



Finance Committee Meeting 2021

April 9, 2021



Finance Committee Meeting

Friday, April 9, 2021

8:30 AM

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

AGENDA

IMPORTANT NOTICE Regarding COVID 19

Based on guidance from the California Department of Public Health and the California Governor's Office, in order to minimize the spread of the COVID-19 virus, Natividad Medical Center ("Natividad") Finance Committee meetings will be held entirely by Zoom. There will be no physical location for these meetings. Committee Members shall participate in the meeting by Zoom.

To participate in this Natividad Finance Committee meeting, the public are invited to observe and address the Committee via Zoom.

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

To participate by phone call use any of these numbers below:

+1 971 247 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: 961 7495 4866 when prompted. You will then enter the Password: 590310 when prompted.

Or, to attend the Finance Committee meeting by Zoom computer audio click the following link:

<https://natividad.zoom.us/j/96174954866?pwd=cGVUcEJTTU53aGsyd0tJbDRlbnUttQT09>

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

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

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

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

Call to Order

Marcia Atkinson, Chair

Roll Call

Agenda Additions/Corrections

Noemi Ferguson

Public Comments (Limited 3 minutes per speaker)

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

Approval of Minutes

1. Approve the Minutes of March 12, 2021 Finance Committee Meeting. *Pages 5-10*

Consent Items

2. Approve for consideration by the NMC Board of Trustees the Items in Attachment A. *Pages 11-21*

Scheduled Items/Discussion Items

3. Review and approve for consideration by the NMC Board of Trustees the following request which is in the final stages of negotiation:
 - a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with ConvergeOne, Inc. for network and telecom hardware, software, and professional services at NMC for an aggregate total amount not to exceed \$1,485,000 with an agreement term of May 1, 2021 through April 30, 2024.
 - b. Authorize the Chief Executive Officer for NMC to execute up to two (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% \$148,500) of the original cost of the Agreement. *Pages 22-23 (Ari Entin)*
4. Review and approve for consideration by the NMC Board of Trustees the following request which is in the final stages of negotiation:
 - a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute a Software Solutions Master Application Service Provider Agreement and a Purchase Agreement for Defibrillator and Accessories for defibrillators and associated software for an aggregate total amount not to exceed \$460,323 with an agreement term of May 1, 2021 through April 30, 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. *Pages 24-25 (Nancy Buscher)*
5. Receive and Approve February 2021 Financial Report. *Pages 26-38*

Daniel Leon, CFO

Adjournment

**NEXT FINANCE COMMITTEE MEETING:
FRIDAY, MAY 7, 2021 AT 8:30 A.M.**

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

NOTE: Any individual may request a copy of the agenda, or a copy of all the documents constituting the agenda packet of any meeting of the Natividad Medical Center Finance Committee as required by the Ralph M. Brown Act, Section 54954.1. Upon receipt of a written request, The clerk to the Natividad Medical Center Finance Committee shall cause the requested materials to be mailed at the time the agenda is posted pursuant to Section 54954.2 and 54956. Any request for mailed copies of agendas or agenda packets shall be valid for the calendar year in which it is filed, and must be renewed following January 1 of each year. If requested, the agenda shall be made available in appropriate alternative formats to persons with a disability, as required by Section 202 of the American with Disabilities Act of 1990 (42 USC Sec. 12132), and the federal rules and regulations adopted in implementation thereof. Individuals requesting a disability-related modification or accommodation, including auxiliary aids or services, may contact Natividad Medical Center Hospital Administration at 831.755-4185. These requests may be made by a person with disability who requires a modification or accommodation in order to participate in the public meeting.



Finance Committee Meeting
Friday, April 9, 2021
Consent Items

Attachment A

1. <i>Pages 11-12</i>	Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement with Medical Education Speakers Network for professional and medical speakers and course development services, with no change to the agreement term of April 1, 2020 through March 31, 2022, and adding \$100,000 for a revised total agreement amount not to exceed \$200,000.
2. <i>Pages 13-14</i>	Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute renewal and amendment No. 3 to the agreement (A-14865) with R1 RCM Inc. for billing and claim denial appeal services, extending the agreement an additional one (1) year period (retroactive December 1, 2020 through November 30, 2021) for a revised full agreement term of December 1, 2015 through November 30, 2021, and adding \$50,000 for a revised total agreement amount not to exceed \$190,000.
3. <i>Pages 15-16</i>	Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 4 to the agreement (A-13473) with Gartner, Inc. for subscription-based access to information technology research services, extending the agreement an additional three (3) year period (April 1, 2021 through March 31, 2024) for a revised full agreement term of April 1, 2016 through March 31, 2024, and adding \$299,300 for a revised total agreement amount not to exceed \$759,000.
4. <i>Pages 17-18</i>	Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 with B.E. Smith, Inc. to the agreement (A-13995) for interim management-level services at NMC, adding \$450,000 for a revised total agreement amount not to exceed \$1,050,000 with no changes to the term or scope.
5. <i>Pages 19</i>	Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute the Professional Services Agreement with Soledad Community Health Care District for the provision of physician services at Soledad Medical Clinic for the period May 1, 2021 to June 30, 2024. There is no cost for this Agreement.
6. <i>Pages 20-21</i>	<ol style="list-style-type: none">a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with Paragon Mechanical Inc. for maintenance and repair services to various mechanical systems at NMC for an amount not to exceed \$200,000 with an agreement term July 1, 2021 through June 30, 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%) (\$20,000) of the original cost of the agreement.



Finance Committee Meeting

Friday, March 12, 2021

8:30 AM

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

MINUTES

IMPORTANT NOTICE Regarding COVID 19

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

Call to Order

Marcia Atkinson, Chair

Roll Call

Present

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

Not Present

Libby Downey

Agenda Additions/Corrections

Noemi Ferguson

Public Comments (Limited 3 minutes per speaker)

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Approval of Minutes

1. Approve the Minutes of February 12, 2021 Finance Committee Meeting.

MOTION: *Motion to approve the minutes of February 12, 2021 Finance Committee Meeting moved by Dr. Chris Carpenter, seconded by Dr. Gary Gray and approved by the following vote*

Roll call vote taken pursuant to Government Code 54953:

Dr. Gary Gray: AYE

Dr. Chris Carpenter: AYE

Marcia Atkinson: AYE

Libby Downey: NOT PRESENT

Consent Items

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

Board Member Downey entered the meeting.

MOTION: *Motion to approve Consent Items for consideration by the NMC Board of Trustees, Attachment A, item 1 through 13, moved by Dr. Gary Gray, seconded by Dr. Chris Carpenter, and approved by the following vote*

Roll call vote taken pursuant to Government Code 54953:

Dr. Gary Gray: AYE

Dr. Chris Carpenter: AYE

Marcia Atkinson: AYE

Libby Downey: AYE

Scheduled Items/Discussion Items

3. Receive and Approve January 2021 Financial Report.

Daniel Leon, CFO

MOTION: *Motion to accept the January 2021 Financial Reports moved by Libby Downey, seconded by Dr. Chris Carpenter, and approved by the following vote*

Roll call vote taken pursuant to Government Code 54953:

Dr. Gary Gray: AYE

Dr. Chris Carpenter: AYE

Marcia Atkinson: AYE

Libby Downey: AYE

Adjournment at 8:47am.

