



**Finance Committee
Special Meeting
2020**

August 14, 2020



Finance Committee Special Meeting

Friday, August 14, 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=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 by 2:00 p.m. on the Thursday prior to the Committee meeting. To assist Natividad staff in identifying the agenda item to which the comment relates, the public is requested to indicate the Committee date and agenda number in the subject line. Comments received by the 2:00 p.m. Thursday deadline will be distributed to the Committee and will be placed in the record.
2. Members of the public wishing to comment on a specific agenda item while the matter is being heard may participate by any of the following means:
 - a. When the Chair calls for public comment on an agenda item, the Secretary of the Committee or his or her designee will first ascertain who wants to testify (among those who are in the meeting

telephonically) and will then call on speakers one at a time. Public speakers will be broadcast in audio form only.

- b. If speakers or other members of the public have documents they wish to distribute to the Committee for an agenda item, they are encouraged to submit such documents by 2:00 p.m. on Tuesday before the meeting to: Natividadpubliccomments@natividad.com. To assist staff in identifying the agenda item to which the comment relates, the public is requested to indicate the Committee date and agenda number in the subject line.
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 - d. While the matter is being heard, a member of the public may submit a comment via email, preferably limited to 250 words or less, to the Secretary of the Committee at Natividadpubliccomments@natividad.com. To assist staff in identifying the agenda item to which the comment relates, the public is requested to indicate the Committee date and agenda number in the subject line. If the comment is received prior to close of public comment on an agenda item, every effort will be made to read the comment into the record, but some comments may not be read out loud due to time limitations or length of the comment (if the comment exceeds 250 words). Comments received prior to the close of the public comment period on an agenda item will be made part of the record for that item.
3. Members of the public who wish to make a general public comment for items not on the day's agenda may submit their comment via email, preferably limited to 250 words or less, to the Secretary of the Committee at Natividadpubliccomments@natividad.com. The Committee date and "general comment" should be indicated in the subject line. The comment will be placed in the record for the meeting, and every effort will be made to read the comment into the record at the appropriate time on the agenda.
 4. Individuals with disabilities who desire to request a reasonable accommodation or modification to observe or participate in the meeting may make such request by sending an email to Natividadpubliccomments@natividad.com. The request should be made no later than noon on the Wednesday prior to the Committee meeting in order to provide time for Natividad to address the request.
 5. The Chair and/or Secretary may set reasonable rules as needed to conduct the meeting in an orderly manner.

Call to Order

Marcia Atkinson, Chair

Roll Call

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 July 10, 2020. *Pages 5-10*

Consent Items

2. Approve for consideration by the NMC Board of Trustees the Items in Attachment A. *Pages 11-20*

Scheduled Items/Discussion Items

3. Review and approve for consideration by the NMC Board of Trustees the following request which is in the final stages of negotiation:
 - a. Approve the Plans and Specifications for the Natividad Medical Center, Project #9600-84 Nurse Call Replacement, Bid #NMC-1014 for contractors to bid on construction; and
 - b. Authorize Natividad Medical Center to advertise the "Notice to Contractors" in a newspaper of general circulation. *Pages 21-22 (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 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 \$204,000 from the approved Radiology Modernization capital project fund. *Pages 23-24 (Andrea Rosenberg)*

Review and Approve Financial Report

5. Receive and Approve June 2020 Financial Report. *Pages 25-37*

Daniel Leon, CFO

Adjournment

NEXT FINANCE COMMITTEE MEETING: NOTICE OF CANCELLATION OF REGULAR MEETING OF SEPTEMBER 24, 2020 AT 3 P.M.

NOTE SPECIAL MEETING DATE OF FRIDAY, SEPTEMBER 11, 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 Special Meeting
Friday, August 14, 2020
Consent Items

Attachment A

1. <i>Pages 11-12</i>	Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 3 to the agreements with Receivable Solutions, Inc. (A-13319) and Credit Consulting Services, Inc. (A-13320) pursuant to the Request for Proposal (RFP) #9600-64 for debt collection services, to extend an additional one (1) year (October 1, 2020 through September 30, 2021) for a revised full agreement term of October 1, 2016 through September 30, 2021 and adding \$1,000,000 for a revised total aggregate amount not to exceed \$7,970,000.
2. <i>Pages 13-14</i>	Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 3 to the agreement with Pinnacle Healthcare Consulting, LLC for physician fair market value analysis and consulting services, 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, 2016 through December 31, 2021, and adding \$100,000 for a revised total agreement amount not to exceed \$200,000.
3. <i>Pages 15-16</i>	<ol style="list-style-type: none">a. Authorize the Deputy Purchasing Agent for Natividad or his designee to execute the First Amendment to the Physician Services Agreement with Lucile Salter Packard Children's Hospital at Stanford (LPCH) to provide retinopathy of prematurity (ROP) screenings services, extending the term by twenty-four months (September 1, 2020 to August 31, 2022) for revised full agreement term of September 1, 2018 to August 31, 2022 and adding \$90,000 for a revised not to exceed amount of \$180,000 in the aggregate; andb. 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% (\$9,000) of the original contract amount.
4. <i>Pages 17-18</i>	<ol style="list-style-type: none">a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 5 to the agreement (A-12637) with Intelligent Medical Objects, Inc. to account for a contractually permitted cost increase for software license and software support and maintenance services with no change to the agreement term of January 28, 2014 through April 30, 2022, and adding \$39,500 for a revised total agreement amount not to exceed \$428,360.
5. <i>Pages 19-20</i>	<ol style="list-style-type: none">a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute renewal and amendment No. 8 to the agreement (A-12260) with 3M Company for medical records coding software maintenance services, extending the agreement an additional one (1) year period (August 9, 2020 through August 8, 2021) for a revised full agreement term of August 9, 2010 through August 8, 2021, and adding \$242,022 for a revised total agreement amount not to exceed \$2,005,492.



