



**Finance Committee  
Special Meeting  
2020**

**November 13, 2020**



## **Finance Committee Special Meeting**

**Friday, November 13, 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](mailto:Natividadpubliccomments@natividad.com) by 2:00 p.m. on the Thursday prior to the Committee meeting. To assist Natividad staff in identifying the agenda item to which the comment relates, the public is requested to indicate the Committee date and agenda number in the subject line. Comments received by the 2:00 p.m. Thursday deadline will be distributed to the Committee and will be placed in the record.
2. Members of the public wishing to comment on a specific agenda item while the matter is being heard may participate by any of the following means:
  - a. When the Chair calls for public comment on an agenda item, the Secretary of the Committee or his or her designee will first ascertain who wants to testify (among those who are in the meeting



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

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

### **Call to Order**

**Marcia Atkinson, Chair**

### **Roll Call**

### **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 October 9, 2020. *Pages 7-13*

### **Consent Items**

2. Approve for consideration by the NMC Board of Trustees the Items in Attachment A. *Pages 14-40*
3. Approve the schedule of regular meetings of the Finance Committee for calendar year 2021 in Attachment B. *Page 6*

## Scheduled Items/Discussion Items

4. Review and approve for consideration by the NMC Board of Trustees the following request which is in the final stages of negotiation:
  - a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 7 to the agreement (A-14052) with CenturyLink Communications LLC for Lumen Security Log Monitoring services, extending the agreement an additional three (3) year period (December 1, 2020 through November 30, 2023) for a revised full agreement term of July 21, 2015 through November 30, 2023, and adding \$186,853 for a revised total agreement amount not to exceed \$563,226.
  - b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (3) future addendums to the agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$10,549) of the original cost of the agreement. *Pages 41-42 (Ari Entin)*
5. 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 or his designee to execute the Professional and Call Coverage Services Agreement with Monterey Anesthesia Professionals (MAP) to provide anesthesia services for the period January 1, 2021 to December 31, 2021, for an amount not to exceed amount of \$4,200,000 in the aggregate; 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 exceed 10% (\$420,000) of the original contract amount and do not significantly change the scope of work. *Pages 43-44 (Dr. Craig Walls)*
6. Receive and Approve September 2020 Financial Report. *Pages 45-57* **Daniel Leon, CFO**

## Adjournment

**NEXT FINANCE COMMITTEE MEETING:  
FRIDAY, JANUARY 8, 2021 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, November 13, 2020**  
**Consent Items**

**Attachment A**

<b>1.</b> <i>Pages 14-15</i>	a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with Jane Finney, CLS, MBA, CPHQ, CPPS for on-site and off-site professional consulting services regarding the Delivery System Incentive Program at NMC for an amount not to exceed \$150,000 with an agreement term of one (1) year (November 9, 2020 through November 8, 2021).
<b>2.</b> <i>Pages 16-17</i>	a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement (A-14560) with Everbridge, Inc. for critical event management software services, adding \$6,500 for a revised total agreement amount not to exceed \$134,142, with no changes to the term of the Agreement term November 22, 2019 through January 29, 2022.
<b>3.</b> <i>Pages 18-19</i>	Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement with Flycast Partners, Inc. for extending software support of the BMC client management toolset, and extending the agreement term an additional two (2) year period (June 1, 2022 through May 31, 2024) for a revised full agreement term of June 1, 2019 through May 31, 2024, and adding \$68,218 for a revised total agreement amount not to exceed \$167,541.
<b>4.</b> <i>Pages 20-21</i>	a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement (A-14304) with the American Heart Association, Inc. for program participation and stroke center accreditation, providing funding in the amount of \$48,005 for an additional five (5) year period (May 14, 2020 through May 13, 2025), for a revised full agreement term of May 14, 2019 through May 13, 2025, and a revised total agreement amount not to exceed \$52,485.
<b>5.</b> <i>Pages 22-23</i>	a. Adopt the Natividad Medical Center (NMC) 2019 Job Order Contracting (JOC) Construction Task Catalog, Technical Specifications and Project Manuals for JOC 2019, Project No. JOC Bid No. NMC 2021-01, Bid No. NMC 2021-02, and NMC 2021-03; and b. Authorize advertising the "Notice to Contractors" in a newspaper of general circulation.
<b>6.</b> <i>Pages 24-25</i>	a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement (A-14474) with Johnson Controls, Inc. for repair and maintenance services on automation for heating, ventilation, air conditioning and the variable frequency drive (VFD) system at NMC, adding \$300,000 for a revised total agreement amount not to exceed \$450,000, with no changes to the current agreement term September 1, 2019 through August 31, 2022.
<b>7.</b> <i>Pages 26-27</i>	Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 6 to the agreement (A-13506) with Focus One Solutions, LLC for a Healthcare Vendor Management System pursuant to the Request for Proposal (RFP) # 9600-62, adding \$10,000,000 for a revised total agreement amount not to exceed \$30,563,000 and with no changes to the current agreement term of April 19, 2020 through June April 18, 2022.
<b>8.</b> <i>Pages 28-30</i>	a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 4 to the agreements with Navin Haffty & Associates and Leidos Health LLC dba Ettain Group for information technology (IT) consulting services pursuant to Request for Proposal (RFP) #9600-67 to extend the term for an additional one (1) year period through January 10, 2022 for a revised term January 11, 2017 through January 10, 2022; and b. Authorize an aggregate increase of \$4,200,000 for a total amount not to exceed \$14,481,000.

<b>9</b> <i>Pages 31-32</i>	<ul style="list-style-type: none"> <li>a. Authorize the Chief Executive Office for Natividad or his designee to execute the Second Amendment to the Professional Services Agreement (A-14492) with The Regents of the University of California, a public corporation, on behalf of the University of California, San Francisco, School of Medicine, Department of Pediatrics (UCSF) to provide pediatric cardiology services extending the term by twelve months (January 1, 2021 to December 31, 2021) for a revised full agreement term of January 1, 2018 to December 31, 2021, and adding \$200,000 for a revised total not to exceed amount of \$500,000 in the aggregate; and</li> <li>b. Authorize the Chief Executive Office for Natividad 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% (\$10,000) of the original contract amount per each amendment.</li> </ul>
<b>10.</b> <i>Pages 33-34</i>	<ul style="list-style-type: none"> <li>a. Authorize the Chief Executive Office for Natividad Medical Center or his designee to execute the First Amendment to the Professional Services Agreement with Reiko Sakai M.D. to provide pediatric hospitalist services, adding \$100,000 for a revised total not to exceed amount of \$200,000 in the aggregate without changing the Agreement term which is July 1, 2020 to June 30, 2022; and</li> <li>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 exceed 10% (\$100,000) of the original contract amount and do not significantly change the scope of work.</li> </ul>
<b>11.</b> <i>Pages 35-36</i>	<ul style="list-style-type: none"> <li>a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute the Third Amendment to the Professional and Call Coverage Services Agreement (A-13055) with Muralidhara R. Raju, M.D. to provide neurosurgery services, extending the term by twelve months (January 1, 2021 to December 31, 2021) for a revised full term of March 1, 2016 to December 31, 2021 and adding \$400,000 for a revised amount not to exceed \$1,200,000 in the aggregate; and</li> <li>b. Authorize the Chief Executive Officer for NMC to sign up to three (3) future amendments to this agreement where the total amendments do not significantly change the scope of work and do not cause an increase of more than ten percent 10% (\$30,000) of the original contract amount per each amendment.</li> </ul>
<b>12.</b> <i>Pages 37-38</i>	<ul style="list-style-type: none"> <li>a. Authorize the Chief Executive Officer for NMC or his designee to execute a no cost Student Placement Agreement with Baylor University for Physical, Occupational and Speech Therapy students with an agreement term of January 1, 2021 through December 31, 2026.</li> <li>b. Approve the NMC Chief Executive Officer's recommendation to accept non-standard indemnification and insurance provisions within the agreement.</li> </ul>
<b>13.</b> <i>Pages 39-40</i>	<p>Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 5 to the agreement (A-14083) with Health Management Associates, Inc. for consulting services associated with patient alignment, county ambulatory clinics and health plan member access for Natividad, extending the agreement an additional one (1) year period (January 2, 2021 through January 1, 2022) for a revised full agreement term of January 2, 2017 through January 1, 2022, with no increases to the total agreement amount of \$380,000.</p>





**Finance Committee Special Meeting**  
**Friday, November 13, 2020**  
**Consent Items**

**Attachment B**

**Natividad Medical Center**  
**Finance Committee**  
**2021 Meeting Schedule**

*The NMC Finance Committee is scheduled to meet the second Friday of the month, unless otherwise notified. Meetings will be held via Video Conference Telephonic.*

*Schedule subject to change.*

<b>Month</b>	<b>Date</b>	<b>Time</b>	<b>Room</b>
<b>January</b>	Friday, 01/08/2021	8:30 a.m.	Video Conference Telephonic Meeting
<b>February</b>	Friday, 02/12/2021	8:30 a.m.	Video Conference Telephonic Meeting
<b>March</b>	Friday, 03/12/2021	8:30 a.m.	Video Conference Telephonic Meeting
<b>April</b>	Friday, 04/09/2021	8:30 a.m.	Video Conference Telephonic Meeting
<b>May</b>	Friday, 05/14/2021	8:30 a.m.	Video Conference Telephonic Meeting
<b>June</b>	Friday, 06/11/2021	8:30 a.m.	Video Conference Telephonic Meeting
<b>July</b>	Friday, 07/9/2021	8:30 a.m.	Video Conference Telephonic Meeting
<b>August</b>	Friday, 08/13/2021	8:30 a.m.	Video Conference Telephonic Meeting
<b>September</b>	Friday, 09/10/2021	8:30 a.m.	Video Conference Telephonic Meeting
<b>October</b>	Friday, 10/8/2021	8:30 a.m.	Video Conference Telephonic Meeting
<b>November</b>	Friday, 11/12/2021	8:30 a.m.	Video Conference Telephonic Meeting
<b>December</b>	*No Meeting		



**Finance Committee Special Meeting  
Friday, October 9, 2020**

**8:30 AM**

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

**MINUTES**

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

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

### **Call to Order**

**Marcia Atkinson, Chair**

### **Roll Call**

#### *Present*

*Marcia Atkinson  
Dr. Chris Carpenter  
Libby Downey  
Dr. Gary Gray*

#### *Not Present*

*None*

## Agenda Additions/Corrections

Noemi Ferguson

- Correction to Scheduled Item number 5 board report to reflect corrected agreement amount.

