



Finance Committee Meeting 2021

May 14, 2021



Finance Committee Meeting Friday, May 14, 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=cGVUcEJTTU53aGsyd0tJbDRlYUttQT09>

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.

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 - d. While the matter is being heard, a member of the public may submit a comment via email, preferably limited to 250 words or less, to the Secretary of the Committee at Natividadpubliccomments@natividad.com. To assist staff in identifying the agenda item to which the comment relates, the public is requested to indicate the Committee date and agenda number in the subject line. If the comment is received prior to close of public comment on an agenda item, every effort will be made to read the comment into the record, but some comments may not be read out loud due to time limitations or length of the comment (if the comment exceeds 250 words). Comments received prior to the close of the public comment period on an agenda item will be made part of the record for that item.
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 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 April 9, 2021 Finance Committee Meeting. *Pages 7-11*

Consent Items

2. Approve for consideration by the NMC Board of Trustees the Items in Attachment A. *Pages 12-55*

Scheduled Items/Discussion Items

3. Receive and Approve March 2021 Financial Report. *Pages 56-68*

Daniel Leon, CFO

Adjournment

**NEXT FINANCE COMMITTEE MEETING:
FRIDAY, JUNE 11, 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, May 14, 2021
Consent Items

Attachment A

1. <i>Pages 12-13</i>	<p>a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute the First Amendment to the Professional and Call Coverage Services Agreement with Salinas Valley Plastic Surgery Associates for plastic surgery services, extending the term of agreement by twenty-four months (July 1, 2021 to June 30, 2023) for a revised agreement term of July 1, 2019 through June 30, 2023 and adding \$365,000 for a revised total not to exceed amount of \$730,000 in the aggregate; and</p> <p>b. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to sign up to three additional amendments to this agreement where the amendments do not exceed 10% (\$36,500) of the current agreement amount and do not significantly change the scope.</p>
2. <i>Pages 14-15</i>	Authorize an increase to the total approved agreement amount for the elevator maintenance and repair service agreement with ThyssenKrupp Elevator Corporation, adding \$313,200 for a revised total amount not to exceed \$1,006,062, with no change to the agreement term of January 1, 2015 through December 31, 2022.
3. <i>Pages 16-17</i>	<p>a. Authorize the County Counsel to execute an Agreement for Specialized Attorney Services ("Agreement") with Foley & Lardner, LLP for independent consulting and legal services with respect to healthcare matters at Natividad Medical Center ("Natividad"), for a term of July 1, 2021 through June 30, 2024 and for a total agreement amount not to exceed \$500,000; and</p> <p>b. Accept the recommendation of the Chief Executive Officer of Natividad to approve the non-standard professional liability insurance provision in the Agreement; and</p> <p>c. Authorize the Deputy Purchasing Agent for Natividad or his designee to execute up to three (3) future amendments to this Agreement where the total amendments do not exceed 10% (\$50,000) of the agreement amount and do not significantly change the scope of work.</p>
4. <i>Pages 18-19</i>	Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an Amendment No. 1 to Agreement with Specialized Attorney Services with Hooper, Lundy & Bookman, P.C for legal services with respect to healthcare matters at Natividad Medical Center, adding two years, for a revised full term of July 1, 2018 through June 30, 2023 and adding \$300,000 for a contract amount not to exceed \$1,200,000.
5. <i>Pages 20-21</i>	Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute renewal & amendment No. 5 to the agreement (A-13105) with Armanino, LLP dba AMF Media Group for public relations services, extending the agreement an additional one (1) year period (May 1, 2021 through April 30, 2022) for a revised full agreement term of May 1, 2016 through April 30, 2022, and adding \$117,000 for a revised total agreement amount not to exceed \$1,728,900.
6. <i>Pages 22-23</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-13074) with Forward Advantage, Inc. for the Imprivata product, a single sign-on solution used by NMC Physicians and Clinical Staff, extending the agreement an additional one (1) year period (March 23, 2021 through March 22, 2022) for a revised full agreement term of March 23, 2016 through March 22, 2022, and adding \$37,200 for a revised total agreement amount not to exceed \$423,767.
7. <i>Pages 24-25</i>	a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 4 to the agreement (A-13080) with CareFusion Solutions, LLC for medication stewardship and infection prevention surveillance software and maintenance services, extending the agreement an additional fifty-six (56) month period (August 1, 2021

	<p>through March 31, 2026) for a revised full agreement term of March 23, 2016 through March 31, 2026, and adding \$478,723 for a revised total agreement amount not to exceed \$2,036,216.</p> <p>b. Authorize the Chief Executive Officer for NMC or his designee to execute up to three (3) future amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (\$28,890) of the original cost of the agreement.</p>
<p>8. <i>Pages 26-28</i></p>	<p>Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 4 to the agreement (A-13598) with Pacific Health Alliance for project administration (“PA”) services for the County of Monterey’s Esperanza Care Program (Pilot Project for the Remaining Uninsured), extending the agreement an additional twelve (12) month period (January 1, 2022 through December 31, 2022) for a revised full agreement term of August 1, 2017 through December 31, 2022, and adding \$300,000 for a revised total agreement amount not to exceed \$1,450,000.</p>
<p>9. <i>Pages 29-30</i></p>	<p>a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 6 to the agreement (A-13298) with Net Health Systems, Inc. to add the Acute Physical Therapy and Home Exercise and Predictive Analytics modules, extending the agreement term for an additional twenty-nine (29) month period (January 30, 2022 through June 30, 2024) for a revised full agreement term of August 31, 2016 through June 30, 2024, and adding \$24,009 for a revised total agreement amount not to exceed \$347,429.</p>
<p>10. <i>Pages 31-33</i></p>	<p>a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 3 to the agreement (A-14571) with Press Ganey Associates, Inc., for use of its Strategic Workforce Solution product, with no change to the agreement term of January 1, 2020 through December 31, 2023, and adding \$79,641 for a revised total agreement amount not to exceed \$502,635.</p> <p>b. Authorize the Chief Executive Officer for NMC or his designee to execute up to three (3) future amendments to the Master Services Agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$41,479) of the original cost of the agreement.</p>
<p>11. <i>Pages 34-35</i></p>	<p>a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with CE Broker, Inc. for automated license verification services at NMC for an amount not to exceed \$60,000 with an agreement term retroactive to April 1, 2021 through March 31, 2024.</p> <p>b. b. Approve the NMC Chief Executive Officer’s recommendation to accept non-standard insurance provisions within the agreement.</p>
<p>12. <i>Pages 36-37</i></p>	<p>a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement (A-14382) with Cynthia Harlowe for consulting services related to Joint Commission accreditation at NMC, extending the agreement an additional two (2) year period (July 1, 2021 through June 30, 2023) for a revised full agreement term of July 1, 2019 through June 30, 2023, and adding \$250,000 for a revised total agreement amount not to exceed \$750,000.</p>
<p>13. <i>Pages 38-39</i></p>	<p>Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute the Professional Services Agreement with Community Homeless Solutions for the provision of physician services at the Central Coast Respite Center for the period June 1, 2021 to May 31, 2023. There is no cost for this Agreement.</p>
<p>14. <i>Pages 40-41</i></p>	<p>Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute the Professional Services Agreement with Access Support Network for the provision of physician services at Access Support Network Syringe Exchange Program for the period June 1, 2021 to May 31, 2022. There is no cost for this Agreement.</p>
<p>15. <i>Pages 42-43</i></p>	<p>a. Authorize the Chief Executive Office for Natividad Medical Center (NMC) or his designee to execute the Professional and Call Coverage Services Agreement with CEP America-Psychiatry, PC, a California professional corporation dba Vituity to provide psychiatry services at NMC for the period the June 1, 2021 to May 31, 2024 for an amount not to exceed \$8,236,050 in the aggregate; and</p> <p>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% (\$823,605) of the original contract amount.</p>

16. <i>Pages 44-45</i>	<ul style="list-style-type: none"> a. Authorize the Deputy Purchasing Agent for Natividad or his designee to execute the First Amendment to the Professional and Call Coverage Services Agreement with Delphine Engel MD to provide general and acute care surgical services at Natividad, extending the agreement term by twenty-four months (July 1, 2021 to June 30, 2023) for a revised full agreement term of July 1, 2019 to June 30, 2023, but not adding funds to the aggregate not to exceed amount; and b. Authorize the Deputy Purchasing Agent 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.
17. <i>Pages 46-47</i>	<p>Authorize the County Counsel to execute an Amendment No. 7 to the Services Agreement ("Agreement") with Latham & Watkins LLP. for the provision of healthcare legal services at Natividad Medical Center, adding 3 years, for a revised full term from May 10, 2010 through June 30, 2024, for a total agreement amount not to exceed \$1,510,000.</p>
18. <i>Pages 48-49</i>	<ul style="list-style-type: none"> a. Authorize payment to Medical Information Technology, Inc. (MEDITECH) for routine maintenance services on the various MEDITECH software system modules implemented at Natividad Medical Center in an amount not to exceed \$356,784, as well as funds to cover fees for new interfaces and enhancements not to exceed \$43,216. The total for this agreement will not exceed \$400,000 for the period of July 01, 2021 through June 30, 2022.
19. <i>Pages 50-51</i>	<p>Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement (A-14393) with Total Renal Care, Inc. for acute dialysis services, extending the agreement an additional two (2) year period (July 1, 2021 through June 30, 2023) for a revised full agreement term of July 1, 2019 through June 30, 2023, and adding \$1,000,000 for a revised total agreement amount not to exceed \$2,349,734.</p>
20. <i>Pages 52-53</i>	<p>Approve and authorize an increase to Natividad's purchase order DO 9600 24666 issued to First Alarm Security and Patrol (an Allied Universal Company) for unarmed security guard services pursuant to the Monterey County Request for Proposal (RFP)#Fiscal Year 2020-21, increasing the purchase order from \$2,070,000 to \$2,600,000 (an additional \$530,000).</p>
21. <i>Pages 54-55</i>	<p>Authorize the Chief Executive Office for Natividad Medical Center (NMC) or his designee to execute an agreement with one of the selected qualified contractors that receive a notice of award from the County Contracts-Purchasing Department pursuant to the County's Request for Proposal (RFP) 10744 for Uniform Security Guard Services, with an initial Agreement term of July 1, 2021 through June 30, 2022 plus the option to extend for two (2) additional one (1) year periods, and with a total agreement amount not to exceed \$4,500,000.</p>



Finance Committee Meeting Friday, April 9, 2021

8:30 AM

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

MINUTES

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

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

Call to Order

Marcia Atkinson, Chair

Roll Call

Present

Marcia Atkinson

Libby Downey

Dr. Gary Gray

Not Present

Dr. Chris Carpenter

Agenda Additions/Corrections

Noemi Ferguson

- None.

Public Comments (Limited 3 minutes per speaker)

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Approval of Minutes

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

MOTION: *Motion to approve the minutes of March 12, 2021 Finance Committee Meeting moved by Libby Downey, 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: NOT PRESENT

Marcia Atkinson: AYE

Libby Downey: AYE

Consent Items

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

MOTION: *Motion to approve Consent Items for consideration by the NMC Board of Trustees, Attachment A, item 1 through 6, moved by Dr. Gary Gray, seconded by Libby Downey, and approved by the following vote*

Roll call vote taken pursuant to Government Code 54953:

Dr. Gary Gray: AYE

Dr. Chris Carpenter: NOT PRESENT

Marcia Atkinson: AYE

Libby Downey: AYE

Scheduled Items/Discussion Items

3. Review and approve for consideration by the NMC Board of Trustees the following request which is in the final stages of negotiation:
 - a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute 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. (Ari Entin)

MOTION: *Motion to approve Scheduled, item number 3, for consideration by the NMC Board of Trustees, moved by Libby Downey, 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: NOT PRESENT

Marcia Atkinson: AYE

Libby Downey: AYE

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

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

Roll call vote take pursuant to Government Code 54953:

Dr. Gary Gray: AYE

Dr. Chris Carpenter: NOT PRESENT

Marcia Atkinson: AYE

Libby Downey: AYE

5. Receive and Approve February 2021 Financial Report.

Daniel Leon, CFO

MOTION: *Motion to accept the February 2021 Financial Reports moved by Libby Downey, 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: NOT PRESENT

Marcia Atkinson: AYE

Libby Downey: AYE

Adjournment at 8:52am

Marcia Atkinson, Chair

Recorded by Noemi Ferguson



Finance Committee Meeting
Friday, April 9, 2021
Consent Items
MINUTES
Attachment A

1.	Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement with 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.	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.	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.	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.	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.	<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.

