



**Finance Committee
Special Meeting
2020**

September 11, 2020



Finance Committee Meeting

Friday, September 11, 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 use 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 click the following link:

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

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

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

Call to Order

Marcia Atkinson, Chair

Roll Call

Agenda Additions/Corrections

Noemi Ferguson

Public Comments (Limited 3 minutes per speaker)

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

Approval of Minutes

1. Approve the Minutes of August 14, 2020. *Pages 6-10*

Consent Items

2. Approve for consideration by the NMC Board of Trustees the Items in Attachment A. *Pages 11-26*

Scheduled Items/Discussion Items

3. Review and approve for consideration by the NMC Board of Trustees the following request which is in the final stages of negotiation:
 - a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute the First Amendment to the Professional and Call Coverage Services Agreement (A-13737) with Precision Orthopedics, a Medical Group to provide orthopedic surgery services at NMC, extending the term by twelve months (October 1, 2020 to September 30, 2021) for a revised full agreement term of October 1, 2017 to September 30, 2021 and adding \$2,045,500 for a revised total not to exceed amount of \$8,618,800 in the aggregate. *Pages 27-28 (Dr. Craig Walls)*
4. Receive and Approve July 2020 Financial Report. *Pages 29-41*

Daniel Leon, CFO

Adjournment

**NEXT FINANCE COMMITTEE MEETING:
NOTICE OF CANCELLATION OF REGULAR MEETING OF
OCTOBER 22, 2020 AT 3 P.M.
NOTE SPECIAL MEETING DATE OF FRIDAY, OCTOBER 9, 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, September 11, 2020
Consent Items

Attachment A

| | |
|---------------------------------|---|
| 1. <i>Pages 11-12</i> | Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the Addendum (A-14441) with The Gordian Group to the Sourcewell (formerly NJPA) Contract 071415 for administrative services of the Job Order Contracting (JOC) program, extending the agreement an additional one (1) year period (September 16, 2020 through September 15, 2021) for a revised full agreement term of September 15, 2015 through September 15, 2021, and adding \$250,000 for a revised total spending limit not to exceed \$525,000. |
| 2. <i>Pages 13-14</i> | <ol style="list-style-type: none">a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute a no cost education agreement with Albuquerque Area Indian Health Service for family medicine resident electives with NMC with an agreement term of October 1, 2020 through September 31, 2025.b. Approve the NMC Chief Executive Officer's recommendation to accept non-standard indemnification and insurance provisions within the agreement. |
| 3. <i>Pages 15-16</i> | Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to add funding to Service Order Q-16809-1 with Cyxtera Technologies, Inc. for co-location and disaster recovery services for Natividad during the period retroactive July 1, 2020 through September 30, 2020 at a cost of \$30,000, under the terms and conditions of the existing county Master Agreement (A-14052) which has a term of July 21, 2018 through September 30, 2020. |
| 4. <i>Pages 17-18</i> | Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to exercise the month-to-month auto renewal clause under the terms and conditions of the existing county Master Agreement (A-14052) Cyxtera Service Schedule with Cyxtera Technologies, Inc. for co-location and disaster recovery services for Natividad beginning October 1, 2020 for a 12 month period and at a cost not to exceed \$120,000. |
| 5. <i>Pages 19-20</i> | <ol style="list-style-type: none">a. Authorize Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute the First Amendment to the Professional and Call Coverage Services Agreement with Richard Moore M.D., Inc. to provide general and critical care surgery services at NMC extending the term by twenty-four months (October 1, 2020 to September 30, 2022) for a revised full agreement term of October 1, 2018 to September 30, 2022. There is no additional cost for this amendment; andb. Authorize the Chief Executive Officer for NMC to sign up to three (3) future amendments to this agreement where the total amendments do not significantly change the scope of work and do not cause an increase of more than ten percent 10% (\$50,000) of the original contract amount. |
| 6. <i>Pages 21-22</i> | <ol style="list-style-type: none">a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute the Third Amendment to the Professional and Call Coverage Services Agreement (A-12797) with Dansin, Inc. to provide neurosurgery services, extending the term by twenty-four months (October 1, 2020 to September 30, 2022) for a revised full agreement term of October 1, 2014 to September 30, 2022. There is no additional cost for this amendment; andb. Authorize the Chief Executive Officer for NMC to sign up to three (3) future amendments to this agreement where the total amendments do not significantly change the scope of work and do not cause an increase of more than ten percent 10% (\$50,000) of the original contract amount. |
| 7. <i>Pages 23-24</i> | <ol style="list-style-type: none">a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute the Second Amendment to the Professional and Call Coverage Services Agreement |

| | |
|---|---|
| | <p>(A-14150) with Kuong Ngann, D.O. to provide general and critical care surgery services at NMC, extending the term by twelve months (October 1, 2020 to September 30, 2021) for a revised full agreement term of November 1, 2018 to September 30, 2021 and adding \$300,000 for a revised not to an amount not to exceed \$800,000 for the period November 1, 2018 to September 30, 2021; and</p> <p>b. Authorize the Chief Executive Officer for NMC or his designee to sign up to three (3) future amendments to this agreement where the total amendments do not cause an increase of more than ten percent 10% (\$50,000) of the original contract amount and do not significantly change the scope of work.</p> |
| <p>8. <i>Pages 25-26</i></p> | <p>a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with Quality Assurance Services, Inc. for radiation physics and performance testing of radiology equipment services at NMC for an amount not to exceed \$72,900 with an agreement term January 1, 2021 through December 31, 2022.</p> <p>b. 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> |



Finance Committee Meeting

Friday, August 14, 2020

8:30 AM

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

MINUTES

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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

Present

Dr. Gary Gray

Dr. Chris Carpenter

Marcia Atkinson

Not Present

Libby Downey

Public Comments (Limited 3 minutes per speaker)

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Agenda Additions/Corrections

Noemi Ferguson

Revised Finance Committee Minutes for July 10, 2020 to reflect Roll Call Vote for each item that was motioned on.

Approval of Minutes

1. Approve the Minutes of July 10, 2020.

MOTION: *Motion to approve the revised minutes of July 10, 2020 moved by Dr. Chris Carpenter, seconded by Dr. Gary Gray, and approved by the following vote*

Roll call vote take pursuant to Government Code 54953:

Dr. Gary Gray: AYE

Dr. Chris Carpenter: AYE

Marcia Atkinson: AYE

Libby Downey: NOT PRESENT

Consent Items

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

Board Member Downey entered the meeting.

MOTION: *Motion to approve Consent Items for consideration by the NMC Board of Trustees, Attachment A, item 1 through 5, moved by Dr. Chris Carpenter, seconded by Libby Downey, and approved by the following vote*

Roll call vote take pursuant to Government Code 54953:

Dr. Gary Gray: AYE

Dr. Chris Carpenter: AYE

Marcia Atkinson: AYE

Libby Downey: AYE

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. (**Andrea Rosenberg**)

MOTION: *Motion to approve Scheduled, item number 3, for consideration by the NMC Board of Trustees, moved by Libby Downey, seconded by Dr. Chris Carpenter and approved by the following vote*

Roll call vote take pursuant to Government Code 54953:

Dr. Gary Gray: AYE

Dr. Chris Carpenter: AYE

Marcia Atkinson: AYE

Libby Downey: AYE

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. **(Andrea Rosenberg)**

MOTION: *Motion to approve Scheduled, item number 4, for consideration by the NMC Board of Trustees, moved by Libby Downey, seconded by Dr. Chris Carpenter and approved by the following vote*

Roll call vote take pursuant to Government Code 54953:

Dr. Gary Gray: AYE

Dr. Chris Carpenter: AYE

Marcia Atkinson: AYE

Libby Downey: AYE

Review and Approve Financial Report

5. Receive and Approve June 2020 Financial Report.

Daniel Leon, CFO

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

Roll call vote take pursuant to Government Code 54953:

Dr. Gary Gray: AYE

Dr. Chris Carpenter: AYE

Marcia Atkinson: AYE

Libby Downey: AYE

Adjournment at 9:01am

Marcia Atkinson, Chair

Recorded by Noemi Ferguson



Finance Committee Meeting
Friday, August 14, 2020
Consent Items
MINUTES
Attachment A

| | |
|----|--|
| 1. | 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. | 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. | <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 (LPCCH) 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. | <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. | <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. |

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

The Gordian Group Amendment No. 2

Legistar Number: _____

..Title

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the Addendum (A-14441) with The Gordian Group to the Sourcewell (formerly NJPA) Contract 071415 for administrative services of the Job Order Contracting (JOC) program, extending the agreement an additional one (1) year period (September 16, 2020 through September 15, 2021) for a revised full agreement term of September 15, 2015 through September 15, 2021, and adding \$250,000 for a revised total spending limit not to exceed \$525,000.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the Addendum (A-14441) with The Gordian Group to the Sourcewell (formerly NJPA) Contract 071415 for administrative services of the Job Order Contracting (JOC) program, extending the agreement an additional one (1) year period (September 16, 2020 through September 15, 2021) for a revised full agreement term of September 15, 2015 through September 15, 2021, and adding \$250,000 for a revised total spending limit not to exceed \$525,000.

SUMMARY/DISCUSSION:

In April 9, 2013, the Board of Supervisors approved an agreement between the County of Monterey and The Gordian Group, Inc. to provide administrative services for the Job Order Contracting (JOC) System. That agreement expired in April 2018 at which time the County's Contracts/Purchasing Officer recommended to County departments, which utilize the JOC program to explore piggybacking off another public agency contract for JOC administrative services.

Sourcewell (formerly the National Joint Powers Alliance, aka "NJPA") is a public agency operating under the enabling authority outlined in Minnesota Statute 123A.21, which allows participating nationwide government and education agencies ("Members") to reduce the cost of purchasing by leveraging their combined national purchasing power through cooperative efforts. On July 15, 2015, NJPA released RFP 071415 for Indefinite Quantity Construction Contracting Systems and Related Services and The Gordian Group (Gordian) responded and was awarded a service contract. Services offered and accepted within Gordian's proposal in response to the NJPA RFP include Job Order Contracting (JOC) administrative services.

