



**Finance Committee
Special Meeting
2020**

October 9, 2020



Finance Committee Special Meeting

Friday, October 9, 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 September 11, 2020. *Pages 7-12*

Consent Items

2. Approve for consideration by the NMC Board of Trustees the Items in Attachment A. *Pages 13-29*

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. Ratify execution by the Deputy Purchasing Agent of Natividad Medical Center (“NMC”) of a Letter of Interest, dated February 19, 2020, to the California Department of Health Care Services (“State DHCS”), confirming the interest of the County of Monterey d/b/a NMC (“County”) in working with State DHCS to participate in the Voluntary Rate Range Program for the period of July 1, 2019, to December 31, 2020, including providing a Medi-Cal managed care rate range Intergovernmental Transfer of Public Funds (“IGT”) to fund the nonfederal share of Medi-Cal managed care actuarially sound capitation rate payments;
 - b. Authorize the Deputy Purchasing Agent of NMC to execute the implementing IGT Agreement between the County and the State DHCS to fund the nonfederal share of Medi-Cal managed care actuarially sound capitation rate payments for healthcare services rendered in the period of July 1, 2019, to December 31, 2020, pursuant to Sections 14164 and 14301.4(b)(4) of the Welfare & Institutions Code, in substantially the same form as that which has been presented to the Board without significant change to its content, for a total amount not to exceed \$13,200,000, plus a 20 % assessment fee applicable to non-exempt funds; and
 - c. Authorize the Deputy Purchasing Agent of NMC to execute amendments to the Health Plan-Provider Agreement with the Monterey-Santa Cruz-Merced Managed Medical Care Commission d/b/a Central California Alliance for Health (“CCAH”) to provide for Medi-Cal managed care rate payment increases to NMC for healthcare services rendered in the period of July 1, 2019 to December 31, 2020, at no less than 76.12% of the available rate increases specific to Medi-Cal Plan enrollees in Monterey County. *Pages 30-32 (Daniel Leon)*
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. 5 to the agreement (A-13820) with Verge Solutions, LLC for a software system that manages issues from a quality, accreditation and regulatory compliance standpoint, extending the agreement an additional one (1) (January 1, 2021 through December 31, 2021) year period for a revised full agreement term of January 1, 2019 through December 31, 2021, and adding \$46,323 for a revised total agreement amount not to exceed \$269,937. *Pages 33-34 (Dr. Chad Harris)*
5. Review and approve for consideration by the NMC Board of Trustees the following agreement under negotiation:
 - a. Authorize the Chief Executive Officer for Natividad or his designee to execute the Professional and Call Coverage Services Agreement with Central Valley Imaging Medical Associates, Inc., d.b.a. Radiology Diagnostic Services, Inc. (RADS) to provide radiology services for the period November 23, 2020 to November 30, 2021 for an amount not to exceed \$1,055,700; and
 - b. Authorize the Chief Executive Officer 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 exceed ten percent 10% (\$105,570) of the original contract amount. *Pages 35-36 (Dr. Craig Walls)*
6. Receive and Approve August 2020 Financial Report. *Pages 37-49* **Daniel Leon, CFO**

Adjournment

**NEXT FINANCE COMMITTEE MEETING:
NOTICE OF CANCELLATION OF REGULAR MEETING OF
NOVEMBER 19, 2020 AT 3 P.M.
NOTE SPECIAL MEETING DATE OF FRIDAY, NOVEMBER 13, 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, October 9, 2020
Consent Items

Attachment A

| | |
|---------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 1. <i>Pages 13-14</i> | <p>Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement with Lincoln & Associates for leadership coaching for operational and support services and facilitation of training programs, extending the agreement an additional eighteen (18) month period (January 1, 2021 through June 30, 2022) for a revised full agreement term of January 1, 2019 through June 30, 2022, and adding \$78,442 for a revised total agreement amount not to exceed \$151,869.</p> |
| 2. <i>Pages 15-16</i> | <p>Authorize the Chief Executive Officer for Natividad Medical Center (NMC) to execute Amendment No. 2 to the Agreement (A-12966) with Salinas Valley Memorial Healthcare Systems for Laboratory Testing Services, with no changes to the term (July 1, 2015 through October 31, 2021) and adding \$185,000 for a revised total Agreement amount not to exceed \$1,117,000.</p> |
| 3. <i>Pages 17-18</i> | <p>a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement (A-14305) with Stryker Sales Corporation dba Stryker Instruments for preventative maintenance on power tools and Neptune equipment, adding \$75,827.04 for a revised total agreement amount not to exceed \$259,916.04, with no changes to the term of the Agreement.</p> |
| 4. <i>Pages 19-20</i> | <p>a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No.1 to the agreement with M3 Environmental Consultants, LLC for Environmental Consulting Services, extending the agreement an additional three (3) year period (January 1, 2021 through December 31, 2023) with changes to the scope of work for a revised full agreement term of January 1, 2016 through December 31, 2023 and adding \$125,000 for a revised total agreement amount not to exceed \$225,000.</p> <p>b. Authorize the Chief Executive Officer for NMC or his designee to execute up to three (3) future amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$10,000) of the original cost of the agreement.</p> |
| 5. <i>Pages 21-23</i> | <p>a. Ratify execution by the Chief Executive Officer (“CEO”) of Natividad Medical Center (“NMC”) of an emergency agreement with Johnson Electronics to authorize emergency work installing proximity badge readers at back and side entrances into Natividad and to also perform cabling work in newly designated patient overflow areas to accommodate patient monitors due to Covid-19, for a total amount not to exceed \$65,000.</p> <p>b. Ratify execution by the CEO of NMC an emergency agreement with Core Surveillance to authorize emergency work installing security camera equipment into certain emergency department rooms recently converted for possible Covid-19 patients seen in the emergency department, in an amount not to exceed \$40,397.</p> <p>c. Ratify the CEO of NMC’s approval of non-standard terms and conditions associated with the purchase of Qiagen QIAstat respiratory lab testing equipment which included a maintenance and repair services component that contained non-standard indemnification, insurance, and liability clauses.</p> <p>d. Ratify execution by the CEO of NMC an agreement with Bioreference Laboratories for COVID-19 testing services at NMC for an amount not to exceed \$100,000 with an agreement term April 23, 2020 through April 22, 2021, which includes non-standard indemnification, insurance, limitations on liability, and limitations on damages provisions within the agreement.</p> |
| 6. | <p>a. Authorize the Chief Executive Officer for Natividad Medical Center or his designee to execute</p> |

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| <p><i>Pages 24-25</i></p> | <p>the Professional and Call Coverage Services Agreement with Ventana Faculty Medical Associates to provide family medicine services at NMC for an amount not to exceed \$500,000 for the period November 1, 2020 to December 31, 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 exceed 10% (\$50,000) of the original contract amount and do not significantly change the scope of work.</p> |
| <p>7. <i>Pages 26-27</i></p> | <p>a. Authorize the NMC Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement (A- 13418) with Agiliti Surgical, LLC. (Formerly UHS Surgical Services, Inc.) for the provision of lithotripsy, cryotherapy, and laser guided imagery services, extending the agreement an additional two (2) year period (January 1, 2021 through December 31, 2022) for a revised full agreement term of January 1, 2017 through December 31, 2022, and adding \$145,000 for a revised total agreement amount not to exceed \$270,000.</p> <p>b. Approve the NMC Chief Executive Officer's recommendation to accept non-standard indemnification, insurance, limitations on liability, and limitations on damages provisions within the agreement.</p> |
| <p>8. <i>Pages 28-29</i></p> | <p>Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee, under the terms and conditions of the NJPA/Sourcwell contract awarded to Sharp Electronics Corporation from NJPA's RFP # 083116 for multifunction copiers, printers, and like equipment, to issue purchase orders to Smile Business Products, a local distributor of Sharp products, to provide leased multifunctional copiers and printers to NMC for an amount not to exceed \$285,000 for the period of October 18, 2020 through October 19, 2021.</p> |



Finance Committee Special Meeting

Friday, September 11, 2020

8:30 AM

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

MINUTES

IMPORTANT NOTICE Regarding COVID 19

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

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

*Marcia Atkinson
Dr. Chris Carpenter
Libby Downey*

Not Present

Dr. Gary Gray

Agenda Additions/Corrections

Noemi Ferguson

- None

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.

MOTION: *Motion to approve the revised minutes of August 14, 2020 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: NOT PRESENT

Dr. Chris Carpenter: AYE

Marcia Atkinson: AYE

Libby Downey: AYE

Consent Items

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

MOTION: *Motion to approve Consent Items for consideration by the NMC Board of Trustees, Attachment A, item 1 through 8, moved by Dr. Chris Carpenter, seconded by Libby Downey, and approved by the following vote*

Roll call vote take pursuant to Government Code 54953:

Dr. Gary Gray: NOT PRESENT

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. 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. **(Dr. Craig Walls)**

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: NOT PRESENT

Dr. Chris Carpenter: AYE

Marcia Atkinson: AYE

Libby Downey: AYE

MOTION: *Motion to accept the July 2020 Financial Reports 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: NOT PRESENT

Dr. Chris Carpenter: AYE

Marcia Atkinson: AYE

Libby Downey: AYE

Adjournment at 8:56am

Marcia Atkinson, Chair

Recorded by Noemi Ferguson



Finance Committee Special Meeting
Friday, September 11, 2020
Consent Items
MINUTES
Attachment A

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| 1. | 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. | <ol style="list-style-type: none">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.Approve the NMC Chief Executive Officer's recommendation to accept non-standard indemnification and insurance provisions within the agreement. |
| 3. | 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. | 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. | <ol style="list-style-type: none">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; andAuthorize 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. | <ol style="list-style-type: none">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; andAuthorize 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. | <ol style="list-style-type: none">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 |

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| | <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> |
| 8. | <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> |

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Lincoln & Associates Amendment No. 1

Legistar Number: _____

..Title

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement with Lincoln & Associates for leadership coaching for operational and support services and facilitation of training programs, extending the agreement an additional eighteen (18) month period (January 1, 2021 through June 30, 2022) for a revised full agreement term of January 1, 2019 through June 30, 2022, and adding \$78,442 for a revised total agreement amount not to exceed \$151,869.

..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. 1 to the agreement with Lincoln & Associates for leadership coaching for operational and support services and facilitation of training programs, extending the agreement an additional eighteen (18) month period (January 1, 2021 through June 30, 2022) for a revised full agreement term of January 1, 2019 through June 30, 2022, and adding \$78,442 for a revised total agreement amount not to exceed \$151,869.

SUMMARY/DISCUSSION:

Natividad desires to enter into an amendment with Lincoln and Associates to provide leadership coaching and facilitation of training programs/ classes for managerial staff. The hospital has been utilizing her coaching and training services since January 2019, and would like to continue this relationship. Natividad was initially introduced to Catherine Lincoln through Monterey County's Learning and Organizational Development Department (LOD) where she worked collaboratively with (LOD) and the hospital on staff team building in the hospital kitchen through the facilitation of different trainings. Her tactics and coaching strategies have proven to be helpful and successful in the various departments in which she has interacted.

The proposed amendment is through June 2022 and will allow for continued leadership coaching with existing "coachees" as well as an additional five leaders. It also allows for the onsite facilitation of four different management trainings.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved this amendment No. 1 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendment No. 1 has also been reviewed and approved by NMC's Finance Committee on October 9, 2020 and by its Board of Trustees on October 9, 2020.

FINANCING:

The cost for this amendment No. 1 is \$78,442 of which \$33,615 is included in the Fiscal Year 2020-21 Adopted Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This agreement is for managerial level consulting services, the outcome of which will contribute to better leadership within NMC. The services rendered in this agreement provide additional support it needs for hospital staff to be able to provide reliable and 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: Andrea Rosenberg, Assistant Administrator, 783-2562

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

Attachments:

Lincoln & Associates Amendment 1

Lincoln & Associates Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS (CONSENT ITEMS ONLY)

Salinas Valley Memorial Healthcare Systems Amendment No. 2
Number: _____

Legistar

..Title

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) to execute Amendment No. 2 to the Agreement (A-12966) with Salinas Valley Memorial Healthcare Systems for Laboratory Testing Services, with no changes to the term (July 1, 2015 through October 31, 2021) and adding \$185,000 for a revised total Agreement amount not to exceed \$1,117,000.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) to execute Amendment No. 2 to the Agreement (A-12966) with Salinas Valley Memorial Healthcare Systems for Laboratory Testing Services at NMC and adding \$185,000 for a revised total Agreement amount not to exceed \$1,117,000.