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Salinas Valley Plastic Surgery Associates First Amendment

..Title

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute the First Amendment to the Professional and Call Coverage Services Agreement with Salinas Valley Plastic Surgery Associates for plastic surgery services, extending the term of agreement by twenty-four months (July 1, 2021 to June 30, 2023) for a revised agreement term of July 1, 2019 through June 30, 2023 and adding \$365,000 for a revised total not to exceed amount of \$730,000 in the aggregate; and
- b. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to sign up to three additional amendments to this agreement where the amendments do not exceed 10% (\$36,500) of the current agreement amount and do not significantly change the scope.

..Report

RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute the First Amendment to the Professional and Call Coverage Services Agreement with Salinas Valley Plastic Surgery Associates for plastic surgery services, extending the term of agreement by twenty-four months (July 1, 2021 to June 30, 2023) for a revised agreement term of July 1, 2019 through June 30, 2023 and adding \$365,000 for a revised total not to exceed amount of \$730,000 in the aggregate; and
- b. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to sign up to three additional amendments to this agreement where the amendments do not exceed 10% (\$36,500) of the current agreement amount and do not significantly change the scope.

SUMMARY/DISCUSSION:

Natividad must arrange for the care and treatment of hospitalized patients and patients who arrive to the emergency department in need of medical care in the specialty of plastic surgery. Natividad wishes to extend the term of the agreement with Salinas Valley Plastic Surgery Associates by two (2) additional years (July 1, 2021 through June 30, 2023) so that its board certified plastic surgeons can continue to provide 24/7/365 emergency department call coverage without interruption. Natividad has obtained an independent opinion of fair market value supporting the payment terms of this agreement.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this amendment as to legal form. Auditor-Controller has reviewed and approved this amendment as to fiscal provisions. This amendment has been reviewed and approved by Natividad's Finance Committee and Board of Trustees on May 14, 2021.

FINANCING:

The cost of this amendment is \$365,000. The total not to exceed amount of the agreement is \$730,000 for the period July 1, 2019 to June 30, 2023 (48 months). \$182,500 is included in the Fiscal Year 2021/2022 Recommended Budget. \$182,500 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 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: Daisy Fernandez-Jimenez, Management Analyst, 783.2557

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

Attachments:

First Amendment
Agreement

Attachments on file at the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

ThyssenKrupp Agreement Increase Legistar Number:

..Title

Authorize an increase to the total approved agreement amount for the elevator maintenance and repair service agreement with ThyssenKrupp Elevator Corporation, adding \$313,200 for a revised total amount not to exceed \$1,006,062, with no change to the agreement term of January 1, 2015 through December 31, 2022

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

Authorize an increase to the total approved agreement amount for the elevator maintenance and repair service agreement with ThyssenKrupp Elevator Corporation, adding \$313,200 for a revised total amount not to exceed \$1,006,062, with no change to the agreement term of January 1, 2015 through December 31, 2022

SUMMARY/DISCUSSION:

Natividad currently has an agreement with ThyssenKrupp for elevator and maintenance services that is in effect from January 1, 2015 through December 31, 2022. The State of California Department of Industrial Relations, Division of Occupational Safety and Health and The Joint Commission audits maintenance and repair of the elevators. Although the current agreement itself does not state a total dollar amount, the Board of Supervisors has approved a total agreement amount not to exceed \$692,862. Natividad projected the amount using the then current rates (with an annual Consumer Price Index rate adjustment allowed for in the existing contract) for routine maintenance and routine repairs. Natividad requests additional funding of the agreement (\$313,200) for much needed component upgrades to the elevators to maintain reliability. There are nine elevators in service at Natividad. The scope of work for the requested amendment includes the following: 1) Door Operator Package for elevators one through seven 2) Hoistway Car Door for elevator three 3) Solid State Starter for elevators five through seven and 4) Car Operating Panel Repair for elevators one through four. The Board of Supervisors has previously approved \$400,000 in the Fiscal Year 2020- 21 Natividad Capital Budget.

OTHER AGENCY INVOLVEMENT:

County Counsel's office and the Auditor-Controller's office were both provided a copy of this Board Report for review. This request has been reviewed and approved by NMC's Finance Committee and Board of Trustees on May 14, 2021.

FINANCING:

The cost for this Capital request is \$313,200. \$313,200 was included in the Fiscal Year 2020-21 Adopted Budget for ongoing maintenance and repair work. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

Elevator at Natividad are used by staff, patients and visitors. Maintenance and repairs are necessary to ensure that Natividad's elevators operate reliably and safely.

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

Prepared by: Andrea Rosenberg, Hospital Assistant Administration, 831-783-2562
Approved by: Gary R. Gray, DO, Chief Executive Officer, 783-2504

Attachments:
ThyssenKrupp Elevator Maintenance and Repair Agreement
ThyssenKrupp Emergency Repair Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Foley & Lardner, LLP Agreement

Legistar Number: _____

..Title

- a. Authorize the County Counsel to execute an Agreement for Specialized Attorney Services (“Agreement”) with Foley & Lardner, LLP for independent consulting and legal services with respect to healthcare matters at Natividad Medical Center (“Natividad”), for a term of July 1, 2021 through June 30, 2024 and for a total agreement amount not to exceed \$500,000; and
- b. Accept the recommendation of the Chief Executive Officer of Natividad to approve the non-standard professional liability insurance provision in the Agreement; and
- c. Authorize the Deputy Purchasing Agent for Natividad or his designee to execute up to three (3) future amendments to this Agreement where the total amendments do not exceed 10% (\$50,000) of the agreement amount and do not significantly change the scope of work.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

- a. Authorize the County Counsel to execute an Agreement for Specialized Attorney Services (“Agreement”) with Foley & Lardner, LLP for independent consulting and legal services with respect to healthcare matters at Natividad Medical Center (“Natividad”), for a term of July 1, 2021 through June 30, 2024 and for a total agreement amount not to exceed \$500,000; and
- b. Accept the recommendation of the Chief Executive Officer of Natividad to approve the non-standard professional liability insurance provision in the Agreement; and
- c. Authorize the Deputy Purchasing Agent for Natividad or his designee to execute up to three (3) future amendments to this Agreement where the total amendments do not exceed 10% (\$50,000) of the agreement amount and do not significantly change the scope of work.

SUMMARY/DISCUSSION:

Foley & Lardner, LLP specializes in healthcare law, and has for years provided advice and counsel, in consultation with the Office of the County Counsel, on a variety of healthcare-related issues to NMC. The firm represents the California Association of Public Hospitals (CAPH) and works frequently with the state government and CAPH in drafting legislation for the benefit of public hospitals statewide. The firm’s expertise in public hospital healthcare law, in areas such as Medi-Cal funding to hospitals, specifically regarding the structuring of Medicaid financing for safety net providers in the context of disproportionate share hospital payment programs and under federal Medicaid demonstrations authorized under Section 1115 of the Social Security Act, is of significant importance to Natividad Medical Center.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this Agreement as to legal form, and the Auditor-Controller has reviewed and approved as to payment provisions. This Agreement has also been reviewed and approved by Natividad's Finance Committee and by its Board of Trustees on May 14, 2021.

FINANCING:

The cost for this agreement is \$500,000, of which \$250,000 is included in the Recommended Budget for Fiscal Year 2021-2022, and \$200,000 is included in the Recommended Budget for Fiscal Year 2022-2023. 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 legal consulting services, as needed, with respect to healthcare matters; the outcome of which contributes to assisting Natividad run efficient business operations.

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

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

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

Attachments:

Foley and Lardner LLP Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Hooper, Lundy & Bookman, P.C. Amendment No. 1

Legistar Number: _____

..Title

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute an Amendment No. 1 to Agreement with Specialized Attorney Services with Hooper, Lundy & Bookman, P.C for legal services with respect to healthcare matters at Natividad Medical Center, adding two years, for a revised full term of July 1, 2018 through June 30, 2023 and adding \$300,000 for a contract amount not to exceed \$1,200,000.

..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. 1 to Agreement with Specialized Attorney Services with Hooper, Lundy & Bookman, P.C for legal services with respect to healthcare matters at Natividad Medical Center, adding two years, for a revised full term of July 1, 2018 through June 30, 2023 and adding \$300,000 for a contract amount not to exceed \$1,200,000.

SUMMARY/DISCUSSION:

Hooper, Lundy & Bookman PC is the largest full service law firm in the country, with offices in San Francisco, Los Angeles, San Diego, and Washington, D.C., dedicated solely to the legal representation of health care providers in Medicare Medicaid payments, health care business transactions, licensing and certifications.

Hooper, Lundy & Bookman provides legal services to the County of Monterey to ensure that the operations of Natividad Medical Center comply with state and federal healthcare and Medicare compliance laws. The potential sanctions for noncompliance with these laws are severe and include civil and criminal liability, as well as debarment or exclusion from participation in Medicare. Additionally, the firm provides advice on medical staff matters, affiliation agreements; Medi-Cal managed care agreements, and commercial payor agreements.

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. This agreement has also been reviewed and approved by Natividad's Finance Committee and Board of Trustees on May 14, 2021.

FINANCING:

The cost for this amendment is \$300,000 of which \$300,000 shall be included in the Fiscal Year 2022-2023 Recommended Budget.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

☐ Economic Development
☒ Administration

The services rendered in this agreement provide legal consulting services, as needed, with respect to healthcare matters; the outcome of which contributes to assisting NMC run efficient business operations.

☐ Health and Human Services

☐ Infrastructure

☐ Public Safety

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

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

Attachments:

Amendment No. 1 to Hooper, Lundy and Bookman P.C. Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Armanino, LLP dba AMF Media Group Renewal & Amendment No. 5
Number: _____

Legistar

..Title

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute renewal & amendment No. 5 to the agreement (A-13105) with Armanino, LLP dba AMF Media Group for public relations services, extending the agreement an additional one (1) year period (May 1, 2021 through April 30, 2022) for a revised full agreement term of May 1, 2016 through April 30, 2022, and adding \$117,000 for a revised total agreement amount not to exceed \$1,728,900.

..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 & amendment No. 5 to the agreement (A-13105) with Armanino, LLP dba AMF Media Group for public relations services, extending the agreement an additional one (1) year period (May 1, 2021 through April 30, 2022) for a revised full agreement term of May 1, 2016 through April 30, 2022, and adding \$117,000 for a revised total agreement amount not to exceed \$1,728,900.

SUMMARY/DISCUSSION:

AMF Media Group (AMF) is a full-service marketing and communications agency based in San Ramon, California with a local Central Coast office in San Luis Obispo. The award-winning public relations division of AMF has brought a diverse wealth of experience and skills to strategic public relations services at Natividad over the past three years. In addition to Natividad, AMF has a proven track record working with public and private health care systems, for example: Alameda Health System, Kern Medical Center, Good Samaritan Hospital in San Jose, and Kaiser Permanente.

Natividad's goal of its public relations efforts is to provide patients (customers) with content in which they are interested. This type of marketing builds trust by creating and sharing valuable and relevant free content. Content can be educational, entertaining or insightful.

During the last three years, AMF has provided public relations services that position Natividad as a comprehensive, high-quality health care provider. AMF works with Natividad to shift latent community perception and raise awareness of the hospital while also being a health resource for our community. These efforts will seek to promote Natividad, its staff, its expertise and service lines with the goals of retaining Natividad's current "core" patients living in zip codes of 93905, 93906, 93901 and 93907; attracting new patients from throughout Monterey County; service line growth; and diversifying the current payer mix. In addition, AMF provides crisis communications when deemed necessary.

AMF will also interface with Natividad's translations vendors to provide content in both English and Spanish. This agreement is not exclusive as Natividad has agreements with other agencies for public relations consultation.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved this renewal & amendment No. 5 as to

form, and the Auditor-Controller has reviewed and approved as to payment provisions. The renewal & amendment No. 5 has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on May 14, 2021.

FINANCING:

The cost for this renewal & amendment No. 5 is \$117,000 of which \$50,000 is included in the Fiscal Year 2021-22 Recommended 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 help promote access and awareness to health services.

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

Prepared by: Hillary Fish, Director of Marketing and Community Relations, 783-2693

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

Attachments:

AMF Media Group Renewal & Amendment No. 5
AMF Media Group Amendment No. 4
AMF Media Group Amendment No. 3
AMF Media Group Amendment No. 2
AMF Media Group Renewal and Amendment No. 1
AMF Media Group Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Forward Advantage, 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-13074) with Forward Advantage, Inc. for the Imprivata product, a single sign-on solution used by NMC Physicians and Clinical Staff, extending the agreement an additional one (1) year period (March 23, 2021 through March 22, 2022) for a revised full agreement term of March 23, 2016 through March 22, 2022, and adding \$37,200 for a revised total agreement amount not to exceed \$423,767.