## 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.

**MOTION:** *Motion to approve the minutes of September 11, 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: AYE*

*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 Libby Downey, seconded by Dr. Chris Carpenter, and approved by the following vote*

*Roll call vote take pursuant to Government Code 54953:*

*Dr. Gary Gray: AYE*

*Dr. Chris Carpenter: AYE*

*Marcia Atkinson: AYE*

*Libby Downey: AYE*

## 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. **(Daniel Leon)**

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

*Roll call vote take pursuant to Government Code 54953:*

*Dr. Gary Gray: AYE*

*Dr. Chris Carpenter: AYE*

*Marcia Atkinson: AYE*

*Libby Downey: AYE*

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

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 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. **(Dr. Chad Harris)**

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

*Roll call vote take pursuant to Government Code 54953:*

*Dr. Gary Gray: AYE*

*Dr. Chris Carpenter: AYE*

*Marcia Atkinson: AYE*

*Libby Downey: AYE*

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. **(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: AYE*

*Dr. Chris Carpenter: AYE*

*Marcia Atkinson: AYE*

*Libby Downey: AYE*

**MOTION:** *Motion to accept the August 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: AYE*

*Dr. Chris Carpenter: AYE*

*Marcia Atkinson: AYE*

*Libby Downey: AYE*

**Adjournment at 8:52am**

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Marcia Atkinson, Chair

*Recorded by Noemi Ferguson*





**Finance Committee Special Meeting**  
**Friday, October 9, 2020**  
**Consent Items**  
**MINUTES**  
**Attachment A**

1.	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.
2.	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.
3.	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.
4.	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.
5.	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.
6.	a. Authorize the Chief Executive Officer for Natividad Medical Center or his designee to execute

	<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>
7.	<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>
8.	<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>



# MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

**Jane Finney Agreement**

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

## **..Title**

a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with Jane Finney, CLS, MBA, CPHQ, CPPS for on-site and off-site professional consulting services regarding the Delivery System Incentive Program at NMC for an amount not to exceed \$150,000 with an agreement term of one (1) year (November 9, 2020 through November 8, 2021).

## **..Report**

### **RECOMMENDATION:**

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

a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with Jane Finney, CLS, MBA, CPHQ, CPPS for on-site and off-site professional consulting services regarding the Delivery System Incentive Program at NMC for an amount not to exceed \$150,000 with an agreement term of one (1) year (November 9, 2020 through November 8, 2021).

### **SUMMARY/DISCUSSION:**

The Federal Center for Medicaid and Medicare Services (CMS) approved a five-year renewal of California's Section 1115 Medicaid Waiver on December 30, 2015. The Waiver provided California with over \$6.2 billion in new federal funding for programs that shifted the focus away from hospital-based and inpatient care towards outpatient, primary, and preventive care, thus shifting the focus from volume to value.

The Public Hospital Redesign and Incentives in Medi-Cal (PRIME) is a pay-for-performance delivery system transformation and alignment program. NMC engaged the services of Jane Finney in November of 2015 for consulting and project management services specific to the PRIME program.

In July of 2017, the California Department of Public Health implemented the Quality Incentive Program (QIP). QIP payments are tied to performance on designated performance metrics in four strategic categories: primary care, specialty care, inpatient care, and resource utilization. When fully implemented QIP will incorporate current PRIME metrics and will require ongoing performance improvement work and data reporting.

This new agreement will allow Ms. Finney to continue to perform the services for work associated with the PRIME and QIP programs. Services include implementation of milestones, execution of required programs, and further timely submission of required reports to the California Department of Health Care Services and other agencies.

### **OTHER AGENCY INVOLVEMENT:**

The Office of County Counsel has reviewed and approved this agreement as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The agreement also been

reviewed and approved by NMC's Finance Committee on and by its Board of Trustees on November 13, 2020

**FINANCING:**

The cost for this agreement is \$150,000, all of which is included in the Fiscal Year 2020-21 Adopted Budget.

**BOARD OF SUPERVISORS STRATEGIC INITIATIVES:**

This agreement with allow for further assistance with the PRIME program as NMC continues to transform and improve the quality of care, access, and efficiency for its Medi-Cal members.

- ☐ 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:

Jane Finney, CLS, MBA, CPHQ, CPPS Agreement

Attachments on file with the Clerk of the Board



# MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

**Everbridge, Inc. Amendment No. 2**

**Legistar Number: A-14560**

## **..Title**

a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement (A-14560) with Everbridge, Inc. for critical event management software services, adding \$6,500 for a revised total agreement amount not to exceed \$134,142, with no changes to the term of the Agreement term November 22, 2019 through January 29, 2022.

## **..Report**

### **RECOMMENDATION:**

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

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement (A-14560) with Everbridge, Inc. for critical event management software services, adding \$6,500 for a revised total agreement amount not to exceed \$134,142, with no changes to the term of the Agreement term November 22, 2019 through January 29, 2022.

### **SUMMARY/DISCUSSION:**

Everbridge is a critical event management software system that has been utilized by Natividad since January 2018. It allows Natividad the ability to perform mass callings to all hospital staff and is utilized when there are notifications that need to get out to a large number of employees at once; this includes emergency situations and can be used if there are mass casualty/triage events. This system is also utilized to contact specific groups of people when needed during accreditation surveys (TJC, CMS, etc.) as an alternate means of communicating updates. Natividad is requesting to add a feature that will allow employees and patients the ability to also subscribe to text message updates when emergencies are in process and ongoing updates are needed for staff and the community.

Everbridge is a web based system that stores and updates telephone numbers for all staff members within the hospital in a single location. It is readily accessible from anywhere that has access to the internet. Within the system, NMC has the ability to select targeted groups of employees and in various ways all while the system tracks communications and verifications. This Amendment adds \$6,500 to the Agreement which is necessary to extend the agreement and add the additional subscription feature.

### **OTHER AGENCY INVOLVEMENT:**

The Office of County Counsel has reviewed and approved this amendment No. 2 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendment No. 2 has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on November 13, 2020.

### **FINANCING:**

The cost for this amendment No. 2 is \$6,500 of which \$6,500 is included in the Fiscal Year 2020-21 Adopted Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

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

The services rendered in this Agreements allows Natividad to continue to provide great patient care by ensuring that all available resources are being contacted in order to have the best quality staff available when an incident or sick call occurs.

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

Prepared by: Janine Bouyea, Human Resources Administrator, 831-783-2701

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

### Attachments:

Everbridge Inc. Amendment 2

Everbridge Inc. Amendment 1

Everbridge Inc. Agreement

Attachments on file with the Clerk of the Board



# MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

**Flycast Partners, Inc. Amendment No. 2**

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

## **..Title**

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement with Flycast Partners, Inc. for extending software support of the BMC client management toolset, and extending the agreement term an additional two (2) year period (June 1, 2022 through May 31, 2024) for a revised full agreement term of June 1, 2019 through May 31, 2024, and adding \$68,218 for a revised total agreement amount not to exceed \$167,541.

## **..Report**

### **RECOMMENDATION:**

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

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement with Flycast Partners, Inc. for extending software support of the BMC client management toolset, and extending the agreement term an additional two (2) year period (June 1, 2022 through May 31, 2024) for a revised full agreement term of June 1, 2019 through May 31, 2024, and adding \$68,218 for a revised total agreement amount not to exceed \$167,541.

### **SUMMARY/DISCUSSION:**

For a number of years Natividad has utilized tools from BMC Software to support IT Operations. Footprints by BMC is Natividad's electronic IT ticketing system and BMC Client Management is a toolset used by IT to manage hardware and software inventory, software deployment, hardware imaging, and Windows security patching.

In 2018, Natividad contracted with Flycast Partners to provide professional services to assist in building workflows to automate IT ticket management and to expand the tool utilization into other areas of the hospital that were using paper or other electronic ticketing systems. In 2019, Natividad amended the agreement to transition software support of the BMC Client Management tool from a different vendor to Flycast Partners for a one (1) year period. As a BMC Solutions Partner, Flycast Partners is able to provide an improved level of support at a discounted rate.

This amendment extends the software support for BMC Client Management for an additional three (3) years, thereby adding two years to the overall term of the agreement.

### **OTHER AGENCY INVOLVEMENT:**

The Office of County Counsel has reviewed and approved this amendment No. 2 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendment No. 2 has also been reviewed and approved by NMC's Finance Committee on November 13, 2020 and by its Board of Trustees on November 13, 2020.

### **FINANCING:**

The cost for this amendment No. 2 is \$68,218 of which \$22,739 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 amendment continues the software support of the BMC Client Management tool, which is utilized by Natividad to facilitate the smooth operation of IT.

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

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

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

Attachments:

Flycast Partners, Inc. Amendment 2

Flycast Partners, Inc. Amendment 1

Flycast Partners, Inc. Agreement

Attachments on file with the Clerk of the Board

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

### **Amendment No. 1 to the American Heart Association Unified Participation Agreement Legistar Number:**

#### **..Title**

a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement (A-14304) with the American Heart Association, Inc. for program participation and stroke center accreditation, providing funding in the amount of \$48,005 for an additional five (5) year period (May 14, 2020 through May 13, 2025), for a revised full agreement term of May 14, 2019 through May 13, 2025, and a revised total agreement amount not to exceed \$52,485.

#### **..Report**

#### **RECOMMENDATION:**

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

a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement (A-14304) with the American Heart Association, Inc. for program participation and stroke center accreditation, providing funding in the amount of \$48,005 for an additional five (5) year period (May 14, 2020 through May 13, 2025), for a revised full agreement term of May 14, 2019 through May 13, 2025, and a revised total agreement amount not to exceed \$52,485.

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

Utilizing the American Heart Association 'Get with the Guidelines' (GWTG) website enables Natividad to benchmark successful care of stroke patients and follow evidence-based guidelines to improve patient outcomes. The GWTG website provides a universal platform to gather, measure and extrapolate data and care performances at Natividad. GWTG promotes consistent adherence to the latest scientific treatment guidelines that achieve success in measurable patient outcomes and care process improvements.

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

The Office of County Counsel has reviewed and approved this agreement as form, and the Auditor-Controller has reviewed the payment provisions. The agreement has been reviewed and approved by NMC's Finance Committee and by its Board of Trustees November 13, 2020.

#### **FINANCING:**

The cost for this agreement is \$48,005, of which \$7,058 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 initiative improves health outcomes for our community members who arrive at Natividad Medical Center with stroke symptoms by ensuring that Natividad is adhering to the latest scientific guidelines.



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

Prepared by: Dr. Charles Harris, Physician, 783-2785

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

Attachments:

American Heart Association Amendment No. 1

American Heart Association Unified Participation Agreement

Attachments on file with the Clerk of the Board

**..Title**

- a. Adopt the Natividad Medical Center (NMC) 2019 Job Order Contracting (JOC) Construction Task Catalog, Technical Specifications and Project Manuals for JOC 2019, Project No. JOC Bid No. NMC 2021-01, Bid No. NMC 2021-02, and NMC 2021-03; and
- b. Authorize advertising the "Notice to Contractors" in a newspaper of general circulation.

**..Report**

**RECOMMENDATION:**

It is recommended that the Board of Supervisors:

- a. Adopt the Natividad Medical Center (NMC) 2021 Job Order Contracting (JOC) Construction Task Catalog, Technical Specifications and Project Manuals for JOC 2021, Project No. JOC Bid No. NMC 2021-01, Bid No. NMC 2021-02, and NMC 2021-03; and
- b. Authorize advertising the "Notice to Contractors" in a newspaper of general circulation.

