$250,000 for a revised total agreement amount not to exceed \$1,150,000.
<b>5.</b>	Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with RJP for consulting services in revenue cycle optimization, at NMC for an amount not to exceed \$280,000 with an agreement term July 1, 2020 through June 30, 2022.

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

## **Chancellor Consulting Group, Inc. Agreement**

**Legistar Number:**

### **..Title**

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with Chancellor Consulting Group, Inc. for healthcare management consulting services at NMC for an amount not to exceed \$250,000 with an agreement term November 17, 2020 through November 16, 2023.
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to two (2) future amendments to the agreement, which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$25,000) of the original cost of the agreement.

### **..Report**

#### **RECOMMENDATION:**

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

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with Chancellor Consulting Group, Inc. for healthcare management consulting services at NMC for an amount not to exceed \$250,000 with an agreement term November 17, 2020 through November 16, 2023.
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to two (2) future amendments to the agreement, which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$25,000) of the original cost of the agreement.

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

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

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

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 July 10, 2020.

#### **FINANCING:**

The cost for this agreement is \$250,000 of which \$50,000 is included in the Fiscal Year 2019-20 Recommended Budget.

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

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



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

Prepared by: Nancy Majewski, Managed Care Operations Manager, 783-2385

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

Attachments:

Chancellor Consulting Agreement

Attachments on file with the Clerk of the Board

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

### **Disaster Kleenup Specialist Monterey Bay 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 Disaster Kleenup Specialist Monterey Bay Inc. for damage restoration, mold remediation, and hazardous materials removal services, extending the agreement an additional one (1) year period (November 1, 2020 through October 31, 2021) for a revised full agreement term of November 1, 2015 through October 31, 2021, and adding \$63,500 for a revised total agreement amount not to exceed \$163,500.

#### **..Report**

#### **RECOMMENDATION:**

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

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement with Disaster Kleenup Specialist Monterey Bay Inc. for damage restoration, mold remediation, and hazardous materials removal services, extending the agreement an additional one (1) year period (November 1, 2020 through October 31, 2021) for a revised full agreement term of November 1, 2015 through October 31, 2021, and adding \$63,500 for a revised total agreement amount not to exceed \$163,500.

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

Disaster Kleenup is used by Natividad for Hazardous waste haul off, segregation, transportation, and disposal, and fire/food mitigation in addition to rental of mitigation equipment such as Negative Air Machines and De-Humidifiers. Disaster Kleenup was used this past year for several flood mitigations, such as the flood in building 400 clinics that took place over a weekend that started on the 3<sup>rd</sup> floor and worked its way down to the 1<sup>st</sup> floor. They responded on the weekend and had the spaces back up in less than a week. Natividad has also used Disaster Kleenup for rentals on HEPA Filter Units, in the setup of our COVID Isolation Unit, we needed HEPA's to create the Negative Pressure, and were unable to source units as none were in the market place at that time.

Having a company such as Disaster Kleenup as our Mitigation partner has given us an upper hand in that we have one company to call for mitigation, there fast response, and ability to deal with all hazards such as, hazardous waste, mold, haul off and disposal have been beneficial.

#### **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 July 10, 2020 and by its Board of Trustees on July 10, 2020.

#### **FINANCING:**

The cost for this amendment No. 1 is \$63,500 of which \$15,000 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:**

Natividad Hospital and clinics serve the public; it is essential that we keep our property safe for patients, visitors and staff. Disaster Kleenup has provided Natividad with fast turnarounds of spaces for patient use.

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

Prepared by: Jeffrey Cleek, Director of Engineering & Safety, 831-783-2614

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

Attachments:

Disaster Kleenup Specialist Monterey Bay Inc. Amendment 1

Disaster Kleenup Specialist Monterey Bay Inc. Agreement

Attachments on file with the Clerk of the Board



# MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

## The Center for Case Management Agreement

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

### **..Title**

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with The Center for Case Management for interim leadership, consulting, and subject matter expert services in case management and social services at NMC for an amount not to exceed \$400,000 with an agreement term of August 1, 2020 through July 31, 2023.
- 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%) (\$40,000) of the original cost of the agreement.

### **..Report**

#### **RECOMMENDATION:**

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

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with The Center for Case Management for interim leadership, consulting, and subject matter expert services in case management and social services at NMC for an amount not to exceed \$400,000 with an agreement term of August 1, 2020 through July 31, 2023.
- 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%) (\$40,000) of the original cost of the agreement.

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

The Center for Case Management provides leaders and experts in the industry of hospital utilization management and social services. Case Management is essential in the improvement of hospital performance from reduction of readmission risks, reduction of denied and avoidable days, to the improvement of patient outcomes through coordination of care. Utilization review, risk management, and quality assurance are key functions that require unique skills, experience, and expertise.

#### **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 July 10, 2020.

#### **FINANCING:**

The cost for this agreement is \$400,000 of which \$133,000 is included in the Fiscal Year 2020-2021 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 efficient management of hospital's resources and improve patient outcomes through coordination of care within the community.

☐ 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:

The Center for Case Management Agreement

Attachments on file with the Clerk of the Board

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

**Medical Information Technology, Inc. Amendment No. 6**

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

### **..Title**

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute renewal and amendment no. 6 to the agreement (A-13067) with Medical Information Technology, Inc. (MEDITECH) for the addition of a Patient Portal for the MEDITECH system at NMC, adding \$235,085 for a revised total agreement amount not to exceed \$534,552, and with an implementation term effective on April 30, 2020 through April 29, 2021.

### **..Report**

#### **RECOMMENDATION:**

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

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute renewal and amendment no. 6 to the agreement (A-13067) with Medical Information Technology, Inc. (MEDITECH) for the addition of a Patient Portal for the MEDITECH system at NMC, adding \$235,085 for a revised total agreement amount not to exceed \$534,552, and with an implementation term effective on April 30, 2020 through April 29, 2021.

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

Medical Information Technology, Inc. (MEDITECH) provides NMC with a Health Care Information System (HCIS) for Electronic Medical Records (EMRs) and is NMC's primary source of electronic patient data.

MEDITECH's Patient and Consumer Health Portal actively engages Natividad's patients in their care by giving them access to valuable health information online. Patients and their authorized healthcare representatives can manage a wide range of health data from a single portal from wherever they are and at their convenience. Patients can send messages to and receive messages from providers, access a Health Summary, request or directly book appointments, track Patient Generated Health Data, pay bills, etc. MEDITECH's MHealth mobile app makes the Portal even more accessible by allowing patients to utilize full Portal functionality on smartphones and tablets.

In addition to our patient's ability to view their health information, the Patient Portal gives us the ability to conduct tele-health visits through the portal, which is an advantage over Natividad's current toolset in that it allows healthcare providers to share MEDITECH documents, such as x-rays, lab results, etc., with the patient during the visit.

In addition to the \$235,085 cost of the Patient Portal and its implementation, there is an ongoing monthly maintenance/service fee. The cost for the ongoing maintenance for this new module is \$1,800 monthly and was included as part of the annual MEDITECH maintenance costs presented to, and approved by, the Board of Supervisors on June 09, 2020. Therefore, this request is being presented for just the cost of the Patient Portal module of \$235,085.

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

The Office of County Counsel has reviewed and approved this amendment no. 6 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. This amendment no. 6 has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on



July 10, 2020.

**FINANCING:**

The cost for this amendment no. 6 is \$235,085, all of which is included in the Fiscal Year 2020-21 Adopted Budget.

**BOARD OF SUPERVISORS STRATEGIC INITIATIVES:**

This amendment expands upon the existing MEDITECH agreement and further enhances its capabilities, leading to improved technological functionality and further enhances the healthcare experience for patients by providing online real-time access to their health information.

- ☐ 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:

Medical Information Technology Inc Amendment 6  
Medical Information Technology Inc Amendment 5  
Medical Information Technology Inc Amendment 4  
Medical Information Technology Inc Amendment 3  
Medical Information Technology Inc Amendment 2  
Medical Information Technology Inc Amendment 1  
Medical Information Technology Inc Agreement

Attachments on file with the Clerk of the Board

# MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

**Meleeo, LLC. Agreement**

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

## **..Title**

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with Meleeo, LLC. for interim leadership, consulting, and subject matter expert services in case management and social services at NMC for an amount not to exceed \$400,000 with an agreement term of August 1, 2020 through July 31, 2023.
- 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%) (\$40,000) of the original cost of the agreement.

