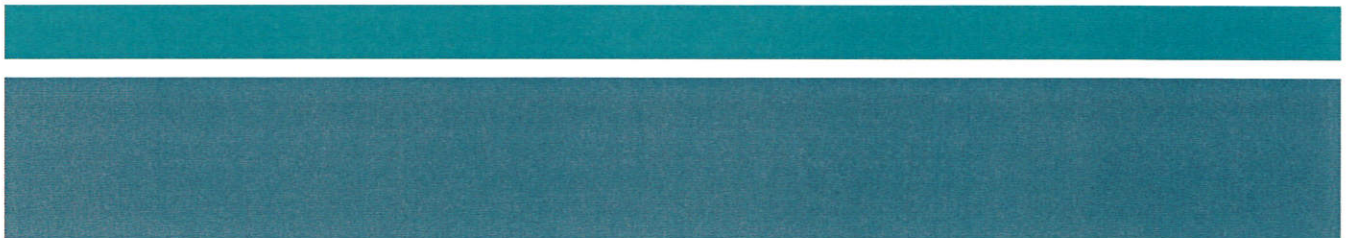




# **Board of Trustees 2021**

## **February 12, 2021**





## NMC Board of Trustees Meeting

Friday, February 12, 2021

9:00 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") Board of Trustees 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 Board of Trustees meeting, the public are invited to observe and address the Committee via Zoom.

The meeting will be conducted via teleconference using the Microsoft Zoom program. This gives the public two options. The public may attend the meeting by phone. Or, the public may attend and observe the Zoom meeting via computer audio.

To participate by phone call any of these numbers below:

- +1 971 247 1195 US (Portland)
- +1 253 215 8782 US (Tacoma)
- +1 346 248 7799 US (Houston)
- +1 602 753 0140 US (Phoenix)
- +1 720 928 9299 US (Denver)

Enter the Meeting ID number: **983 1561 5884** when prompted.

You will then enter the Password: **621182** when prompted.

Or, to attend the Natividad Board of Trustees meeting by Zoom computer audio at:

<https://natividad.zoom.us/j/98315615884?pwd=T3E5aWJqam9QQnBRMjYwVWV1aWg2QT09>

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 Board of Trustees 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.
  - 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](mailto: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](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.

Members of the Natividad Medical Center Board of Trustees are appointed by the Monterey County Board of Supervisors. Membership and terms of office are established by the Natividad Medical Center Bylaws.

1. **Call to Order**
2. **Roll Call**
3. **Pledge of Allegiance**
4. **Additions and Corrections by Clerk** *Page 1-7 – Board Clerk*  
*The Clerk of the Board of Trustees will announce agenda corrections and proposed additions, which may be acted on by the Board as provided in Sections 54954.2 of the California Government Code.*
5. **Minutes**
  - Approve the Minutes of January 8, 2021 Board of Trustees Meeting *Page 8-19*
6. **Board Comments**
7. **Public Comments (Limited up to 3 minutes per speaker at the discretion of the Chair)**  
*This portion of the meeting is reserved for persons to address the Board on any matter not on this agenda but under the jurisdiction of the Board of Trustees. Board 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 Board at a future meeting.*
8. **Consent Calendar**  
**Approve the following policies, procedures, rules, and regulations:**
  - 8a. Policies/Procedures/Forms/Manuals (listed and available upon request)
    - Natividad ACGME Annual Institutional Review 2021
    - Annual Patient Care Clinical Contracts Evaluation
    - Approval of Radiology Service Director, Joseph P. Marshall, MD
    - Approval of Interim Medical Specialties Service Director, Anthony R. Galicia, MD
    - Proposed Changes to Vascular Surgery Privilege List
    - Proposed PALS Exemption for Pediatric Cardiologists
    - Proposed Updates to MSP003-4, Health Screening Attestation Requirements
    - IRB Policy: Emergency Use of An Investigational Drug, Biologic Product or Medical Device
    - Standardized Procedures:
      - Neonatal Nurse Practitioner
      - Nurse Practitioner in Pediatric Forensics



***New Policies***

- ED-1380 Screening and Initial Management Guidelines for the High-Risk Head Injured Patient (mTBI Screening)

***Revised Policies***

- 3:1200 IV Compounding
- 3:3010 Disposal of Medication Waste
- 3:3375 Guidelines for Argatroban Use in the Management of Heparin Induced Thrombocytopenia (HIT)
- 6:0325 Acceptable Patient Identification
- 6:1000 Health Information Management
- PED-7180 IVIG Therapy
- TPMG-005 Neurosurgery Trauma Consult Guidelines
- 7:0860 Patient Safety Risk Management Plan

***No Changes***

- 1:9317 Head Injury/Bleed Injury Disposition
- 3:1050 Hypertonic Saline (3% and 23.4% Sodium Chloride) Use
- 3:2150 Pain Management Obstetrical Patient
- 3:3900 Drug-Food Interactions
- 3:7860 Controlled Medication Reconciliation – Anesthesiology
- 3:7950 Medication Transport – Authorized Personnel
- 3:9500 Antipyretics for Pediatric Patients

***Retire***

- 3:7830 ICU RSI Kit Controlled Substance Security And Control

***Guidelines (Informational Only)***

- COVID-003 REV Isolation Guideline (2/2/21)
- COVID-0004 Guidelines for Suspected or Confirmed COVID-19 in the Surgical Services Department
- COVID-0006 REV WCS COVID Guideline (2/2/21)
- COVID-0035 Natividad Crisis Care Plan
- COVID-0036 Guidelines for the Emergency Use Authorization of Casirivimab and Imdevimab

**Approve for submission to the Monterey County Board of Supervisors the following agreements identified in Item 8b – 8i of the consent calendar. All of the listed items were previously reviewed and approved by the NMC Finance Committee.**

**8b. \* Approve for Submission to the Monterey County Board of Supervisors the Following Amendment for Modular Devices Inc., Page 20-21 (CONSENT)**

a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement (A-14062) with Modular Devices, Inc. for the continued lease of a mobile angiography/interventional radiology lab (IR) unit and a mobile magnetic resonance imaging (MRI) unit at NMC, with no change to the term of the agreement, and adding \$477,000 for a revised total agreement amount not to exceed \$4,262,000.

**8c. \* Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with RQI Partners, LLC, Page 22-23 (CONSENT)**

a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with RQI Partners, LLC for the HeartCode learning tool at NMC for an amount not to exceed \$88,208 with an agreement term of April 1, 2021

through March 31, 2014.

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%) (\$8,820) of the original cost of the agreement.

c. Approve the NMC Chief Executive Officer's recommendation to accept non-standard insurance, limitations on liability, and limitations on damages provisions within the agreement.

**8d. \* Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Spin Recruitment Services, Page 24-25 (CONSENT)**

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement (A-13971) with Spin Recruitment Services for advertising recruitment services, extending the agreement an additional eighteen month (18) period (July 1, 2021 through December 31, 2022) for a revised full agreement term of July 1, 2018 through December 31, 2022, and adding \$300,000 for a revised total agreement amount not to exceed \$900,000.

**8e. \* Approve for Submission to the Monterey County Board of Supervisors the Following Amendment to PPPR No. 98-394, Page 26-27 (CONSENT)**

a. Amend Personnel Policies and Practices Resolution (PPPR) No. 98-394 Appendix A to adjust the salary range for the classification of Medical Unit Clerk, as indicated; and

b. Direct the Human Resources Department to implement the changes in the Advantage HRM System.

**8f. \* Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Blue Elm Company LLC, Page 28-29 (CONSENT)**

a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the Agreement (A-13929) with Blue Elm Company LLC for Master Software License & Maintenance services for data integrity verification and issue resolution software at NMC adding \$3,840 for a revised total agreement amount not to exceed \$33,840.

b. Authorize the Deputy Purchasing Agent for NMC or his delegate to execute up to three (3) future amendments for extended software maintenance in future years, provided that the annual cost of the extended maintenance does not exceed \$4,240 per year.

c. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (3) future amendments which are not related to extended annual maintenance provided that the cost does not exceed ten percent (10%) (\$1,920) of the original cost of the agreement per each amendment.

**8g. \* Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Clinical Computer Systems, Page 30-31 (CONSENT)**

a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement (A-13073) with Clinical Computer Systems for OBIX perinatal monitoring and data system services, extending the agreement an additional five (5) year period for a revised full agreement term of April 1, 2016 through March 31, 2026, and adding \$266,450 for a revised total agreement amount not to exceed \$396,844.

8h. **\* Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Secure Exchange Solutions, Inc., Page 32-33 (CONSENT)**

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with Secure Exchange Solutions, Inc. for secure messaging services at NMC for an amount not to exceed \$58,500 with an agreement term retroactive to December 1, 2020 through January 25, 2024.
- 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.

8i. **\* Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Dopamine Therapeutics Inc., Page 34-35 (CONSENT)**

- a. Authorize the Chief Executive Officer for Natividad Medical Center or his designee to execute the First Amendment to the Professional Services Agreement with Dopamine Therapeutics, Inc. to provide family medicine services at NMC, extending the term by twelve months (July 1, 2021 to June 30, 2022) for a revised full agreement term of August 1, 2019 to June 30, 2022, and adding \$200,000 for a revised total not to exceed amount of \$300,000 in the aggregate; 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% (\$10,000) of the original contract amount and do not significantly change the scope of work.

9. **Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with RBB Architects Inc., which is in the final stages of negotiation Page 36-37**

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 5 to the agreement (A-12753) with RBB Architects Inc. for architectural services for the Radiology Modernization Project at NMC pursuant to the Request for Qualifications (RFQ) # 9600-54, extending the agreement an additional three (3) month period (March 1, 2021 through May, 31, 2021) for a revised full agreement term of September 23, 2014 through May 31, 2021.

10. **Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with One Workplace dba PBI., which is in the final stages of negotiation Page 38-39**

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with One Workplace dba Peninsula Business Interiors (PBI) for new product, delivery, installation and associated furniture services at NMC for an amount not to exceed \$1,750,000 with an agreement term April 15, 2021 through April 14, 2024.
- b. Authorize the Chief Executive Officer for NMC or his designee to execute up to three (2) future amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$175,000) of the original cost of the agreement.

11. **Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Optuminsight Inc., which is in the final stages of negotiation Page 40-41**

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an amendment No. 3 to the agreement (A-14280) with Optuminsight, Inc. for perioperative (surgery) consulting services to improve the number of surgical



procedures and patients satisfaction, extending the agreement an additional two(2) years (March 1, 2021 through March 31, 2025) for a revised full agreement term of March 26, 2019 through March 31, 2025 and adding \$540,000 for a revised full agreement amount not to exceed \$ 2,220,000.

12. **Accept Oral Report from Natividad Chief Financial Officer - Daniel Leon, CFO**  
December 2020 YTD Financial Reports *Page 42-54*
13. **Receive an Oral Report on the Natividad Residency Program – Dr. Melissa Nothnagle, Residency Program Director**
14. **Receive an Oral Report from Natividad Human Resources Director– Janine Bouyea, Director of Human Resources**
15. **Receive an Oral Report on Public Relations and Marketing on behalf of Natividad– Hillary Fish, Director of Marketing and Community Relations**
16. **Receive Oral Report from Natividad Chief Executive Officer - Dr. Gary R. Gray, CEO**
17. **Receive Oral Report from Natividad Chief Nursing Officer – Nancy Buscher, CNO**
18. **Receive Oral Report from Natividad Chief of Staff – Dr. Chris Carpenter, COS**
19. **Closed Session Public Comment**  
*The public may comment on Closed Session items prior to the Board's recess to Closed Session.*
20. **Recess to Closed Session under Government Code Section 54950**
  - a. Pursuant to Health and Safety Code Section 1461, Evidence Code Section 1157, and in accordance with Government Code Section 54954.5, the Board will receive Medical Quality Assurance Reports *Dr. Craig Walls, CMO*
21. **Reconvene on Public Agenda Items**
22. **Accept and approve January 2021 Credentials Report from Medical Staff Office relating to appointment of medical staff and allied health professionals. Page 55-57**

#### **Adjournment**

**Next Board of Trustees Meeting  
Friday, March 12, 2021  
9:00 AM**

**VIDEO CONFERENCE/TELEPHONIC MEETING**



## NMC Board of Trustees Meeting

Friday, January 8, 2021

9:00 AM

\*\*\* TELEPHONIC MEETING \*\*\*

### MINUTES

#### IMPORTANT NOTICE Regarding COVID 19

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- +1 602 753 0140 US (Phoenix)
- +1 720 928 9299 US (Denver)

Enter the Meeting ID number: **947 4876 4520** when prompted.

You will then enter the Password: **335902** when prompted.