Marcia Atkinson, Chair

Recorded by Noemi Ferguson



Finance Committee Meeting
Friday, March 12, 2021
Consent Items
MINUTES
Attachment A

1.	Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with Health Care Interpreter Network (HCIN) for shared interpreter services at NMC for an amount not to exceed \$265,000 with an agreement term July 1, 2021 through June 30, 2024.
2.	a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement with Nancy Lomeli dba Sal's Taxi for lab specimen and patient transportation services, extending the agreement an additional one (1) year period (May 31, 2021 through May 30, 2022) for a revised full agreement term of February 1, 2017 through May 30, 2022, and adding \$25,000 for a revised total agreement amount not to exceed \$150,000.
3.	Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 6 to the agreement (A-13241) with Mission Linen Supply for linen processing services, extending the agreement an additional one (1) year period (July 1, 2021 through June 30, 2022) for a revised full agreement term of July 1, 2016 through June 30, 2022, and adding \$540,000 for a revised total agreement amount not to exceed \$2,580,000.
4.	Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 with Hammel, Green, Abrahamsom, Inc. to the agreement (A-13061), Nichols, Melburg & Rosetto, (A-13062), Kasavan Architects, (A-13064) and Wald, Ruhnke, & Dost, Architects, LLP (A-13065) for architectural services, extending the agreement an additional one (1) year period (March 1, 2021 through February 28, 2022) for a revised full agreement term of March 1, 2016 through February 28, 2022 with no change to the total aggregate amount or scope of work.
5.	Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 to the agreement (A-13599) with Quest Diagnostics, Inc. for lab reference testing services, extending the agreement an additional one (1) year period (July 1, 2021 through June 30, 2022) for a revised full agreement term of July 1, 2017 through June 30, 2022, and adding \$1,130,000 for a revised total agreement amount not to exceed \$4,130,000.
6.	a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement (A-12453) with ProVation Medical Inc., formerly known as Wolter Kluwer Health, Inc., for ProVation Order Sets, extending the agreement an additional five (5) year period (April 16, 2021 through April 15, 2026) for a revised full agreement term of April 15, 2013 through April 15, 2026, and adding \$172,594 for a revised total agreement amount not to exceed \$676,794. 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%) (\$45,837) of the original cost of the agreement.
7.	a. Authorize the Chief Executive Officer for Natividad or his designee to execute the Professional and Call Coverage Services Agreement with Precision Orthopedics to provide orthopedic services for the period April 1, 2021 to March 31, 2024, for an amount not to exceed amount of \$10,000,000 in the aggregate; and b. Authorize the Chief Executive Officer for Natividad or his designee to sign up to three (3)

	future amendments to this Agreement where the total amendments do not exceed 10% (\$1,000,000) of the original contract amount and do not significantly change the scope of work.
8.	<ul style="list-style-type: none"> a. Authorize the Chief Executive Office for Natividad Medical Center (NMC) or his designee to execute the Professional Services Agreement with The Regents of the University of California on behalf of the University of California, San Francisco, School of Medicine, Department of Pediatrics (UCSF) to provide neonatology services at NMC the April 1, 2021 to March 31, 2023 for an amount not to exceed \$700,000 in the aggregate; and b. Authorize the Deputy Purchasing Agent for NMC or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not significantly change the scope of work and do not cause an increase of more than ten percent 10% (\$70,000) of the original contract amount.
9.	<ul style="list-style-type: none"> a. Authorize the Chief Executive Officer for Natividad or his designee to execute the Second Amendment to the Professional Services Agreement (A-13538) with James F. Lilja, M.D. dba Bay Area Gynecology Oncology to provide gynecology oncology and urology gynecology services adding \$100,000 for a revised total not to exceed amount of \$810,000, but with no change to the contract term of February 1, 2018 to March 31, 2022; and b. Authorize the Chief Executive Officer for Natividad or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not significantly change the scope of work and do not cause an increase of more than ten percent 10% (\$41,000) of the original contract amount.
10.	<ul style="list-style-type: none"> a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute the Fourth Amendment to the Service Agreement (A-13548) with Specialists on Call, Inc., (SOC), a Delaware corporation and Tele-Physicians, P.C., a California professional corporation doing business as Specialists on Call Physicians and as California Tele-Physicians to provide tele-neurology services, adding \$260,000 for a revised total not to exceed amount of \$1,080,000 in the aggregate and extending the term by twelve months (April 1, 2021 to March 31, 2022) for a revised full agreement term of February 1, 2018 to March 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 significantly change the scope of work and do not cause an increase of more than ten percent 10% (\$50,000) of the original contract amount.
11.	<ul style="list-style-type: none"> a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute the Professional Services Agreement with The Regents of the University of California, a California Constitutional corporation, on behalf of the University of California, San Francisco, School of Medicine, Department of Pediatrics (UCSF) to provide pediatric hospitalist services for an amount not to exceed \$471,402 for the period April 1, 2021 to March 31, 2023; and b. Authorize the Chief Executive Officer for Natividad or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not exceed 10% (\$47,140) of the original contract amount and do not significantly change the scope of work.
12.	<ul style="list-style-type: none"> a. Award Natividad Medical Center Job Order Contracts (JOC) for a term of one year, with a minimum contract value of \$25,000 and maximum contract value of \$5,098,418 to the lowest responsive bidders as follows: NMC 2021-01; Staples Construction Company, Inc.; b. Award Natividad Medical Center Job Order Contracts (JOC) for a term of one year, with a minimum contract value of \$25,000 and maximum contract value of \$5,098,418 to the lowest responsive bidders as follows: NMC 2021-02 Ausonio Incorporated; and c. Award Natividad Medical Center Job Order Contracts (JOC) for a term of one year, with a minimum contract value of \$25,000 and maximum contract value of \$5,098,418 to the lowest responsive bidders as follows: NMC 2021-03 Gustav Keoni dba Precision Construction Services; d. Approve the Performance and Payment Bonds executed and provided by Staples Construction Company, Inc. in the amount of \$2,000,000; e. Approve the Performance and Payment Bonds executed and provided by Ausonio Incorporated, Inc. in the amount of \$2,000,000; f. Approve the Performance and Payment Bonds executed and provided by Gustav Keoni dba Precision Construction Services, Inc. in the amount of \$2,000,000; and

	g. Authorize the Chief Executive Officer (CEO) of Natividad Medical Center to execute Job Order Contract Natividad Medical Center 2021-01 with Staples Construction Company, Inc., Job Order Natividad Medical Center 2021-02 with Ausonio Incorporated, and Job Order Natividad Medical Center 2021-03 with Gustav Keoni dba Precision Construction Services.
13.	<p>a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute renewal and amendment No. 1 to the agreement with The Greeley Company for Peer Review Assessment services, extending the agreement an additional one (1) year period (May 1, 2021 through April 30, 2022) for a revised full agreement term of January 1, 2020 through April 30, 2022, and adding \$24,000 for a revised total agreement amount not to exceed \$44,250.</p> <p>b. Approve the NMC Chief Executive Officer's recommendation to accept non-standard indemnification and insurance provisions within the agreement.</p>

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Medical Education Speakers Network Amendment No. 1

Legistar Number: _____

..Title

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement with Medical Education Speakers Network for professional and medical speakers and course development services, with no change to the agreement term of April 1, 2020 through March 31, 2022, and adding \$100,000 for a revised total agreement amount not to exceed \$200,000.

..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. 1 to the agreement with Medical Education Speakers Network for professional and medical speakers and course development services, with no change to the agreement term of April 1, 2020 through March 31, 2022, and adding \$100,000 for a revised total agreement amount not to exceed \$200,000.

