



Finance Committee Meeting 2021

January 8, 2021



Finance Committee Meeting

Friday, January 8, 2021

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=VFNDYmJENXNyLzdYSXJneUtJalIwdz09>

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

1. If a member of the public wishes to comment on a particular agenda item, the public is strongly encouraged to submit their comments in writing via email to the Natividad Finance Committee at Natividadpubliccomments@natividad.com by 2:00 p.m. on the Thursday prior to the Committee meeting. To assist Natividad staff in identifying the agenda item to which the comment relates, the public is requested to indicate the Committee date and agenda number in the subject line. Comments received by the 2:00 p.m. Thursday deadline will be distributed to the Committee and will be placed in the record.
2. Members of the public wishing to comment on a specific agenda item while the matter is being heard may participate by any of the following means:
 - a. When the Chair calls for public comment on an agenda item, the Secretary of the Committee or his or her designee will first ascertain who wants to testify (among those who are in the meeting

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

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

Call to Order

Marcia Atkinson, Chair

Roll Call

Agenda Additions/Corrections

Noemi Ferguson

Public Comments (Limited 3 minutes per speaker)

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

Approval of Minutes

1. Approve the Minutes of November 13, 2020. *Pages 6-12*

Consent Items

2. Approve for consideration by the NMC Board of Trustees the Items in Attachment A. *Pages 13-27*

Scheduled Items/Discussion Items

3. Receive and Approve October 2020 Financial Report. *Pages 28-40*
4. Receive and Approve November 2020 Financial Report. *Pages 41-53*

Daniel Leon, CFO

Daniel Leon, CFO

Adjournment

**NEXT FINANCE COMMITTEE MEETING:
FRIDAY, FEBRUARY 12, 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 Meeting
Friday, January 8, 2021
Consent Items

Attachment A

1. <i>Pages 13-14</i>	<p>a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with Dynalabs, LLC for analytical laboratory testing of compounded pharmaceutical services at NMC for an amount not to exceed \$32,000 with an agreement term January 1, 2021 through December 31, 2025.</p> <p>b. Approve the NMC Chief Executive Officer's recommendation to accept non-standard indemnification and limitations on liability provisions within the agreement.</p>
2. <i>Pages 15-16</i>	<p>a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement (A-14274) with Visual Net Design for website update and hosting services, extending the agreement an additional two (2) year period (May 1, 2021 through April 30, 2023) for a revised full agreement term of May 1, 2018 through April 30, 2023, and adding \$139,976 for a revised total agreement amount not to exceed \$323,964.</p> <p>b. Authorize the Chief Executive Officer for NMC or his designee to execute up to three (3) future amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$3,398) of the original cost of the agreement per each amendment.</p>
3. <i>Pages 17-18</i>	<p>a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with Virtusa Corporation for CareDiscovery Quality Measures and CareDiscovery Electronic Quality Measures software subscription services at NMC for an amount not to exceed \$216,454 with an agreement term of January 26, 2021 through January 25, 2024.</p> <p>b. Authorize the Chief Executive Officer for NMC or his designee to execute up to three (3) future amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$21,645) of the original cost of the agreement per each amendment.</p> <p>c. 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>
4. <i>Pages 19-20</i>	<p>a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute the Professional and Call Coverage Services Agreement with Mazen Hashisho M.D. to provide vascular surgery services at NMC for an amount not to exceed \$1,600,000 for the period March 1, 2021 to March 31, 2024; 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% (\$160,000) of the original contract amount and do not significantly change the scope of work.</p>
5. <i>Pages 21-22</i>	<p>Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No.3 to the agreement (A-13426) with UpToDate Inc. for Anywhere electronic clinical resource subscription services, extending the agreement an additional one (1) year period (March 1, 2021 through February 28, 2022) for a revised full agreement term of December 1, 2016 through February 28, 2022, and adding \$90,488 for a revised total agreement amount not to exceed \$426,326.</p>
6. <i>Pages 23-24</i>	<p>a. Authorize the Chief Executive Office for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 (Order Form) to the agreement (A-13957) with Kronos, including one (1) future amendment, for software support and professional services, with no change to the term</p>

	<p>and will be concurrent to the original agreement term (July 1, 2018 through June 30, 2023) and adding \$26,350 for a revised total agreement amount not to exceed \$1,508,590</p> <p>b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to one (1) future amendment to the agreement, which does not significantly alter the scope of work and does not cause an increase of more than ten percent (10%) (143,900) of the original cost of the agreement per the amendment.</p>
<p>7. <i>Pages 25</i></p>	<p>a. Ratify the execution by the Chief Executive Officer for Natividad Medical Center of the Agreement with Monterey Anesthesia Professionals (MAP) to provide billing agent services, for an amount not to exceed \$120,000 for the period January 1, 2021 to December 31, 2022; 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% (\$12,000) of the original contract amount and do not significantly change the scope of work.</p>
<p>8. <i>Pages 26-27</i></p>	<p>a. Ratify the execution by the Chief Executive Officer for Natividad Medical Center of the Professional and Call Coverage Services Agreement with Monterey Anesthesia Professionals (MAP) to provide anesthesia services, for an amount not to exceed \$12,000,000 for the period January 1, 2021 to December 31, 2022; 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% (\$1,200,000) of the original contract amount and do not significantly change the scope of work.</p>



Finance Committee Special Meeting

Friday, November 13, 2020

8:30 AM

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MINUTES

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

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, submitted a revised board report.

Public Comments (Limited 3 minutes per speaker)

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Approval of Minutes

1. Approve the Minutes of October 9, 2020.

MOTION: *Motion to approve the minutes of October 9, 2020 moved by Dr. Chris Carpenter, seconded by Libby Downey, and approved by the following vote*

Roll call vote taken 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 13, moved by Libby Downey, seconded by Dr. Chris Carpenter, and approved by the following vote*

Roll call vote taken pursuant to Government Code 54953:

Dr. Gary Gray: AYE

Dr. Chris Carpenter: AYE

Marcia Atkinson: AYE

Libby Downey: AYE

3. Approve the schedule of regular meetings of the Finance Committee for calendar year 2021 in Attachment B.

MOTION: *Motion to approve the schedule of regular meetings of the Finance Committee for the calendar year 2021 – Attachment B 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 taken pursuant to Government Code 54953:

Dr. Gary Gray: AYE

Dr. Chris Carpenter: AYE

Marcia Atkinson: AYE

Libby Downey: AYE

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.
(Ari Entin)

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 taken 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 request which is in the final stages of negotiation:

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute the Third Amendment to the Professional and Call Coverage Services Agreement (A-13387) with Monterey Anesthesia Professionals (MAP) to provide anesthesia services, extending the term by twelve months (January 1, 2021 to December 31, 2021) for a revised full agreement term of January 1, 2017 to December 31, 2021, and adding \$4,200,000, for a revised total not to exceed amount of \$19,762,000 in the aggregate; and
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not exceed 10% (\$1,120,930) of the original contract amount and do not significantly change the scope of work. (Dr. Craig Walls)

MOTION: *Motion to approve Scheduled, item number 5, for consideration by the NMC Board of Trustees, moved by Dr. Chris Carpenter, seconded by Libby Downey and approved by the following vote*

Roll call vote taken pursuant to Government Code 54953:

Dr. Gary Gray: AYE

Dr. Chris Carpenter: AYE

Marcia Atkinson: AYE

Libby Downey: AYE

6. Receive and Approve September 2020 Financial Report.

Daniel Leon, CFO

MOTION: *Motion to accept the September 2020 Financial Reports moved by Libby Downey, seconded by Dr. Chris Carpenter, and approved by the following vote*

Roll call vote taken pursuant to Government Code 54953:

Dr. Gary Gray: AYE

Dr. Chris Carpenter: AYE

Marcia Atkinson: AYE

Libby Downey: AYE

Adjournment at 8:54am



Finance Committee Special Meeting
Friday, November 13, 2020
Consent Items
MINUTES
Attachment A

1.	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).
2.	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.
3.	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.
4.	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.
5.	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.
6.	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.
7.	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.
8.	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.

9	<ul style="list-style-type: none"> 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.
10.	<ul style="list-style-type: none"> 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.
11.	<ul style="list-style-type: none"> a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute the Third Amendment to the Professional and Call Coverage Services Agreement (A-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.
12.	<ul style="list-style-type: none"> 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.
13.	<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 increase to the total agreement amount of \$380,000.</p>



Finance Committee Special Meeting
Friday, November 13, 2020
Consent Items
MINUTES
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.

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

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Dynalabs, LLC Agreement

Legistar Number: _____

..Title

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with Dynalabs, LLC for analytical laboratory testing of compounded pharmaceutical services at NMC for an amount not to exceed \$32,000 with an agreement term January 1, 2021 through December 31, 2025.
- b. Approve the NMC Chief Executive Officer's recommendation to accept non-standard indemnification and limitations on liability provisions within the agreement.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with Dynalabs, LLC for analytical laboratory testing of compounded pharmaceutical services at NMC for an amount not to exceed \$32,000 with an agreement term January 1, 2021 through December 31, 2025.
- b. Approve the NMC Chief Executive Officer's recommendation to accept non-standard indemnification and limitations on liability provisions within the agreement.

SUMMARY/DISCUSSION:

Dynalabs specializes in laboratory quality assurance testing services of compounded medications. Natividad has used Dynalabs for several years and has been satisfied with their turnaround times and their customer service. NMC uses Dynalabs for sterility testing, potency testing, stability testing, endotoxin testing, and beyond use dating as required by state and federal law and regulation. Potency, beyond use dating, and stability testing help ensure patients receive a sufficient medication dose. Sterility and endotoxin testing ensure that the medications patients receive do not contain bacterial contamination. Through this testing not only are individual products tested but the quality of the compounding process itself is measured.

This new agreement replaces an older agreement with Dynalabs, LLC from 2015 and contains updated terms and pricing.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved this agreement as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The agreement has also been reviewed and approved by NMC's Finance Committee on January 8, 2021 and by its Board of Trustees on January 8, 2021.

FINANCING:

The cost for this agreement is \$32,000 of which \$6,400 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:

Quality assurance testing, provided by Dynalabs, will ensure the quality of compounded medications enhancing the health of Monterey County residents who receive them.

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

Prepared by: Jason Warren, Pharmacist, 772-7720

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

Attachments:

Dynalabs, LLC Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Visual Net Design Amendment No. 2

Legistar Number: _____

..Title

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement (A-14274) with Visual Net Design for website update and hosting services, extending the agreement an additional two (2) year period (May 1, 2021 through April 30, 2023) for a revised full agreement term of May 1, 2018 through April 30, 2023, and adding \$139,976 for a revised total agreement amount not to exceed \$323,964.
- 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%) (\$3,398) of the original cost of the agreement per each amendment.