..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-13074) with Forward Advantage, Inc. for the Imprivata product, a single sign-on solution used by NMC Physicians and Clinical Staff, extending the agreement an additional one (1) year period (March 23, 2021 through March 22, 2022) for a revised full agreement term of March 23, 2016 through March 22, 2022, and adding \$37,200 for a revised total agreement amount not to exceed \$423,767.

SUMMARY/DISCUSSION:

Imprivata OneSign is a Single Sign On (SSO) solution that enables NMC users to quickly and securely access clinical and administrative applications with one username and password. In the course of treating patients, personnel need to access multiple applications, including the MEDITECH electronic health record system. Prior to implementing Imprivata OneSign, the act of logging in/logging out of multiple systems throughout the workday had caused noticeable inefficiencies. The implementation of OneSign has resulted in an appreciable difference in time and staff resources. The Imprivata tool further speeds up access by utilizing the employee's badge and a reader as part of the sign-on process.

Another important capability of this system is an always-available employee self-service portal to aid with forgotten passwords and lockouts, further enhancing employee productivity.

This request includes the extension of maintenance and support for an additional one (1) year.

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 May 14, 2021

FINANCING:

The cost for this renewal and amendment No. 3 is \$37,200, which is included in the Fiscal Year 2020-21 Adopted Budget.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This agreement is for a software system, which improves data processing at NMC. The use of this system directly contributes to a more efficient and effective use of resources within the organization and provides NMC with the additional support it needs to be able to protect patient and staff personal information.

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

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

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

Attachments:

- Forward Advantage Inc. Imprivata Renewal and Amendment 3
- Forward Advantage Inc. Imprivata Amendment 2
- Forward Advantage Inc. Imprivata Amendment 1
- Forward Advantage Inc. Imprivata Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

CareFusion Solutions, LLC Amendment No. 4

Legistar Number: _____

..Title

a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 4 to the agreement (A-13080) with CareFusion Solutions, LLC for medication stewardship and infection prevention surveillance software and maintenance services, extending the agreement an additional fifty-six (56) month period (August 1, 2021 through March 31, 2026) for a revised full agreement term of March 23, 2016 through March 31, 2026, and adding \$478,723 for a revised total agreement amount not to exceed \$2,036,216.

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 (\$28,890) of the original cost of the agreement.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 4 to the agreement (A-13080) with CareFusion Solutions, LLC for medication stewardship and infection prevention surveillance software and maintenance services, extending the agreement an additional fifty-six (56) month period (August 1, 2021 through March 31, 2026) for a revised full agreement term of March 23, 2016 through March 31, 2026, and adding \$478,723 for a revised total agreement amount not to exceed \$2,036,216.

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 (\$28,890) of the original cost of the agreement.

SUMMARY/DISCUSSION:

CareFusion's product, Medmined, is surveillance, analytics, benchmarking, alerting and reporting software for use in medication management and infection control. The software takes multiple data feeds from the hospital information system, combines the data, applies rules to the data, and then presents relevant data to the clinician. Medmined provides near real time data analytics bringing relevant data to the clinician, allowing interventions to happen closer to the event.

Healthcare associated infections (HAIs) are infections acquired in the hospital during treatment for another condition. Several of these are reportable to governmental agencies. HAIs cost hospitals money and hurt patients. HAIs can be preventable if certain procedures are followed. Medmined helps the infection preventionist to identify potential HAIs, identify potential procedure compliance issues with individual healthcare providers or units, and automates the required reporting to governmental agencies. This provides the infection preventionist more time to educate staff on procedures, and information to better determine specific areas to focus their attention.

The Alaris product is an intravenous infusion pump (IV pump) used to place fluids and medications directly into a patient's blood stream. Modern IV pumps contain software that allows pumps to be programmed by nurses and physicians to infuse medications at different rates. The software contains libraries of different medications and their infusion parameters. These pumps ensure safety by preventing medications from being infused at rates greater than or less than safe limits. The Alaris IV pump allows for wireless updating of the library and bolus dosing.

This amendment number four extends support for the Medmined and Alaris products an additional five (5) years.

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 May 14, 2021.

FINANCING:

The cost for this amendment No. 4 is \$478,723 of which \$102,662 is included in the Fiscal Year 2021-22 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 infection prevention monitoring and medication dispensing systems which allow Natividad healthcare providers to give the best possible care to the residents of Monterey County.

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

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

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

Attachments:

CareFusion Amendment No. 4
CareFusion Amendment No. 3
CareFusion Amendment No. 2
CareFusion Amendment No. 1
CareFusion Master Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Pacific Health Alliance Amendment No. 4

Legistar Number: A 21-389

..Title

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 4 to the agreement (A-13598) with Pacific Health Alliance for project administration (“PA”) services for the County of Monterey’s Esperanza Care Program (Pilot Project for the Remaining Uninsured), extending the agreement an additional twelve (12) month period (January 1, 2022 through December 31, 2022) for a revised full agreement term of August 1, 2017 through December 31, 2022, and adding \$300,000 for a revised total agreement amount not to exceed \$1,450,000.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute amendment No. 4 to the agreement (A-13598) with Pacific Health Alliance for project administration (“PA”) services for the County of Monterey’s Esperanza Care Program (Pilot Project for the Remaining Uninsured), extending the agreement an additional twelve (12) month period (January 1, 2022 through December 31, 2022) for a revised full agreement term of August 1, 2017 through December 31, 2022, and adding \$300,000 for a revised total agreement amount not to exceed \$1,450,000.

SUMMARY/DISCUSSION:

The Affordable Care Act (ACA) was enacted to provide Medicaid (Medi-Cal) and other coverage options through the exchange to many low-income individuals with the goal of decreasing the number of uninsured individuals. However, many Monterey County residents remain uninsured and unable to pay for costly medical care, procedures and prescription medications. Of the uninsured, it is estimated that there are approximately 30,000 to 50,000 adult residents over the age of 25 living in Monterey County without any medical insurance due to their documentation status.

In response to this need, the Board of Supervisors approved an allocation of \$500,000 from the general fund in August 2015 establishing the County’s Pilot Project for the Remaining Uninsured to provide limited scope pharmaceuticals, laboratory tests and radiology services. These services were provided by the Health Department’s Federally Qualified look-alike health clinics, which serve designated medically underserved populations under the applicable Scope of Project with HRSA (Health Resources and Services Administration) and by Natividad. The County’s Pilot Project for the Remaining Uninsured was implemented in November 2015 through September 2017 and served approximately 2,005 individuals.

In May 2017, the Board of Supervisors directed staff to proceed with implementation of an expanded Pilot Project allowing for the provision of primary and specialty care ambulatory services for fiscal year (FY) 2017-18 funded by the Natividad Enterprise Fund in the amount of

\$2 million: \$1.8 million for patient care and \$200,000 for PA services. On June 27, 2017, the Board of Supervisors approved and authorized the current Agreement with Pacific Health Alliance (PHA) for the County of Monterey's Pilot Project for the Remaining Uninsured, effective July 1, 2017 through June 30, 2018 to assist with the project management and reporting.

The Pilot Project, named Esperanza Care, became effective October 1, 2017. The enrollment cap of 2,500 individuals was raised to 3,500 by the Board of Supervisors effective April 1, 2018. Amendment 1 continued the agreement through December 31, 2019. Effective July 1, 2019, the per member per month reimbursement rate increases by twenty-five cents (\$.25). In addition, amendment 2 extended the term to December 31, 2020, and added an additional \$400,000 to the PA Agreement for a total of \$900,000. Amendment 3 extended the term to December 31, 2021, and adds an additional \$250,000 to the PA Agreement for a total of \$1,150,000. This Amendment 4 extends the term to December 31, 2022 and adds an additional \$300,000 to the PA Agreement for a total of \$1,450,000.

Esperanza Care will roll over to FY 2021-22 with the same scope of services with an additional expenditure of \$2 million from the Natividad Enterprise Fund. Enrollees in Esperanza Care will be required to re-apply for the Esperanza Care at least annually.

Since the inception, Monterey County will have spent \$8.5 million (\$500,000 from the general fund and \$8 million from the Natividad Enterprise Fund) on Esperanza Care, by the end of FY 2021-22.

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 Board of Trustees Executive Committee on May 14, 2021.

FINANCING:

The cost for amendment No. 4 is \$300,000, of which \$300,000 is included in the FY 2021-22 Recommended Budget.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This amendment provides for the smooth transition of the existing Pilot Project for the Remaining Uninsured for FY 2021-22. It offers equitable opportunities for health choices and healthcare which will improve the health and quality of life for Monterey County residents.

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

Prepared by: Nancy Majewski, Managed Care Operations Manager, 783-2385
Approved by: Gary R. Gray, DO, Chief Executive Officer, 783-2504

Attachments:

PHA PILOT Project Amendment 4
PHA PILOT Project Amendment 3
PHA PILOT Project Amendment 2
PHA PILOT Project Amendment 1
PHA PILOT Project Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Net Health Systems Amendment No. 6

Legistar Number: _____

..Title

a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 6 to the agreement (A-13298) with Net Health Systems, Inc. to add the Acute Physical Therapy and Home Exercise and Predictive Analytics modules, extending the agreement term for an additional twenty-nine (29) month period (January 30, 2022 through June 30, 2024) for a revised full agreement term of August 31, 2016 through June 30, 2024, and adding \$24,009 for a revised total agreement amount not to exceed \$347,429.

..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. 6 to the agreement (A-13298) with Net Health Systems, Inc. to add the Acute Physical Therapy and Home Exercise and Predictive Analytics modules, extending the agreement term for an additional twenty-nine (29) month period (January 30, 2022 through June 30, 2024) for a revised full agreement term of August 31, 2016 through June 30, 2024, and adding \$24,009 for a revised total agreement amount not to exceed \$347,429.

SUMMARY/DISCUSSION:

NMC currently utilizes Net Health Systems, Inc.'s rehabilitation documentation software (ReDoc) in the outpatient Physical Therapy, Occupational Therapy and Speech Therapy Departments. NMC is currently requesting approval to purchase a 36-month subscription for the inpatient module, Net Health Therapy for Acute Care. This module is a cloud-based, fully-integrated specialized Electronic Health Record (EHR) solution with clinical workflow, scheduling and real-time patient management, outcomes benchmarking, reporting, and expert coaching. Net Health's acute care module will replace NMC's existing system which is not being renewed.

In addition, Natividad is adding Home Exercise Program and Focus on Therapeutic Outcomes (FOTO) modules to add to the existing outpatient module. The Home Exercise Program module improves patient engagement with easy online personalized home exercise plans. FOTO is a predictive analytics outcomes management system that captures and reports nationally benchmarked, risk-adjusted comparisons based on data collected from more than 7 million completed patient episodes. FOTO's patient-reported outcomes compare treatment effectiveness, efficiency and satisfaction in real time to improve patient care and facilitate clinician growth.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved this amendment No. 6 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendment No. 6 has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on May 14, 2021.

FINANCING:

The cost for this amendment No.3 is \$24,009, of which \$21,359 is included in the Fiscal Year 2021-22 Recommended 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:

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

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

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

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

Attachments:

Net Health Systems, Inc. Amendment No. 6
Net Health Systems, Inc. Amendment No. 5
Net Health Systems, Inc. Amendment No. 4
Net Health Systems, Inc. Amendment No. 3
Net Health Systems, Inc. Renewal and Amendment No. 2
Net Health Systems, Inc. Amendment No. 1
Net Health Systems, Inc. Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Press Ganey Associates, Inc. Amendment No. 3

Legistar Number: _____

..Title

a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 3 to the agreement (A-14571) with Press Ganey Associates, Inc., for use of its Strategic Workforce Solution product, with no change to the agreement term of January 1, 2020 through December 31, 2023, and adding \$79,641 for a revised total agreement amount not to exceed \$502,635.

b. Authorize the Chief Executive Officer for NMC or his designee to execute up to three (3) future amendments to the Master Services Agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$41,479) of the original cost of the agreement.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 3 to the agreement (A-14571) with Press Ganey Associates, Inc., for use of its Strategic Workforce Solution product, with no change to the agreement term of January 1, 2020 through December 31, 2023, and adding \$79,641 for a revised total agreement amount not to exceed \$502,635.

b. Authorize the Chief Executive Officer for NMC or his designee to execute up to three (3) future amendments to the Master Services Agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$41,479) of the original cost of the agreement.