## **..Report**

### **RECOMMENDATION:**

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

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with Meleeo, LLC. for interim leadership, consulting, and subject matter expert services in case management and social services at NMC for an amount not to exceed \$400,000 with an agreement term of August 1, 2020 through July 31, 2023.
- 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%) (\$40,000) of the original cost of the agreement.

### **SUMMARY/DISCUSSION:**

Meleeo provides leaders and experts in the industry of hospital utilization management and social services. Case Management is essential in the improvement of hospital performance from reduction of readmission risks, reduction of denied and avoidable days, to the improvement of patient outcomes through coordination of care. Utilization review, risk management, and quality assurance are key functions that require unique skills, experience, and expertise.

Meleeo will provide interim leadership to prevent gaps in utilization management until NMC finds the appropriate candidate.

### **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 July 10, 2020.

### **FINANCING:**

The cost for this agreement is \$400,000 of which \$133,000 is included in the Fiscal Year 2020-2021 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 efficient management of hospital's resources and improve patient outcomes through coordination of care within the community.

☐ 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:

Meleco, LLC. Agreement

Attachments on file with the Clerk of the Board



## MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

**Meta Dynamic Inc. Renewal and Amendment No. 4**

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

### **..Title**

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute renewal and amendment No. 4 to the agreement (A-13524) with Meta Dynamic, Inc. for rental of neurosurgery equipment plus associated services, extending the agreement an additional two (2) year period (April 15, 2020 through April 14, 2022) for a revised full agreement term of April 15, 2015 through April 14, 2022, and adding \$200,000 for a revised total agreement amount not to exceed \$475,000.

### **..Report**

#### **RECOMMENDATION:**

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

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute renewal and amendment No. 4 to the agreement (A-13524) with Meta Dynamic, Inc. for rental of neurosurgery equipment plus associated services, extending the agreement an additional two (2) year period (April 15, 2020 through April 14, 2022) for a revised full agreement term of April 15, 2015 through April 14, 2022, and adding \$200,000 for a revised total agreement amount not to exceed \$475,000.

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

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

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

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

NMC is requesting to amend the current Agreement to extend the term to cover ongoing operational rental fees. This Renewal and Amendment No. 4 has a retroactive date of April 15, 2020, due to a delay in obtaining optimal pricing from the vendor.

**OTHER AGENCY INVOLVEMENT:**

The Office of County Counsel has reviewed and approved this renewal and amendment No. 4 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The renewal and amendment No. 4 has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on July 10, 2020.

**FINANCING:**

The cost for this renewal and amendment No. 4 is \$200,000, of which \$130,000 is included in the Fiscal Year 2020-21 Adopted Budget.

**BOARD OF SUPERVISORS STRATEGIC INITIATIVES:**

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

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

Prepared by: Wally Sayles, Interim Surgical Services Director, 772-7771

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

Attachments:

Meta Dynamic Renewal and Amendment 4  
Meta Dynamic Amendment 3  
Meta Dynamic Renewal and Amendment 2  
Meta Dynamic Amendment 1  
Meta Dynamic Agreement

Attachments on file with the Clerk of the Board

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

**Philips Healthcare**

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

### **..Title**

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with Philips Healthcare for routine maintenance of ultrasound equipment for an amount not to exceed \$1,547,178 with an agreement term of August 1, 2020 through July 31, 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%) (\$154,718) of the original cost of the agreement.
- c. Approve the NMC Chief Executive Officer's recommendation to accept non-standard insurance, limitations on liability, and limitations on damages provisions within the agreement.

### **..Report**

#### **RECOMMENDATION:**

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

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with Philips Healthcare for routine maintenance of ultrasound equipment for an amount not to exceed \$1,547,178 with an agreement term of August 1, 2020 through July 31, 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%) (\$154,718) of the original cost of the agreement.
- c. Approve the NMC Chief Executive Officer's recommendation to accept non-standard insurance, limitations on liability, and limitations on damages provisions within the agreement.

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

Joint Commission requires all imaging equipment to be maintained per manufacture guidelines. This requirement ensures the overall quality of the equipment.

NMC desires to enter into a four year service agreement with Philips Healthcare services to maintain the equipment by performing preventive maintenance on the equipment and to make any necessary repairs on the equipment when the equipment malfunctions. The service agreements account for parts and labor with clearly stipulate hours of coverage and parts that are included. The service hours are Monday through Friday 8-5 pm excluding holidays. NMC has elected to purchase the Value program for the ultra sound and echo machines. NMC elects to purchase the Primary Plan for the specialized TEE transducer. The Value Program includes 1-2 planned service and inspections.

This service agreement covers five ultrasound machines; four are located in the main Radiology department and one is located in the Specialty Clinic. In additional, the contract will provide service for echo cardiology ultrasound machine and a specialized transducer. Each unit had a one year warranty initially. Four of the ultrasound machines, the echo cardiology ultrasound machine and the transducer were purchased in previous years and are off of warranty. The ultra sound machine in the Specialty Clinic is the most recent purchase.

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

The Office of County Counsel has reviewed and approved the agreement as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The agreement was reviewed and approved by the NMC Finance Committee and by the NMC Board of Trustees on July 10, 2020.

**FINANCING:**

The cost for this agreement is \$1,547,178, of which \$88,887 has been included in the FY20-21 Adopted Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate. There is no impact to the General Fund.

**BOARD OF SUPERVISORS STRATEGIC INITIATIVES:**

This agreement will support the County strategic initiative for Health and Human Services by offering sonography services to the residents of Monterey County without minimal delay to services should equipment fail. While maintaining high standards with the original equipment manufacturer and their preventative maintenance. These contract will ensure that services are minimally interrupted or prevented.

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

Prepared by: Daisha Marsh, Radiology Manager, 772-7616

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

Attachments:

Philips Healthcare Agreement

Attachments on file with the Clerk of the Board



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

**Nancy Lomeli dba Sal's Taxi Renewal & Amendment No. 1**      **Legistar Number:** \_\_\_\_\_

### **..Title**

a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute renewal and amendment No. 1 to the agreement with Nancy Lomeli dba Sal's Taxi for lab specimen and patient transportation services, extending the agreement an additional one (1) year period (May 31, 2020 through May 30, 2021) for a revised full agreement term of February 1, 2017 through May 30, 2021, and adding \$25,000 for a revised total agreement amount not to exceed \$125,000.

### **..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 renewal and amendment No. 1 to the agreement with Nancy Lomeli dba Sal's Taxi for lab specimen and patient transportation services, extending the agreement an additional one (1) year period (May 31, 2020 through May 30, 2021) for a revised full agreement term of February 1, 2017 through May 30, 2021, and adding \$25,000 for a revised total agreement amount not to exceed \$125,000.

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

Natividad provides Complimentary Local Transportation through Sal's taxi, which aims to ease access to medical care, promote patient safety, and comply with SB1152 discharge of homeless patients. Sal's taxi also provides time sensitive transportation of laboratory specimen and/or materials from Natividad to other laboratories and vice versa.

NMC is requesting to amend the current Agreement to extend the term to cover ongoing operational rental fees. This Renewal and Amendment No. 1 has a retroactive date of May 31, 2020 due to a delay in obtaining optimal pricing from the vendor.

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

The Office of County Counsel has reviewed and approved this renewal and amendment No. 1 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The renewal and amendment No. 1 has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on July 10, 2020.

#### **FINANCING:**

The cost for this renewal and amendment No. 1 is \$25,000 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:**

The services rendered in this agreement provide ease of access to medical services in Monterey County.

- ☐ 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:

Sal's Taxi Renewal and Amendment No. 1

Sal's Taxi Agreement for Services

Attachments on file with the Clerk of the Board

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

### **California Transplant Services dba SafetyGraft Amendment No. 1**

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

#### **..Title**

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement (A-13020) with California Transplant Services dba SafetyGraft for tissue bank services, extending an additional one (1) year period (January 1, 2021 through December 31, 2022) for a revised full agreement term of January 1, 2016 through December 31, 2022 and adding an additional \$57,500 for a revised total agreement not to exceed \$232,000.