**SUMMARY/DISCUSSION:**

California Public Contract Code (PPC) Section 20128.5 provides that counties may award annual contracts for repair, remodeling or other repetitive work to be done according to unit prices. This is commonly referred to as Job Order Contracting (JOC), and is typically done by developing a construction task catalog that is then competitively bid. Job Order Contracting improves economy and efficiency in completing many public improvement projects, including urgent and time sensitive projects.

In April 2013, the Board of Supervisors (Board) approved an Agreement between the County of Monterey (County) and The Gordian Group, Inc. to provide the County with a JOC System. The Gordian Group job order contracting system uses an extensive catalog of construction tasks and associated technical specifications containing over 260,000 individual items specifically designed for Monterey County. Per PCC Section 20128.5, the Board may award individual annual contracts which shall not exceed the statutory maximum contract value. Per PCC Section 20128.5, each awarded contract has a maximum contract value (MxCV) that is adjusted annually to reflect the percentage change in the California Consumer Price Index (CPI), for repair, remodeling, or other repetitive work to be done according to unit prices. The percentage change in the CPI is calculated and provided by the Department of Industrial Relations (DIR). Per DIR's annual determination, the MxCV for JOC contracts was increased from \$4,949,291 in 2020 to \$5,098,418 in 2021. County JOC specifications provide for a one (1) year term with \$25,000 worth of work guaranteed for each individual contract.

County JOC specifications require Contractors to provide a letter from a bonding company stating their ability to obtain Payment and Performance Bonds for the MxCV. This year for NMC bids, staff recommends that Monterey County require the successful bidder to furnish an initial payment bond and a performance bond for approximately fifty percent (50%) of the MxCV, each in the amount of \$2,500,000. If the aggregate Job Orders issued under any of the awarded Facilities Contracts exceed \$2,500,000, an increase in the Payment and Performance bonds for the corresponding Facilities Contract will be required in an amount not less than one hundred percent (100%) of the MxCV of \$5,098,418. The lower initial bonding requirement for NMC Contracts is recommended to attract Contractors who may otherwise not bid on the Facilities projects due to the high bonding requirement relative to the guaranteed work of \$25,000.

With the amount of capital projects slated for fiscal year (FY) 2020-21, it is recommended by the Gordian Group to advertise three (3) separate Job Order Contracts. Each contract would be awarded to three (3) separate contractors allowing NMC the option to use the alternate contractor if one of the contractors is deemed nonresponsive or has poor performance. Any Job Order that would exceed \$1 million will be brought to the Capital Improvement Committee (CIC) prior to issuing the Notice to Proceed. The

contracts will apply to eligible projects during FY 2020-21. The JOC contract will not exceed beyond a twelve (12) month contract for issuing of job orders. Any capital and/or facilities maintenance repair project that enters into FY 2020-21 will be budgeted after final approval by the Board.

OTHER AGENCY INVOLVEMENT:

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

FINANCING:

The 2021 JOC Program would provide for three (3) individual NMC Job Order Contracts with a cap of \$5,098,418 for a total of \$15,295,254. Expenditures will be within and not exceed the FY 2020-21 and future FY proposed capital budgets approval by the Board of Supervisors.

Funding for the projects will come from NMC's Capital Reserve Fund. A five percent (5%) License Fee to utilize the JOC program is payable to the Gordian Group only if and when a Job Order is issued to a JOC Contractor. Optionally, as needed, the County may utilize JOC Project Management services for an additional 5.95% fee. Gordian fees are contained in the overall eligible project budgets.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The JOC program helps with providing efficient and effective hospital operations by allowing improved processing for smaller and more urgent projects. The JOC program projects include improvements to health and safety facilities. Provision of adequate County facilities and infrastructure improves the quality of life for County residents and supports economic development results.

- X Economic Development
- X Administration
- X Health & Human Services
- X Infrastructure
- X Public Safety

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

Approved by: Andrea Rosenberg, NMC Assistant Administrator, Operations & Support Services, 783-2562

Attachments: Natividad Medical Center 2021 Project Manual; Natividad Medical Center 2021 Construction Task Catalogs; Natividad Medical Center 2021 Technical Specifications; Notice to Contractors

(Attachments on file with the Clerk of the Board)



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

**Johnson Controls, Inc. 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 (A-14474) with Johnson Controls, Inc. for repair and maintenance services on automation for heating, ventilation, air conditioning and the variable frequency drive (VFD) system at NMC, adding \$300,000 for a revised total agreement amount not to exceed \$450,000, with no changes to the current agreement term September 1, 2019 through August 31, 2022.

### **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 (A-14474) with Johnson Controls, Inc. for repair and maintenance services on automation for heating, ventilation, air conditioning and the variable frequency drive (VFD) system at NMC, adding \$300,000 for a revised total agreement amount not to exceed \$450,000, with no changes to the current agreement term September 1, 2019 through August 31, 2022.

### **SUMMARY/DISCUSSION:**

Johnson Controls Inc (JCI) provides repair and maintenance services for Natividad Medical Center's mechanical controls, building automation system, and variable frequency drives. Johnson Control's propriety Metasys building automation system monitors and controls various buildings mechanical and electrical system functions which are critical for regulatory compliance, infection control, and patient and staff safety.

The systems and components are regulated and audited by the Joint Commission and the state of California through Title 22 and Title 24 and are vital to supporting equipment and processes in the Laboratory, Radiology, and the Pharmacy Departments. The Metasys system also provides monitor and control functions for the medical center's heating, ventilation, and air conditioning systems as well as serving patient care and staff areas.

### **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 22, 2020 and by its Board of Trustees on November 13, 2020.

### **FINANCING:**

The cost for this amendment No.1 is \$300,000 of which \$200,000 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:**

The monitoring and control of various buildings mechanical and electrical system are critical for regulatory compliance, energy efficiency infection control, and patient and staff safety.

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

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

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

Attachments:

Johnson Controls, Inc. Amendment 1

Johnson Controls, Inc. Agreement

Attachments on file with the Clerk of the Board

## MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

**Focus One LLC Amendment No. 6**

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

### **..Title**

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 6 to the agreement (A-13506) with Focus One Solutions, LLC for a Healthcare Vendor Management System pursuant to the Request for Proposal (RFP) # 9600-62, adding \$10,000,000 for a revised total agreement amount not to exceed \$30,563,000 and with no changes to the current agreement term of April 19, 2020 through June April 18, 2022.

### **..Report**

#### **RECOMMENDATION:**

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

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 6 to the agreement (A-13506) with Focus One Solutions, LLC for a Healthcare Vendor Management System pursuant to the Request for Proposal (RFP) # 9600-62, adding \$10,000,000 for a revised total agreement amount not to exceed \$30,563,000 and with no changes to the current agreement term of April 19, 2020 through June April 18, 2022.

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

Natividad Medical Center utilizes the registry services provided by Focus One to staff hard to fill clinical positions and to obtain extra staff to cover anticipated staff needs during the COVID-19 pandemic. Focus One has assisted the hospital by ensuring that we are able to meet the hospital's staffing needs to ensure high quality patient care. Focus One Solutions provides NMC a one stop search agency for nurses and other clinical staff. Focus One has a network of over four dozen independent agencies that provide the needed staff. Natividad uses the registry services to fill positions in the following areas on a temporary basis: Emergency Department, Intensive Care Unit, Medical Surgical Unit, Labor and Delivery, Surgery, Neonatal Intensive Care, Mental Health Unit, Rehabilitation, Physical and Occupational Therapy Services, Diagnostic Imaging, Interventional Radiology, Clinical Laboratory and Pharmacy.

Natividad is requesting an additional \$10,000,000 to assist with covering the costs of additional nursing staff needed due to the increased need for Intensive Care Unit and Medical Surgical nurses. An increase in nurses for these areas is due to the increase in these specific types of patients and the increased acuity of the patients resulting in more nurses needed; nurse to patient ratios in these areas are many times a 1:1 or a 1:2 due to the COVID-19 pandemic, and in order to meet these ratios, registry staff is needed.

Focus One Solutions, LLC was selected through a competitive solicitation process. Natividad issued a Request for Proposal (RFP) #9600-62 on August 22, 2016 to solicit for a new agreement for a healthcare vendor management system from a qualified contractor. Four (4) proposals were received for consideration from interested vendors. Upon a thorough selection process by Natividad which included online demonstrations of the vendor management system, Focus One Solutions, LLC was awarded the agreement. There is no cost to NMC for utilization of the Vendor Management System as the vendor is paid by the registry companies for their services. Therefore, the total amount paid by NMC is for services performed by the registry staff.

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



The Office of County Counsel has reviewed and approved this amendment No.6 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendment No. 6 has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on November 13, 2020.

**FINANCING:**

The cost for this No. 6 is \$10,000,000 of which \$4,000,000 is included in the Fiscal Year 2020-21 Adopted Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

**BOARD OF SUPERVISORS STRATEGIC INITIATIVES:**

This agreement greatly improves the responsiveness to critical staffing needs at NMC. This agreement ensures that requests for qualified nurses and other clinical staff at NMC are met in a timely manner. This enables NMC to provide high quality patient care thereby improving the health and quality of life for patients and their families.

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

Prepared by: Janine Bouyea, Human Resources Administrator, 831-783-2701  
Approved by: Gary R. Gray, DO, Chief Executive Officer, 783-2553

Attachments:

Focus One Solutions, LLC Amendment No. 6  
Focus One Solutions, LLC Amendment No. 5  
Focus One Solutions, LLC Amendment No. 4  
Focus One Solutions, LLC Amendment No. 3  
Focus One Solutions, LLC Amendment No. 2  
Focus One Solutions, LLC Amendment No. 1  
Focus One Solutions, LLC Agreement

Attachments on file with the Clerk of the Board

# MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

IT Consulting Services Amendment No. 4 per RFP #9600-67

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

## **..Title**

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 4 to the agreements with Navin Haffty & Associates and Leidos Health LLC dba Ettain Group for information technology (IT) consulting services pursuant to Request for Proposal (RFP) #9600-67 to extend the term for an additional one (1) year period through January 10, 2022 for a revised term January 11, 2017 through January 10, 2022; and
- b. Authorize an aggregate increase of \$4,200,000 for a total amount not to exceed \$14,481,000.

## **..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. 4 to the agreements with Navin Haffty & Associates and Leidos Health LLC dba Ettain Group for information technology (IT) consulting services pursuant to Request for Proposal (RFP) #9600-67 to extend the term for an additional one (1) year period through January 10, 2022 for a revised term January 11, 2017 through January 10, 2022; and
- b. Authorize an aggregate increase of \$4,200,000 for a total amount not to exceed \$14,481,000.

### **SUMMARY/DISCUSSION:**

NMC has a need for IT consulting services and specialized subject matter expertise to help NMC analyze, design and implement new computer applications, functionality, and define process and training which support those applications and functionality.

NMC prepared and released RFP #9600-67 on August 1, 2016 to select qualified consulting companies to fulfill the unique needs associated with special IT projects. This RFP required that bidders be able to provide expertise for all aspects of application development, clinical IT expertise and high-level maintenance services at NMC. Eight (8) proposals were received for consideration from interested and qualified contractors. All 8 proposals were evaluated pursuant to the criteria stated in RFP #9600-67 and Leidos Health, LLC (now Leidos Health, LLC dba The Ettain Group), Jacobus Consulting, Inc., and Navin Haffty & Associates, LLC were all tentatively awarded agreements, however Jacobus Consulting, Inc. has since exited the healthcare consulting business.