Finance Committee Meeting

Friday, July 10, 2020

8:30 AM

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

MINUTES

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

Board Members: Dr. Gary Gray, Dr. Chris Carpenter, Marcia Atkinson

Absent: Libby Downey

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

Call to Order

Marcia Atkinson, Chair

Roll Call

Public Comments (Limited 3 minutes per speaker)

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Agenda Additions/Corrections

Noemi Ferguson

- None

Approval of Minutes

1. Approve the Minutes of June 12, 2020.

MOTION: *Motion to approve the minutes of June 12, 2020 moved by Dr. Gary Gray, seconded by Dr. Chris Carpenter, 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 14, moved by Dr. Chris Carpenter, seconded by Dr. Gary Gray, and approved unanimously.*

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. **(Andrea Rosenberg)**

MOTION: *Motion to approve Scheduled, item number 3, for consideration by the NMC Board of Trustees, moved by Dr. Chris Carpenter, seconded by Dr. Gary Gray and approved unanimously.*

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. **(Daniel Leon)**

MOTION: *Motion to approve Scheduled, item number 4, for consideration by the NMC Board of Trustees, moved by Dr. Gary Gray, seconded by Dr. Chris Carpenter and approved unanimously.*

Review and Approve Financial Report

5. Receive and Approve May 2020 Financial Report.

Daniel Leon, CFO

MOTION: *Motion to accept the May 2020 Financial Reports moved by Dr. Gary Gray, seconded by Dr. Chris Carpenter, and approved unanimously.*

Adjournment at 8:51am

Marcia Atkinson, Chair

Recorded by Noemi Ferguson



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

1.	<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>
2.	<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>
3.	<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>
4.	<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>
5.	<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>
6.	<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>

7.	<ul style="list-style-type: none"> a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an agreement with 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.
8.	<ul style="list-style-type: none"> 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.
9.	<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>
10.	<ul style="list-style-type: none"> 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.
11.	<ul style="list-style-type: none"> 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.
12.	<ul style="list-style-type: none"> 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.
13.	<ul style="list-style-type: none"> 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.
14.	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.

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Amendment 3 to Debt Collection Services Master Agreements per RFP #9600-64

Legistar Number: _____

..Title

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 3 to the agreements with Receivable Solutions, Inc. (A-13319) and Credit Consulting Services, Inc. (A-13320) pursuant to the Request for Proposal (RFP) #9600-64 for debt collection services, to extend an additional one (1) year (October 1, 2020 through September 30, 2021) for a revised full agreement term of October 1, 2016 through September 30, 2021 and adding \$1,000,000 for a revised total aggregate amount not to exceed \$7,970,000.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

..Title

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 3 to the agreements with Receivable Solutions, Inc. (A-13319) and Credit Consulting Services, Inc. (A-13320) pursuant to the Request for Proposal (RFP) #9600-64 for debt collection services, to extend an additional one (1) year (October 1, 2020 through September 30, 2021) for a revised full agreement term of October 1, 2016 through September 30, 2021 and adding \$1,000,000 for a revised total aggregate amount not to exceed \$7,970,000.

SUMMARY/DISCUSSION:

NMC utilizes two outside contractors, per RFP 9600-64 to collect on NMC's self-pay patients and bad debt collections. The contractor shall receive three (3) daily data files of all self-pay patients from NMC's Meditech system. With this information, the contractors will be responsible to send three (3) collection notices to the patient within a 150-day time-frame requesting payment. The contractors are responsible for arranging and setting up a payment plan for services incurred at NMC. If there is no response, the patients account is put into a bad debt collection for further collection efforts. Liens are applied as appropriate.

The agreement documents themselves do not state a total agreement amount specifically. Payment is based on the amount of debt collected and is, therefore, an unknown. NMC is requesting an increased aggregate dollar limit for both agreements not to exceed \$7,970,000 which reflects an estimated amount NMC might pay for debt collection fees through the end of the full five year term September 30, 2021.

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 by its Board of Trustees on July 10 2020.

FINANCING:

The cost for this amendment No. 3 is \$1,000,000 of which \$790,550.00 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 Debt Collection Services agreements give NMC the ability to collect patient's monetary responsibilities for the services they have incurred at NMC and place liens as appropriate.

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

Prepared by: Tracy Short, Director of Patient Financial Services, 783-2347

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

Attachments:

Receivable Solutions, Inc. Amendment No. 3
Credit Consulting Services, Inc. Amendment No. 3
Receivable Solutions, Inc. Amendment No. 2
Credit Consulting Services, Inc. Amendment No. 2
Receivable Solutions, Inc. Amendment No. 1
Credit Consulting Services, Inc. Amendment No. 1
Receivable Solutions, Inc. Agreement
Credit Consulting Services, Inc. Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Pinnacle Healthcare Consulting LLC/Amendment No. 3

Legistar Number: _____

..Title

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 3 to the agreement with Pinnacle Healthcare Consulting, LLC for physician fair market value analysis and consulting services, 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, 2016 through December 31, 2021, and adding \$100,000 for a revised total agreement amount not to exceed \$200,000.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 3 to the agreement with Pinnacle Healthcare Consulting, LLC for physician fair market value analysis and consulting services, 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, 2016 through December 31, 2021, and adding \$100,000 for a revised total agreement amount not to exceed \$200,000.

SUMMARY/DISCUSSION:

For compliance with state and federal guidelines, compensation paid to employed and independent contractor physicians must be within fair market value (FMV). Pinnacle Healthcare Consulting is a national valuation firm specializing in physician compensation. Pinnacle provides comprehensive support and analysis as well as focused consulting services to ensure fair market value for physician and advanced practice clinician compensation arrangements at Natividad.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved this amendment No. 3 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendment No. 3 has also been reviewed and approved by NMC's Finance Committee on August 14, 2020 and by its Board of Trustees on August 14, 2020.

FINANCING:

The cost for this amendment No. 3 is \$100,000, which is included in the Fiscal Year 2020-21 Adopted Budget.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

Contracting with an independent third party valuation firm, such as Pinnacle Healthcare Consulting, LLC for physician compensation analysis will ensure compliance with the state and federal guidelines required for hospital physician compensation arrangements.

☒ Health and Human Services
☐ Infrastructure
☐ Public Safety

Prepared by: Jeanne-Ann Balza, Director of Physician Services, 783-2506
Approved by: Gary R. Gray, DO, Chief Executive Officer, 783-2553

Attachments:

Pinnacle Healthcare Consulting, LLC Amendment 3
Pinnacle Healthcare Consulting, LLC Amendment 2
Pinnacle Healthcare Consulting, LLC Amendment 1
Pinnacle Healthcare Consulting, LLC Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Lucile Salter Packard Children's Hospital, First Amendment

..Title

- a. Authorize the Deputy Purchasing Agent for Natividad or his designee to execute the First Amendment to the Physician Services Agreement with Lucile Salter Packard Children's Hospital at Stanford (LPCH) to provide retinopathy of prematurity (ROP) screenings services, extending the term by twenty-four months (September 1, 2020 to August 31, 2022) for revised full agreement term of September 1, 2018 to August 31, 2022 and adding \$90,000 for a revised not to exceed amount of \$180,000 in the aggregate; and
- b. Authorize the Deputy Purchasing Agent for Natividad or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not significantly change the scope of work and do not cause an increase of more than ten percent 10% (\$9,000) 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 First Amendment to the Physician Services Agreement with Lucile Salter Packard Children's Hospital at Stanford (LPCH) to provide retinopathy of prematurity (ROP) screenings services, extending the term by twenty-four months (September 1, 2020 to August 31, 2022) for revised full agreement term of September 1, 2018 to August 31, 2022 and adding \$90,000 for a revised not to exceed amount of \$180,000 in the aggregate; and
- b. Authorize the Deputy Purchasing Agent for Natividad or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not significantly change the scope of work and do not cause an increase of more than ten percent 10% (\$9,000) of the original contract amount.