..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. 2 to the agreement (A-14274) with Visual Net Design for website update and hosting services, extending the agreement an additional two (2) year period (May 1, 2021 through April 30, 2023) for a revised full agreement term of May 1, 2018 through April 30, 2023, and adding \$139,976 for a revised total agreement amount not to exceed \$323,964.
- 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%) (\$3,398) of the original cost of the agreement per each amendment.

SUMMARY/DISCUSSION:

Natividad is recommending that the current agreement for hosting and support services with Visual Net Design be renewed and expanded to include Search Engine Optimization Services (SEO). In an effort to reach our target audience, Natividad currently has an English and a Spanish website that are distinct and separate. SEO will allow NMC to improve the tracking of website utilization and it will provide us with data to continue to improve the site to be a more effective resource to the community.

The approval of this agreement will NMC ensure that the websites provide up to date and accurate information related to services, contact information, and information on the health related matters, which the organization feels is important to our community.

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. 1 has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on January 8, 2021.

FINANCING:

The cost for this amendment No. 1 is \$139,976 of which \$96,000 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 amendment allows for hosting services resulting in a website with up to date and current information thus improving the health and quality of life through County supported policies, programs and services while promoting access to equitable opportunities for health choices and health environments in collaboration with communities.

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

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

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

Attachments:

Visual Net Design Amendment No. 2
Visual Net Design Amendment No. 1
Visual Net Design Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Virtusa Corporation

Legistar Number: _____

..Title

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with Virtusa Corporation for CareDiscovery Quality Measures and CareDiscovery Electronic Quality Measures software subscription services at NMC for an amount not to exceed \$216,454 with an agreement term of January 26, 2021 through January 25, 2024.
- 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%) (\$21,645) of the original cost of the agreement per each amendment.
- c. Approve the NMC Chief Executive Officer's recommendation to accept non-standard indemnification, insurance, limitations on liability, and limitations on damages provisions within the agreement.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with Virtusa Corporation for CareDiscovery Quality Measures and CareDiscovery Electronic Quality Measures software subscription services at NMC for an amount not to exceed \$216,454 with an agreement term of January 26, 2021 through January 25, 2024.
- 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%) (\$21,645) of the original cost of the agreement per each amendment.
- c. Approve the NMC Chief Executive Officer's recommendation to accept non-standard indemnification, insurance, limitations on liability, and limitations on damages provisions within the agreement.

SUMMARY/DISCUSSION:

For over 40 years, IBM, through its partner Truven Health Analytics, has provided market-leading performance improvement solutions built on data integrity, advanced analytics, and domain expertise. NMC has contracted with Truven since 2009 for the use of the IBM database(s) and analytic tools. IBM is now partnering with Virtusa Corporation to provide these same services.

Care Discovery is a database and reporting system that provides NMC with a dashboard of critical benchmarks and objective, fact-based information necessary to make quick, confident decisions in support of the hospital's quality improvement initiatives. The database and reporting system allows NMC to: evaluate our performance as compared to peer hospitals; and evaluate our outcomes including the Agency for Healthcare Research and Quality (AHRQ) national indicators, complications, and risk-adjusted mortality and resource metrics. It provides NMC with the capability to drill into transaction-level details to identify specific opportunities for improving the process of care. The database and reporting system allows NMC to compare patient-care patterns among physicians and compare expected results to observed results. The database is used to run many required reports for Joint Commission accreditation.

The Care Discovery Quality Measures database and reporting system provides NMC with the tools to comply with the Joint Commission and Center for Medicare and Medicaid Services (CMS) requirement for quarterly reporting of clinical quality measures also known as Core Measures.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved this agreement as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The agreement has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on January 8, 2021.

FINANCING:

The cost for this agreement is \$216,454 of which \$70,728 is included in the Fiscal Year 2020-21 Adopted Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This agreement is for a software system which allows data collection of process improvement projects as well as regulatory required reporting of quality metrics. The ability to capture this data and to compare with our peers helps drive improved medical care and patient outcomes at NMC. The use of this system provides NMC with the additional support it needs to be able to provide reliable and quality patient care, thus improving the health and quality of life for patients and their families.

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

Prepared by: Charles Harris M.D., Chief Quality Officer, 783-2785
Approved by: Gary R. Gray, DO, Chief Executive Officer, 783-2553

Attachments:
Virtusa Agreement and BAA

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Mazen Hashisho M.D. Agreement

TITLE:

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute the Professional and Call Coverage Services Agreement with Mazen Hashisho M.D. to provide vascular surgery services at NMC for an amount not to exceed \$1,600,000 for the period March 1, 2021 to March 31, 2024; and
- b. Authorize the Chief Executive Officer for NMC or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not exceed 10% (\$160,000) of the original contract amount and do not significantly change the scope of work.

RECOMMENDATION:

It is recommended that the Board of Supervisors

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute the Professional and Call Coverage Services Agreement with Mazen Hashisho M.D. to provide vascular surgery services at NMC for an amount not to exceed \$1,600,000 for the period March 1, 2021 to March 31, 2024; and
- b. Authorize the Chief Executive Officer for NMC or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not exceed 10% (\$160,000) of the original contract amount and do not significantly change the scope of work.

SUMMARY/DISCUSSION:

Natividad must arrange for the professional consultation and treatment for patients who present to the emergency department and outpatient clinics in need of medical care or treatment in vascular surgery. Natividad would like to enter into this agreement with Dr. Hashisho, a board certified vascular and thoracic surgeon, to provide inpatient and outpatient services, procedures in the operating room, and at least half of the vascular surgery call coverage in the emergency department. The vascular and thoracic surgery services provided are part of the comprehensive trauma services required for the Level II Trauma Center and vital to the continued operations of Natividad. 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 January 8, 2021.

FINANCING:

The total not to exceed amount for this Agreement is \$1,600,000 for the period March 1, 2020 to March 31, 2024 (37 months). \$520,000 is included in the Fiscal Year 2020/2021 Adopted Budget. The remaining balance will be budgeted in subsequent fiscal years. There is no impact to the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

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

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

Prepared by: Jeanne-Ann Balza, Director of Physician Services, 783.2506
Approved by: Gary Gray D.O., Chief Executive Officer, 783.2553

Attachments: Agreement

Attachments on file at the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

UpToDate Inc. Amendment No. 3

Legistar Number: _____

..Title

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No.3 to the agreement (A-13426) with UpToDate Inc. for Anywhere electronic clinical resource subscription services, extending the agreement an additional one (1) year period (March 1, 2021 through February 28, 2022) for a revised full agreement term of December 1, 2016 through February 28, 2022, and adding \$90,488 for a revised total agreement amount not to exceed \$426,326.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No.3 to the agreement (A-13426) with UpToDate Inc. for Anywhere electronic clinical resource subscription services, extending the agreement an additional one (1) year period (March 1, 2021 through February 28, 2022) for a revised full agreement term of December 1, 2016 through February 28, 2022, and adding \$90,488 for a revised total agreement amount not to exceed \$426,326.

SUMMARY/DISCUSSION: UPDATE SUMMARY

Wolters Kluwer Health, Up-To-Date Inc. (UpToDate) is the leading web based clinical research tool that clinicians utilize for their day to day review of clinical topics. NMC is a teaching facility, and as such, web based research is particularly important for medical students and resident education. The user can access the UpToDate system via an internet links embedded within NMC's Electronic Medical Record (EMR) system, Medical Information Technology, Inc. (MEDITECH). UpToDate is a standalone resource application and there is no data exchanged to or from NMC systems with this application.

Currently NMC physicians, residents and medical students have access to Up-To-Date's web based research and educational materials online. In addition to research, physicians can receive required individual Continuing Medical Education (CME) credit each time Up-To-Date is logged into and utilized. Annual CME is required by NMC, state and national medical specialty boards thereby aiding NMC and its physicians in keeping current in meeting their continuing medical education requirements. With Up-to-Date access, clinicians are able to "click" on the Up-To-Date icon and are able to research the most recent evidenced based recommendations. As an example, when a physician is on call and must remotely enter antibiotic orders for pneumonia but has a question on the preferred medication, he or she will be able to "click" on the Up-to-Date icon and view the latest recommendation.

This amendment will extend the term an additional year. There is no change to the scope or services provided.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel reviewed and approved this amendment No. 3 as to form, and the

Auditor-Controller reviewed and approved as to payment provisions. The amendment No. 3 was reviewed and approved by NMC's Finance Committee and Board of Trustees on January 08, 2021.

FINANCING:

The cost for this amendment No. 3 is \$90,488 which is included in the Fiscal Year 2021-22 Adopted Budget.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This agreement facilitates access to critical point of care clinical diagnosis and medication resources which aid in decision making, thereby improving care provided to Monterey County residents. The system also allows clinicians to remain current with continuing education requirements.

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

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

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

Attachments:

- UpToDate Amendment 3
- UpToDate Renewal and Amendment 2
- UpToDate Amendment 1
- UpToDate Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Kronos Inc. Amendment 2 (Order Form)

Legistar Number: _____

..Title

- a. Authorize the Chief Executive Office for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 (Order Form) to the agreement (A-13957) with Kronos, including one (1) future amendment, for software support and professional services, with no change to the term and will be concurrent to the original agreement term (July 1, 2018 through June 30, 2023) and adding \$26,350 for a revised total agreement amount not to exceed \$1,508,590
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to one (1) future amendment to the agreement, which does not significantly alter the scope of work and does not cause an increase of more than ten percent (10%) (143,900) of the original cost of the agreement per the amendment.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

- a. Authorize the Chief Executive Office for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 (Order Form) to the agreement (A-13957) with Kronos, including one (1) future amendment, for software support and professional services, with no change to the term and will be concurrent to the original agreement term (July 1, 2018 through June 30, 2023) and adding \$26,350 for a revised total agreement amount not to exceed \$1,508,590
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to one (1) future amendment to the agreement, which does not significantly alter the scope of work and does not cause an increase of more than ten percent (10%) (143,900) of the original cost of the agreement per the amendment.

SUMMARY/DISCUSSION:

Natividad Medical Center currently utilizes the Kronos Timekeeper to capture time for all staff employed and to capture time worked for all contracted staff. In addition, NMC completed implementation of Attendance Manager, Basic Scheduler, Productivity and Human Resources (HR) modules, Advanced Scheduler and Cloud Services.