The County of Monterey is a member of Sourcewell and per the terms of the RFP 071415 which allow all public agencies within the U.S. to procure off of the contract awarded from RFP 071415, Natividad is procuring administrative services rendered for Job Order Contracting (JOC) projects from Gordian by piggybacking off the Sourcewell Contract during its current Contract term of September 15, 2015 through September 15, 2020. Other Monterey County departments also currently utilize Gordian's services for JOC projects by piggybacking off the Sourcewell contract as well.

To incorporate the County's standard risk provisions and other relevant terms and conditions into the service obligations, Natividad and Gordian agreed to execute an Addendum to the Sourcewell Contract and did so on April 25, 2018, which included a total spending amount not to exceed \$100,000. On July 16, 2019, the Board of supervisors approved Amendment 1 to increase the contract \$175,000 for a total

contract amount of \$275,000. Since that time Gordian's administrative costs have nearly exceeded the \$275,000, therefore, this amendment to that Addendum includes an increase of an additional \$250,000 to the total amount to cover projected JOC administrative services for Natividad through September 15, 2021. Natividad will be working with Sourcewell to execute a new RFP to procure an Indefinite Quantity Construction Contracting Systems and Related Services.

Some of the more significant NMC JOC projects currently underway at Natividad include Pharmacy, Phlebotomy, and Admitting remodels.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved this amendment No. 2 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendment No. 2 has also been reviewed and approved by NMC's Finance Committee on September 11, 2020 and by its Board of Trustees on September 11, 2020.

FINANCING:

The cost for this amendment No. 2 is \$250,000 of which \$125,000 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:

Construction projects help facilitate the overall patient experience, and improve physical hospital infrastructure.

- ☐ 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:

Amendment No. 2 to Addendum with The Gordian Group
Amendment No. 1 to Addendum with The Gordian Group
Addendum with The Gordian Group to the Sourcewell Contract 071415
Sourcewell (NJPA) Contract 071415 with Gordian Group
NJPA RFP 071415 for Construction Contracting System Services

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Albuquerque Area Indian Health Service

Legistar Number: _____

..Title

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute a no cost education agreement with Albuquerque Area Indian Health Service for family medicine resident electives with NMC with an agreement term of October 1, 2020 through September 31, 2025.
- b. Approve the NMC Chief Executive Officer's recommendation to accept non-standard indemnification and insurance 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 a no cost education agreement with Albuquerque Area Indian Health Service for family medicine resident electives with NMC with an agreement term of October 1, 2020 through September 31, 2025.
- b. Approve the NMC Chief Executive Officer's recommendation to accept non-standard indemnification and insurance provisions within the agreement.

SUMMARY/DISCUSSION:

This agreement is to provide Natividad residents with the opportunity to do elective rotations with the Albuquerque Area Indian Health Service. The Indian Health Service has a well-structured medical education program in which health professions students and residents rotate in their clinics and hospitals. This elective will provide Natividad Family Medicine residents training on issues unique to providing medical care in Indian Health Service settings, including concentrated experience in rural health and health issues unique to the underserved community on the Zuni reservation. Residents will be supervised at all times by physicians employed by the Indian Health Service.

The Natividad Family Medicine Residency attracts physicians who are committed to caring for the most vulnerable communities. Many residents have requested elective rotations with the Indian Health Service. Training in rural, low resource settings enhances their preparation for future rural health practice as well as develops their skills in caring for many of the medical conditions found commonly among underserved populations. Offering this elective experience will enhance our ability to recruit the best residency applicants.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel reviewed and approved this agreement as to form. The agreement was reviewed and approved by NMC's Special Finance Committee and Board of Trustees on September 11, 2020.

FINANCING:

There is no cost associated with this education agreement.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

Supporting Family Medicine Resident electives with the Indian Health Service enhances preparation and skill of our Natividad Family Medicine Residency graduates, many of whom stay to practice primary care in Monterey County. Offering elective opportunities such as this one makes our residency more attractive to medical students who are committed to public service and therefore more likely to practice primary care where there is greatest need, particularly in rural areas of the county.

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

Prepared by: Melissa Nothnagle, MD, 755-4201, Title, Phone
Approved by: Gary R. Gray, DO, Chief Executive Officer, 783-2553

Attachments:
Albuquerque Area Indian Health Service Education Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Cyxtera Technologies, Inc., Request for Additional Funds

Legistar ID: A 20-647

..Title

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to add funding to Service Order Q-16809-1 with Cyxtera Technologies, Inc. for co-location and disaster recovery services for Natividad during the period retroactive July 1, 2020 through September 30, 2020 at a cost of \$30,000, under the terms and conditions of the existing county Master Agreement (A-14052) which has a term of July 21, 2018 through September 30, 2020.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to add funding to Service Order Q-16809-1 with Cyxtera Technologies, Inc. for co-location and disaster recovery services for Natividad during the period retroactive July 1, 2020 through September 30, 2020 at a cost of \$30,000, under the terms and conditions of the existing county Master Agreement (A-14052) which has a term of July 21, 2018 through September 30, 2020.

SUMMARY/DISCUSSION:

On July 21, 2015, the Board of Supervisors approved a three-year Master Agreement with CenturyLink Communications (CenturyLink) to provide managed hosting, data circuits and co-location and disaster recovery services, supporting the Enterprise Resource Planning (ERP) System for Monterey County and also for Natividad Medical Center systems. Thereafter, in May 2017, Cyxtera Technologies, Inc. (Cyxtera) acquired CenturyLink's co-location and disaster recovery business while CenturyLink retained their data circuit and hosting services. On September 24, 2019 the Board of Supervisors approved an Amendment to extend the Agreement with Cyxtera for a one (1) year period for these services to continue with a term July 21, 2018 through June 30, 2019. Due to language in the Agreement that caused the term to extend through the date of last signature on the Amendment, the legal term of the Agreement is through September 30, 2020.

This request adds funds to agreement A-14052 in order to continue paying Cyxtera through the legal term of the Agreement.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved this request as to form, and the Auditor-Controller has reviewed the payment provisions. The request has been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on August 14, 2020.

FINANCING:

The cost for this request is \$30,000 for FY20-21, all of which has been included in the FY20-21 Adopted Budget. There is no impact to the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This initiative supports the timely recovery of the infrastructure and the critical electronic patient care systems which rely on it in the event of a disaster situation. Without a geographically separated data center, the hospital's information systems would be vulnerable to regional disaster events. This will have a high likelihood of having a negative impact the County's health and human services.

☐ 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:

Cyxtera Technologies, Inc. Service Order Q-16809-1
Cyxtera Technologies, Inc. Master Agreement
CenturyLink Communications LLC Amendment No. 5
CenturyLink Communications LLC Amendment No. 4
CenturyLink Communications LLC Amendment No. 3
CenturyLink Communications LLC Amendment No. 2
CenturyLink Communications LLC Amendment No. 1
CenturyLink Communications LLC Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Cyxtera Technologies, Inc., Exercise Auto-Renewal Legistar ID:

..Title

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to exercise the month-to-month auto renewal clause under the terms and conditions of the existing county Master Agreement (A-14052) Cyxtera Service Schedule with Cyxtera Technologies, Inc. for co-location and disaster recovery services for Natividad beginning October 1, 2020 for a 12 month period and at a cost not to exceed \$120,000.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to exercise the month-to-month auto renewal clause under the terms and conditions of the existing county Master Agreement (A-14052) Cyxtera Service Schedule with Cyxtera Technologies, Inc. for co-location and disaster recovery services for Natividad beginning October 1, 2020 for a 12 month period and at a cost not to exceed \$120,000.

SUMMARY/DISCUSSION:

On July 21, 2015, the Board of Supervisors approved a three-year Master Agreement with CenturyLink Communications (CenturyLink) to provide managed hosting, data circuits and co-location and disaster recovery services for Natividad Medical Center systems. Thereafter, in May 2017, Cyxtera Technologies, Inc. (Cyxtera) acquired CenturyLink's co-location and disaster recovery business while CenturyLink retained their data circuit and hosting services. On September 24, 2019 the Board of Supervisors approved an Amendment to extend the Agreement with Cyxtera for a one (1) year period for these services to continue with a term July 21, 2018 through June 30, 2019 and is currently considering a request to extend funding through September 30, 2020 due to language in the Agreement that caused the term to extend through the date of last signature on the Amendment.

This request modifies the term of the agreement from an annual renewal to a month-to-month arrangement. This change gives Natividad the flexibility, if it so chooses, to terminate the agreement within the next twelve months without incurring a substantial early termination penalty.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved this request as to form, and the Auditor-Controller has reviewed the payment provisions. The request has been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on September 11, 2020.

FINANCING:

The cost for this request is \$120,000 for FY20-21, all of which has been included in the FY20-21 Adopted Budget. There is no impact to the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This initiative supports the timely recovery of the infrastructure and the critical electronic patient care systems which rely on it in the event of a disaster situation. Without a geographically separated data center, the hospital's information systems would be vulnerable to regional disaster events. This will have a high likelihood of having a negative impact the County's health and human services.

☐ 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:

Cyxtera Technologies, Inc. Service Order Q-16809-1
Cyxtera Technologies, Inc. Master Agreement
CenturyLink Communications LLC Amendment No. 5
CenturyLink Communications LLC Amendment No. 4
CenturyLink Communications LLC Amendment No. 3
CenturyLink Communications LLC Amendment No. 2
CenturyLink Communications LLC Amendment No. 1
CenturyLink Communications LLC Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Richard Moore MD First Amendment

..Title

- a. Authorize Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute the First Amendment to the Professional and Call Coverage Services Agreement with Richard Moore M.D., Inc. to provide general and critical care surgery services at NMC extending the term by twenty-four months (October 1, 2020 to September 30, 2022) for a revised full agreement term of October 1, 2018 to September 30, 2022. There is no additional cost for this amendment; and
- b. Authorize the Chief Executive Officer for NMC to sign up to three (3) future amendments to this agreement where the total amendments do not significantly change the scope of work and do not cause an increase of more than ten percent 10% (\$50,000) of the original contract amount.