SUMMARY/DISCUSSION:

Salinas Valley Memorial Hospital has provided reference laboratory testing services for NMC beginning November 1, 2010. This agreement is necessary to pay for reference laboratory testing provided for NMC's patient population. Physicians at Natividad Medical Center or clinics that send laboratory work to NMC may order tests that the NMC Laboratory cannot perform on-site. Therefore, these tests must be sent to a reference laboratory. Salinas Valley Memorial Hospital provides reference laboratory testing within close proximity, for time-sensitive samples. Further, many tests require to be completed within an exact timeframe, which mandates a facility that is close.

Salinas Valley Memorial Hospital provides histology processing, a special type of laboratory testing which Natividad Medical Center is currently unable to provide. Histology services for anatomic pathology are required for all tissues samples prior to a pathologist completing the final assessment. Histology requires certified employees and special testing equipment that Natividad currently cannot provide.

This amendment extends the current agreement by adding an additional three years. The cost of the total Agreement amount for histology processing will be based on a forecast of surgical cases together with analysis of historic services.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved this amendment No. 2 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendment No. 2 has also been reviewed and approved by NMC's Finance Committee and Board of Trustees on October 9, 2020.

FINANCING:

The cost for this Amendment No. 2 is \$185,000 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:

Laboratory support from Salinas Valley Memorial Healthcare Systems has helped provide necessary assistance that NMC currently cannot provide which enables NMC to provide better service to patients.

Prepared by: Susan Weaver, Director of Laboratory, 831-772-7660

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

Attachments:

Salinas Valley Memorial Healthcare Systems Amendment 2

Salinas Valley Memorial Healthcare Systems Amendment 1

Salinas Valley Memorial Healthcare Systems Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Stryker Sales Corporation dba Stryker Instruments Amendment 2

Legistar Number: _____

..Title

a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement (A-14305) with Stryker Sales Corporation dba Stryker Instruments for preventative maintenance on power tools and Neptune equipment, adding \$75,827.04 for a revised total agreement amount not to exceed \$259,916.04, with no changes to the term of the Agreement.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement (A-14305) with Stryker Sales Corporation dba Stryker Instruments for preventative maintenance on power tools and Neptune equipment, adding \$75,827.04 for a revised total agreement amount not to exceed \$259,916.04, with no changes to the term of the Agreement.

SUMMARY/DISCUSSION:

The agreement with Stryker is for preventative maintenance services for surgical tools and Neptune brand equipment at NMC. This amendment adds an additional maintenance and repair plan on endoscopy equipment. The routine maintenance plans for this type of highly technical equipment are beneficial to NMC because these types of services keep the tools and equipment in good working order and also ensure both compliance and safety. Additionally, these routine and preventative maintenance services help prevent expensive repairs later, particularly because there are many intricate components.

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 has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on October 9, 2020.

FINANCING:

The cost for this amendment No. 2 is \$75,827.04 of which \$6,500 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:

Preventative maintenance on surgical tools and equipment is a required service at the hospital and ensures effective treatments are being rendered in the best possible manner.

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

Prepared by: Wally Sayles, Interim Director for Surgical Services, 831-772-7771

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

Attachments:

Stryker Sales Corporation dba Stryker Instruments Amendment 2

Stryker Sales Corporation dba Stryker Instruments Amendment 1

Stryker Instruments Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

M3 Environmental Consulting, LLC Amendment No. 1

Legistar Number: _____

..Title

a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No.1 to the agreement with M3 Environmental Consultants, LLC for Environmental Consulting Services, extending the agreement an additional three (3) year period (January 1, 2021 through December 31, 2023) with changes to the scope of work for a revised full agreement term of January 1, 2016 through December 31, 2023 and adding \$125,000 for a revised total agreement amount not to exceed \$225,000.

b. Authorize the Chief Executive Officer for NMC or his designee to execute up to three (3) future amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$10,000) of the original cost of the agreement.

..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 amendment No.1 to the agreement with M3 Environmental Consultants, LLC for Environmental Consulting Services, extending the agreement an additional three (3) year period (January 1, 2021 through December 31, 2023) with changes to the scope of work for a revised full agreement term of January 1, 2016 through December 31, 2023 and adding \$125,000 for a revised total agreement amount not to exceed \$225,000.

b. Authorize the Chief Executive Officer for NMC or his designee to execute up to three (3) future amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$10,000) of the original cost of the agreement.

SUMMARY/DISCUSSION:

Natividad Medical Center (NMC) uses M3 Environmental for a full range of professional environmental hygienist consulting services associated with mold, asbestos, and lead, including air and material inspections, monitoring and testing, development of work plans, and consultation services on an as-needed basis.

NMC utilizes an environmental hygienist to evaluate environmental hazards, identifying materials, and monitor environments which could impair the health and safety of staff, patients and visitors. Effectively, the environmental hygienist is tasked with sampling and testing the environment to identify the dangers presented by conditions, understands how and when to establish safe exposure limits, how to make sure those limits are not exceeded and how to handle materials so to prevent exposure.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel reviewed and approved this amendment No.1 as to form, and the Auditor-Controller reviewed and approved as to payment provisions. The amendment No. 1 was reviewed and approved by NMC's Finance Committee and by its Board of Trustees on October 9, 2020.

FINANCING:

The cost for this amendment No.1 is \$125,000 of which \$45,000 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:

M3 environmental consultants ultimately identify and prevent environmental health hazards for patient staff and visitors at the facility. Therefore providing a safe healthcare environment for the Monterey county residents.

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

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

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

Attachments:

M3 Environmental Consulting, LLC Amendment 1

M3 Environmental Consulting, LLC Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Ratify Emergency Agreements and Purchases made due to Covid-19

Legistar Number: _____

..Title

- a. Ratify execution by the Chief Executive Officer (“CEO”) of Natividad Medical Center (“NMC”) of an emergency agreement with Johnson Electronics to authorize emergency work installing proximity badge readers at back and side entrances into Natividad and to also perform cabling work in newly designated patient overflow areas to accommodate patient monitors due to Covid-19, for a total amount not to exceed \$65,000.
- b. Ratify execution by the CEO of NMC an emergency agreement with Core Surveillance to authorize emergency work installing security camera equipment into certain emergency department rooms recently converted for possible Covid-19 patients seen in the emergency department, in an amount not to exceed \$40,397.
- c. Ratify the CEO of NMC’s approval of non-standard terms and conditions associated with the purchase of Qiagen QIAstat respiratory lab testing equipment which included a maintenance and repair services component that contained non-standard indemnification, insurance, and liability clauses.
- d. Ratify execution by the CEO of NMC an agreement with Bioreference Laboratories for COVID-19 testing services at NMC for an amount not to exceed \$100,000 with an agreement term April 23, 2020 through April 22, 2021, which includes non-standard indemnification, insurance, limitations on liability, and limitations on damages provisions within the agreement.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

- a. Ratify execution by the Chief Executive Officer (“CEO”) of Natividad Medical Center (“NMC”) of an emergency agreement with Johnson Electronics to authorize emergency work installing proximity badge readers at back and side entrances into Natividad and to also perform cabling work in newly designated patient overflow areas to accommodate patient monitors due to Covid-19, for a total amount not to exceed \$65,000.
- b. Ratify execution by the CEO of NMC an emergency agreement with Core Surveillance to authorize emergency work installing security camera equipment into certain emergency department rooms recently converted for possible Covid-19 patients seen in the emergency department, in an amount not to exceed \$40,397.
- c. Ratify the CEO of NMC’s approval of non-standard terms and conditions associated with the purchase of Qiagen QIAstat respiratory lab testing equipment which included a maintenance and repair services component that contained non-standard indemnification, insurance, and liability clauses.
- d. Ratify execution by the CEO of NMC an agreement with Bioreference Laboratories for COVID-19 testing services at NMC for an amount not to exceed \$100,000 with an agreement term April 23, 2020 through April 22, 2021, which includes non-standard indemnification, insurance, limitations on liability, and limitations on damages provisions within the agreement.

SUMMARY/DISCUSSION:

At the onset of the Covid-19 pandemic Natividad was faced with many new challenges such as to how to best protect its staff and the non-Covid patients while seeing and treating potential Covid patients. Many solutions were implemented thoughtfully but rapidly as necessary and one such

solution included screening everyone who wanting to enter the hospital. In order to be able to do this, a clinical staff person was stationed at the main entrances into the hospital to ask folks coming in certain screening questions. Everyone was given a face mask and then sent to the appropriate locations depending on their responses. Natividad could not pull enough clinical people off the units to man all of the entrances into the hospital so only the three most used entrances were manned. Several back and side doors into the hospital that typically remain open for employees were identified as risks because a visitor or new patient could use those entrances to gain access easily without being screened, so it was determined those entrances should be locked continuously. To allow employees to continue to enter and exit through these doors would require proximity badge readers. Most of the hospital entrance doors already had prox badge readers but some did not. Natividad contacted Johnson electronics, a local electrician, to come and install prox badge readers where necessary in order to secure the building as quickly as possible.

Another challenge Natividad faced was how to prepare for large volumes of patients that could potentially fill its ICU, MedSurge units and Isolation units. Overflow areas were established and in order to accommodate all types of patients in these overflow areas certain amenities needed to be in place. The ability to accommodate the Philips patient monitors was one such necessity. Certain overflow areas needed cabling work done in order to accommodate the monitors which are a vital component used when treating patients.

The prox badge installation cost approximately \$10,200, and the cabling work cost approximately \$39,765. Both of these emergency jobs exceed the stated \$4,000 per project cost within the existing county-wide agreement for electrical services which is capped due to the public bid laws pertaining to works of public improvement. Because of this Natividad executed an emergency agreement with Johnson Electronics which included reference to Publics Works requirements such as prevailing wages, and the jobs were both completed swiftly and successfully. Under an emergency proclamation, emergency work deemed critical to protect the health and safety of individuals is allowed by law and by county code. For the sake of transparency Natividad is asking the Board to ratify the emergency agreement associated with these two emergency jobs performed by Johnson Electronics.

Another challenge Natividad faced was how to convert the emergency department which was anticipated to take the brunt of Covid-19. Existing rooms there were converted into negative pressure rooms to facilitate better protection for emergency room workers who would see large volumes of potential Covid-19 patients. Part of this process included building a second layer of containment walls directly outside the converted rooms. The materials used to create this second wall layer prevented visibility directly into the room. In order for staff to safely monitor patients within those rooms, especially mental health patients, it was deemed necessary to install security cameras in those rooms. Core Surveillance, a local vendor who had worked on Natividad's security camera system previously, was called in to execute an emergency agreement which contained the prevailing wage requirements, and asked to perform the work promptly. For the sake of transparency Natividad is asking the Board to ratify this emergency agreement also.

The newly purchased Qiagen respiratory lab testing equipment enables Natividad to perform respiratory lab tests, covering 21 different respiratory tests, including Covid-19, with a single panel covering 21 different tests. Part of the purchase of the equipment included a services component for maintenance/repair of the equipment, and the quote contained wording associated with this services component which contained non-standard terms and conditions. Although there was no service agreement to execute, issuance of the purchase order indicated Natividad's approval of the service terms and conditions, therefore, Natividad is requesting that the Board Ratify the decision to purchase the lab testing equipment with the non-standard risk provisions on the maintenance portion of the purchase.

Bioreference Laboratories (BRL) is a reference laboratory operating in Campbell, CA, which, in April of 2020 had the onsite equipment for high-throughput, high sensitivity COVID testing. Natividad did not have a consistent supply of in-house tests, and the default reference lab, Quest Diagnostics, was overwhelmed with COVID testing at the time, resulting in greater than 10 day TAT (turn-around times). Natividad needed to diversify its testing options, both in-house and with reference labs. BRL was able to offer 24-72 hour TATs to put test results more in line with clinical decision-making, and the other hospitals seemed unaware of BRL's capabilities. BRL offered courier service at no charge, and furnished Natividad with collection kits. Further, the \$100 charge for testing was reasonable, considering the charge for Stanford's reference lab COVID testing was \$340.00. Natividad did not require the consistent services of BRL, but having that option allowed Natividad to pivot quickly from Quest when needed, and offer the best TAT for patients. Natividad continues to retain BRL as a testing option in preparation for respiratory/flu season.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed these requests as has the Auditor-Controller. These requests have also been reviewed and approved by NMC's Finance Committee on October 9, 2020 and by its Board of Trustees on October 9, 2020.