SUMMARY/DISCUSSION:

Natividad operates a Level III Neonatal Intensive Care Unit (NICU) that provides stabilization of the initially ill newborn and intermediate intensive care as well as continuing care for growing newborns. Retinopathy of prematurity (ROP) is a potentially blinding disease caused by abnormal development of retinal blood vessels in premature infants.

Natividad has an agreement with LPCH to provide specialized physicians for the initial evaluation of high risk premature infants in the NICU in accordance with the American Academy of Ophthalmology. Natividad wishes to amend the agreement to extend the term so that LPCH can continue to provide this critical service for its patients.

OTHER AGENCY INVOLVEMENT:

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

FINANCING:

The cost of this Amendment is \$90,000. The total cost of this Agreement is \$180,000 for the period September 1, 2018 to August 31, 2022 (48 months). \$45,000 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.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The services rendered in this agreement are required for a Level III NICU 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, 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

Intelligent Medical Objects, Inc. Amendment No. 4

Legistar Number: _____

..Title

a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 5 to the agreement (A-12637) with Intelligent Medical Objects, Inc. to account for a contractually permitted cost increase for software license and software support and maintenance services with no change to the agreement term of January 28, 2014 through April 30, 2022, and adding \$39,500 for a revised total agreement amount not to exceed \$428,360.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 5 to the agreement (A-12637) with Intelligent Medical Objects, Inc. to account for a contractually permitted cost increase for software license and software support and maintenance services with no change to the agreement term of January 28, 2014 through April 30, 2022, and adding \$39,500 for a revised total agreement amount not to exceed \$428,360.

SUMMARY/DISCUSSION:

Intelligent Medical Object's (IMO)'s Clinical Interface Terminology is a software suite of vocabulary products that provide electronic mapping and standard nomenclature too help NMC manage the complexities of searching and obtaining the myriad of codes from most code standards. Using standard nomenclature is necessary to effectively build reports and was implemented in 2014 to meet the requirements of Meaningful Use, as dictated by Centers of Medicare and Medicaid Services (CMS) and the Health Information and Technology for Economic Health Act (HITECH). Using electronic mapping and standard nomenclature is also critical for revenue recoupment with the required implementation of International Statistical Classification of Diseases and Related Health Problems (ICD-10).

MEDITECH, NMC's Electronic Health Record, has collaborated with IMO to incorporate IMO's mapping software Meditech. MEDITECH subsequently has required all Client/Server facilities, including NMC, to purchase IMO. MEDITECH is not accommodating other mapping and standard nomenclature vendors and IMO is the required vendor pursuant to MEDITECH's contracts and rules.

IMO provides mapping dictionaries that allow for user-friendly vocabularies that contain user-specific and familiar words and phrases, enabling clinicians and information management professionals to find and record the terms they need quickly and easily. IMO then crosslinks to required standardized vocabularies such as Systematized Nomenclature of Medicine (SNOMED) and ICD-9 and 10 codes that help to connect to the patient record, administrative information, academic references, and consumer information. IMO then allows for appropriate electronic mapping for decision support, billing, and information for providers and patients.

This amendment No. 5 will add funds to the agreement to account for a contractually permitted cost increase. The agreement pricing is based on Natividad's Net Patient Revenue (NPR) which increased substantially when Natividad became a trauma center.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved this amendment No. 5 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. This amendment No. 5 has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on August 14, 2020.

FINANCING:

The cost for this amendment No. 5 is \$39,500, all of which is included in the Fiscal Year 2020-21 Adopted Budget.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

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

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

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

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

Attachments:

Intelligent Medical Objects Inc Amendment 4
Intelligent Medical Objects Inc Amendment 3
Intelligent Medical Objects Inc Amendment 2
Intelligent Medical Objects Inc Amendment 1
Intelligent Medical Objects Inc Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

3M Company Renewal & Amendment No. 8

Legistar Number: A 20-320

..Title

a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute renewal and amendment No. 8 to the agreement (A-12260) with 3M Company for medical records coding software maintenance services, extending the agreement an additional one (1) year period (August 9, 2020 through August 8, 2021) for a revised full agreement term of August 9, 2010 through August 8, 2021, and adding \$242,022 for a revised total agreement amount not to exceed \$2,005,492.

..Report

RECOMMENDATION:

a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute renewal and amendment No. 8 to the agreement (A-12260) with 3M Company for medical records coding software maintenance services, extending the agreement an additional one (1) year period (August 9, 2020 through August 8, 2021) for a revised full agreement term of August 9, 2010 through August 8, 2021, and adding \$242,022 for a revised total agreement amount not to exceed \$2,005,492.

SUMMARY/DISCUSSION:

As the vendor of choice with the Center for Medicare and Medicaid Services (CMS) NMC has worked with 3M for over two decades for the provision of software and services pertaining to medical records coding. These services help NMC to achieve the highest reimbursement rates by several state and federal organizations for services provided to patients at NMC.

The previously approved amendments with 3M allowed Natividad medical coding staff to utilize the coding encoder software, which provides integrated access and appending Inpatient codes, OPPS editing, code grouping, accurate DRG assignment while adhering to MEDICARE Fiscal Intermediaries, regulatory requirements and compliance.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved this renewal and amendment No. 8 as to form and the Auditor-Controller has reviewed and approved as to payment provisions. The renewal and amendment No. 8 has also been approved by NMC's Finance Committee and Board of Trustees on August 14, 2020.

FINANCING:

The cost for this renewal and amendment No. 8 is \$242,022 of which \$209,000 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. There is no impact to the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

Supporting the selection and renewal of this vendor ensures that the accurate medical code selection data is shared with Public Health, regulatory enterprises, insurers and other data collection agencies

☒ Health and Human Services

☐ Infrastructure

☐ Public Safety

Prepared by: Kim Williams-Neal, Director of Health Information Management, 783-2440

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

Attachments:

3M Company Renewal and Amendment No. 8

3M Company Amendment No. 7

3M Company Amendment No. 4-6 (Email re missing Amendments 4-6)

3M Company Amendment No. 3

3M Company Amendment No. 2

3M Company Amendment No. 1

3M Company Agreement

Attachments on file with the Clerk of the Board

..Title

- a. Approve the Plans and Specifications for the Natividad Medical Center, Project #9600-84 Nurse Call Replacement, Bid #NMC-1014 for contractors to bid on construction; and
- b. Authorize Natividad Medical Center to advertise the “Notice to Contractors” in a newspaper of general circulation.