SUMMARY/DISCUSSION:

Continuing Medical Education (CME) program provides support for continuous improvement and learning to help physicians address gaps in their professional practice and as such is required of physicians for renewal of license, maintenance of specialty board certification, credentialing, membership in professional societies, and other professional privileges. At NMC, the purpose of our CME program is to provide Accredited Continuing Medical Education Activities to our medical staff to increase learners' knowledge, competence and performance so they are able to provide the best medical care possible to our community. Medical Education Speakers Network (MESN) assists Natividad with keeping its CME Program active and diverse by locating expert faculty for our activities from around the county. NMC's CME Program is open to all NMC providers and clinical staff, as well as community providers.

As a Level II Trauma Center for Monterey County, our CME Program is critical to our verification by the American College of Surgeons. Natividad's CME Program is accredited by the California Medical Association and was awarded Re-accredited with Commendation in 2018 through 2024.

Natividad's CME Program has been accredited since February 2000. During this COVID-19 era, and in support of more focused education to keep our providers with up-to-the-minute information on this emerging disease and its treatments, and to accommodate the restrictions of this pandemic, Natividad moved its CME Program from in-person activities to a new platform: Internet-based Podcast and Videocast (enduring) activities – accessible on campus and off. This transition allows our providers to access vital new medical information specific to Natividad's needs, from renowned faculty anytime/anywhere.

Even under these unprecedented times, during this past year, Natividad's CME Program has created more than 110 enduring (podcasts/videocasts episodes) activities, providing accredited continuing medical education for Natividad' medical staff – to date, these episodes have been accessed by our learners more than 2,270 times.

Natividad has been pleased with MESN's services since the agreement was initiated in 2016 and as a result more services have been requested annually since the start of the agreement. Natividad would like to continue to utilize the faculty provided by MESN more heavily during this COVID-19 era at a projected cost of \$3,000-\$6,000 per month as we continue to offer from 8-12 CME activities per month. Therefore this request is to increase the total agreement amount.

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 April 9, 2021.

FINANCING:

The cost for this amendment No. 1 is \$100,000 of which \$50,000 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 from this agreement help ensure that Natividad offers an accredited CME program to its clinical staff. Continuing education of medical professionals is ultimately translated into effective patient care.

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

Prepared by: Dr. Craig Walls, Chief Medical Officer, 783-2521

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

Attachments:

Medical Education Speakers Network Amendment 1

Medical Education Speakers Network Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

R1 RCM Inc. Renewal & Amendment No. 3

Legistar Number: _____

..Title

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute renewal and amendment No. 3 to the agreement (A-14865) with R1 RCM Inc. for billing and claim denial appeal services, extending the agreement an additional one (1) year period (retroactive December 1, 2020 through November 30, 2021) for a revised full agreement term of December 1, 2015 through November 30, 2021, and adding \$50,000 for a revised total agreement amount not to exceed \$190,000.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute renewal and amendment No. 3 to the agreement (A-14865) with R1 RCM Inc. for billing and claim denial appeal services, extending the agreement an additional one (1) year period (retroactive December 1, 2020 through November 30, 2021) for a revised full agreement term of December 1, 2015 through November 30, 2021, and adding \$50,000 for a revised total agreement amount not to exceed \$190,000.

SUMMARY/DISCUSSION:

R1 RCM provides physician advisory services to support case management by providing utilization review recommendations such as level of care, admission status, and clinical appeal management. Utilization review is essential to billing compliance and is required by CMS and Medi-Cal. Medi-Cal require that each hospital day is adjudicated through the utilization review process. Any hospital day(s) with questionable level of care or admit status need to be reviewed by a California licensed physician who is not involved in the care of the patient; no Medi-Cal claims can be submitted until this process is completed. R1 RCM also provides denial management support through case review, clinical appeals and peer discussion.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved this renewal and amendment No. 3 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The renewal and amendment No. 3 has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on April 9, 2020.

FINANCING:

The cost for this renewal and amendment No. 3 is \$50,000 of which \$25,000 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 support for the efficient utilization management of resources and billing compliance at Natividad.

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

Prepared by: Karen Friedrich, Administration, 783-2556

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

Attachments:

R1 RCM Inc. Renewal and Amendment 3

R1 RCM Inc. Amendment 2

R1 RCM Inc. Renewal and Amendment 1

Accretive Health Inc. Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Gartner, Inc. Amendment No. 4

Legistar Number: _____

..Title

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 4 to the agreement (A-13473) with Gartner, Inc. for subscription-based access to information technology research services, extending the agreement an additional three (3) year period (April 1, 2021 through March 31, 2024) for a revised full agreement term of April 1, 2016 through March 31, 2024, and adding \$299,300 for a revised total agreement amount not to exceed \$759,000.

..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. 4 to the agreement (A-13473) with Gartner, Inc. for subscription-based access to information technology research services, extending the agreement an additional three (3) year period (April 1, 2021 through March 31, 2024) for a revised full agreement term of April 1, 2016 through March 31, 2024, and adding \$299,300 for a revised total agreement amount not to exceed \$759,000.

SUMMARY/DISCUSSION:

Information Technology has become an important tool in the delivery and management of healthcare services. The careful and informed selection of technology hardware, software and services are critical in order to return value and maximize utility. Conversely, poor selection wastes County resources and often results in long-term inefficiencies.

NMC had originally engaged Gartner Research in April 2016 with a limited term subscription agreement to provide the hospital's IT department with qualified and unbiased research covering a broad spectrum of information technology. Gartner is a recognized leader in information technology research and advisory services and has considerable experience in the government sector. NMC is requesting a three-year extension of this agreement with amendment No 4 at the cost of \$299,300 for subscription services so that NMC may continue accessing Gartner for access to valuable industry data.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved this amendment No. 4 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendment No. 4 has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on April 9, 2021.

FINANCING:

The cost for this amendment No. 4 is \$299,300 of which \$95,600 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 subscription access provides NMC's technical leadership with valuable and beneficial information pertaining to technology trends within the healthcare industry. This data is used for strategic planning and decision making purposes by the NMC Administrative team to ensure that a technological investment or direction is pursued in an effective and efficient manner.

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

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

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

Attachments:

- Gartner, Inc. Amendment No. 4
- Gartner, Inc. Amendment No. 3
- Gartner, Inc. Amendment No. 2
- Gartner, Inc. Amendment No. 1
- Gartner, Inc. Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Amendment No. 2 to B.E. Smith, Inc.

Legistar Number: _____

..Title

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 2 with B.E. Smith, Inc. to the agreement (A-13995) for interim management-level services at NMC, adding \$450,000 for a revised total agreement amount not to exceed \$1,050,000 with no changes to the term or scope.

..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 with B.E. Smith, Inc. to the agreement (A-13995) for interim management-level services at NMC, adding \$450,000 for a revised total agreement amount not to exceed \$1,050,000 with no changes to the term or scope.

SUMMARY/DISCUSSION:

The recruitment process for full time employees can span several months and on occasion, the hospital finds that it faces a lack of qualified candidates to hire from which then delays the process further. When a management level position is vacant, depending on the position, it may be determined that filling it with an interim person is occasionally necessary, as it would greatly minimize any negative effect on patient care.

BE Smith is a nationally recognized expert in hospital interim management and have proven it is able to respond in a swift manner when a critical position is suddenly vacant. BE Smith has delivered reliable services to NMC, thereby allowing NMC to provide quality patient care to the residents of the Monterey County.

NMC will continue to monitor the hours of all interim workers assigned to NMC to ensure compliance with labor and retirement laws.