#### **..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. 1 to the agreement (A-13020) with California Transplant Services dba SafetyGraft for tissue bank services, extending an additional one (1) year period (January 1, 2021 through December 31, 2022) for a revised full agreement term of January 1, 2016 through December 31, 2022 and adding an additional \$57,500 for a revised total agreement not to exceed \$232,000.

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

California Transplant Services, Inc. (CTS) is licensed by the California Department of Public Health and is an IRS qualified 501(c) 3 non-profit public charity. CTS operates an eye and tissue bank, which offers physicians worldwide, quality tissue for transplant. CTS is accredited by the American Association of Tissue Banks as well as a member of the Eye Bank Association of America.

NMC would like to extend their agreement with California Transplant Services because of the need to adequately store tissue, such as bone flaps. NMC is a Level II trauma center performing emergent craniotomies that require a patient's skull flaps to be removed and properly stored at California Transplant Services. Continuing the current contract with CTS assures proper storage and availability no matter where the patient has their skull flaps implanted.

California Transplant Services (CTS) will supply NMC with procurement packs for NMC's use in procuring autologous tissue (skull flaps). Once the skull flap has been surgically removed, CTS is then contacted and the tissue sent to CTS. CTS will pay for couriers, shipment, and carriage of all autologous bone or skull flaps in accordance with current tissue transport standards. CTS shall be responsible for package inspection and notifying NMC if the package is compromised and potentially not suitable for re-implantation.

#### **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 and by its Board of Trustees on July 10, 2020.

## **FINANCING:**

The cost for this Agreement is \$232,000 of which \$57,500 is included in the Fiscal Year 2020-21 Adopted Budget. Amounts for remaining years of the Agreement will be included in those budgets as appropriate. There is no impact to the General Fund.

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

The continuation of the current CTS contract will assure tissues are being transported and stored in accordance with current guidelines and regulations. NMC will continue collaboration with CTS to store skull flaps of the trauma patients requiring craniotomies thereby further enhancing healthcare opportunities for Monterey County residents.

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

Prepared by: Wally Sayles, Interim Director for Surgical Services, 772-7771

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

Attachments:

California Transplant Services dba SafetyGraft Amendment 1

California Transplant Services dba SafetyGraft Agreement

Attachments on file with the Clerk of the Board



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

### **Juniper Advisory LLC Agreement**

#### **TITLE:**

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the Services Agreement with the Juniper Advisory LLC (Juniper) to provide financial consulting services for an amount not to exceed \$870,000 for the period July 1, 2020 to December 31, 2021;
- b. Approve NMC's Chief Executive Officer's recommendation to accept non-standard indemnification and limitation on liability coverage language; and
- c. Authorize the Deputy Purchasing Agent for NMC to sign up to three (3) amendments to the agreement where the total amendments do not exceed 10% (\$87,000) 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 Services Agreement with the Juniper Advisory LLC, a general partnership (Juniper) to provide financial consulting services for an amount not to exceed \$870,000 for the period July 1, 2020 to December 31, 2021;
- b. Approve NMC's Chief Executive Officer's recommendation to accept non-standard indemnification and limitation on liability coverage language; and
- c. Authorize the Deputy Purchasing Agent for NMC to sign up to three (3) amendments to the agreement where the total amendments do not exceed 10% (\$87,000) of the original contract amount, and do not significantly change the scope of work.

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

Juniper Advisory LLC is an independent advisory firm working exclusively with hospitals and health systems. Juniper Advisory LLC has completed more than 240 assignments in which they assisted nonprofit health systems consider various strategic options and have advised on more than 125 completed business combinations. Juniper Advisory LLC worked on over 20 projects in California, most recently with Santa Clara County ("SCC") in acquiring three former Daughters of Charity hospitals in the Bay Area. Being well versed in the specific requirements of local-Government owned hospitals, Juniper Advisory LLC is uniquely qualified to provide advisory services for Natividad.

The U.S. healthcare system is increasingly pushing hospitals and other healthcare delivery organizations to deliver integrated care across a broader market. Fee for service payment mechanisms are evolving towards a value-based healthcare market, which mandates local and regional coordination of healthcare delivery among hospitals, provider groups and healthcare support businesses. To ensure a thriving public healthcare delivery system Juniper Advisory LLC will assist Natividad with strategy and planning regarding collaborative arrangements and opportunities with one or more health care business partners.

#### **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.

#### **FINANCING:**

The total cost of this Agreement is \$870,000. 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**

### **Seunggu Jude Han, M.D. Agreement**

#### **..Title**

- a. Authorize the Deputy Purchasing Agent for Natividad or his designee to execute the Professional and Call Coverage Services Agreement with Seunggu Jude Han, M.D. to provide neurosurgery services at Natividad for an amount not to exceed \$700,000 for the period September 1, 2020 to August 31, 2021.
- b. Authorize the Deputy Purchasing Agent for Natividad or his designee to sign up to three (3) future amendments to this agreement where the total amendments do not significantly change the scope of work and do not cause an increase of more than ten percent 10% (\$70,000) of the original contract amount.

#### **..Report**

##### RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Authorize the Deputy Purchasing Agent for Natividad or his designee to execute the Professional and Call Coverage Services Agreement with Seunggu Jude Han, M.D. to provide neurosurgery services at Natividad for an amount not to exceed \$700,000 for the period September 1, 2020 to August 31, 2021.
- b. Authorize the Deputy Purchasing Agent for Natividad or his designee to sign up to three (3) future amendments to this agreement where the total amendments do not significantly change the scope of work and do not cause an increase of more than ten percent 10% (\$70,000) of the original contract amount.

##### SUMMARY/DISCUSSION:

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

Natividad would like to enter into an agreement with Seunggu Jude Han, M.D., a board certified neurosurgeon, to provide neurosurgical services as part of the comprehensive trauma services required for the Level II Trauma Center. Dr. Han will provide inpatient and outpatient services, procedures in the operating room, call coverage in the emergency department as well medical director services for the neurosurgery department. Natividad has obtained an independent opinion of fair market value supporting the payment terms of this Agreement.

##### OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this Agreement as to legal form. Auditor-Controller has reviewed and approved this Agreement as to fiscal provisions. The Agreement has also been reviewed and approved by Natividad's Finance Committee and Board of Trustees on July 10, 2020.

FINANCING:

The total cost of this Agreement is \$700,000. The actual cost is contingent upon Dr. Han's participation in the call panel which may fluctuated based on his availability. Natividad has agreements with multiple providers to ensure sufficient coverage of the neurosurgery services where the total expenditure will not exceed \$1,300,000 annually which is included in Fiscal Year 2020/2021 adopted budget. The remaining balance will be budgeted in subsequent fiscal years. There is no impact to the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The services rendered in this agreement are required for a Level II Trauma Center and 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, Director of Physician Services, 783.2506

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

Attachments: Agreement



## **MONTEREY COUNTY BOARD OF SUPERVISORS**

### **Mohamed Kerala Serio, M.D. Third Amendment**

#### **TITLE:**

- a. 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-13611) with Mohamed Kerala Serio, M.D. to provide cardiology services, extending the term by twelve months (August 1, 2020 to July 31, 2021) for a revised full agreement term of July 1, 2017 to July 31, 2021, and adding \$610,000 for a revised total not to exceed amount of \$2,490,000 in the aggregate; and
- b. Authorize the Deputy Purchasing Agent for NMC to sign up to three (3) future amendments to this agreement where the amendments do not significantly change the scope of work, and do not cause an increase of more than ten percent 10% (\$122,000) of the original contract amount.

#### **RECOMMENDATION:**

It is recommended that the Board of Supervisors

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the Third Amendment to the Professional and Call Coverage Services Agreement (A-13611) with Mohamed Kerala Serio, M.D. to provide cardiology services, extending the term by twelve months (August 1, 2020 to July 31, 2021) for a revised full agreement term of July 1, 2017 to July 31, 2021, and adding \$610,000 for a revised total not to exceed amount of \$2,490,000 in the aggregate; and
- b. Authorize the Deputy Purchasing Agent for NMC to sign up to three (3) future amendments to this agreement where the amendments do not significantly change the scope of work, and do not cause an increase of more than ten percent 10% (\$122,000) of the original contract amount.