NMC is requesting the approval of this agreement to allow the facility to continue to add the following modules; Leave of Absence and SMS Quick-fill. Leave of Absence will allow NMC to track employees efficiently and ensure appropriate notifications go out in a timely fashion. The SMS Quick-fill will allow Natividad to fill vacant shifts in the scheduling system allowing staff to pick up open shifts via text message which will speed up the process and ensure the appropriate number of clinical staff are on each shift and in accordance with staffing ratios schedules.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this amendment No. 2 (Order Form) as to legal form and risk provisions, and the Auditor-Controller has reviewed and approved as to payment provisions. The agreement has also been reviewed and approved by NMC's Finance Committee and its Board of Trustees on January 8, 2021

FINANCING:

The cost for this amendment No. 2 (Order Form) is \$26,350 of which \$26,350 will be absorbed in the Fiscal Year 2020-21 Adopted Budget.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This amendment is for a software system which improves data processing at NMC. The use of this system directly contributes to a more efficient and effective use of resources within the organization.

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

Prepared by: Janine Bouyea, Acting Assistant Administrator, 783-2701
Approved by: Gary R. Gray, DO, Chief Executive Officer, 783-2504

Attachments:

Kronos Inc. Amendment No. 2 (Order Form)
Kronos Inc. Amendment No. 1 (Order Form)
Kronos Inc. Agreement 1 of 3
Kronos Inc. Agreement 2 of 3
Kronos Inc. Agreement 3 of 3

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Monterey Anesthesia Professionals (MAP) Physicians Billing Agreement

TITLE:

- a. Ratify the execution by the Chief Executive Officer for Natividad Medical Center of the Agreement with Monterey Anesthesia Professionals (MAP) to provide billing agent services, for an amount not to exceed \$120,000 for the period January 1, 2021 to December 31, 2022; and
- b. Authorize the Chief Executive Officer for NMC or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not exceed 10% (\$12,000) of the original contract amount and do not significantly change the scope of work.

RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Ratify the execution by the Chief Executive Officer for Natividad Medical Center of the Agreement with Monterey Anesthesia Professionals (MAP) to provide billing agent services, for an amount not to exceed \$120,000 for the period January 1, 2021 to December 31, 2022; and
- b. Authorize the Chief Executive Officer for NMC or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not exceed 10% (\$12,000) of the original contract amount and do not significantly change the scope of work.

SUMMARY/DISCUSSION:

An agreement will be entered with Monterey Anesthesia Professionals to provide billing services for physicians on behalf of Natividad Medical Center. The services will include billing to all payers including state, federal, private/commercial insurance and patients without insurance. The billing procedures will adhere to the Centers for Medicare and Medicaid Services compliance requirements.

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 January 8, 2021.

FINANCING:

The total not to exceed amount of this agreement is \$120,000 for the period January 1, 2021 to December 31, 2022. The remaining amount will be budgeted in subsequent fiscal years. There is no impact to the General Fund.

Prepared by: Daniel Leon, Chief Financial Officer, 783.2551

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

Attachments:
Agreement

Attachments on file at the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Monterey Anesthesia Professionals Agreement

TITLE:

- a. Ratify the execution by the Chief Executive Officer for Natividad Medical Center of the Professional and Call Coverage Services Agreement with Monterey Anesthesia Professionals (MAP) to provide anesthesia services, for an amount not to exceed \$12,000,000 for the period January 1, 2021 to December 31, 2022; and
- b. Authorize the Chief Executive Officer for NMC or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not exceed 10% (\$1,200,000) of the original contract amount and do not significantly change the scope of work.

RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Ratify the execution by the Chief Executive Officer for Natividad Medical Center of the Professional and Call Coverage Services Agreement with Monterey Anesthesia Professionals (MAP) to provide anesthesia services, for an amount not to exceed \$12,000,000 for the period January 1, 2021 to December 31, 2022; and
- b. Authorize the Chief Executive Officer for NMC or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not exceed 10% (\$1,200,000) of the original contract amount and do not significantly change the scope of work.

SUMMARY/DISCUSSION:

Natividad must arrange for the provision of professional consultation and treatment of patients of its five operating rooms, including a physician that is in-house and immediately available 24 hours a day and a 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.

Ratification of the executed agreement will ensure that the group can continue to provide these critical anesthesia 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 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 January 8, 2021.

FINANCING:

The total not to exceed amount of this agreement is \$12,000,000 for the period January 1, 2021 to December 31, 2022 (24 months). \$6,000,000 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.

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

Attachments:
Agreement

Attachments on file at the Clerk of the Board

FINANCIAL STATEMENTS

OCTOBER 31, 2020

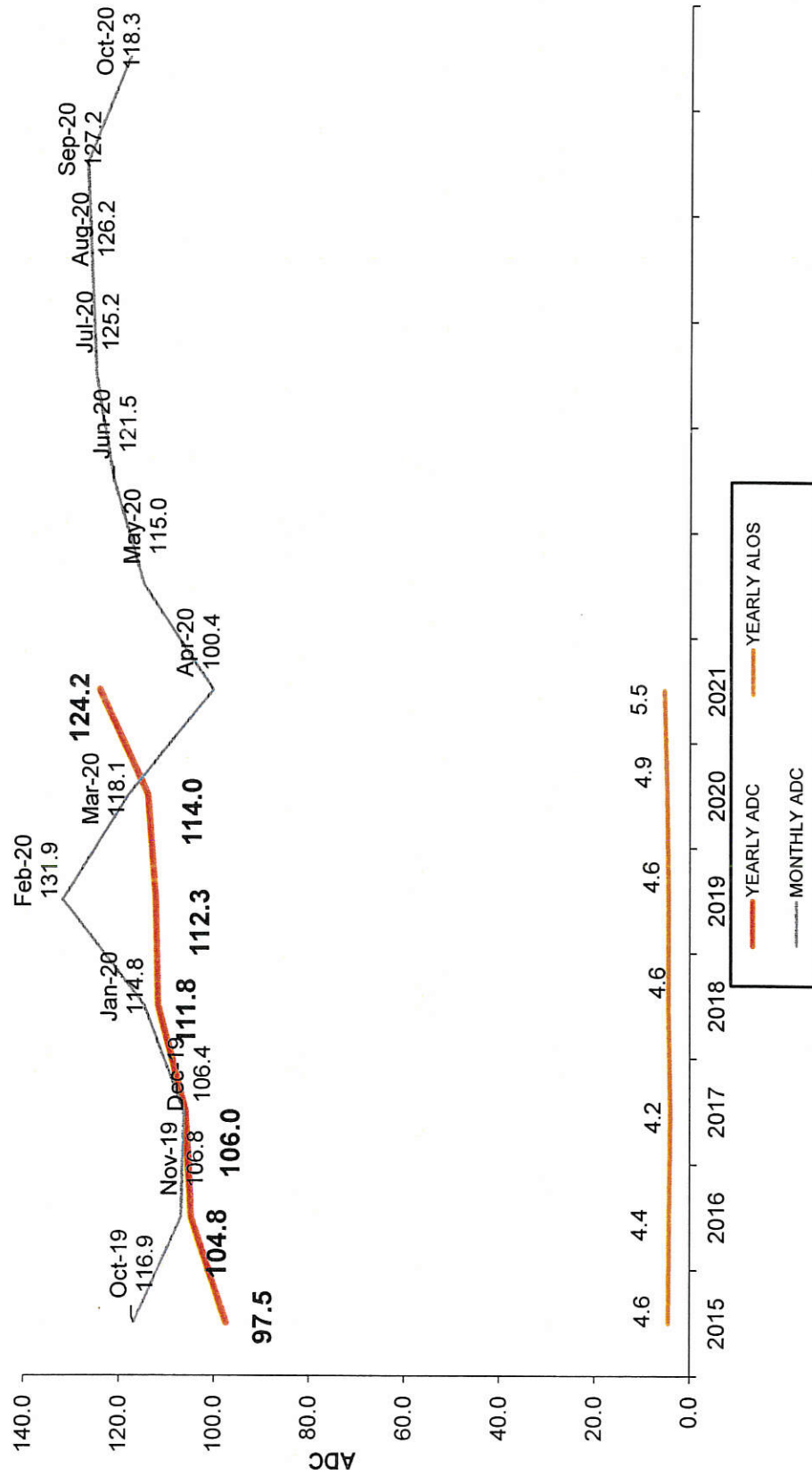
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FINANCIAL STATEMENTS