NMC's IT staff work in conjunction with clinical IT consultants who are subject matter experts and also provide a high level of project management to help NMC analyze, design and implement new computer applications, functionality, and define process and training which support those applications and functionality. IT Consultants are also needed as process and data experts for government initiatives such as PRIME (Public Hospital Redesign and Incentives in Medi-Cal Experience) and QIP (Quality Incentive Program). The need for consultants will occur as new hospital initiatives continue to arise.

NMC is projecting continued consulting services shall be needed in four primary areas:

- 1) Business Intelligence (BI) / Analytics
- 2) Clinical and Reporting Expertise
- 3) Implementation of Capital Projects such as Electronic Health Record (EHR) enhancements

NMC continues to strive to fill all its budgeted FTE IT positions with internal expertise and will use consultants for short term projects and where internal knowledge or resources are not available.

NMC is requesting authorization to extend agreements with Navin Haffty & Associates and Leidos Health dba The Ettain Group for an additional year and increasing the agreement funding by \$4,200,000 to \$14,481,000. NMC extended existing agreements in January of 2020 without increasing funding.

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

The Office of County Counsel has reviewed and approved this amendment No. 4 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendment No. 4 has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on November 13, 2020.

#### **FINANCING:**

The cost for this amendment No. 4 is \$4,200,000 of which \$2,215,000 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:**

The IT consulting agreements brings unique subject matter expertise to NMC pertaining to specialized and complex systems such as Meditech. These services help NMC's IT management team implement and support modules and systems when needed thereby leading to a more sound and solid technological infrastructure.

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

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

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

#### **Attachments:**

Amendment No. 4 with Leidos Health, LLC dba Ettain Group  
Amendment No. 4 with Navin, Haffty & Associates, LLC  
Amendment No. 3 with Leidos Health, LLC  
Amendment No. 3 with Navin, Haffty & Associates, LLC  
Amendment No. 2 with Leidos Health, LLC  
Amendment No. 2 with Navin, Haffty & Associates, LLC  
Amendment No. 1 with Leidos Health, LLC  
Amendment No. 1 with Navin, Haffty & Associates, LLC  
Agreement with Leidos Health, LLC awarded per RFP # 9600-67  
Agreement with Navin, Haffty & Associates, LLC awarded per RFP # 9600-67



Attachments on file with the Clerk of the Board

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

### **UCSF Pediatric Cardiology Services, Second Amendment**

#### **TITLE:**

- a. Authorize the Chief Executive Office for Natividad or his designee to execute the Second Amendment to the Professional Services Agreement (A-14492) with The Regents of the University of California, a public corporation, on behalf of the University of California, San Francisco, School of Medicine, Department of Pediatrics (UCSF) to provide pediatric cardiology services extending the term by twelve months (January 1, 2021 to December 31, 2021) for a revised full agreement term of January 1, 2018 to December 31, 2021, and adding \$200,000 for a revised total not to exceed amount of \$500,000 in the aggregate; and
- b. Authorize the Chief Executive Office for Natividad 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% (\$10,000) of the original contract amount per each amendment.

#### **RECOMMENDATION:**

It is recommended that the Board of Supervisors

- a. Authorize the Chief Executive Office for Natividad or his designee to execute the Second Amendment to the Professional Services Agreement (A-14492) with The Regents of the University of California, a public corporation, on behalf of the University of California, San Francisco, School of Medicine, Department of Pediatrics (UCSF) to provide pediatric cardiology services extending the term by twelve months (January 1, 2021 to December 31, 2021) for a revised full agreement term of January 1, 2018 to December 31, 2021, and adding \$200,000 for a revised total not to exceed amount of \$500,000 in the aggregate; and
- b. Authorize the Chief Executive Office for Natividad 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% (\$10,000) of the original contract amount per each amendment.

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

Natividad operates the D'Arrigo Family Specialty Services Outpatient Clinic offering over 15 different specialty care services including pediatric cardiology. NMC has an agreement with UCSF, for which J. Emilio Quezada Liuti, M.D., a board certified pediatric cardiologist, provides outpatient specialty care at least one day per week, thus allowing Monterey County children and their families to remain closer to home for specialized pediatric care. UCSF is paid a daily rate for services which may increase or decrease due to patient volumes. NMC has obtained an independent opinion of fair market value supporting the payment terms of this Agreement.

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

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

#### **FINANCING:**

The cost of this amendment is \$200,000. The total not to exceed amount of the Agreement is \$500,000 for the period January 1, 2018 to December 31, 2021 (48 months). \$150,000 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 NMC with the additional support it needs in order to provide reliable and high quality patient care which improves the health and quality of life for patients and their families.

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

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

Approved by: Gary Gray, Chief Executive Officer, 783.2553

Attachments:

Agreement

First Amendment

Second Amendment

Attachments on File at the Clerk of the Board

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

### **Reiko Sakai M.D., First Amendment**

#### **TITLE:**

- a. Authorize the Chief Executive Office for Natividad Medical Center or his designee to execute the First Amendment to the Professional Services Agreement with Reiko Sakai M.D. to provide pediatric hospitalist services, adding \$100,000 for a revised total not to exceed amount of \$200,000 in the aggregate without changing the Agreement term which is July 1, 2020 to June 30, 2022; 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 exceed 10% (\$100,000) 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 Office for Natividad Medical Center or his designee to execute the First Amendment to the Professional Services Agreement with Reiko Sakai M.D. to provide pediatric hospitalist services, adding \$100,000 for a revised total not to exceed amount of \$200,000 in the aggregate without changing the Agreement term which is July 1, 2020 to June 30, 2022; 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 exceed 10% (\$100,000) of the original contract amount and do not significantly change the scope of work.

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

Natividad operates a twelve bed pediatric unit and an eighteen bed maternal infant unit providing medical care for newborns, children and adolescents, as well as hospital based services for the pediatric population (age 0-21) through its emergency medicine, trauma programs, general surgery and outpatient specialty clinics. Natividad currently provides the majority of emergency and inpatient care in Monterey County with over 100,000 visits over the last five years.

Natividad has an agreement with Dr. Sakai to provide pediatric hospitalist from time to time and during periods when employed/contracted physicians are not available (e.g., vacation; illness; continuing medical education; etc.) Natividad would like to amend the agreement to add funds so that Dr. Sakai can continue to provide the same services without interruption. Natividad has obtained an independent opinion of fair market value supporting the payment terms of this Agreement.

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

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

#### **FINANCING:**

The cost of this amendment is \$100,000. The total not to exceed amount of this Agreement is \$200,000 for the period July 1, 2020 to June 30, 2022. The actual cost is contingent upon Dr. Sakai's level of participation in the call panel which may fluctuate based on her availability. The remaining balance will be budgeted in subsequent fiscal years. There is no impact to the



General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

Partnering with UCSF will enhance the breadth of services now being provided at Natividad for children in Monterey and neighboring counties, thus allowing more children to remain closer to home for their acute pediatric care rather than being transferred to distant Northern California Bay Area hospitals.

- ☐ 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

First Amendment

Attachments on file at the Clerk of the Board

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

### **Muralidhara R. Raju M.D. Third Amendment**

#### **TITLE:**

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute the Third Amendment to the Professional and Call Coverage Services Agreement (A-13055) with Muralidhara R. Raju, M.D. to provide neurosurgery services, extending the term by twelve months (January 1, 2021 to December 31, 2021) for a revised full term of March 1, 2016 to December 31, 2021 and adding \$400,000 for a revised amount not to exceed \$1,200,000 in the aggregate;; and
- b. Authorize the Chief Executive Officer for NMC to sign up to three (3) future amendments to this agreement where the total amendments do not significantly change the scope of work and do not cause an increase of more than ten percent 10% (\$30,000) of the original contract amount per each amendment.

#### **RECOMMENDATION:**

It is recommended that the Board of Supervisors

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute the Third Amendment to the Professional and Call Coverage Services Agreement (A-13055) with Muralidhara R. Raju, M.D. to provide neurosurgery services, extending the term by twelve months (January 1, 2021 to December 31, 2021) for a revised full term of March 1, 2016 to December 31, 2021 and adding \$400,000 for a revised amount not to exceed \$1,200,000 in the aggregate;; and
- b. Authorize the Chief Executive Officer for NMC to sign up to three (3) future amendments to this agreement where the total amendments do not significantly change the scope of work and do not cause an increase of more than ten percent 10% (\$30,000) of the original contract amount per each amendment.

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

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

NMC has an agreement with Muralidhara R. Raju M.D., a board certified neurosurgeon, to provide neurosurgery services along with other panel members as part of the comprehensive trauma services required for the Level II Trauma Center. Natividad wishes to amend the agreement to extend the term and add funds to the aggregate amount payable so that Dr. Raju can continue to provide services without interruption. Natividad has obtained an independent opinion of fair market value supporting the payment terms of this Agreement.

OTHER AGENCY INVOLVEMENT:

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

FINANCING:

The cost for this Amendment is \$400,000. The total not to exceed amount of this Agreement is \$1,200,000 for the period March 1, 2016 to December 31, 2021 (70 months). The actual cost is contingent upon the Dr. Raju's level of participation, in the call panel which may fluctuate based on availability. NMC has agreements with multiple neurosurgical providers to ensure sufficient coverage of this service for which the total expenditure will not exceed \$1,300,000 annually and is included in the Fiscal Year 2020/2021 Adopted Budget. There is no impact to the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

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

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

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

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

Attachments:

Agreement

First Amendment

Second Amendment

Third Amendment

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

**Baylor University Education Student Placement Agreement    Legistar Number: \_\_\_\_\_**

### **..Title**

- a. Authorize the Chief Executive Officer for NMC or his designee to execute a no cost Student Placement Agreement with Baylor University for Physical, Occupational and Speech Therapy students with an agreement term of January 1, 2021 through December 31, 2026.
- b. Approve the NMC Chief Executive Officer's recommendation to accept non-standard indemnification and insurance provisions within the agreement.

### **..Report**

#### **RECOMMENDATION:**

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

- a. Authorize the Chief Executive Officer for NMC or his designee to execute a no cost Student Placement Agreement with Baylor University for Physical, Occupational and Speech Therapy students with an agreement term of January 1, 2021 through December 31, 2026.
- b. Approve the NMC Chief Executive Officer's recommendation to accept non-standard indemnification and insurance provisions within the agreement

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

The Sam Karas Acute Rehab Unit at Natividad has a network of physical, occupational and speech therapy staff who work closely with nursing to provide a comprehensive Acute Rehab program. We are recognized by the Center for Accreditation in Acute Rehab in both medical and stroke specialty.

Our program is unique as patients have a longer length of stay, required three hours minimum of therapy, five days a week with a minimum of two of three disciplines in order to meet Medicare guidelines. It is the highest and most aggressive level of rehab and an invaluable experience, unique to this level of hospital rehab and allows the students exposure required during their course program.