..Report

RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Authorize Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute the First Amendment to the Professional and Call Coverage Services Agreement with Richard Moore M.D., Inc. to provide general and critical care surgery services at NMC extending the term by twenty-four months (October 1, 2020 to September 30, 2022) for a revised full agreement term of October 1, 2018 to September 30, 2022. There is no additional cost for this amendment; and
- b. Authorize the Chief Executive Officer for NMC to sign up to three (3) future amendments to this agreement where the total amendments do not significantly change the scope of work and do not cause an increase of more than ten percent 10% (\$50,000) of the original contract amount.

SUMMARY/DISCUSSION:

Natividad Medical Center (NMC) received its designation as the Level II Trauma Center for Monterey County in January 2015. The American College of Surgeons requires acute critical care surgeons to be available in-house with a 15 minute response time for Level II Trauma Centers. In order to provide 24/7 care, it is necessary to maintain a core team of quality surgeons made up of employed and independent contract physicians to provide daily call coverage in the Emergency Department and follow-up care to patients in the Intensive Care Unit.

NMC has an agreement with Richard Moore M.D., a board certified and fellowship trained trauma and critical care surgeon to provide general and critical care surgery services as part of the comprehensive trauma services required for a Level II Trauma Center. NMC wishes to amend the agreement to extend the term so that Dr. Moore can continue to provide services without interruption. 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 Agreement as to fiscal provisions. The Amendment

has also been reviewed and approved by Natividad's Finance Committee and Board of Trustees on September 11, 2020.

FINANCING:

There is no additional cost for the Amendment because the original amount has not been fully disbursed. The total not to exceed amount of this Agreement is \$500,000 for the period October 1, 2018 to September 30, 2022. The actual cost is contingent upon Dr. Moore's level of participation, in the call panel which may fluctuate based on his availability. NMC has agreements with multiple providers to ensure sufficient coverage of this service for which the total expenditure will not exceed \$1,300,000 annually and is included in the Fiscal Year 2020/2021 Adopted Budget. 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 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:

First Amendment
Agreement

Attachments on file at the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Dansin, Inc. Second Amendment

..Title

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute the Third Amendment to the Professional and Call Coverage Services Agreement (A-12797) with Dansin, Inc. to provide neurosurgery services, extending the term by twenty-four months (October 1, 2020 to September 30, 2022) for a revised full agreement term of October 1, 2014 to September 30, 2022. There is no additional cost for this amendment; and
- b. Authorize the Chief Executive Officer for NMC to sign up to three (3) future amendments to this agreement where the total amendments do not significantly change the scope of work and do not cause an increase of more than ten percent 10% (\$50,000) of the original contract amount.

..Report

RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute the Third Amendment to the Professional and Call Coverage Services Agreement (A-12797) with Dansin, Inc. to provide neurosurgery services, extending the term by twenty-four months (October 1, 2020 to September 30, 2022) for a revised full agreement term of October 1, 2014 to September 30, 2022. There is no additional cost for this amendment; and
- b. authorize the Chief Executive Officer for NMC to sign up to three (3) future amendments to this agreement where the total amendments do not significantly change the scope of work and do not cause an increase of more than ten percent 10% (\$50,000) of the original contract amount.

SUMMARY/DISCUSSION:

Natividad Medical Center (NMC) 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 employed and 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.

NMC has an agreement with Dansin, Inc., a California professional corporation, for which Daniel White, M.D., a board certified neurosurgeon, provides neurosurgery services at NMC as part of the comprehensive trauma services required for the Level II Trauma Center activation. NMC wishes to amend the agreement to extend the term so that Dr. White can continue to provide services without interruption. Dr. White is paid a daily rate for coverage services. NMC has obtained an independent opinion of fair market value supporting the payment terms of this agreement.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this Amendment as to legal form. Auditor-Controller has reviewed and approved this Agreement as to fiscal provisions. The Amendment

has also been reviewed and approved by Natividad's Finance Committee and Board of Trustees on September 11, 2020.

FINANCING:

There is no additional cost for the Amendment because the original amount has not been fully disbursed. The total not to exceed amount of this Agreement is \$700,000 for the period October 1, 2014 to September 30, 2022. The actual cost is contingent upon Dr. White's level of participation, in the call panel which may fluctuate based on his availability. NMC has agreements with multiple providers to ensure sufficient coverage of this service for which the total expenditure will not exceed \$1,300,000 annually and is included in the Fiscal Year 2020/2021 Adopted Budget. 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 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

Kuong Ngann, D.O. Second Amendment

TITLE:

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute the Second Amendment to the Professional and Call Coverage Services Agreement (A-14150) with Kuong Ngann, D.O. to provide general and critical care surgery services at NMC, extending the term by twelve months (October 1, 2020 to September 30, 2021) for a revised full agreement term of November 1, 2018 to September 30, 2021 and adding \$300,000 for a revised not to an amount not to exceed \$800,000 for the period November 1, 2018 to September 30, 2021; and
- b. Authorize the Chief Executive Officer for NMC or his designee to sign up to three (3) future amendments to this agreement where the total amendments do not cause an increase of more than ten percent 10% (\$50,000) of the original contract amount and do not significantly change the scope of work.

RECOMMENDATION:

It is recommended that the Board of Supervisors

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute the Second Amendment to the Professional and Call Coverage Services Agreement (A-14150) with Kuong Ngann, D.O. to provide general and critical care surgery services at NMC, extending the term by twelve months (October 1, 2020 to September 30, 2021) for a revised full agreement term of November 1, 2018 to September 30, 2021 and adding \$300,000 for a revised not to an amount not to exceed \$800,000 for the period November 1, 2018 to September 30, 2021; and
- b. Authorize the Chief Executive Officer for NMC or his designee to sign up to three (3) future amendments to this agreement where the total amendments do not cause an increase of more than ten percent 10% (\$50,000) of the original contract amount and do not significantly change the scope of work.

SUMMARY/DISCUSSION:

Natividad Medical Center (NMC) received its designation as the Level II Trauma Center for Monterey County in January 2015. The American College of Surgeons requires acute critical care surgeons to be available in-house with a 15 minute response time for Level II Trauma Centers. In order to provide 24/7 care, it is necessary to maintain a core team of quality surgeons made up of employed and independent contract physicians to provide daily call coverage in the Emergency Department and follow-up care to patients in the Intensive Care Unit.

NMC wishes to enter into an agreement with Kuong Ngann, D.O., a board certified and fellowship trained trauma and critical care surgeon to provide general and critical care surgery services as part of the comprehensive trauma services required for a Level II Trauma Center. Dr. Ngann will participate in the on-call panel and will be paid a daily rate for the coverage services, which may increase due to the need for coverage, but the rate of pay for services 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's Finance Committee and Board of Trustees on September 11, 2020.

FINANCING:

The cost of this Amendment is \$300,000. The total not to exceed amount of this Agreement is \$800,000 for the period November 1, 2018 to September 30, 2020. The actual cost is contingent upon Dr. Ngann's level of participation in the call panel, which may fluctuate based on his availability. NMC has agreements with multiple providers to cover this service for which the total expenditure will not exceed \$1,300,000 annually and is included in the Fiscal Year 2020/2021 Adopted Budget. 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, Management Analyst, 783.2506
Approved by: Gary Gray D.O., Chief Executive Officer, 783.2553

Attachments:
Second Amendment
First Amendment
Agreement

Attachments on file at the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Quality Assurance Services, Inc. Legistar Number: _____

..Title

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with Quality Assurance Services, Inc. for radiation physics and performance testing of radiology equipment services at NMC for an amount not to exceed \$72,900 with an agreement term January 1, 2021 through December 31, 2022.
- b. 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 Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with Quality Assurance Services for radiation physics and performance testing of radiology equipment services at NMC for an amount not to exceed \$72,900 with an agreement term January 1, 2021 through December 31, 2022.
- b. 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:

Quality Assurance Services, Inc. (QAS) is a company that provides board certified Medical Diagnostic Physicists that perform evaluations and testing to equipment found in the Radiology department. Natividad Medical Center Radiology Department is required per Joint Commission and CDPH to have at least annually performance testing evaluations on radiographic, magnetic resonance imaging equipment (MRI), computed tomography (CT) equipment, ultra sound and nuclear medicine equipment by a qualified medical physicist who is board certified by the American Board of Radiology in the field of Medical Diagnostic Physics. The performance testing evaluation shall include the required elements identified by Joint Commission and American College of Radiology.

NMC has one CT scanner (soon to be two), one MRI scanner, one Fluoroscopy, four x-ray machines, four x-ray portables, three c-arm radiographic, one mini c-arm radiographic, one bone scanning machine, one nuclear medicine gamma camera, and four ultrasound units requiring annual testing by the physicist. In addition, the nuclear medicine and ultra sounds units are required to be tested twice a year.

Any new equipment, relocation of equipment, or major repairs of equipment need performance testing evaluations completed prior to using on patients. It is a required for us to meet regulatory standards, in order to continue services.

NMC Radiology does monitor QAS for contract deliverables on the following items.

- Certification of the Physicist
- Annual and Bi-Annual testing
- Completion of performance evaluation report and corrective actions included in the report
- Inclusion of Joint Commission Standards, and ACR standards that are required elements in

the performance evaluation testing report.

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 was also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on September 11, 2020.

FINANCING:

The cost for this agreement is \$72,900 of which \$72,900 is included in the Fiscal Year 2020-21 Adopted Budget.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This amendment supports the Health and Human Services strategic initiative by providing the appropriate physics reports necessary to continue operating imaging services to the community. Without their help we have no internal staff members that are licensed to complete these assessments. They work with us to ensure that our equipment is operating at an optimal levels in compliance with Joint Commission and American College of Radiology.

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

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

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

Attachments:

Quality Assurance Services, Inc. Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS

Precision Orthopedics First Amendment

..Title

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute the First Amendment to the Professional and Call Coverage Services Agreement (A-13737) with Precision Orthopedics, a Medical Group to provide orthopedic surgery services at NMC, extending the term by twelve months (October 1, 2020 to September 30, 2021) for a revised full agreement term of October 1, 2017 to September 30, 2021 and adding \$2,045,500 for a revised total not to exceed amount of \$8,618,800 in the aggregate.