FINANCING:

The total cost for the agreements executed is \$205,397, all of which is included in the Fiscal Year 2020-21 Adopted Budget.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

At the onset of the pandemic there were several situations which warranted swift action. The decisions made and the agreements which were executed were done so in order to ensure the safety and wellbeing of Natividad's patients, visitors, and staff.

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

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

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

Attachments:

Emergency Agreement with Johnson Electronics

Emergency Agreement with Core Surveillance

Qiagen Terms and Conditions of Purchase (equipment purchase only)

Agreement with Bioreference Laboratories

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Ventana Faculty Medical Associates Agreement

TITLE:

- a. Authorize the Chief Executive Officer for Natividad Medical Center or his designee to execute the Professional and Call Coverage Services Agreement with Ventana Faculty Medical Associates to provide family medicine services at NMC for an amount not to exceed \$500,000 for the period November 1, 2020 to December 31, 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 exceed 10% (\$50,000) of the original contract amount and do not significantly change the scope of work.

RECOMMENDATION:

It is recommended that the Board of Supervisors

- a. Authorize the Chief Executive Officer for Natividad Medical Center or his designee to execute the Professional and Call Coverage Services Agreement with Ventana Faculty Medical Associates to provide family medicine services at NMC for an amount not to exceed \$500,000 for the period November 1, 2020 to December 31, 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 exceed 10% (\$50,000) of the original contract amount and do not significantly change the scope of work.

SUMMARY/DISCUSSION:

Natividad has an agreement with Ventana Faculty Medical Associates to make available family medicine physicians to provide services including inpatient rounding and call coverage; the supervising Residents in the Family Practice Residency Program; and outpatient clinic services in the Health Department's primary care and Natividad Immunology Division Outpatient (NIDO) clinics. Physician Assistant services in the hospital's mental health unit and County juvenile hall are also provided through this agreement. Natividad wishes to enter into this new Agreement with Ventana so that they can continue to provide the same services to its patients and residency program without interruption. Natividad has obtained an independent opinion of fair market value supporting the payment terms of this Agreement.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this Agreement as to legal form. Auditor-Controller has reviewed and approved this Agreement as to fiscal provisions. The Agreement has also been reviewed and approved by Natividad Medical Center's Finance Committee and Board of Trustees on October 9, 2020.

FINANCING:

The total not to exceed amount of this Agreement is \$500,000 for the period January 1, 2019 to December 31, 2020. \$300,000 is included the Fiscal Year 2020/2021 Adopted Budget. The remaining balance will be budgeted in subsequent fiscal years. There is no impact to the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The services rendered in this agreement are required for Natividad's Family Medicine Residency Program and provide Natividad with the additional support it needs in order to provide reliable and high quality patient care which improves the health and quality of life for patients and their

families.

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

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

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

Attachments: Agreement

Attachments on file at the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Agiliti Surgical, LLC. Amendment No. 1

Legistar Number: _____

..Title

- a. Authorize the NMC Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement (A- 13418) with Agiliti Surgical, LLC. (Formerly UHS Surgical Services, Inc.) for the provision of lithotripsy, cryotherapy, and laser guided imagery services, extending the agreement an additional two (2) year period (January 1, 2021 through December 31, 2022) for a revised full agreement term of January 1, 2017 through December 31, 2022, and adding \$145,000 for a revised total agreement amount not to exceed \$270,000.
- b. Approve the NMC Chief Executive Officer's recommendation to accept non-standard indemnification, insurance, limitations on liability, and limitations on damages provisions within the agreement.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

- a. Authorize the NMC Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement (A- 13418) with Agiliti Surgical, LLC. (Formerly UHS Surgical Services, Inc.) for the provision of lithotripsy, cryotherapy, and laser guided imagery services, extending the agreement an additional two (2) year period (January 1, 2021 through December 31, 2022) for a revised full agreement term of January 1, 2017 through December 31, 2022, and adding \$145,000 for a revised total agreement amount not to exceed \$270,000.
- b. Approve the NMC Chief Executive Officer's recommendation to accept non-standard indemnification, insurance, limitations on liability, and limitations on damages provisions within the agreement.

SUMMARY/DISCUSSION:

Extracorporeal shock wave lithotripsy (ESWL) involves the administration of a series of shock waves generated by a machine called a lithotripter. By x-ray, the shockwaves focus on the kidney stone, traveling into the body through skin and tissue, reaching the stone where it is then broken into small fragments. Agiliti Surgical Inc. provides the following services extracorporeal shock wave lithotripsy (ESWL), Cryotherapy and Laser Imagery at Natividad Medical Center (NMC)

The equipment and services provided by Agiliti has aided Natividad's surgical staff tremendously in performing complex kidney stone procedures. This amendment is to add funds to the agreement to cover current costs and includes enough additional which is projected to last through expiration of the agreement

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved this amendment No. 1 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. This amendment No. 1 has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on October 9, 2020.

FINANCING:

The cost for this amendment No. 1 is \$145,000 of which \$30,000 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:

Supporting Agiliti Surgical Inc. facilitates improved surgical management for patients with kidney stone disease. The primary advantage of utilizing Agiliti is that ESWL is completely a non-invasive approach to removing kidney stones.

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

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

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

Attachments:

Agiliti Surgical, LLC (Formerly UHS Surgical Services, LLC.) Amendment 1
UHS Surgical Services, Inc. Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Copier Rentals under NJPA/Sourcewell GPO Contract #083116

Legistar Number: _____

..Title

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee, under the terms and conditions of the NJPA/Sourcewell contract awarded to Sharp Electronics Corporation from NJPA's RFP # 083116 for multifunction copiers, printers, and like equipment, to issue purchase orders to Smile Business Products, a local distributor of Sharp products, to provide leased multifunctional copiers and printers to NMC for an amount not to exceed \$285,000 for the period of October 18, 2020 through October 19, 2021.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee, under the terms and conditions of the NJPA/Sourcewell contract awarded to Sharp Electronics Corporation from NJPA's RFP # 083116 for multifunction copiers, printers, and like equipment, to issue purchase orders to Smile Business Products, a local distributor of Sharp products, to provide leased multifunctional copiers and printers to NMC for an amount not to exceed \$285,000 for the period of October 18, 2020 through October 19, 2021.

SUMMARY/DISCUSSION:

NMC has over 100 leased multifunction copy/print machines throughout the hospital. The majority of NMC's staff do not have local printers connected to their computers and instead utilize networked copier/printers as it has been proven to be more cost effective to share a network printer across a large organization. The multifunction copy/print machines are leased and maintenance is included in the lease price as well as toner.

Natividad originally leased these machine from Tri-County Business Systems who was a local business later acquired by Smile Business products (Smile). Tri-County (now Smile) and Natividad had an executed rental and service agreement which has since expired. NMC is opting to piggy-back on the NJPA/Sourcewell contract awarded to Sharp Electronics Corporation from NJPA's RFP # 083116 for multifunction copiers, printers, and like equipment, for continued rentals and related service of multifunctional copy/print machines, as many of the other Monterey County departments are currently doing. Smile is an authorized distributor of Sharp products.

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.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved the NJPA/Sourcewell contract documents as to form, and the Auditor-Controller have reviewed and approved as to payment provisions. This request has also been reviewed and approved by NMC's Finance Committee on October 9, 2020 and by its Board of Trustees on October 9, 2020.

FINANCING:

The cost for this agreement is \$285,000 of which \$215,000 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:

Printing and copying documents are a critical part of doing day-to-day business. This request ensures that the hospital's printing and copying needs are met in a cost effective manner.

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

Prepared by: Kristen Aldrich, Hospital Purchasing and Materials Support Director, 783-2627
Approved by: Gary R. Gray, DO, Chief Executive Officer, 783-2553

Attachments:

CA Final Statutes NJPA
RFP 083116 Printers-Copiers
Contract 083116 Acceptance-and-Award Sharp Copiers
Sourcewell extension of Sharp Contract 083116
NJPA RFP 083116 for Construction Contracting System Services

Attachments on file with the Clerk of the Board

TITLE:

- a. Ratify execution by the Deputy Purchasing Agent of Natividad Medical Center (“NMC”) of a Letter of Interest, dated February 19, 2020, to the California Department of Health Care Services (“State DHCS”), confirming the interest of the County of Monterey d/b/a NMC (“County”) in working with State DHCS to participate in the Voluntary Rate Range Program for the period of July 1, 2019, to December 31, 2020, including providing a Medi-Cal managed care rate range Intergovernmental Transfer of Public Funds (“IGT”) to fund the nonfederal share of Medi-Cal managed care actuarially sound capitation rate payments;
- b. Authorize the Deputy Purchasing Agent of NMC to execute the implementing IGT Agreement between the County and the State DHCS to fund the nonfederal share of Medi-Cal managed care actuarially sound capitation rate payments for healthcare services rendered in the period of July 1, 2019, to December 31, 2020, pursuant to Sections 14164 and 14301.4(b)(4) of the Welfare & Institutions Code, in substantially the same form as that which has been presented to the Board without significant change to its content, for a total amount not to exceed \$13,200,000, plus a 20 % assessment fee applicable to non-exempt funds; and
- c. Authorize the Deputy Purchasing Agent of NMC to execute amendments to the Health Plan-Provider Agreement with the Monterey-Santa Cruz-Merced Managed Medical Care Commission d/b/a Central California Alliance for Health (“CCAH”) to provide for Medi-Cal managed care rate payment increases to NMC for healthcare services rendered in the period of July 1, 2019 to December 31, 2020, at no less than 76.12% of the available rate increases specific to Medi-Cal Plan enrollees in Monterey County.

..Report

RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Ratify execution by the Deputy Purchasing Agent of Natividad Medical Center (“NMC”) of a Letter of Interest, dated February 19, 2020, to the California Department of Health Care Services (“State DHCS”), confirming the interest of the County of Monterey d/b/a NMC (“County”) in working with State DHCS to participate in the Voluntary Rate Range Program for the period of July 1, 2019, to December 31, 2020, including providing a Medi-Cal managed care rate range Intergovernmental Transfer of Public Funds (“IGT”) to fund the nonfederal share of the Medi-Cal managed care actuarially sound capitation rate payments;
- b. Authorize the Deputy Purchasing Agent of NMC to execute the implementing IGT Agreement between the County and the State DHCS to fund the nonfederal share of the Medi-Cal managed care actuarially sound capitation rate payments for healthcare services rendered in the period of July 1, 2019, to December 31, 2020, pursuant to Sections 14164 and 14301.4(b)(4) of the Welfare & Institutions Code, in substantially the same form as that which has been presented to the Board without significant change to its content, for a total amount not to exceed \$13,200,000 plus a 20 % assessment fee applicable to non-exempt funds; and

- c. Authorize the Deputy Purchasing Agent of NMC to execute the execute amendments to the Health Plan-Provider Agreement with the Monterey-Santa Cruz-Merced Managed Medical Care Commission d/b/a Central California Alliance for Health (“CCAH”) to provide for Medi-Cal managed care rate payment increases to NMC for healthcare services rendered in the period of July 1, 2019, to December 31, 2020, at no less than 76.12% of the available rate increases specific to Medi-Cal Plan enrollees in Monterey County.

SUMMARY/DISCUSSION:

DHCS administers the Medi-Cal program, under which health care services are provided to qualified low-income persons. Inpatient and outpatient hospital services are a covered benefit under the Medi-Cal program, subject to utilization controls. Existing law provides for Medi-Cal payments to hospitals.

An IGT is an elective transfer of eligible local dollars to the State DHCS in support of the Medi-Cal program, which is authorized in accordance with Section 14164 and other provisions of the Welfare and Institutions Code that are typically program specific. If the State accepts the transfer, the State shall obtain Federal Financial Participation (“FFP”) to the full extent permitted by federal law.