SUMMARY/DISCUSSION:

Press Ganey Associates is an industry leader in the measurement of patient satisfaction and hospital transformation. The Press Ganey products below provide Natividad with an integrated solution that aligns patient, staff, and physicians with several products that help Natividad improve patient experience, safety, quality, and workforce engagement.

- **Patient Experience / Satisfaction Survey:** This ongoing survey provides real-time feedback with benchmarked information so leaders can better understand and prioritize opportunities to improve the delivery of patient-centered care which enhances Natividad's HCAHPS scores and publicly reported data.
- **iRounding:** This tool allows leaders to interview patients while they are in the hospital to assess their level of satisfaction with caregiver communication, responsiveness, education, medications, discharge planning, cleanliness, and noise. This tool allows Natividad to mitigate needs and concerns in a timely fashion. iRounding improves patient experience, customer loyalty, and HCAHPS scores.

- **Employee Engagement Survey:** This annual survey of employee experience allows leaders to identify and remedy barriers that prevent our workforce from being aligned with hospital goals. An engaged workforce positively impacts the safety, quality, and experience of care.
- **Culture of Safety Survey:** This survey measures factors that can lead to adverse events and patient harm in the hospital. NMC uses this survey to raise staff awareness about patient safety, provide an overview of the current patient safety culture, and allow trending of safety initiatives and interventions.
- **Resilience Survey:** This survey is utilized for physicians and staff to determine levels of stress and burnout that can affect not only the person but also the delivery of quality care.

This Amendment No. 3 extends the term of the Employee Engagement Survey to be coterminous with the remainder of the agreement. This does not impact the overall term of the agreement.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed 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 May 14, 2021.

FINANCING:

The cost of this amendment No. 3 is \$79,641 of which \$39,232 is included in the Fiscal Year 21-22 Recommended Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

Press Ganey is an enterprise solution that supports Natividad's journey toward clinical excellence and guide our transformation to a patient-centered, safety-focused, learning organization.

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

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

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

Attachments:

Press Ganey Amendment No. 3

Press Ganey Amendment No. 2

Press Ganey Amendment No. 1

Press Ganey Master Services Agreement
Press Ganey NDNQI Participation Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

CE Broker, Inc. Master Services Agreement

Legistar Number: _____

..Title

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with CE Broker, Inc. for automated license verification services at NMC for an amount not to exceed \$60,000 with an agreement term retroactive to April 1, 2021 through March 31, 2024.
- b. Approve the NMC Chief Executive Officer's recommendation to accept non-standard insurance 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 CE Broker, Inc. for automated license verification services at NMC for an amount not to exceed \$60,000 with an agreement term retroactive to April 1, 2021 through March 31, 2024.
- b. Approve the NMC Chief Executive Officer's recommendation to accept non-standard insurance provisions within the agreement.

SUMMARY/DISCUSSION:

Natividad has partnered with CE Broker (dba, Evercheck) for several years. Evercheck provides an automated tool to track, monitor and verify via primary source verification all staff licensure and certifications as required by The Joint Commission. System functionality enables Natividad to receive alerts related to renewals, elapsed/expired and/or any disciplinary actions on any professional licenses that are being monitored within the database. Real time notices, allow Natividad to act swiftly on any adverse actions. Additionally, the Evercheck platform is used to perform Sanction Screening (exclusion verifications) with the Office of Inspector General (OIG) and System for Award Management (SAM), also in accordance with The Joint Commission.

To prevent a lapse in service and an inability to pay for services rendered, we are asking for a retroactive commencement date of April 1, 2021.

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 May 14, 2021.

FINANCING:

The cost for this agreement is \$60,000, of which \$20,000.00 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 automated tool significantly improves data processing at Natividad and reduces the number of manually verifications (upon hire & regularly thereafter) to be performed by Natividad Human Resources staff. The use of this platform directly contributes to a more efficient and effective use of resources within the organization.

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

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

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

Attachments:

CE Broker, Inc. Master Services Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Cynthia Harlowe Amendment No. 1

Legistar Number: _____

..Title

a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement (A-14382) with Cynthia Harlowe for consulting services related to Joint Commission accreditation at NMC, extending the agreement an additional two (2) year period (July 1, 2021 through June 30, 2023) for a revised full agreement term of July 1, 2019 through June 30, 2023, and adding \$250,000 for a revised total agreement amount not to exceed \$750,000.

..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. 1 to the agreement (A-14382) with Cynthia Harlowe for consulting services related to Joint Commission accreditation at NMC, extending the agreement an additional two (2) year period (July 1, 2021 through June 30, 2023) for a revised full agreement term of July 1, 2019 through June 30, 2023, and adding \$250,000 for a revised total agreement amount not to exceed \$750,000.

SUMMARY/DISCUSSION:

Healthcare organizations are faced with an increase in patients with mental illness requiring hospitalization. Due to the vulnerability of such patients, psychiatric units are heavily regulated. The Joint Commission, California Department of Public Health, and Centers for Medicare and Medicaid Services each have regulations and standards specific to psychiatric units that require compliance in order to maintain licensure, accreditation, and participation in federally funded programs.

The Consultant shall continue to provide support and guidance to the Mental Health Unit Nursing Director related to specific requirements for psychiatric units and best practices for care of patients with mental illness. Contractor will help ensure ongoing compliance with accreditation and regulatory requirements and develop plans of correction, as needed.

The Consultant will continue to be available to NMC for consulting on other licensing and accreditation issues as determined by the hospital Chief Executive Officer or Chief Quality Officer. Potential areas of consultation may include matters related to the Joint Commission, Centers for Medicare & Medicaid Services (CMS) and the California Department of Public Health (CDPH).

This request extends the term of the agreement for an additional two (2) years.

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 May 14, 2021.

FINANCING:

The cost for this renewal and amendment No. 1 is \$250,000 of which \$125,000 is included in the Fiscal Year 2021-22 Recommended Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

To improve health and quality of life through County supported policies, programs, and services. By providing standardized orders for common clinical conditions, we increase the quality of care and adherence to best practices throughout the hospital.

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

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

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

Attachments:

Cynthia Harlowe Amendment No. 1

Cynthia Harlowe Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Community Homeless Solutions Agreement

TITLE:

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute the Professional Services Agreement with Community Homeless Solutions for the provision of physician services at the Central Coast Respite Center for the period June 1, 2021 to May 31, 2023. 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 Community Homeless Solutions for the provision of physician services at the Respite Care Center for the period June 1, 2021 to May 31, 2023. There is no cost for this Agreement.

SUMMARY/DISCUSSION:

Community Homeless Solutions, a California nonprofit corporation, operates the Central Coast Respite Center offering post-discharge care to people experiencing homelessness in Monterey County after they are discharged from a hospital stay. The Respite Center desires assistance in physician services. Natividad will make available a sufficient number qualified physicians to provide medical direction and coordination of care to patients of the Respite Center. Homeless Solutions 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 May 14, 2021.

FINANCING:

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

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

Partnering with Community Homeless Solutions supports better hospital utilization as patients who received post discharge care experience reduced re-hospitalization and emergency department visits.

- ☐ 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

Access Support Network Agreement

TITLE:

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute the Professional Services Agreement with Access Support Network for the provision of physician services at Access Support Network Syringe Exchange Program for the period June 1, 2021 to May 31, 2022. 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 Access Support Network for the provision of physician services at Access Support Network Syringe Exchange Program for the period June 1, 2021 to May 31, 2022. There is no cost for this Agreement.

SUMMARY/DISCUSSION:

Natividad Family Medicine Residency Program is partnering with Access Support Network to provide low barrier access to medication for opioid use disorder. This weekly clinic will take place at the Syringe Exchange Program in the encampment area of Salinas Chinatown, bringing much needed access to addiction treatment for people who are vulnerable and marginalized. Syringe Exchange currently serves over 400 unique individuals with supplies and information to reduce the incidence of overdose and other harms caused by drug use. Many of these participants have expressed an interest in recovery from drug addiction, but encounter many barriers to accessing care in traditional settings.

By bringing treatment access to where people are, the Low Barrier Access Project will serve hard-to-reach populations that have been historically underserved by the healthcare system. Through a combination of outreach, education, case management, and clinical care, interested patients will be assessed, stabilized, and supported through their recovery journey. This innovative project represents an opportunity to build relationships with our county's most vulnerable residents, learn about their needs and challenges, and link them to needed services such as long-term drug recovery, primary care, health insurance coverage, shelter and housing. The project will also provide a learning opportunity for resident physicians training in family medicine, building local capacity to address complex health and social problems such as addiction and homelessness.

There is no cost to this Agreement. Access Support Network will reimburse Natividad the cost of each employee rendering services,

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 May 14, 2021.

FINANCING:

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

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

Partnering with Access Support Network increases access to treatment in populations of Monterey County that have been historically underserved by the healthcare system.

- ☐ 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

CEP America-Psychiatry dba Vituity Agreement

..Title

a. Authorize the Chief Executive Office for Natividad Medical Center (NMC) or his designee to execute the Professional and Call Coverage Services Agreement with CEP America-Psychiatry, PC, a California professional corporation dba Vituity to provide psychiatry services at NMC for the period the June 1, 2021 to May 31, 2024 for an amount not to exceed \$8,236,050 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% (\$823,605) of the original contract amount.

..Report

RECOMMENDATION:

It is recommended that the Board of Supervisors:

a. Authorize the Chief Executive Office for Natividad Medical Center (NMC) or his designee to execute the Professional and Call Coverage Services Agreement with CEP America-Psychiatry, PC, a California professional corporation dba Vituity to provide psychiatry services at NMC for the period the June 1, 2021 to May 31, 2024 for an amount not to exceed \$8,236,050 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% (\$823,605) of the original contract amount.

SUMMARY/DISCUSSION:

Natividad must arrange for the care and treatment of patients in the 18 bed mental health unit (MHU) as well as hospitalized patients and patients who present to the emergency department in need of behavioral health services. Natividad wishes to enter into an agreement with Vituity, a comprehensive acute care psychiatric provider group, to provide 24/7 dedicated physician staffing and leadership for the MHU and tele-psychiatry services, oversight and medical direction of the MHU and consult liaison services for medical and surgical inpatients. Natividad has obtained an independent opinion of fair market value supporting the payment terms of this Agreement.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this agreement as to legal form. Auditor-Controller has reviewed and approved this agreement as to fiscal provisions. The agreement has been reviewed and approved by Natividad's Finance Committee and Board of Trustees on May 14, 2021.

FINANCING:

The total not to exceed amount of this Agreement is \$8,236,050 for the period April 1, 2021 to March 31, 2023. \$2,637,675 is included in the Fiscal Year 2020/2021 recommended budget. The remaining amount 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 provide NMC with the additional support it needs in order to provide reliable and high quality patient care, which improves the health and quality of life for patients and their families.

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

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

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

Attachments:
Agreement

Attachments on file at the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Delphine Engel MD First Amendment

..Title

- a. Authorize the Deputy Purchasing Agent for Natividad or his designee to execute the First Amendment to the Professional and Call Coverage Services Agreement with Delphine Engel MD to provide general and acute care surgical services at Natividad, extending the agreement term by twenty-four months (July 1, 2021 to June 30, 2023) for a revised full agreement term of July 1, 2019 to June 30, 2023, but not adding funds to the aggregate not to exceed amount; and
- b. Authorize the Deputy Purchasing Agent 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.

..Report

RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Authorize the Deputy Purchasing Agent for Natividad or his designee to execute the First Amendment to the Professional and Call Coverage Services Agreement with Delphine Engel MD to provide general and acute care surgical services at Natividad, extending the agreement term by twenty-four months (July 1, 2021 to June 30, 2023) for a revised full agreement term of July 1, 2019 to June 30, 2023, but not adding funds to the aggregate not to exceed amount; and
- b. Authorize the Deputy Purchasing Agent 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.

SUMMARY/DISCUSSION:

Natividad received its designation as the Level II Trauma Center for Monterey County in January 2015. The American College of Surgeons requires acute critical care surgeons to be available in-house with a 15 minute response time for Level II Trauma Centers. In order to provide 24/7 care, it is necessary to maintain a core team of quality surgeons made up of employed and independent contract physicians to provide daily call coverage in the Emergency Department and follow-up care to patients in the Intensive Care Unit.