OCTOBER 31, 2020

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NATIVIDAD

STATISTICAL REPORT

OCTOBER 31, 2020

Month-To-Date					Year-To-Date					
08-20	09-20	10-20	Budget		Budget	Current	Prior Yr	%		
PT DAYS BY SERVICE					STAFFED BEDS					
					CY/PLY					
1	237	204	198	208	NICU	15	825	846	883	-4.19%
2	1,879	1,765	1,605	1,555	Med/Surg	61	6,170	7,044	6,259	12.54%
3	315	313	310	195	ICU	10	774	1,256	748	67.91%
4	37	36	28	54	Peds	12	214	118	204	-42.16%
5	716	701	713	724	Acute Rehab	24	2,872	2,855	2,802	1.89%
6	320	290	292	271	OB/Gyn	27	1,076	1,191	1,099	8.37%
7	3,504	3,309	3,146	3,007	TOTAL ACUTE	149	11,931	13,310	11,995	10.96%
8	409	506	521	465	Psychiatric	19	1,845	1,966	1,948	0.92%
9	3,913	3,815	3,667	3,472	TOTAL DAYS	168	13,776	15,276	13,943	9.56%
10	298	329	292	287	Nursery	18	1,139	919	1,182	-22.25%
AVERAGE DAILY CENSUS										
11	89.9	86.9	78.5	73.6	Acute	125	73.7	85.0	74.7	13.79%
12	23.1	23.4	23.0	23.4	Acute Rehab	24	23.3	23.2	22.8	1.75%
13	13.2	16.9	16.8	15.0	Psychiatric	19	15.0	16.0	15.8	1.27%
14	126.2	127.2	118.3	112.0	TOTAL	168	112.0	124.2	113.4	9.52%
15	9.6	11.0	9.4	9.3	Nursery	18	9.3	7.5	9.6	-21.88%
PERCENTAGE OF OCCUPANCY										
16	71.9%	69.5%	62.8%	58.9%	Acute		59.0%	68.0%	59.8%	13.8%
17	96.3%	97.5%	95.8%	97.5%	Acute Rehab		97.1%	96.7%	95.0%	1.8%
18	69.5%	88.9%	88.4%	78.9%	Psychiatric		78.9%	84.2%	83.2%	1.3%
19	75.1%	75.7%	70.4%	66.7%	TOTAL		66.7%	73.9%	69.1%	6.9%
20	53.3%	61.1%	52.2%	51.7%	Nursery		51.7%	41.7%	53.3%	-21.9%
ADMISSIONS										
21	598	610	569	617	Acute		2,443	2,383	2,466	-3.37%
22	55	53	55	57	Acute Rehab		228	218	232	-6.03%
23	34	53	62	63	Psychiatric		251	196	252	-22.22%
24	687	716	686	737	TOTAL		2,922	2,797	2,950	-5.19%
25	185	190	176	172	Nursery		682	746	708	5.37%
26	192	193	177	183	Deliveries		725	761	716	6.28%
DISCHARGES										
27	581	624	563	633	Acute		2,508	2,363	2,539	-6.93%
28	54	56	52	65	Acute Rehab		260	218	231	-5.63%
29	29	53	62	56	Psychiatric		224	195	249	-21.69%
30	664	733	677	754	TOTAL		2,992	2,776	3,019	-8.05%
31	176	176	176	156	Nursery		619	704	644	9.32%
AVERAGE LENGTH OF STAY										
32	5.7	5.3	5.3	4.7	Acute(Hospital wide no babies)		4.7	5.5	4.7	17.02%
33	13.0	13.2	13.0	12.7	Acute Rehab		12.6	13.1	12.1	8.26%
34	2.5	2.2	2.6	2.7	OB/Gyn		2.7	2.5	2.7	-7.41%
35	12.0	9.5	8.4	7.4	Psychiatric		7.4	10.0	7.7	29.87%
36	1.6	1.7	1.7	1.7	Nursery		1.7	1.2	1.7	-29.41%
OUTPATIENT VISITS										
37	3,512	3,481	3,375	4,528	Emergency Room		17,968	14,308	18,202	-21.39%
38	518	563	481	571	ER Admits		2,266	2,078	2,289	-9.22%
39	75.4%	78.6%	70.1%	77.5%	ER Admits as a % of Admissions		77.5%	74.3%	77.6%	-4.25%
40	5,121	5,362	5,769	6,229	Clinic Visits		24,714	21,680	25,753	-15.82%
ANCILLARY PROCEDURES BILLED										
41	50,224	50,756	49,376	48,142	Lab Tests		191,015	203,566	195,741	4.00%
42	3,305	3,180	3,246	3,013	Radiology Procedures		11,954	13,115	14,339	-8.54%
43	177	216	194	210	MRI Procedures		833	803	883	-9.06%
44	93	89	78	148	Nuclear Med Procedures		587	353	586	-39.76%
45	1,173	1,187	1,158	1,140	Ultrasound Procedures		4,523	4,668	4,711	-0.91%
46	1,675	1,666	1,798	1,853	CT Scans		7,352	6,974	7,588	-8.09%
47	385	393	380	364	Surgeries		1,455	1,521	1,517	0.26%
48	8.16	8.26	8.45	7.86	FTE'S PER AOB		7.86	8.21	7.85	4.59%
49	1,381.3	1,404.0	1,382.6	1,271.3	TOTAL PAID FTE'S		1,271.3	1,380.6	1,292.2	6.84%
50	5,247	5,100	5,073	5,015	ADJUSTED PATIENT DAYS		19,898	20,687	20,229	2.27%

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

	JUL-20	AUG-20	SEP-20	OCT-20	NOV-20	DEC-20	JAN-21	FEB-21	MAR-21	APR-21	MAY-21	JUN-21	YTD
R E V E N U E													
Patient Revenue:													
1 Inpatient	\$ 77,149,435	\$ 79,855,472	\$ 78,306,171	\$ 74,755,382									\$ 310,066,460
2 Pro Fees	2,696,122	2,236,186	2,299,002	2,494,198									9,725,508
3 Outpatient	28,527,426	27,989,196	27,159,445	29,608,527									113,284,594
4 Total Patient Revenue	108,372,983	110,080,854	107,764,618	106,858,107									433,076,562
Deductions from revenue													
5 Contractual Deductions	77,896,531	82,859,399	80,916,787	81,400,665									323,073,382
6 Bad Debt	5,810,435	3,985,636	3,285,758	2,044,119									15,129,948
7 Unable to Pay	198,523	163,546	105,354	112,097									599,520
8 Total Contractual Discounts	83,905,489	87,028,581	84,311,899	83,556,881									338,802,850
9 Net Patient Revenue	24,467,494	23,052,273	23,452,719	23,301,226									94,273,712
10 As a percent of Gross Revenue	22.58%	20.94%	21.76%	21.81%									21.77%
Total Government Funding	5,875,865	6,422,375	5,446,330	7,359,941									25,104,511
Other Operating Revenue:													
12 Rent Income	115,026	116,045	116,225	116,224									463,520
13 Interest Income	226,937	226,937	219,616	344,086									1,017,576
14 NMF Contribution	61,151	61,151	59,178	61,151									242,631
15 Other Income	606,176	292,810	295,493	318,962									1,513,441
16 Total Other Operating Revenue	1,009,290	686,943	690,512	840,423									3,237,168
TOTAL REVENUE	31,352,649	30,171,591	29,589,561	31,501,590									122,615,391
E X P E N S E													
18 Salaries, Wages & Benefits	18,294,132	16,141,804	15,341,913	15,350,217									65,128,066
19 Registry	890,450	1,162,161	1,080,809	1,374,188									5,127,628
20 Phys/Residents SWB & Contract Fees	3,419,049	3,363,198	3,503,759	3,215,766									13,501,772
21 Purchased Services	2,837,656	3,000,463	3,257,830	3,384,603									12,480,552
22 Supplies	2,759,766	2,556,961	2,666,373	2,971,814									10,954,914
23 Insurance	321,377	320,092	320,093	320,093									1,281,655
24 Utilities and Telephone	268,191	446,910	334,046	463,675									1,512,822
25 Interest Expense	175,382	163,966	(88,870)	(277,792)									(27,314)
26 Depreciation & Amortization	942,944	975,367	973,628	964,654									3,856,593
27 Other Operating Expense	483,569	776,259	579,531	683,866									2,523,225
28 TOTAL EXPENSE	30,392,516	28,927,201	28,569,112	28,451,084									116,339,913
NET INCOME(LOSS)	960,133	1,244,390	1,020,449	3,050,506									6,275,478
Normalization for Extraordinary Items													
30 Interest Anthem Arbitration													
31 CARES Act Funding													
32 DSH Final Settlement FY09-10	(730,230)	(730,230)	(730,230)	(974,844)									(3,165,534)
33 Families First C-19 Response	(277,658)	(658,108)	-	(1,360,171)									(1,360,171)
34 Total Extraordinary Items	(1,007,888)	(1,388,338)	(730,230)	(2,491,965)									(5,618,421)
NET INCOME BEFORE Extraordinary Items	\$ (47,755)	\$ (143,948)	\$ 290,219	\$ 558,541									\$ 651,057
CAPITAL CONTRIBUTIONS													
35 County Contribution													
CHANGE IN NET ASSETS	\$ 960,133	\$ 1,244,390	\$ 1,020,449	\$ 3,050,506									\$ 6,275,478

NATIVIDAD

CAPITAL CONTRIBUTIONS

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

NATIVIDAD

		CURRENT MONTH				YEAR -TO -DATE			
		Budget		Variance fav. (unfav)		Actual		Variance fav. (unfav)	
				\$ VAR.	% VAR			\$ VAR.	% VAR
		Actual	Budget						
		5,073	5,016	57	1.1%	20,687	19,898	789	4.0%
		<div>REVENUE</div>							
		<div>ADJUSTED PATIENT DAYS</div>							
		<div>Patient Revenue:</div>							
1	\$	14,737	\$ 14,046	\$ 692	4.9 %	\$ 14,988	\$ 14,048	\$ 940	6.7%
2		492	388	104	26.8	470	388	82	21.2
3		5,837	6,414	(577)	(9.0)	5,476	6,415	(939)	(14.6)
4		21,066	20,847	219	1.1	20,934	20,851	83	0.4
		<div>Deductions from revenue</div>							
5		16,047	15,494	(553)	(3.6)	15,617	15,497	(120)	(0.8)
6		403	781	378	48.4	731	782	50	6.4
7		22	84	62	73.6	29	84	55	65.4
8		16,473	16,359	(113)	(0.7)	16,377	16,362	(15)	(0.1)
9		4,594	4,488	106	2.4	4,557	4,488	69	1.5
10		21.81%	21.53%			21.77%	21.53%		
		<div>Net Patient Revenue</div>							
		<div>As a percent of Gross Revenue</div>							
		<div>Total Government Funding</div>							
11		1,451	962	489	50.9	1,214	962	252	26.2
		<div>Other Operating Revenue:</div>							
12		23	23	(0)	(0.4)	22	23	(1)	(2.6)
13		68	45	23	49.9	49	45	4	8.7
14		12	12	(0)	(1.1)	12	12	(0)	(3.8)
15		63	69	(6)	(9.1)	73	69	4	5.7
16		166	150	16	10.7	156	150	7	4.5
17		6,210	5,599	611	10.9	5,927	5,600	327	5.8
		<div>TOTAL REVENUE</div>							
		<div>EXPENSE</div>							
18		3,026	3,213	187	5.8	3,142	3,213	72	2.2
19		271	14	(256)	(1,778.1)	248	14	(233)	(1,618.0)
20		634	685	51	7.5	659	685	26	3.8
21		667	596	(72)	(12.0)	603	596	(8)	(1.3)
22		586	442	(144)	(32.7)	530	442	(88)	(19.9)
23		63	61	(2)	(2.8)	62	61	(1)	(0.9)
24		91	57	(34)	(60.1)	73	57	(16)	(28.1)
25		(55)	44	99	224.4	(1)	44	45	103.0
26		190	208	18	8.7	186	208	22	10.5
27		135	106	(29)	(27.1)	122	106	(16)	(15.0)
28		5,609	5,427	(182)	(3.4)	5,624	5,428	(196)	(3.6)
		<div>NET INCOME(LOSS)</div>							
29		601	172	429	249.1	303	172	131	76.0
30		<div>CAPITAL CONTRIBUTIONS</div>							
31		-	-	-	-	-	-	-	-
32		-	-	-	-	-	-	-	-
33		-	-	-	-	-	-	-	-
		<div>County Contribution</div>							
34	\$	601	\$ 172	\$ 429	249 %	\$ 303	\$ 172	\$ 131	76.0 %
		<div>CHANGE IN NET ASSETS</div>							
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NATIVIDAD
STATE AND COUNTY RECEIVABLES
AS OF 10/31/20