Or, to attend the Natividad Board of Trustees meeting by Zoom computer audio at:

<https://natividad.zoom.us/j/94748764520?pwd=ZWRESmdGakc4enF1RlErUHJhbnNvQT09>

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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 Board of Trustees 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.

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

**Board of Trustees:** Dr. Gary Gray, Marcia Atkinson, Mitch Winick, Britt Rios-Ellis; Dr. Charles Harris, Fernando Elizondo, Libby Downey, Supervisor Chris Lopez, Dr. Chris Carpenter, Charles McKee

**Absent:**



**NMC Staff/County:** Stacy Saetta, Andrea Rosenberg, Daniel Leon, Dr. Craig Walls, Jeanne-Anne Balza, , Nancy Buscher, Teri Ransbury, Dr. Chad Harris, Hillary Fish, Dr. Austin Schooner, Dr. Walt Mills, Janine Bouyea, Timothy Luttropp, Marcus Dorn, Jenifer Williams, Cynthia Johnson, Dr. Wendell Harry

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### **Call to Order**

### **Roll Call**

#### *Present*

*Marcia Atkinson  
Libby Downey  
Dr. Gary Gray  
Dr. Chris Carpenter  
Supervisor Chris Lopez  
Fernando Elizondo  
Mitch Winick  
Charles McKee*

#### *Absent*

### **Additions and Corrections for Closed Session by County Counsel**

*County Counsel will announce agenda corrections and proposed additions, which may be acted on by the Board as provided in Sections 54954.2 of the California Government Code.*

### **Minutes**

- Approve the Minutes of November 13, 2020

*MOTION: Motion to approve the minutes of November 13, 2020 BOT meeting by Libby Downey, seconded by Fernando Elizondo, and approved by the following vote*

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

*Marcia Atkinson: ABSTAIN  
Libby Downey: AYE  
Dr. Gary Gray: AYE  
Dr. Chris Carpenter: AYE  
Fernando Elizondo: AYE  
Mitch Winick: AYE  
Supervisor Chris Lopez: AYE  
Charles McKee: AYE*

#### *Absent*

### **Public Comment**

- a. **None**

### **Additions and Corrections by Clerk – Board Clerk**

*The Clerk of the Board of Trustees will announce agenda corrections and proposed additions, which may be acted on by the Board as provided in Sections 54954.2 of the California Government Code.*

### **Minutes**

- Approve the Minutes of November 13, 2020

*MOTION: Motion to approve the minutes of November 13, 2020 BOT meeting by Libby Downey, seconded by Fernando Elizondo, and approved by the following vote*

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

*Marcia Atkinson: ABSTAIN*

*Libby Downey: AYE*

*Dr. Gary Gray: AYE*

*Dr. Chris Carpenter: AYE*

*Fernando Elizondo: AYE*

*Mitch Winick: AYE*

*Supervisor Chris Lopez: AYE*

*Charles McKee: AYE*

*Absent*

### **Board Comments**

Board Chair – Marcia Atkinson announced the resignation of Trustee Britt Rios-Ellis. Britt has taken on a new role as the Executive Vice President of Academic Affairs at Oakland University in Michigan. Amazon Smile is a quick and easy way to donate to the Foundation, it is the same as Amazon and does not cost more to order from but donates to your charity of choice, which can be set to the Natividad Foundation. Marcia also shared a welcome to Dr. Austin Schooner who is on his leadership rotation in our Residency program. Fernando Elizondo wanted to congratulate Dr. Gray and staff for all of their hard work to date in the hospital, helping the hospital and our community to get care and stay healthy. Mitch Winick also wanted to note that while we as trustees are not present in the day to day work, you are recognized and we are here to support you in all of your efforts from afar.

### **Public Comments (Limited up to 3 minutes per speaker at the discretion of the Chair)**

*This portion of the meeting is reserved for persons to address the Board on any matter not on this agenda but under the jurisdiction of the Board of Trustees. Board 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 Board at a future meeting.*

### **Consent Calendar**

#### **Approve the following policies, procedures, rules, and regulations:**

#### **8a. Policies/Procedures/Forms/Manuals (listed and available upon request)**

- Draft Changes to Family Medicine Privilege Delineation List
- Draft Changes to Radiology Privilege List
- Draft Changes to MSP001-3, Temporary Privileges Policy
- Draft Changes to MSP003-3, MS Funds, Source and Allocation

*New Policies*

- None

#### *Revised Policies*

- 1: 0300 Patient Admissions from the Outpatient Setting
- 1:1305 Management of Psychiatric Patients in the Emergency Department
- 1:2440 Guidelines for the Management of Patients Admitted to the Hospital, But Delayed in the Emergency Department
- 4:0715 Receipt and Storage of Radioactive Materials
- 7:0910 Communication of Unanticipated Outcomes
- ANC-3006 Delineation of Laboratory Clean and Dirty Areas, and Items
- ANC-3010 Laboratory Safety: Fire Prevention and Safety
- ANC-3036 Lab: Packaging and Shipping Infectious Materials
- ANC-3040 Laboratory Testing for Suspected or Confirmed Patients with Infectious Disease: Ebola Virus
- ANC-3068 Laboratory Safety: Formaldehyde Exposure Program
- DIET-1101 Food Preparation Regarding Use of Cutting Boards
- NURAMD-0750 Personal Care Attendant (PCA)
- 5:0600 Employment and Separation of Hospital Personnel
- 5:1900 Support for Staff Involved in Adverse Event
- 5:2300 Employee Orientation, Training & Annual Education
- 5:2600 Breastfeeding Friendly Workplace Policy

#### *No Changes*

- ANC-3004 Laboratory Safety: Work Practice Controls for Chemical Safety
- ANC-3008 Lab: Engineering Controls For Chemical Safety
- ANC-3018 Lab: Handling Reagents
- ANC-3020 Laboratory: Storage of Supplies
- ANC-3024 Lab: Excessive Noise
- ANC-3042 Lab: Cleaning the Pathology Areas
- ANC-3056 Lab: Safety Data Sheets
- ANC-3060 Laboratory Safety: Lab Quick-Drench Eye Wash
- ANC-3062 Lab: Storage of Incompatible Chemicals
- ANC-3064 Lab: Compressed Gasses
- ANC-3066 Laboratory Safety: Hazardous Waste Disposal
- ANC-3070 Safe Handling of Dry Ice
- DIET-1049 Identification and Safe Storage of Chemical Solutions
- DIET-1103 Vending Service
- 4:0540 Heliport Operations
- 4:5200 Interim Life Safety Measures

#### *Retire*

- I:1150 Withholding Of Resuscitative Services On The Mental Health Unit
- 1:9326 Guidelines for Management of Increased Intracranial Pressure in Adults
- ICU-2003 ICU: Assignment Of Float Staff
- ICU-2004 ICU: Delegation Of Responsibilities To ICU Nurses



- ICU-2016 ICU: Major Equipment Failure

*COVID Policies (Informational Only)*

- COVID-0004 Guidelines for Suspected or Confirmed COVID-19 in the Surgical Services Department
- COVID-0017 Eye Protection Guideline

Policies/Procedures/Forms - SENT FOR MEC/JCC APPROVAL ON 12/1/2020

*New Policies*

- IP 2020-2021 Evaluation, Plan, and Risk Assessment
- IRB Policy, Emergency Use of An Investigation Drug, Biologic Product or Medical Device

*Revised Policies*

- 1:0500 Informed Consent: Elective Reproductive Sterilization
- 1:3500 Post-Mortem Care – Fetal/Neonatal
- 1:4200 Code Blue Response Team
- 1:4300 Management of the Dialysis Patient (Hemodialysis & Peritoneal Dialysis)
- 1:6200 Psychiatric Consultation Liaison/Psychiatric Consults to Non-MHU Patients
- 1:9080 Suicide Assessment and Precaution Management
- 6:1200 Forms Control
- 6:1300 Patient & Information Confidentiality
- 6:2550 How To Define and Enter Provider Data Fields
- 6:2560 Standard for Name Entry
- CS-7230 CS: Sterile Storage Protocol
- IMC-5002 Intermediate Care IV Medications
- LDU-6115 Operative Vaginal Delivery
- LDU-6170 Vaginal Birth After Cesarean
- LIB-8750 Library Mission and Performance Standards
- LIB-8760 Library Services
- LIB-8770 Linkages with other Libraries
- LIB-8790 Selection and Retention of Library Resources
- MIU-6510 Blood Glucose Monitoring: Newborn
- OR-7038 Surgical Skin Antisepsis Preparation
- PERI-6600 Newborn and Late Preterm Care
- TPMG-013 Venous Thoromboembolism Treatment in Traumatic Brain Injury

*Guideline*

- DIAG-1450 Acceptable Intravenous (IV) Catheters to Use for Computed Tomography (CT) Exams
- IC-500 Seasonal Influenza Immunization Policy
- IC-520 Management of Patients with Known or Suspected Clostridioides Difficile
- ICU-2000 ICU Standards of Care
- 1:3820 High Flow Nasal Cannula Oxygen Therapy

- 1:9290 Emergent Reversal of Anticoagulation
- 1:9301 Departmental Roles in the Management of the Trauma Patient
- 1:9308 Trauma System Advisory Policy
- 1:9312 Backup Trauma Surgeon Notification
- OR-7037 Scrub Technique
- 1-4010 Intraosseous Vascular Access Insertion and Management
- 4:0001 Management of the Environment of Care Program Overview
- 4:6250 Electrical Device Safety and Maintenance

*No Changes*

- 1:3810 Oxygen Analyzer Monitoring
- 1:9327 Guidelines for Responding to Requests for Potentially Inappropriate

*Treatment*

- 6:3400 Legal Health Record
- ANC-3014 Lab: Electrical Safety
- ANC-3038 Lab: Specimen Collection and Packaging for Ebola Virus
- ANC-3058 Lab: Hazardous Materials Labeling
- ANC-3132 Lab: Thermometer and Scale Accuracy Verification
- ED-1040 Low Dose Ketamine For Pain Control In The Emergency Department
- ICU-2002 Nursing Staff on Duty
- LIB-8780 Continuing Professional Education
- LIB-8800 Organization of & Access to Library Resources
- LIB-8810 Quality Improvement Plan for the Library
- ICU-2021 ICU: Admission Policies
- IC-135 Cultures of Patients, Personnel and the Environment
- 5:3000 Temporary Disaster Relief Healthcare Professionals

***COVID Policies (informational only)***

- COVID-0002 Visitation Guidelines (REV. 12/3/20)
- COVID-0002 Visitation Guidelines (REV. 12/17/20)
- COVID-0008 Universal Masking Guidelines
- COVID-0030 Social Distancing Guideline
- COVID-0031 Guidelines for Emergency Use Authorization of Bamlanivimab
- COVID-0032 Aerosol Generating Procedures at Natividad
- COVID-0033 Employee Testing Guideline
- COVID-0034 Patient Testing Guideline

**Approve for submission to the Monterey County Board of Supervisors the following agreements identified in Item 8b – 8i of the consent calendar. All of the listed items were previously reviewed and approved by the NMC Finance Committee.**

**8b. \* Approve for Submission to the Monterey County Board of Supervisors the Following Amendment for Dynalabs, LLC, Page 22-23 (CONSENT)**

- 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.

**8c. \* Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Visual Net Design, Page 24-25 (CONSENT)**

- 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.

**8d. \* Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Virtusa Corporation, Page 26-27 (CONSENT)**

- 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.

**8e. \* Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Mazen Hashisho, M.D., Page 28-29 (CONSENT)**

- 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.

**8f. \* Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with UpToDate, Inc., Page 30-31 (CONSENT)**

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.

**8g. \* Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Kronos, Page 32-33 (CONSENT)**

- 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.

**8h. \* Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Monterey Anesthesia professionals (MAP), Page 34 (CONSENT)**

- 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.

**8i. \* Approve for Submission to the Monterey County Board of Supervisors the Following Agreement with Monterey Anesthesia professionals (MAP), Page 35-36 (CONSENT)**

- 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.