Natividad would like to enter into an agreement with Delphine Engel MD, a board certified fellowship trained trauma surgeon to provide general and critical care surgical services as part of the comprehensive trauma services required for a Level II Trauma Center. Dr. Engel will participate in the on-call panel and will be paid a daily rate for the coverage services, which may increase due to availability and the need for coverage, but the rate of pay for services remains the same. NMC has obtained an independent opinion of fair market value supporting the payment terms of this Agreement.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this Agreement as to legal form. Auditor-Controller has reviewed and approved this Agreement as to fiscal provisions. The Agreement has also been reviewed and approved by Natividad's Finance Committee and Board of Trustees on May 14, 2021.

FINANCING:

There is no cost to this amendment. The total not to exceed amount of this Agreement is \$500,000. The actual cost is contingent upon Dr. Engel's participation in the call panel which may fluctuate based on her availability. Natividad has agreements with multiple providers to ensure sufficient coverage of the trauma services where the total expenditure will not exceed \$1,300,000 annually which is included in Fiscal Year 2021/2022 recommended 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 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, Management Analyst, 783.2506

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

Attachments:

First Amendment
Agreement

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Latham & Watkins LLP Amendment 7

Legistar ID: _____

..Title

Authorize the County Counsel to execute an Amendment No. 7 to the Services Agreement ("Agreement") with Latham & Watkins LLP., for the provision of healthcare legal services at Natividad Medical Center, adding 3 years, for a revised full term from May 10, 2010 through June 30, 2024, for a total agreement amount not to exceed \$1,510,000.

..Report

RECOMMENDATION:

It is recommended that the Board of Supervisors:

Authorize the County Counsel to execute an Amendment No. 7 to the Services Agreement ("Agreement") with Latham & Watkins LLP, for the provision of healthcare legal services at Natividad Medical Center, adding 3 years, for a revised full term from May 10, 2010 through June 30, 2024, for a total agreement amount not to exceed \$1,510,000.

SUMMARY/DISCUSSION:

Latham & Watkins LLP is one of the pre-eminent law firms representing healthcare systems and local community hospitals throughout the United States. Their healthcare attorneys have specific experience with the nuanced regulations that govern the healthcare industries, including those related to fraud and abuse, Medicare/Medicaid reimbursement, healthcare regulatory requirements, financing regulation, and licensing.

For 11 years, Latham's legal experts in physician compensation have applied their extensive industry expertise to best serve Natividad's business needs, while providing Natividad consistent, practical, and reliable guidance on the risks associated with physician compensation arrangements. Latham's legal advice and consultation have helped Natividad ensure that its compensation arrangements do not unfairly drive referrals from healthcare providers to Natividad.

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 financial provisions. This Agreement has been reviewed and approved for forwarding to the Board of Supervisors by Natividad Finance Committee and Natividad Board of Trustees on May 14, 2021.

FINANCING:

There is no additional cost associated with this amendment. There is no impact to the General Fund.

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

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

Attachments:

Original Services Agreement with Latham & Watkins, LLP

Amendment No. 1 to the Services Agreement with Latham & Watkins, LLP

Renewal and Amendment No. 2 to the Services Agreement with Latham & Watkins, LLP

Amendment No. 3 to the Services Agreement with Latham & Watkins, LLP

Renewal and Amendment No. 4 to the Services Agreement with Latham & Watkins, LLP

Amendment No. 5 to the Services Agreement with Latham & Watkins, LLP

Amendment No. 6 to the Services Agreement with Latham & Watkins, LLP

Amendment No. 7 to the Services Agreement with Latham & Watkins, LLP

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Medical Information Technology, Inc., Annual Maintenance for MEDITECH Modules Legistar ID:

..Title

a. Authorize payment to Medical Information Technology, Inc. (MEDITECH) for routine maintenance services on the various MEDITECH software system modules implemented at Natividad Medical Center in an amount not to exceed \$356,784, as well as funds to cover fees for new interfaces and enhancements not to exceed \$43,216. The total for this agreement will not exceed \$400,000 for the period of July 01, 2021 through June 30, 2022.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

a. Authorize payment to Medical Information Technology, Inc. (MEDITECH) for routine maintenance services on the various MEDITECH software system modules implemented at Natividad Medical Center in an amount not to exceed \$356,784, as well as funds to cover fees for new interfaces and enhancements not to exceed \$43,216. The total for this agreement will not exceed \$400,000 for the period of July 01, 2021 through June 30, 2022.

SUMMARY/DISCUSSION:

The MEDITECH System consists of many modules and interfaces that all have required ongoing monthly maintenance fees to support the software. MEDITECH is Natividad's primary system from patient registration, clinical documentation, physician ordering, electronic records, and all financial aspects. As additional modules, features, enhancements and interfaces are added to NMC's MEDITECH system, corresponding maintenance fees are incurred. Most of the routine modules as well as smaller upgrades, features and enhancements all have monthly maintenance fees.

MEDITECH's system is critical at NMC to patient care and documentation and the support and maintenance is absolutely needed by NMC. This request to pay the annual maintenance fees ensures that the system remains functional. \$43,216 of the \$400,000 is to be used for any routine one-time costs for small features, interfaces and customizations costing under \$15,000 each.

The original services agreement with MEDITECH is perpetual and does include a 60-day notice to terminate clause.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved this request, and the Auditor-Controller has reviewed and approved as to payment provisions. The request has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on May 14, 2021.

FINANCING:

The cost for this request is \$400,000 for FY20-21, all of which has been included in the FY20-21 Proposed Budget. There is no impact to the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

Ongoing system maintenance is necessary to keep the hospital's primary Electronic Health Record (EHR) system, MEDITECH, functional and accessible. The system holds all patient records which is a vital part of care and treatment, therefore this request ultimately leads to improved care and health of NMC Patients. Regular maintenance also fosters a sound, secure and sustainable physical infrastructure.

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

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

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

Attachments:

Board Report Attachment A: MEDITECH Annual Maintenance Payment Schedule

Original Agreement with Medical Information Technology, Inc.

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Total Renal Care Inc. 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 (A-14393) with Total Renal Care, Inc. for acute dialysis services, extending the agreement an additional two (2) year period (July 1, 2021 through June 30, 2023) for a revised full agreement term of July 1, 2019 through June 30, 2023, and adding \$1,000,000 for a revised total agreement amount not to exceed \$2,349,734.

..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 (A-14393) with Total Renal Care, Inc. for acute dialysis services, extending the agreement an additional two (2) year period (July 1, 2021 through June 30, 2023) for a revised full agreement term of July 1, 2019 through June 30, 2023, and adding \$1,000,000 for a revised total agreement amount not to exceed \$2,349,734.

SUMMARY/DISCUSSION:

Total Renal Care, Inc. provides comprehensive dialysis services essential for patients with kidney malfunction. The services include all inpatient areas in addition to the Acute Rehabilitation Unit (ARU). NMC and Total Renal Care leadership meet quarterly via The Joint Dialysis Oversight Committee (TJDOC) to review quality metrics such as timeliness, staff competency validation, and shared responsibilities in the provision of quality patient care. Additionally, the entities confer as needed for quality concerns outside of routine scheduled meetings.

The Total Renal Care program offers a comprehensive array of resources necessary for patients requiring hemodialysis, peritoneal dialysis and, Continuous Renal Replacement Therapy (CRRT). The services include providing dialysis trained Registered Nurses to safely manage care of the patient and in addition, the associated equipment needed to filter wastes and toxins from patients whose kidneys cannot provide this vital function. Education and support for NMC nurses include knowledge to monitor specific types of dialysis, such as peritoneal dialysis and CRRT. Transitional Smart Services is a patient and family education program that includes dialysis related education and/or chronic kidney disease education, as well as catheter and fistulas, vascular access modalities and dialysis care generally.

Total Renal Care's dialysis program meets the quality standards required by NMC and mechanisms are in place to measure and ensure compliance with NMC standards as required by the state of California, Center for Medicare and Medicaid Services (CMS) and The Joint Commission.

This new agreement replaces an older agreement from 2010 and contains updated terms and conditions. Approval of the recommended action will enable NMC to continue receiving the services provided by Total Renal Care allowing NMC to provide reliable and quality patient care.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel has reviewed and approved this amendment No. 1 as to form, and the 50

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 May 14, 2021.

FINANCING:

The cost for this amendment No. 1 is \$1,000,000 of which \$250,000 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 NMC with the additional support it needs to be able to provide reliable and quality patient care which improves the health and quality of life for patients and their families.

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

Prepared by: Nancy Buscher, Chief Nursing Officer, 783-2560

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

Attachments:

Total Renal Care, Inc. Amendment 1

Total Renal Care, Inc. Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

First Alarm Security & Patrol (an Allied Universal Company) Agreement Increase Legistar Number:

..Title

Approve and authorize an increase to Natividad's purchase order DO 9600 24666 issued to First Alarm Security and Patrol (an Allied Universal Company) for unarmed security guard services pursuant to the Monterey County Request for Proposal (RFP)#Fiscal Year 2020-21, increasing the purchase order from \$2,070,000 to \$2,600,000 (an additional \$530,000).

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

Approve and authorize an increase to Natividad's purchase order DO 9600 24666 issued to First Alarm Security and Patrol (an Allied Universal Company) for unarmed security guard services pursuant to the Monterey County Request for Proposal (RFP)#Fiscal Year 2020-21, increasing the purchase order from \$2,070,000 to \$2,600,000 (an additional \$530,000).

SUMMARY/DISCUSSION:

On June 9, 2015, the Board of Supervisors approved the execution of multiple Countywide Service Agreements for unarmed security guard and patrol services pursuant to Monterey County RFP #10514. The RFP allowed for up to a five (5) year term ending May 31, 2020. Natividad as well as numerous other County departments have been and continue to utilize these Countywide service agreements with the departments choosing for themselves from the awarded vendors as to which vendor to hire. During the pandemic, the County Contracts and Purchasing Office staff were busy operating the County's Emergency Operations Center so issuing a new RFP for 2020 for unarmed security guard and patrol services had to be put on hold. On December 1, 2020, the Board of Supervisors approved an extension of these services through June 30, 2021 to allow departments to continue utilizing these necessary services while allowing the County Contracts and Purchasing Office more time to process a new RFP for Countywide security and patrol guard services to be issued and awarded.

At the start of Fiscal Year 2020-21, Natividad originally setup a small purchase order with First Alarm, expecting that there would be new Countywide Service Agreements established but that RFP was delayed so the County increased the aggregate spending limit available to the various departments for security and patrol guard services with the date of the new agreements TBD. Natividad increased its purchase order as much as it was able to while still leaving money in the pool for other departments to also utilize within that Countywide-spending limit. Ultimately, though, there wasn't quite enough to cover all of the costs at Natividad through June 30, 2021. Therefore, Natividad is requesting an increase to its PO with First Alarm Security & Patrol to cover costs for FY20-21.

OTHER AGENCY INVOLVEMENT:

County Counsel's office and the Auditor-Controller's office were both provided a copy of this Board Report for review. This request has been reviewed and approved by NMC's Finance Committee and Board of Trustees on May 14, 2021.

FINANCING:

The cost for this request is \$530,000. \$530,000 was included in the Fiscal Year 2020-21 Adopted Budget for guard services at Natividad Medical Center (NMC).

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

Create a safe environment for people to achieve their potential, leading businesses and communities to thrive and grow while reducing violent crimes.

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

Prepared by: Andrea Rosenberg, Hospital Assistant Administration, 831-783-2562

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

Attachments:

First Alarm Agreements

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

First Alarm Security & Patrol (an Allied Universal Company) Services Agreement Legistar Number:

..Title

Authorize the Chief Executive Office for Natividad Medical Center (NMC) or his designee to execute an agreement with one of the selected qualified contractors that receive a notice of award from the County Contracts-Purchasing Department pursuant to the County's Request for Proposal (RFP) 10744 for Uniform Security Guard Services, with an initial Agreement term of July 1, 2021 through June 30, 2022 plus the option to extend for two (2) additional one (1) year periods, and with a total agreement amount not to exceed \$4,500,000.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

Authorize the Chief Executive Office for Natividad Medical Center (NMC) or his designee to execute an agreement with one of the selected qualified contractors that receive a notice of award from the County Contracts-Purchasing Department pursuant to the County's Request for Proposal (RFP) 10744 for Uniform Security Guard Services, with an initial Agreement term of July 1, 2021 through June 30, 2022 plus the option to extend for two (2) additional one (1) year periods, and with a total agreement amount not to exceed \$4,500,000.