BALANCE SHEET

	Beg. Balance	Accruals	Reclas and Adj	Payment LHP Final Rec'n	GPP PRIME/CARES	IGT	Payments	Ending Balance
Medi-Cal Waiver (DSH +SNCP)	\$ 8,722,908	8,256,165				8,221,832	(22,984,213)	2,216,692
Hospital Fee	-	320,137						320,137
Rate Range IGT-CCAH-	5,562,092	2,729,588						8,291,680
MCMC EPP	7,864,092	2,615,012				3,939,641	(11,803,744)	2,615,001
MCMC QIP	18,519,196	2,973,905				9,221,285	(27,740,481)	2,973,905
SB1732	1,067,767	1,314,247					(306,413)	2,075,601
AB 915	-	1,213,149						1,213,149
Medical GME	1,925,521					2,458,739	(4,420,945)	(36,684)
CARES ACT Funding	(3,651,146)		3,165,534		180,590		(2,201,529)	(2,506,551)
A/R Seaside Clinic	-						(81,117)	(81,117)
A/R Office Buildings	39,425	484,119					(249,434)	274,109
Medical HPE	-	101,095						101,095
Interest Accrued Positive Cash	-	900,427					(673,490)	226,937
Accrued Donations	1,574,818	242,631					(454,335)	1,363,114
A/R Jail-PC&E	(3,302)	344,827					(249,717)	91,808
Health Department	69,628	566,137						635,765
STATE RECEIVABLES	\$ 41,690,998	\$ 22,061,439	\$ 3,165,534	\$ -	\$ 180,590	\$ 23,841,497	\$ (71,165,418)	\$ 19,774,641

	YTD Oct-20
Medi-Cal DSH /SNCP/PHYS SPA	\$ 5,563,003
PRIME	4,053,333
Rate Range IGT-CCAH-	2,729,588
Esperanza Care	(673,973)
Family First C-19 Response-FMAP Enhance-	1,092,716
EMS/ Maddy Funds	166,059
CARES Act Funding	3,165,534
HPE	101,095
Hospital Fee	320,137
MCMC EPP	2,615,012
HD Residency Support	(168,494)
MCMC QIP	2,973,905
AB915	1,213,149
Medicare GME	639,200
SB 1732	1,314,247
GOVERNMENT FUNDING INCOME	\$ 25,104,511

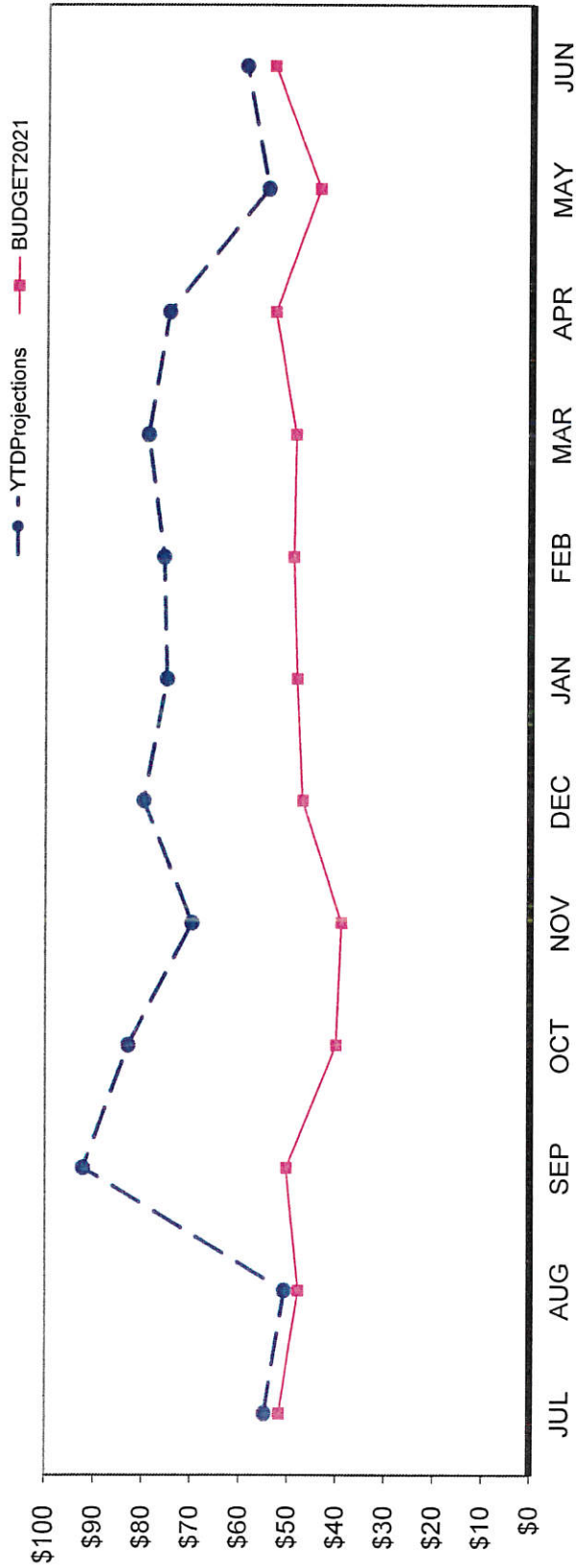
**NATIVIDAD
STATEMENT OF CASH FLOWS
AS OF OCTOBER 31, 2020**

	CURRENT MONTH	YEAR - TO - DATE
1	\$ 92,277,905	\$ 66,424,055
2		
3	3,050,506	6,275,478
4	-	-
5	965,091	3,858,342
6	4,015,597	10,133,820
7		
8	(197,661)	(4,584,233)
9	8,890,295	21,916,358
10	(951,188)	537,453
11	3,265,280	1,779,434
12	2,794,767	1,657,659
13	(2,736,216)	(8,543,230)
14		0
15		(4,892,470)
16	(1,672,615)	7,870,971
17	9,392,662	
18		
19	(1,681,358)	(3,335,835)
20	-	-
21	(1,681,358)	(3,335,835)
22		
23	(36,699)	(193,544)
24	(20,918,622)	2,150,018
25	-	-
26	(20,955,321)	1,956,474
27	(9,228,420)	16,625,430
28	\$ 83,049,485	\$ 83,049,485

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	13,700,171	1,360,171
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	-	1,092,716	1,092,716
HHS -CARE Fund Stimulus Covid-19	-	5,852,676	5,852,676
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	1,540,529	188,529
EMS/ Maddy	-	166,059	166,059
Provider Fee	950,000	950,000	-
	<u>\$ 56,787,000</u>	<u>\$ 65,447,151</u>	<u>\$ 8,660,151</u>

Cash Flow Performance Fiscal Year 2021 (in Millions)



Months	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ESTIMATE	ESTIMATE	ESTIMATE	ESTIMATE	ESTIMATE	ESTIMATE	ESTIMATE	ESTIMATE
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
YTD	54.9	50.8	92.3	83.0	69.8	79.8	75.1	75.8	79.1	74.9	54.6	59.1
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	42.9	30.7	32.6	26.7	26.7	30.4	21.9	10.7	5.7

NATIVIDAD
CASH FORECAST
FISCAL YEAR 2021

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FINANCIAL STATEMENTS

NOVEMBER 30, 2020

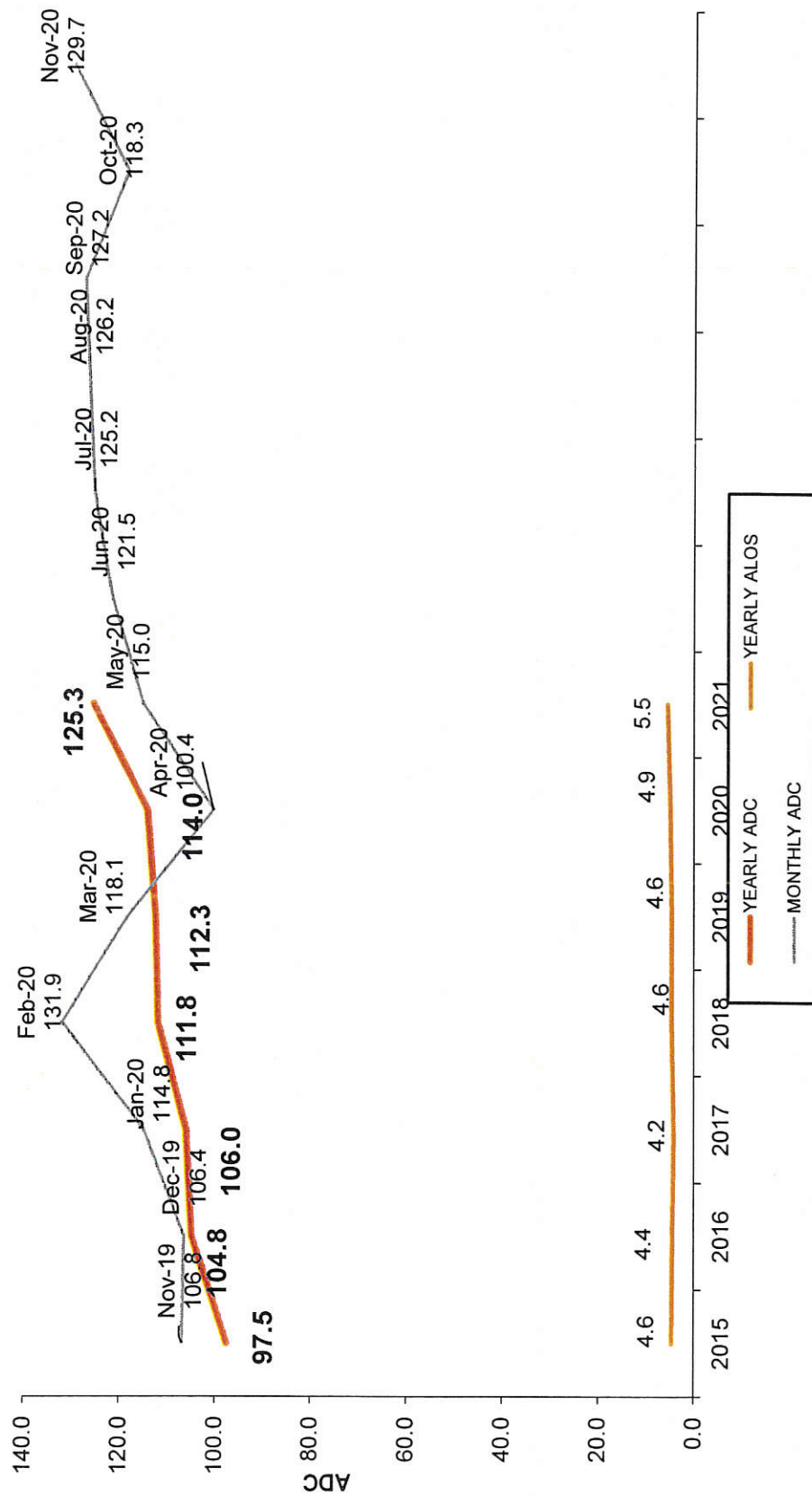
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FINANCIAL STATEMENTS