In the past, NMC has voluntarily provided IGTs to DHCS in support of the Medi-Cal managed care program as authorized pursuant to Section 14301.4 of the Welfare and Institutions Code. The local fund transfers are effectuated pursuant to an IGT agreement (and an IGT fee assessment agreement if applicable) between the State DHCS and the participating public provider/entity. The opportunity to participate in providing such voluntary IGTs allows for the use of local dollars to make increased payments from plans available to public providers such as NMC to preserve and strengthen the availability and quality of services provided by such providers. In Monterey County, the Monterey-Santa Cruz-Merced Managed Medical Care Commission d/b/a Central California Alliance for Health (“CCAH”) is the local County Organized Health System, which has an existing agreement with NMC to provide clinical and other medical care services covered by Medi-Cal to enrollees of the Plan. NMC participated in the voluntary Rate Range IGT program for the 2018-19 rate year and has received approximately 80.07% of the available rate increases from CCAH.

In order to participate in the voluntary Rate Range IGT program relating to the Medi-Cal managed care capitation rates for the period of July 1, 2019, to December 31, 2020, State DHCS has requested the execution of an IGT Agreement for the amount of IGTs based on relevant enrollment figures and per member per month (PMPM) amounts, and includes a 20% assessment fee applicable to non-exempt funds as determined by State DHCS. DHCS will perform periodic reconciliations using actual enrollment figures and PMPM amounts, including actual member months per rate category. The reconciliations can result in increased or decreased IGT amounts from NMC, and, correspondingly, the available amounts of rate range payments will vary. The enrollment figures and PMPM amounts will be considered final two years after June 30, 2020, with respect to payments for the period July 1, 2019, through June 30, 2020, and two years after

December 31, 2020, with respect to payments for the period July 1, 2020, through December 31, 2020. The IGT Agreement estimated due date is October 16, 2020. The transfers are expected to occur in calendar year 2021.

Additionally, amendments to the current Health Plan-Provider Agreement between NMC and CCAH will be necessary to provide for the negotiated payment increases for services rendered during the period of July 1, 2019, to June 30, 2020, and July 1, 2020, to December 31, 2020, at no less than 76.12% of the available rate increases specific to Medi-Cal Plan enrollees in Monterey County. As described above, the total amount that is actually available will vary.

The Board could choose not to participate, in which case NMC and the County would be precluded from participating in the IGT program for the period of July 1, 2019, to December 31, 2020.

OTHER AGENCY INVOLVMENT:

County Counsel has reviewed and approved the IGT Agreement as to legal form. The Auditor-Controller has reviewed and approved the Agreement as to fiscal provisions. The IGT Agreement and the Health Plan-Provider Agreement Amendment has been reviewed and approved by the NMC Finance Committee and the Board of Trustees on October 9, 2020.

FINANCING:

The expected IGT transfer will be financed by NMC. There is no impact to the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The opportunity to participate in an IGT allows for the use of local dollars to obtain the federal matching in payments designed for public providers such as NMC and preserve and strengthen the safety net services in Monterey County.

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

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

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

Attachments:

Letter of Interest to DHCS

2019-20 IGT Agreement # 19-96441

Health Plan-Provider Agreement Amendment Thirty-Four

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Verge Solutions, LLC Amendment No. 5

Legistar Number:

..Title

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 5 to the agreement (A-13820) with Verge Solutions, LLC for a software system that manages issues from a quality, accreditation and regulatory compliance standpoint, extending the agreement an additional one (1) (January 1, 2021 through December 31, 2021) year period for a revised full agreement term of January 1, 2019 through December 31, 2021, and adding \$46,323 for a revised total agreement amount not to exceed \$269,937.

..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. 5 to the agreement (A-13820) with Verge Solutions, LLC for a software system that manages issues from a quality, accreditation and regulatory compliance standpoint, extending the agreement an additional one (1) (January 1, 2021 through December 31, 2021) year period for a revised full agreement term of January 1, 2019 through December 31, 2021, and adding \$46,323 for a revised total agreement amount not to exceed \$269,937.

SUMMARY/DISCUSSION:

Verge Solutions, LLC dba Verge Health is a risk management software company. Verge's software solutions enable healthcare organizations to proactively protect and defend patients, caregivers, and frontline staff against errors, adverse events, and policy violations. With over 900 facilities and 500,000 active users, the company's Converge Platform provides Natividad with a cross-functional and proactive surveillance tool, which enables optimal quality and safety results.

Verge Solutions provides Software as a Service (SaaS) to NMC, which includes the following products: Accreditation Regulatory, Event Management and Patient Relations.

The Accreditation Regulatory module enables NMC to proactively manage compliance with regulatory requirements and quality data through auditing compliance of standards. It incorporates powerful data collection tools, survey methodology, flexible reporting and corrective action plans so that NMC is "survey ready" at all times.

The Event Management module empowers event reporting and patient safety tools that transform real-time data into actionable results. With a user-friendly icon screen, intuitive forms and easy reporting, the Event Management module automates NMC's event management process.

The Patient Relations module makes it easier to understand and improve all areas of patient relationship management so that NMC is able to create an efficient process of collecting and reporting patient complaints and grievances.

The Verge solutions modules provide data to assist with identifying safety hazards and helps prioritize where to focus resources, develop interventions to mitigate hazards and evaluate whether the interventions reduced harm. NMC is requesting approval of the recommended action in order to

continue utilizing the services and tools provided by Verge Solutions.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this amendment No. 5 as to legal form, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendment No. 5 has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on October 9, 2020.

FINANCING:

The cost for this amendment No. 5 is \$46,323, all of which is included in the Fiscal Year 2020-21 Adopted Budget. There is no impact to the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This agreement is for a software system which improves data collection and processing to enable analysis of patient safety and standards compliance information which drives improved medical care and patient outcomes at NMC. The use of this system directly contributes to a more efficient and effective use of resources within the organization and provides NMC with the additional support it needs to be able to provide reliable and quality patient care, thus improving the health and quality of life for patients and their families.

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

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

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

Attachments:

Verge Solutions, LLC Amendment No. 5
Verge Solutions, LLC Amendment No. 4
Verge Solutions, LLC Amendment No .3
Verge Solutions, LLC Amendment No .2
Verge Solutions, LLC Amendment No .1
Verge Solutions, LLC Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Central Valley Imaging Medical Associates, Inc., d.b.a. Radiology Diagnostic Services, Inc. Agreement

..Title

- a. Authorize the Chief Executive Officer for Natividad or his designee to execute the Professional and Call Coverage Services Agreement with Central Valley Imaging Medical Associates, Inc., d.b.a. Radiology Diagnostic Services, Inc. (RADS) to provide radiology services for the period November 23, 2020 to November 30, 2021 for an amount not to exceed \$1,055,700; and
- b. Authorize the Chief Executive Officer 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 exceed ten percent 10% (\$105,570) of the original contract amount.

..Report

RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Authorize the Chief Executive Officer for Natividad or his designee to execute the Professional and Call Coverage Services Agreement with Central Valley Imaging Medical Associates, Inc., d.b.a. Radiology Diagnostic Services, Inc. (RADS) to provide radiology services for the period November 23, 2020 to November 30, 2021 for an amount not to exceed \$1,055,700; and
- b. Authorize the Chief Executive Officer 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 exceed ten percent 10% (\$105,570) of the original contract amount.

SUMMARY/DISCUSSION:

Natividad would like to enter into an agreement with RADS, for which board certified radiologists provide exclusive radiology services at Natividad 24/7/365. Radiology services include inpatient and outpatient diagnostic and women's imaging services and interventional radiology services required by the American College of Surgeons for Level II Trauma Centers. RADS will also provide a radiology physician to serve as the medical director and provide general direction and oversight of the Radiology Department. Natividad has obtained an independent opinion of fair market value supporting the payment terms of this Agreement.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this Agreement as to legal form. Auditor-Controller has reviewed and approved this Agreement as to fiscal provisions. The Agreement has also been reviewed and approved by Natividad's Finance Committee and Board of Trustees on October 9, 2020.

FINANCING:

The cost of this Agreement is \$1,055,700 for the period November 23, 2020 to November 30,

2021, the cost 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 provide Natividad with the additional support it needs in order to provide reliable and high quality patient care which improves the health and quality of life for patients and their families.

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

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

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

Attachments: Agreement

Attachments on file at the Clerk of the Board

FINANCIAL STATEMENTS

AUGUST 31, 2020

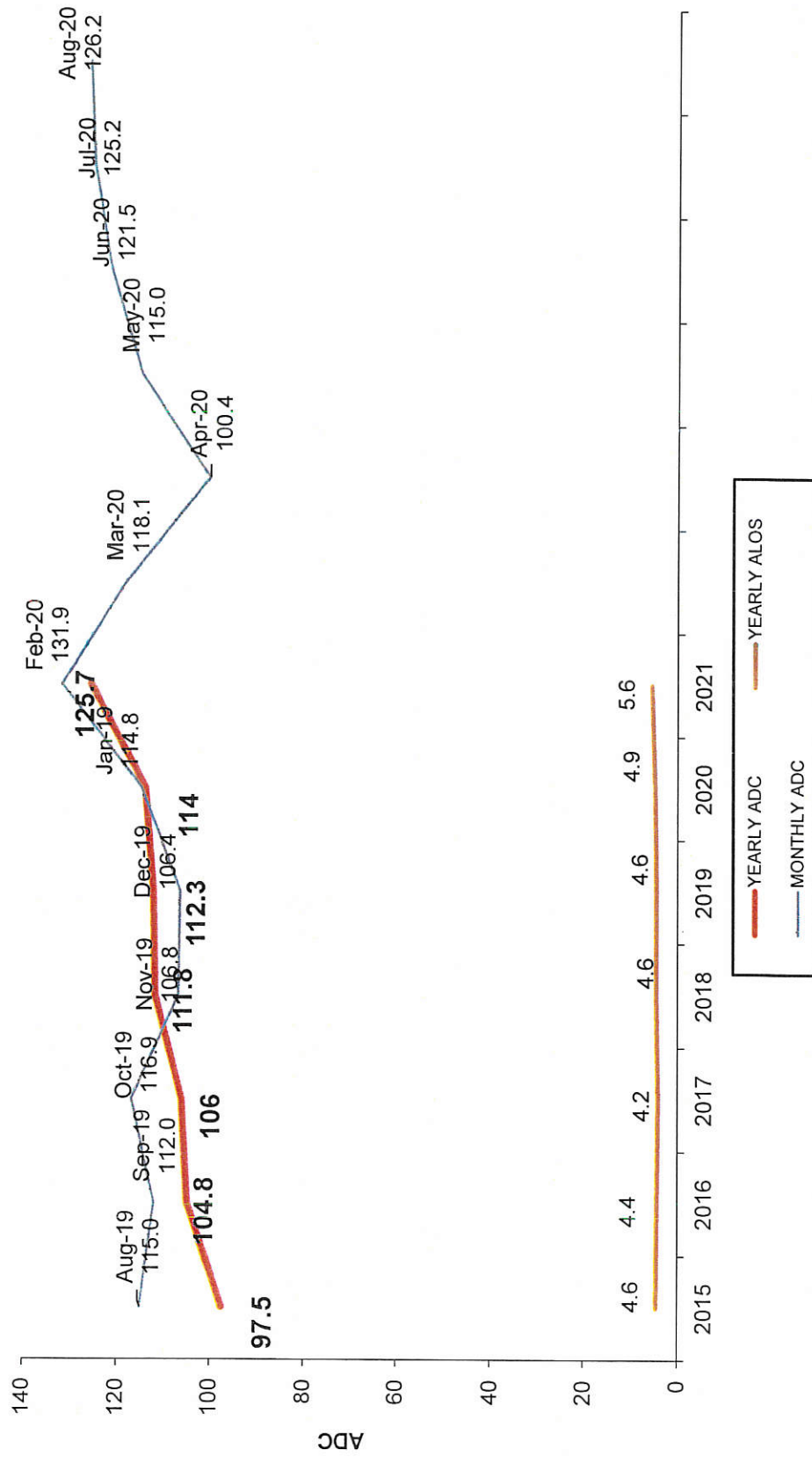
Final
9/22/2020

FINANCIAL STATEMENTS

AUGUST 31, 2020

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NATIVIDAD STATISTICAL REPORT AUGUST 31, 2020