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. This agreement has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on April 9, 2021

FINANCING:

The cost for his amendment No 2 is \$450,000, which will be offset with salary savings due to vacant positions for FY 2021. Amounts for the remaining years of the agreement will be included in those budges as appropriate.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This agreement will provide NMC with any interim management level support it may need to ensure that reliable and quality patient care will not be affected when a vacancy should unexpectedly occur.

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

Prepared by: Janine Bouyea, Acting Assistant Administrator, 782-2701

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

Attachments:

- B.E Smith Inc. Amendment No. 2
- B.E. Smith Inc. Amendment No. 1
- B.E. Smith Inc. Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Soledad Community Health Care District Agreement

TITLE:

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute the Professional Services Agreement with Soledad Community Health Care District for the provision of physician services at Soledad Medical Clinic for the period May 1, 2021 to June 30, 2024. There is no cost for this Agreement.

RECOMMENDATION:

It is recommended that the Board of Supervisors

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute the Professional Services Agreement with Soledad Community Health Care District for the provision of physician services at Soledad Medical Clinic for the period May 1, 2021 to June 30, 2024. There is no cost for this Agreement.

SUMMARY/DISCUSSION:

Soledad Community Health Care District operates the Soledad Medical Clinic offering various medical services. Soledad Clinic desires assistance in physician services in the specialty of obstetrics and gynecology. Natividad will make available a sufficient number qualified physicians to provide obstetrics and gynecology services at the Soledad Clinic located in Soledad, California. Soledad Community Health Care District will reimburse Natividad the cost of each employee rendering services, there is no cost to this Agreement.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this Agreement as to legal form. Auditor-Controller has reviewed and approved this Agreement as to fiscal provisions. The Agreement has also been reviewed and approved by Natividad Medical Center's Finance Committee and Board of Trustees on April 9, 2021.

FINANCING:

There is no cost for this Agreement. There is no impact to the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

Partnering with Soledad Community Health Care District increases patient access to high-quality specialized physicians in southern Monterey County.

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

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

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

Attachments: Agreement

Attachments on file at the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Paragon Mechanical Inc. Agreement

Legistar Number: _____

..Title

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with Paragon Mechanical Inc. for maintenance and repair services to various mechanical systems at NMC for an amount not to exceed \$200,000 with an agreement term July 1, 2021 through June 30, 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%) (\$20,000) 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 Paragon Mechanical Inc. for maintenance and repair services to various mechanical systems at NMC for an amount not to exceed \$200,000 with an agreement term July 1, 2021 through June 30, 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%) (\$20,000) of the original cost of the agreement.

SUMMARY/DISCUSSION:

Paragon Mechanical, Inc. (Paragon) has been providing Natividad Medical Center (NMC) with preventive maintenance and repair services on various mechanical systems such as boilers, chillers, and the heating, ventilation, and air conditioning (HVAC) units to meet the requirements of the Office of Statewide Health Planning and Development (OSHPD). Paragon possesses expertise in the more complex HVAC components such as commercial refrigeration equipment, which includes medical grade refrigerators and medical freezers that are regulated and audited by The Joint Commission (TJC) and the state of California through Title 22 and Title 24, and variable frequency drives (VFD's), medical air compressors and medical vacuum pumps. These systems and components are vital to patient care as they support equipment and processes in various units, including Laboratory, Radiology, Pharmacy, Labor & Delivery, and Food Services. Paragon also maintains acceptable indoor air quality through proper ventilation which is a key factor in reducing the spread of airborne diseases in addition to maintaining the heating and cooling of the entire hospital. The approval of the recommended action will allow Paragon to continue providing preventative maintenance and repair services on the various mechanical systems at NMC.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel reviewed and approved this agreement as to form, and the Auditor-Controller reviewed and approved as to payment provisions. The agreement was reviewed and approved by NMC's Finance Committee on April 9, 2021 and by its Board of Trustees on April 9, 2021.

FINANCING:

The cost for this agreement is \$200,000 of which \$65,000 is included in the Fiscal Year 2021-2022 Proposed Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The preventative maintenance and repair services provided by this vendor are vital to supporting various mechanical systems at NMC.

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

Prepared by: Andrea Rosenberg, Assistant Administrator, 783-2562
Approved by: Gary R. Gray, DO, Chief Executive Officer, 783-2553

Attachments:
Paragon Mechanical Inc. Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

ConvergeOne, Inc. Agreement

Legistar Number: _____

..Title

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with ConvergeOne, Inc. for network and telecom hardware, software, and professional services at NMC for an aggregate total amount not to exceed \$1,485,000 with an agreement term of May 1, 2021 through April 30, 2024.
- b. Authorize the Chief Executive Officer for NMC to execute up to two (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% \$148,500) 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 ConvergeOne, Inc. for network and telecom hardware, software, and professional services at NMC for an aggregate total amount not to exceed \$1,485,000 with an agreement term of May 1, 2021 through April 30, 2024.
- b. Authorize the Chief Executive Officer for NMC to execute up to two (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% \$148,500) of the original cost of the Agreement.

SUMMARY/DISCUSSION:

NMC's IT department maintains its systems in a professional manner by updating and modernizing them per a predetermined lifecycle based on manufacturer specifications and industry best-practices. Hardware and software are replaced and/or refreshed at a rate that maximizes its value to the hospital while remaining reliable. Maintaining an effective technology lifecycle is crucial to assuring a high level of availability of critical patient systems such as the Electronic Health Record (EHR) and patient imaging. Software maintenance and support services are purchased to keep system software current and to mitigate any potential system failures. ConvergeOne will provide Natividad with the necessary hardware and software and professional services to support the following projects:

- VoIP phone system lifecycle replacements and enhancements
- Server lifecycle replacements and enhancements
- IT business continuity for voice, systems, data, and applications
- Maintenance and support for new and existing software and hardware

NMC, in this agreement, is requesting funding in an amount not to exceed \$1,485,000 to purchase hardware and software to meet current and future technology needs. This funding will also allow NMC to procure professional services to install, configure and optimize the purchased and enhanced systems.

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 April 9, 2021.

FINANCING:

The cost for this amendment No. 4 is \$1,485,000 of which \$741,518 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:

These purchases facilitate the lifecycle replacement and provides for maintenance and support services for NMC's electronic patient care systems. This purchase will assist with keeping these critical systems reliable and available.

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

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

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

Attachments:

ConvergeOne, Inc. Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

ZOLL Data Systems, Inc.

Legistar Number: _____

..Title

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute a Software Solutions Master Application Service Provider Agreement and a Purchase Agreement for Defibrillator and Accessories for defibrillators and associated software for an aggregate total amount not to exceed \$460,323 with an agreement term of May 1, 2021 through April 30, 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 a Software Solutions Master Application Service Provider Agreement and a Purchase Agreement for Defibrillator and Accessories for defibrillators and associated software for an aggregate total amount not to exceed \$460,323 with an agreement term of May 1, 2021 through April 30, 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:

Defibrillators are an essential component to have in a hospital setting as they help restore a normal heartbeat by sending an electrical pulse to the heart during a heart-related medical incident. NMC is currently replacing its entire defibrillator fleet due to age and has selected Zoll Data Systems, a Vizient GPO contracted supplier, as the source.

In addition to purchasing new defibrillators, NMC is also purchasing associated software which serves several important functions. There are special pads included in the purchase which actually have the capability of recording compression data during CPR and through the use of the software, live feedback can be provided to the clinical staff administering the CPR such as to accelerate compressions if necessary. CPR performance data is also recorded and stored so that it can be analyzed collectively by clinicians at a later time to assess the quality and consistency of CPR practices performed. And finally, the software includes a dashboard that provides live status of the entire defibrillator fleet in real time. For example, if a defibrillator wasn't plugged in correctly it would report that on the dashboard. These defibrillators also have the ability to perform their own safety checks and the results of those safety checks appear in the dashboard as well making equipment diagnosis and auditing more streamlined.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved these agreements as to form, and the

Auditor-Controller has reviewed and approved as to payment provisions. The agreements have also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on April 9, 2021.