..Report

RECOMMENDATION:

It is recommended that the Board of Supervisors:

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute the First Amendment to the Professional and Call Coverage Services Agreement (A-13737) with Precision Orthopedics, a Medical Group to provide orthopedic surgery services at NMC, extending the term by twelve months (October 1, 2020 to September 30, 2021) for a revised full agreement term of October 1, 2017 to September 30, 2021 and adding \$2,045,500 for a revised total not to exceed amount of \$8,618,800 in the aggregate.

SUMMARY/DISCUSSION:

NMC must arrange for the provision of professional consultation and treatment of patients who present to the emergency department and outpatient specialty clinic in need of medical care or treatment in general orthopedic surgery and certain subspecialties (e.g. hand, spine and trauma) as required for a Level II Trauma Center.

NMC has an agreement with Precision Orthopedics, for which board certified orthopedic surgeons provide exclusive orthopedic services, including 24/7 dedicated emergency department call coverage; full-time orthopedic services in the specialty clinic; medical director services for general administration of the orthopedics department; and a physician liaison to the trauma program. NMC wishes to amend the agreement to extend the term so that the group can continue to provide these critical services without interruption. 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's Finance Committee and Board of Trustees on September 11, 2020.

FINANCING:

The cost of this Amendment is \$2,045,500. The total not to exceed amount of this Agreement is \$8,618,800 for the period October 1, 2017 to September 30, 2021 (48 months). \$2,045,500 is included in the Fiscal Year 2020/2021 Adopted Budget. 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:

First Amendment
Agreement

FINANCIAL STATEMENTS

JULY 31, 2020

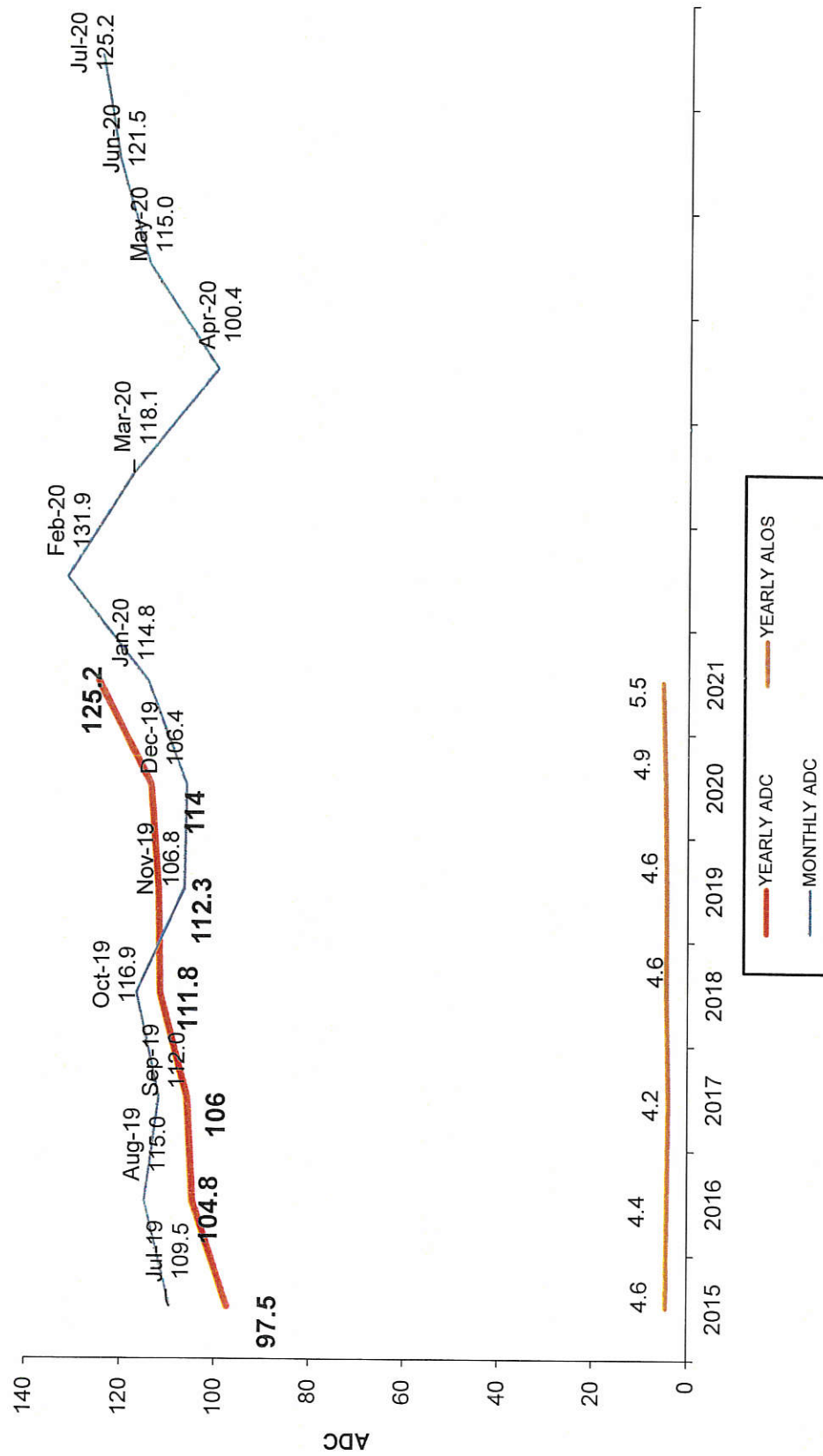
8/24/2020

FINANCIAL STATEMENTS

JULY 31, 2020

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NATIVIDAD

STATISTICAL REPORT

JULY 31, 2020

| Month-To-Date | | | | | Year-To-Date | | | | | |
|-----------------------------|---------|---------|---------|---------|--------------------------------|---------|----------|---------|---------|---------|
| 05-20 | 06-20 | 07-20 | Budget | | Budget | Current | Prior Yr | % | | |
| PT DAYS BY SERVICE | | | | | STAFFED BEDS | | | | | |
| | | | | | CY/PY | | | | | |
| 1 | 263 | 325 | 207 | 208 | NICU | 15 | 208 | 207 | 267 | -22.47% |
| 2 | 1,410 | 1,493 | 1,795 | 1,555 | Med/Surg | 61 | 1,555 | 1,795 | 1,485 | 20.88% |
| 3 | 276 | 297 | 318 | 195 | ICU | 10 | 195 | 318 | 161 | 97.52% |
| 4 | 16 | 32 | 17 | 54 | Peds | 12 | 54 | 17 | 66 | -74.24% |
| 5 | 709 | 702 | 725 | 724 | Acute Rehab | 24 | 724 | 725 | 688 | 5.38% |
| 6 | 356 | 272 | 289 | 271 | OB/Gyn | 27 | 271 | 289 | 280 | 3.21% |
| 7 | 3,030 | 3,121 | 3,351 | 3,007 | TOTAL ACUTE | 149 | 3,007 | 3,351 | 2,947 | 13.71% |
| 8 | 534 | 523 | 530 | 465 | Psychiatric | 19 | 465 | 530 | 446 | 18.83% |
| 9 | 3,564 | 3,644 | 3,881 | 3,472 | TOTAL DAYS | 168 | 3,472 | 3,881 | 3,393 | 14.38% |
| 10 | 318 | 276 | 307 | 287 | Nursery | 18 | 287 | 307 | 266 | 15.41% |
| AVERAGE DAILY CENSUS | | | | | | | | | | |
| 11 | 74.9 | 80.6 | 84.7 | 73.6 | Acute | 125 | 73.6 | 84.7 | 72.9 | 16.19% |
| 12 | 22.9 | 23.4 | 23.4 | 23.4 | Acute Rehab | 24 | 23.4 | 23.4 | 22.2 | 5.41% |
| 13 | 17.2 | 17.4 | 17.1 | 15.0 | Psychiatric | 19 | 15.0 | 17.1 | 14.4 | 18.75% |
| 14 | 115.0 | 121.5 | 125.2 | 112.0 | TOTAL | 168 | 112.0 | 125.2 | 109.5 | 14.34% |
| 15 | 10.3 | 9.2 | 9.9 | 9.3 | Nursery | 18 | 9.3 | 9.9 | 8.6 | 15.12% |
| PERCENTAGE OF OCCUPANCY | | | | | | | | | | |
| 16 | 59.9% | 64.5% | 67.8% | 58.9% | Acute | | 58.9% | 67.8% | 58.3% | 16.2% |
| 17 | 95.4% | 97.5% | 97.5% | 97.5% | Acute Rehab | | 97.5% | 97.5% | 92.5% | 5.4% |
| 18 | 90.5% | 91.6% | 90.0% | 78.9% | Psychiatric | | 78.9% | 90.0% | 75.8% | 18.8% |
| 19 | 68.5% | 72.3% | 74.5% | 66.7% | TOTAL | | 66.7% | 74.5% | 66.8% | 11.6% |
| 20 | 57.2% | 51.1% | 55.0% | 51.7% | Nursery | | 51.7% | 55.0% | 47.8% | 15.1% |
| ADMISSIONS | | | | | | | | | | |
| 21 | 562 | 566 | 606 | 617 | Acute | | 617 | 606 | 606 | 0.00% |
| 22 | 59 | 56 | 55 | 65 | Acute Rehab | | 65 | 55 | 58 | -5.17% |
| 23 | 60 | 35 | 47 | 56 | Psychiatric | | 56 | 47 | 67 | -29.85% |
| 24 | 681 | 657 | 708 | 738 | TOTAL | | 738 | 708 | 731 | -3.15% |
| 25 | 205 | 174 | 195 | 172 | Nursery | | 172 | 195 | 172 | 13.37% |
| 26 | 213 | 179 | 199 | 183 | Deliveries | | 183 | 199 | 175 | 13.71% |
| DISCHARGES | | | | | | | | | | |
| 27 | 564 | 526 | 702 | 633 | Acute | | 633 | 702 | 608 | 15.46% |
| 28 | 59 | 54 | 56 | 65 | Acute Rehab | | 65 | 56 | 58 | -3.45% |
| 29 | 53 | 36 | 51 | 56 | Psychiatric | | 56 | 51 | 65 | -21.54% |
| 30 | 676 | 616 | 809 | 754 | TOTAL | | 754 | 809 | 731 | 10.67% |
| 31 | 184 | 156 | 176 | 156 | Nursery | | 156 | 176 | 149 | 18.12% |
| AVERAGE LENGTH OF STAY | | | | | | | | | | |
| 32 | 5.2 | 5.5 | 5.5 | 4.7 | Acute(Hospital wide no babies) | | 4.7 | 5.5 | 4.6 | 19.57% |
| 33 | 12.0 | 12.5 | 13.2 | 11.1 | Acute Rehab | | 11.1 | 13.2 | 11.9 | 10.92% |
| 34 | 2.5 | 2.3 | 2.5 | 2.7 | OB/Gyn | | 2.7 | 2.5 | 2.6 | -3.85% |
| 35 | 8.9 | 14.9 | 11.3 | 8.3 | Psychiatric | | 8.3 | 11.3 | 6.7 | 68.66% |
| 36 | 1.6 | 1.6 | 1.6 | 1.7 | Nursery | | 1.7 | 1.6 | 1.5 | 6.67% |
| OUTPATIENT VISITS | | | | | | | | | | |
| 37 | 3,074 | 3,436 | 3,940 | 4,528 | Emergency Room | | 3,957 | 3,940 | 4,357 | -9.57% |
| 38 | 460 | 466 | 516 | 571 | ER Admits | | 571 | 516 | 570 | -9.47% |
| 39 | 67.5% | 70.9% | 72.9% | 77.4% | ER Admits as a % of Admissions | | 77.4% | 72.9% | 78.0% | -6.53% |
| 40 | 4,224 | 5,135 | 5,433 | 6,229 | Clinic Visits | | 6,229 | 5,433 | 6,294 | -13.68% |
| ANCILLARY PROCEDURES BILLED | | | | | | | | | | |
| 41 | 42,717 | 45,221 | 53,210 | 48,142 | Lab Tests | | 48,142 | 53,210 | 47,693 | 11.57% |
| 42 | 2,686 | 3,200 | 3,384 | 3,013 | Radiology Procedures | | 3,013 | 3,384 | 3,458 | -2.14% |
| 43 | 168 | 184 | 216 | 210 | MRI Procedures | | 210 | 216 | 179 | 20.67% |
| 44 | 72 | 99 | 93 | 148 | Nuclear Med Procedures | | 148 | 93 | 97 | -4.12% |
| 45 | 907 | 984 | 1,150 | 1,140 | Ultrasound Procedures | | 1,140 | 1,150 | 1,122 | 2.50% |
| 46 | 1,396 | 1,483 | 1,835 | 1,853 | CT Scans | | 1,853 | 1,835 | 1,830 | 0.27% |
| 47 | 320 | 366 | 363 | 364 | Surgeries | | 364 | 363 | 350 | 3.71% |
| 48 | 8.57 | 7.90 | 7.98 | 7.99 | FTE'S PER AOB | | 7.99 | 7.98 | 8.03 | -0.62% |
| 49 | 1,303.6 | 1,296.4 | 1,356.6 | 1,271.3 | TOTAL PAID FTE'S | | 1,271.3 | 1,356.6 | 1,266.0 | 7.16% |
| 50 | 4,713 | 4,922 | 5,268 | 4,931 | ADJUSTED PATIENT DAYS | | 4,931 | 5,268 | 4,886 | 7.80% |