NOVEMBER 30, 2020

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2	STATISTICAL REPORT
4	STATEMENT OF REVENUES & EXPENSES AND CHANGES IN NET ASSETS TO BUDGET
5	STATEMENT OF REVENUES & EXPENSES AND CHANGES IN NET ASSETS PER APD
6	BALANCE SHEET
7	SCHEDULE OF STATE / COUNTY RECEIVABLES
8	STATEMENT OF CASH FLOWS
9	RECONCILIATION OF GOVERNMENT FUNDING
10	CASH FLOW PERFORMANCE F/Y 20-21 ACTUAL TO BUDGET
11	CASH SCHEDULE FOR F/Y 20-21



**NATIVIDAD
STATISTICAL REPORT
NOVEMBER 30, 2020**

Month-To-Date					Year-To-Date					
09-20	10-20	11-20	Budget		Budget	Current	Prior Yr	%		
PT DAYS BY SERVICE					STAFFED BEDS					
					CY/PT					
1	204	198	208	201	NICU	15	1,026	1,054	1,035	1.84%
2	1,765	1,605	1,874	1,505	Med/Surg	61	7,675	8,918	7,686	16.03%
3	313	310	284	189	ICU	10	963	1,540	944	63.14%
4	36	28	42	52	Peds	12	266	160	252	-36.51%
5	701	713	702	700	Acute Rehab	24	3,572	3,557	3,506	1.45%
6	290	292	261	263	OB/Gyn	27	1,339	1,452	1,353	7.32%
7	3,309	3,146	3,371	2,910	TOTAL ACUTE	149	14,841	16,681	14,776	12.89%
8	506	521	521	450	Psychiatric	19	2,295	2,487	2,370	4.94%
9	3,815	3,667	3,892	3,360	TOTAL DAYS	168	17,136	19,168	17,146	11.79%
10	329	292	259	278	Nursery	18	1,417	1,485	1,432	3.70%
AVERAGE DAILY CENSUS										
11	86.9	78.5	89.0	73.7	Acute	125	73.7	85.8	73.7	16.42%
12	23.4	23.0	23.4	23.3	Acute Rehab	24	23.3	23.2	22.9	1.31%
13	16.9	16.8	17.4	15.0	Psychiatric	19	15.0	16.3	15.5	5.16%
14	127.2	118.3	129.7	112.0	TOTAL	168	112.0	125.3	112.1	11.78%
15	11.0	9.4	8.6	9.3	Nursery	18	9.3	9.7	9.4	3.19%
PERCENTAGE OF OCCUPANCY										
16	69.5%	62.8%	71.2%	59.0%	Acute		59.0%	68.6%	59.0%	16.4%
17	97.5%	95.8%	97.5%	97.1%	Acute Rehab		97.1%	96.7%	95.4%	1.3%
18	88.9%	88.4%	91.6%	78.9%	Psychiatric		78.9%	85.8%	81.6%	5.2%
19	75.7%	70.4%	77.2%	66.7%	TOTAL		66.7%	74.6%	68.4%	9.1%
20	61.1%	52.2%	47.8%	51.7%	Nursery		51.7%	53.9%	52.2%	3.2%
ADMISSIONS										
21	610	569	590	596	Acute		3,039	2,973	3,022	-1.62%
22	53	55	54	56	Acute Rehab		284	272	284	-4.23%
23	53	62	49	61	Psychiatric		312	245	314	-21.97%
24	716	686	693	713	TOTAL		3,635	3,490	3,620	-3.59%
25	190	176	158	166	Nursery		848	904	853	5.98%
26	193	177	161	177	Deliveries		902	922	867	6.34%
DISCHARGES										
27	624	563	560	612	Acute		3,120	2,923	3,112	-6.07%
28	56	52	54	63	Acute Rehab		323	272	283	-3.89%
29	53	62	49	55	Psychiatric		279	244	318	-23.27%
30	733	677	663	730	TOTAL		3,722	3,439	3,713	-7.38%
31	181	158	143	151	Nursery		770	824	778	5.91%
AVERAGE LENGTH OF STAY										
32	5.3	5.3	5.6	4.7	Acute(Hospital wide no babies)		4.7	5.5	4.7	17.02%
33	13.2	13.0	13.0	12.5	Acute Rehab		12.6	13.1	12.3	6.50%
34	2.2	2.6	2.6	2.7	OB/Gyn		2.7	2.5	2.7	-7.41%
35	9.5	8.4	10.6	7.4	Psychiatric		7.4	10.2	7.5	36.00%
36	1.7	1.7	1.6	1.7	Nursery		1.7	1.6	1.7	-5.88%
OUTPATIENT VISITS										
37	3,481	3,375	3,219	4,383	Emergency Room		22,351	17,527	22,522	-22.18%
38	563	481	513	553	ER Admits		2,819	2,591	2,796	-7.33%
39	78.6%	70.1%	74.0%	77.6%	ER Admits as a % of Admissions		77.6%	74.2%	77.2%	-3.88%
40	5,362	5,763	4,995	6,028	Clinic Visits		30,742	26,667	31,236	-14.63%
ANCILLARY PROCEDURES BILLED										
41	50,756	49,376	49,652	46,589	Lab Tests		237,604	253,218	240,211	5.41%
42	3,180	3,246	3,060	2,915	Radiology Procedures		14,869	16,175	17,594	-8.07%
43	216	194	204	203	MRI Procedures		1,036	1,007	1,067	-5.62%
44	89	78	93	143	Nuclear Med Procedures		730	446	755	-40.93%
45	1,187	1,158	993	1,103	Ultrasound Procedures		5,626	5,661	5,730	-1.20%
46	1,666	1,798	1,794	1,793	CT Scans		9,145	8,768	9,322	-5.94%
47	393	380	437	364	Surgeries		1,819	1,958	1,896	3.27%
48	8.26	8.45	8.10	7.86	FTE'S PER AOB		7.86	8.19	7.95	3.02%
49	1,404.0	1,382.6	1,399.2	1,271.3	TOTAL PAID FTE'S		1,271.3	1,384.3	1,292.4	7.11%
50	5,100	5,073	5,183	4,854	ADJUSTED PATIENT DAYS		24,751	25,871	24,873	4.01%

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

	JUL-20	AUG-20	SEP-20	OCT-20	NOV-20	DEC-20	JAN-21	FEB-21	MAR-21	APR-21	MAY-21	JUN-21	YTD
R E V E N U E													
Patient Revenue:													
1 Inpatient	\$ 77,149,435	\$ 79,855,472	\$ 78,306,171	\$ 74,755,382	\$ 78,953,622								\$ 389,020,082
2 Pro Fees	2,696,122	2,236,186	2,299,002	2,494,198	1,868,807								11,594,315
3 Outpatient	28,527,426	27,989,196	27,159,445	29,608,527	26,810,166								140,094,760
4 Total Patient Revenue	108,372,983	110,080,854	107,764,618	106,858,107	107,632,595								540,709,157
Deductions from revenue													
5 Contractual Deductions	77,896,531	82,859,399	80,916,787	81,400,665	80,503,011								403,576,393
6 Bad Debt	5,810,435	3,985,636	3,289,758	2,044,119	3,030,736								18,160,684
7 Unable to Pay	198,523	183,546	105,354	112,097	236,157								835,677
8 Total Contractual Discounts	83,905,489	87,028,581	84,311,899	83,556,881	83,769,904								422,572,754
9 Net Patient Revenue	24,467,494	23,052,273	23,452,719	23,301,226	23,862,691								118,136,403
10 As a percent of Gross Revenue	22.58%	20.94%	21.76%	21.61%	22.17%								21.85%
Total Government Funding	5,875,865	6,422,375	5,446,330	7,359,941	5,690,945								30,795,456
Other Operating Revenue:													
12 Rent Income	115,026	116,045	116,225	116,224	116,225								579,745
13 Interest Income	226,937	228,937	219,616	344,086	219,616								1,237,192
14 NMF Contribution	61,151	61,151	59,178	61,151	59,178								301,809
15 Other Income	606,176	292,810	295,493	318,962	367,237								1,880,678
16 Total Other Operating Revenue	1,009,290	696,943	690,512	840,423	762,256								3,959,424
TOTAL REVENUE	31,352,649	30,171,591	29,589,561	31,501,590	30,315,892								152,931,283
E X P E N S E													
18 Salaries, Wages & Benefits	18,294,132	16,141,804	15,341,913	15,350,217	15,140,737								80,268,803
19 Registry	890,450	1,182,181	1,680,809	1,374,188	1,476,186								6,603,814
20 Phys/Residents SWB & Contract Fees	3,419,049	3,363,198	3,503,759	3,215,766	3,292,953								16,794,725
21 Purchased Services	2,837,656	3,000,463	3,257,830	3,384,603	3,585,479								16,066,031
22 Supplies	2,759,766	2,556,961	2,666,373	2,971,814	3,077,098								14,032,012
23 Insurance	321,377	320,092	320,093	320,093	320,093								1,601,748
24 Utilities and Telephone	266,191	446,910	334,046	463,675	404,263								1,917,085
25 Interest Expense	175,382	163,966	(88,870)	(277,792)	69,186								41,872
26 Depreciation & Amortization	942,944	975,367	973,628	964,654	969,783								4,826,376
27 Other Operating Expense	483,569	776,259	579,531	683,866	648,311								3,171,536
28 TOTAL EXPENSE	30,392,516	28,927,201	28,569,112	28,451,064	28,984,089								145,324,002
NET INCOME(LOSS)	960,133	1,244,390	1,020,449	3,050,506	1,331,803								7,607,281
Normalization for Extraordinary Items													
30 Interest Anthem Arbitration													-
31 CARES Act Funding	(730,230)	(730,230)	(730,230)	(974,844)	(974,844)								(4,140,378)
32 DSH Final Settlement FY09-10	-	-	-	(1,360,171)	-								(1,360,171)
33 Families First C-19 Response	(277,658)	(658,108)	-	(156,950)	-								(1,092,716)
34 Total Extraordinary Items	(1,007,888)	(1,388,338)	(730,230)	(2,491,965)	(974,844)								(6,593,265)
NET INCOME BEFORE Extraordinary Items	\$ (47,755)	\$ (143,948)	\$ 290,219	\$ 558,541	\$ 356,959								\$ 1,014,016
CAPITAL CONTRIBUTIONS													
35 County Contribution													
CHANGE IN NET ASSETS	\$ 960,133	\$ 1,244,390	\$ 1,020,449	\$ 3,050,506	\$ 1,331,803								\$ 7,607,281