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

NMC must arrange for the care and treatment of patients who present to the emergency department and outpatient clinic in need of medical care in the specialty of cardiology. NMC has an agreement with Dr. Serio to provide cardiology call coverage in the emergency department, inpatient consults, daily (Monday through Friday) cardiology services in the outpatient clinic and clinical interpretation services to its cardiology patients. NMC would like to amend the current agreement with Dr. Serio so that he can continue to provide the services without interruption. Dr. Serio is paid a rate for services per the terms of the agreement, although the amount of services he provides may increase due to his availability and the need for coverage, the rate of pay remains the same. NMC has obtained an independent opinion of fair market value supporting the payment terms of this Agreement.

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

County Counsel has reviewed and approved this Amendment as to legal form. Auditor-Controller has reviewed and approved this Amendment as to fiscal provisions. The Amendment has also been reviewed and approved by Natividad Medical Center's Finance Committee and Board of Trustees on July 10, 2020.

#### **FINANCING:**

The cost of this Amendment is \$610,000. The total cost for this Agreement is \$2,490,000 (for the period July 1, 2017 to July 31, 2021 (49 months). \$610,000 is included in the Fiscal Year 2020/2021 Adopted Budget. The remaining amount will be budgeted in subsequent fiscal years. There is no impact to the General Fund.

**BOARD OF SUPERVISORS STRATEGIC INITIATIVES:**

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

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

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

Approved by: Gary Gray D.O., 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 REPORT**

### **Advanced Gastroenterology of Monterey County, First Amendment**

#### TITLE:

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the First Amendment to the Professional and Call Coverage Services Agreement (A-14453) with Advanced Gastroenterology of Monterey County to provide gastroenterology services for an amount not to exceed \$650,000 for the period August 1, 2019 to July 31, 2021; and
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not significantly change the scope of work and do not cause an increase of more than ten percent 10% (\$65,000) of the original contract amount.

#### RECOMMENDATION:

It is recommended that the Board of Supervisors

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute the Professional and Call Coverage Services Agreement (A-14453) with Advanced Gastroenterology of Monterey County to provide gastroenterology services for an amount not to exceed \$650,000 for the period August 1, 2019 to July 31, 2021; and
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not significantly change the scope of work and do not cause an increase of more than ten percent 10% (\$65,000) of the original contract amount.

#### SUMMARY/DISCUSSION:

NMC must arrange for care and treatment of patients who present to the emergency department and hospital clinics in need of medical care in the specialty of gastroenterology. NMC has an agreement with Advanced Gastroenterology of Monterey County, for which Mumtaz Tabbaa M.D., a board certified gastroenterologist, provides gastroenterology call coverage in the emergency department, endoscopy procedures and outpatient services in the specialty clinic.

NMC would like to amend the current agreement with Advanced Gastroenterology so that Dr. Tabbaa can continue to provide the services without interruption. Advanced Gastroenterology of Monterey County is paid according to the terms of this agreement for the actual number of call coverage and clinic services provided, which may increase due to patient volume and the need for coverage, but will not increase the rate of pay or exceed the aggregate maximum liability amount. 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 on July 10, 2020.

#### FINANCING:

The cost of this Amendment is \$650,000. The total cost of this Agreement is \$1,300,000 for the period August 1, 2019 to July 31, 2021. \$595,850 is included in the Fiscal Year 2020/2021

adopted budget, the remaining balance will be budgeted in the subsequent fiscal year. There is no impact to the General Fund.

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

Approved by: Gary Gray, 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**

**Best Best & Krieger, LLP Amendment No. 3**

**Legistar Number: A**

### **..Title**

Authorize the County Counsel to execute amendment No. 3 to the agreement (A-13923) with Best Best & Krieger, LLP for specialized attorney services, adding \$140,000 for a revised total agreement amount not to exceed \$465,000 with no changes to the term.

### **..Report**

#### **RECOMMENDATION:**

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

Authorize the County Counsel to execute amendment No. 3 to the agreement (A-13923) with Best Best & Krieger, LLP for specialized attorney services, adding \$140,000 for a revised total agreement amount not to exceed \$465,000 with no changes to the term.

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

Best Best & Krieger, LLP, provides advice in consultation with the Office of the County Counsel on a variety of healthcare-related issues to Natividad Medical Center. They perform specialized legal attorney services related to healthcare law, including, but not limited to, the Health Insurance Portability and Accountability Act (HIPAA), Stark and Anti-Kickback laws and laws pertaining the formation and development of Institutional Review Boards (IRBs) and Trademark laws. They provide needed information for questions related to Business Associate Agreements, contracts, the developments of a Local IRB at NMC, and a variety of issues related to confidentiality of medical information and third party requests for that information. They also continue to advice on implementation of population health initiatives and healthcare issues related to claims against NMC.

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

County Counsel has reviewed and approved this amendment No.3 as to legal form, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendment No. 3 has also been reviewed and approved by NMC's Finance Committee and Board of Trustees on July 10, 2020.

#### **FINANCING:**

The cost for this amendment No.3 is \$140,000 of which \$70,000 is included in the Fiscal Year 2020-21 Adopted Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

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

This agreement is for legal consulting services regarding healthcare related matters on an as needed basis, the outcome of which will contribute to assisting NMC run efficient business operations.

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

Prepared by: Daniel Leon, Chief Financial Officer, 783-2561  
Approved by: Gary R. Gray, DO, Chief Executive Officer, 783-2504

Attachments:

Best Best & Krieger, LLP Amendment No. 3  
Best Best & Krieger, LLP Amendment No. 2  
Best Best & Krieger, LLP Amendment No. 1  
Best Best & Krieger, LLP Agreement

Attachments on file with the Clerk of the Board

..Title

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 4 to the agreement (A-12753) with RBB Architects Inc. for architectural services for the Radiology Modernization Project at NMC pursuant to the Request for Qualifications (RFQ) # 9600-54, extending the agreement an additional six (6) month period (August 31, 2020 through February, 28, 2021) for a revised full agreement term of September 23, 2014 through February 28, 2021, and transfer \$162,000 from the approved Radiology Modernization capital project fund.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 4 to the agreement (A-12753) with RBB Architects Inc. for architectural services for the Radiology Modernization Project at NMC pursuant to the Request for Qualifications (RFQ) # 9600-54, extending the agreement an additional six (6) month period (August 31, 2020 through February, 28, 2021) for a revised full agreement term of September 23, 2014 through February 28, 2021, and transfer \$162,000 from the approved Radiology Modernization capital project fund.

SUMMARY/DISCUSSION:

NMC is in the construction stage of modernizing the Radiology Department on the first floor of Building 500. The Radiology Department is adding two new Computerized Tomography (CT) scanners, a new Magnetic Resonance Imaging (MRI) as well as creating an Angiography hybrid suite for Interventional Radiology (IR).

The construction was originally forecasted to occur over a 24-month period with construction occurring into 4 phases to maintain services during the remodel. Construction started on September 4, 2018 and completed Phase 1 of the project on August 8, 2019. The architect and contractor identified to the Natividad project team that the project may exceed the original project schedule by no more than 90 days due to unforeseen conditions such as wall obstructions, clarification of temporary wall construction and the discovery of live electrical conduits within demolished walls. As a result the project team collaborated with the architect and contractor to expedite Phases 2 and 3 of the project to potentially bring the project back on schedule. In the first two quarters of FY 2019-20 it was identified that there would be a possible impact to the project schedule due to revisions of the magnetic/RF shielding for the MRI equipment and structural calculation of the anesthesia boom for the Interventional Radiology room. Additionally, the global spread of Coronavirus Disease 2019 (COVID-19) is generating unprecedented delays and disruptions to the Radiology Modernization project. Travel restrictions, social distancing and quarantines have disrupted supply chains, availability of contractor workforce and the availability of governmental personnel for project inspections.