..Report

RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Approve the Plans and Specifications for the Natividad Medical Center, Project #9600-84 Nurse Call Replacement, Bid #NMC-1014 for contractors to bid on construction; and
- b. Authorize Natividad Medical Center to advertise the “Notice to Contractors” in a newspaper of general circulation.

SUMMARY/ DISCUSSION:

Natividad Medical Center is seeking a Board of Supervisors’ approval of the Plans and Specifications (Construction Documents) authorizing advertising for bids in a newspaper of general circulation.

Natividad Medical Center will be replacing the original Fisher Berkley nurse call system that was put into service in 1998. The nurse call system is a traditional system, which has a centralized annunciator panel with audible alarms and visual displays at the nurse stations. Additionally, the call system has a light that illuminates to alert staff to a fire or medical emergency. All systems are original and have no interface with computers or other communication devices such as pagers and phones. The current Fisher Berkley Nurse Call system is at the end of life, and replacement parts are discontinued.

It is the intent of NMC to phase the removal of the current system and to provide and install a new nurse call system. NMC contracted with Kasavan Architects to develop the plans and specifications for the project. NMC submitted the construction documents to the Office of Statewide Health Planning and Development (OSHDP) was issued a building permit on July 11, 2019.

The bids will be opened and publicly read aloud by the Contracts/Purchasing Agent in the Clerk of the Board’s Conference Room 1032, Monterey County Government Center, 168 West Alisal Street 1st Floor, Salinas, California 93901. NMC will follow the requirements of public contracting during the bid process. The recommended action authorizes staff to proceed with the advertisement and bid selection for the construction phase of the Project.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved the Specifications as to form and legality. Auditor-Controller has reviewed and approved this Agreement as to fiscal provisions.

FINANCING:

NMC transferred \$3,001,000 to fund 404 for the design and construction of the Nurse Call replacement project. NMC's current expenditures through June 2020 are \$311,401. There is no impact to the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The public bid process will allow Natividad Medical Center to receive multiple bids and identify the lowest responsive and responsible bidder.

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

Prepared by: Brian Griffin, Project Manager, 783.2605

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

Attachments: Project Budget, Plans and Specifications - Which Includes: The Notice to Contractors

(Attachments are on file with the Clerk to the Board's Office)

..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 \$204,000 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 \$204,000 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. The cost for this add service will be \$162,000.

NMC also has requested RBB Architects and the design team to evaluate the architectural, electrical, mechanical and plumbing impacts to the project in the event the Angiography room program changes. This add service will prepare a feasibility study to identify what modifications would be required to the Air Handler Unit or the Ventilation system to allow more minimally invasive cardiac procedures to be performed in the Angiography hybrid suite. The cost for this add service will be \$42,000.

The project may exceed the original forecasted time frame, but NMC believes the project will come in at or below budget.

This Amendment No. 4 will include the Angiography feasibility study and 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.

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 \$204,000 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

FINANCIAL STATEMENTS

JUNE 30, 2020

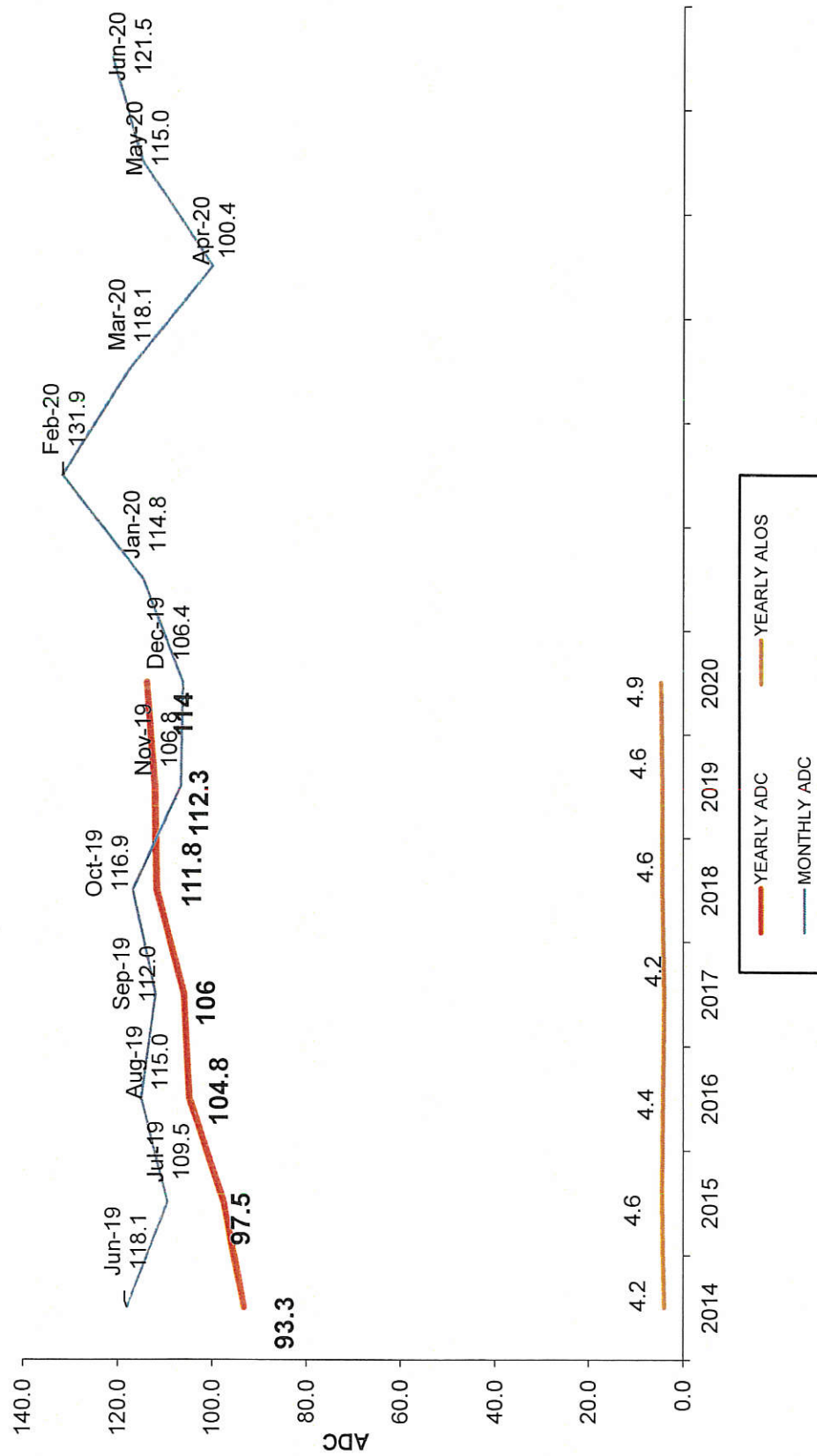
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FINANCIAL STATEMENTS