**MOTION:** *Motion to approve Policies/Procedures/Forms/Manuals and contract items 8a-8i, moved by Supervisor Chris Lopez, seconded by Libby Downey, and approved by the following vote*

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

*Marcia Atkinson: AYE*

*Libby Downey: AYE*

*Dr. Gary Gray: AYE*

*Dr. Chris Carpenter: AYE*

*Fernando Elizondo: AYE*

*Mitch Winick: AYE*

*Supervisor Chris Lopez: AYE*

*Charles McKee: AYE*

*Absent*

**Accept Oral Report from Natividad Chief Financial Officer - Daniel Leon, CFO**

October 2020 YTD Financial Reports

November 2020 YTD Financial Reports

**MOTION:** *Motion to accept the September 2020 Financial Report, moved by Fernando Elizondo, seconded by Libby Downey, and approved by the following vote*

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

*Marcia Atkinson: AYE*

*Libby Downey: AYE*

*Dr. Gary Gray: AYE*

*Dr. Chris Carpenter: AYE*

*Fernando Elizondo: AYE*

*Mitch Winick: AYE*

*Supervisor Chris Lopez: AYE*

*Charles McKee: AYE*

*Absent*

**Nominate and recommend to Board of Supervisors the Re-Appointment of One Member of the Board of Trustees.**

Nominate and recommend to the Board of Supervisors the re-appointment of the following members of the Board of Trustees for a Third, Three-Year Term, effective upon reappointment:

- a. Fernando Elizondo

*As per the BOT bylaws, an appointed BOT member serves for an initial term of one year, as a trial period for the BOT member and the BOT. Thereafter, with the consent of the BOT member and with the recommendation of the BOT, such appointed BOT member may serve a term of three (3) years, and may serve up to two (2) additional consecutive three (3) year terms if re-appointed by the Board of Supervisors. The BOT Governance and Nominating Committee have submitted the names appearing above for the BOT's consideration.*

**MOTION:** *Motion to nominate and recommend to the Board of Supervisors the re-appointment of Fernando Elizondo, moved by Libby Downey, seconded by Mitch Winick, and approved by the following vote*

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

*Marcia Atkinson: AYE*

*Libby Downey: AYE*

*Dr. Gary Gray: AYE*

*Dr. Chris Carpenter: AYE*

*Fernando Elizondo: AYE*

*Mitch Winick: AYE*

*Supervisor Chris Lopez: AYE*

*Charles McKee: AYE*

*Absent*



**Nominate and recommend to Board of Supervisors the Initial Appointment of Three New Members to the Board of Trustees.**

Fernando Elizondo, BOT Governance and Nominating Committee Chair

Nominate and recommend to the Board of Supervisors the appointment of the following members to the Board of Trustees for a First, One-Year Term, effective upon appointment:

1. Manny Gonzalez;
2. Simon Salinas; and
3. Manuel Osorio

*As per the BOT bylaws, an appointed BOT member serves for an initial term of one year, as a trial period for the BOT member and the BOT. Thereafter, with the consent of the BOT member and with the recommendation of the BOT, such appointed BOT member may serve a term of three (3) years, and may serve up to two (2) additional consecutive three (3) year terms if re-appointed by the Board of Supervisors. The BOT Governance and Nominating Committee have submitted the names appearing above for the BOT's consideration.*

**MOTION:** *Motion to nominate and recommend to the Board of Supervisors the initial appointment of trustees Manny Gonzalez, Simon Salinas and Manuel Osorio, moved by Supervisor Chris Lopez, seconded by Libby Downey, and approved by the following vote*

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

*Marcia Atkinson: AYE*

*Libby Downey: AYE*

*Dr. Gary Gray: AYE*

*Dr. Chris Carpenter: AYE*

*Fernando Elizondo: AYE*

*Mitch Winick: AYE*

*Supervisor Chris Lopez: AYE*

*Charles McKee: AYE*

*Absent*

**Receive Oral Report from Natividad Chief Executive Officer - Dr. Gary R. Gray, CEO**

**Receive Oral Report from Natividad Chief Nursing Officer – Nancy Buscher, CNO**

**Receive Oral Report from Natividad Chief of Staff – Dr. Chris Carpenter, COS**

**Accept and approve December 2020 Credentials Report from Medical Staff Office relating to appointment of medical staff and allied health professionals. Page 65-66**

**MOTION:** *Motion to accept the report on July 2020 Credentials Report, moved by Libby Downey, seconded by Mitch Winick, and approved by the following vote*

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

*Marcia Atkinson: AYE*  
*Libby Downey: AYE*  
*Dr. Gary Gray: AYE*  
*Dr. Chris Carpenter: AYE*  
*Fernando Elizondo: Not Present*  
*Mitch Winick: AYE*  
*Supervisor Chris Lopez: AYE*  
*Charles McKee: AYE*

*Absent*

**Adjournment:** With no other business before the Board, the meeting was adjourned at 10:33 am

*Recorded by Irene Zenk*

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**Marcia Atkinson, Chair**



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

### **Amendment No. 2 to Equipment Lease Agreement with Modular Devices Inc.**

#### **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-14062) with Modular Devices, Inc. for the continued lease of a mobile angiography/interventional radiology lab (IR) unit and a mobile magnetic resonance imaging (MRI) unit at NMC, with no change to the term of the agreement, and adding \$477,000 for a revised total agreement amount not to exceed \$4,262,000.

#### **..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. 2 to the agreement (A-14062) with Modular Devices, Inc. for the continued lease of a mobile angiography/interventional radiology lab (IR) unit and a mobile magnetic resonance imaging (MRI) unit at NMC, with no change to the term of the agreement, and adding \$477,000 for a revised total agreement amount not to exceed \$4,262,000.

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

NMC entered into a lease agreement with Modular Devices back in 2013 to provide a Mobile Computerized Tomography (CT) laboratory, a mobile Angiography/Interventional Radiology (IR) Laboratory services and a Magnetic Resonance Imaging (MRI) mobile unit to enhance the imaging capabilities in the Diagnostic Imaging Department while the Imaging Department was undergoing a significant modernization project.

NMC began construction in the main Radiology department in October 2018. The department must remain operational during the construction project. Natividad needs the mobile trailers to be able to offer full radiology services during the construction process. Unfortunately, the construction project has taken longer than anticipated due to COVID-19, and the hospital needs to add money to the lease agreements for the mobile units (MRI and IR) through the end of June 2021.

The cost of the agreement is broken down into the following equipment leases: the monthly lease for the Mobile Angiography is \$31,500 or \$378,000 annually; and the monthly least for the Mobile MRI is \$48,000 or \$576,000 annually.

#### **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. This amendment No. 2 has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on February 12, 2021.

#### **FINANCING:**

The cost for this amendment No. 1 is \$477,000, which is included in the Fiscal Year 2020-21 Adopted Budget.

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

This agreement will support the County strategic initiative for Health and Human Services by offering advanced radiology procedures (MRI and IR) to the residents of Monterey County while the Radiology Department is undergoing construction. These mobile trailers will ensure that services are not interrupted during the construction project.

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

Prepared by: Andrea Rosenberg, Assistant Administrator, 783-2562

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

### Attachments:

Modular Devices Inc. Amendment No. 2  
Modular Devices Inc. Amendment No. 1  
Modular Devices Inc. Agreement

Attachments on file with the Clerk of the Board

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

### **RQI Partners LLC Agreement**

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

#### **..Title**

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with RQI Partners, LLC for the HeartCode learning tool at NMC for an amount not to exceed \$88,208 with an agreement term of April 1, 2021 through March 31, 2014.
- 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%) (\$8,820) of the original cost of the agreement.
- c. Approve the NMC Chief Executive Officer's recommendation to accept non-standard insurance, limitations on liability, and limitations on damages provisions within the agreement.

#### **..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 RQI Partners, LLC for the HeartCode learning tool at NMC for an amount not to exceed \$88,208 with an agreement term of April 1, 2021 through March 31, 2014.
- 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%) (\$8,820) of the original cost of the agreement.
- c. Approve the NMC Chief Executive Officer's recommendation to accept non-standard insurance, limitations on liability, and limitations on damages provisions within the agreement.

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

A primary goal at Natividad is to offer our patients and their families high quality, safe patient care. One way we achieve this at Natividad is to require patient care staff to have a current Basic Life Support (BLS) certification and, depending on the acuity of patients in their area of expertise, additional certifications such as Advanced Cardiac Life Support (ACLS) and/or Pediatric Advanced Life Support (PALS).

RQI HeartCode Part I is an evidence based American Heart Association (AHA) program that assists in the Cardiopulmonary Resuscitation (CPR) education and skills provided by healthcare workers. BLS, ACLS, and PALS are components of this program. The AHA is accepted as the expert resource for high quality resuscitation clinical practice nationwide.

#### **Regulatory requirements:**

#### **Joint Commission**

"...organizations will be surveyed to the National, State and Organizational requirements for ACLS, BLS, and CPR Certification, and organizations should take steps as soon as possible to ensure staff have current certification to meet these requirements."

#### **Title 22**

#### **§70721. Employees**

- (e) Appropriate employees shall be given training in methods of hospital infection control and cardiopulmonary resuscitation.



Currently, Natividad Staff and Residents are assigned this essential resuscitation training through our HealthStream program. It allows Human Resources and the Nursing Education Department to electronically track assignments, completions, renewal dates, and provides easy access for staff.

In the past, Natividad purchased these learning tools from HealthStream; however, due to a change in HealthStream's process, Natividad will need to purchase them directly from RQI Partners, LLC. The contract with RQI Partners, LLC for the HeartCode learning tools for BLS, ACLS, and PALS will allow Natividad's Staff and Residents to continue receiving high quality Cardiopulmonary Resuscitation (CPR) training and competencies at Natividad via HealthStream and experience no change in the current process.

Natividad requests acceptance of the Natividad Chief Executive Officer's recommendations to accept non-standard risk provisions. This tool is a hosted subscription service for the purpose of staff education. It poses negligible patient privacy or information security risks as RQI Partners will not have access to hospitals systems nor will Natividad transmit any patient information (PHI) to the vendor through the course of this agreement.

#### **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 February 12, 2021.

#### **FINANCING:**

The cost for this agreement is \$88,208, of which \$31,102 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:**

Natividad is dedicated to the people of Monterey County to provide the best possible care to each patient. It is critical that resources are available to staff that are evidenced based and current for delivering high quality and safe patient care.

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

Prepared by: Susan Watson, MSN, RN, Interim Director of Nursing Education, 783-2851  
Approved by: Gary R. Gray, DO, Chief Executive Officer, 783-2504

Attachments:  
RQI Partners LLC Master Service Agreement

Attachments on file with the Clerk of the Board



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

### **Spin Recruitment 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 (A-13971) with Spin Recruitment Services for advertising recruitment services, extending the agreement an additional eighteen month (18) period (July 1, 2021 through December 31, 2022) for a revised full agreement term of July 1, 2018 through December 31, 2022, and adding \$300,000 for a revised total agreement amount not to exceed \$900,000.

#### **..Report**

#### **RECOMMENDATION:**

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

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement (A-13971) with Spin Recruitment Services for advertising recruitment services, extending the agreement an additional eighteen month (18) period (July 1, 2021 through December 31, 2022) for a revised full agreement term of July 1, 2018 through December 31, 2022, and adding \$300,000 for a revised total agreement amount not to exceed \$900,000.

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

NMC utilizes Spin Recruitment Services to assist with its advertising efforts as a result of Request for Proposal (RFP) # 9600-78. NMC requires the assistance of an advertising agency in identifying highly qualified candidates for various hard to fill healthcare positions within NMC. The agencies selected to perform these services have a significant number of years of experience specific to the Health Care Industry. NMC has hard to fill positions such as Nurses, Respiratory Therapists, Nurse Practitioners, Physical Therapists, Occupational Therapists and other various clinical positions which require extensive advertising outside of our local area. As a result of the number of active recruitments, and the difficulty of filling them, NMC has utilized significant online, newspaper, and direct mail campaigns to find qualified candidates to meet the needs of the facility and provide quality patient care.

#### **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 February 12, 2021.

#### **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 services rendered in this Agreement provide the additional support NMC needs to fill hard to fill healthcare positions in order to continue providing reliable and quality patient care to NMC patients.

- ☐ 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, 783-2553

Attachments:

Spin Recruitment Inc. Amendment No. 2

Spin Recruitment Inc. Amendment No. 1

Spin Recruitment Inc. Agreement

Attachments on file with the Clerk of the Board

**..Title**

Adopt Resolution to:

- a. Amend Personnel Policies and Practices Resolution (PPPR) No. 98-394 Appendix A to adjust the salary range for the classification of Medical Unit Clerk, as indicated; and
- b. Direct the Human Resources Department to implement the changes in the Advantage HRM System.

**..Report**

RECOMMENDATION:

It is recommended that the Board of Supervisors:

Adopt Resolution to:

- a. Amend Personnel Policies and Practices Resolution (PPPR) No. 98-394 Appendix A to adjust the salary range for the classification of Medical Unit Clerk, as indicated; and
- b. Direct the Human Resources Department to implement the changes in the Advantage HRM System.

SUMMARY/DISCUSSION:

The Service Employees International Union (SEIU) Local 521 requested a compensation study for the Medical Unit Clerk classification. The Natividad HR Department conducted a wage study with our comparable agencies and recommends that a new salary range for the Medical Unit Clerk classification be set at \$3,549-\$4,847 (monthly) based on labor market findings.