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

CURRENT MONTH				YEAR -TO -DATE			
	Actual	Budget	Variance fav. (unfav) \$ VAR. % VAR		Actual	Budget	Variance fav. (unfav) \$ VAR. % VAR
R E V E N U E							
Patient Revenue:							
1 \$	78,953,622	\$ 68,178,034	\$ 10,775,588 15.8	\$	389,020,082	\$ 347,708,003	\$ 41,312,079 11.9
2	1,868,807	1,881,776	(12,969) (0.7)	11,594,315	9,597,031	1,997,284	20.8
3	26,810,166	31,132,956	(4,322,790) (13.9)	140,094,760	158,778,120	(18,683,360)	(11.8)
4	107,632,595	101,192,766	6,439,829 6.4	540,709,157	516,083,154	24,626,003	4.8
5	80,503,011	75,209,724	(5,293,287) (7.0)	403,576,393	383,569,590	(20,006,803)	(5.2)
6	3,030,736	3,793,024	762,288 20.1	18,160,684	19,344,422	1,183,738	6.1
7	236,157	406,894	170,737 41.9	835,677	2,074,141	1,238,464	59.7
8	83,769,904	79,409,442	(4,360,462) (5.5)	422,572,754	404,988,153	(17,584,601)	(4.3)
9	23,862,691	21,783,324	2,079,367 9.5	118,136,403	111,095,001	7,041,402	6.3
10	22.17%	21.53%		21.85%	21.53%		
11	5,690,945	4,667,423	1,023,522 21.9	30,795,456	23,803,858	6,991,598	29.37
12	116,225	111,625	4,600 4.1	579,745	589,291	10,454	1.8
13	219,616	219,616	- -	1,237,192	1,120,043	117,149	10.5
14	59,178	59,178	- -	301,809	301,809	0	-
15	367,237	335,966	31,271 9.3	1,880,678	1,713,430	167,248	9.8
16	762,256	726,385	35,871 4.9	3,999,424	3,704,573	294,851	8.0
17	30,345,892	27,177,132	3,168,760 11.5	152,931,283	138,603,432	14,327,851	10.3
18	15,140,737	15,595,159	454,422 2.9	80,136,887	79,535,363	(601,524)	(0.8)
19	1,476,186	70,020	(1,406,166) (2,008.2)	6,603,814	357,099	(6,246,715)	(1,749.3)
20	3,292,953	3,325,845	32,892 1.0	16,926,641	16,961,805	35,164	0.2
21	3,585,479	2,891,456	(694,023) (24.0)	16,066,031	14,746,414	(1,319,617)	(8.9)
22	3,077,098	2,143,294	(933,804) (43.6)	14,032,012	10,930,808	(3,101,204)	(28.4)
23	320,093	298,088	(22,005) (7.4)	1,601,748	1,520,251	(81,497)	(5.4)
24	404,263	277,123	(127,140) (45.9)	1,917,085	1,413,317	(503,768)	(35.6)
25	69,186	213,726	144,540 67.6	41,872	1,090,002	1,048,130	96.2
26	969,783	1,011,265	41,482 4.1	4,826,376	5,157,449	331,073	6.4
27	648,311	514,902	(133,409) (25.9)	3,171,536	2,625,966	(545,570)	(20.8)
28	28,984,089	26,340,878	(2,643,211) (10.0)	145,324,002	134,338,474	(10,985,528)	(8.2)
29	1,331,803	836,254	495,549 59.3	7,607,281	4,284,958	3,342,323	78.4
30							
31	-	-	- -	-	-	-	-
32	-	-	- -	-	-	-	-
33	-	-	- -	-	-	-	-
34 \$	1,331,803	\$ 836,254	\$ 495,549 59.3 %	\$ 7,607,281	\$ 4,284,958	\$ 3,342,323	78.4 %
EXPENSE							
Salaries, Wages & Benefits							
18	15,140,737	15,595,159	454,422 2.9	80,136,887	79,535,363	(601,524)	(0.8)
19	1,476,186	70,020	(1,406,166) (2,008.2)	6,603,814	357,099	(6,246,715)	(1,749.3)
20	3,292,953	3,325,845	32,892 1.0	16,926,641	16,961,805	35,164	0.2
21	3,585,479	2,891,456	(694,023) (24.0)	16,066,031	14,746,414	(1,319,617)	(8.9)
22	3,077,098	2,143,294	(933,804) (43.6)	14,032,012	10,930,808	(3,101,204)	(28.4)
23	320,093	298,088	(22,005) (7.4)	1,601,748	1,520,251	(81,497)	(5.4)
24	404,263	277,123	(127,140) (45.9)	1,917,085	1,413,317	(503,768)	(35.6)
25	69,186	213,726	144,540 67.6	41,872	1,090,002	1,048,130	96.2
26	969,783	1,011,265	41,482 4.1	4,826,376	5,157,449	331,073	6.4
27	648,311	514,902	(133,409) (25.9)	3,171,536	2,625,966	(545,570)	(20.8)
28	28,984,089	26,340,878	(2,643,211) (10.0)	145,324,002	134,338,474	(10,985,528)	(8.2)
29	1,331,803	836,254	495,549 59.3	7,607,281	4,284,958	3,342,323	78.4
30							
31	-	-	- -	-	-	-	-
32	-	-	- -	-	-	-	-
33	-	-	- -	-	-	-	-
34 \$	1,331,803	\$ 836,254	\$ 495,549 59.3 %	\$ 7,607,281	\$ 4,284,958	\$ 3,342,323	78.4 %
NET INCOME (LOSS)							
29	1,331,803	836,254	495,549 59.3	7,607,281	4,284,958	3,342,323	78.4
30							
31	-	-	- -	-	-	-	-
32	-	-	- -	-	-	-	-
33	-	-	- -	-	-	-	-
34 \$	1,331,803	\$ 836,254	\$ 495,549 59.3 %	\$ 7,607,281	\$ 4,284,958	\$ 3,342,323	78.4 %
CAPITAL CONTRIBUTIONS							
County Contribution							
31	-	-	- -	-	-	-	-
32	-	-	- -	-	-	-	-
33	-	-	- -	-	-	-	-
34 \$	1,331,803	\$ 836,254	\$ 495,549 59.3 %	\$ 7,607,281	\$ 4,284,958	\$ 3,342,323	78.4 %
CHANGE IN NET ASSETS							
31	-	-	- -	-	-	-	-
32	-	-	- -	-	-	-	-
33	-	-	- -	-	-	-	-
34 \$	1,331,803	\$ 836,254	\$ 495,549 59.3 %	\$ 7,607,281	\$ 4,284,958	\$ 3,342,323	78.4 %
Prior Yr							
1				\$	347,708,003		\$
2				11,594,315	9,597,031		9,361,498
3				140,094,760	158,778,120		159,367,402
4				540,709,157	516,083,154		512,988,403
5				403,576,393	383,569,590		380,682,165
6				18,160,684	19,344,422		19,607,877
7				835,677	2,074,141		1,906,958
8				422,572,754	404,988,153		402,197,000
9				118,136,403	111,095,001		110,791,403
10				21.85%	21.53%		21.60%
11				30,795,456	23,803,858		25,418,415
12				579,745	589,291		575,128
13				1,237,192	1,120,043		1,395,052
14				301,809	301,809		299,000
15				1,880,678	1,713,430		1,850,014
16				3,999,424	3,704,573		4,119,194
17				152,931,283	138,603,432		140,329,012
18				80,136,887	79,535,363		75,697,009
19				6,603,814	357,099		1,653,569
20				16,926,641	16,961,805		16,699,360
21				16,066,031	14,746,414		15,379,708
22				14,032,012	10,930,808		11,137,278
23				1,601,748	1,520,251		1,196,999
24				1,917,085	1,413,317		1,573,022
25				41,872	1,090,002		980,128
26				4,826,376	5,157,449		4,970,741
27				3,171,536	2,625,966		2,515,186
28				145,324,002	134,338,474		131,803,000
29				7,607,281	4,284,958		8,526,012
30							
31				-	-		-
32				-	-		-
33				-	-		-
34 \$				\$ 7,607,281	\$ 4,284,958	\$ 3,342,323	78.4 %

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

NATIVIDAD

CURRENT MONTH				YEAR-TO-DATE				
	Actual	Budget	Variance fav. (unfav)		Actual	Budget	Variance fav. (unfav)	
			\$ VAR.	% VAR			\$ VAR.	% VAR
	5,183	4,854	329	6.8%	25,871	24,751	1,120	4.5%
	REVENUE							
	ADJUSTED PATIENT DAYS							
	Patient Revenue:							
1	\$	15,233	\$	15,037	\$	14,048	\$	14,148
2		361		448		388		385
3		5,173		5,415		6,415		6,549
4		20,766		20,900		20,851		21,082
5		15,532		15,600		15,497		15,645
6		585		702		782		802
7		46		32		84		78
8		16,162		16,334		16,362		16,529
9		4,604		4,566		4,489		4,553
10		22.17%		21.85%		21.53%		21.60%
11		1,098		1,190		962		1,045
	Total Government Funding							
	Other Operating Revenue:							
12		22		22		23		24
13		42		48		45		57
14		11		12		12		12
15		71		73		69		76
16		147		155		150		169
17		5,849		5,911		5,600		5,767
	TOTAL REVENUE							
	EXPENSE							
18		2,921		3,098		3,213		3,111
19		285		255		14		68
20		635		654		685		686
21		692		621		596		632
22		594		542		442		458
23		62		62		61		49
24		78		74		57		65
25		13		2		44		40
26		187		187		208		204
27		125		123		106		103
28		5,592		5,617		5,428		5,417
	TOTAL EXPENSE							
	NET INCOME(LOSS)							
29		257		294		172		350
	CAPITAL CONTRIBUTIONS							
30								
31		-		-		-		-
32		-		-		-		-
33		-		-		-		-
	County Contribution							
34	\$	257	\$	294	\$	172	\$	350
	CHANGE IN NET ASSETS							