It dually serves the Acute Rehab Unit as these students bring new and current therapy standards along with what is up and coming in the market. They allow additional time and experience to our patients and allow a mentoring program for our staff so they also can stay current with the trending and quickly changing medical field.

There is an opportunity for the Acute Hospital Therapy staff to also utilize this program and these students. The benefit here is seeing how a patient on the acute side of the hospital has the potential to transition to the Acute Rehab unit and return home.

The advantage of adding a program like Baylor would be to capture all disciplines of therapy under this umbrella. We have no schools currently who offer this specific feature. We value student input and Baylor has an excellent reputation for excellence.

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

The Office of County Counsel has reviewed and approved this agreement as to form. The agreement was reviewed and approved by NMC's Finance Committee and by its Board of Trustees on November 13, 2020.



## **FINANCING:**

There is no cost associated with this education agreement.

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

Our ultimate goal is to capture Physical, Occupation or Speech Therapy students with a passion in rehab post-graduation. Many of them are unfamiliar with the level of rehab we offer. Frequently our current students are seeking employment here in the ARU; post-graduation. This will strengthen the pool of medical professionals in the area and further enhance healthcare opportunities for Monterey County residents.

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

Prepared by: Lorrie Toderick, Director, 772-7477

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

Attachments:

Baylor University Student Placement Agreement

Attachments on file with the Clerk of the Board

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

### **Health Management Associates, Inc. Amendment No. 5**

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

#### **..Title**

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 5 to the agreement (A-14083) with Health Management Associates, Inc. for consulting services associated with patient alignment, county ambulatory clinics and health plan member access for Natividad, extending the agreement an additional one (1) year period (January 2, 2021 through January 1, 2022) for a revised full agreement term of January 2, 2017 through January 1, 2022, with no increase to the total agreement amount of \$380,000.

#### **..Report**

#### **RECOMMENDATION:**

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

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 5 to the agreement (A-14083) with Health Management Associates, Inc. for consulting services associated with patient alignment, county ambulatory clinics and health plan member access for Natividad, extending the agreement an additional one (1) year period (January 2, 2021 through January 1, 2022) for a revised full agreement term of January 2, 2017 through January 1, 2022, with no increase to the total agreement amount of \$380,000.

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

Health Management Associates, Inc. (HMA) is a consulting firm experienced in feasibility studies and program development with a deep knowledge of county hospital system operations and network development. HMA will work with Natividad and Health Department leadership to assist in improving operational and clinical alignment of the Monterey County health portfolio.

HMA will continue to provide guidance regarding; unified planning, strategic partnership development and opportunities for achieving shared operational efficiencies via this amendment. Specific operational improvements will focus on improving appointment access, patient communication, and quality improvement.

#### **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 November 13, 2020.

#### **FINANCING:**

There is no increase to the total agreement amount with this amendment. \$25,000 is included in the Fiscal Year 2020-21 Adopted Budget for this agreement. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

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

This agreement is for financial consulting services to explore and implement various approaches to providing healthcare benefits and network designs to lower costs and to direct care to specific provider systems, the outcome of which will contribute to a more efficient use of resources within the organization.

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

Prepared by: Daniel Leon, Chief Financial Officer, 783-2551

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

Attachments:

Health Management Associates Amendment 4  
Health Management Associates Amendment 3  
Health Management Associates Amendment 2  
Health Management Associates Amendment 1  
Health Management Associates Agreement

Attachments on file with the Clerk of the Board

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

## **CenturyLink Communication LLC Agreement Amendment No. 7**

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

### **..Title**

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 7 to the agreement (A-14052) with CenturyLink Communications LLC for Lumen Security Log Monitoring services, extending the agreement an additional three (3) year period (December 1, 2020 through November 30, 2023) for a revised full agreement term of July 21, 2015 through November 30, 2023, and adding \$186,853 for a revised total agreement amount not to exceed \$563,226.
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (3) future addendums to the agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$10,549) 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. 7 to the agreement (A-14052) with CenturyLink Communications LLC for Lumen Security Log Monitoring services, extending the agreement an additional three (3) year period (December 1, 2020 through November 30, 2023) for a revised full agreement term of July 21, 2015 through November 30, 2023, and adding \$186,853 for a revised total agreement amount not to exceed \$563,226.
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (3) future addendums to the agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$10,549) of the original cost of the agreement.

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

On July 21, 2015, the Board of Supervisors approved a three-year Master Agreement with CenturyLink Communications (CenturyLink) to provide managed hosting and co-location and disaster recovery services, supporting the Enterprise Resource Planning (ERP) System for Monterey County and also for Natividad Medical Center systems. Thereafter, in May 2017, Cyxtera Technologies, Inc. (Cyxtera) acquired CenturyLink's co-location and disaster recovery business while CenturyLink retained their hosting services.

Natividad has a growing need to implement around the clock advanced monitoring of anomalous events occurring on the hospital's complex information system. The proposed service tracks incidents in real time, applies advanced analytics, categorizes them and sends them to the Lumen team of experts for review. Depending on the outcome of their analysis, their team will prioritize, notify and escalate incidents to the Natividad IT security group.

The Lumen Security Monitoring Service will amplify Natividad's information security efforts and better prepare the hospital to identify, protect, detect and respond to unauthorized access, Ransomware, breaches and other malicious disruptions.

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



The Office of County Counsel has reviewed and approved these documents as to legal form, and the Auditor-Controller has reviewed and approved as to payment provisions. The documents have also been reviewed and approved by NMC's Finance Committee and its Board of Trustees on November 13, 2020.

**FINANCING:**

The cost of this amendment No. 7 is \$186,853, of which \$36,333 has been 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 initiative helps Natividad guard against unauthorized access to computer systems, assist with preventing or mitigating against privacy breaches and address the emergent threat of ransomware.

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

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

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

Attachments:

CenturyLink Communications LLC Amendment No. 7  
CenturyLink Communications LLC Amendment No. 6  
CenturyLink Communications LLC Amendment No. 5  
CenturyLink Communications LLC Amendment No. 4  
CenturyLink Communications LLC Amendment No. 3  
CenturyLink Communications LLC Amendment No. 2  
CenturyLink Communications LLC Amendment No. 1  
CenturyLink Communications LLC Agreement

Attachments on file with the Clerk of the Board

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

## **Monterey Anesthesia Professionals Agreement**

### **TITLE:**

- a. Authorize the Chief Executive Officer for Natividad or his designee to execute the Professional and Call Coverage Services Agreement with Monterey Anesthesia Professionals (MAP) to provide anesthesia services for the period January 1, 2021 to December 31, 2021, for an amount not to exceed amount of \$4,200,000 in the aggregate; 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 exceed 10% (\$420,000) 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 or his designee to execute the Professional and Call Coverage Services Agreement with Monterey Anesthesia Professionals (MAP) to provide anesthesia services for the period January 1, 2021 to December 31, 2021, for an amount not to exceed amount of \$4,200,000 in the aggregate; 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 exceed 10% (\$420,000) of the original contract amount and do not significantly change the scope of work.

### **SUMMARY/DISCUSSION:**

Natividad would like to renew the agreement with Monterey Anesthesia Professionals to provide sufficient staffing to cover its five operating rooms, including a physician that is immediately available in-house 24 hours a day and one back-up physician that is available on-call 24 hours a day in accordance with American College of Surgeons (ACS) guidelines for a Level II Trauma Center; 24 hours a day anesthesia services within the hospital's labor and delivery suites; and anesthesia services such as airway management (intubations), central line insertion and acute postoperative pain management. MAP also provides a physician to serve as medical director for general administration and oversight of the anesthesia services. NMC has obtained an independent opinion of fair market value supporting the payment terms of this Agreement.

### **OTHER AGENCY INVOLVEMENT:**

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

### **FINANCING:**

The cost of this Agreement is \$4,200,000 for the period January 1, 2021 to December 31, 2021. \$2,100,000 is included in the Fiscal Year 2020/2021 Adopted Budget. The remaining amount will be budgeted in subsequent fiscal years. There is no impact to the General Fund.

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

## SEPTEMBER 30, 2020

10/26/2020

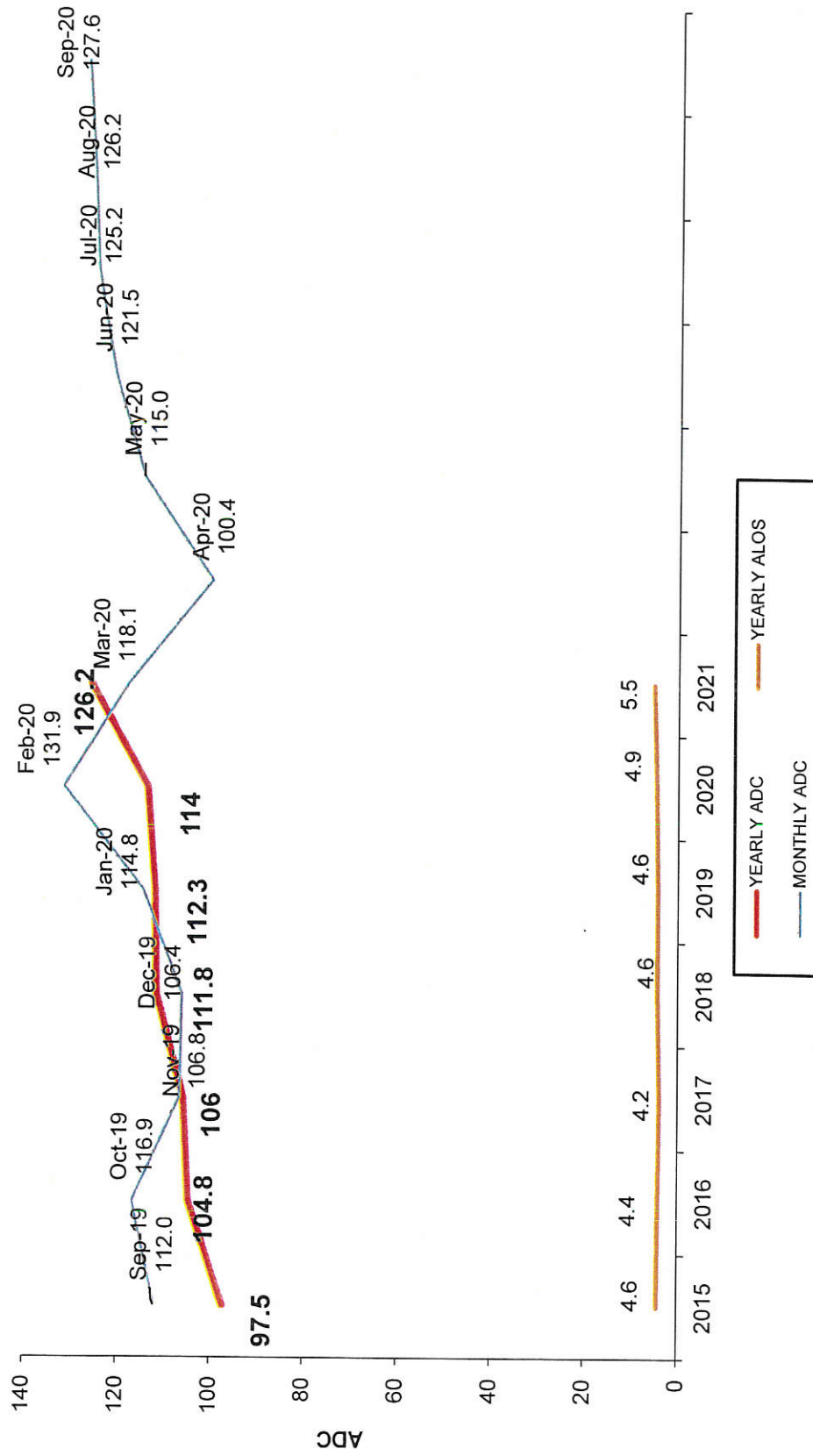


## FINANCIAL STATEMENTS

SEPTEMBER 30, 2020

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4	STATEMENT OF REVENUES & EXPENSES AND CHANGES IN NET ASSETS TO BUDGET
5	STATEMENT OF REVENUES & EXPENSES AND CHANGES IN NET ASSETS PER APD
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**NATIVIDAD**  
**STATISTICAL REPORT**  
**SEPTEMBER 30, 2020**