The Medical Unit Clerk positions are critical to the effective delivery of direct patient care in that they perform a wide variety of clerical duties in support of doctors, nurses and other staff on various inpatient units and within assigned medical treatment areas. The primary function of incumbents within this classification is to act as a unit receptionist for various inpatient units and/or ancillary service departments within an inpatient acute care facility.

In October 2020, SEIU Local 521 requested that a compensation study be conducted on the classification of Medical Unit Clerk citing necessity primarily based on the premise that there was no record available of a compensation study since origination in 1981. Outside of negotiated cost of living adjustments, there is no record of a market analysis being performed since the classification was created to ensure alignment. The wage study is now complete and confirmed that the classification of Medical Unit Clerk is paid 16.35% below the survey mean.

It is therefore recommended the Board of Supervisors approve the proposed action to adjust the salary range of the Medical Unit Clerk classification to ensure that qualified applicants are recruited and retained for this position that is utilized within various departments of Natividad.

OTHER AGENCY INVOLVEMENT:

The Monterey County Human Resources Department and SEIU Local 521 concur with the recommendations.

FINANCING:



There is a salary increase of \$57,586 as a result of these actions for Natividad Medical Center (Unit 9600) FY 2020-21 Adopted Budget. This action does not impact the General Fund.

**BOARD OF SUPERVISORS STRATEGIC INITIATIVES:**

*The proposed recommended actions address the Board of Supervisors Administration Strategic Initiative. The actions demonstrate the County's commitment to meeting the Board's initiatives in recruiting, retaining, and attracting a diverse, talented workforce that supports the mission of Monterey County.*

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

Prepared by: Janine Bouyea, Assistant Administrator, (831) 783-2701

Approved by: Dr. Gary R. Gray, D.O., Hospital Chief Executive Officer, (831) 783-2553

Attachments:  
Resolution

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

### **Blue Elm Amendment No. 2**

**Legistar Number:**

#### **..Title**

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the Agreement (A-13929) with Blue Elm Company LLC for Master Software License & Maintenance services for data integrity verification and issue resolution software at NMC adding \$3,840 for a revised total agreement amount not to exceed \$33,840.
- b. Authorize the Deputy Purchasing Agent for NMC or his delegate to execute up to three (3) future amendments for extended software maintenance in future years, provided that the annual cost of the extended maintenance does not exceed \$4,240 per year.
- c. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (3) future amendments which are not related to extended annual maintenance provided that the cost does not exceed ten percent (10%) (\$1,920) of the original cost of the agreement per each amendment.

#### **..Report**

#### **RECOMMENDATION:**

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

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the Agreement (A-13929) with Blue Elm Company LLC for Master Software License & Maintenance services for data integrity verification and issue resolution software at NMC adding \$3,840 for a revised total agreement amount not to exceed \$33,840.
- b. Authorize the Deputy Purchasing Agent for NMC or his delegate to execute up to three (3) future amendments for extended software maintenance in future years, provided that the annual cost of the extended maintenance does not exceed \$4,240 per year.
- c. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (3) future amendments which are not related to extended annual maintenance provided that the cost does not exceed ten percent (10%) (\$1,920) of the original cost of the agreement per each amendment.

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

NMC's Electronic Health Record (EHR) MEDITECH transfers data daily to a Data Repository (DR). This Data Repository is key for reporting, data analytics, data to third party vendors, etc. There is a need to ensure that all the data is transferred correctly and completely. NMC uses Blue Elm's DrAuditor tool which automatically validates the process and data transfer to MEDITECH's DR. If the daily transactions between the MEDITECH applications and the DR don't transfer correctly there can be discrepancies and lead to inaccurate data in the Data Repository. Many of NMC's third party applications rely solely on the DR data and its integrity is critical. DrAuditor helps provide confidence in the Data Repository integrity by comparing records in the MEDITECH transactional environment with the data in the SQL Data Repository. Currently, the tool creates audit reports which allow NMC staff to manually resolve any data discrepancy issues.

NMC is requesting approval to purchase Blue Elm's Requeue module which automatically resolves many data discrepancy types without staff intervention. This ensures quick resolution of data transmission errors and minimal interruption to processes and workflows within NMC.

NMC is requesting approval of NMC Chief Executive Officer's recommendation to accept non-standard indemnification, insurance, limitations on liability, additional insured or blank endorsement and limitations on warrant and indemnity provisions within the agreement.

This agreement underwent extensive vetting by County approvers. There are numerous technical aspects and non-standard risk provisions that were especially negotiated. Services have not been initiated but the start date of this agreement has been maintained to preserve the parties' timeline for implementation.

**OTHER AGENCY INVOLVEMENT:**

The Office of County Counsel reviewed and approved this amendment No. 2 as to form, and the Auditor-Controller reviewed and approved as to payment provisions. The amendment No.2 was reviewed and approved by NMC's Finance Committee and Board of Trustees on February 12, 2021.

**FINANCING:**

The cost for this amendment No. 2 is \$3,840 which is included in the Fiscal Year 2020-21 Adopted Budget. There is no impact to the General Fund.

**BOARD OF SUPERVISORS STRATEGIC INITIATIVES:**

Accurate data leads to better patient care by reducing errors and improving physician, departmental, and hospital performance.

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

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

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

Attachments:

Blue Elm Amendment 1

Blue Elm Services Agreement

Attachments on file with the Clerk of the Board



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

### **Clinical Computer Systems, Inc. Agreement**

**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-13073) with Clinical Computer Systems for OBIX perinatal monitoring and data system services, extending the agreement an additional five (5) year period for a revised full agreement term of April 1, 2016 through March 31, 2026, and adding \$266,450 for a revised total agreement amount not to exceed \$396,844.

#### **..Report**

#### **RECOMMENDATION:**

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

a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement (A-13073) with Clinical Computer Systems for OBIX perinatal monitoring and data system services, extending the agreement an additional five (5) year period for a revised full agreement term of April 1, 2016 through March 31, 2026, and adding \$266,450 for a revised total agreement amount not to exceed \$396,844.

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

The OBIX Fetal Monitoring System has been used at Natividad Medical Center since 2011 to electronically monitor fetal heart rates and maternal uterine status in order to monitor maternal and fetal well-being before, during, and after labor. Continuous fetal surveillance monitoring is required for caring and managing both high and low risk laboring patients and it is the standard of care per AWHONN, ACOG and AAP guidelines. This system is critical to care provided by Natividad's OB department and for the care and delivery of babies.

Maintenance and support for this system is needed to address questions, issues, upgrades and enhancements. This request is for the extension of the maintenance and support fees for OBIX for an additional five years. This system is used daily and will continue to be used by the OB department into the future and support for the system as needed. Clinical Computer Systems Inc. represents OBIX and provides the support and maintenance that is needed.

#### **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 and by its Board of Trustees on February 12, 2021.

#### **FINANCING:**

The cost for this Agreement is \$266,450 of which \$78,852 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 is for the continued use of a system which allows perinatal and uterine monitoring and is critical to the health of mothers and babies born in Monterey County.

- ☐ 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, 783-2504

Attachments:  
Clinical Computer Systems, Inc. Amendment No. 1  
Original Agreement with Clinical Computer Systems, Inc.

Attachments on file with Clerk of the Board:

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

### **Secure Exchange Solutions, Inc. Master Software-As-A-Service Subscription Agreement**

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

#### **..Title**

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with Secure Exchange Solutions, Inc. for secure messaging services at NMC for an amount not to exceed \$58,500 with an agreement term retroactive to December 1, 2020 through January 25, 2024.
- b. Approve the NMC Chief Executive Officer's recommendation to accept non-standard indemnification, insurance, limitations on liability, and limitations on damages provisions within the agreement.

#### **..Report**

#### **RECOMMENDATION:**

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

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with Secure Exchange Solutions, Inc. for secure messaging services at NMC for an amount not to exceed \$58,500 with an agreement term retroactive to December 1, 2020 through January 25, 2024.
- b. Approve the NMC Chief Executive Officer's recommendation to accept non-standard indemnification, insurance, limitations on liability, and limitations on damages provisions within the agreement.

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

Healthcare providers require the use of a Health Information Services Provider (HISP) to securely transmit protected patient data via Direct Secure Messaging (DSM). DSM is a Health Insurance Portability and Accountability (HIPAA) compliant transport method promoted by the Department of Health and Human Services.

HISPs offer healthcare organizations an onramp to the Direct Secure Messaging network where trading partners can exchange protected health information (PHI). Secure Exchange Solutions is the industry leader in providing HISP services and has been providing the underlying service, through an intermediary, to NMC for many years. NMC is now requesting an agreement that will connect us directly to Secure Exchange without the need to contract through a reseller.

NMC is requesting a retroactive agreement because our previous vendor exited the business abruptly, giving NMC no time to negotiate a new agreement with a new vendor before cutting off our service. Because this is a regulatory required service, Secure Exchange Services agreed to provide the service while NMC negotiated in good faith. Secure Exchange has been providing this service to NMC since November, 2020.

#### **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 February 12, 2021.



**FINANCING:**

The cost for this agreement is \$58,500 of which \$19,500 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:**

This agreement allows NMC to satisfy regulatory requirements regarding transmission of protected health information (PHI) between systems and providers.

- ☐ 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:

Secure Exchange Solutions, Inc. Master Software-as-a-Service Subscription Agreement

Attachments on file with the Clerk of the Board

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

### **Dopamine Therapeutics, Inc. First Amendment**

#### **TITLE:**

- a. Authorize the Chief Executive Officer for Natividad Medical Center or his designee to execute the First Amendment to the Professional Services Agreement with Dopamine Therapeutics, Inc. to provide family medicine services at NMC, extending the term by twelve months (July 1, 2021 to June 30, 2022) for a revised full agreement term of August 1, 2019 to June 30, 2022, and adding \$200,000 for a revised total not to exceed amount of \$300,000 in the aggregate; 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% (\$10,000) of the original contract amount and do not significantly change the scope of work.

#### **RECOMMENDATION:**

It is recommended that the Board of Supervisors

- a. Authorize the Chief Executive Officer for Natividad Medical Center or his designee to execute the Professional Services Agreement with Dopamine Therapeutics, Inc. to provide family medicine services at NMC, extending the term by twelve months (July 1, 2021 to June 30, 2022) for a revised full agreement term of August 1, 2019 to June 30, 2022, and adding \$200,000 for a revised total not to exceed amount of \$300,000 in the aggregate; 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% (\$10,000) of the original contract amount and do not significantly change the scope of work.

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

NMC operates Family Medicine Residency Program affiliated with the University of California's San Francisco Medical School with a total of 30 residents that practice in multiple settings including the inpatient labor and delivery unit. The Residency Program must arrange for patient care and supervision of its residents by qualified family medicine physicians. NMC has an agreement with Dopamine Therapeutics, Inc., for which Dr. Nathaniel Lepp provides family medicine services, as needed, to cover the service. NMC wishes to amend the Agreement at this time in order to avoid interruption of services. NMC has obtained an independent opinion of fair market value supporting the payment terms of this Agreement.

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

County Counsel has reviewed and approved this Amendment as to legal form. Auditor-Controller has reviewed and approved this 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 February 12, 2021.

#### **FINANCING:**

The cost of this Amendment is \$200,000. The total not to exceed amount of this Agreement is \$300,000 for the period August 1, 2019 to June 30, 2022. \$100,000 is included the Fiscal Year 2020/2021 Adopted Budget. The remaining balance will be budgeted in subsequent fiscal years. There is no impact to the General Fund.

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

The services rendered in this agreement are required for Natividad's Family Medicine Residency Program and provide Natividad with the additional support it needs in order to provide reliable

and high quality patient care which improves the health and quality of life for patients and their families.

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

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

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

Attachments: First Amendment; Assignment and Assumption Agreement; Agreement

Attachments on file at the Clerk of the Board



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

### **RBB Architects Inc Amendment No. 5**

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

..Title

It is recommended the Board of Supervisors:

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 5 to the agreement (A-12753) with RBB Architects Inc. for architectural services for the Radiology Modernization Project at NMC pursuant to the Request for Qualifications (RFQ) # 9600-54, extending the agreement an additional three (3) month period (March 1, 2021 through May, 31, 2021) for a revised full agreement term of September 23, 2014 through May 31, 2021.

..Report

#### RECOMMENDATION:

It is recommended the Board of Supervisors:

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 5 to the agreement (A-12753) with RBB Architects Inc. for architectural services for the Radiology Modernization Project at NMC pursuant to the Request for Qualifications (RFQ) # 9600-54, extending the agreement an additional three (3) month period (March 1, 2021 through May, 31, 2021) for a revised full agreement term of September 23, 2014 through May 31, 2021.