Although the project may exceed the original forecasted time frame the project will come in at or below budget.

This Amendment No. 4 will extend the term of the agreement additional six (6) month period (August 31, 2020 through February, 28, 2021) for a revised full agreement term of September 23, 2014 through February 28, 2021. A transfer of \$162,000 will be made from the approved capital project for the extension period.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this amendment No. 4 as to legal form, and the Auditor-Controller has reviewed and approved as to payment provisions.

FINANCING:

The cost for Amendment No. 4 is \$162,000 of which is included in the project contingency. There is no impact to the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

Improve patient care.

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

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

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

Attachments:

RBB Architects Inc. Amendment No. 4  
RBB Architects Inc. Amendment No. 3  
RBB Architects Inc. Amendment No. 2  
RBB Architects Inc. Amendment No. 1  
RBB Architects Inc. Agreement  
Spend Sheet

Attachments on file with the Clerk of the Board

# MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

**MedMove Consulting, LLC Agreement**

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

**..Title**

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with MedMove Consulting, LLC for Medical Consulting services at NMC for an amount not to exceed \$300,000 with an agreement term August 4, 2020 through August 3, 2022.

**..Report**

**RECOMMENDATION:**

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

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with MedMove Consulting, LLC for Medical Consulting services at NMC for an amount not to exceed \$300,000 with an agreement term August 4, 2020 through August 3, 2022.

**SUMMARY/DISCUSSION:**

MedMove consulting group has 25 years of experience in developing processes to improve the management of hospital owned and rentals of medical equipment. Their expertise includes a review of current usage and handling of medical equipment, develop best practices for each department, determine if a centralized distribution for all medical equipment is the best for the hospital, standardize type of equipment to achieve best pricing and propose a technology to track medical equipment by location and by room.

Medical equipment purchases and rentals for beds, ventilators, pumps, etc have increased substantially due to the Covid-19 and there is a need to develop and implement an efficient process to manage these assets.

**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 has also been reviewed and approved by NMC's Finance Committee and Board of Trustees on July 10, 2020.

**FINANCING:**

The cost for this agreement is \$300,000 of which \$150,000 is included in the Fiscal Year 2020-21 Adopted Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

**BOARD OF SUPERVISORS STRATEGIC INITIATIVES:**

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

☐ Economic Development  
☒ Administration  
☐ Health and Human Services



\_\_\_ Infrastructure  
\_\_\_ Public Safety

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

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

Attachments:

MedMove Consulting, LLC Agreement

Attachments on file with the Clerk of the Board

# FINANCIAL STATEMENTS

MAY 31, 2020

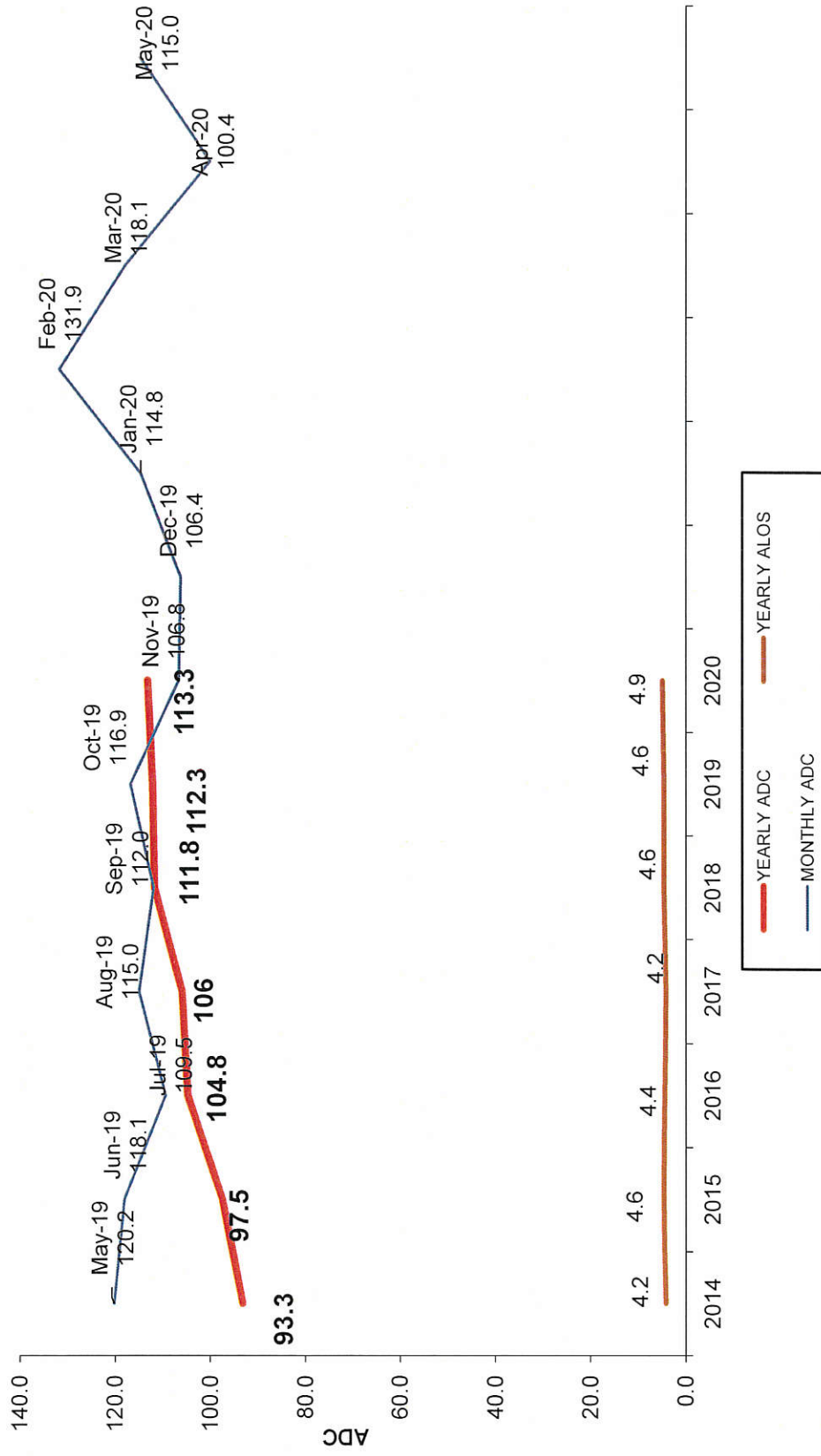
6/19/2020

## **FINANCIAL STATEMENTS**

**MAY 31, 2020**

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

<b><u>PAGE #</u></b>	<b><u>D E S C R I P T I O N</u></b>
<b>1</b>	<b>TOTAL ADC TREND GRAPH - 2014-2020</b>
<b>2</b>	<b>STATISTICAL REPORT</b>
<b>4</b>	<b>STATEMENT OF REVENUES &amp; EXPENSES AND CHANGES IN NET ASSETS TO BUDGET</b>
<b>5</b>	<b>STATEMENT OF REVENUES &amp; EXPENSES AND CHANGES IN NET ASSETS PER APD</b>
<b>6</b>	<b>BALANCE SHEET</b>
<b>7</b>	<b>SCHEDULE OF STATE / COUNTY RECEIVABLES</b>
<b>8</b>	<b>STATEMENT OF CASH FLOWS</b>
<b>9</b>	<b>RECONCILIATION OF GOVERNMENT FUNDING</b>
<b>10</b>	<b>CASH FLOW PERFORMANCE F/Y 19-20 ACTUAL TO BUDGET</b>
<b>11</b>	<b>CASH SCHEDULE FOR F/Y 19-20</b>