| Month-To-Date | | | | | Year-To-Date | | | | | |
|-----------------------------|---------|---------|---------|---------|--------------------------------|---------|----------|---------|---------|---------|
| 06-20 | 07-20 | 08-20 | Budget | | Budget | Current | Prior Yr | % | | |
| PT DAYS BY SERVICE | | | | | STAFFED BEDS | | | | | |
| | | | | | CY/PLY | | | | | |
| 1 | 325 | 207 | 237 | 208 | NICU | 15 | 416 | 444 | 462 | -3.90% |
| 2 | 1,493 | 1,795 | 1,879 | 1,555 | Med/Surg | 61 | 3,110 | 3,674 | 3,151 | 16.60% |
| 3 | 297 | 318 | 315 | 195 | ICU | 10 | 390 | 633 | 336 | 88.39% |
| 4 | 32 | 17 | 37 | 54 | Peds | 12 | 108 | 54 | 107 | -49.53% |
| 5 | 702 | 725 | 716 | 724 | Acute Rehab | 24 | 1,448 | 1,441 | 1,405 | 2.56% |
| 6 | 272 | 289 | 320 | 271 | OB/Gyn | 27 | 542 | 609 | 546 | 11.54% |
| 7 | 3,121 | 3,351 | 3,504 | 3,007 | TOTAL ACUTE | 149 | 6,014 | 6,855 | 6,007 | 14.12% |
| 8 | 523 | 530 | 409 | 465 | Psychiatric | 19 | 930 | 939 | 951 | -1.26% |
| 9 | 3,644 | 3,881 | 3,913 | 3,472 | TOTAL DAYS | 168 | 6,944 | 7,794 | 6,958 | 12.01% |
| 10 | 276 | 307 | 298 | 287 | Nursery | 18 | 574 | 605 | 602 | 0.50% |
| AVERAGE DAILY CENSUS | | | | | | | | | | |
| 11 | 80.6 | 84.7 | 89.9 | 73.6 | Acute | 125 | 73.6 | 87.3 | 74.2 | 17.65% |
| 12 | 23.4 | 23.4 | 23.1 | 23.4 | Acute Rehab | 24 | 23.4 | 23.2 | 22.7 | 2.20% |
| 13 | 17.4 | 17.1 | 13.2 | 15.0 | Psychiatric | 19 | 15.0 | 15.1 | 15.3 | -1.31% |
| 14 | 121.5 | 125.2 | 126.2 | 112.0 | TOTAL | 168 | 112.0 | 125.7 | 112.2 | 12.03% |
| 15 | 9.2 | 9.9 | 9.6 | 9.3 | Nursery | 18 | 9.3 | 9.8 | 9.7 | 1.03% |
| PERCENTAGE OF OCCUPANCY | | | | | | | | | | |
| 16 | 64.5% | 67.8% | 71.9% | 58.9% | Acute | | 58.9% | 69.8% | 59.4% | 17.7% |
| 17 | 97.5% | 97.5% | 96.3% | 97.5% | Acute Rehab | | 97.5% | 96.7% | 94.6% | 2.2% |
| 18 | 91.6% | 90.0% | 69.5% | 78.9% | Psychiatric | | 78.9% | 79.5% | 80.5% | -1.3% |
| 19 | 72.3% | 74.5% | 75.1% | 66.7% | TOTAL | | 66.7% | 74.8% | 68.4% | 9.4% |
| 20 | 51.1% | 55.0% | 53.3% | 51.7% | Nursery | | 51.7% | 54.4% | 53.9% | 1.0% |
| ADMISSIONS | | | | | | | | | | |
| 21 | 566 | 606 | 598 | 617 | Acute | | 1,234 | 1,204 | 1,217 | -1.07% |
| 22 | 56 | 55 | 55 | 65 | Acute Rehab | | 130 | 110 | 119 | -7.56% |
| 23 | 35 | 47 | 34 | 56 | Psychiatric | | 112 | 81 | 130 | -37.69% |
| 24 | 657 | 708 | 687 | 738 | TOTAL | | 1,476 | 1,395 | 1,466 | -4.84% |
| 25 | 174 | 195 | 185 | 172 | Nursery | | 344 | 380 | 364 | 4.40% |
| 26 | 179 | 199 | 192 | 183 | Deliveries | | 366 | 391 | 368 | 6.25% |
| DISCHARGES | | | | | | | | | | |
| 27 | 526 | 595 | 581 | 633 | Acute | | 1,266 | 1,176 | 1,257 | -6.44% |
| 28 | 54 | 56 | 54 | 65 | Acute Rehab | | 130 | 110 | 118 | -6.78% |
| 29 | 36 | 51 | 29 | 56 | Psychiatric | | 112 | 80 | 129 | -37.98% |
| 30 | 616 | 702 | 664 | 754 | TOTAL | | 1,508 | 1,366 | 1,504 | -9.18% |
| 31 | 156 | 176 | 176 | 156 | Nursery | | 312 | 352 | 328 | 7.32% |
| AVERAGE LENGTH OF STAY | | | | | | | | | | |
| 32 | 5.5 | 5.5 | 5.7 | 4.7 | Acute(Hospital wide no babies) | | 4.7 | 5.6 | 4.7 | 19.15% |
| 33 | 12.5 | 13.2 | 13.0 | 11.1 | Acute Rehab | | 11.1 | 13.1 | 11.8 | 11.02% |
| 34 | 2.3 | 2.6 | 2.5 | 2.7 | OB/Gyn | | 2.7 | 2.5 | 2.6 | -3.85% |
| 35 | 14.9 | 11.3 | 12.0 | 8.3 | Psychiatric | | 8.3 | 11.6 | 7.3 | 58.90% |
| 36 | 1.6 | 1.6 | 1.6 | 1.7 | Nursery | | 1.7 | 1.6 | 1.7 | -5.88% |
| OUTPATIENT VISITS | | | | | | | | | | |
| 37 | 3,436 | 3,940 | 3,512 | 4,528 | Emergency Room | | 9,056 | 7,452 | 9,033 | -17.50% |
| 38 | 466 | 516 | 518 | 571 | ER Admits | | 1,142 | 1,034 | 1,128 | -8.33% |
| 39 | 70.9% | 72.9% | 75.4% | 77.4% | ER Admits as a % of Admissions | | 77.4% | 74.1% | 76.9% | -3.67% |
| 40 | 5,135 | 5,428 | 5,121 | 6,229 | Clinic Visits | | 12,458 | 10,549 | 12,776 | -17.43% |
| ANCILLARY PROCEDURES BILLED | | | | | | | | | | |
| 41 | 45,221 | 53,210 | 50,224 | 48,142 | Lab Tests | | 96,284 | 103,434 | 97,269 | 6.34% |
| 42 | 3,200 | 3,384 | 3,305 | 3,013 | Radiology Procedures | | 6,026 | 6,689 | 7,040 | -4.99% |
| 43 | 184 | 216 | 177 | 210 | MRI Procedures | | 420 | 393 | 390 | 0.77% |
| 44 | 99 | 93 | 93 | 148 | Nuclear Med Procedures | | 296 | 186 | 253 | -26.48% |
| 45 | 984 | 1,150 | 1,173 | 1,140 | Ultrasound Procedures | | 2,280 | 2,323 | 2,247 | 3.38% |
| 46 | 1,483 | 1,835 | 1,675 | 1,853 | CT Scans | | 3,706 | 3,510 | 3,664 | -4.20% |
| 47 | 366 | 363 | 385 | 364 | Surgeries | | 728 | 748 | 746 | 0.27% |
| 48 | 7.90 | 7.98 | 8.16 | 7.86 | FTE'S PER AOB | | 7.86 | 8.07 | 7.83 | 3.07% |
| 49 | 1,296.4 | 1,356.6 | 1,381.3 | 1,271.3 | TOTAL PAID FTE'S | | 1,271.3 | 1,368.5 | 1,280.1 | 6.91% |
| 50 | 4,922 | 5,268 | 5,247 | 5,015 | ADJUSTED PATIENT DAYS | | 10,030 | 10,514 | 10,135 | 3.74% |

NATIVIDAD
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 | \$ 79,855,472 | | | | | | | | | | | \$ 157,004,907 |
| Pro Fees | 2,696,122 | 2,236,186 | | | | | | | | | | | 4,932,308 |
| Outpatient | 28,527,426 | 27,869,196 | | | | | | | | | | | 56,396,622 |
| Total Patient Revenue | 108,372,983 | 110,060,854 | | | | | | | | | | | 218,463,837 |
| Deductions from Revenue | | | | | | | | | | | | | |
| Contractual Deductions | 77,896,531 | 82,859,399 | | | | | | | | | | | 160,755,930 |
| Bad Debt | 5,810,435 | 3,895,636 | | | | | | | | | | | 9,706,071 |
| Unable to Pay | 198,523 | 183,546 | | | | | | | | | | | 382,069 |
| Total Contractual Discounts | 83,905,489 | 87,028,581 | | | | | | | | | | | 170,934,070 |
| Net Patient Revenue | 24,467,494 | 23,052,273 | | | | | | | | | | | 47,519,767 |
| As a percent of Gross Revenue | 22.58% | 20.94% | | | | | | | | | | | 21.75% |
| Total Government Funding | 5,875,865 | 6,422,375 | | | | | | | | | | | 12,298,240 |
| Other Operating Revenue: | | | | | | | | | | | | | |
| Rent Income | 115,026 | 116,045 | | | | | | | | | | | 231,071 |
| Interest Income | 226,937 | 226,937 | | | | | | | | | | | 453,874 |
| NMF Contribution | 61,151 | 61,151 | | | | | | | | | | | 122,302 |
| Other Income | 605,176 | 292,810 | | | | | | | | | | | 898,986 |
| Total Other Operating Revenue | 1,009,290 | 696,943 | | | | | | | | | | | 1,706,233 |
| TOTAL REVENUE | 31,352,649 | 30,171,591 | | | | | | | | | | | 61,524,240 |
| EXPENSE | | | | | | | | | | | | | |
| Salaries, Wages & Benefits | 18,294,132 | 16,009,888 | | | | | | | | | | | 34,304,020 |
| Registry | 890,450 | 1,182,181 | | | | | | | | | | | 2,072,631 |
| Phys/Residents SWB & Contract Fees | 3,419,049 | 3,495,114 | | | | | | | | | | | 6,914,163 |
| Purchased Services | 2,837,856 | 3,000,463 | | | | | | | | | | | 5,838,319 |
| Supplies | 2,759,786 | 2,556,961 | | | | | | | | | | | 5,316,727 |
| Insurance | 321,377 | 320,092 | | | | | | | | | | | 641,469 |
| Utilities and Telephone | 268,191 | 445,910 | | | | | | | | | | | 715,101 |
| Interest Expense | 175,382 | 163,966 | | | | | | | | | | | 339,348 |
| Depreciation & Amortization | 942,944 | 975,387 | | | | | | | | | | | 1,918,311 |
| Other Operating Expense | 483,569 | 776,259 | | | | | | | | | | | 1,259,828 |
| TOTAL EXPENSE | 30,392,516 | 28,927,201 | | | | | | | | | | | 59,319,717 |
| NET INCOME(LOSS) | 960,133 | 1,244,390 | | | | | | | | | | | 2,204,523 |
| Normalization for Extraordinary Items | | | | | | | | | | | | | |
| Interest Anthem Abilition | | | | | | | | | | | | | |
| CARES Act Funding | (730,230) | (730,230) | | | | | | | | | | | (1,460,460) |
| Medical FFS Settlement FY09-10 | - | - | | | | | | | | | | | - |
| Metro Settlement | - | - | | | | | | | | | | | - |
| Total Extraordinary Items | (730,230) | (730,230) | | | | | | | | | | | (1,460,460) |
| NET INCOME BEFORE Extraordinary Items | \$ 229,903 | \$ 514,160 | | | | | | | | | | | \$ 744,063 |
| CAPITAL CONTRIBUTIONS | | | | | | | | | | | | | |
| County Contribution | | | | | | | | | | | | | |
| CHANGE IN NET ASSETS | \$ 960,133 | \$ 1,244,390 | | | | | | | | | | | \$ 2,204,523 |