**STATEMENT OF REVENUES AND EXPENSES & CHANGES IN NET ASSETS-TREND-NORMALIZED
FOR FY2021**

| | JUL-20 | AUG-20 | SEP-20 | OCT-20 | NOV-20 | DEC-20 | JAN-21 | FEB-21 | MAR-21 | APR-21 | MAY-21 | JUN-21 | YTD |
|--|--------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|--------------------|
| REVENUE | | | | | | | | | | | | | |
| Patient Revenue: | | | | | | | | | | | | | |
| Inpatient | \$ 77,149,435 | | | | | | | | | | | | \$ 77,149,435 |
| Pro Fees | 2,696,122 | | | | | | | | | | | | 2,696,122 |
| Outpatient | 28,527,426 | | | | | | | | | | | | 28,527,426 |
| Total Patient Revenue | 108,372,983 | | | | | | | | | | | | 108,372,983 |
| Deductions from revenue | | | | | | | | | | | | | |
| Contractual Deductions | 77,896,531 | | | | | | | | | | | | 77,896,531 |
| Bad Debt | 5,810,435 | | | | | | | | | | | | 5,810,435 |
| Unable to Pay | 198,523 | | | | | | | | | | | | 198,523 |
| Total Contractual Discounts | 83,905,489 | | | | | | | | | | | | 83,905,489 |
| Net Patient Revenue | 24,467,494 | | | | | | | | | | | | 24,467,494 |
| As a percent of Gross Revenue | 22.58% | | | | | | | | | | | | 22.58% |
| Total Government Funding | 5,875,865 | | | | | | | | | | | | 5,875,865 |
| Other Operating Revenue: | | | | | | | | | | | | | |
| Rent Income | 115,026 | | | | | | | | | | | | 115,026 |
| Interest Income | 226,937 | | | | | | | | | | | | 226,937 |
| NMF Contribution | 61,151 | | | | | | | | | | | | 61,151 |
| Other Income | 606,176 | | | | | | | | | | | | 606,176 |
| Total Other Operating Revenue | 1,009,290 | | | | | | | | | | | | 1,009,290 |
| TOTAL REVENUE | 31,352,649 | | | | | | | | | | | | 31,352,649 |
| EXPENSE | | | | | | | | | | | | | |
| Salaries, Wages & Benefits | 18,276,793 | | | | | | | | | | | | 18,276,793 |
| Registry | 890,450 | | | | | | | | | | | | 890,450 |
| Phys/Residents SWB & Contract Fees | 3,436,388 | | | | | | | | | | | | 3,436,388 |
| Purchased Services | 2,837,656 | | | | | | | | | | | | 2,837,656 |
| Supplies | 2,759,766 | | | | | | | | | | | | 2,759,766 |
| Insurance | 321,377 | | | | | | | | | | | | 321,377 |
| Utilities and Telephone | 268,191 | | | | | | | | | | | | 268,191 |
| Interest Expense | 175,382 | | | | | | | | | | | | 175,382 |
| Depreciation & Amortization | 942,944 | | | | | | | | | | | | 942,944 |
| Other Operating Expense | 483,569 | | | | | | | | | | | | 483,569 |
| TOTAL EXPENSE | 30,392,516 | | | | | | | | | | | | 30,392,516 |
| NET INCOME(LOSS) | 960,133 | | | | | | | | | | | | 960,133 |
| Normalization for Extraordinary Items | | | | | | | | | | | | | |
| Interest Anthem Arbitration | | | | | | | | | | | | | - |
| CARES Act Funding | (730,230) | | | | | | | | | | | | (730,230) |
| Medical FFS Settlement FY09-10 | - | | | | | | | | | | | | - |
| Metro Settlement | - | | | | | | | | | | | | - |
| Total Extraordinary Items | (730,230) | | | | | | | | | | | | (730,230) |
| NET INCOME BEFORE Extraordinary Items | \$ 229,903 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 229,903 |
| CAPITAL CONTRIBUTIONS | | | | | | | | | | | | | |
| County Contribution | | | | | | | | | | | | | |
| CHANGE IN NET ASSETS | \$ 960,133 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 960,133 |