SUMMARY/DISCUSSION:

Natividad Medical Center (NMC) is a 172 licensed bed acute care hospital in Salinas CA that is owned and operated by the County of Monterey and has historically spent approximately \$1,000,000 annually for security guard services for the NMC Campus. Security currently is running three (3) shifts with between 6-7 officers per shift. Security at NMC is active 24/7 with close to 1000 calls for service in 2015. NMC requires that all officers become Crisis Prevention Institute (CPI) certified, and medically cleared. NMC has designated post with officers stationed at our Emergency Department and the Mental Health Unit and a patrol officer at all times and other posts as required.

The stand-out responsibilities that Natividad expects its selected security guard and patrol service vendor to adhere to include but are not limited to the following:

- have continuity, coordination, control, and consistency that delivers security and protection to the NMC buildings and Campus
- receive uninterrupted security guard services, in which appropriate security levels are maintained at all times without interruption
- be able to promptly receive additional officers as requested.
- provide constant vehicle patrol
- provide an on-site manager to monitor and manage the guards and patrolmen daily

Natividad historically has utilized one of the awarded vendors from the County's Request for Proposals (RFP) for unarmed security and patrol guard services. The County of Monterey recently issued a RFP and is currently undergoing a selection and award process. Natividad intends to piggy-back on the County's RFP and issue a piggy-back agreement under the terms and conditions of the County RFP. Once the County announces the awarded vendors, Natividad will select from the awarded vendors one of the vendors to do business with.

OTHER AGENCY INVOLVEMENT:

County Counsel's office and the Auditor-Controller's office were both provided a copy of this Board Report for review. This request has been reviewed and approved by NMC's Finance Committee and Board of Trustees on May 14, 2021.

FINANCING:

The cost for this services agreement is \$1,500,000. \$1,500,000 was included in the Fiscal Year 2021-22 Recommended Adopted Budget for guard services at Natividad Medical Center (NMC).

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

Create a safe environment for people to achieve their potential, leading businesses and communities to thrive and grow while reducing violent crimes.

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

Prepared by: Daniel Leon, Chief Financial Officer, 831-783-2561

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

Attachments:

First Alarm Agreements

Attachments on file with the Clerk of the Board

FINANCIAL STATEMENTS

MARCH 31, 2021

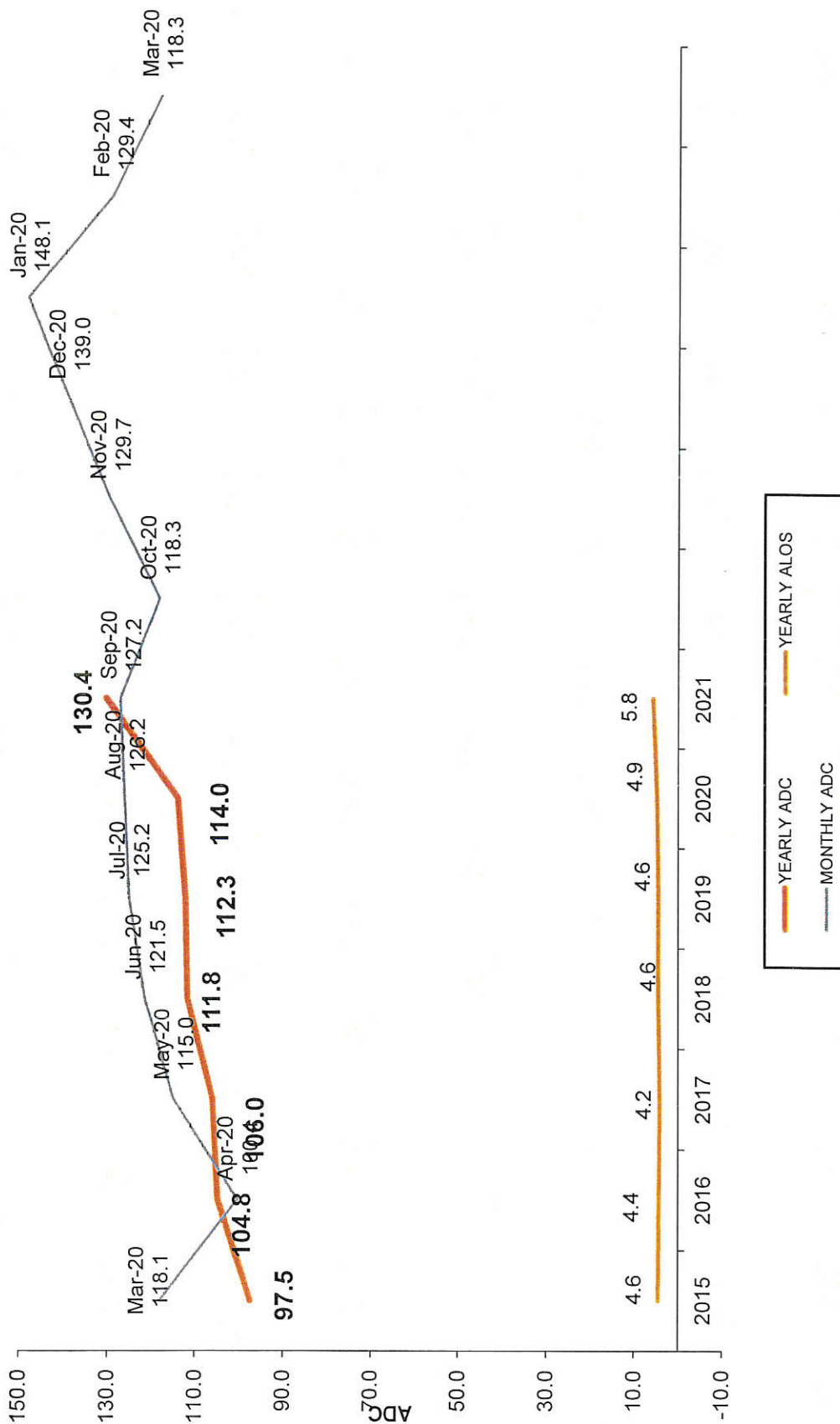
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FINANCIAL STATEMENTS

MARCH 31, 2021

I N D E X

<u>PAGE #</u>	<u>D E S C R I P T I O N</u>
1	TOTAL ADC TREND GRAPH - 2015-2021
2	STATISTICAL REPORT
4	STATEMENT OF REVENUES & EXPENSES AND CHANGES IN NET ASSETS TO BUDGET
5	STATEMENT OF REVENUES & EXPENSES AND CHANGES IN NET ASSETS PER APD
6	BALANCE SHEET
7	SCHEDULE OF STATE / COUNTY RECEIVABLES
8	STATEMENT OF CASH FLOWS
9	RECONCILIATION OF GOVERNMENT FUNDING
10	CASH FLOW PERFORMANCE F/Y 20-21 ACTUAL TO BUDGET
11	CASH SCHEDULE FOR F/Y 20-21



**NATIVIDAD
STATISTICAL REPORT
MARCH 31, 2021**

Month-To-Date					Year-To-Date					
01-21	02-21	03-21	Budget		Budget	Current	Prior Yr	%		
					PT DAYS BY SERVICE	STAFFED BEDS	CY/PY			
1	161	117	278	208	NICU	15	1,838	1,754	1,909	-8.12%
2	2,442	1,691	1,478	1,555	Med/Surg	61	13,745	16,807	14,185	18.48%
3	478	367	307	195	ICU	10	1,724	3,023	1,788	69.07%
4	5	31	28	54	Peds	12	477	251	581	-56.80%
5	703	647	737	724	Acute Rehab	24	6,398	6,377	6,316	0.97%
6	286	286	332	271	OB/Gyn	27	2,397	2,612	2,493	4.77%
7	4,075	3,139	3,160	3,007	TOTAL ACUTE	149	26,579	30,824	27,272	13.02%
8	516	485	507	465	Psychiatric	19	4,110	4,536	4,232	7.18%
9	4,591	3,624	3,667	3,472	TOTAL DAYS	168	30,689	35,360	31,504	12.24%
10	298	266	272	287	Nursery	18	2,537	2,562	2,521	1.63%
AVERAGE DAILY CENSUS										
11	108.8	89.0	78.2	73.6	Acute	125	73.7	89.2	76.5	16.60%
12	22.7	23.1	23.8	23.4	Acute Rehab	24	23.4	23.3	23.1	0.87%
13	16.6	17.3	16.4	15.0	Psychiatric	19	15.0	16.6	15.4	7.79%
14	148.1	129.4	118.3	112.0	TOTAL	168	112.0	129.1	115.0	12.26%
15	9.6	9.5	8.8	9.3	Nursery	18	9.3	9.4	9.2	2.17%
PERCENTAGE OF OCCUPANCY										
16	87.0%	71.2%	62.6%	58.9%	Acute		59.0%	71.4%	61.2%	16.6%
17	94.6%	96.3%	99.2%	97.5%	Acute Rehab		97.5%	97.1%	96.3%	0.9%
18	87.4%	91.1%	86.3%	78.9%	Psychiatric		78.9%	87.4%	81.1%	7.8%
19	88.2%	77.0%	70.4%	66.7%	TOTAL		66.7%	76.8%	70.1%	9.6%
20	53.3%	52.8%	48.9%	51.7%	Nursery		51.7%	52.2%	51.1%	2.2%
ADMISSIONS										
21	576	523	589	617	Acute		5,446	5,257	5,476	-4.00%
22	50	53	57	57	Acute Rehab		507	484	495	-2.22%
23	45	52	66	63	Psychiatric		558	454	548	-17.15%
24	671	628	712	737	TOTAL		6,511	6,195	6,519	-4.97%
25	177	163	173	172	Nursery		1,519	1,564	1,528	2.36%
26	178	166	175	183	Deliveries		1,616	1,592	1,568	1.53%
DISCHARGES										
27	591	528	580	633	Acute		5,590	5,190	5,594	-7.22%
28	48	53	57	65	Acute Rehab		577	483	492	-1.83%
29	45	52	66	56	Psychiatric		498	453	546	-17.03%
30	684	633	703	754	TOTAL		6,665	6,126	6,632	-7.63%
31	162	151	157	156	Nursery		1,379	1,432	1,369	4.60%
AVERAGE LENGTH OF STAY										
32	6.8	5.8	5.2	4.7	Acute(Hospital wide no babies)		4.7	5.7	4.8	18.75%
33	14.1	12.2	12.9	12.7	Acute Rehab		12.6	13.2	12.8	3.12%
34	2.5	2.9	2.7	2.7	OB/Gyn		3.1	2.6	2.8	-7.14%
35	11.5	9.3	7.7	7.4	Psychiatric		7.4	10.0	7.7	29.87%
36	1.7	1.6	1.6	1.7	Nursery		1.7	1.6	1.6	0.00%
OUTPATIENT VISITS										
37	3,148	2,843	3,376	4,528	Emergency Room		40,025	30,333	39,990	-24.15%
38	539	481	509	571	ER Admits		5,048	4,645	5,003	-7.16%
39	80.3%	76.6%	71.5%	77.5%	ER Admits as a % of Admissions		77.5%	75.0%	76.7%	-2.30%
40	4,490	5,203	6,096	6,229	Clinic Visits		55,055	47,327	53,057	-10.80%
ANCILLARY PROCEDURES BILLED										
41	60,653	49,037	51,504	48,142	Lab Tests		425,513	472,932	427,206	10.70%
42	3,152	2,727	3,094	3,013	Radiology Procedures		26,629	28,463	30,968	-8.09%
43	187	192	206	210	MRI Procedures		1,855	1,763	1,757	0.34%
44	45	63	90	148	Nuclear Med Procedures		1,308	675	1,280	-47.27%
45	972	1,007	1,237	1,140	Ultrasound Procedures		10,075	9,900	9,682	2.25%
46	1,395	1,349	1,588	1,853	CT Scans		16,377	14,496	15,394	-5.83%
47	225	297	308	364	Surgeries		3,274	3,006	3,446	-12.77%
48	7.89	8.51	8.68	7.86	FTE'S PER AOB		7.86	8.18	7.92	3.28%
49	1,450.0	1,465.1	1,472.2	1,271.3	TOTAL PAID FTE'S		1,271.3	1,410.7	1,298.7	8.63%
50	5,696	4,810	5,255	5,015	ADJUSTED PATIENT DAYS		44,327	47,246	44,904	5.22%