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

NATIVIDAD

| 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 | \$ 79,855,472 | \$ 70,450,645 | \$ 9,404,827 | 13.3 | Inpatient | \$ 157,004,907 | \$ 140,901,290 | \$ 16,103,617 | 11.4 | \$ 138,195,133 |
| 2 | 2,236,186 | 1,944,493 | 291,693 | 15.0 | Pro Fees | 4,932,308 | 3,888,986 | 1,043,322 | 26.8 | 4,190,519 |
| 3 | 27,989,196 | 32,170,736 | (4,181,540) | (13.0) | Outpatient | 56,516,622 | 64,341,472 | (7,824,850) | (12.2) | 65,012,695 |
| 4 | 110,080,854 | 104,565,874 | 5,514,980 | 5.3 | Total Patient Revenue | 218,453,837 | 209,131,748 | 9,322,089 | 4.5 | 207,398,347 |
| Deductions from Revenue | | | | | | | | | | |
| 5 | 82,859,399 | 77,716,714 | (5,142,685) | (6.6) | Contractual Deductions | 160,755,930 | 155,433,428 | (5,322,502) | (3.4) | 153,819,746 |
| 6 | 3,985,636 | 3,919,458 | (66,178) | (1.7) | Bad Debt | 9,796,071 | 7,838,916 | (1,957,155) | (25.0) | 8,156,961 |
| 7 | 183,546 | 420,251 | 236,705 | 56.3 | Unable to Pay | 382,069 | 840,502 | 458,433 | 54.5 | 649,679 |
| 8 | 87,028,581 | 82,056,423 | (4,972,158) | (6.1) | Total Contractual Discounts | 170,934,070 | 164,112,846 | (6,821,224) | (4.2) | 162,626,386 |
| 9 | 23,052,273 | 22,509,451 | 542,822 | 2.4 | Net Patient Revenue | 47,519,767 | 45,018,902 | 2,500,865 | 5.6 | 44,771,961 |
| 10 | 20.94% | 21.53% | | | As a percent of Gross Revenue | 21.75% | 21.53% | | | 21.59% |
| 11 | 6,422,375 | 4,823,004 | 1,599,371 | 33.2 | Total Government Funding | 12,298,240 | 9,646,008 | 2,652,232 | 27.50 | 10,112,429 |
| Other Operating Revenue: | | | | | | | | | | |
| 12 | 116,045 | 115,347 | 698 | 0.6 | Rent Income | 231,071 | 230,694 | 377 | 0.2 | 230,051 |
| 13 | 226,937 | 226,937 | - | - | Interest Income | 453,874 | 453,874 | 0 | - | 250,951 |
| 14 | 61,151 | 61,151 | - | - | NMF Contribution | 122,302 | 122,302 | 0 | - | 120,000 |
| 15 | 292,810 | 347,166 | (54,356) | (15.7) | Other Income | 898,986 | 694,332 | 204,654 | 29.5 | 676,829 |
| 16 | 696,943 | 750,601 | (53,658) | (7.1) | Total Other Operating Revenue | 1,706,233 | 1,501,202 | 205,031 | 13.7 | 1,277,831 |
| 17 | 30,171,591 | 28,083,056 | 2,088,535 | 7.4 | TOTAL REVENUE | 61,524,240 | 56,166,112 | 5,358,128 | 9.5 | 56,162,221 |
| EXPENSE | | | | | | | | | | |
| 18 | 16,009,888 | 16,115,015 | 105,127 | 0.7 | Salaries, Wages & Benefits | 34,304,020 | 32,230,030 | (2,073,990) | (6.4) | 30,401,497 |
| 19 | 1,182,181 | 72,353 | (1,109,828) | (1,533.9) | Registry | 2,072,631 | 144,706 | (1,927,925) | (1,332.3) | 622,908 |
| 20 | 3,495,114 | 3,436,705 | (58,409) | (1.7) | Phys/Residents SWB & Contract Fees | 6,914,163 | 6,873,410 | (40,753) | (0.6) | 6,760,547 |
| 21 | 2,987,834 | (12,629) | (12,629) | (0.4) | Purchased Services | 5,838,119 | 5,975,668 | 137,549 | 2.3 | 6,482,641 |
| 22 | 2,556,961 | 2,214,740 | (342,221) | (15.5) | Supplies | 5,316,727 | 4,429,480 | (887,247) | (20.0) | 4,741,533 |
| 23 | 320,092 | 308,025 | (12,067) | (3.9) | Insurance | 641,469 | 616,050 | (25,419) | (4.1) | 478,800 |
| 24 | 446,910 | 286,357 | (160,553) | (56.1) | Utilities and Telephone | 715,101 | 572,714 | (142,387) | (24.9) | 631,377 |
| 25 | 163,966 | 220,850 | 56,884 | 25.8 | Interest Expense | 339,348 | 441,700 | 102,352 | 23.2 | 392,052 |
| 26 | 975,367 | 1,044,973 | 69,606 | 6.7 | Depreciation & Amortization | 1,918,311 | 2,089,946 | 171,635 | 8.2 | 2,033,900 |
| 27 | 776,259 | 532,054 | (244,205) | (45.9) | Other Operating Expense | 1,259,828 | 1,064,108 | (195,720) | (18.4) | 947,319 |
| 28 | 28,927,201 | 27,218,906 | (1,708,295) | (6.3) | TOTAL EXPENSE | 59,319,717 | 54,437,812 | (4,881,905) | (9.0) | 53,492,574 |
| 29 | 1,244,390 | 864,150 | 380,240 | 44.0 | NET INCOME(LOSS) | 2,204,523 | 1,728,300 | 476,223 | 27.6 | 2,669,647 |
| CAPITAL CONTRIBUTIONS | | | | | | | | | | |
| 30 | | | | | | | | | | |
| 31 | - | - | - | - | County Contribution | - | - | - | - | - |
| 32 | - | - | - | - | | - | - | - | - | - |
| 33 | - | - | - | - | | - | - | - | - | - |
| 34 | 1,244,390 | 864,150 | 380,240 | 44.0 | CHANGE IN NET ASSETS | 2,204,523 | 1,728,300 | 476,223 | 27.6 | 2,669,647 |

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

| | | CURRENT MONTH | | | | YEAR-TO-DATE | | | | | |
|----|----|-------------------------------------------|-----------|-----------------------|-----------|--------------|-----------|---------|--------|-----------------------|--------|
| | | Budget | | Variance fav. (unfav) | | Actual | | Budget | | Variance fav. (unfav) | |
| | | Actual | | \$ VAR. | % VAR | | | \$ VAR. | % VAR | | |
| | | 5,247 | 5,016 | 231 | 4.6% | 10,514 | 10,030 | 484 | 4.8% | 9,733 | |
| | | <div>REVENUE</div> | | | | | | | | | |
| | | <div>ADJUSTED PATIENT DAYS</div> | | | | | | | | | |
| | | <div>Patient Revenue:</div> | | | | | | | | | |
| 1 | \$ | 15,219 | \$ 14,046 | \$ 1,173 | 8.4 % | \$ | \$ 14,048 | \$ 885 | 6.3% | \$ | 14,199 |
| 2 | | 426 | 388 | 39 | 9.9 | | 388 | 81 | 21.0 | | 431 |
| 3 | | 5,334 | 6,414 | (1,080) | (16.8) | | 6,415 | (1,040) | (16.2) | | 6,680 |
| 4 | | 20,979 | 20,847 | 132 | 0.6 | | 20,851 | (73) | (0.4) | | 21,309 |
| | | <div>Deductions from revenue</div> | | | | | | | | | |
| 5 | | 15,791 | 15,494 | (297) | (1.9) | | 15,497 | 207 | 1.3 | | 15,804 |
| 6 | | 760 | 781 | 22 | 2.8 | | 782 | (150) | (19.2) | | 838 |
| 7 | | 35 | 84 | 49 | 58.2 | | 84 | 47 | 56.6 | | 67 |
| 8 | | 16,586 | 16,359 | (227) | (1.4) | | 16,362 | 105 | 0.6 | | 16,709 |
| 9 | | 4,393 | 4,488 | (94) | (2.1) | | 4,488 | 31 | 0.7 | | 4,600 |
| 10 | | 20.94% | 21.53% | | | | 21.53% | | | | 21.59% |
| | | <div>Net Patient Revenue</div> | | | | | | | | | |
| | | <div>As a percent of Gross Revenue</div> | | | | | | | | | |
| | | <div>Total Government Funding</div> | | | | | | | | | |
| 11 | | 1,224 | 962 | 262 | 27.3 | | 962 | 208 | 21.6 | | 1,039 |
| | | <div>Other Operating Revenue:</div> | | | | | | | | | |
| 12 | | 22 | 23 | (1) | (3.8) | | 23 | (1) | (4.4) | | 24 |
| 13 | | 43 | 45 | (2) | (4.4) | | 45 | (2) | (4.6) | | 26 |
| 14 | | 12 | 12 | (1) | (4.4) | | 12 | (1) | (4.6) | | 12 |
| 15 | | 56 | 69 | (13) | (19.4) | | 69 | 16 | 23.5 | | 70 |
| 16 | | 133 | 150 | (17) | (11.2) | | 150 | 13 | 8.4 | | 131 |
| 17 | | 5,750 | 5,599 | 151 | 2.7 | | 5,600 | 252 | 4.5 | | 5,770 |
| | | <div>TOTAL REVENUE</div> | | | | | | | | | |
| | | <div>EXPENSE</div> | | | | | | | | | |
| | | <div>Salaries, Wages & Benefits</div> | | | | | | | | | |
| 18 | | 3,051 | 3,213 | 162 | 5.0 | | 3,263 | (49) | (1.5) | | 3,124 |
| 19 | | 225 | 14 | (211) | (1,461.9) | | 14 | (183) | 64 | | 64 |
| 20 | | 666 | 685 | 19 | 2.8 | | 685 | 28 | 4.0 | | 695 |
| 21 | | 572 | 596 | 24 | 4.0 | | 596 | 41 | 6.8 | | 666 |
| 22 | | 487 | 442 | (46) | (10.4) | | 442 | (64) | (14.5) | | 487 |
| 23 | | 61 | 61 | 0 | 0.7 | | 61 | 0 | 0.7 | | 49 |
| 24 | | 85 | 57 | (28) | (49.2) | | 57 | (11) | (19.1) | | 65 |
| 25 | | 31 | 44 | 13 | 29.0 | | 44 | 12 | 26.7 | | 40 |
| 26 | | 186 | 208 | 22 | 10.8 | | 208 | 26 | 12.4 | | 209 |
| 27 | | 148 | 106 | (42) | (39.5) | | 106 | (14) | (12.9) | | 97 |
| 28 | | 5,513 | 5,427 | (86) | (1.6) | | 5,427 | (214) | (4.0) | | 5,496 |
| | | <div>TOTAL EXPENSE</div> | | | | | | | | | |
| | | <div>NET INCOME(LOSS)</div> | | | | | | | | | |
| 29 | | 237 | 172 | 65 | 37.7 | | 172 | 37 | 21.7 | | 274 |
| | | <div>CAPITAL CONTRIBUTIONS</div> | | | | | | | | | |
| 30 | | | | | | | | | | | |
| 31 | | - | - | - | - | | - | - | - | | - |
| 32 | | - | - | - | - | | - | - | - | | - |
| 33 | | - | - | - | - | | - | - | - | | - |
| | | <div>County Contribution</div> | | | | | | | | | |
| 34 | \$ | 237 | \$ 172 | \$ 65 | 38 % | \$ | 210 | \$ 37 | 21.7 % | \$ | 274 |
| | | <div>CHANGE IN NET ASSETS</div> | | | | | | | | | |