Month-To-Date					Year-To-Date					
07-20	08-20	09-20	Budget		Budget	Current	Prior Yr	%		
PT DAYS BY SERVICE					STAFFED BEDS					
					CY/PY					
1	207	237	204	201	NICU	15	617	648	675	-4.00%
2	1,795	1,879	1,765	1,505	Med/Surg	61	4,615	5,439	4,598	18.29%
3	318	315	313	189	ICU	10	579	946	552	71.38%
4	17	37	36	52	Peds	12	160	90	145	-37.93%
5	725	716	701	700	Acute Rehab	24	2,148	2,142	2,097	2.15%
6	289	320	290	263	OB/Gyn	27	805	899	818	9.90%
7	3,351	3,504	3,309	2,910	TOTAL ACUTE	149	8,924	10,164	8,885	14.40%
8	530	409	506	450	Psychiatric	19	1,380	1,445	1,433	0.84%
9	3,881	3,913	3,815	3,360	TOTAL DAYS	168	10,304	11,609	10,318	12.51%
10	307	298	329	278	Nursery	18	852	934	911	2.52%
AVERAGE DAILY CENSUS										
11	84.7	89.9	86.9	73.7	Acute	125	73.7	87.2	73.8	18.16%
12	23.4	23.1	23.4	23.3	Acute Rehab	24	23.3	23.3	22.8	2.19%
13	17.1	13.2	16.9	15.0	Psychiatric	19	15.0	15.7	15.6	0.64%
14	125.2	126.2	127.2	112.0	TOTAL	168	112.0	126.2	112.2	12.48%
15	9.9	9.6	11.0	9.3	Nursery	18	9.3	10.2	9.9	3.03%
PERCENTAGE OF OCCUPANCY										
16	67.8%	71.9%	69.5%	59.0%	Acute		59.0%	69.8%	59.0%	18.2%
17	97.5%	96.3%	97.5%	97.1%	Acute Rehab		97.1%	97.1%	95.0%	2.2%
18	90.0%	69.5%	88.9%	78.9%	Psychiatric		78.9%	82.6%	82.1%	0.6%
19	74.5%	75.1%	75.7%	66.7%	TOTAL		66.7%	75.1%	68.4%	9.8%
20	55.0%	53.3%	61.1%	51.7%	Nursery		51.7%	56.7%	55.0%	3.0%
ADMISSIONS										
21	606	598	610	596	Acute		1,830	1,814	1,825	-0.60%
22	55	55	53	56	Acute Rehab		186	163	174	-6.32%
23	47	34	53	61	Psychiatric		173	134	181	-25.97%
24	708	687	716	713	TOTAL		2,189	2,111	2,180	-3.17%
25	195	185	190	166	Nursery		510	570	548	4.01%
26	199	192	193	177	Deliveries		543	584	555	5.23%
DISCHARGES										
27	595	581	624	612	Acute		1,878	1,800	1,866	-3.54%
28	56	54	56	63	Acute Rehab		193	166	175	-5.14%
29	51	29	53	55	Psychiatric		167	133	181	-26.52%
30	702	664	733	730	TOTAL		2,238	2,099	2,222	-5.54%
31	176	176	176	151	Nursery		463	528	501	5.39%
AVERAGE LENGTH OF STAY										
32	5.5	5.7	5.3	4.7	Acute(Hospital wide no babies)		4.7	5.5	4.7	17.02%
33	13.2	13.0	13.2	12.5	Acute Rehab		11.5	13.1	12.1	8.26%
34	2.6	2.5	2.3	2.7	OB/Gyn		2.7	3.5	2.6	34.62%
35	11.3	12.0	9.5	7.4	Psychiatric		8.0	10.8	7.9	36.71%
36	1.6	1.6	1.7	1.7	Nursery		1.7	1.6	1.7	-5.88%
OUTPATIENT VISITS										
37	3,940	3,512	3,481	4,383	Emergency Room		13,440	10,933	13,690	-20.14%
38	516	518	563	553	ER Admits		1,695	1,597	1,691	-5.56%
39	72.9%	75.4%	78.6%	77.6%	ER Admits as a % of Admissions		77.4%	75.7%	77.6%	-2.47%
40	5,428	5,121	5,362	6,028	Clinic Visits		18,445	15,911	19,042	-16.44%
ANCILLARY PROCEDURES BILLED										
41	53,210	50,224	50,756	46,589	Lab Tests		142,873	154,190	145,472	5.99%
42	3,384	3,305	3,180	2,915	Radiology Procedures		8,941	9,869	10,572	-6.65%
43	216	177	216	203	MRI Procedures		623	609	633	-3.79%
44	93	93	89	143	Nuclear Med Procedures		439	275	378	-27.25%
45	1,150	1,173	1,187	1,103	Ultrasound Procedures		3,383	3,510	3,462	1.39%
46	1,835	1,675	1,666	1,793	CT Scans		5,499	5,176	5,608	-7.70%
47	363	385	393	364	Surgeries		1,091	1,141	1,135	0.53%
48	7.98	8.16	8.26	7.86	FTE'S PER AOB		7.86	8.13	7.82	3.96%
49	1,356.6	1,381.3	1,404.0	1,271.3	TOTAL PAID FTE'S		1,271.3	1,380.7	1,280.1	7.86%
50	5,268	5,247	5,100	4,854	ADJUSTED PATIENT DAYS		14,883	15,614	15,062	3.66%

**NATIVIDAD**  
**STATEMENT OF REVENUES AND EXPENSES AND 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
<b>R E V E N U E</b>													
<b>Patient Revenue:</b>													
1 Inpatient	\$ 77,149,435	\$ 79,855,472	\$ 78,306,171										\$ 235,311,078
2 Pro Fees	2,696,122	2,236,186	2,299,002										7,231,310
3 Outpatient	28,527,426	27,989,196	27,159,445										83,676,067
4 Total Patient Revenue	108,372,983	110,080,854	107,764,618										326,218,455
<b>Deductions from revenue</b>													
5 Contractual Deductions	77,896,531	82,859,399	80,916,787										241,672,717
6 Bad Debt	5,810,435	3,965,636	3,289,758										13,065,829
7 Unable to Pay	198,523	183,546	105,354										487,423
8 Total Contractual Discounts	83,905,489	87,028,581	84,311,899										255,245,969
9 Net Patient Revenue	24,467,494	23,052,273	23,452,719										70,972,486
10 As a percent of Gross Revenue	22.58%	20.94%	21.76%										21.76%
<b>Total Government Funding</b>													
11	5,875,865	6,422,375	5,446,330										17,744,570
<b>Other Operating Revenue:</b>													
12 Rent Income	115,028	116,045	116,225										347,296
13 Interest Income	226,937	226,937	219,616										673,490
14 NMF Contribution	61,151	61,151	59,178										181,480
15 Other Income	606,176	292,810	295,493										1,194,479
16 Total Other Operating Revenue	1,009,290	696,943	690,512										2,396,745
17 TOTAL REVENUE	31,352,649	30,171,591	29,589,561										91,113,801
<b>EXPENSE</b>													
18 Salaries, Wages & Benefits	18,294,132	16,141,804	15,341,913										49,777,849
19 Registry	690,450	1,162,161	1,680,809										3,753,440
20 Phys/Residents SWB & Contract Fees	3,419,049	3,363,198	3,503,759										10,286,005
21 Purchased Services	2,837,656	3,000,463	3,257,830										9,095,949
22 Supplies	2,759,766	2,556,961	2,666,373										7,983,100
23 Insurance	321,377	320,092	320,093										961,562
24 Utilities and Telephone	268,191	446,910	334,046										1,049,147
25 Interest Expense	175,382	163,966	(86,870)										250,478
26 Depreciation & Amortization	942,944	975,367	973,628										2,891,939
27 Other Operating Expense	483,569	776,259	579,531										1,839,359
28 TOTAL EXPENSE	30,392,516	28,927,201	28,569,112										87,888,829
29 NET INCOME(LOSS)	960,133	1,244,390	1,020,449										3,224,972
<b>Normalization for Extraordinary Items</b>													
30 Interest Anthem Arbitration													-
31 CARES Act Funding	(730,230)	(730,230)	(730,230)										(2,190,690)
32 Medical FFS Settlement FY09-10													-
33 Meiro Settlement													-
34 Total Extraordinary Items	(730,230)	(730,230)	(730,230)										(2,190,690)
34 NET INCOME BEFORE Extraordinary Items	\$ 229,903	\$ 514,160	\$ 290,219	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,034,282
<b>CAPITAL CONTRIBUTIONS</b>													
35													
36 County Contribution													
<b>CHANGE IN NET ASSETS</b>													
37	\$ 960,133	\$ 1,244,390	\$ 1,020,449	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 3,224,972