# NATIVIDAD

## STATISTICAL REPORT

### MAY 31, 2020

Month-To-Date					Year-To-Date					
03-20	04-20	05-20	Budget			Budget	Current	Prior Yr	%	
					PT DAYS BY SERVICE	STAFFED BEDS	CY/PY			
1	160	196	263	290	NICU	15	3,145	2,368	2,786	-15.00%
2	1,690	1,188	1,410	1,360	Med/Surg	61	14,744	16,783	15,523	8.12%
3	211	174	276	221	ICU	10	2,396	2,238	2,283	-1.97%
4	85	22	16	76	Peds	12	822	619	859	-27.94%
5	724	681	709	686	Acute Rehab	24	7,435	7,706	7,527	2.38%
6	276	275	356	350	OB/Gyn	27	3,794	3,124	3,643	-14.25%
7	3,146	2,536	3,030	2,983	TOTAL ACUTE	149	32,336	32,838	32,621	0.67%
8	525	475	534	426	Psychiatric	19	4,620	5,241	4,831	8.49%
9	3,671	3,011	3,564	3,409	TOTAL DAYS	168	36,956	38,079	37,452	1.67%
10	271	288	318	303	Nursery	18	3,283	3,127	3,375	-7.35%
AVERAGE DAILY CENSUS										
11	78.1	61.8	74.9	74.1	Acute	125	74.1	74.8	74.7	0.13%
12	23.4	22.7	22.9	22.1	Acute Rehab	24	22.1	22.9	22.4	2.23%
13	16.9	15.8	17.2	13.7	Psychiatric	19	13.8	15.6	14.4	8.33%
14	118.4	100.4	115.0	110.0	TOTAL	168	110.0	113.3	111.5	1.61%
15	8.7	9.6	10.3	9.8	Nursery	18	9.8	9.3	10.0	-7.00%
PERCENTAGE OF OCCUPANCY										
16	62.5%	49.4%	59.9%	59.3%	Acute		59.3%	59.8%	59.8%	0.1%
17	97.5%	94.6%	95.4%	92.1%	Acute Rehab		92.1%	95.4%	93.3%	2.2%
18	88.9%	83.2%	90.5%	72.1%	Psychiatric		72.6%	82.1%	75.8%	8.3%
19	70.5%	59.8%	68.5%	65.5%	TOTAL		65.5%	67.4%	68.0%	-0.8%
20	48.3%	53.3%	57.2%	54.4%	Nursery		54.4%	51.7%	55.6%	-7.0%
ADMISSIONS										
21	585	483	562	619	Acute		6,709	6,521	6,918	-5.74%
22	54	58	59	54	Acute Rehab		585	612	597	2.51%
23	61	64	60	62	Psychiatric		672	672	680	-1.18%
24	700	605	681	735	TOTAL		7,966	7,805	8,195	-4.76%
25	177	180	205	180	Nursery		1,950	1,913	2,008	-4.73%
26	185	180	213	203	Deliveries		2,198	1,961	2,081	-5.77%
DISCHARGES										
27	609	481	564	619	Acute		6,709	6,639	7,088	-6.33%
28	54	58	59	54	Acute Rehab		585	609	590	3.22%
29	61	70	53	62	Psychiatric		672	669	680	-1.62%
30	724	609	676	735	TOTAL		7,966	7,917	8,358	-5.28%
31	160	149	184	180	Nursery		1,950	1,702	1,821	-6.53%
AVERAGE LENGTH OF STAY										
32	5.2	5.0	5.2	4.6	Acute(Hospital wide no babies)		4.6	4.9	4.6	6.52%
33	13.4	11.7	12.0	12.7	Acute Rehab		12.7	12.6	12.6	0.00%
34	2.6	2.5	2.5	2.5	OB/Gyn		2.5	2.7	2.5	8.00%
35	8.6	7.4	8.9	6.9	Psychiatric		6.9	7.8	7.1	9.86%
36	1.5	1.6	1.6	1.7	Nursery		1.7	1.6	1.7	-5.88%
OUTPATIENT VISITS										
37	3,816	2,283	3,074	5,132	Emergency Room		49,341	45,347	49,037	-7.52%
38	508	429	460	580	ER Admits		6,285	5,892	6,216	-5.21%
39	72.6%	70.9%	67.5%	78.9%	ER Admits as a % of Admissions		78.9%	75.5%	75.9%	-0.48%
40	4,928	3,835	4,224	6,236	Clinic Visits		67,591	61,116	68,285	-10.50%
ANCILLARY PROCEDURES BILLED										
41	43,061	34,461	42,717	47,506	Lab Tests		514,906	504,384	515,522	-2.16%
42	3,087	1,938	2,686	3,035	Radiology Procedures		32,895	35,592	38,311	-7.10%
43	168	104	168	212	MRI Procedures		2,297	2,029	2,281	-11.05%
44	110	57	72	136	Nuclear Med Procedures		1,475	1,409	1,453	-3.03%
45	844	826	907	1,058	Ultrasound Procedures		11,468	11,415	11,493	-0.68%
46	1,303	1,059	1,396	1,532	CT Scans		16,607	17,849	16,286	9.60%
47	394	233	320	351	Surgeries		3,861	3,999	3,829	4.44%
48	8.37	9.55	8.57	8.22	FTE'S PER AOB		8.22	8.20	8.07	1.61%
49	1,337.8	1,323.8	1,303.6	1,283.9	TOTAL PAID FTE'S		1,283.9	1,304.7	1,290.4	1.11%
50	4,953	3,839	4,713	4,841	ADJUSTED PATIENT DAYS		52,478	53,476	53,715	-0.45%



**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
<b>R E V E N U E</b>													
<b>Patient Revenue:</b>													
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	\$ 56,750,666	\$ 67,507,962	\$ -	\$ 742,767,558
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	2,898,386	1,764,964	-	24,921,743
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	16,395,116	22,324,754	-	310,408,444
4 Total Patient Revenue	97,938,329	109,460,018	101,381,549	109,698,338	94,512,169	94,069,293	103,018,450	100,655,192	99,724,559	76,044,168	91,597,680	-	1,078,097,745
<b>Deductions from Revenue</b>													
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	59,256,132	69,518,633	-	816,576,051
6 Bad Debt	4,584,691	3,572,270	3,104,949	3,996,629	4,349,338	3,221,535	2,172,931	416,480	2,026,959	2,292,359	2,706,664	-	32,444,805
7 Unable to Pay	293,627	356,052	350,127	477,842	429,310	540,848	464,711	844,203	504,577	241,866	150,841	-	4,654,004
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	61,790,357	72,376,138	-	853,674,860
9 Net Patient Revenue	21,666,111	23,105,850	20,994,378	25,270,516	19,754,548	18,583,870	21,118,898	20,820,484	19,632,877	14,253,811	19,221,542	-	224,422,885
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%	18.74%	20.98%	0.00%	20.82%
<b>Total Government Funding</b>	4,966,417	5,146,012	4,943,339	5,365,312	4,977,335	6,504,587	5,025,642	5,270,285	5,684,403	6,768,064	7,084,256	-	61,755,652
<b>Other Operating Revenue:</b>													
12 Rent Income	109,276	120,775	115,026	115,027	115,024	115,025	115,026	115,025	115,026	115,025	113,338	-	1,263,593
13 Interest Income	125,000	124,951	257,246	169,399	717,456	169,399	704,233	586,601	378,000	639,139	378,000	-	4,250,424
14 NMF Contribution	60,000	60,000	59,000	60,984	59,016	60,984	60,984	57,049	60,984	59,016	60,984	-	659,001
15 Other Income	305,431	371,398	375,833	371,410	425,942	289,566	341,429	280,419	312,465	177,030	390,572	-	3,641,495
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	990,210	942,894	-	9,814,513
<b>TOTAL REVENUE</b>	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	22,012,085	27,248,692	-	295,993,050
<b>EXPENSE</b>													
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	15,387,102	15,848,281	-	188,426,983
19 Registry	259,208	363,700	272,544	415,356	342,761	416,050	308,501	445,081	565,097	778,916	1,462,769	-	5,629,983
20 Phys/Residents SWB & Contract Fees	3,470,366	3,290,181	3,454,514	3,190,055	3,266,407	3,460,499	3,502,201	3,425,959	3,470,431	3,423,750	3,409,499	-	37,363,962
21 Purchased Services	2,909,487	3,573,154	2,550,468	3,670,538	2,676,061	2,411,736	2,840,275	2,879,716	2,750,007	3,123,571	3,773,473	-	34,158,486
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	2,481,999	2,977,406	-	25,341,653
23 Insurance	239,400	239,400	239,399	239,400	239,400	239,400	239,399	239,400	239,400	239,400	239,400	-	2,633,398
24 Utilities and Telephone	317,654	313,723	270,809	328,142	342,694	290,795	223,053	215,519	254,812	234,417	468,850	-	3,249,468
25 Interest Expense	196,025	196,027	196,025	196,026	196,025	196,026	196,026	196,026	196,025	196,027	196,025	-	2,156,282
26 Depreciation & Amortization	1,016,186	1,017,712	1,016,795	1,006,320	911,726	910,134	908,968	919,208	916,470	915,544	913,872	-	10,454,935
27 Other Operating Expense	438,314	509,005	519,597	500,258	547,712	263,876	585,460	487,168	671,592	555,080	631,464	-	5,709,826
28 TOTAL EXPENSE	26,400,824	27,091,749	25,686,437	27,225,236	25,398,753	25,517,871	26,237,690	25,910,787	28,410,783	27,335,806	29,909,039	-	295,124,976
<b>NET INCOME(LOSS)</b>	832,411	1,837,237	1,058,385	4,147,412	650,568	205,560	1,128,522	1,219,076	(2,227,028)	(5,323,721)	(2,660,347)	-	868,074
<b>Normalization for Extraordinary Items</b>													
30 Interest Anthem Arbitration	-	-	-	-	-	-	-	-	-	-	-	-	-
31 CARES Act Funding	-	-	-	(1,679,166)	-	-	-	-	(730,230)	(730,230)	(730,230)	-	(1,460,460)
32 Medical FFS Settlement FY09-10	-	-	-	-	-	-	(6,250)	-	-	-	-	-	(1,679,166)
33 Metro Settlement	-	-	-	-	(6,250)	(6,250)	(6,250)	-	-	-	-	-	(18,750)
34 Total Extraordinary Items	-	-	-	(1,679,166)	(6,250)	(6,250)	(6,250)	-	-	(730,230)	(730,230)	-	(3,158,376)
<b>NET INCOME BEFORE Extraordinary Items</b>	\$ 832,411	\$ 1,837,237	\$ 1,058,385	\$ 2,468,246	\$ 644,318	\$ 199,310	\$ 1,122,272	\$ 1,219,076	\$ (2,227,028)	\$ (6,053,951)	\$ (3,390,577)	\$ -	\$ (2,990,307)
<b>CAPITAL CONTRIBUTIONS</b>													
35 County Contribution	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>CHANGE IN NET ASSETS</b>	\$ 832,411	\$ 1,837,237	\$ 1,058,385	\$ 4,147,412	\$ 650,568	\$ 205,560	\$ 1,128,522	\$ 1,219,076	\$ (2,227,028)	\$ (5,323,721)	\$ (2,660,347)	\$ -	\$ 868,074