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

| CURRENT MONTH | | | | | YEAR -TO -DATE | | | | | |
|-------------------------------|------------------|---------------|----------------------------------|-----------|----------------|---------------|---------------|----------------------------------|-----------|---------------|
| | Actual | Budget | Variance fav. (unfav) \$ VAR. | % VAR | | Actual | Budget | Variance fav. (unfav) \$ VAR. | % VAR | Prior Yr |
| R E V E N U E | | | | | | | | | | |
| Patient Revenue: | | | | | | | | | | |
| 1 | \$ 77,149,435 | \$ 70,450,645 | \$ 6,698,790 | 9.5 | | \$ 77,149,435 | \$ 70,450,645 | \$ 6,698,790 | 9.5 | \$ 65,854,051 |
| 2 | 2,696,122 | 1,944,493 | 751,629 | 38.7 | | 2,696,122 | 1,944,493 | 751,629 | 38.7 | 2,153,024 |
| 3 | 28,527,426 | 32,170,736 | (3,643,310) | (11.3) | | 28,527,426 | 32,170,736 | (3,643,310) | (11.3) | 29,931,254 |
| 4 | 108,372,983 | 104,565,874 | 3,807,109 | 3.6 | | 108,372,983 | 104,565,874 | 3,807,109 | 3.6 | 97,938,329 |
| Deductions from Revenue | | | | | | | | | | |
| 5 | 77,896,531 | 77,716,714 | (179,817) | (0.2) | | 77,896,531 | 77,716,714 | (179,817) | (0.2) | 71,393,900 |
| 6 | 5,810,435 | 3,919,458 | (1,890,977) | (48.2) | | 5,810,435 | 3,919,458 | (1,890,977) | (48.2) | 4,584,691 |
| 7 | 198,523 | 420,251 | 221,728 | 52.8 | | 198,523 | 420,251 | 221,728 | 52.8 | 293,627 |
| 8 | 83,905,489 | 82,056,423 | (1,849,066) | (2.3) | | 83,905,489 | 82,056,423 | (1,849,066) | (2.3) | 76,272,218 |
| 9 | 24,467,494 | 22,509,451 | 1,958,043 | 8.7 | | 24,467,494 | 22,509,451 | 1,958,043 | 8.7 | 21,666,111 |
| 10 | 22.58% | 21.53% | | | | 22.58% | 21.53% | | | 22.12% |
| Net Patient Revenue | | | | | | | | | | |
| As a percent of Gross Revenue | | | | | | | | | | |
| 11 | 5,875,865 | 4,823,004 | 1,052,861 | 21.8 | | 5,875,865 | 4,823,004 | 1,052,861 | 21.83 | 4,966,417 |
| Total Government Funding | | | | | | | | | | |
| Other Operating Revenue: | | | | | | | | | | |
| 12 | 115,026 | 115,347 | (321) | (0.3) | | 115,026 | 115,347 | (321) | (0.3) | 109,276 |
| 13 | 226,937 | 226,937 | - | - | | 226,937 | 226,937 | 0 | - | 126,000 |
| 14 | 61,151 | 61,151 | - | - | | 61,151 | 61,151 | 0 | - | 60,000 |
| 15 | 606,176 | 347,166 | 259,010 | 74.6 | | 606,176 | 347,166 | 259,010 | 74.6 | 305,431 |
| 16 | 1,009,290 | 750,601 | 258,689 | 34.5 | | 1,009,290 | 750,601 | 258,689 | 34.5 | 600,707 |
| 17 | 31,352,649 | 28,083,056 | 3,269,593 | 11.6 | | 31,352,649 | 28,083,056 | 3,269,593 | 11.6 | 27,233,235 |
| TOTAL REVENUE | | | | | | | | | | |
| EXPENSE | | | | | | | | | | |
| 18 | 18,276,793 | 16,115,015 | (2,161,778) | (13.4) | | 18,276,793 | 16,115,015 | (2,161,778) | (13.4) | 15,311,219 |
| 19 | 890,450 | 72,353 | (818,097) | (1,130.7) | | 890,450 | 72,353 | (818,097) | (1,130.7) | 259,208 |
| 20 | 3,436,388 | 3,436,705 | 317 | 0.0 | | 3,436,388 | 3,436,705 | 317 | 0.0 | 3,470,366 |
| 21 | 2,837,656 | 2,987,834 | 150,178 | 5.0 | | 2,837,656 | 2,987,834 | 150,178 | 5.0 | 2,909,487 |
| 22 | 2,759,766 | 2,214,740 | (545,026) | (24.6) | | 2,759,766 | 2,214,740 | (545,026) | (24.6) | 2,242,964 |
| 23 | 321,377 | 308,025 | (13,352) | (4.3) | | 321,377 | 308,025 | (13,352) | (4.3) | 239,400 |
| 24 | 268,191 | 286,357 | 18,166 | 6.3 | | 268,191 | 286,357 | 18,166 | 6.3 | 317,654 |
| 25 | 175,382 | 220,850 | 45,468 | 20.6 | | 175,382 | 220,850 | 45,468 | 20.6 | 196,025 |
| 26 | 942,944 | 1,044,973 | 102,029 | 9.8 | | 942,944 | 1,044,973 | 102,029 | 9.8 | 1,016,188 |
| 27 | 483,569 | 532,054 | 48,485 | 9.1 | | 483,569 | 532,054 | 48,485 | 9.1 | 438,314 |
| 28 | 30,392,516 | 27,218,906 | (3,173,610) | (11.7) | | 30,392,516 | 27,218,906 | (3,173,610) | (11.7) | 26,400,825 |
| 29 | 960,133 | 864,150 | 95,983 | 11.1 | | 960,133 | 864,150 | 95,983 | 11.1 | 832,410 |
| 30 | NET INCOME(LOSS) | | | | | | | | | |
| CAPITAL CONTRIBUTIONS | | | | | | | | | | |
| 31 | - | - | - | - | | - | - | - | - | - |
| 32 | - | - | - | - | | - | - | - | - | - |
| 33 | - | - | - | - | | - | - | - | - | - |
| 34 | \$ 960,133 | \$ 864,150 | \$ 95,983 | 11.1 | | \$ 960,133 | \$ 864,150 | \$ 95,983 | 11.1 | \$ 832,410 |
| CHANGE IN NET ASSETS | | | | | | | | | | |

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

| | CURRENT MONTH | | | | YEAR -TO -DATE | | | | | | |
|--|---------------|--|--------|--|----------------|--|--------|--|--|--|--|
| | Actual | | Budget | | Actual | | Budget | | | | |
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**NATIVIDAD
BALANCE SHEET
AS OF JULY 31, 2020**

| | | CURRENT MONTH | | YEAR - TO - DATE | | % CHG. |
|----|---------------------------------|----------------|----------------|------------------|-----------------|----------|
| | | BEGINNING | ENDING | INC/(DEC) | ENDING | |
| 1 | CASH | \$ 63,675,585 | \$ 52,102,836 | \$ (11,572,749) | \$ (11,572,749) | (18.2) % |
| 2 | SEASIDE CLINICS | 11,810,000 | 11,810,000 | - | - | - |
| 3 | ACCOUNTS RECEIVABLE NET | 30,883,308 | 32,717,959 | 1,834,651 | 1,834,651 | 5.9 |
| 4 | STATE/COUNTY RECEIVABLES | 15,391,266 | 23,604,615 | 8,213,349 | 8,213,349 | 53.4 |
| 5 | INVENTORY | 4,817,007 | 5,316,188 | 499,181 | 499,181 | 10.4 |
| 6 | PREPAID EXPENSE | 4,805,878 | 4,455,101 | (350,777) | (350,777) | (7.3) |
| 7 | TOTAL CURRENT ASSETS | 131,383,044 | 130,006,699 | (1,376,345) | (1,376,345) | (1.0) |
| 8 | | | | | | |
| 9 | PROPERTY, PLANT & EQUIPMENT | 322,269,473 | 323,694,865 | 1,425,392 | 1,425,392 | 0.4 |
| 10 | LESS: ACCUMULATED DEPRECIATION | (197,505,014) | (198,448,396) | (943,382) | (943,382) | (0.5) |
| 11 | NET PROPERTY, PLANT & EQUIPMENT | 124,764,459 | 125,246,469 | 482,010 | 482,010 | 0.4 |
| 12 | OTHER ASSETS | 196,892,014 | 196,852,111 | (39,903) | (39,903) | (0.0) |
| 13 | INVESTMENTS | - | - | - | - | - |
| 14 | HELD FOR CONSTRUCTION | - | - | - | - | - |
| 15 | ACCRUED INTEREST RECEIVABLE | - | - | - | - | - |
| 16 | FUNDS IN TRUST | 166,086 | 166,086 | - | - | - |
| 17 | TOTAL INVESTMENTS | 166,086 | 166,086 | - | - | - |
| 18 | TOTAL ASSETS | \$ 453,205,603 | \$ 452,271,365 | \$ (934,238) | \$ (934,238) | (0.2) % |
| 19 | | | | | | |
| 20 | CURRENT LIABILITIES | | | | | |
| 21 | ACCRUED PAYROLL | 27,410,312 | 31,072,441 | 3,662,129 | 3,662,129 | 13.4 |
| 22 | ACCOUNTS PAYABLE | 12,016,167 | 8,154,549 | (3,861,618) | (3,861,618) | (32.1) |
| 23 | MCARE/MEDICAL LIABILITIES | 36,402,650 | 36,402,650 | - | - | - |
| 24 | CURRENT PORTION OF DEBT | 3,888,614 | 3,888,614 | - | - | - |
| 25 | OTHER ACCRUALS | 10,899,112 | 9,205,124 | (1,693,988) | (1,693,988) | (15.5) |
| 26 | TOTAL CURRENT LIABILITIES | 90,616,855 | 88,723,378 | (1,893,477) | (1,893,477) | (2.1) |
| 27 | LONG TERM LIABILITIES | | | | | |
| 28 | CAPITAL LEASE | - | - | - | - | - |
| 29 | UN EARNED CONTRIBUTIONS | - | - | - | - | - |
| 30 | LONG TERM PORTION OF C.O.P's | 33,739,013 | 33,738,119 | (894) | (894) | (0.0) |
| 31 | TOTAL LONG TERM DEBT | 33,739,013 | 33,738,119 | (894) | (894) | (0.0) |
| 32 | FUND BALANCES | | | | | |
| 33 | ACCUMULATED FUND | 328,849,735 | 328,849,735 | - | - | - |
| 34 | CHANGE IN NET ASSETS | - | 960,133 | 960,133 | 960,133 | 100.0 |
| 35 | TOTAL FUND BALANCES | 328,849,735 | 329,809,868 | 960,133 | 960,133 | 0.3 |
| 36 | TOTAL LIAB. & FUND BALANCES | \$ 453,205,603 | \$ 452,271,365 | \$ (934,238) | \$ (934,238) | (0.2) % |

NATIVIDAD
STATE AND COUNTY RECEIVABLES
AS OF 07/31/20

BALANCE SHEET

| | Req. Balance | Accruals | Reclas and Adj | Payment LHP Final Recl'n | GPP /PRIME | IGT | Payments | Ending Balance |
|--------------------------------|----------------------|---------------------|-------------------|-----------------------------|-------------|---------------------|---------------------|----------------------|
| Medi-Cal Waiver (DSH +SNCP) | \$ (536,306) | 2,080,822 | | | | 1,389,004 | | 2,933,520 |
| Hospital Fee | (454,535) | 80,585 | | | | | | (373,850) |
| Rate Range IGT-CCAH- | 5,562,092 | 687,945 | | | | | | 6,250,037 |
| MCMC EPP | 131,667 | 659,068 | | | | | | 790,735 |
| MCMC QIP | 8,800,892 | 749,521 | | | | | | 9,550,413 |
| SB1732 | 1,067,767 | 331,233 | | | | | | 1,399,000 |
| AB 915 | - | 305,753 | | | | | | 305,753 |
| Medical GME | 1,115,298 | | | | | 1,026,852 | | 2,142,150 |
| CARES ACT Funding | (3,651,146) | | 730,230 | | | | | (2,920,916) |
| A/R Office Buildings | 58,383 | 115,026 | | | | | (22,147) | 151,261 |
| Medical HPE | - | 25,479 | | | | | | 25,479 |
| Interest Accrued Positive Cash | 1,134,000 | 226,937 | | | | | | 1,360,937 |
| Accrued Donations | 1,574,818 | 61,151 | | | | | (454,335) | 1,181,634 |
| A/R Jail-PG&E | 137,709 | 77,442 | | | | | | 215,151 |
| Health Department | 450,627 | 142,685 | | | | | | 593,312 |
| STATE RECEIVABLES | \$ 15,391,266 | \$ 5,543,746 | \$ 730,230 | \$ - | \$ - | \$ 2,415,856 | \$ (476,482) | \$ 23,604,615 |