FINANCING:

The cost for these agreements is \$460,323 all of which has been included in the Fiscal Year 2020-21 Adopted Budget.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This purchase updates an aging fleet of defibrillators and includes software essential to managing and monitoring the new fleet. The software also enables clinicians to monitor and audit the performance of CPR performed for quality and consistency purposes. Both components of this purchase ensure that NMC provides excellent patient care overall improvement to health.

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

Prepared by: Nancy Buscher, Chief Nursing Officer, 755-6373

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

Attachments:

Zoll Software Solutions Master Application Service Provider Agreement

Zoll Purchase Agreement Defibrillator Capital Equipment and Accessories Agreement

Zoll General Terms and Conditions

Zoll Quote 377385

Attachments on file with the Clerk of the Board

FINANCIAL STATEMENTS

FEBRUARY 28, 2021

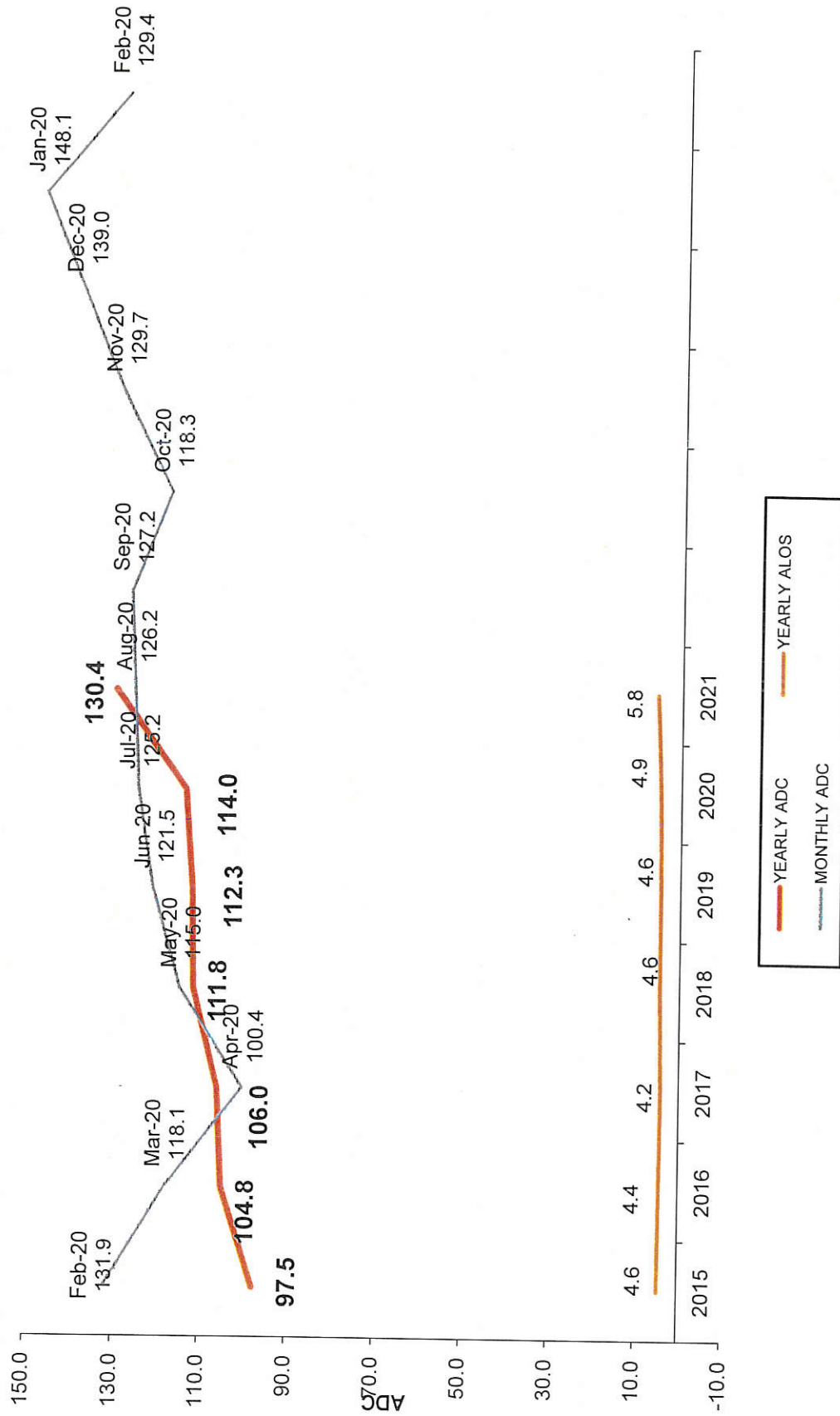
3/26/2021

FINANCIAL STATEMENTS

FEBRUARY 28, 2021

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NATIVIDAD

STATISTICAL REPORT

FEBRUARY 28, 2021

Month-To-Date					Year-To-Date					
12-20	01-21	02-21	Budget		Budget	Current	Prior Yr	%		
					PT DAYS BY SERVICE	STAFFED BEDS	CY/PY			
1	144	161	117	188	NICU	15	1,630	1,476	1,749	-15.61%
2	2,278	2,442	1,691	1,405	Med/Surg	61	12,190	15,329	12,495	22.68%
3	331	478	367	176	ICU	10	1,529	2,716	1,577	72.23%
4	27	5	31	49	Peds	12	423	223	496	-55.04%
5	733	703	647	654	Acute Rehab	24	5,674	5,640	5,592	0.86%
6	256	286	286	245	OB/Gyn	27	2,126	2,280	2,217	2.84%
7	3,769	4,075	3,139	2,717	TOTAL ACUTE	149	23,572	27,664	24,126	14.66%
8	541	516	485	420	Psychiatric	19	3,645	4,029	3,707	8.69%
9	4,310	4,591	3,624	3,137	TOTAL DAYS	168	27,217	31,693	27,833	13.87%
10	241	298	266	259	Nursery	18	2,250	2,290	2,250	1.78%
AVERAGE DAILY CENSUS										
11	97.9	108.8	89.0	73.7	Acute	125	73.7	90.6	76.3	18.74%
12	23.6	22.7	23.1	23.4	Acute Rehab	24	23.3	23.2	23.0	0.87%
13	17.5	16.6	17.3	15.0	Psychiatric	19	15.0	16.6	15.3	8.50%
14	139.0	148.1	129.4	112.0	TOTAL	168	112.0	130.4	114.5	13.89%
15	7.8	9.6	9.5	9.3	Nursery	18	9.3	9.4	9.3	1.08%
PERCENTAGE OF OCCUPANCY										
16	78.3%	87.0%	71.2%	59.0%	Acute		59.0%	72.5%	61.0%	18.7%
17	98.3%	94.6%	96.3%	97.5%	Acute Rehab		97.1%	96.7%	95.8%	0.9%
18	92.1%	87.4%	91.1%	78.9%	Psychiatric		78.9%	87.4%	80.5%	8.5%
19	82.7%	88.2%	77.0%	66.7%	TOTAL		66.7%	77.6%	69.8%	11.2%
20	43.3%	53.3%	52.8%	51.7%	Nursery		51.7%	52.2%	51.7%	1.1%
ADMISSIONS										
21	596	576	523	556	Acute		4,829	4,668	4,891	-4.56%
22	52	50	53	52	Acute Rehab		450	427	441	-3.17%
23	46	45	52	57	Psychiatric		495	388	487	-20.33%
24	694	671	628	665	TOTAL		5,774	5,483	5,819	-5.77%
25	147	177	163	155	Nursery		1,347	1,391	1,351	2.96%
26	151	178	166	165	Deliveries		1,433	1,417	1,383	2.46%
DISCHARGES										
27	568	591	528	571	Acute		4,957	4,610	4,985	-7.52%
28	53	48	53	59	Acute Rehab		512	426	438	-2.74%
29	46	45	52	51	Psychiatric		442	387	485	-20.21%
30	667	684	633	681	TOTAL		5,911	5,423	5,908	-8.21%
31	138	162	151	141	Nursery		1,223	1,275	1,209	5.46%
AVERAGE LENGTH OF STAY										
32	6.2	6.8	5.8	4.7	Acute(Hospital wide no babies)		4.7	5.8	4.8	20.83%
33	14.1	14.1	12.2	12.6	Acute Rehab		12.6	13.2	12.7	3.94%
34	2.7	2.5	2.9	2.7	OB/Gyn		2.7	2.6	2.8	-7.14%
35	11.8	11.5	9.3	7.4	Psychiatric		7.4	10.4	7.6	36.84%
36	1.6	1.7	1.6	1.7	Nursery		1.7	1.6	1.7	-5.88%
OUTPATIENT VISITS										
37	3,439	3,148	2,843	4,090	Emergency Room		35,497	26,957	36,174	-25.48%
38	525	539	481	516	ER Admits		4,477	4,136	4,495	-7.99%
39	75.6%	80.3%	76.6%	77.6%	ER Admits as a % of Admissions		77.5%	75.4%	77.2%	-2.35%
40	4,871	4,490	5,203	5,626	Clinic Visits		48,826	41,231	48,129	-14.33%
ANCILLARY PROCEDURES BILLED										
41	58,520	60,653	49,037	43,483	Lab Tests		377,371	421,428	384,145	9.71%
42	3,315	3,152	2,727	2,721	Radiology Procedures		23,616	25,369	27,881	-9.01%
43	171	187	192	189	MRI Procedures		1,645	1,557	1,589	-2.01%
44	51	45	63	134	Nuclear Med Procedures		1,160	585	1,170	-50.00%
45	1,023	972	1,007	1,029	Ultrasound Procedures		8,935	8,663	8,838	-1.98%
46	1,396	1,395	1,349	1,673	CT Scans		14,524	12,908	14,091	-8.40%
47	260	225	297	364	Surgeries		2,910	2,698	3,052	-11.60%
48	7.71	7.89	8.53	7.86	FTE'S PER AOB		7.86	8.11	7.91	2.53%
49	1,396.2	1,450.0	1,465.1	1,271.3	TOTAL PAID FTE'S		1,271.3	1,402.0	1,298.7	7.96%
50	5,616	5,696	4,810	4,532	ADJUSTED PATIENT DAYS		39,312	42,008	39,934	5.19%