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

	CURRENT MONTH				YEAR - TO - DATE			
	BEGINNING	ENDING	INC/(DEC)	% CHG.	BEGINNING	ENDING	INC/(DEC)	% CHG.
1	\$ 83,049,485	\$ 87,089,304	\$ 4,039,819	4.9 %	\$ 66,424,055	\$ 87,089,304	\$ 20,665,249	31.1 %
2	11,810,000	11,810,000	-	-	11,810,000	11,810,000	-	-
3	39,901,992	41,778,641	1,876,649	4.7	35,317,759	41,778,641	6,460,882	18.3
4	19,774,641	17,233,501	(2,541,140)	(12.9)	41,690,999	17,233,501	(24,457,498)	(58.7)
5	5,566,339	5,669,829	103,490	1.9	5,669,829	5,669,829	620,917	12.3
6	5,209,857	4,730,992	(478,865)	(9.2)	6,264,737	4,730,992	(1,533,745)	(24.5)
7	165,312,314	168,312,267	2,999,953	1.8	166,556,462	168,312,267	1,755,805	1.1
8								
9	328,536,984	328,969,594	432,610	0.1	325,201,149	328,969,594	3,768,445	1.2
10	(201,363,356)	(202,333,575)	(970,219)	(0.5)	(197,505,014)	(202,333,575)	(4,828,561)	(2.4)
11	127,173,628	126,636,019	(537,609)	(0.4)	127,696,135	126,636,019	(1,060,116)	(0.8)
12	190,853,607	189,694,910	(1,158,697)	(0.6)	193,003,625	189,694,910	(3,308,715)	(1.7)
13	-	-	-	-	-	-	-	-
14	-	-	-	-	-	-	-	-
15	0	0	-	-	-	-	-	-
16	\$ 483,339,549	\$ 484,643,196	\$ 1,303,647	0.3 %	\$ 487,256,222	\$ 484,643,196	\$ (2,613,026)	(0.5) %
17	29,104,264	27,734,222	(1,370,042)	(4.7)	27,324,830	27,734,222	409,392	1.5
18	13,757,328	13,863,854	106,526	0.8	12,099,669	13,863,854	1,764,185	14.6
19	43,121,702	41,465,523	(1,656,179)	(3.8)	51,664,932	41,465,523	(10,199,409)	(19.7)
20	3,433,614	3,433,614	-	-	3,433,614	3,433,614	-	-
21	8,816,705	11,760,525	2,943,820	33.4	13,709,175	11,760,525	(1,948,650)	(14.2)
22	98,233,613	98,257,738	24,125	0.0	108,232,220	98,257,738	(9,974,482)	(9.2)
23	4,856,988	4,804,707	(52,281)	(1.1)	5,050,532	4,804,707	(245,825.0)	(5.1)
24	-	-	-	-	-	-	-	-
25	29,073,594	29,073,594	0	-	29,073,594	29,073,594	-	-
26	33,930,582	33,878,301	(52,281)	(0.2)	34,124,126	33,878,301	(245,825)	(0.7)
27	344,899,876	344,899,876	-	-	344,899,876	344,899,876	-	-
28	6,275,478	7,607,281	1,331,803	(21.2)	-	7,607,281	7,607,281	100.0
29	351,175,354	352,507,157	1,331,803	0.4	344,899,876	352,507,157	7,607,281	2.2
30	\$ 483,339,549	\$ 484,643,196	\$ 1,303,647	0.3 %	\$ 487,256,222	\$ 484,643,196	\$ (2,613,026)	(0.5) %

NATIVIDAD
STATE AND COUNTY RECEIVABLES

AS OF 11/30/20

BALANCE SHEET

	Req. Balance	Accruals	Reclas and Adj	Payment LHP Final Rec'n	GPP PRIME/CARES	IGT	Payments	Ending Balance
Medi-Cal Waiver (DSH + SNCP)	\$ 8,722,908	10,269,864				14,471,128	(37,252,012)	(3,788,112)
Hospital Fee	-	398,219					(425,287)	(27,068)
Rate Range IGT-CCAH-	5,562,092	3,395,341						8,957,433
MCMC EPP	7,864,092	3,252,820				3,939,641	(11,803,744)	3,252,809
MCMC QIP	18,519,196	3,699,247				9,221,285	(27,740,481)	3,699,247
SB1732	1,067,767	1,634,795					(306,413)	2,396,149
AB 915	-	1,509,039						1,509,039
Medical GME	1,925,521							(36,684)
CARES ACT Funding	(3,651,146)		4,140,378		180,590	2,458,739	(4,420,945)	(1,531,707)
A/R UCSF & Touro University	-	66,136						66,136
A/R Seaside Clinic	-						(81,117)	(81,117)
A/R Office Buildings	39,425	600,344					(477,726)	162,042
Medical HPE	-	125,753						125,753
Interest Accrued Positive Cash	-	1,120,043					(673,490)	446,553
Accrued Donations	1,574,818	301,809					(454,335)	1,422,292
A/R Jail-PG&E	(3,302)	428,059					(253,579)	171,178
Health Department	69,628	707,497					(287,567)	489,558
STATE RECEIVABLES	\$ 41,690,998	\$ 27,508,966	\$ 4,140,378	\$ -	\$ 180,590	\$ 30,090,793	\$ (86,378,225)	\$ 17,233,501

P & L

	YTD Nov-20
Medi-Cal DSH /SNCP/PHYS SPA	\$ 6,563,368
PRIME	5,066,667
Rate Range IGT-CCAH-	3,395,341
Esperanza Care	(838,357)
Family First C-19 Response-FMAP Enhance-	1,092,716
EMS/ Maddy Funds	166,059
CARES Act Funding	4,140,378
HPE	125,753
Hospital Fee	398,219
MCMC EPP	3,252,820
HD Residency Support	(209,590)
MCMC QIP	3,699,247
AB915	1,509,039
Medicare GME	799,000
SB 1732	1,634,795
ERNMENT FUNDING INCOME	\$ 30,795,455

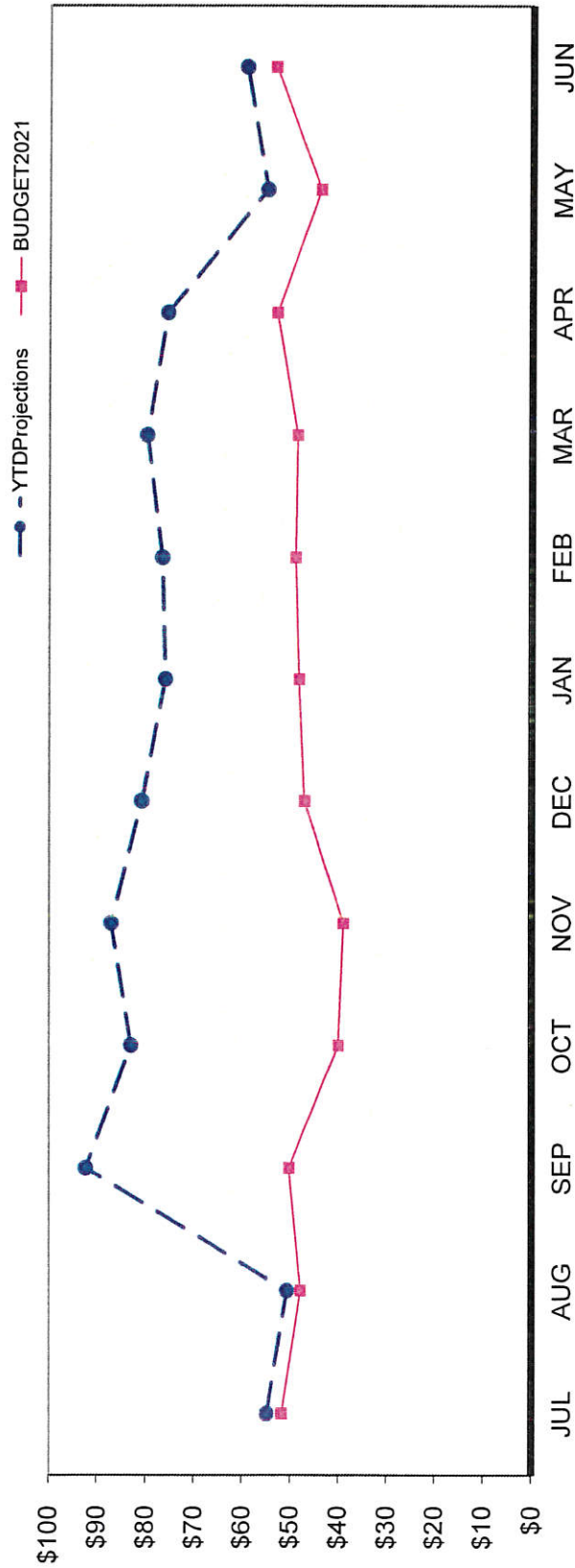
NATIVIDAD
STATEMENT OF CASH FLOWS
AS OF NOVEMBER 30, 2020

	CURRENT MONTH	YEAR - TO - DATE
1	\$ 83,049,485	\$ 66,424,055
2		
3	1,331,803	7,607,281
4	-	-
5	970,219	4,828,561
6	2,302,022	12,435,842
7		
8	(1,876,649)	(6,460,882)
9	2,541,140	24,457,498
10	375,375	912,828
11	(1,370,042)	409,392
12	106,526	1,764,185
13	(1,656,179)	(10,199,409)
14	-	0
15		
16	2,943,820	(1,948,650)
17	1,063,991	8,934,962
18		
19	(432,610)	(3,768,445)
20	-	-
21	(432,610)	(3,768,445)
22		
23	(52,281)	(245,825)
24	1,158,697	3,308,715
25	-	-
26	1,106,416	3,062,890
27	4,039,819	20,665,249
28	\$ 87,089,304	\$ 87,089,304

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	\$ 13,700,171	\$ 1,360,171
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	-	1,092,716	1,092,716
HHS -CARE Fund Stimulus Covid-19	-	5,852,676	5,852,676
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	1,540,529	188,529
EMS/ Maddy	-	166,059	166,059
Provider Fee	950,000	950,000	-
	<u>\$ 56,787,000</u>	<u>\$ 65,447,151</u>	<u>\$ 8,660,151</u>

Cash Flow Performance Fiscal Year 2021 (in Millions)



	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	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	83.0	87.1	80.9	76.0	76.7	79.8	75.5	55.0	59.4
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	42.9	48.0	33.6	27.6	27.5	31.1	22.5	11.0	6.0

NATIVIDAD
CASH FORECAST
FISCAL YEAR 2021

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