P & L

| | YTD July-20 |
|--|---------------------|
| Medi-Cal DSH /SNCP/PHYS SPA | \$ 1,067,489 |
| PRIME | 1,013,333 |
| Rate Range IGT-CCAH- | 687,945 |
| Esperanza Care | (169,863) |
| Family First C-19 Response-FMAP Enhance- | 277,658 |
| CARES Act Funding | 730,230 |
| HPE | 25,479 |
| Hospital Fee | 80,685 |
| MCMC EPP | 659,068 |
| HD Residency Support | (42,466) |
| MCMC QIP | 749,521 |
| AB915 | 305,753 |
| Medicare GME | 159,800 |
| 1732 | 331,233 |
| VERNMENT FUNDING INCOME | \$ 5,875,865 |

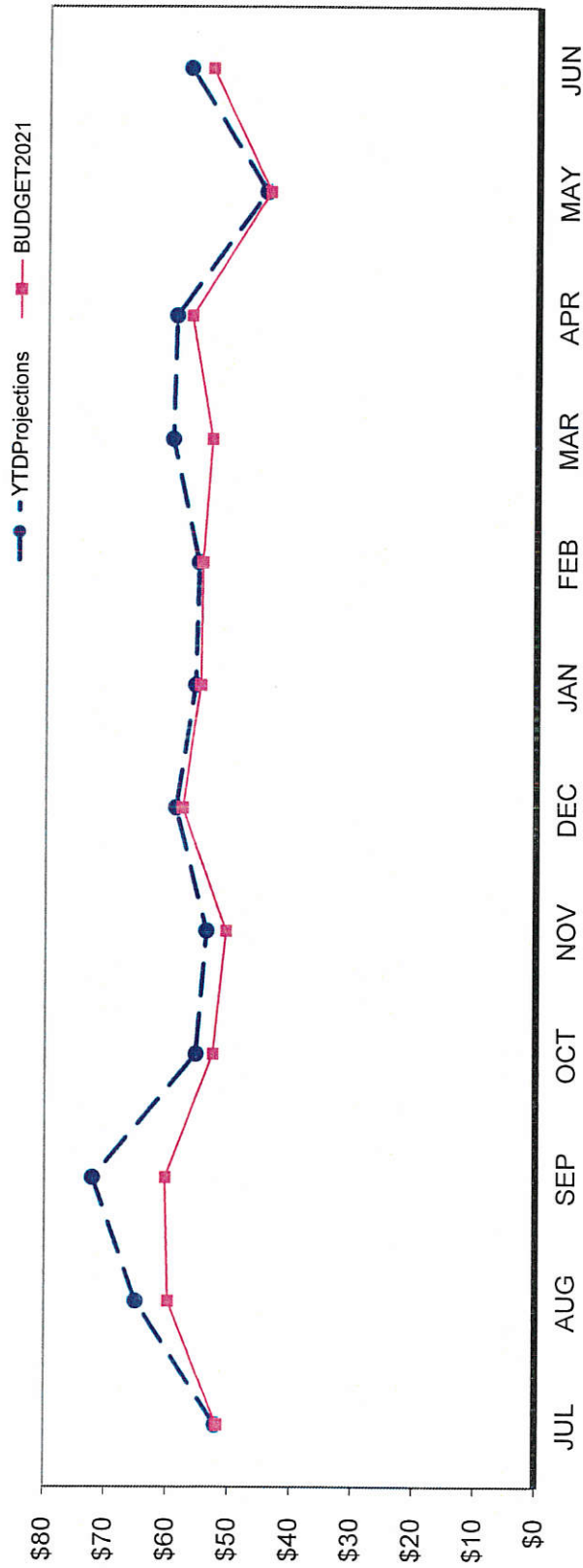
NATIVIDAD
STATEMENT OF CASH FLOWS
AS OF JULY 31, 2020

| | CURRENT MONTH | YEAR - TO - DATE |
|----|----------------------|----------------------|
| 1 | \$ 63,675,585 | \$ 63,675,585 |
| 2 | | |
| 3 | 960,133 | 960,133 |
| 4 | - | - |
| 5 | 943,382 | 943,382 |
| 6 | <u>1,903,515</u> | <u>1,903,515</u> |
| 7 | | |
| 8 | (1,834,651) | (1,834,651) |
| 9 | (8,213,349) | (8,213,349) |
| 10 | (148,404) | (148,404) |
| 11 | 3,662,129 | 3,662,129 |
| 12 | (3,861,618) | (3,861,618) |
| 13 | - | - |
| 14 | - | 0 |
| 15 | (1,693,988) | (1,693,988) |
| 16 | <u>(12,089,881)</u> | <u>(12,089,881)</u> |
| 17 | | |
| 18 | | |
| 19 | (1,425,392) | (1,425,392) |
| 20 | - | - |
| 21 | <u>(1,425,392)</u> | <u>(1,425,392)</u> |
| 22 | | |
| 23 | (894) | (894) |
| 24 | 39,903 | 39,903 |
| 25 | - | - |
| 26 | <u>39,009</u> | <u>39,009</u> |
| 27 | <u>(11,572,749)</u> | <u>(11,572,749)</u> |
| 28 | \$ <u>52,102,836</u> | \$ <u>52,102,836</u> |

NATIVIDAD
RECONCILIATION OF GOVERNMENT FUNDING
FISCAL YEAR 2021

| | <u>BDGI-21</u> | <u>ESTIMATE FY2021</u> | <u>Variance to Budget</u> |
|--|----------------------|------------------------|---------------------------|
| Medi-Cal DSH Waiver & Phys SPA | \$ 12,340,000 | \$ 12,340,000 | \$ - |
| PRIME Y4 | 12,160,000 | 12,160,000 | - |
| EPP | 7,760,000 | 7,760,000 | - |
| QIP | 8,825,000 | 8,825,000 | - |
| AB915 | 3,600,000 | 3,600,000 | - |
| SB1732 | 3,900,000 | 3,900,000 | - |
| CCAH Rate Range | 8,100,000 | 8,100,000 | - |
| HPE | 300,000 | 300,000 | - |
| Families First Corona Virus Response | - | 277,658 | 277,658 |
| HHS -CARE Fund Stimulus Covid-19 | - | 3,651,150 | 3,651,150 |
| Esperanza Care Outside Purchased Service | (2,000,000) | (2,000,000) | - |
| HD Residency Support | (500,000) | (500,000) | - |
| Medicare GME & B/D | 1,352,000 | 1,399,133 | 47,133 |
| Provider Fee | 950,000 | 950,000 | - |
| | <u>\$ 56,787,000</u> | <u>\$ 60,762,941</u> | <u>\$ 3,975,941</u> |

Cash Flow Performance Fiscal Year 2021 (in Millions)



| Months | JUL | AUG | SEP | OCT | NOV | DEC | JAN | FEB | MAR | APR | MAY | JUN |
|----------|------|------|------|------|------|------|------|------|------|------|------|------|
| YTD | 52.1 | 65.1 | 72.1 | 55.4 | 53.8 | 58.8 | 55.8 | 55.3 | 59.6 | 59.1 | 44.6 | 57.0 |
| BDGT | 51.8 | 59.9 | 60.3 | 52.7 | 50.6 | 57.7 | 54.9 | 54.7 | 53.2 | 56.6 | 44.0 | 53.4 |
| Variance | 0.3 | 5.3 | 11.8 | 2.8 | 3.2 | 1.1 | 0.9 | 0.6 | 6.4 | 2.5 | 0.7 | 3.6 |