#### SUMMARY/DISCUSSION:

NMC is in the construction stage of modernizing the Radiology Department on the first floor of Building 500. The Radiology Department is adding two new Computerized Tomography (CT) scanners, a new Magnetic Resonance Imaging (MRI) as well as creating an Angiography hybrid suite for Interventional Radiology (IR).

The construction was originally forecasted to occur over a 24-month period with construction occurring into 4 phases to maintain services during the remodel. The construction was originally forecasted to occur over a 24-month period, with construction occurring into 4 phases to maintain services during the remodel. Construction started on September 4, 2018, and has currently completed 90% of the project. The Coronavirus (COVID-19) pandemic is continually generating unprecedented delays and disruptions to the Radiology Modernization project by effecting equipment manufacturing, availability of contractor workforce, and governmental personnel for project inspections. The manufacturer of the second CT had a wide spread infection which quarantined factory workers and delayed delivery of the equipment until early March. The project has exceed the original project schedule and now is anticipated to be completed by the end of March of 2021. The remaining term of the contract will be billed as-needed through May 31, 2021. The cost for this add service will be \$114,000.

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

This Amendment No. 5 will include extending the term of the agreement additional six (3) month period (March 1, 2021 through May 31, 2021) for a revised full agreement term of September 23, 2014 through May 31, 2021. A transfer of \$114,000 will be made from the approved capital project.

#### 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.

FINANCING:

The cost for Amendment No. 5 is \$114,000 of which is included in the project contingency. There is no impact to the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

Improve patient care.

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

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

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

Attachments:

RBB Architects Inc. Amendment No. 5  
RBB Architects Inc. Amendment No. 4  
RBB Architects Inc. Amendment No. 3  
RBB Architects Inc. Amendment No. 2  
RBB Architects Inc. Amendment No. 1  
RBB Architects Inc. Agreement  
Spend Sheet

Attachments on file with the Clerk of the Board

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

**One Workplace dba PBI, Agreement**

**Legistar Number:**

### **..Title**

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with One Workplace dba Peninsula Business Interiors (PBI) for new product, delivery, installation and associated furniture services at NMC for an amount not to exceed \$1,750,000 with an agreement term April 15, 2021 through April 14, 2024.
- b. Authorize the Chief Executive Officer for NMC or his designee to execute up to three (2) future amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$175,000) of the original cost of the agreement.

### **..Report**

#### **RECOMMENDATION:**

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

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with One Workplace dba Peninsula Business Interiors (PBI) for new product, delivery, installation and associated furniture services at NMC for an amount not to exceed \$1,750,000 with an agreement term April 15, 2021 through April 14, 2024.
- b. Authorize the Chief Executive Officer for NMC or his designee to execute up to three (2) future amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$175,000) of the original cost of the agreement.

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

In 2012, Natividad Medical Center worked with its interior design firm to develop furniture standards for patient rooms, patient waiting rooms, nurses' stations, exam rooms, and office areas. There are many benefits to having a consistent standard approach to furniture selection. Standards allow for products to be utilized efficiently and allow for better management of inventory. NMC can rearrange and reconfigure the modular office products with minimal costs. NMC selected Steelcase products for its modular office furniture and many patient care furniture pieces. Steelcase is well known in the healthcare industry for its durability and ten-year warranty. One Work Place, doing business as, Peninsula Business Interiors, PBI, is the only local authorized furniture dealer located in Monterey County that sells Steelcase furniture products.

Upcoming projects include (but are not limited to) new furniture for Acute Rehabilitation Unit expansion, Emergency Department nursing/ physician stations, Medical Surgical Unit, Hospital Main Admitting, and Pharmacy.

None of the projects to be completed under the agreement involves work of public improvement for bidding purposes. The agreement complies with the laws regarding the payment of prevailing wages.

Approval of the recommended action will allow PBI to provide Natividad Medical Center with the necessary office and patient area furniture.

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

County Counsel has reviewed and approved this agreement 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 Board of Trustees on February 12, 2021

**FINANCING:**

The cost for this agreement is \$1,750,000 of which \$350,000 is included in the Fiscal Year 2020-2021 Adopted Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate. There is no impact to the General Fund.

**BOARD OF SUPERVISORS STRATEGIC INITIATIVES:**

The services rendered in this Agreement provide NMC with the additional support it needs to be able to provide quality patient care, which ultimately improves the health and quality of life for patients and their families.

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

Prepared by: Andrea Rosenberg, Hospital Administrator, 831-783-2562

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

Attachments:

One Workplace dba PBI Agreement

Attachments on file with the Clerk of the Board

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

Optuminsight Inc. Amendment No. 3

Legistar Number:                     

### **..Title**

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an amendment No. 3 to the agreement (A-14280) with Optuminsight, Inc. for perioperative (surgery) consulting services to improve the number of surgical procedures and patients satisfaction, extending the agreement an additional two(2) years (March 1, 2021 through March 31, 2025) for a revised full agreement term of March 26, 2019 through March 31, 2025 and adding \$540,000 for a revised full agreement amount not to exceed \$ 2,220,000.

### **..Report**

#### **RECOMMENDATION:**

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

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an amendment No. 3 to the agreement (A-14280) with Optuminsight, Inc. for perioperative (surgery) consulting services to improve the number of surgical procedures and patients satisfaction, extending the agreement an additional two(2) years (March 1, 2021 through March 31, 2025) for a revised full agreement term of March 26, 2019 through March 31, 2025 and adding \$540,000 for a revised full agreement amount not to exceed \$ 2,220,000.

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

The volume in Natividad's surgery rooms has increased by at least 10% year-to-year. In certain specialties like orthopedics, urology and GI, volumes increased by more than 20% year-to-year. Additional new procedures like neurosurgery have also added volume to the surgery department. The increase in volume over the past years has also added operational challenges to the surgery space for procedures, the coordination of schedules and appointments for procedures between surgeons, clinics and surgical suites, and overall the process for surgical procedures. An opportunity exists to increase volume and improve the overall processes for surgical procedures including customer satisfaction.

Optuminsight Advisory Services specializes in helping hospitals and healthcare systems address this challenge with expert guidance, insights, strategies, and implementation support to improve processes and capture additional volume. Optum's team will provide leadership in the following areas: improve volume growth by effectively organizing the scheduling process, improve customer service for both patients and physicians by improving access, adjust surgical suite numbers to optimize labor and productivity of staff, improve pre-procedure preparations to prevent delays and cancellations, improve surgery efficiency – length of procedures, and improve surgeons and specialists engagement in governing room capacity management. The extensive improvement plan will consist of the participation from front line personnel (registration, scheduling, financial counseling, etc) , nurses, surgery nurses, physicians, clinics, ancillary departments (laboratory, imaging, etc) and support staff in order to adjust processes to improve outcomes.

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

County Counsel has reviewed and approved this amendment no. 3 as to legal form, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendment no. 3 has also been

reviewed and approved by NMC's Finance Committee and by its Board of Trustees on February 12, 2021.

**FINANCING:**

The cost for this agreement is \$540,000 of which \$180,000 is included in the Fiscal Year 2020-21 Adopted Budget and remaining balances will be included in corresponding years.

**BOARD OF SUPERVISORS STRATEGIC INITIATIVES:**

This agreement is for executive level consulting services, 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 CFO, 783-2561

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

Attachments:

Optuminsight, Inc. Agreement  
Optuminsight amendment no. 1  
Optuminsight amendment no. 2  
Optuminsight amendment no. 3

Attachments on file with the Clerk of the Board



# FINANCIAL STATEMENTS

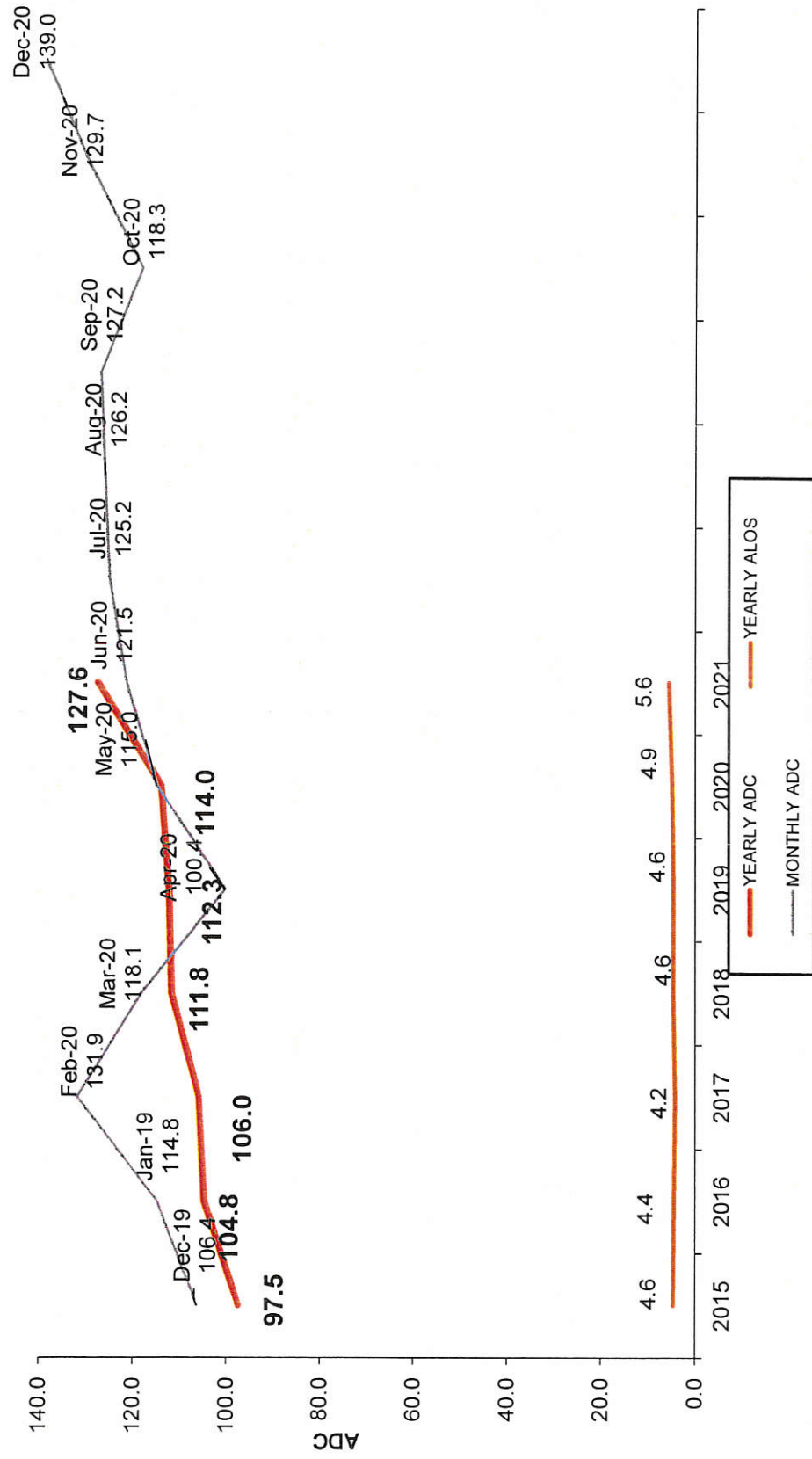
## DECEMBER 31, 2020

## **FINANCIAL STATEMENTS**

**DECEMBER 31, 2020**

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# NATIVIDAD STATISTICAL REPORT DECEMBER 31, 2020