**NATIVIDAD  
S AND EXPENS  
AS OF MAY 31,**

48

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

	CURRENT MONTH				YEAR-TO-DATE			
			Variance fav. (unfav)				Variance fav. (unfav)	
	Actual	Budget	\$ VAR.	% VAR	Actual	Budget	\$ VAR.	% VAR
	4,713	4,842	(129)	-2.7%	53,476	52,478	998	1.9%
			REVENUE				ADJUSTED PATIENT DAYS	
1	\$	14,325	\$	14,571	\$	14,571	\$	(681)
2	375	368	6	(1.7)	466	368	98	-4.7%
3	4,737	6,478	(1,741)	(26.9)	5,805	6,478	(674)	(10.4)
4	19,437	21,417	(1,980)	(9.2)	20,160	21,418	(1,257)	(5.9)
5	14,752	16,218	1,466	9.0	15,270	16,222	952	5.9
6	574	539	(35)	(6.6)	607	536	(71)	(13.3)
7	32	109	77	70.7	87	109	22	20.1
8	15,358	16,866	1,508	8.9	15,964	16,866	903	5.4
9	4,079	4,551	(472)	(10.4)	4,197	4,551	(355)	(7.8)
10	20.98%	21.25%			20.82%	21.25%		21.51%
11	1,503	1,043	461	44.2	1,155	1,043	112	10.8
			Total Government Funding				963	
			Other Operating Revenue:					
12	24	30	(6)	(19.3)	24	26	(2)	(7.8)
13	80	35	45	129.3	79	35	44	127.2
14	13	13	0	2.7	12	13	(1)	(7.7)
15	83	56	27	48.6	68	60	8	13.5
16	200	133	67	50.2	184	133	51	38.3
17	5,782	5,727	55	1.0	5,535	5,727	(192)	(3.4)
			TOTAL REVENUE				163	
			EXPENSE					
18	3,363	3,168	(195)	(6.2)	3,149	3,168	19	0.6
19	310	62	(248)	(401.4)	105	62	(43)	(70.1)
20	723	703	(21)	(2.9)	699	703	4	0.5
21	801	668	(132)	(19.8)	639	668	30	4.4
22	632	469	(163)	(34.6)	474	469	(5)	(1.0)
23	51	47	(4)	(7.2)	49	47	(2)	(3.9)
24	97	58	(39)	(65.9)	61	58	(3)	(4.0)
25	42	42	0	0.7	40	42	2	3.7
26	194	211	17	8.2	196	211	16	7.4
27	134	104	(30)	(29.2)	107	104	(3)	(2.9)
28	6,347	5,533	(814)	(14.7)	5,519	5,533	14	0.3
29	(565)	194	(759)	(390.6)	16	194	(178)	(91.6)
30								414
			CAPITAL CONTRIBUTIONS					
31	-	-	-	-	-	-	-	-
32	-	-	-	-	-	-	-	-
33	-	-	-	-	-	-	-	-
34	\$	(565)	\$	194	\$	194	\$	(91.6) %
			CHANGE IN NET ASSETS				414	

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

	CURRENT MONTH			YEAR - TO - DATE			% CHG.
	BEGINNING	ENDING	INC/(DEC)	BEGINNING	ENDING	INC/(DEC)	
1	\$ 84,554,644	\$ 65,305,947	\$ (19,248,697)	\$ 58,316,366	\$ 65,305,947	\$ 6,989,581	12.0 %
2	3,200,000	11,810,000	8,610,000.0	3,200,000	11,810,000	8,610,000	-
3	26,257,144	27,155,102	897,958	45,636,793	27,155,102	(18,481,691)	(40.5)
4	38,560,051	16,375,870	(22,184,181)	48,509,882	16,375,870	(32,134,012)	(66.2)
5	5,177,594	4,943,972	(233,622)	4,738,198	4,943,972	205,774	4.3
6	4,335,700	4,857,975	522,275	4,470,039	4,857,975	387,936	8.7
7	162,085,133	130,448,866	(31,636,267)	164,871,278	130,448,866	(34,422,412)	(20.9)
8							
9	316,050,272	320,259,733	4,209,461	306,849,853	320,259,733	13,409,880	4.4
10	(195,657,012)	(196,570,884)	(913,872)	(186,670,031)	(196,570,884)	(9,900,853)	(5.3)
11	120,393,260	123,688,849	3,295,589	120,179,822	123,688,849	3,509,027	2.9
12	166,627,003	199,670,363	33,043,360	160,787,834	199,670,363	38,882,529	24.2
13	-	-	-	-	-	-	-
14	166,036	166,036	-	163,651	166,036	2,385	1.5
15	166,036	166,036	-	163,651	166,036	2,385	1.5
16	\$ 449,271,432	\$ 453,974,114	\$ 4,702,682	\$ 446,002,585	\$ 453,974,114	\$ 7,971,529	1.8 %
17	21,661,376	24,558,182	2,896,806	17,034,425	24,558,182	7,523,757	44.2
18	8,221,967	14,744,026	6,522,059	7,721,399	14,744,026	7,022,627	91.0
19	37,222,267	36,402,650	(819,617)	40,237,772	36,402,650	(3,835,122)	(9.5)
20	3,888,614	3,888,614	-	3,193,625	3,888,614	694,989	21.8
21	13,095,837	11,876,095	(1,219,742)	11,563,488	11,876,095	312,607	2.7
22	84,090,061	91,469,567	7,379,506	79,750,709	91,469,567	11,718,858	14.7
23	-	-	-	-	-	-	-
24	-	-	-	-	-	-	-
25	33,756,383	33,739,906	(16,477)	38,355,309	33,739,906	(4,615,403)	(12.0)
26	33,756,383	33,739,906	(16,477)	38,355,309	33,739,906	(4,615,403)	(12.0)
27	327,896,566	327,896,566	-	327,896,566	327,896,566	-	-
28	3,528,422	868,075	(2,660,347)	-	868,075	868,075	100.0
29	331,424,988	328,764,641	(2,660,347)	327,896,566	328,764,641	868,075	0.3
30	\$ 449,271,432	\$ 453,974,114	\$ 4,702,682	\$ 446,002,584	\$ 453,974,114	\$ 7,971,530	1.8 %