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

| | | CURRENT MONTH | | | YEAR - TO - DATE | | | | | | | |
|----|----|---------------|--------|--------------|------------------|-------------|---------------|--------------|--------------|-----------|-----|---|
| | | BEGINNING | ENDING | INC/(DEC) | BEGINNING | ENDING | INC/(DEC) | % CHG. | | | | |
| | | | | | | | | | | | | |
| 1 | \$ | 52,102,836 | \$ | (4,063,460) | \$ | 63,675,585 | \$ | (15,636,209) | (24.6) | % | | |
| 2 | | 11,810,000 | | - | 11,810,000 | | 48,039,376 | | - | | | |
| 3 | | 32,717,959 | | 4,523,026 | 30,883,308 | | 37,240,985 | | 6,357,677 | 20.6 | | |
| 4 | | 23,604,615 | | 16,594,071 | 15,391,266 | | 40,198,686 | | 24,807,420 | 161.2 | | |
| 5 | | 5,316,188 | | 93,168 | 4,817,007 | | 5,409,356 | | 592,349 | 12.3 | | |
| 6 | | 4,455,101 | | 9,204 | 4,805,878 | | 4,464,305 | | (341,573) | (7.1) | | |
| 7 | | 130,006,699 | | 17,156,009 | 131,383,044 | | 147,162,708 | | 15,779,664 | 12.0 | | |
| 8 | | | | | | | | | | | | |
| 9 | | 323,694,865 | | 2,951,475 | 322,269,473 | | 326,646,340 | | 4,376,867 | 1.4 | | |
| 10 | | (198,448,396) | | (975,803) | (197,505,014) | | (199,424,199) | | (1,919,185) | (1.0) | | |
| 11 | | 125,246,469 | | 1,975,672 | 124,764,459 | | 127,222,141 | | 2,457,682 | 2.0 | | |
| 12 | | 196,852,111 | | (14,324,264) | 196,892,014 | | 182,527,847 | | (14,364,167) | (7.3) | | |
| 13 | | - | | - | - | | - | | - | - | | |
| 14 | | 166,086 | | - | 166,086 | | 166,086 | | - | - | | |
| 15 | | 166,086 | | - | 166,086 | | 166,086 | | - | - | | |
| 16 | \$ | 452,271,365 | \$ | 4,807,417 | \$ | 453,205,603 | \$ | 457,078,782 | \$ | 3,873,179 | 0.9 | % |
| 17 | | 31,072,441 | | 1,836,714 | 27,410,312 | | 32,909,155 | | 5,498,843 | 20.1 | | |
| 18 | | 8,154,549 | | 1,427,900 | 12,016,167 | | 9,582,449 | | (2,433,718) | (20.3) | | |
| 19 | | 36,402,650 | | - | 36,402,650 | | 36,402,650 | | - | - | | |
| 20 | | 3,888,614 | | - | 3,888,614 | | 3,888,614 | | - | - | | |
| 21 | | 9,205,124 | | 299,306 | 10,989,112 | | 9,504,430 | | (1,394,682) | (12.8) | | |
| 22 | | 88,723,378 | | 3,563,920 | 90,616,855 | | 92,287,298 | | 1,670,443 | 1.8 | | |
| 23 | | - | | - | - | | - | | - | - | | |
| 24 | | - | | - | - | | - | | - | - | | |
| 25 | | 33,738,119 | | (893) | 33,739,013 | | 33,737,226 | | (1,787) | (0.0) | | |
| 26 | | 33,738,119 | | (893) | 33,739,013 | | 33,737,226 | | (1,787) | (0.0) | | |
| 27 | | 328,849,735 | | - | 328,849,735 | | 328,849,735 | | - | - | | |
| 28 | | 960,133 | | 1,244,390 | - | | 2,204,523 | | 2,204,523 | 100.0 | | |
| 29 | | 329,809,868 | | 1,244,390 | 328,849,735 | | 331,054,258 | | 2,204,523 | 0.7 | | |
| 30 | \$ | 452,271,365 | \$ | 4,807,417 | \$ | 453,205,603 | \$ | 457,078,782 | \$ | 3,873,179 | 0.9 | % |

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

NATIVIDAD
STATE AND COUNTY RECEIVABLES
AS OF 08/31/20

BALANCE SHEET

| | Req. Balance | Accruals | Reclas and Adj | Payment LHP Final Rec'd | GPP /PRIME | IGT | Payments | Ending Balance |
|--------------------------------|----------------------|----------------------|---------------------|----------------------------|-------------|----------------------|-----------------------|----------------------|
| Medi-Cal Waiver (DSH +SNCP) | \$ (536,306) | 4,161,644 | | | | 2,259,037 | (2,780,787) | 3,103,588 |
| Hospital Fee | (454,535) | 161,370 | | | | | | (293,165) |
| Rate Range IGT-CCAH- | 5,562,092 | 1,375,890 | | | | | | 6,937,982 |
| MCMC EPP | 131,667 | 1,318,136 | | | | 3,939,641 | | 5,389,444 |
| MCMC QIP | 8,800,892 | 1,499,042 | | | | 9,221,285 | | 19,521,219 |
| SB1732 | 1,067,767 | 662,466 | | | | 1,730,233 | | 611,506 |
| AB 915 | - | 611,506 | | | | | | 1,388,601 |
| Medical GME | 1,115,298 | | | | | 2,229,211 | (1,955,908) | (2,223,323) |
| CARES ACT Funding | (3,651,146) | | 1,460,460 | | | | (32,637) | 109,444 |
| A/R Office Buildings | 58,383 | 245,538 | | | | | (194,477) | 50,958 |
| Medical HPE | - | 50,958 | | | | | | 1,587,874 |
| Interest Accrued Positive Cash | 1,134,000 | 453,874 | | | | | | 1,242,785 |
| Accrued Donations | 1,574,818 | 122,302 | | | | | (454,335) | 305,544 |
| A/R Jail-PG&E | 137,709 | 171,090 | | | | | (3,256) | 735,997 |
| Health Department | 450,627 | 285,370 | | | | | | |
| STATE RECEIVABLES | \$ 15,391,266 | \$ 11,119,186 | \$ 1,460,460 | \$ - | \$ - | \$ 17,649,174 | \$ (5,421,399) | \$ 40,198,686 |

P & L

| | YTD Aug-20 |
|------------------------------------------|----------------------|
| Medi-Cal DSH /SNCP/PHYS SPA | \$ 2,134,977 |
| PRIME | 2,026,667 |
| Rate Range IGT-CCAH- | 1,375,890 |
| Esperanza Care | (399,726) |
| Family First C-19 Response-FMAP Enhance- | 935,766 |
| EMS/ Maddy Funds | 166,059 |
| CARES Act Funding | 1,460,460 |
| HPE | 50,958 |
| Hospital Fee | 161,370 |
| MCMC EPP | 1,318,136 |
| HD Residency Support | (84,932) |
| MCMC QIP | 1,499,042 |
| AB915 | 611,506 |
| Medicare GME | 319,600 |
| SR 1732 | 662,466 |
| UT 'ERNMENT FUNDING INCOME | \$ 12,298,239 |

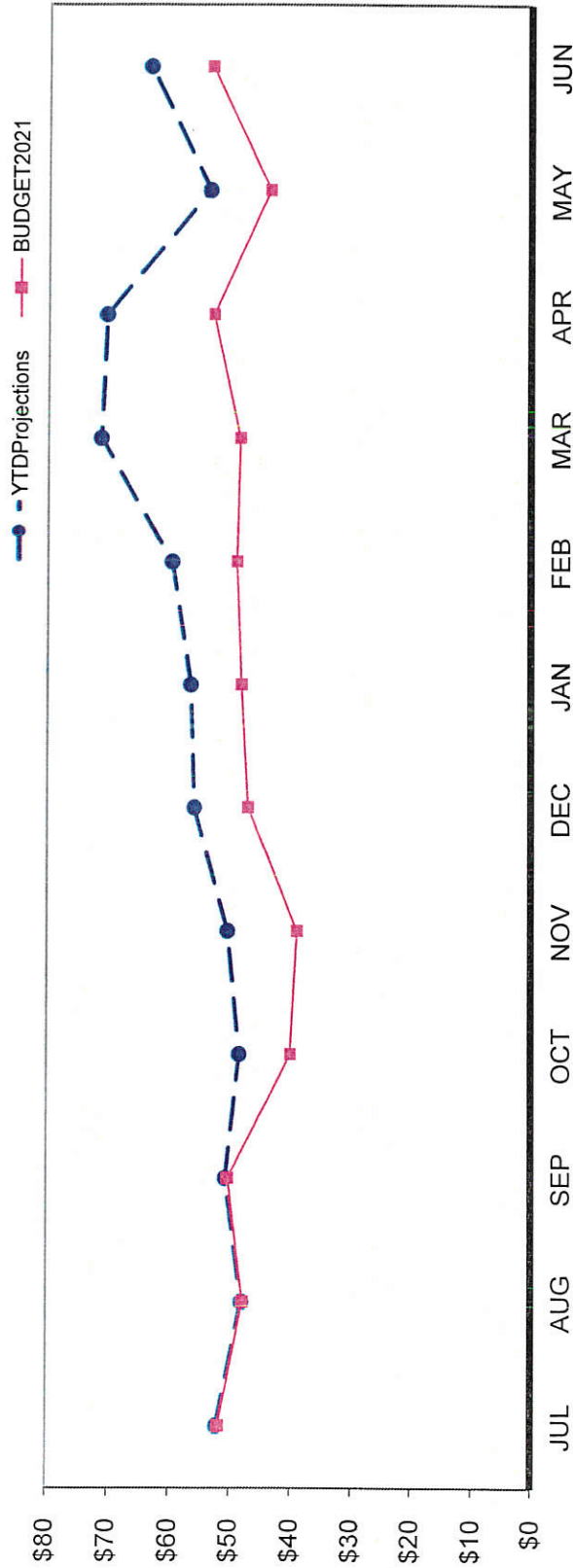
NATIVIDAD
STATEMENT OF CASH FLOWS
AS OF AUGUST 31, 2020

| | CURRENT MONTH | YEAR - TO - DATE |
|----|---------------|------------------|
| 1 | \$ 52,102,836 | |
| 2 | | \$ 63,675,585 |
| 3 | 1,244,390 | |
| 4 | - | 2,204,523 |
| 5 | 975,803 | - |
| 6 | 2,220,193 | 1,919,185 |
| | | 4,123,708 |
| 7 | | |
| 8 | (4,523,026) | |
| 9 | (16,594,071) | (6,357,677) |
| 10 | (102,372) | (24,807,420) |
| 11 | 1,836,714 | (250,776) |
| 12 | 1,427,900 | 5,498,843 |
| 13 | - | (2,433,718) |
| 14 | - | - |
| 15 | - | 0 |
| 16 | 299,306 | (1,394,682) |
| 17 | (17,655,549) | (29,745,430) |
| 18 | | |
| 19 | (2,951,475) | (4,376,867) |
| 20 | - | - |
| 21 | (2,951,475) | (4,376,867) |
| 22 | | |
| 23 | (893) | (1,787) |
| 24 | 14,324,264 | 14,364,167 |
| 25 | - | - |
| 26 | 14,323,371 | 14,362,380 |
| 27 | (4,063,460) | (15,636,209) |
| 28 | \$ 48,039,376 | \$ 48,039,376 |

NATIVIDAD
RECONCILIATION OF GOVERNMENT FUNDING
FISCAL YEAR 2021

| | <u>BDGT-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 | - | 935,766 | 935,766 |
| 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 | 1,446,267 | 94,267 |
| EMS/ Maddy | - | 166,059 | 166,059 |
| Provider Fee | 950,000 | 950,000 | - |
| | <u>\$ 56,787,000</u> | <u>\$ 61,634,242</u> | <u>\$ 4,847,242</u> |

Cash Flow Performance Fiscal Year 2021 (in Millions)



| Months | ACTUAL | ACTUAL | ESTIMATE | ESTIMATE | ESTIMATE | ESTIMATE | ESTIMATE | ESTIMATE | ESTIMATE | ESTIMATE | ESTIMATE | ESTIMATE | ESTIMATE |
|----------|--------|--------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|
| | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | |
| YTD | 52.1 | 48.0 | 50.7 | 48.5 | 50.5 | 56.0 | 56.7 | 59.8 | 71.3 | 70.5 | 53.7 | 63.5 | |
| BDGT | 51.8 | 47.9 | 50.3 | 40.2 | 39.1 | 47.2 | 48.4 | 49.2 | 48.7 | 53.1 | 44.0 | 53.4 | |
| Variance | 0.3 | 0.2 | 0.4 | 8.3 | 11.3 | 8.8 | 8.3 | 10.6 | 22.6 | 17.4 | 9.8 | 10.0 | |