**NATIVIDAD**  
**STATEMENT OF REVENUES AND EXPENSES & CHANGES IN NET ASSETS**  
**AS OF SEPTEMBER 30, 2020**

CURRENT MONTH					YEAR -TO -DATE				
	Actual	Budget	Variance fav. (unfav) \$ VAR.	% VAR	Actual	Budget	Variance fav. (unfav) \$ VAR.	% VAR	Prior Yr
R E V E N U E									
Patient Revenue:									
1	\$ 78,306,171	\$ 68,178,034	\$ 10,128,137	14.9	\$ 235,311,078	\$ 209,079,324	\$ 26,231,754	12.5	\$ 205,452,990
2	2,299,002	1,881,776	417,226	22.2	7,231,310	5,770,762	1,460,548	25.3	6,069,335
3	27,159,445	31,132,956	(3,973,511)	(12.8)	83,676,067	95,474,428	(11,798,361)	(12.4)	97,257,571
4	107,764,618	101,192,766	6,571,852	6.5	326,218,455	310,324,514	15,893,941	5.1	308,779,896
5	80,916,787	75,209,724	(5,707,063)	(7.6)	241,672,717	230,643,152	(11,029,565)	(4.8)	230,751,841
6	3,289,758	3,793,024	503,266	13.3	13,085,829	11,631,940	(1,453,889)	(12.5)	11,261,910
7	105,354	406,694	301,340	74.1	487,423	1,247,196	759,773	60.9	999,806
8	84,311,899	79,409,442	(4,902,457)	(6.2)	255,245,969	243,522,288	(11,723,681)	(4.8)	243,013,557
9	23,452,719	21,783,324	1,669,395	7.7	70,972,486	66,802,226	4,170,260	6.2	65,766,339
10	21.76%	21.53%			21.76%	21.53%			21.30%
11	5,446,330	4,667,423	778,907	16.7	17,744,570	14,313,431	3,431,139	23.97	15,055,768
Other Operating Revenue:									
12	116,225	111,625	4,600	4.1	347,296	342,319	4,977	1.5	345,077
13	219,616	219,616	-	-	673,490	673,490	0	-	508,197
14	59,178	59,178	-	-	181,480	181,480	0	-	179,000
15	295,493	335,966	(40,473)	(12.0)	1,194,479	1,030,298	164,181	15.9	1,052,662
16	690,512	726,385	(35,873)	(4.9)	2,396,745	2,227,587	169,158	7.6	2,084,936
17	29,589,561	27,177,132	2,412,429	8.9	91,113,801	83,343,244	7,770,557	9.3	82,907,043
TOTAL REVENUE									
18	15,341,913	15,595,159	253,246	1.6	49,645,933	47,825,189	(1,820,744)	(3.8)	45,687,780
19	1,680,809	70,020	(1,610,789)	(2,300.5)	3,753,440	214,726	(3,538,714)	(1,648.0)	895,452
20	3,503,759	3,325,845	(177,914)	(5.3)	10,417,922	10,199,255	(218,667)	(2.1)	10,215,161
21	3,257,830	2,891,456	(366,374)	(12.7)	9,095,949	8,867,124	(228,825)	(2.6)	9,033,109
22	2,666,373	2,143,294	(523,079)	(24.4)	7,983,100	6,572,774	(1,410,326)	(21.5)	6,621,136
23	320,093	298,088	(22,005)	(7.4)	961,562	914,138	(47,424)	(5.2)	718,199
24	334,046	277,123	(56,923)	(20.5)	1,049,147	849,837	(199,310)	(23.5)	902,186
25	(88,870)	213,726	302,596	141.6	250,478	655,426	404,948	61.8	588,077
26	973,628	1,011,265	37,637	3.7	2,891,939	3,101,211	209,272	6.7	3,050,695
27	579,531	514,902	(64,629)	(12.6)	1,839,359	1,579,010	(260,349)	(16.5)	1,467,216
28	28,569,112	26,340,878	(2,228,234)	(8.5)	87,888,829	80,778,690	(7,110,139)	(8.8)	79,179,011
TOTAL EXPENSE									
29	1,020,449	836,254	184,195	22.0	3,224,972	2,564,554	660,418	25.8	3,728,032
NET INCOME(LOSS)									
30									
CAPITAL CONTRIBUTIONS									
31	-	-	-	-	-	-	-	-	-
32	-	-	-	-	-	-	-	-	-
33	-	-	-	-	-	-	-	-	-
34	\$ 1,020,449	\$ 836,254	\$ 184,195	22.0 %	\$ 3,224,972	\$ 2,564,554	\$ 660,418	25.8 %	\$ 3,728,032
CHANGE IN NET ASSETS									

**NATIVIDAD**

**NATIVIDAD  
BALANCE SHEET  
AS OF SEPTEMBER 30, 2020**

	CURRENT MONTH			YEAR - TO - DATE		
	BEGINNING	ENDING	INC/(DEC)	BEGINNING	ENDING	INC/(DEC)
1	\$ 50,787,846	\$ 92,277,905	\$ 41,490,059	\$ 66,424,055	\$ 92,277,905	\$ 25,853,850
2	11,810,000	11,810,000	-	11,810,000	11,810,000	-
3	41,675,436	39,704,331	(1,971,105)	39,704,331	39,704,331	-
4	66,498,419	28,664,936	(37,833,483)	41,690,999	28,664,936	(13,026,063)
5	5,641,261	5,452,128	(189,133)	5,048,912	5,452,128	403,216
6	5,923,164	4,372,880	(1,550,284)	6,264,737	4,372,880	(1,891,857)
7	182,336,126	182,282,180	(53,946)	186,566,462	182,282,180	(4,284,282)
8			(0.0)			9.4
9	329,578,016	326,855,626	(2,722,390)	325,201,149	326,855,626	1,654,477
10	(199,424,199)	(200,398,265)	(974,066)	(197,505,014)	(200,398,265)	(2,893,251)
11	130,153,817	126,457,361	(3,696,456)	127,696,135	126,457,361	(1,238,774)
12	178,639,456	169,934,985	(8,704,471)	193,003,625	169,934,985	(23,068,640)
13	-	-	-	-	-	-
14	-	-	-	-	-	-
15	-	-	-	-	-	-
16	\$ 491,129,399	\$ 478,674,526	\$ (12,454,873)	\$ 487,256,222	\$ 478,674,526	\$ (8,581,696)
			(2.5) %			(1.8) %
17	32,823,673	25,838,984	(6,984,689)	27,324,830	25,838,984	(1,485,846)
18	9,665,950	10,962,561	1,296,611	12,099,669	10,962,561	(1,137,108)
19	51,664,932	45,857,918	(5,807,014)	51,664,932	45,857,918	(5,807,014)
20	3,433,614	3,433,614	-	3,433,614	3,433,614	-
21	12,314,492	10,489,320	(1,825,172)	13,709,175	10,489,320	(3,219,855)
22	109,902,661	96,582,397	(13,320,264)	108,232,220	96,582,397	(11,649,823)
23	5,048,745	4,893,687	(155,058)	5,050,532	4,893,687	(156,845)
24	-	-	-	-	-	-
25	29,073,594	29,073,594	-	29,073,594	29,073,594	-
26	34,122,339	33,967,281	(155,058)	34,124,126	33,967,281	(156,845)
27	344,899,876	344,899,876	-	344,899,876	344,899,876	-
28	2,204,523	3,224,972	1,020,449	-	3,224,972	3,224,972
29	347,104,399	348,124,848	1,020,449	344,899,876	348,124,848	3,224,972
30	\$ 491,129,399	\$ 478,674,526	\$ (12,454,873)	\$ 487,256,222	\$ 478,674,526	\$ (8,581,696)
			(2.5) %			(1.8) %

NATIVIDAD  
STATE AND COUNTY RECEIVABLES  
AS OF 09/30/20

**BALANCE SHEET**

	Req. Balance	Accruals	Reclas and Adj	Payment LHP Final Rec'n	GPP /PRIME	IGT	Payments	Ending Balance
Medi-Cal Waiver (DSH +SNCP)	\$ 8,722,908	6,175,343				8,221,832	(10,120,487)	12,999,596
Hospital Fee	-	239,452						239,452
Rate Range IGT-CCAH-	5,562,092	2,041,643						7,603,735
MCMC EPP	7,864,092	1,955,944				3,939,641	(11,803,744)	1,955,933
MCMC QIP	18,519,196	2,224,384				9,221,285	(27,740,481)	2,224,384
SB1732	1,067,767	983,014					(306,413)	1,744,368
AB 915	-	907,396						907,396
Medical GME	1,925,521							
CARES ACT Funding	(3,651,146)		2,190,690			2,229,211	(4,420,945)	(266,212)
A/R Seaside Clinic	-						-	(1,460,456)
A/R Office Buildings	39,425	367,894					(81,117)	(81,117)
Medical HPE	-	75,616					(229,663)	177,655
Interest Accrued Positive Cash	-	673,490						75,616
Accrued Donations	1,574,818	181,480					(454,335)	673,490
A/R Jail-PG&E	(3,302)	249,904					(170,550)	1,301,963
Health Department	69,628	423,452						76,052
<b>STATE RECEIVABLES</b>	<b>\$ 41,690,998</b>	<b>\$ 16,499,012</b>	<b>\$ 2,190,690</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 23,611,969</b>	<b>\$ (55,327,735)</b>	<b>\$ 28,664,935</b>

**P & L**

	YTD Sep-20
Medi-Cal DSH /SNCP/PHYS SPA	\$ 3,135,343
PRIME	3,040,000
Rate Range IGT-CCAH-	2,041,643
Esperanza Care	(504,110)
Family First C-19 Response-FMAP Enhance-	935,766
EMS/Maddy Funds	166,059
CARES Act Funding	2,190,690
HPE	75,616
Hospital Fee	239,452
MCMC EPP	1,955,944
HD Residency Support	(126,028)
MCMC QIP	2,224,384
AB915	907,396
Medicare GME	479,400
SB 1732	983,014
<b>VERNMENT FUNDING INCOME</b>	<b>\$ 17,744,569</b>

**NATIVIDAD**  
**STATEMENT OF CASH FLOWS**  
**AS OF SEPTEMBER 30, 2020**

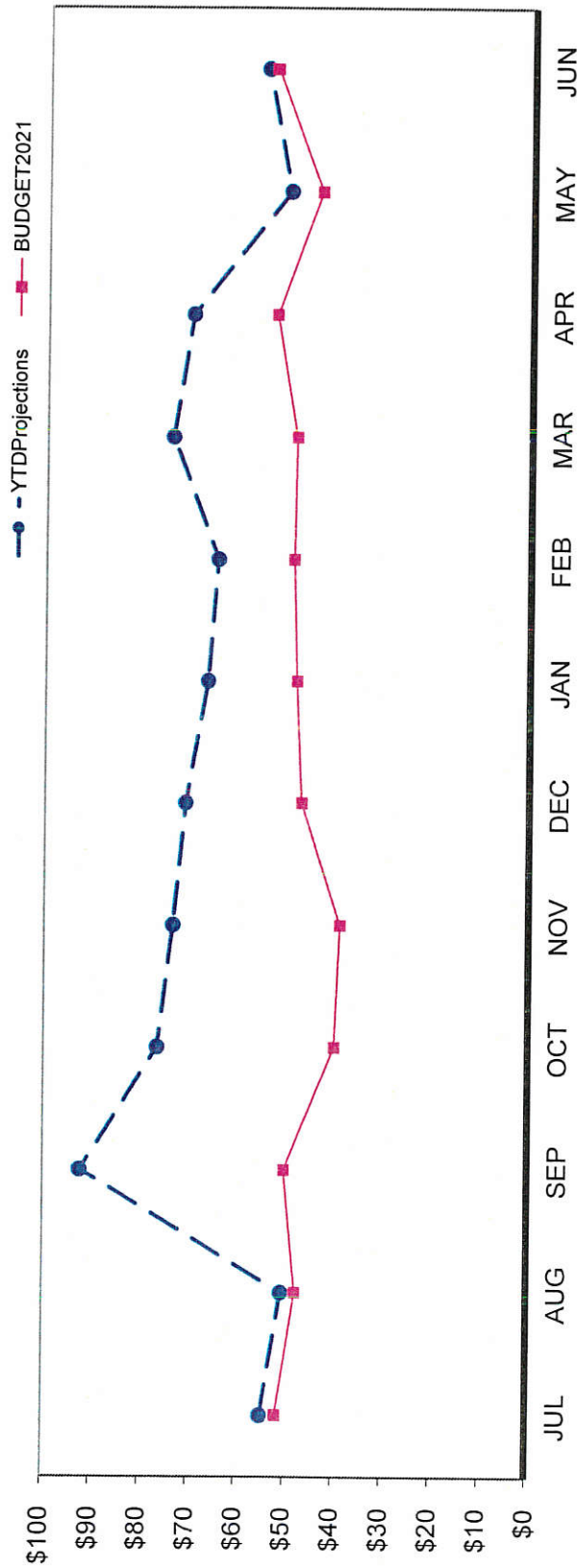
	CURRENT MONTH	YEAR - TO - DATE
1	\$ 50,787,846	\$ 66,424,055
2		
3	1,020,450	3,224,972
4	-	-
5	974,066	2,893,251
6	1,994,516	6,118,223
7		
8	1,971,105	(4,386,572)
9	37,833,483	13,026,063
10	1,739,417	1,488,641
11	(6,984,689)	(1,485,846)
12	1,296,611	(1,137,108)
13	(5,807,014)	(5,807,014)
14	-	0
15	(1,825,173)	(3,219,855)
16	28,223,740	(1,521,691)
17		
18		
19	2,722,390	(1,654,477)
20	-	-
21	2,722,390	(1,654,477)
22		
23	(155,058)	(156,845)
24	8,704,471	23,068,640
25	-	-
26	8,549,413	22,911,795
27	41,490,059	25,853,850
28	\$ 92,277,905	\$ 92,277,905