JUNE 30, 2020

I N D E X

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



**NATIVIDAD
STATISTICAL REPORT
JUNE 30, 2020**

Month-To-Date					Year-To-Date					
04-20	05-20	06-20	Budget			Budget	Current	Prior Yr	%	
					PT DAYS BY SERVICE	STAFFED BEDS				CY/PLY
1	196	263	325	281	NICU	15	3,426	2,693	3,058	-11.94%
2	1,188	1,410	1,493	1,317	Med/Surg	61	16,061	18,276	17,110	6.81%
3	174	276	297	214	ICU	10	2,610	2,535	2,455	3.26%
4	22	16	32	73	Peds	12	895	651	921	-29.32%
5	681	709	702	664	Acute Rehab	24	8,099	8,408	8,227	2.20%
6	275	356	272	339	OB/Gyn	27	4,133	3,396	3,892	-12.74%
7	2,536	3,030	3,121	2,888	TOTAL ACUTE	149	35,224	35,959	35,663	0.83%
8	475	534	523	413	Psychiatric	19	5,033	5,764	5,332	8.10%
9	3,011	3,564	3,644	3,301	TOTAL DAYS	168	40,257	41,723	40,995	1.78%
10	288	318	276	293	Nursery	18	3,576	3,403	3,662	-7.07%
AVERAGE DAILY CENSUS										
11	61.8	74.9	80.6	74.1	Acute	125	74.1	75.3	75.0	0.40%
12	22.7	22.9	23.4	22.1	Acute Rehab	24	22.1	23.0	22.5	2.22%
13	15.8	17.2	17.4	13.8	Psychiatric	19	13.8	15.7	14.6	7.53%
14	100.4	115.0	121.5	110.0	TOTAL	168	110.0	114.0	112.0	1.79%
15	9.6	10.3	9.2	9.8	Nursery	18	9.8	9.3	10.0	-7.00%
PERCENTAGE OF OCCUPANCY										
16	49.4%	59.9%	64.5%	59.3%	Acute		59.3%	60.2%	60.0%	0.4%
17	94.6%	95.4%	97.5%	92.1%	Acute Rehab		92.1%	95.8%	93.8%	2.2%
18	83.2%	90.5%	91.6%	72.6%	Psychiatric		72.6%	82.6%	76.8%	7.5%
19	59.8%	68.5%	72.3%	65.5%	TOTAL		65.5%	67.9%	68.3%	-0.6%
20	53.3%	57.2%	51.1%	54.4%	Nursery		54.4%	51.7%	55.6%	-7.0%
ADMISSIONS										
21	483	562	566	599	Acute		7,308	7,087	7,558	-6.23%
22	58	59	56	52	Acute Rehab		637	668	652	2.45%
23	64	60	35	60	Psychiatric		732	707	734	-3.68%
24	605	681	657	711	TOTAL		8,677	8,462	8,944	-5.39%
25	180	205	174	174	Nursery		2,124	2,087	2,180	-4.27%
26	180	213	179	196	Deliveries		2,394	2,140	2,255	-5.10%
DISCHARGES										
27	481	564	526	599	Acute		7,308	7,165	7,756	-7.62%
28	58	59	54	52	Acute Rehab		637	663	643	3.11%
29	70	53	36	60	Psychiatric		732	705	731	-3.56%
30	609	676	616	711	TOTAL		8,677	8,533	9,130	-6.54%
31	149	184	156	174	Nursery		2,124	1,858	1,981	-6.21%
AVERAGE LENGTH OF STAY										
32	5.0	5.2	5.5	4.6	Acute(Hospital wide no babies)		4.6	4.9	4.6	6.52%
33	11.7	12.0	12.5	12.8	Acute Rehab		12.7	12.6	12.6	0.00%
34	2.5	2.5	2.3	2.5	OB/Gyn		2.5	2.7	2.5	8.00%
35	7.4	8.9	14.9	6.9	Psychiatric		6.9	8.2	7.3	12.33%
36	1.6	1.6	1.6	1.7	Nursery		1.7	1.6	1.7	-5.88%
OUTPATIENT VISITS										
37	2,283	3,074	3,436	4,967	Emergency Room		53,747	48,783	53,491	-8.80%
38	429	460	466	561	ER Admits		6,846	6,358	6,794	-6.42%
39	70.9%	67.5%	70.9%	78.9%	ER Admits as a % of Admissions		78.9%	75.1%	76.0%	-1.09%
40	3,835	4,224	5,135	6,035	Clinic Visits		73,626	66,251	73,882	-10.33%
ANCILLARY PROCEDURES BILLED										
41	34,461	42,717	45,221	45,974	Lab Tests		560,880	549,605	562,967	-2.37%
42	1,938	2,686	3,200	2,937	Radiology Procedures		35,832	38,792	41,685	-6.94%
43	104	168	184	205	MRI Procedures		2,502	2,213	2,490	-11.12%
44	57	72	99	132	Nuclear Med Procedures		1,607	1,508	1,599	-5.69%
45	826	907	984	1,024	Ultrasound Procedures		12,492	12,399	12,429	-0.24%
46	1,059	1,396	1,483	1,483	CT Scans		18,090	19,332	18,003	7.38%
47	233	320	366	351	Surgeries		4,212	4,365	4,211	3.66%
48	9.55	8.57	7.90	8.22	FTE'S PER AOB		8.22	8.17	8.03	1.74%
49	1,323.8	1,303.6	1,296.4	1,283.9	TOTAL PAID FTE'S		1,283.9	1,303.8	1,289.9	1.08%
50	3,839	4,713	4,922	4,688	ADJUSTED PATIENT DAYS		57,165	58,399	58,768	-0.63%