NATIVIDAD
CASH FORECAST
FISCAL YEAR 2021

| | ACTUAL JUL | ACTUAL 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 | 63,564,173 | 52,099,321 | 48,035,095 | 50,721,343 | 49,476,953 | 50,451,022 | 50,013,824 | 50,661,688 | 50,750,834 | 71,320,130 | 70,498,212 | 53,728,463 | 69,864,173 |
| CASH RECEIPTS | | | | | | | | | | | | | |
| Patient Revenues (incl pro fees and lab cas) | 22,793,778 | 18,345,556 | 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 | 258,705,507 |
| Provider Fee | - | - | 78,167 | 78,167 | 78,167 | 78,167 | 78,167 | 78,167 | 78,167 | 78,167 | 78,167 | 78,167 | 781,667 |
| RR LGT CCAH | - | - | 333,333 | 333,333 | 333,333 | 333,333 | 333,333 | 333,333 | 333,333 | 333,333 | 333,333 | 333,333 | 3,999,999 |
| HHS/ CARE Stimulus <COVID19> | 277,658 | 658,108 | 333,333 | 333,333 | 333,333 | 333,333 | 333,333 | 333,333 | 333,333 | 333,333 | 333,333 | 333,333 | 3,999,999 |
| SHORT DOYLE | - | 369,095 | 25,479 | 25,479 | 25,479 | 25,479 | 25,479 | 25,479 | 25,479 | 25,479 | 25,479 | 25,479 | 303,333 |
| HPE Education Donations | 464,335 | - | 425,001 | 425,001 | 425,001 | 425,001 | 425,001 | 425,001 | 425,001 | 425,001 | 425,001 | 425,001 | 5,100,012 |
| SEALTH DEPARTMENT REIMB | - | - | 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 | 28,856,622 |
| ACAL GME | - | 1,955,958 | 141,667 | 141,667 | 141,667 | 141,667 | 141,667 | 141,667 | 141,667 | 141,667 | 141,667 | 141,667 | 1,700,004 |
| AB915 | - | 2,760,787 | 6,532,321 | 6,532,321 | 6,532,321 | 6,532,321 | 6,532,321 | 6,532,321 | 6,532,321 | 6,532,321 | 6,532,321 | 6,532,321 | 78,387,856 |
| GPP Final FY18-19 | - | - | 3,062,276 | 3,062,276 | 3,062,276 | 3,062,276 | 3,062,276 | 3,062,276 | 3,062,276 | 3,062,276 | 3,062,276 | 3,062,276 | 36,747,312 |
| GPP FY20-21 | - | - | 1,962,932 | 1,962,932 | 1,962,932 | 1,962,932 | 1,962,932 | 1,962,932 | 1,962,932 | 1,962,932 | 1,962,932 | 1,962,932 | 23,555,192 |
| CLIP | - | - | 3,062,276 | 3,062,276 | 3,062,276 | 3,062,276 | 3,062,276 | 3,062,276 | 3,062,276 | 3,062,276 | 3,062,276 | 3,062,276 | 36,747,312 |
| Phys SPA | - | - | 1,962,932 | 1,962,932 | 1,962,932 | 1,962,932 | 1,962,932 | 1,962,932 | 1,962,932 | 1,962,932 | 1,962,932 | 1,962,932 | 23,555,192 |
| HPE | - | - | 4,317,023 | 4,317,023 | 4,317,023 | 4,317,023 | 4,317,023 | 4,317,023 | 4,317,023 | 4,317,023 | 4,317,023 | 4,317,023 | 51,804,276 |
| SHS GPE Final Reconciliation FY08-09 | - | - | 1,740,086 | 1,740,086 | 1,740,086 | 1,740,086 | 1,740,086 | 1,740,086 | 1,740,086 | 1,740,086 | 1,740,086 | 1,740,086 | 20,881,023 |
| PRIME LGT | - | - | - | - | - | - | - | - | - | - | - | - | - |
| SH1723 | - | - | 2,800,000 | 2,800,000 | 2,800,000 | 2,800,000 | 2,800,000 | 2,800,000 | 2,800,000 | 2,800,000 | 2,800,000 | 2,800,000 | 33,600,000 |
| GPP Y5 FY19-20 Q4 | - | - | 6,331,405 | 6,331,405 | 6,331,405 | 6,331,405 | 6,331,405 | 6,331,405 | 6,331,405 | 6,331,405 | 6,331,405 | 6,331,405 | 76,576,860 |
| TIME BLWEEKLY | 159,800 | 159,800 | 114,827 | 114,827 | 114,827 | 114,827 | 114,827 | 114,827 | 114,827 | 114,827 | 114,827 | 114,827 | 1,377,924 |
| Rent Income | 22,147 | 157,862 | 113,176 | 113,176 | 113,176 | 113,176 | 113,176 | 113,176 | 113,176 | 113,176 | 113,176 | 113,176 | 1,377,924 |
| EMIS Maddy Funds | - | 168,059 | 781,153 | 781,153 | 781,153 | 781,153 | 781,153 | 781,153 | 781,153 | 781,153 | 781,153 | 781,153 | 9,373,839 |
| Fund 404 Transfer | - | 13,160,928 | 5,982,755 | 5,982,755 | 5,982,755 | 5,982,755 | 5,982,755 | 5,982,755 | 5,982,755 | 5,982,755 | 5,982,755 | 5,982,755 | 71,793,255 |
| LGT Sub-Fund Transfer Tr(Ou) | - | - | 668,000 | 668,000 | 668,000 | 668,000 | 668,000 | 668,000 | 668,000 | 668,000 | 668,000 | 668,000 | 8,016,000 |
| Interest Income | 322,833 | 30,772 | 156,310 | 156,310 | 156,310 | 156,310 | 156,310 | 156,310 | 156,310 | 156,310 | 156,310 | 156,310 | 1,875,722 |
| Interest Revenue | 24,030,551 | 38,021,350 | 38,853,555 | 42,112,361 | 30,169,496 | 32,412,544 | 31,840,268 | 30,216,934 | 40,562,717 | 28,652,105 | 35,965,361 | 40,578,720 | 414,174,914 |
| Total Cash Receipts | - | - | - | - | - | - | - | - | - | - | - | - | - |
| CASH DISBURSEMENTS | | | | | | | | | | | | | |
| Purchased Services and Supplies | 10,113,586 | 6,061,789 | 7,087,601 | 7,087,601 | 7,087,601 | 7,087,601 | 7,087,601 | 7,087,601 | 7,087,601 | 7,087,601 | 7,087,601 | 7,087,601 | 87,071,360 |
| Rent Range Assessment Fee FY18-19 | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Rent Range LGT FY18-19 | - | - | - | - | - | - | - | - | - | - | - | - | - |
| PRIME LGT | - | 870,108 | - | - | - | - | - | - | - | - | - | - | 870,108 |
| LGT MEDICAL GME | 1,026,852 | 1,202,360 | - | - | - | - | - | - | - | - | - | - | 2,229,212 |
| LGT SFY2018-19 GPP-Final | 1,380,004 | - | - | - | - | - | - | - | - | - | - | - | 1,380,004 |
| LGT GPP & ext extension FY20-21 | - | - | 3,533,837 | 3,533,837 | 3,533,837 | 3,533,837 | 3,533,837 | 3,533,837 | 3,533,837 | 3,533,837 | 3,533,837 | 3,533,837 | 42,406,004 |
| LGT QIP | - | 9,221,245 | - | - | - | - | - | - | - | - | - | - | 9,221,245 |
| LGT EPP | - | 3,939,641 | - | - | - | - | - | - | - | - | - | - | 3,939,641 |
| Building Lease / Rental Equipment | 247,612 | 427,032 | 247,612 | 247,612 | 247,612 | 247,612 | 247,612 | 247,612 | 247,612 | 247,612 | 247,612 | 247,612 | 2,971,344 |
| CDP Principal & Interest Payments | 15,515,558 | 15,862,978 | 15,754,268 | 15,959,959 | 17,196,358 | 17,760,568 | 17,760,568 | 17,760,568 | 17,760,568 | 17,760,568 | 17,760,568 | 17,760,568 | 207,960,074 |
| Capital and Benefits | 18,680 | - | - | - | - | - | - | - | - | - | - | - | 18,680 |
| LGT GPP FY19-20 Q1 & 4 | - | 2,428,858 | - | - | - | - | - | - | - | - | - | - | 2,428,858 |
| COWC-AP | 5,659,509 | - | - | - | - | - | - | - | - | - | - | - | 5,659,509 |
| FY20-21 MH MOU | 101,285 | - | - | - | - | - | - | - | - | - | - | - | 101,285 |
| Outs Processing | 1,101,515 | 205,705 | 205,705 | 205,705 | 205,705 | 205,705 | 205,705 | 205,705 | 205,705 | 205,705 | 205,705 | 205,705 | 2,513,564 |
| DSH LGT/COPE Final Reconciliation FY09-10 | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Medi-Cal Final Settlement FY11-12 | - | - | - | - | - | - | - | - | - | - | - | - | - |
| PRIME LGT | - | - | 2,736,216 | 2,736,216 | 2,736,216 | 2,736,216 | 2,736,216 | 2,736,216 | 2,736,216 | 2,736,216 | 2,736,216 | 2,736,216 | 32,834,592 |
| Transfer to Fund 451 | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Transfer to Fund 451 to 404 & LGT Fund | - | 1,198,107 | 761,153 | 761,153 | 2,367,782 | 1,062,830 | 4,697,555 | 2,435,220 | 2,570,862 | 2,653,323 | 2,653,323 | 4,211,548 | 28,300,000 |
| Capital Expenditures Fund 404 | 1,425,392 | 2,951,476 | 341,200 | 697,573 | 1,070,346 | 476,432 | 1,623,363 | 1,091,630 | 1,152,353 | 1,070,052 | 1,419,079 | 1,419,079 | 16,974,431 |
| Capital Expenditures | 35,995,403 | 43,085,576 | 36,107,348 | 44,556,752 | 28,185,422 | 26,845,747 | 31,201,393 | 27,117,700 | 29,033,520 | 29,514,024 | 52,414,859 | 30,837,361 | 414,365,174 |
| Total Cash Disbursements | (11,564,852) | (4,064,226) | 2,686,248 | (2,344,381) | 1,974,075 | 5,562,787 | 647,876 | 3,099,234 | 11,559,187 | (861,918) | (16,720,728) | 9,741,430 | (194,269) |
| Increase/(Decrease) | 52,099,321 | 48,035,095 | 50,721,343 | 48,476,953 | 50,451,027 | 50,013,824 | 50,661,689 | 50,750,834 | 71,320,130 | 70,498,212 | 53,728,463 | 63,469,913 | 69,864,173 |
| Ending Cash Fund 451 | - | - | - | - | - | - | - | - | - | - | - | - | - |
| (*) Cash In Transit | | | | | | | | | | | | | |
| (*) Petty Cash and CC | 3,514 | 5,068 | 3,680 | 3,680 | 3,680 | 3,680 | 3,680 | 3,680 | 3,680 | 3,680 | 3,680 | 3,680 | 43,473,593 |
| Ending Cash as per 6/L | 52,102,635 | 48,040,154 | 50,725,023 | 48,480,633 | 50,454,707 | 50,017,504 | 50,665,379 | 50,764,614 | 71,323,810 | 70,461,892 | 53,731,163 | 63,473,593 | 69,864,173 |
| Fund 404 | | | | | | | | | | | | | |
| Beginning Balance | 74,680,721 | 74,680,721 | 73,484,614 | 72,723,461 | 71,256,540 | 68,865,756 | 67,805,028 | 63,738,373 | 61,303,153 | 59,732,471 | 56,876,148 | 48,592,669 | - |
| Transfer In from Fund 451 | - | - | (1,198,107) | (761,153) | (2,367,782) | (1,062,830) | (4,697,555) | (2,435,220) | (2,570,862) | (2,653,323) | (4,211,548) | (4,211,548) | - |
| Transfer Out to Fund 404 | 74,680,721 | 73,484,614 | 72,723,461 | 71,256,540 | 68,865,756 | 67,805,028 | 63,738,373 | 61,303,153 | 59,732,471 | 56,876,148 | 48,592,669 | 45,380,721 | - |
| Ending Cash Fund 404 | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Ending Cash Fund 451 & 404 | | | | | | | | | | | | | |
| Ending Cash Fund 451 & 404 | 126,780,042 | 121,519,709 | 123,444,604 | 119,733,493 | 119,519,785 | 123,819,752 | 120,400,072 | 121,064,087 | 130,052,601 | 126,337,360 | 103,21,152 | 108,850,834 | 126,780,042 |