NATIVIDAD
CASH FORECAST
FISCAL YEAR 2021

| | ACTUAL JUL | ESTIMATE AUG | ESTIMATE SEP | ESTIMATE OCT | ESTIMATE NOV | ESTIMATE DEC | ESTIMATE JAN | ESTIMATE FEB | ESTIMATE MAR | ESTIMATE APR | ESTIMATE MAY | ESTIMATE JUN | Total YTD |
|--|---------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|--------------|
| Beginning Balance | 63,664,173 | 52,099,321 | 65,145,198 | 72,114,793 | 55,435,935 | 53,837,726 | 55,828,063 | 55,759,330 | 55,281,244 | 59,055,075 | 59,058,299 | 44,557,200 | 63,664,173 |
| CASH RECEIPTS | | | | | | | | | | | | | |
| Patient Revenues (incl pro fees and lab exp) | 22,793,778 | 21,752,547 | 21,752,547 | 21,752,547 | 21,752,547 | 21,752,547 | 21,752,547 | 21,752,547 | 21,752,547 | 21,752,547 | 21,752,547 | 21,752,547 | 253,071,769 |
| Provider Fee | - | 79,167 | 79,167 | 79,167 | 79,167 | 79,167 | 79,167 | 79,167 | 79,167 | 79,167 | 79,167 | 79,167 | 870,833 |
| RR 167 CCAH | - | - | - | - | - | - | - | - | - | - | - | - | 8,100,000 |
| HHST CARE Stimulus COVID-19 | 277,698 | 208,347 | 333,333 | 333,333 | 333,333 | 333,333 | 333,333 | 333,333 | 333,333 | 333,333 | 333,333 | 333,333 | 484,005 |
| SHORT DORTLE | - | 333,333 | 333,333 | 333,333 | 333,333 | 333,333 | 333,333 | 333,333 | 333,333 | 333,333 | 333,333 | 333,333 | 3,666,667 |
| Foundation Donations | 464,336 | 25,479 | 25,479 | 25,479 | 25,479 | 25,479 | 25,479 | 25,479 | 25,479 | 25,479 | 25,479 | 25,479 | 280,259 |
| HEALTH DEPARTMENT RETMB | 141,687 | 141,687 | 141,687 | 141,687 | 141,687 | 141,687 | 141,687 | 141,687 | 141,687 | 141,687 | 141,687 | 141,687 | 1,700,004 |
| MCAL GME | 2,053,722 | 2,404,718 | 2,404,718 | 2,404,718 | 2,404,718 | 2,404,718 | 2,404,718 | 2,404,718 | 2,404,718 | 2,404,718 | 2,404,718 | 2,404,718 | 28,816,616 |
| AB915 | - | 2,865,000 | 2,865,000 | 2,865,000 | 2,865,000 | 2,865,000 | 2,865,000 | 2,865,000 | 2,865,000 | 2,865,000 | 2,865,000 | 2,865,000 | 34,380,000 |
| GPP Fnd FY18-19 | - | 2,760,787 | 2,760,787 | 2,760,787 | 2,760,787 | 2,760,787 | 2,760,787 | 2,760,787 | 2,760,787 | 2,760,787 | 2,760,787 | 2,760,787 | 33,129,438 |
| GPP FY20-21 | - | 27,740,461 | 27,740,461 | 27,740,461 | 27,740,461 | 27,740,461 | 27,740,461 | 27,740,461 | 27,740,461 | 27,740,461 | 27,740,461 | 27,740,461 | 332,885,556 |
| EPP | - | 1,699,656 | 1,699,656 | 1,699,656 | 1,699,656 | 1,699,656 | 1,699,656 | 1,699,656 | 1,699,656 | 1,699,656 | 1,699,656 | 1,699,656 | 20,395,872 |
| Phys SPA | - | - | - | - | - | - | - | - | - | - | - | - | 800,000 |
| PRIME | - | - | - | - | - | - | - | - | - | - | - | - | - |
| GPPV4 Fnd Rec'n | - | - | - | - | - | - | - | - | - | - | - | - | - |
| DY1 PRIME | - | 1,740,066 | 1,740,066 | 1,740,066 | 1,740,066 | 1,740,066 | 1,740,066 | 1,740,066 | 1,740,066 | 1,740,066 | 1,740,066 | 1,740,066 | 20,880,792 |
| SB1732 | - | - | - | - | - | - | - | - | - | - | - | - | - |
| GPP V4 Q4 | - | - | - | - | - | - | - | - | - | - | - | - | - |
| IME B1 WEEKLY | 199,800 | 114,827 | 114,827 | 114,827 | 114,827 | 114,827 | 114,827 | 114,827 | 114,827 | 114,827 | 114,827 | 114,827 | 1,422,897 |
| Rent Income | 22,147 | 113,176 | 113,176 | 113,176 | 113,176 | 113,176 | 113,176 | 113,176 | 113,176 | 113,176 | 113,176 | 113,176 | 1,287,084 |
| Physician Reimbursement | - | - | - | - | - | - | - | - | - | - | - | - | - |
| LLP Fnd Reconciliation | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Land 404 Transfer | - | 3,077,560 | 3,077,560 | 3,077,560 | 3,077,560 | 3,077,560 | 3,077,560 | 3,077,560 | 3,077,560 | 3,077,560 | 3,077,560 | 3,077,560 | 37,330,720 |
| Transfer and Transfer In/Out | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Interest Income | - | 689,000 | 689,000 | 689,000 | 689,000 | 689,000 | 689,000 | 689,000 | 689,000 | 689,000 | 689,000 | 689,000 | 8,268,000 |
| Miscellaneous Revenue | 181,166 | 155,310 | 155,310 | 155,310 | 155,310 | 155,310 | 155,310 | 155,310 | 155,310 | 155,310 | 155,310 | 155,310 | 1,863,720 |
| Total Cash Receipts | 24,030,561 | 58,575,403 | 34,063,235 | 27,915,912 | 25,902,832 | 32,242,664 | 27,811,818 | 26,460,833 | 34,550,235 | 26,810,661 | 31,842,530 | 43,060,756 | 384,807,835 |
| CASH DISBURSEMENTS | | | | | | | | | | | | | |
| Purchased Services and Supplies | 11,502,560 | 7,007,601 | 7,007,601 | 7,007,601 | 7,007,601 | 7,007,601 | 7,007,601 | 7,007,601 | 7,007,601 | 7,007,601 | 7,007,601 | 7,007,601 | 85,468,202 |
| Rent Range Assessment Fee FY18-19 | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Rent Range LGT FY18-19 | - | - | - | - | - | - | - | - | - | - | - | - | - |
| PRIME LGT | - | 870,108 | 870,108 | 870,108 | 870,108 | 870,108 | 870,108 | 870,108 | 870,108 | 870,108 | 870,108 | 870,108 | 10,441,296 |
| LG MEDICAL GME | 1,026,852 | 1,202,360 | 1,202,360 | 1,202,360 | 1,202,360 | 1,202,360 | 1,202,360 | 1,202,360 | 1,202,360 | 1,202,360 | 1,202,360 | 1,202,360 | 14,428,320 |
| LG SFY2018-19 GPP-Fnd-In- | - | 1,380,004 | 1,380,004 | 1,380,004 | 1,380,004 | 1,380,004 | 1,380,004 | 1,380,004 | 1,380,004 | 1,380,004 | 1,380,004 | 1,380,004 | 16,560,048 |
| LG GPP Y5 & GPP V4 Q4 | - | 9,221,285 | 9,221,285 | 9,221,285 | 9,221,285 | 9,221,285 | 9,221,285 | 9,221,285 | 9,221,285 | 9,221,285 | 9,221,285 | 9,221,285 | 110,655,420 |
| LG QIP | - | 3,935,641 | 3,935,641 | 3,935,641 | 3,935,641 | 3,935,641 | 3,935,641 | 3,935,641 | 3,935,641 | 3,935,641 | 3,935,641 | 3,935,641 | 47,227,688 |
| LG EPP | - | 247,612 | 247,612 | 247,612 | 247,612 | 247,612 | 247,612 | 247,612 | 247,612 | 247,612 | 247,612 | 247,612 | 2,971,340 |
| Building Lease / Rental Equipment | - | - | - | - | - | - | - | - | - | - | - | - | - |
| GPP Principal & Interest Payments | - | 17,769,568 | 17,769,568 | 17,769,568 | 17,769,568 | 17,769,568 | 17,769,568 | 17,769,568 | 17,769,568 | 17,769,568 | 17,769,568 | 17,769,568 | 213,234,816 |
| Payroll and Benefits | 15,515,658 | 17,769,568 | 17,769,568 | 17,769,568 | 17,769,568 | 17,769,568 | 17,769,568 | 17,769,568 | 17,769,568 | 17,769,568 | 17,769,568 | 17,769,568 | 213,234,816 |
| Expenses Care | 18,080 | - | - | - | - | - | - | - | - | - | - | - | - |
| Emergency Support & Covid Stimulus Share | - | - | - | - | - | - | - | - | - | - | - | - | - |
| COVID-19 | 5,858,550 | - | - | - | - | - | - | - | - | - | - | - | - |
| FY19-20 MH MOU | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Data Processing | - | 205,705 | 205,705 | 205,705 | 205,705 | 205,705 | 205,705 | 205,705 | 205,705 | 205,705 | 205,705 | 205,705 | 2,468,460 |
| DSH Fnd Reconciliation FY07-08 | - | - | - | - | - | - | - | - | - | - | - | - | - |
| LLP Fnd Reconciliation | - | - | - | - | - | - | - | - | - | - | - | - | - |
| PRIME LGT | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Seaside Clinic | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Transfer From 451 to 404 & LGT Fnd | - | 3,077,560 | 3,077,560 | 3,077,560 | 3,077,560 | 3,077,560 | 3,077,560 | 3,077,560 | 3,077,560 | 3,077,560 | 3,077,560 | 3,077,560 | 37,330,720 |
| Capital Expenses Fund 404 | - | 519,083 | 407,078 | 784,535 | 1,277,028 | 1,486,670 | 1,486,670 | 1,486,670 | 1,486,670 | 1,486,670 | 1,486,670 | 1,486,670 | 17,838,000 |
| Capital Expenditures | 1,425,362 | 519,083 | 407,078 | 784,535 | 1,277,028 | 1,486,670 | 1,486,670 | 1,486,670 | 1,486,670 | 1,486,670 | 1,486,670 | 1,486,670 | 17,838,000 |
| Total Cash Disbursements | 35,595,403 | 45,529,526 | 27,693,641 | 44,694,770 | 27,500,972 | 27,252,407 | 30,681,641 | 26,837,620 | 30,266,404 | 29,317,437 | 45,113,929 | 30,686,148 | 401,470,188 |
| Increase/(Decrease) | (11,564,862) | 13,045,877 | 6,869,595 | (16,678,858) | (1,586,139) | 4,990,257 | (3,066,723) | (477,066) | 4,323,831 | (906,775) | (14,471,099) | 12,374,609 | (6,662,364) |
| Ending Cash Fund 451 | 52,099,321 | 65,145,198 | 72,114,793 | 55,435,935 | 53,837,796 | 58,828,053 | 55,759,330 | 55,381,244 | 59,055,075 | 59,058,299 | 44,627,200 | 57,001,809 | 57,001,809 |
| (-) Cash In Transit | - | - | - | - | - | - | - | - | - | - | - | - | - |
| (-) Petty Cash and CC | 3,514 | 3,690 | 3,690 | 3,690 | 3,690 | 3,690 | 3,690 | 3,690 | 3,690 | 3,690 | 3,690 | 3,690 | 44,330,880 |
| Ending Cash as per 6/L | 52,102,835 | 65,148,878 | 72,118,473 | 55,439,615 | 53,841,476 | 58,831,733 | 55,762,010 | 55,384,924 | 59,058,755 | 59,101,979 | 44,630,890 | 57,005,499 | 57,005,499 |
| Fund 404 | | | | | | | | | | | | | |
| Beginning Balance | 74,680,721 | 74,680,721 | 71,603,161 | 69,653,872 | 66,254,122 | 64,767,452 | 63,393,950 | 60,198,194 | 58,153,923 | 54,572,450 | 51,516,295 | 49,076,971 | - |
| Transfer In from fund 451 | - | - | (3,077,560) | (3,389,750) | (1,486,670) | (1,373,502) | (3,195,759) | (2,044,671) | (3,581,073) | (3,054,155) | (2,441,324) | (3,666,250) | - |
| Transfer Out fund 404 | 74,680,721 | 71,603,161 | 69,653,872 | 66,254,122 | 64,767,452 | 63,393,950 | 60,198,194 | 58,153,923 | 54,572,450 | 51,516,295 | 49,076,971 | 45,380,721 | - |
| Ending Cash Fund 404 | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Ending Cash Fund 451 & 404 | 129,789,042 | 136,748,359 | 141,769,695 | 121,690,057 | 118,605,246 | 122,222,003 | 115,596,524 | 113,434,767 | 114,177,525 | 110,616,594 | 93,704,171 | 102,382,530 | - |