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

	JUL-19	AUG-19	SEP-19	OCT-19	NOV-19	DEC-19	JAN-20	FEB-20	MAR-20	APR-20	MAY-20	JUN-20	YTD
R E V E N U E													
Revenue:													
1 Inpatient	\$ 65,854,051	\$ 72,341,082	\$ 67,257,857	\$ 75,659,222	\$ 63,147,291	\$ 64,026,894	\$ 69,712,907	\$ 69,871,409	\$ 70,538,217	\$ 56,750,666	\$ 67,507,962	\$ 71,128,979	\$ 813,896,537
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	2,010,945	26,932,688
3 Outpatient	29,931,254	35,081,441	32,244,876	32,779,596	29,330,235	27,556,271	30,974,317	27,773,560	26,017,024	16,395,116	22,324,754	25,650,284	336,068,728
4 Total Patient Revenue	97,936,329	109,460,018	101,381,549	109,696,338	94,512,169	94,069,293	103,018,450	100,555,192	99,724,559	76,044,168	91,597,680	98,790,208	1,176,887,953
Deductions from Revenue:													
5 Contractual Deductions	71,393,900	82,425,846	76,932,095	79,951,351	69,978,973	71,723,040	79,261,910	78,574,025	77,560,146	59,256,132	69,518,633	74,190,047	890,766,098
6 Bad Debt	4,584,691	3,572,270	3,104,949	3,996,629	4,349,338	3,221,535	2,172,931	418,480	2,026,959	2,292,369	2,706,664	2,973,041	35,471,846
7 Unable to Pay	293,627	356,052	350,127	477,842	429,310	540,848	464,711	844,203	504,577	61,790,357	150,841	417,190	5,071,194
8 Total Contractual Discounts	76,272,218	86,354,168	80,387,171	84,425,822	74,757,621	75,665,423	81,899,552	79,834,708	80,091,682	72,376,138	72,376,138	77,560,278	931,255,138
9 Net Patient Revenue	21,664,111	23,105,850	20,994,378	25,270,516	19,754,548	18,583,870	21,118,898	20,620,484	19,632,877	14,253,811	19,221,542	21,209,930	245,632,815
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%	21.47%	20.87%
Total Government Funding	4,965,417	5,146,012	4,943,339	5,385,312	4,977,335	6,504,587	5,025,642	5,270,285	5,684,403	6,768,064	7,084,256	6,941,632	68,697,284
Other Operating Revenue:													
11 Rent Income	109,276	120,775	115,026	115,027	115,024	115,025	115,026	115,025	115,026	115,025	113,338	113,337	1,376,930
12 Interest Income	126,000	124,951	257,246	169,399	169,399	169,399	704,233	586,601	378,000	638,139	378,000	378,000	4,628,424
13 NMFC Contribution	60,000	60,000	59,000	60,984	59,015	60,984	60,984	57,049	60,984	57,016	60,984	59,016	716,017
14 Other Income	305,431	371,398	375,833	371,410	425,942	289,566	341,429	280,419	312,465	177,030	390,572	923,808	4,565,303
15 Total Other Operating Revenue	600,707	677,124	807,103	716,820	1,317,438	634,974	1,221,672	1,039,094	866,475	990,210	942,894	1,474,161	11,288,674
TOTAL REVENUE	27,233,235	28,928,986	26,744,822	31,372,648	26,049,321	25,723,431	27,386,212	27,129,863	26,183,755	22,012,085	27,248,692	29,625,723	325,616,773
E X P E N S E													
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	16,105,744	184,532,727
19 Registry	295,208	363,700	272,544	415,366	342,761	416,050	308,501	445,081	565,097	778,916	1,462,769	972,434	6,602,417
20 Physicians SWB & Contract Fees	3,470,366	3,290,181	3,454,614	3,190,055	3,266,407	3,460,499	3,502,201	3,425,959	3,470,431	3,423,750	3,409,499	3,462,645	40,826,607
21 Purchased Services	2,909,487	3,573,154	2,550,468	3,670,538	2,676,061	2,411,736	2,840,275	2,875,716	3,750,007	3,123,571	3,773,473	3,906,666	38,065,152
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	2,978,791	28,320,444
23 Insurance	239,400	239,400	239,399	239,400	239,400	239,400	239,399	239,400	239,400	239,400	239,400	239,399	2,872,797
24 Utilities and Telephone	317,654	317,654	270,809	328,142	342,694	290,795	328,053	216,519	284,812	234,417	456,850	321,903	3,571,371
25 Interest Expense	196,025	196,027	196,025	196,026	196,025	196,026	196,025	196,025	196,027	196,027	196,025	15,145	2,171,427
26 Depreciation & Amortization	1,016,188	1,017,712	1,016,795	1,008,320	911,726	910,134	908,966	919,208	916,470	915,544	913,872	934,130	11,389,065
27 Other Operating Expense	438,314	509,005	519,897	500,258	547,712	263,876	585,460	487,168	671,592	555,080	631,464	603,772	6,313,598
TOTAL EXPENSE	26,400,824	27,091,749	25,666,437	27,225,236	25,398,753	25,517,871	26,237,690	25,910,787	28,410,783	27,335,806	29,909,039	29,540,629	324,665,605
NET INCOME(LOSS)	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)	85,094	953,168
Normalization for Extraordinary Items													
30 Interest Anthem Arbitration	-	-	-	(1,679,166)	-	(6,250)	(6,250)	-	-	(730,230)	(730,230)	(730,230)	(2,190,690)
31 CARES Act Funding	-	-	-	-	-	-	-	-	-	-	-	-	(1,679,166)
32 Medical FFS Settlement FY09-10	-	-	-	-	-	-	(6,250)	-	-	-	-	-	(18,750)
33 Metro Settlement	-	-	-	-	-	(6,250)	(6,250)	-	-	(730,230)	(730,230)	(730,230)	(3,888,606)
34 Total Extraordinary Items	-	-	-	(1,679,166)	-	(6,250)	(6,250)	-	-	(730,230)	(730,230)	(730,230)	(3,888,606)
NET INCOME BEFORE Extraordinary Items	832,411	1,837,237	1,058,385	2,468,246	644,318	199,310	1,122,272	1,219,076	(2,227,028)	(6,053,951)	(3,390,577)	(645,136)	953,168
CAPITAL CONTRIBUTIONS													
36 County Contribution	-	-	-	-	-	-	-	-	-	-	-	-	-
CHANGE IN NET ASSETS	832,411	1,837,237	1,058,385	4,147,412	650,568	205,560	1,128,522	1,219,076	(2,227,028)	(5,323,721)	(2,660,347)	85,094	953,168