Month-To-Date					Year-To-Date					
10-20	11-20	12-20	Budget		Budget	Current	Prior Yr	%		
PT DAYS BY SERVICE					STAFFED BEDS	CY/IPY				
1	198	208	144	208	NICU	15	1,234	1,198	1,229	-2.52%
2	1,605	1,874	2,278	1,555	Med/Surg	61	9,230	11,196	9,185	21.89%
3	310	284	331	195	ICU	10	1,158	1,871	1,153	62.27%
4	28	42	27	54	Peds	12	320	187	321	-41.74%
5	713	702	733	724	Acute Rehab	24	4,296	4,290	4,212	1.85%
6	292	261	256	271	OB/Gyn	27	1,610	1,708	1,604	6.48%
7	3,146	3,371	3,769	3,007	TOTAL ACUTE	149	17,848	20,450	17,704	15.51%
8	521	521	541	465	Psychiatric	19	2,760	3,028	2,739	10.55%
9	3,667	3,892	4,310	3,472	TOTAL DAYS	168	20,608	23,478	20,443	14.85%
10	292	259	241	287	Nursery	18	1,704	1,726	1,695	1.83%
AVERAGE DAILY CENSUS										
11	78.5	89.0	97.9	73.6	Acute	125	73.7	87.8	73.3	19.78%
12	23.0	23.4	23.6	23.4	Acute Rehab	24	23.3	23.3	22.9	1.75%
13	16.8	17.4	17.5	15.0	Psychiatric	19	15.0	16.5	14.9	10.74%
14	118.3	129.7	139.0	112.0	TOTAL	168	112.0	127.6	111.1	14.85%
15	9.4	8.6	7.8	9.3	Nursery	18	9.3	9.4	9.2	2.17%
PERCENTAGE OF OCCUPANCY										
16	62.8%	71.2%	78.3%	58.9%	Acute		59.0%	70.2%	58.6%	19.8%
17	95.8%	97.5%	98.3%	97.5%	Acute Rehab		97.1%	97.1%	95.4%	1.7%
18	88.4%	91.6%	92.1%	78.9%	Psychiatric		78.9%	86.8%	78.4%	10.7%
19	70.4%	77.2%	82.7%	66.7%	TOTAL		66.7%	76.0%	67.7%	12.1%
20	52.2%	47.8%	43.3%	51.7%	Nursery		51.7%	52.2%	51.1%	2.2%
ADMISSIONS										
21	569	590	596	617	Acute		3,656	3,569	3,637	-1.87%
22	55	54	52	57	Acute Rehab		341	324	334	-2.99%
23	62	49	46	63	Psychiatric		375	291	374	-22.19%
24	686	693	694	737	TOTAL		4,372	4,184	4,345	-3.71%
25	176	158	147	172	Nursery		1,020	1,051	1,015	3.55%
26	177	161	151	183	Deliveries		1,085	1,073	1,033	3.87%
DISCHARGES										
27	563	560	568	633	Acute		3,753	3,491	3,734	-6.51%
28	52	54	53	65	Acute Rehab		388	325	333	-2.40%
29	62	49	46	56	Psychiatric		335	290	381	-23.88%
30	677	663	667	754	TOTAL		4,476	4,106	4,448	-7.69%
31	158	143	138	156	Nursery		926	962	921	4.45%
AVERAGE LENGTH OF STAY										
32	5.3	5.6	6.2	4.7	Acute(Hospital wide no babies)		4.7	5.6	4.7	19.15%
33	13.0	13.0	14.1	12.7	Acute Rehab		12.6	13.2	12.6	4.76%
34	2.6	2.6	2.7	2.7	OB/Gyn		2.7	2.5	2.7	-7.41%
35	8.4	10.6	11.8	7.4	Psychiatric		7.4	10.4	7.3	42.47%
36	1.7	1.6	1.6	1.7	Nursery		1.7	1.6	1.7	-5.88%
OUTPATIENT VISITS										
37	3,375	3,219	3,439	4,528	Emergency Room		26,879	20,966	26,746	-21.61%
38	481	513	525	571	ER Admits		3,390	3,116	3,372	-7.59%
39	70.1%	74.0%	75.6%	77.5%	ER Admits as a % of Admissions		77.5%	74.5%	77.6%	-4.04%
40	5,763	4,995	4,871	6,229	Clinic Visits		36,971	31,538	36,481	-13.55%
ANCILLARY PROCEDURES BILLED										
41	49,376	49,652	58,520	48,142	Lab Tests		285,746	311,738	286,607	8.77%
42	3,246	3,060	3,315	3,013	Radiology Procedures		17,882	19,490	20,899	-6.74%
43	194	204	171	210	MRI Procedures		1,246	1,178	1,239	-4.92%
44	78	93	51	148	Nuclear Med Procedures		878	477	874	-45.42%
45	1,158	993	1,023	1,140	Ultrasound Procedures		6,766	6,684	6,730	-0.68%
46	1,798	1,794	1,396	1,853	CT Scans		10,998	10,164	10,942	-7.11%
47	380	395	260	364	Surgeries		2,183	2,176	2,291	-5.02%
48	8.45	8.10	7.71	7.86	FTE'S PER AOB		7.86	8.09	8.07	0.25%
49	1,382.6	1,399.2	1,396.2	1,271.3	TOTAL PAID FTE'S		1,271.3	1,385.2	1,294.7	6.99%
50	5,073	5,183	5,616	5,015	ADJUSTED PATIENT DAYS		29,766	31,490	29,538	6.61%



**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>													
Patient Revenue:													
Inpatient	\$ 77,149,435	\$ 79,855,472	\$ 78,306,171	\$ 74,755,382	\$ 78,953,622	\$ 86,007,642							\$ 475,027,724
Pro Fees	2,690,122	2,236,186	2,299,002	2,494,198	1,866,607	2,532,642							14,126,957
Outpatient	28,527,426	27,989,198	27,159,445	29,606,527	26,810,166	26,623,056							166,917,816
Total Patient Revenue	108,372,983	110,080,854	107,764,618	106,856,107	107,632,595	115,363,340							656,072,497
Deductions from revenue													
Contractual Deductions	77,896,531	82,859,399	80,916,787	81,400,665	80,503,011	86,748,036							490,324,429
Bad Debt	5,810,435	3,985,636	3,289,758	2,044,119	3,030,736	2,482,925							20,643,609
Unable to Pay	198,523	183,546	105,354	112,097	236,157	167,623							1,003,300
Total Contractual Discounts	83,905,489	87,028,581	84,311,899	83,556,881	83,769,904	89,398,584							511,971,338
Net Patient Revenue	24,467,494	23,052,273	23,452,719	23,301,226	23,862,691	25,964,756							144,101,159
As a percent of Gross Revenue	22.58%	20.94%	21.76%	21.81%	22.17%	22.51%							21.96%
Total Government Funding	5,875,865	6,422,375	5,446,330	7,356,941	5,890,945	5,192,491							35,987,947
Other Operating Revenue:													
Rent Income	115,026	116,045	116,225	116,224	116,225	115,753							695,498
Interest Income	226,937	226,937	219,616	344,086	219,616	226,937							1,484,129
NMF Contribution	61,151	61,151	59,178	61,151	59,178	61,151							382,960
Other Income	606,176	292,810	295,493	316,962	367,237	233,363							2,114,041
Total Other Operating Revenue	1,009,290	696,943	690,512	840,423	762,256	637,204							4,636,628
TOTAL REVENUE	31,352,649	30,171,591	29,589,561	31,501,590	30,315,892	31,794,451							184,725,734
<b>E X P E N S E</b>													
Salaries, Wages & Benefits	18,294,132	16,141,804	15,341,913	15,350,217	15,140,737	15,770,781							96,039,584
Registry	860,450	1,182,181	1,680,809	1,374,188	1,476,186	1,523,535							8,127,349
Phys/Residents SWB & Contract Fees	3,419,049	3,363,198	3,503,759	3,215,766	3,292,953	3,599,756							20,394,481
Purchased Services	2,837,656	3,000,463	3,257,830	3,394,603	3,585,479	3,616,722							19,682,753
Supplies	2,759,766	2,556,961	2,666,373	2,971,814	3,077,098	3,382,405							17,414,417
Insurance	321,377	320,092	320,093	320,093	320,093	320,092							1,921,840
Utilities and Telephone	268,191	446,910	334,046	463,675	404,263	344,769							2,261,854
Interest Expense	175,382	163,966	(88,870)	(277,792)	69,186	172,660							214,532
Depreciation & Amortization	942,944	975,367	973,628	964,654	969,783	970,093							5,796,469
Other Operating Expense	483,569	776,259	579,531	683,866	648,311	685,917							3,867,453
TOTAL EXPENSE	30,392,516	28,927,201	28,569,112	28,451,084	28,384,089	30,386,730							175,710,732
NET INCOME(LOSS)	960,133	1,244,390	1,020,449	3,050,506	1,331,803	1,407,721							9,015,002
<b>Normalization for Extraordinary Items</b>													
Interest Anthem Arbitration													-
CARES Act Funding													(4,384,992)
DSH Final Settlement FY09-10													(1,360,171)
Families First C-19 Response													(1,092,716)
Total Extraordinary Items													(6,837,879)
NET INCOME BEFORE Extraordinary Items	\$ (47,755)	\$ (143,948)	\$ 290,219	\$ 558,541	\$ 356,959	\$ 1,163,107	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2,177,123
<b>CAPITAL CONTRIBUTIONS</b>													
County Contribution													
CHANGE IN NET ASSETS	\$ 960,133	\$ 1,244,390	\$ 1,020,449	\$ 3,050,506	\$ 1,331,803	\$ 1,407,721	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 9,015,002

**NATIVIDAD**

CAPITAL CONTRIBUTIONS

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

	CURRENT MONTH				YEAR -TO- DATE			
	Actual	Budget	Variance fav. (unfav)		Actual	Budget	Variance fav. (unfav)	
			\$ VAR.	% VAR			\$ VAR.	% VAR
	5,616	5,016	600	12.0%	31,490	29,766	1,724	5.8%
	<b>REVENUE</b>							
	<b>ADJUSTED PATIENT DAYS</b>							
1	\$	\$	\$	%	\$	\$	\$	%
2	15,316	14,046	1,270	9.0	15,085	14,048	1,037	7.4
3	451	388	63	16.3	449	388	61	15.7
4	4,776	6,414	(1,637)	(25.5)	5,301	6,415	(1,114)	(17.4)
5	20,543	20,847	(304)	(1.5)	20,835	20,851	(16)	(0.1)
6	15,447	15,494	47	0.3	15,571	15,497	(74)	(0.5)
7	442	781	339	43.4	656	782	126	16.1
8	30	84	54	64.4	32	84	52	62.0
9	15,919	16,359	440	2.7	16,258	16,362	104	0.6
10	4,624	4,488	136	3.0	4,576	4,488	88	2.0
11	22.51%	21.53%			21.96%	21.53%		
	<b>Net Patient Revenue</b>							
	<b>As a percent of Gross Revenue</b>							
	925	962	(37)	(3.8)	1,143	962	181	18.8
	<b>Total Government Funding</b>							
	<b>Other Operating Revenue:</b>							
	21	23	(2)	(10.4)	22	23	(1)	(4.0)
	40	45	(5)	(10.7)	46	45	1	2.7
	11	12	(1)	(10.7)	12	12	(1)	(5.5)
	42	69	(28)	(40.0)	67	69	(2)	(3.0)
	113	150	(36)	(24.2)	147	150	(3)	(1.6)
	5,662	5,599	63	1.1	5,866	5,600	266	4.8
	<b>TOTAL REVENUE</b>							
	2,808	3,213	404	12.6	3,046	3,213	168	5.2
	271	14	(257)	(1,780.8)	258	14	(244)	(1,688.9)
	641	685	44	6.4	652	685	33	4.9
	644	596	(48)	(8.1)	625	596	(29)	(4.9)
	602	442	(161)	(36.4)	553	442	(111)	(25.2)
	57	61	4	7.2	61	61	0	0.6
	61	57	(4)	(7.5)	72	57	(15)	(25.8)
	31	44	13	30.2	7	44	37	84.5
	173	208	36	17.1	184	208	24	11.7
	122	108	(16)	(15.1)	122	108	(16)	(15.5)
	5,411	5,427	16	0.3	5,580	5,428	(152)	(2.8)
	<b>EXPENSE</b>							
	251	172	78	45.5	286	172	114	66.1
	<b>NET INCOME(LOSS)</b>							
	251	172	78	45.5	286	172	114	66.1
	<b>CAPITAL CONTRIBUTIONS</b>							
	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-
	251	172	78	46	286	172	114	66.1
	<b>% CHANGE IN NET ASSETS</b>							
	\$	\$	\$	%	\$	\$	\$	%
	251	172	78	46	286	172	114	66.1
	<b>Prior Yr</b>							
	29,200							