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

	JUL-20	AUG-20	SEP-20	OCT-20	NOV-20	DEC-20	Jan-21	Feb-21	MAR-21	APR-21	MAY-21	JUN-21	YTD
R E V E N U E													
Patient Revenue:													
Inpatient	\$ 77,149,435	\$ 79,855,472	\$ 78,306,171	\$ 74,755,382	\$ 78,953,622	\$ 86,007,642	\$ 90,793,416	\$ 71,759,580					\$ 637,580,720
Pro Fees	2,696,122	2,236,186	2,299,002	2,494,198	1,868,807	2,532,642	1,722,218	2,351,706					18,200,881
Outpatient	28,527,426	27,989,196	27,159,445	29,608,527	26,810,166	26,823,056	22,268,310	24,251,827					213,437,863
Total Patient Revenue	108,372,983	110,080,854	107,764,618	106,868,107	107,632,595	115,363,340	114,783,944	98,363,113					869,219,554
Deductions from Revenue													
Contractual Deductions	77,896,531	82,859,399	80,916,787	81,400,665	80,503,011	86,748,036	87,916,581	74,514,591					652,755,601
Bad Debt	5,810,435	3,965,636	3,289,758	2,044,119	3,030,736	2,482,925	1,332,700	1,628,643					23,602,952
Unable to Pay	198,523	183,546	105,354	112,097	236,157	167,623	272,566	270,434					1,546,300
Total Contractual Discounts	83,905,489	87,028,581	84,311,899	83,556,881	83,769,904	89,398,584	89,521,847	76,411,668					677,904,853
Net Patient Revenue	24,467,494	23,052,273	23,452,719	23,301,226	23,862,691	25,964,756	25,262,097	21,951,445					191,314,701
As a percent of Gross Revenue	22.58%	20.94%	21.76%	21.81%	22.17%	22.51%	22.01%	22.32%					22.01%
Total Government Funding	5,975,865	6,422,375	5,446,330	7,359,941	5,690,945	5,192,491	5,112,591	8,155,601					49,256,139
Other Operating Revenue:													
Rent Income	115,026	116,045	116,225	116,224	116,225	115,753	116,224	159,565					971,287
Interest Income	226,937	226,937	219,616	344,066	219,616	226,937	221,487	235,765					1,921,391
NMF Contribution	61,151	61,151	59,178	61,151	59,178	61,151	61,151	55,233					479,344
Other Income	606,176	292,810	295,493	318,362	367,237	233,363	349,855	198,304					2,662,200
Total Other Operating Revenue	1,009,290	696,943	690,512	840,423	762,266	637,204	748,727	648,867					6,034,222
TOTAL REVENUE	31,352,649	30,171,591	29,589,561	31,501,590	30,315,892	31,794,451	31,123,415	30,755,913					246,605,062
E X P E N S E													
Salaries, Wages & Benefits	18,294,132	16,141,804	15,341,913	15,350,217	15,140,737	15,770,781	15,603,830	15,447,031					127,090,445
Registry	890,450	1,182,181	1,680,809	1,374,188	1,476,186	1,523,535	1,826,946	3,812,255					13,766,550
Phys/Residents SWB & Contract Fees	3,419,049	3,363,198	3,503,759	3,215,766	3,292,953	3,599,756	3,914,891	4,291,737					28,601,109
Purchased Services	2,837,656	3,000,463	3,257,830	3,384,603	3,585,479	3,816,722	3,139,369	3,055,013					25,877,135
Supplies	2,759,766	2,556,961	2,666,373	2,971,814	3,077,098	3,382,405	3,601,290	3,454,429					24,470,136
Insurance	321,377	320,092	320,093	320,093	320,093	320,092	320,093	320,093					2,562,026
Utilities and Telephone	288,191	446,916	334,046	463,575	404,263	344,769	305,029	257,422					2,824,305
Interest Expense	175,382	163,965	(88,870)	(277,792)	69,196	172,689	68,997	68,997					352,526
Depreciation & Amortization	942,944	975,367	973,628	964,654	969,783	970,093	966,515	965,301					7,748,285
Other Operating Expense	483,569	776,239	579,531	683,866	648,311	685,917	563,821	601,366					5,022,640
TOTAL EXPENSE	30,392,516	28,927,201	28,569,112	28,451,084	28,984,089	30,386,730	30,310,781	32,253,644					238,315,157
NET INCOME(LOSS)	960,133	1,244,390	1,020,449	3,050,506	1,331,803	1,407,721	812,634	(1,537,731)					8,289,905
Normalization for Extraordinary Items													
Interest Anthem Arbitration	(730,230)	(730,230)	(730,230)	(974,844)	(974,844)	(244,614)	(244,614)	(244,614)					(4,874,220)
CARES Act Funding	-	-	-	(1,360,171)	-	-	-	-					(1,360,171)
DSH Final Settlement FY09-10	(277,658)	(658,108)	-	(156,950)	-	-	-	-					(1,092,716)
Families First C-19 Response	(1,007,888)	(1,388,338)	(730,230)	(2,491,965)	(974,844)	(244,614)	(244,614)	(244,614)					(7,327,107)
Total Extraordinary Items	(4,093,384)	(4,446,676)	(2,490,460)	(5,913,759)	(2,949,688)	(1,469,068)	(1,494,442)	(1,494,442)					(14,738,220)
NET INCOME BEFORE Extraordinary Items	\$ (4,093,384)	\$ (4,446,676)	\$ (2,490,460)	\$ (5,913,759)	\$ (2,949,688)	\$ (1,469,068)	\$ (1,494,442)	\$ (1,494,442)					\$ (14,738,220)
CAPITAL CONTRIBUTIONS													
County Contribution													
CHANGE IN NET ASSETS	\$ 960,133	\$ 1,244,390	\$ 1,020,449	\$ 3,050,506	\$ 1,331,803	\$ 1,407,721	\$ 812,634	\$ (1,537,731)					\$ 8,289,905