STATEMENT OF REVENUES AND EXPENSES & CHANGES IN NET ASSETS-TREND-NORMALIZED
NATIVIDAD
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													
1 Patient Revenue:													
2 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	\$ 69,187,500				\$ 706,748,220
3 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	2,332,378				21,274,000
4 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	31,277,681				244,715,634
5 Total Patient Revenue	108,372,983	110,080,854	107,764,618	106,858,107	107,632,595	115,363,340	114,783,944	98,363,113	103,518,300				972,737,854
6 Deductions from revenue													
7 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	78,490,849				731,246,450
8 Bad Debt	5,810,435	3,985,636	3,289,758	2,044,119	3,030,736	2,482,925	1,332,700	1,828,643	2,008,714				25,611,866
9 Unable to Pay	198,523	183,548	105,354	112,097	236,157	161,823	272,566	270,434	316,526				1,862,826
10 Total Contractual Discounts	83,905,489	87,028,581	84,311,899	83,556,881	83,569,904	89,396,984	89,521,847	76,411,668	80,816,089				758,720,942
11 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	22,702,211				214,016,912
12 As a percent of Gross Revenue	22.58%	20.94%	21.76%	21.81%	22.17%	22.51%	22.01%	22.32%	21.93%				22.00%
13 Total Government Funding	5,875,865	6,422,375	5,446,330	7,359,941	5,690,945	5,192,491	5,112,591	8,155,601	6,643,533				55,899,672
14 Other Operating Revenue:													
15 Rent Income	115,028	116,045	116,225	116,224	116,225	115,753	116,224	159,565	117,961				1,089,248
16 Interest Income	226,937	226,937	219,616	344,086	219,616	226,937	221,497	235,765	232,378				2,153,769
17 NMIF Contribution	61,151	61,151	59,178	61,151	59,178	61,151	61,151	55,233	61,151				540,495
18 Other Income	606,176	292,810	295,493	318,962	367,237	233,363	349,855	198,304	1,271,651				3,933,851
19 Total Other Operating Revenue	1,009,290	696,943	690,512	840,423	762,256	637,204	748,727	648,867	1,683,141				7,717,363
20 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	31,028,885				277,633,947
E X P E N S E													
21 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	15,756,671				142,847,116
22 Registry	890,450	1,182,181	1,680,809	1,374,188	1,476,186	1,523,535	1,826,946	3,812,255	3,973,162				17,739,712
23 Phys/Residents SWB & Contract Fees	3,419,049	3,363,198	3,503,759	3,215,766	3,292,953	3,914,891	3,599,756	4,291,737	4,342,484				32,943,593
24 Purchased Services	2,837,656	3,000,463	3,257,830	3,384,603	3,585,479	3,616,722	3,139,369	3,055,013	3,142,261				29,019,366
25 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	2,872,928				27,343,064
26 Insurance	321,377	320,092	320,093	320,093	320,093	320,092	320,093	320,093	320,093				2,882,119
27 Utilities and Telephone	268,191	448,910	334,046	463,675	404,263	344,769	305,029	257,422	256,086				3,083,401
28 Interest Expense	175,382	163,968	(98,870)	(277,792)	69,186	172,660	88,997	68,997	68,997				421,523
29 Depreciation & Amortization	942,944	975,367	973,628	964,634	969,763	970,093	986,515	985,301	985,980				8,734,265
30 Other Operating Expense	483,959	776,259	579,531	683,866	648,311	685,917	563,821	601,366	673,875				5,696,515
31 TOTAL EXPENSE	30,392,516	28,927,201	28,589,112	28,451,084	28,984,089	30,386,730	30,310,781	32,293,644	32,395,547				270,710,704
32 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)	(1,366,662)				6,923,243
Normalization for Extraordinary Items													
33 Interest Anthem Arbitration	(730,230)	(730,230)	(730,230)	(974,844)	(974,844)	(244,614)	(244,614)	(244,614)	(244,614)				(5,118,834)
34 CARES Act Funding	-	-	-	(1,360,171)	-	-	-	-	-				(1,360,171)
35 DSH Final Settlement FY09-10	(277,658)	(658,108)	-	(156,950)	-	-	-	-	-				(1,092,716)
36 Families First C-19 Response	(1,007,888)	(1,388,338)	(730,230)	(2,491,965)	(974,844)	(244,614)	(244,614)	(244,614)	(244,614)				(7,571,721)
37 Total Extraordinary Items	\$ (47,755)	\$ (143,948)	\$ 280,219	\$ 558,541	\$ 356,959	\$ 1,163,107	\$ 568,020	\$ (1,782,345)	\$ (1,611,276)	\$ -	\$ -	\$ -	\$ (648,478)
38 NET INCOME BEFORE Extraordinary Items	\$ 917,888	\$ 1,388,338	\$ 1,300,668	\$ 3,609,047	\$ 1,688,762	\$ 2,570,828	\$ 1,380,654	\$ (2,340,364)	\$ (2,977,938)				\$ 6,274,765
CAPITAL CONTRIBUTIONS													
39 County Contribution													
40 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)	\$ (1,366,662)	\$ -	\$ -	\$ -	\$ 6,923,243

NATIVIDAD
STATEMENT OF REVENUES AND EXPENSES & CHANGES IN NET ASSETS
AS OF MARCH 31, 2021

	CURRENT MONTH				YEAR -TO -DATE			
	Actual	Budget	Variance fav. (unfav)		Actual	Budget	Variance fav. (unfav)	
			\$ VAR.	% VAR			\$ VAR.	% VAR
R E V E N U E								
Patient Revenue:								
1	\$	69,167,500	\$	70,450,645	\$	706,748,220	\$	622,692,778
2		3,073,119		1,944,493		21,274,000		17,186,831
3		31,277,681		32,170,736		244,715,634		284,347,764
4		103,518,300		104,565,874		972,737,854		924,227,373
5		78,490,849		77,716,714		731,246,450		686,915,474
6		2,008,714		3,919,458		25,611,666		34,642,951
7		316,526		420,251		1,862,826		3,714,475
8		80,816,089		82,056,423		758,720,942		725,272,900
9		22,702,211		22,509,451		214,016,912		198,954,473
10		21.93%		21.53%		22.00%		21.53%
11		6,643,533		4,823,004		55,899,672		42,629,133
12		117,961		115,347		1,089,248		1,019,516
13		232,378		226,937		2,153,769		2,005,829
14		61,151		61,151		540,495		540,495
15		1,271,651		347,166		3,933,851		3,068,496
16		1,683,141		750,601		7,717,363		6,634,336
17		31,028,885		28,083,056		277,633,947		248,217,942
18		15,756,671		16,115,015		142,715,200		142,435,900
19		3,973,162		72,353		17,739,712		639,510
20		4,342,484		3,436,705		33,075,509		30,376,043
21		3,142,261		2,987,834		29,019,396		26,408,606
22		2,872,928		2,214,740		27,343,064		19,575,447
23		320,093		308,025		2,882,119		2,722,543
24		259,096		286,357		3,083,401		2,531,033
25		68,997		220,850		421,523		1,952,030
26		985,980		1,044,973		8,734,265		9,236,216
27		673,875		532,054		5,696,515		4,702,703
28		32,395,547		27,218,906		270,710,704		240,580,031
29		(1,366,662)		864,150		6,923,243		7,637,911
30								
31		-		-		-		-
32		-		-		-		-
33		-		-		-		-
34	\$	(1,366,662)	\$	864,150	\$	6,923,243	\$	7,637,911
CAPITAL CONTRIBUTIONS								
County Contribution								
CHANGE IN NET ASSETS								

STATEMENT OF REVENUES AND EXPENSES AND CHANGES IN NET ASSETS PER ADJUSTED PATIENT DAY
AS OF MARCH 31, 2021

NATIVIDAD

		CURRENT MONTH				YEAR-TO-DATE			
		Actual		Budget		Actual		Budget	
		5,255		5,016		47,246		44,327	

NATIVIDAD
BALANCE SHEET
AS OF MARCH 31, 2021

	CURRENT MONTH			% CHG.	YEAR - TO - DATE			% CHG.
	BEGINNING	ENDING	INC/(DEC)		BEGINNING	ENDING	INC/(DEC)	
1	\$ 71,396,060	\$ 67,639,300	\$ (3,756,760)	(5.3)	\$ 66,424,055	\$ 67,639,300	\$ 1,215,245	1.8
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	52,667,583	50,549,300	(2,118,283)	(4.0)	39,317,759	50,549,300	11,231,541	28.6
5	34,375,373	42,765,924	8,390,551	24.4	41,690,999	42,765,924	1,074,925	2.6
6	5,434,146	5,578,420	144,274	2.7	5,048,912	5,578,420	529,508	10.5
7	6,855,567	6,522,726	(332,841)	(4.9)	6,264,737	6,522,726	257,989	4.1
8	222,984,347	213,501,288	(9,483,059)	(4.3)	170,556,462	213,501,288	42,944,826	25.2
9	332,814,041	334,311,990	1,497,949	0.5	325,201,149	334,311,990	9,110,841	2.8
10	(205,256,797)	(206,243,213)	(986,416)	(0.5)	(197,505,014)	(206,243,213)	(8,738,199)	(4.4)
11	127,557,244	128,068,777	511,533	0.4	127,696,135	128,068,777	372,642	0.3
12	181,445,727	181,038,339	(407,388)	(0.2)	193,003,625	181,038,339	(11,965,286)	(6.2)
13	-	-	-	-	-	-	-	-
14	-	-	-	-	-	-	-	-
15	-	-	-	-	-	-	-	-
16	\$ 531,987,318	\$ 522,608,404	\$ (9,378,914)	(1.8)	\$ 491,256,222	\$ 522,608,404	\$ 31,352,182	6.4
17	28,775,846	22,544,160	(6,231,686)	(21.7)	27,324,830	22,544,160	(4,780,670)	(17.5)
18	19,355,747	19,486,945	131,198	0.7	12,099,869	19,486,945	7,387,076	61.1
19	81,511,460	81,511,460	-	-	51,664,932	81,511,460	29,846,528	57.8
20	3,642,205	3,642,205	-	-	3,433,814	3,642,205	208,391	6.1
21	11,017,457	9,160,510	(1,856,947)	(16.9)	13,346,613	9,160,510	(4,186,103)	(31.4)
22	144,302,715	136,345,280	(7,957,435)	(5.5)	107,869,658	136,345,280	28,475,622	26.4
23	4,700,871	4,646,054	(54,817)	(1.2)	5,050,532	4,646,054	(404,478.0)	(8.7)
24	-	-	-	-	-	-	-	-
25	25,431,389	25,431,389	0	-	29,073,594	25,431,389	(3,642,205)	(12.5)
26	30,132,260	30,077,443	(54,817)	(0.2)	34,124,126	30,077,443	(4,046,683)	(11.9)
27	349,262,438	349,262,438	-	-	349,262,438	349,262,438	-	-
28	8,289,905	6,923,243	(1,366,662)	(16.5)	-	6,923,243	6,923,243	100.0
29	357,552,343	356,185,681	(1,366,662)	(0.4)	349,262,438	356,185,681	6,923,243	2.0
30	\$ 531,987,318	\$ 522,608,404	\$ (9,378,914)	(1.8)	\$ 491,256,222	\$ 522,608,404	\$ 31,352,182	6.4

NATIVIDAD
STATE AND COUNTY RECEIVABLES

AS OF 03/31/21

BALANCE SHEET

	Bsq. Balance	Accruals	Rec'd and Adj	Payment LUMP Final Ret'n	GPP PRIME/CARES	IGT	Payments	Ending Balance
Medi-Cal Waiver (DSH +SNCP)	\$ 6,722,908	18,391,786				21,491,664	(45,039,170)	3,567,188
Hospital Fee	-	850,574					(850,574)	-
Rate Range IGT-CCAH-	5,562,092	6,080,546						11,642,638
MCMC EPP	7,864,092	5,825,312				8,256,679	(11,897,409)	10,048,674
MCMC QIP	18,519,196	10,224,796				9,221,285	(27,740,481)	10,224,796
SB1732	1,067,767	2,927,672					(2,781,391)	1,214,048
AB 915	-	2,702,462						2,702,462
Medical GME	1,925,521	898,638					(5,412,426)	100,000
CARES ACT Funding	(3,651,146)		5,118,834		180,590		(2,201,529)	(553,251)
A/R UCSF & Touro University	-	27,400						27,400
A/R Seaside Clinic	-		81,117				(81,117)	-
A/R Office Buildings	39,425	1,110,319					(1,040,982)	108,761
Medical HPE	-	634,422					(634,422)	-
Interest Accrued Positive Cash	-	2,005,828					(1,346,980)	658,848
Accrued Donations	1,574,818	540,495					(484,678)	1,630,635
A/R Jail-PC&E	(3,302)	832,717					(747,615)	81,800
Health Department	69,628	1,351,136					(1,010,430)	410,334
A/R Radiology Group	-	901,591						901,591.00
STATE RECEIVABLES	\$ 41,690,998	\$ 55,305,694	\$ 5,199,951	\$ -	\$ 180,590	\$ 41,657,895	\$ (101,269,205)	\$ 42,765,924