**NATIVIDAD
ES AND EXPENSES
AS OF JUNE 30,**

CAPITAL CONTRIBUTIONS

NATIVIDAD
STATEMENT OF REVENUES AND EXPENSES & CHANGES IN NET ASSETS PER ADJUSTED PATIENT DAY
AS OF JUNE 30, 2020

		CURRENT MONTH				YEAR -TO -DATE			
		Variance fav. (unfav)				Variance fav. (unfav)			
		Actual	Budget	\$ VAR.	% VAR	Actual	Budget	\$ VAR.	% VAR
		4,922	4,688	234	5.0%	58,399	57,165	1,234	2.2%
				REVENUE					
				ADJUSTED PATIENT DAYS					
				Patient Revenue:					
				Inpatient					
				Pro Fees					
				Outpatient					
				Total Patient Revenue					
				Deductions from revenue					
				Contractual Deductions					
				Bad Debt					
				Unable to Pay					
				Total Contractual Discounts					
				Net Patient Revenue					
				As a percent of Gross Revenue					
				Total Government Funding					
				Other Operating Revenue:					
				Rent Income					
				Interest Income					
				NMF Contribution					
				Other Income					
				Total Other Operating Revenue					
				TOTAL REVENUE					
				EXPENSE					
				Salaries, Wages & Benefits					
				Registry					
				Phys/Residents SWB & Contract Fees					
				Purchased Services					
				Supplies					
				Insurance					
				Utilities and Telephone					
				Interest Expense					
				Depreciation & Amortization					
				Other Operating Expense					
				TOTAL EXPENSE					
				NET INCOME(LOSS)					
				CAPITAL CONTRIBUTIONS					
				County Contribution					
				CHANGE IN NET ASSETS					
				\$					
				16					
				\$					
				194					
				\$					
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**NATIVIDAD
BALANCE SHEET
AS OF JUNE 30, 2020**

	CURRENT MONTH				YEAR - TO - DATE			
	BEGINNING	ENDING	INC/(DEC)	% CHG.	BEGINNING	ENDING	INC/(DEC)	% CHG.
1	\$ 53,495,947	\$ 63,675,585	\$ 10,179,638	19.0 %	\$ 58,316,366	\$ 63,675,585	\$ 5,359,219	9.2 %
2	11,810,000	11,810,000	-	-	3,200,000	11,810,000	8,610,000	-
3	27,155,102	30,883,308	3,728,206	13.7	45,636,793	30,883,308	(14,753,485)	(32.3)
4	26,185,870	15,391,266	(12,794,604)	(45.4)	48,509,882	15,391,266	(33,118,616)	(68.3)
5	4,943,972	4,817,007	(126,965)	(2.6)	4,738,198	4,817,007	78,809	1.7
6	4,857,975	4,805,878	(52,097)	(1.1)	4,470,039	4,805,878	335,839	7.5
7	130,448,866	131,383,044	934,178	0.7	164,871,278	131,383,044	(33,488,234)	(20.3)
8								
9	320,259,733	322,269,473	2,009,740	0.6	306,849,853	322,269,473	15,419,620	5.0
10	(196,570,884)	(197,505,014)	(934,130)	(0.5)	(186,670,031)	(197,505,014)	(10,834,983)	(5.8)
11	123,688,849	124,764,459	1,075,610	0.9	120,179,822	124,764,459	4,584,637	3.8
12	199,670,363	196,892,014	(2,778,349)	(1.4)	160,787,834	196,892,014	36,104,180	22.5
13	-	-	-	-	-	-	-	-
14	166,036	166,086	50	(0.0)	163,651	166,086	2,435	1.5
15	166,036	166,086	50	(0.0)	163,651	166,086	2,435	1.5
16	\$ 453,974,114	\$ 453,205,603	\$ (768,511)	(0.2) %	\$ 446,002,585	\$ 453,205,603	\$ 7,203,018	1.6 %
17	24,558,182	27,410,312	2,852,130	11.6	17,034,425	27,410,312	10,375,887	60.9
18	14,744,026	12,016,167	(2,727,859)	(18.5)	7,721,399	12,016,167	4,294,768	55.6
19	36,402,650	36,402,650	-	-	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	11,876,095	10,899,112	(976,983)	(8.2)	11,563,488	10,899,112	(664,376)	(5.7)
22	91,469,567	90,616,855	(852,712)	(0.9)	79,750,709	90,616,855	10,866,146	13.6
23	-	-	-	-	-	-	-	-
24	-	-	-	-	-	-	-	-
25	33,739,906	33,739,013	(893)	(0.0)	38,355,309	33,739,013	(4,616,296)	(12.0)
26	33,739,906	33,739,013	(893)	(0.0)	38,355,309	33,739,013	(4,616,296)	(12.0)
27	327,896,566	327,896,566	-	-	327,896,566	327,896,566	-	-
28	868,075	953,169	85,094	(9.8)	-	953,169	953,169	100.0
29	328,764,641	328,849,735	85,094	0.0	327,896,566	328,849,735	953,169	0.3
30	\$ 453,974,114	\$ 453,205,603	\$ (768,511)	(0.2) %	\$ 446,002,584	\$ 453,205,603	\$ 7,203,019	1.6 %

NATIVIDAD
STATE AND COUNTY RECEIVABLES

AS OF 06/30/20

BALANCE SHEET

	Req. Balance	Accruals	Rectas and Adj	Payment LHP Final Rec'n	GPP /PRIME	IGT	Payments	Ending Balance
Medi-Cal Waiver (DSH +SNCP)	\$ 12,591,967	24,433,064	1,192,440	(1,192,441)		43,285,719	(80,847,056)	(536,306)
Hospital Fee	-	947,408					(1,401,943)	(454,535)
Rate Range IGT-CCAH-	8,246,935	10,930,050				10,974,275	(24,589,168)	5,562,092
MCMC EPP	7,864,243	9,113,802				7,644,068	(24,490,446)	131,667
MCMC QIP	17,797,590	8,800,892				8,223,369	(26,020,959)	8,800,892
SB1732	666,674	3,889,344					(3,488,251)	1,067,767
AB 915	-	3,290,164	(76,390)				(3,213,774)	-
Medical GME	-	2,520,000				1,552,565	(2,957,268)	1,115,298
CARES ACT Funding	-	-	2,190,690				(5,841,836)	(3,651,146)
A/R Office Buildings	85,042	1,376,933					(1,403,592)	58,383
A/R Manco Abbott	(39,159)		39,159					-
Interest Accrued Positive Cash	-	3,540,069	553,521				(2,959,590)	1,134,000
Accrued Donations	937,359	718,018					(80,559)	1,574,818
A/R Jail-PG&E	316,260	1,118,517	277,985				(1,575,053)	137,709
County Department	42,970	1,680,000	118,103				(1,390,446)	450,627
County White & EIP A/R	-	228,479	(18,689)				(209,790)	-
STATE RECEIVABLES	\$ 48,509,882	\$ 72,586,740	\$ 4,276,818	\$ (1,192,441)	\$ -	\$ 71,679,997	\$ (180,469,729)	\$ 15,391,266