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

	CURRENT MONTH			YEAR - TO - DATE			% CHG.
	BEGINNING	ENDING	INC/(DEC)	BEGINNING	ENDING	INC/(DEC)	
1	\$ 87,089,304	\$ 75,130,533	\$ (11,958,771)	\$ 66,424,055	\$ 75,130,533	\$ 8,706,478	13.1 %
2	11,810,000	11,810,000	-	11,810,000	11,810,000	-	-
3	-	40,445,618	40,445,618	-	40,445,618	40,445,618	-
4	41,778,641	45,854,445	4,075,804	35,317,759	45,854,445	10,536,686	29.8
5	17,233,501	24,297,911	7,064,410	41,690,999	24,297,911	(17,393,088)	(41.7)
6	5,669,829	5,597,585	(72,244)	5,048,912	5,597,585	548,673	10.9
7	4,730,992	5,304,604	573,612	6,264,737	5,304,604	(960,133)	(15.3)
8	168,312,267	208,440,696	40,128,429	166,556,462	208,440,696	41,884,234	25.1
9	328,969,594	330,356,869	1,387,275	325,201,149	330,356,869	5,155,720	1.6
10	(202,333,575)	(203,304,106)	(970,531)	(197,505,014)	(203,304,106)	(5,799,092)	(2.9)
11	126,636,019	127,052,763	416,744	127,696,135	127,052,763	(643,372)	(0.5)
12	189,694,910	189,297,087	(397,823)	193,003,625	189,297,087	(3,706,538)	(1.9)
13	-	-	-	-	-	-	-
14	-	-	-	-	-	-	-
15	0	0	-	-	-	-	-
16	\$ 484,643,196	\$ 524,790,546	\$ 40,147,350	\$ 487,256,222	\$ 524,790,546	\$ 37,534,324	7.7 %
17	27,734,222	29,135,874	1,401,652	27,324,830	29,135,874	1,811,044	6.6
18	13,863,854	14,109,254	245,400	12,099,669	14,109,254	2,009,585	16.6
19	41,465,523	40,445,618	(1,019,905)	51,564,932	81,911,141	30,246,209	58.5
20	3,433,614	3,642,205	208,591	3,433,614	3,642,205	208,591	6.1
21	11,760,525	11,835,299	74,774	13,709,175	11,835,299	(1,873,876)	(13.7)
22	98,257,738	140,633,773	42,376,035	108,232,220	140,633,773	32,401,553	29.9
23	4,804,707	4,810,506	5,799	5,050,532	4,810,506	(240,026.0)	(5.0)
24	-	-	-	-	-	-	-
25	29,073,594	25,431,389	(3,642,205)	29,073,594	25,431,389	(3,642,205)	(12.5)
26	33,878,301	30,241,895	(3,636,406)	34,124,126	30,241,895	(3,882,231)	(11.4)
27	344,899,876	344,899,876	-	344,899,876	344,899,876	-	-
28	7,507,281	9,015,002	1,407,721	-	9,015,002	9,015,002	100.0
29	352,507,157	353,914,878	1,407,721	344,899,876	353,914,878	9,015,002	2.6
30	\$ 484,643,196	\$ 524,790,546	\$ 40,147,350	\$ 487,256,222	\$ 524,790,546	\$ 37,534,324	7.7 %



NATIVIDAD  
STATE AND COUNTY RECEIVABLES

AS OF 12/31/20

BALANCE SHEET

	Req. Balance	Accruals	Rec'd and Adj	Payment LHP Final Rec'n	GPP PRIME/CARES	IGT	Payments	Ending Balance
Medi-Cal Waiver (DSH + SNCP)	\$ 8,722,908	12,350,686				16,510,932	(37,252,012)	332,514
Hospital Fee	-	478,904					(425,287)	53,617
Rate Range IGT-CCAH-	5,562,092	4,083,286						9,645,378
MCMC EPP	7,864,092	3,911,888				3,939,641	(11,897,409)	3,818,212
MCMC QIP	18,519,196	4,448,768				9,221,285	(27,740,481)	4,448,768
SB1732	1,067,767	1,966,028					(306,413)	2,727,382
AB 915	-	1,814,792						1,814,792
Medical GME	1,925,521					2,458,739	(4,420,945)	(36,684)
CARES ACT Funding	(3,651,146)		4,384,992		180,590		(2,201,529)	(1,287,093)
A/R UCSF & TUORO University	-	37,600						37,600
A/R Seaside Clinic	-						(81,117)	(81,117)
A/R Office Buildings	39,425	716,569					(579,645)	176,348
Medical HPE	-	151,232						151,232
Interest Accrued Positive Cash	-	1,346,980					(673,490)	673,490
Accrued Donations	1,574,818	362,960					(454,335)	1,483,443
A/R Jail-PG&E	(3,302)	546,476					(429,909)	113,265
Health Department	69,628	867,745					(710,608)	226,764
STATE RECEIVABLES	\$ 41,690,998	\$ 33,083,914	\$ 4,384,992	\$ -	\$ 180,590	\$ 32,130,597	\$ (87,173,180)	\$ 24,297,911

P & L

	YTD Dec-20
Medi-Cal DSH /SNCP/PHYS SPA	\$ 7,630,857
PRIME	6,080,000
Rate Range IGT-CCAH-	4,083,286
Esperanza Care	(1,008,220)
Family First C-19 Response-FMAP Enhance-	1,092,716
EMS/ Maddy Funds	166,059
CARES Act Funding	4,384,992
HPE	151,232
Hospital Fee	478,904
MCMC EPP	3,911,888
HD Residency Support	(252,056)
MCMC QIP	4,448,768
AB915	1,814,792
Medicare GME	1,038,700
SB 1732	1,966,028
GOVERNMENT FUNDING INCOME	\$ 35,987,946

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

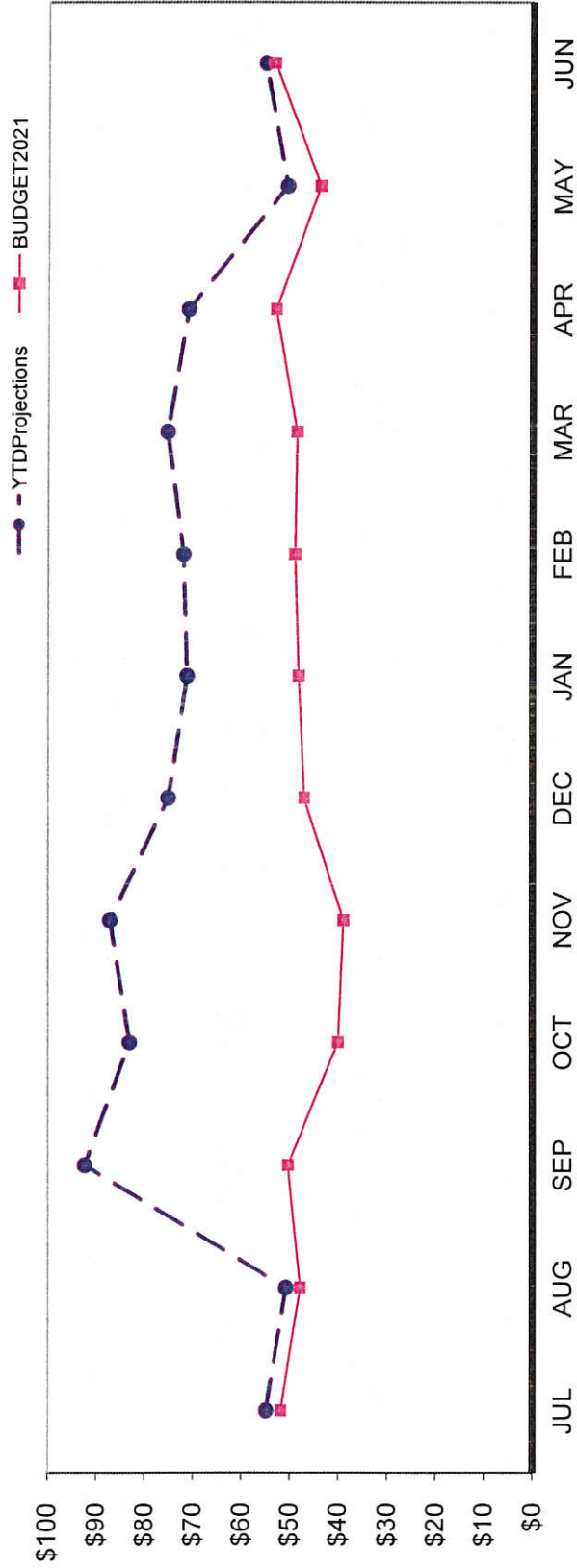
	CURRENT MONTH	YEAR - TO - DATE
1	\$ 87,089,304	\$ 66,424,055
2		
3	1,407,721	9,015,002
4	-	-
5	970,531	5,799,092
6	2,378,252	14,814,094
7		
8	(4,075,804)	(10,536,686)
9	(7,064,410)	17,393,088
10	(501,368)	411,460
11	1,401,652	1,811,044
12	245,400	2,009,585
13	-	(10,199,409)
14	208,591	208,591
15	74,774	(1,873,876)
16	(9,711,165)	(776,203)
17		
18		
19	(1,387,275)	(5,155,720)
20	-	-
21	(1,387,275)	(5,155,720)
22		
23	(3,636,406)	(3,882,231)
24	397,823	3,706,538
25	-	-
26	(3,238,583)	(175,693)
27	(11,958,771)	8,706,478
28	\$ 75,130,533	\$ 75,130,533

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	11,540,000	11,600,171	60,171
PRIME Y4	12,160,000	12,160,000	-
EPP	7,760,000	7,760,000	-
QIP	8,825,000	8,825,000	-
Physician SPA	800,000	800,000	-
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
DHS Audit Final FY2010	-	1,300,000	1,300,000
EMS/ Maddy	-	166,059	166,059
Provider Fee	950,000	950,000	-
	\$ 56,787,000	\$ 65,447,151	\$ 8,660,151



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



Months	ACTUAL		ACTUAL		ACTUAL		ACTUAL		ACTUAL		ESTIMATE		ESTIMATE		ESTIMATE		ESTIMATE		ESTIMATE	
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
YTD	54.9	50.8	92.3	83.0	87.1	75.1	71.3	72.1	75.3	71.1	50.8	55.3								
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	27.9	22.9	22.9	26.6	18.0	6.8	1.8								