P & L

YTD
Mar-21

Medi-Cal DSH /SNCP/PHYS SPA	\$ 10,631,957
PRIME	9,120,000
Rate Range IGT-CCAH-	6,080,546
Esperanza Care	(1,501,371)
Family First C-19 Response-FMAP Enhance-	1,092,716
EMS/ Maddy Funds	166,059
CARES Act Funding	5,118,834
HPE	634,422
Hospital Fee	850,574
MCMC EPP	5,825,312
HD Residency Support	(375,344)
MCMC QIP	10,224,796
AB915	2,702,462
Medical GME	898,638
Medicare GME	1,502,398
SR 1732	2,927,672
VERNMENT FUNDING INCOME	\$ 55,899,672

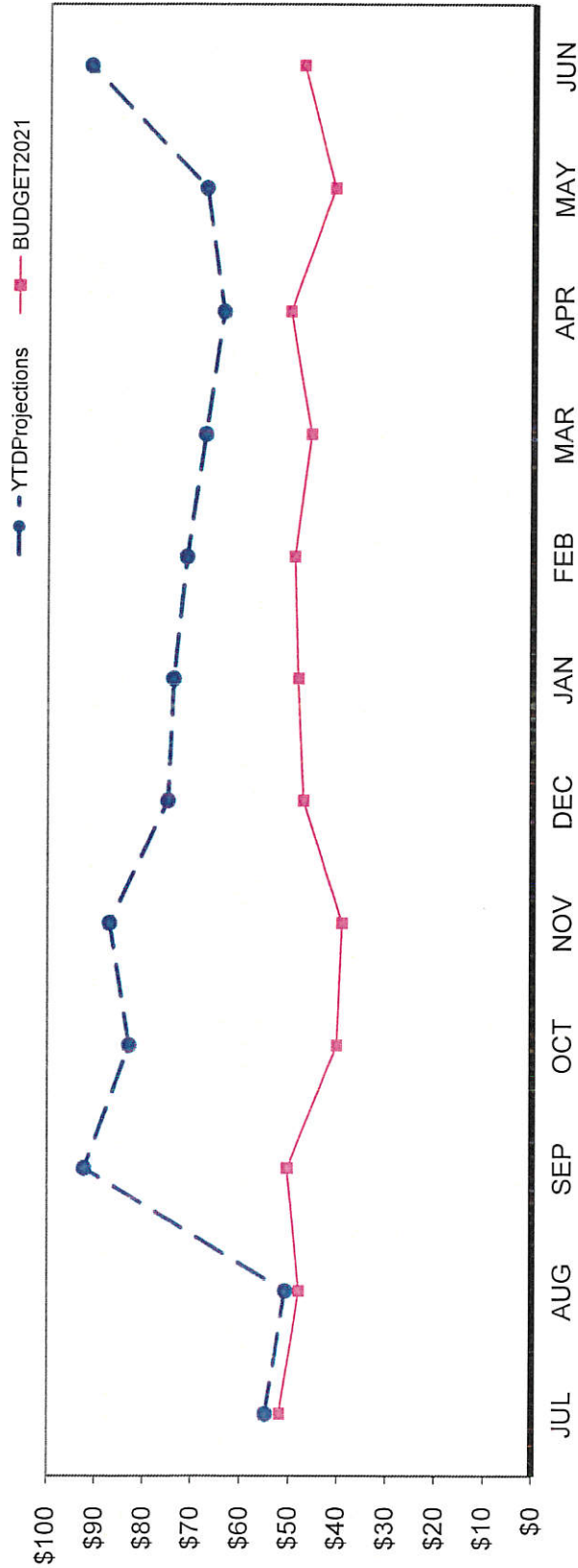
**NATIVIDAD
STATEMENT OF CASH FLOWS
AS OF MARCH 31, 2021**

	CURRENT MONTH	YEAR - TO - DATE
1	\$ 71,396,060	\$ 66,424,055
2		
3	(1,366,662)	6,923,243
4	-	-
5	986,416	8,738,199
6	(380,246)	15,661,442
7		
8	2,118,283	(11,231,541)
9	3,419,449	10,735,075
10	188,567	(787,497)
11	(6,231,686)	(4,780,670)
12	131,198	7,387,276
13	-	(10,599,090)
14	-	208,591
15	(1,856,947)	(4,186,103)
16	(2,231,136)	(13,253,959)
17		
18		
19	(1,497,949)	(9,110,841)
20	-	-
21	(1,497,949)	(9,110,841)
22		
23	(54,817)	(4,046,683)
24	407,388	11,965,286
25	-	-
26	352,571	7,918,603
27	(3,756,760)	1,215,245
28	\$ 67,639,300	\$ 67,639,300

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	12,425,000	3,600,000
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	709,219	409,219
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	1,934,700	582,700
Medical GME	-	898,614	-
DHS Audit Final FY2010	-	1,300,000	1,300,000
EMS/ Maddy	-	166,059	166,059
Provider Fee	950,000	1,087,423	137,423
	<u>\$ 56,787,000</u>	<u>\$ 70,886,578</u>	<u>\$ 13,200,964</u>

Cash Flow Performance Fiscal Year 2021 (in Millions)



Months	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	67.6	63.9	67.6	91.5
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	21.8	13.7	26.5	43.8

NATIVIDAD
CASH FORECAST
FISCAL YEAR 2021

	ACTUAL JUL	ACTUAL AUG	ACTUAL SEP	ACTUAL OCT	ACTUAL NOV	ACTUAL DEC	ACTUAL JAN	ACTUAL FEB	ACTUAL MAR	ESTIMATE APR	ESTIMATE MAY	ESTIMATE JUN	Total YTD
Beginning Balance	56,411,941	54,847,068	50,732,983	52,272,171	53,043,021	57,064,282	75,125,272	74,019,350	71,988,102	67,653,309	63,850,439	67,597,350	66,411,941
CASH RECEIPTS													
Patient Revenues (incl pro fees and lab exp)	22,793,778	18,345,926	26,041,270	22,519,947	20,726,743	21,954,962	20,311,163	22,873,113	25,074,131	21,752,547	21,752,547	21,752,547	285,940,195
Provider Fee					425,287					79,187			425,287
RR 167 CCA-1													20,907,873
H-HS/ CARE Stimulus -COVID19-	277,650	658,108	-	2,177,869	2,059	394,163	1,131,360	-	436,973	333,333	333,333	333,333	3,113,655
SHORT DOYLE	-	360,065	-	779,482									4,112,702
HPE	-	-	-	-									25,479
Foundation Donations	454,335	-	-	-			14,299	356,544	277,876	25,479	25,479	25,479	710,659
HEALTH/DEPART/MENT RETMB	-	-	-	-					11,065				479,609
ACAL GME	-	1,965,908	2,465,037	-	287,567	423,041	495,41	276,280	141,667	141,667	141,667	141,667	5,412,427
AB915		2,760,787							495,741				3,741,464
GPP FY19-19													2,760,787
GPP FY20-21													19,505,462
COP													58,440,481
EPP													25,500,000
Phys SPA													1,960,171
Final Settlement DSH 167 FY09-10													4,317,023
DSH GRE Final Reconciliation FY08-09													16,007,865
PRIME													11,810,000
Seaside Clinic													2,781,381
SB1732													6,331,405
GPP Y5 FY19-20 Q4	159,860	159,860		6,331,405	159,860	239,700	159,860	159,860	144,100	144,100	144,100	144,100	1,934,700
JAKE BIWEEKLY	21,147	157,862		159,860	228,262	66,459	125,007	237,437	80,538	113,176	113,176	113,176	1,313,728
GME													166,059
Fund 404 Transfer	1,196,107	2,747,251	2,747,251	254,943	1,158,177	351,599	1,359,891	533,084	404,523	4,557,650	10,040,152	6,726,911	29,299,986
167 Sub-Fund Transfer In/(Out)	13,160,526	5,662,765		780,628				704,281					18,609
Interest Income	322,633	30,772		780,628									25,105,374
Miscellaneous Revenue	30,772	256,783		95,958	18,199	183,080	225,235	160,560	163,867	158,110	158,110	158,110	2,833,310
Total Cash Receipts	24,000,551	38,027,350	84,858,781	41,021,326	37,271,623	23,593,314	26,361,400	33,927,783	41,275,384	46,624,410	61,485,631	57,820,027	520,372,351
CASH DISBURSEMENTS													
Purchased Services and Supplies	10,113,586	9,013,465	5,363,779	7,868,772	8,911,904	11,103,707	7,827,203	12,367,792	15,115,815	7,087,601	7,087,601	7,087,601	109,348,626
ID Residency Support													250,000
PRIME 167													7,119,404
167 MEDICAL GME	1,026,852	870,108		229,528	6,248,296		229,527						2,688,267
167 SPY018-19 GPP-Final	1,380,004	1,202,360		229,528									1,380,004
167 GPP 6 mos extension FY20-21													10,554,473
167 QIP													18,789,545
167 EPP													6,256,679
Building Lease / Rental Equipment	247,612	427,032	298,213	272,251	381,759	394,782	307,494	363,312	491,376	247,612	247,612	247,612	3,933,746
COP Principal & Interest Payments													4,961,601
Payroll and Benefits	15,515,558	15,992,978	22,855,879	15,345,084	15,534,409	15,769,330	17,711,570	16,669,756	23,507,472	17,198,566	17,198,566	17,198,566	211,084,316
Expenses Care	18,080			48,750		18,375	18,375	316,156					730,921
GPP													2,408,858
FY20-21 MH MQU	5,858,506		2,428,658										5,858,506
Data Processing													993,300
DSH 167/GRE Final Reconciliation FY09-10													3,600,000
Med-COI Final Settlement FY11-12													5,807,014
RR 167 FY19-20													2,783,106
GPP Share Transfer to Clinics - Bt FY4													503,850
Transfer From 451 to 404 & 167 Fund													39,174,084
Capital Expenses Fund 404													29,299,986
Capital Expenditures	1,425,392	19,800	269,268	1,681,358	432,810	1,367,275	1,105,116	1,352,056	1,467,848	1,680,588	3,702,896	2,460,809	18,974,833
Total Cash Disbursements	35,595,403	43,085,576	43,389,453	50,250,476	33,230,657	35,552,328	30,467,472	36,557,971	45,141,187	50,337,281	57,779,020	33,944,984	495,311,818
Increase/(Decrease)	(11,564,852)	(4,064,228)	41,489,308	(9,229,150)	4,041,266	(11,669,019)	(1,105,802)	(2,630,188)	(3,705,793)	(3,732,870)	3,706,911	23,875,034	25,060,443
Ending Cash Fund 451	54,847,068	50,782,803	92,272,171	83,043,021	87,084,287	75,125,272	74,019,350	71,988,102	67,623,309	63,850,439	67,597,350	91,472,384	91,472,384
(-) Cash In Transit													
(-) Petty Cash and CC													
Ending Cash as per G/L	3,514	5,068	5,724	8,484	5,017	5,281	5,281	6,958	15,991	3,680	3,680	3,680	
	54,850,603	50,787,932	92,277,895	83,049,485	87,089,304	75,130,553	74,024,631	71,995,060	67,639,300	63,854,119	67,601,030	91,476,064	
Fund 404													
Beginning Balance	72,742,911	72,742,911	71,546,804	68,799,553	68,544,910	67,366,433	67,034,524	65,684,633	65,171,549	64,767,026	60,209,976	50,169,824	
Transfer From Fund 451													
Transfer Out Fund 404	-	(1,196,107)	(3,747,251)	(254,943)	(1,158,177)	(351,599)	(1,359,891)	(533,084)	(404,523)	(4,557,650)	(10,040,152)	(6,726,911)	
Ending Cash Fund 404	72,742,911	71,546,804	68,799,553	68,544,910	67,366,433	67,034,524	65,684,633	65,171,549	64,767,026	60,209,976	50,169,824	43,442,913	
Fund 451 & 404													
Ending Cash Fund 451 & 404	127,590,000	122,329,667	161,071,724	151,592,531	154,470,720	142,159,796	139,713,923	136,560,651	132,390,325	124,102,415	117,767,174	134,915,297	