NATIVIDAD

County Contribution

NATIVIDAD
STATEMENT OF REVENUES AND EXPENSES & CHANGES IN NET ASSETS PER ADJUSTED PATIENT DAY
AS OF FEBRUARY 28, 2021

	CURRENT MONTH				YEAR -TO -DATE			
	Actual	Budget	Variance fav. (unfav)		Actual	Budget	Variance fav. (unfav)	
			\$ VAR.	% VAR			\$ VAR.	% VAR
	4,810	4,532	278	6.1%	42,008	39,312	2,696	6.9%
	REVENUE				ADJUSTED PATIENT DAYS			
1	\$	\$	\$	6.3 %	\$	\$	\$	8.0%
2	14,919	14,041	878	26.2	15,178	14,048	1,130	11.7
3	489	388	101	(21.4)	433	388	46	(20.8)
4	5,042	6,412	(1,370)	(1.9)	5,081	6,415	(1,334)	(0.8)
5	20,450	20,840	(390)	(0.0)	20,692	20,850	(158)	(0.3)
6	15,492	15,489	(3)	56.7	15,539	15,497	(42)	28.1
7	338	781	443	32.9	562	782	220	56.1
8	56	84	28	2.9	37	84	47	1.4
9	15,886	16,354	467	1.7	16,137	16,362	224	1.5
10	4,564	4,486	78		4,554	4,488	66	
11	22.32%	21.53%			22.01%	21.53%		
	1,696	961	734	76.4	1,173	962	211	21.9
	Other Operating Revenue:				Other Operating Revenue:			
12	33	23	10	44.3	23	23	0	0.5
13	49	45	4	8.4	46	45	0	1.1
14	11	12	(1)	(5.8)	11	12	(1)	(6.4)
15	41	69	(28)	(40.4)	63	69	(6)	(8.5)
16	135	150	(15)	(9.8)	144	150	(6)	(4.0)
17	6,394	5,597	797	14.2	5,870	5,600	271	4.8
	EXPENSE				EXPENSE			
18	3,212	3,212	0	0.0	3,022	3,213	191	5.9
19	793	14	(778)	(5,396.4)	328	14	(313)	(2,171.5)
20	892	685	(207)	(30.3)	684	685	1	0.2
21	635	595	(40)	(6.7)	616	596	(20)	(3.4)
22	718	441	(277)	(62.7)	583	442	(141)	(31.9)
23	67	61	(5)	(8.4)	61	61	0	0.7
24	54	57	4	6.2	67	57	(10)	(17.7)
25	14	44	30	67.4	8	44	36	80.9
26	205	208	3	1.6	184	208	24	11.5
27	125	106	(19)	(17.9)	120	106	(13)	(12.7)
28	6,714	5,425	(1,289)	(23.8)	5,673	5,427	(246)	(4.5)
29	(320)	172	(492)	(285.6)	197	172	25	14.5
30								
31	-	-	-	-	-	-	-	-
32	-	-	-	-	-	-	-	-
33	-	-	-	-	-	-	-	-
34	\$ (320)	\$ 172	\$ (492)	(286) %	\$ 197	\$ 172	\$ 25	14.5 %
	NET INCOME(LOSS)				NET INCOME(LOSS)			
	CAPITAL CONTRIBUTIONS				CAPITAL CONTRIBUTIONS			
	CHANGE IN NET ASSETS				CHANGE IN NET ASSETS			
	Prior Yr				Prior Yr			
	38,933				38,933			

NATIVIDAD

BALANCE SHEET

AS OF FEBRUARY 28, 2021

		CURRENT MONTH			YEAR - TO - DATE					
		BEGINNING	ENDING	INC/(DEC)	BEGINNING	ENDING	INC/(DEC)	% CHG.		
1	\$	74,024,551	\$	71,396,060	\$	71,396,060	\$	4,972,005	7.5	%
2		11,810,000		-		11,810,000		-	-	
3		40,445,618		-		40,445,618		40,445,618	-	
4		50,773,138		(2,105,555)		48,667,583		48,667,583	-	
5		25,426,452		8,948,921		34,375,373		13,349,824	37.8	
6		5,712,602		(278,466)		5,434,146		(7,315,626)	(17.5)	
7		5,579,926		1,275,641		6,855,567		385,234	7.6	
8		213,772,287		5,212,060		218,984,347		590,830	9.4	
9		331,461,985		1,352,056		332,814,041		52,427,885	31.5	
10		(204,271,058)		(985,739)		(205,256,797)		7,612,892	2.3	
11		127,190,927		366,317		127,557,244		(7,751,783)	(3.9)	
12		187,954,330		(6,508,603)		181,445,727		(138,891)	(0.1)	
13		-		-		-		-	-	
14		-		-		-		-	-	
15		-		-		-		-	-	
16	\$	528,917,544	\$	527,987,318	\$	527,987,318	\$	40,731,096	8.4	%
17		28,586,278		189,568		28,775,846		1,451,016	5.3	
18		19,409,308		(53,561)		19,355,747		7,256,078	60.0	
19		81,511,460		-		81,511,460		29,846,528	57.8	
20		3,642,205		-		3,642,205		208,591	6.1	
21		10,853,703		526,316		11,380,019		(2,329,156)	(17.0)	
22		144,002,954		662,323		144,665,277		36,433,057	33.7	
23		4,755,689		(54,818)		4,700,871		(349,661.0)	(7.4)	
24		-		-		-		-	-	
25		25,431,389		0		25,431,389		(3,642,205)	(12.5)	
26		30,187,078		(54,818)		30,132,260		(3,991,866)	(11.7)	
27		344,899,876		-		344,899,876		-	-	
28		9,827,636		(1,537,731)		8,289,905		8,289,905	100.0	
29		354,727,512		(1,537,731)		353,189,781		8,289,905	2.4	
30	\$	528,917,544	\$	(930,226)	\$	527,987,318	\$	40,731,096	8.4	%