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	1,493,396	141,396
EMS/ Maddy	-	166,059	166,059
Provider Fee	950,000	950,000	-
	<u>\$ 56,787,000</u>	<u>\$ 61,681,371</u>	<u>\$ 4,894,371</u>

## Cash Flow Performance Fiscal Year 2021 (in Millions)



	ACTUAL	ACTUAL	ACTUAL	ESTIMATE	ESTIMATE	ESTIMATE	ESTIMATE	ESTIMATE	ESTIMATE	ESTIMATE	ESTIMATE	ESTIMATE
Months	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
YTD	54.9	50.8	92.3	76.6	73.5	71.1	66.6	64.7	74.2	70.2	50.4	55.2
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	3.0	2.9	41.9	36.4	34.4	23.9	18.3	15.5	25.5	17.2	6.4	1.8

NATIVIDAD  
CASH FORECAST  
FISCAL YEAR 2021

	ACTUAL JUL	ACTUAL AUG	ACTUAL SEP	ESTIMATE OCT	ESTIMATE NOV	ESTIMATE DEC	ESTIMATE JAN	ESTIMATE FEB	ESTIMATE MAR	ESTIMATE APR	ESTIMATE MAY	ESTIMATE JUN	Total YTD
Beginning Balance	66,411,941	54,847,008	50,392,983	92,272,171	76,623,493	73,520,844	71,081,629	66,644,673	64,666,951	74,188,537	70,230,576	50,388,243	66,411,941
<b>CASH RECEIPTS</b>													
Patient Revenues (incl. pro fees and lab cop)	22,793,778	18,345,956	26,041,270	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	262,884,230
RR LGT CASH	-	-	-	79,167	79,167	79,167	79,167	79,167	79,167	79,167	79,167	79,167	712,500
H&V CARE 31mmla COVID19	377,058	658,108	-	-	-	-	-	-	-	-	-	-	6,100,000
SHORT DOYLE	-	369,065	-	-	-	-	-	-	-	-	-	-	935,760
Foundation Donations	64,335	-	-	25,476	25,476	25,476	25,476	25,476	25,476	25,476	25,476	25,476	3,360,000
HEALTH DEPARTMENT RETIRE	-	-	-	-	-	-	-	-	-	-	-	-	25,311
ACAL GNE	-	-	-	-	-	-	-	-	-	-	-	-	454,335
AB915	-	1,995,908	2,468,037	141,667	141,667	141,667	141,667	141,667	141,667	141,667	141,667	141,667	1,275,003
GRP Final FY18-19	-	-	-	-	-	-	-	-	-	-	-	-	3,600,000
GRP FY20-21	2,780,787	2,780,787	-	6,532,321	-	-	-	-	6,532,321	-	-	-	2,780,787
QIP	-	-	-	-	-	-	-	-	-	-	-	-	13,054,642
EPF	-	-	27,740,481	-	-	-	-	-	-	-	-	-	27,740,481
GRS SPA	-	-	1,282,611	-	-	-	-	-	-	-	-	-	11,803,744
USH-CRE Final Reconciliation FY08-09	-	-	-	-	-	-	-	-	-	-	-	-	1,282,611
PRIME	4,317,023	-	-	-	-	-	-	-	-	-	-	-	4,317,023
DY14 PRIME	1,740,066	-	-	-	-	-	-	-	-	-	-	-	1,740,066
SBI732	-	-	308,413	-	-	2,900,000	-	-	-	-	-	-	3,208,413
GRP Y5 FY19-20 Q4	-	-	-	6,331,405	-	-	-	-	-	-	-	-	6,331,405
TIME BIWEEKLY	159,800	159,800	-	114,827	114,827	114,827	114,827	114,827	114,827	114,827	114,827	114,827	1,512,843
Rent Income	22,147	157,862	35,167	113,176	113,176	113,176	113,176	113,176	113,176	113,176	113,176	113,176	1,233,781
EMS Meddy Funds	166,058	-	-	-	-	-	-	-	-	-	-	-	166,058
Land 404 Transfer	1,198,107	2,747,251	-	1,360,368	2,214,341	985,629	3,771,069	2,254,332	2,363,955	2,846,066	5,829,847	3,806,025	26,300,000
Land 404 Transfer 1st/2nd/3rd	13,160,926	5,982,795	-	668,000	-	-	-	-	668,000	-	-	-	19,123,221
Land 404 Transfer 1st/2nd/3rd	30,772	256,783	-	156,310	156,310	156,310	156,310	156,310	156,310	156,310	156,310	156,310	2,017,178
Miscellaneous Revenue	24,000,551	39,021,330	84,653,761	37,408,000	24,590,847	27,270,135	26,486,605	24,974,838	38,360,782	25,382,572	35,148,353	35,360,511	420,483,869
Total Cash Receipts	10,113,566	9,013,465	8,363,779	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	86,279,240
<b>CASH DISBURSEMENTS</b>													
Purchased Services and Supplies	-	-	-	-	-	-	-	-	-	-	-	-	-
Rent Range LGT FY18-19	-	-	-	-	-	-	-	-	-	-	-	-	-
PRIME LGT	870,108	-	-	-	-	-	-	-	-	-	-	-	870,108
LOT MEDICAL GNE	1,026,652	-	-	-	-	-	-	-	-	-	-	-	2,229,212
LOT SFY2018-19 GRP-Final	1,369,004	-	-	-	-	-	-	-	-	-	-	-	1,369,004
LOT GRP 6 mos extension FY20-21	-	-	-	-	-	-	-	-	-	-	-	-	-
LOT QIP	9,221,285	-	-	-	-	-	-	-	-	-	-	-	9,221,285
LOT EPP	3,939,641	-	-	-	-	-	-	-	-	-	-	-	3,939,641
Building Lease / Rental Equipment	427,032	-	-	247,612	247,612	247,612	247,612	247,612	247,612	247,612	247,612	247,612	3,201,472
CCP Principal & Interest Payments	3,955,125	-	-	3,955,125	-	-	-	-	-	-	-	-	3,955,125
Payroll and Benefits	15,992,978	-	-	15,999,699	17,196,356	17,769,566	10,049,932	17,769,566	17,769,566	17,769,566	17,769,566	17,769,566	4,999,500
Payroll and Benefits	18,680	-	-	-	-	-	-	-	-	-	-	-	269,081,685
LOT GRP FY19-20 QTR 4	-	-	-	-	-	-	-	-	-	-	-	-	1,680
COWCAP	5,659,509	-	-	-	-	-	-	-	-	-	-	-	5,659,509
FY20-21 WH MOU	101,285	-	-	-	-	-	-	-	-	-	-	-	101,285
Data Processing	1,101,515	-	-	205,705	205,705	205,705	205,705	205,705	205,705	205,705	205,705	205,705	3,077,885
USH LGT/CRE Final Reconciliation FY09-10	-	-	-	-	-	-	-	-	-	-	-	-	5,807,014
Medi-Cal Final Settlement FY11-12	-	-	-	-	-	-	-	-	-	-	-	-	-
PRIME LGT	-	-	-	2,736,316	-	-	-	-	-	-	-	-	2,736,316
Seaside Clinic	-	-	-	-	-	-	-	-	-	-	-	-	-
Transfer From 451 to 404 & LGT Fund	-	-	-	-	-	-	-	-	-	-	-	-	-
Capital Expenditures	1,425,382	1,196,107	2,747,251	2,747,251	2,747,251	2,747,251	2,747,251	2,747,251	2,747,251	2,747,251	2,747,251	2,747,251	30,000,000
Total Cash Disbursements	35,352,403	43,085,576	43,360,453	53,257,276	28,033,500	29,709,350	30,025,561	28,852,961	28,852,961	28,852,961	28,852,961	28,852,961	431,648,774
Increase/(Decrease)	(11,564,882)	(4,984,228)	41,469,308	(15,648,975)	(3,102,652)	(2,438,215)	(4,436,956)	(1,977,722)	9,521,566	(3,957,860)	(19,942,333)	4,838,833	(11,184,869)
Ending Cash Fund 451	54,847,008	50,782,983	92,272,171	76,623,496	73,520,844	71,081,629	66,644,673	64,666,951	74,188,537	70,230,576	50,388,243	55,227,076	55,227,076
(-) Cash In Transit	-	-	-	-	-	-	-	-	-	-	-	-	-
(-) Petty Cash and CC	-	-	-	-	-	-	-	-	-	-	-	-	-
Ending Cash as per 6/L	54,850,803	50,787,982	92,277,905	76,627,778	73,524,524	71,085,339	66,648,353	64,670,631	74,192,217	70,234,256	50,391,923	55,230,756	55,230,756
<b>Fund 404</b>													
Beginning Balance	72,742,911	72,742,911	71,546,804	68,799,553	67,439,185	66,224,844	64,239,215	60,487,116	59,308,784	56,824,629	53,178,763	47,348,916	-
Transfer In From Fund 451	-	-	-	-	-	-	-	-	-	-	-	-	-
Transfer Out Fund 404	-	-	-	-	-	-	-	-	-	-	-	-	-
Ending Cash Fund 404	72,742,911	71,546,804	68,799,553	67,439,185	66,224,844	64,239,215	60,487,116	59,308,784	56,824,629	53,178,763	47,348,916	43,442,911	43,442,911
<b>Ending Cash Fund 451 &amp; 404</b>	127,590,000	122,339,687	161,071,724	144,062,681	138,745,688	135,320,844	127,111,789	122,874,735	123,013,366	123,403,339	107,737,159	98,689,987	98,689,987