P & L

	YTD June-20
Medi-Cal DSH /SNCP/PHYS SPA	\$ 12,601,908
PRIME Y5	12,160,000
LHP Final Reconciliation	1,192,440
Rate Range IGT-CCAH-	10,930,050
Esperanza Care	(2,000,000)
Medical GME	2,520,000
CARES Act Funding	2,190,690
HPE	1,227,900
Hospital Fee	947,408
MCMC EPP	9,113,802
HD Residency Support	(498,642)
MCMC QIP	8,800,892
AB915	3,213,774
Medicare GME	2,048,355
SB 1732	3,889,344
Ryan White & SAMHSA GRANTS	359,364
GOVERNMENT FUNDING INCOME	\$ 68,697,285

NATIVIDAD
STATEMENT OF CASH FLOWS
AS OF JUNE 30, 2020

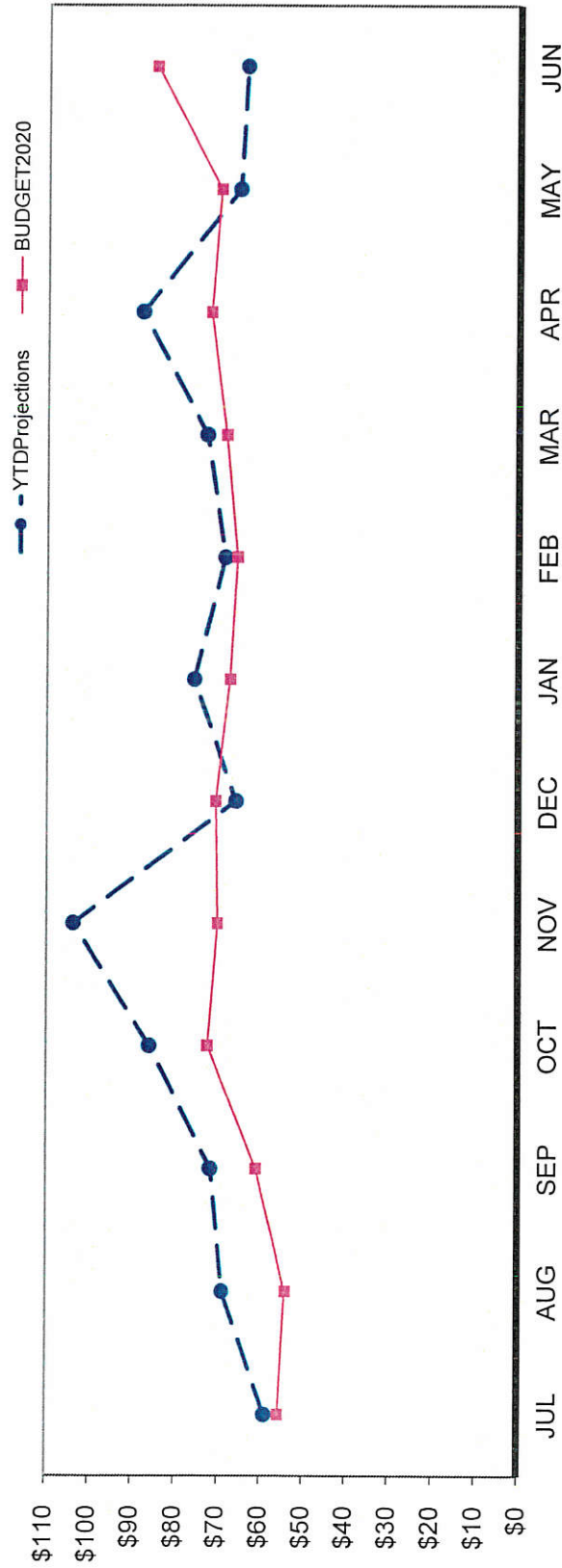
	CURRENT MONTH	YEAR - TO - DATE
1	\$ 65,305,947	\$ 61,516,366
2		
3	85,094	953,168
4	-	-
5	934,130	10,834,983
6	1,019,224	11,788,151
7		
8	(3,728,206)	14,753,485
9	984,604	21,308,616
10	179,062	(414,648)
11	2,852,130	10,375,887
12	(2,727,859)	4,294,768
13	-	(3,835,122)
14	-	694,989
15	(976,983)	(664,376)
16	(3,417,252)	46,513,599
17		
18		
19	(2,009,740)	(15,419,620)
20	-	-
21	(2,009,740)	(15,419,620)
22		
23	(893)	(4,616,296)
24	2,778,349	(36,104,180)
25	(50)	(2,435)
26	2,777,406	(40,722,911)
27	(1,630,362)	2,159,219
28	\$ 63,675,585	\$ 63,675,585

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	\$ 12,601,908	\$ 261,908
PRIME Y4	12,160,000	12,160,000	-
EPP	7,760,000	9,113,802	1,353,802
QIP	8,825,000	8,800,892	
HPE	-	1,227,900	1,227,900
AB915	3,600,000	3,213,774	(386,226)
SB1732	3,900,000	3,889,344	(10,656)
CCAH Rate Range	10,959,996	10,930,050	(29,946)
HIV Grants	250,000	359,364	109,364
Medical GME FY17,FY18,FY19	-	2,520,000	2,520,000
HHS -CARE Fund Stimulus Covid-19	-	2,190,690	2,190,690
Esperanza Care Outside Purchased Service	(2,000,000)	(2,000,000)	-
HD Residency Support	(500,000)	(498,642)	1,358
Medicare GME & B/D	1,352,000	2,048,355	696,355
LIHP Final Reconciliation	-	1,192,440	1,192,440
Provider Fee	950,000	947,408	(2,592)
	<u>\$ 59,596,996</u>	<u>\$ 68,697,285</u>	<u>\$ 9,124,397</u>

3
5

Cash Flow Performance Fiscal Year 2020 (in Millions)



Months	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
YTD	58.8	68.8	71.6	85.9	103.7	65.8	75.6	68.4	72.8	87.8	65.3	63.7
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)	(21.1)

Beginning Balance	61,471,012	58,737,619	68,796,379	71,555,236	85,661,277	103,661,147	85,809,163	75,594,060	58,434,835	72,760,647	87,750,720	95,299,045	61,471,012
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PAGE 11 OF 11 PAGES