NATIVIDAD
STATE AND COUNTY RECEIVABLES
AS OF 02/28/2021

BALANCE SHEET

	Beg. Balance	Accruals	Reclas and Adj	Payment LIHP Final Rec'n	GPP PRIME/CARES	IGT	Payments	Ending Balance
Medi-Cal Waiver (DSH + SNCP)	\$ 8,722,908	16,310,963				17,947,019	(45,039,170)	(2,056,280)
Hospital Fee	-	632,466					(850,574)	(218,108)
Rate Range IGT-CCAH-	5,562,092	5,392,601						10,954,693
MCMC EPP	7,864,092	5,166,244				8,256,679	(11,897,409)	9,389,606
MCMC QIP	18,519,196	8,475,275				9,221,285	(27,740,481)	8,475,275
SB1732	1,067,767	2,596,439					(306,413)	3,357,793
AB 915	-	2,396,709						2,396,709
Medical GME	1,925,521	898,638				2,688,267	(4,916,685)	595,741
CARES ACT Funding	(3,651,146)		4,874,220		180,590		(2,201,529)	(797,865)
A/R UCSF & Touro University	-	-						-
A/R Seaside Clinic	-		81,117				(81,117)	-
A/R Office Buildings	39,425	992,358					(960,444)	71,338
Medical HPE	-	199,725					(356,544)	(156,819)
Interest Accrued Positive Cash	-	1,778,891					(1,346,980)	431,911
Accrued Donations	1,574,818	479,344					(473,613)	1,580,549
A/R Jail-PG&E	(3,302)	742,884					(654,400)	85,182
Health Department	69,628	1,208,451					(1,010,430)	267,649
STATE RECEIVABLES	\$ 41,690,998	\$ 47,270,987	\$ 4,955,337	\$ -	\$ 180,590	\$ 38,113,250	\$ (97,835,789)	\$ 34,375,373

P & L

	YTD Feb-21
Medi-Cal DSH /SNCP/PHYS SPA	\$ 9,564,467
PRIME	8,106,667
Rate Range IGT-CCAH-	5,392,601
Esperanza Care	(1,331,508)
Family First C-19 Response-FMAP Enhance-	1,092,716
EMS/ Maddy Funds	166,059
CARES Act Funding	4,874,220
HPE	199,725
Hospital Fee	632,466
MCMC EPP	5,166,244
HD Residency Support	(332,878)
MCMC QIP	8,475,275
AB915	2,396,709
Medical GME	898,638
Medicare GME	1,358,297
SB 1732	2,596,439
GOVERNMENT FUNDING INCOME	\$ 49,256,137

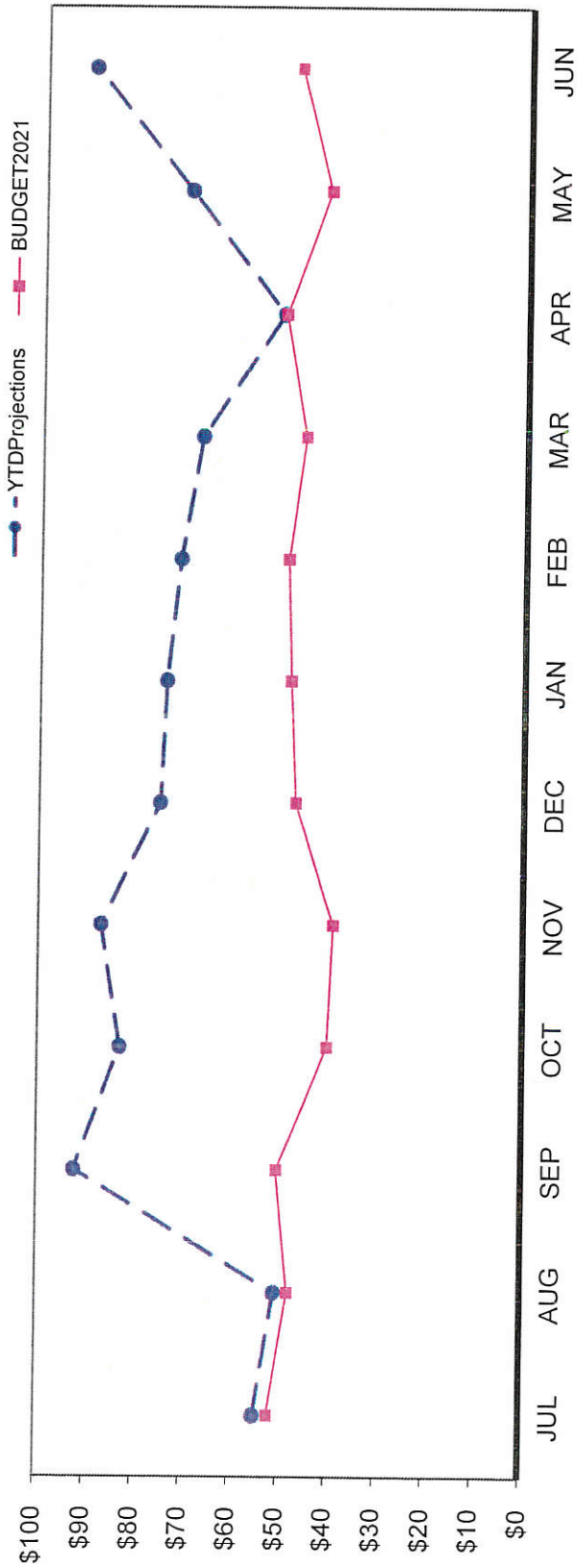
NATIVIDAD
STATEMENT OF CASH FLOWS
AS OF FEBRUARY 28, 2021

	CURRENT MONTH	YEAR - TO - DATE
1	\$ 74,024,551	
2		\$ 66,424,055
3	(1,537,731)	
4	-	8,289,905
5	985,739	-
6	(551,992)	\$ 7,751,783
7		16,041,688
8	2,105,555	
9	(8,948,921)	(13,349,824)
10	(997,185)	7,315,626
11	189,568	(976,064)
12	(53,561)	1,451,016
13	-	7,256,078
14	-	(10,599,090)
15	526,316	208,591
16	(7,178,228)	(2,329,156)
17		(11,022,823)
18		
19	(1,352,056)	(7,612,892)
20	-	-
21	(1,352,056)	(7,612,892)
22		
23	(54,818)	(3,991,866)
24	6,508,603	11,557,898
25	-	-
26	6,453,785	7,566,032
27	(2,628,491)	4,972,005
28	\$ 71,396,060	\$ 71,396,060

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	11,425,000	2,600,000
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)	-
Medical GME	-	898,614	898,614
Medicare GME & B/D	1,352,000	1,997,500	645,500
DHS Audit Final FY2010	-	1,300,000	1,300,000
EMS/ Maddy	-	166,059	166,059
Provider Fee	950,000	950,000	-
	<u>\$ 56,787,000</u>	<u>\$ 69,402,736</u>	<u>\$ 12,615,736</u>

Cash Flow Performance Fiscal Year 2021 (in Millions)



Months	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ESTIMATE	ESTIMATE	ESTIMATE	ESTIMATE
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
YTD	54.9	50.8	92.3	83.0	87.1	75.1	74.0	71.4	67.1	50.6	70.0	90.1
BDGT	51.8	47.9	50.3	40.2	39.1	47.2	48.4	49.2	45.8	50.2	41.1	47.7
Variance	3.0	2.9	41.9	42.9	48.0	27.9	25.6	22.2	21.3	0.5	28.9	42.4

NATIVIDAD
CASH FORECAST
FISCAL YEAR 2021

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