NATIVIDAD  
STATE AND COUNTY RECEIVABLES  
AS OF 05/31/20

**BALANCE SHEET**

	Req. Balance	Accruals	Rec'ds and Adj	Payment LIHP Final Rec'n	GPP /PRIME	IGT	Payments	Ending Balance
Medi-Cal Waiver (DSH +SNCP)	\$ 12,591,967	22,391,397	794,960	(1,192,441)		43,285,719	(79,985,597)	(2,113,994)
Hospital Fee	-	868,241					(396,225)	472,016
Rate Range IGT-CCAH-	8,246,935	10,016,717				10,974,275	(24,589,168)	4,648,759
MCMC EPP	7,864,243	8,467,135				7,644,068	(24,490,446)	(515,000)
MCMC QIP	17,797,590	8,065,475				8,223,369	(26,020,959)	8,065,475
SB1732	666,674	3,564,344					(3,488,251)	742,767
AB 915	-	3,290,164						3,290,164
Medical GME	-	1,890,000				1,552,565		3,442,565
CARES ACT Funding	-	-	1,460,460			(5,841,836)		(4,381,376)
A/R Office Buildings	85,042	1,263,596				(1,285,064)		63,573
A/R Manco Abbott	(39,159)		39,159					-
Interest Accrued Positive Cash	-	3,162,069	553,521				(2,959,590)	756,000
Accrued Donations	937,359	659,002					(66,024)	1,530,337
A/R Jail-PG&E	316,260	976,445	277,985				(1,455,796)	114,894
Health Department	42,970	1,540,000	48,474				(1,390,445)	240,999
Ryan White & EIP A/R	-	228,479					(209,790)	18,689
<b>STATE RECEIVABLES</b>	<b>\$ 48,509,882</b>	<b>\$ 66,383,064</b>	<b>\$ 3,174,559</b>	<b>\$ (1,192,441)</b>	<b>\$ -</b>	<b>\$ 71,679,997</b>	<b>\$ (172,179,190)</b>	<b>\$ 16,375,870</b>

51

P & L

	YTD May-20
Medi-Cal DSH /SNCP/PHYS SPA	\$ 11,573,574
PRIME Y5	11,146,667
LHP Final Reconciliation	794,960
Rate Range IGT-CCAH-	10,016,717
Esperanza Care	(1,833,337)
Medical GME	1,890,000
CARES Act Funding	1,460,460
HPE	684,847
Hospital Fee	868,241
MCMC EPP	8,467,135
HD Residency Support	(456,971)
MCMC QIP	8,065,475
AB915	3,290,164
Medicare GME	1,888,555
SB 1732	3,564,344
Ryan White & SAMHSA GRANTS	334,822
<b>GOVERNMENT FUNDING INCOME</b>	<b>\$ 61,755,653</b>



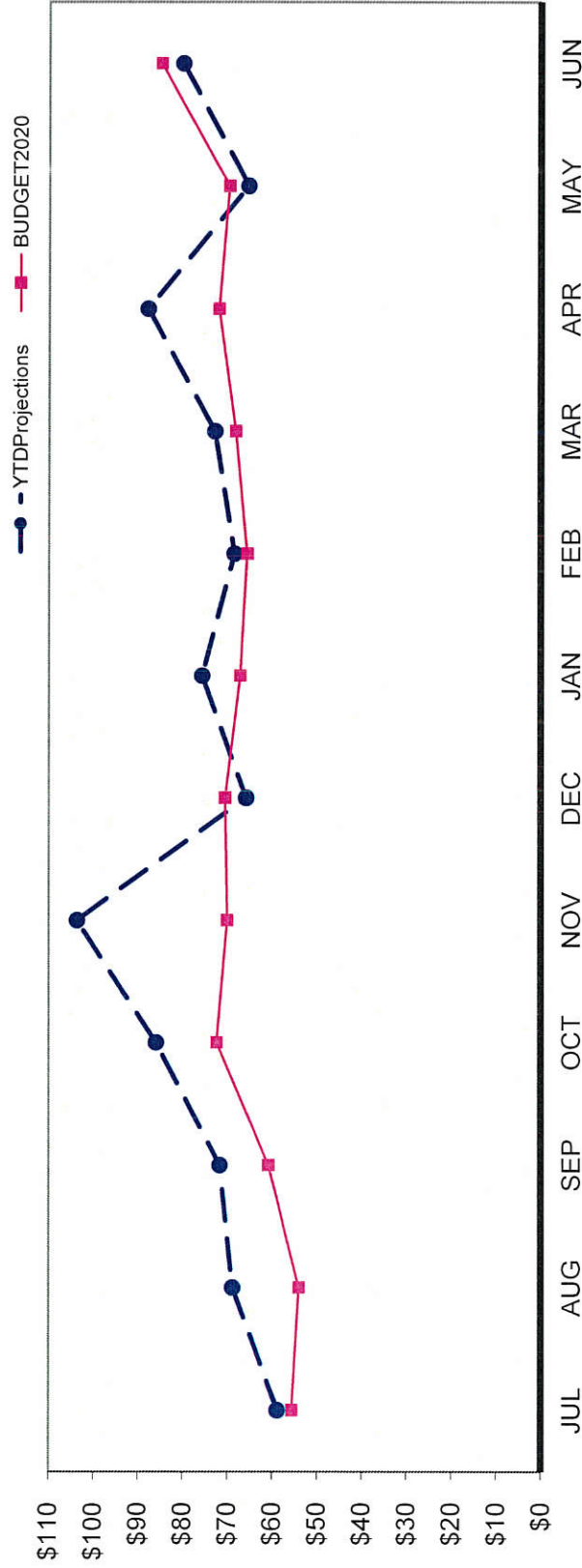
**NATIVIDAD**  
**STATEMENT OF CASH FLOWS**  
**AS OF MAY 31, 2020**

	CURRENT MONTH	YEAR - TO - DATE
1	\$ 87,754,644	\$ 61,516,366
2		
3	(2,660,347)	868,074
4	-	-
5	913,872	9,900,853
6	(1,746,475)	10,768,927
7		
8	(897,958)	18,481,691
9	10,374,181	20,324,012
10	(288,653)	(593,710)
11	2,896,806	7,523,757
12	6,522,059	7,022,627
13	(819,617)	(3,835,122)
14	-	694,989
15	(1,219,742)	312,607
16	16,567,076	49,930,851
17		
18		
19	(4,209,461)	(13,409,880)
20	-	-
21	(4,209,461)	(13,409,880)
22		
23	(16,477)	(4,615,403)
24	(33,043,360)	(38,882,529)
25	-	(2,385)
26	(33,059,837)	(43,500,317)
27	(22,448,697)	3,789,581
28	\$ 65,305,947	\$ 65,305,947

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	12,654,594	314,594
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
HHS -CARE Fund Stimulus Covid-19	-	5,841,836	5,841,836
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	2,046,757	694,757
LHP Final Reconciliation	-	1,192,441	1,192,441
Provider Fee	950,000	950,000	-
	\$ 59,596,996	\$ 72,220,470	\$ 12,623,474

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



Months	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	ESTIMATE
YTD	58.8	68.8	71.6	85.9	103.7	65.8	75.6	68.4	72.8	87.8	65.3	79.9	
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	15.9	(4.3)	(4.8)	

NATIVIDAD  
CASH FORECAST  
FISCAL YEAR 2020

[illegible]