NATIVIDAD  
CASH FORECAST  
FISCAL YEAR 2021

	ACTUAL JUL	ACTUAL AUG	ACTUAL SEP	ACTUAL OCT	ACTUAL NOV	ACTUAL DEC	ESTIMATE JAN	ESTIMATE FEB	ESTIMATE MAR	ESTIMATE APR	ESTIMATE MAY	ESTIMATE JUN	Total YTD
Beginning Balance	66,411,941	54,847,088	50,792,883	52,272,171	83,043,021	87,084,287	75,125,272	71,320,860	72,083,134	75,314,587	71,084,256	50,379,028	66,411,941
<b>CASH RECEIPTS</b>													
Parent Revenue (incl pro fees and lab sup)	22,793,778	18,349,926	26,041,970	22,516,947	20,726,743	21,994,962	21,752,547	21,752,547	21,752,547	21,752,547	21,752,547	21,752,547	282,897,240
Provider Fee					425,287		79,167	79,167	79,167	79,167	79,167	79,167	900,267
RR 1ST CCAH	277,650	658,108		2,177,889			333,333	333,333	333,333	333,333	333,333	333,333	8,100,000
14-65/ CARE Stimulus -COVID19-		360,065		779,462	2,068	384,163	333,333	333,333	333,333	333,333	333,333	333,333	3,113,656
SHORT DOYLE							25,479	25,479	25,479	25,479	25,479	25,479	3,544,769
HPE							25,479	25,479	25,479	25,479	25,479	25,479	152,874
Foundation Donations	484,335												454,335
HEALTH DEPARTMENT REIMB					287,567	423,041	141,667	141,667	141,667	141,667	141,667	141,667	1,550,610
MCAL GME		1,965,908	2,465,037				485,000						4,915,945
ASBIS													3,900,000
Capital Exp'd		2,780,787											2,780,787
GRF FY20-21				6,532,321					6,532,321				13,064,642
QIP													27,240,481
PPP													11,803,744
Phys SPA													1,282,611
Final Settlement DSH 1GT FY09-10													1,360,171
DSH CPE Final Reconciliation FY08-09													4,317,023
PRIME					14,387,789								14,387,789
Final Settlement													16,007,865
501732													
GRF FY19-20 Q4													3,200,413
GRF FY19-20 Q4													6,331,405
ENTREPRENEUR	159,800	159,800			159,800	236,700	114,827	114,827	114,827	114,827	114,827	114,827	1,727,662
Star 1	221,147	157,852			228,262	86,459	113,176	113,176	113,176	113,176	113,176	113,176	1,266,775
EMG Moddy Funds		166,059											166,059
Fund 404 Transfer		1,196,107	2,747,251	254,943	1,158,177	351,509	4,729,121	2,561,863	2,704,391	3,001,733	6,613,459	4,431,028	26,165,020
1GT Sub-Fund Transfer In/(Out)													19,123,721
Interest Income													668,000
Miscellaneous Revenue	322,833	30,772	255,783	95,568	16,199	163,080	156,310	156,310	156,310	156,310	156,310	156,310	1,823,485
Miscellaneous Revenue	24,040,551	38,021,350	84,698,761	41,021,326	37,271,823	23,593,314	26,156,627	26,176,369	32,621,218	25,718,239	32,629,865	35,915,532	433,318,197
Total Cash Receipts													
<b>CASH DISBURSEMENTS</b>													
Purchased Services and Supplies	10,113,960	9,013,465	5,383,779	7,968,772	8,911,904	11,103,707	7,087,601	7,087,601	7,087,601	7,087,601	7,087,601	7,087,601	95,020,620
HD Residency Support													125,000
PRIME 1GT													7,118,404
1GT MEDICAL GME	1,028,852	1,202,360					229,527						2,680,267
1GT SFY2018-19 GRP-Final	1,389,004												1,389,004
1GT GRP a most extension FY20-21													5,573,741
1GT QIP													9,221,285
1GT EPP													3,939,641
Building Lease / Rental Equipment	247,612	427,032	298,323	279,251	381,759	394,752	247,612	247,612	247,612	247,612	247,612	247,612	3,514,399
COP Principal & Interest Payments	15,515,568	15,992,978	22,855,979	15,345,084	15,344,409	15,769,330	17,769,568	16,049,932	17,769,568	17,196,356	17,769,568	17,196,356	204,764,505
Payroll and Benefits	18,680			46,750	312,313	18,375							306,300
1GT GRF FY19-20 QTR 4													2,428,858
COMCAP	5,884,520												5,884,520
FY20-21 MH MOU													9,666,717
Data Processing													2,838,320
DSH 1GT CPE Final Reconciliation FY09-10													5,807,014
Med-Coi Final Settlement FY11-12													2,736,216
PRIME 1GT													
Seaside Clinic													
Transfer From 451 to 404 & 1GT Fund													
Capital Expenses Fund 404	1,425,382	19,600											35,174,084
Capital Expenses	35,995,403	43,085,576	43,969,453	50,250,476	33,200,607	35,592,329	31,862,939	27,436,216	29,368,755	29,940,540	53,337,235	31,388,008	16,974,933
Total Cash Disbursements	(11,564,852)	(4,064,226)	41,469,308	(9,226,150)	4,041,266	(11,556,015)	(3,804,312)	742,174	3,251,463	(4,250,300)	(20,307,270)	4,527,325	(11,127,560)
Increase/(Decrease)	54,847,088	50,792,883	92,272,171	63,043,021	87,884,287	75,125,272	71,320,860	72,083,134	75,314,587	71,084,256	50,797,028	55,384,351	55,384,351
Ending Cash Fund 401													
(-) Cash In Transit	3,514	5,068	5,734	6,464	5,017	5,261	3,680	3,680	3,680	3,680	3,680	3,680	3,680
(-) Petty Cash and CC	54,850,603	50,787,932	52,277,805	53,048,465	87,889,304	75,130,533	71,324,640	72,086,814	75,318,277	71,087,576	50,780,726	55,388,031	55,388,031
Ending Cash as per 6/1													
<b>Fund 404</b>													
Beginning Balance	72,742,911	72,742,911	71,546,804	68,799,553	68,544,610	67,386,433	67,034,524	62,795,403	60,193,520	57,485,129	54,487,366	47,873,937	
Transfer In from fund 401													
Transfer Out fund 404													
Ending Cash Fund 404	72,742,911	(1,196,107)	(2,747,251)	(254,943)	(1,158,177)	(351,509)	(4,279,121)	(2,561,863)	(2,704,391)	(3,001,733)	(6,613,459)	(4,431,028)	
		71,546,804	68,799,553	68,544,610	67,386,433	67,034,524	62,795,403	60,193,520	57,485,129	54,487,366	47,873,937	43,442,911	
Ending Cash Fund 404													
Ending Cash Fund 451 & 404	127,590,000	122,329,667	161,071,724	151,567,631	154,470,720	142,159,796	134,076,363	132,256,654	132,803,726	125,551,682	98,630,963	98,727,382	

**CREDENTIALS REPORT OF RECOMMENDED ACTIONS FOR BOARD APPROVAL, February 12, 2021**  
**(Medical Executive Committee Approval Date: January 12, 2021)**

The following practitioners were reviewed for initial appointment, reappointment, changes in staff status (category), additional privilege requests, etc. Membership factors include licensure, DEA, professional liability insurance, staff requirements, etc. Qualitative/quantitative factors include: peer review, performance improvement, clinical activity, privileging, competence, technical skill, behavior, health, medical records, blood review, medication usage, litigation history, utilization and continuity of care.

**INITIAL APPOINTMENTS**

NAME	SPECIALTY / SERVICE	STAFF STATUS	APPOINTMENT PERIOD
Kokoris, Sam P., MD	Teleradiology / Radiology	Provisional	02/12/2021 – 12/01/2022
Efird, Thomas I., MD	Diagnostic Radiology / Radiology	Provisional	02/12/2021 – 12/01/2022
Gupta, Nidhi A., MD	Diagnostic Radiology / Radiology	Provisional	02/12/2021 – 12/01/2022
Lee, Andrew Y., MD	Interventional Radiology/Radiology	Provisional	02/12/2021 – 12/01/2022
Lien, Conway, MD	Diagnostic Radiology / Radiology	Provisional	02/12/2021 – 12/01/2022
Marshall, Joseph P., MD	Interventional Radiology/Radiology	Provisional	02/12/2021 – 12/01/2022
Porzio, Richard M., MD	Diagnostic Radiology/Radiology	Provisional	02/12/2021 – 12/01/2022
Saito, Jerel K., MD	Teleradiology / Radiology	Provisional	02/12/2021 – 12/01/2022
Sattah, Mario P., MD	Interventional Radiology/Radiology	Provisional	02/12/2021 – 12/01/2022
DeLeon, Damon A., MD	Psychiatry / Psychiatry	Provisional	02/12/2021 – 12/01/2022
Kwok, Keith, MD	Diagnostic Radiology / Radiology	Provisional	02/12/2021 – 12/01/2022
Lim, Robert M., MD	Diagnostic Radiology / Radiology	Provisional	02/12/2021 – 12/01/2022
Nikpour, Arian M., MD	Interventional Radiology/Radiology	Provisional	02/12/2021 – 12/01/2022
Sakamoto, Brian S., MD	Diagnostic Radiology / Radiology	Provisional	02/12/2021 – 12/01/2022
Sandhu, Barjinder S., MD	Interventional Radiology/Radiology	Provisional	02/12/2021 – 12/01/2022
Yu, Kyle K., MD	Diagnostic Radiology / Radiology	Provisional	02/12/2021 – 12/01/2022
Ko, Grant N., MD	Psychiatry / Psychiatry	Provisional	02/12/2021 – 12/01/2022
Adetuyi, Olusegun A., MD	FM Hospitalist / Family Medicine	Provisional	02/12/2021 – 12/01/2022
Lowery, Janel M., CRNA	Nurse Anesthetist / Anesthesia	Advanced Practice Provider	02/12/2021 – 12/01/2022
Nashed, Mark H., MD	Interventional Radiology/Radiology	Provisional	02/12/2021 – 12/01/2022
Scannell, Michael C., MD	Anesthesia / Anesthesia	Provisional	02/12/2021 – 12/01/2022



REAPPOINTMENTS				
NAME	SPECIALTY/SERVICE	STAFF STATUS	REAPPOINTMENT PERIOD	
Guzman, Evangeline, MD	Psychiatry / Psychiatry	Active	03/01/2021 – 03/01/2023	
Jastrow, Liza M., PA-C	Physician Assistant / Emergency Medicine	Advanced Practice Professional	03/01/2021 – 03/01/2023	
Obembe, Olufolajimi O., MD	Teleradiology / Radiology	Courtesy	03/01/2021 – 03/01/2023	
Otto, Emily P., AGACNP	Acute Care NP / Trauma	Advanced Practice Professional	03/01/2021 – 03/01/2023	
Phillips, Sherry L., NNP	Neonatal NP / Pediatrics	Advanced Practice Professional	03/01/2021 – 03/01/2023	
Proctor, Roger S., MD	Anesthesia / Anesthesia	Active	03/01/2021 – 03/01/2023	
Singer, Paul H., MD	Teleneurology / Medical Specialties	Courtesy	03/01/2021 – 03/01/2023	
Vu, Minh Q., CRNA	Nurse Anesthetist / Anesthesia	Advanced Practice Professional	03/01/2021 – 03/01/2023	
Wong, Willard B., MD	Orthopedic Surgery / Surgical Specialties	Active	03/01/2021 – 03/01/2023	
RELEASE FROM PROCTORING: The following practitioners have completed their basic and/or advanced procedure proctoring requirements.				
NAME	SPECIALTY	Service	RECOMMEND	
Bogard, Annette, CRNA	Nurse Anesthetist	Anesthesia	Acknowledge	
Harik, Danielle E., DO	Family Medicine	Family Medicine	Acknowledge	
Bird, Liat E., MD	Pediatric Hospitalist	Pediatrics	Acknowledge	
Sabbag, Samir A., MD	Psychiatry	Psychiatry	Acknowledge	
CHANGES IN STAFF STATUS: The following practitioners have been transferred to the appropriate staff category.				
NAME	SPECIALTY	SERVICE	Current / Requested Status	Recommend
Obembe, Olufolajimi O., MD	Teleradiology	Radiology	Provisional to Courtesy	Acknowledge
LOCUMS TENENS/TEMPORARY PRIVILEGES: The following practitioner(s) were granted Temporary privileges.				
NAME	SPECIALTY / SERVICE	REASON	DATES	RECOMMEND
Nashed, Mark H., MD	Interventional Radiology	Radiology	12/18/2020 – 12/21/2020	Acknowledge
Baradia, Hussein, MD	Physical Medicine & Rehabilitation	Medical Specialties	12/23/2020 – 1/6/2021	Acknowledge
REQUEST TO ADD OR AMEND PRIVILEGES: The following practitioners have requested additional privileges and have completed additional training and/or have otherwise met the privilege criteria. Approved privileges shall be granted for the remainder of the current appointment period.				
NAME	SPECIALTY	SERVICE	PRIVILEGE(S) REQUESTED	RECOMMEND
Mace, Jeffrey G., MD	Cardiology	Medical Specialties	Procedural Sedation	Acknowledge

**RESIGNATIONS:** The following practitioners have voluntarily resigned their staff membership and privileges or AHP status. Practitioners were in good standing with the Medical Staff of Natividad at the time of the resignation, unless specified below.

NAME	SPECIALTY	SERVICE	EFFECTIVE DATE	RECOMMEND
Dan S. Anghelescu, M.D.	Interventional Radiology	Radiology	11/24/2020	Acknowledge
Michael E. Basse, M.D.	Diagnostic Radiology	Radiology	11/24/2020	Acknowledge
Brendan Bottari, MD	Interventional Radiology	Radiology	11/24/2020	Acknowledge
Tracy S. Chen, D.O.	Diagnostic Radiology	Radiology	11/24/2020	Acknowledge
Gary E. Falkoff, M.D.	Diagnostic Radiology	Radiology	11/24/2020	Acknowledge
Daniel L. Gianella, M.D.	Diagnostic Radiology	Radiology	11/24/2020	Acknowledge
B. Misa Hosohama, M.D.	Diagnostic Radiology	Radiology	11/24/2020	Acknowledge
Eduardo Molinet, MD	Interventional Radiology	Radiology	11/24/2020	Acknowledge
Evan B. Moser, D.O.	Diagnostic Radiology	Radiology	11/24/2020	Acknowledge
Senthil C. Palaniappun, MD	Interventional Radiology	Radiology	11/24/2020	Acknowledge
F. Scott Pereles, M.D.	Diagnostic Radiology	Radiology	11/24/2020	Acknowledge
Richard W. Rupp, M.D.	Diagnostic Radiology	Radiology	11/24/2020	Acknowledge
Amy L. Stemerman, M.D.	Diagnostic Radiology	Radiology	11/24/2020	Acknowledge
Robert K. Ueda, MD	Diagnostic Radiology	Radiology	11/24/2020	Acknowledge
Zachary Zhang, MD	Interventional Radiology	Radiology	11/24/2020	Acknowledge
Barrett, Ian J., MD	Orthopedic Surgery	Surgical Services	03/01/2021	Acknowledge
Fuchs, Martha, PA	Physician Assistant	Emergency Medicine	10/19/2020	Acknowledge
Ly, Justin, MD	Teleradiology	Radiology	11/29/2020	Acknowledge
Mattox, Victoria G., NNP	Neonatal NP	Pediatrics	02/29/2020	Acknowledge
Mayerhoffer, Alexa, CRNA	Nurse Anesthetist	Anesthesia	03/01/2021	Acknowledge
Rubio, Dolores, MD	Psychiatry	Psychiatry	08/04/2020	Acknowledge
Schloemer, Jessica, RN	SART RN	Emergency Medicine	12/24/2020	Acknowledge
Stafford, Shonna, RN	SART RN	Emergency Medicine	01/07/2021	Acknowledge