



Finance Committee Meeting 2021

August 13, 2021



Finance Committee Meeting

Friday, August 13, 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.

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

Call to Order

Marcia Atkinson, Chair

Roll Call

Agenda Additions/Corrections

Noemi Ferguson

Public Comments (Limited 3 minutes per speaker)

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

Approval of Minutes

1. Approve the Minutes of July 9, 2021 Finance Committee Meeting. *Pages 6-10*

Consent Items

2. Approve for consideration by the NMC Board of Trustees the Items in Attachment A. *Pages 11-22*

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 Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute renewal and amendment No. 6 to the agreement (A-12753) with RBB Architects Inc. for architectural services for the Radiology Modernization Project at NMC pursuant to the Request for Qualifications (RFQ) # 9600-54, extending the agreement an additional four (4) month period (June 1, 2021 through October 1, 2021) for a revised full agreement term of September 23, 2014 through October 1, 2021. *Pages 23-24 (Andrea Rosenberg)*
4. Receive and Approve June 2021 Financial Report. *Pages 25-37* **Daniel Leon, CFO**

Adjournment

**NEXT FINANCE COMMITTEE MEETING:
FRIDAY, SEPTEMBER 10, 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, August 13, 2021** **Consent Items**

Attachment A

<p>1. <i>Pages 11-12</i></p>	<p>a. Authorize the Interim Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 4 to the Agreement (A-13417) with QVentus (formerly known as AnalyticsMD, Inc.) for operational decision support software services, extending the agreement an additional two (2) year period (October 29, 2021 through October 28, 2023), for a revised full agreement term of October 29, 2015 through October 28, 2023, and adding \$210,000 for a revised total agreement amount not to exceed \$781,000.</p>
<p>2. <i>Pages 13-14</i></p>	<p>a. Authorize the Interim Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement (A-14125) with Monarch Medical Technologies, LLC. for glucose management system enterprise software subscription services, extending the agreement an additional forty (40) month period (October 1, 2021 through January 31, 2025) for a revised full agreement term of October 1, 2018 through January 31, 2025, and adding \$87,026 for a revised total agreement amount not to exceed \$277,041.</p> <p>b. Authorize the Interim Chief Executive Officer 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%) (\$19,001) of the original cost of the agreement.</p>
<p>3. <i>Pages 15-16</i></p>	<p>a. Authorize the Interim Chief Executive Officer for Natividad or his designee to execute an Agreement with Lucile Salter Packard Children's Hospital at Stanford (LPCH) for Maternal Fetal Medicine Services at Natividad for an amount not to exceed \$348,480 for the period September 1, 2021 through August 31, 2023; and</p> <p>b. Authorize the Interim Chief Executive Officer for Natividad 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%) of the original cost of the agreement per each amendment.</p>
<p>4. <i>Pages 17-18</i></p>	<p>a. Authorize the Interim Chief Executive Officer for Natividad or his designee to execute the First Amendment to the Professional and Call Coverage Services Agreement with Seunggu Jude Han, M.D. to provide neurosurgery services at Natividad adding \$340,000 for a revised not to exceed amount of \$1,040,000 and extending the term by twelve months (September 1, 2021 to August 31, 2022) for a revised full term of September 1, 2020 to August 31, 2022.</p> <p>b. Authorize the Interim Chief Executive Officer for Natividad or his designee to sign up to three (3) future amendments to this agreement where the total amendments do not significantly change the scope of work and do not cause an increase of more than ten percent 10% (\$70,000) of the original contract amount.</p>
<p>5. <i>Pages 19-20</i></p>	<p>a. Authorize the Interim Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute a non-standard agreement with American Registry for Internet Numbers, LTD. (ARIN), enabling NMC to obtain unique NMC Internet Protocol (IP) addresses to allow for multiple Internet Service Providers as part of Natividad Medical Center's Business Continuity, in an amount not to exceed \$1,000 for the period of August 1, 2021 through July 31, 2024; and</p> <p>b. Accept the non-standard language in the Agreement provided by ARIN as recommended by the Interim Chief Executive Officer for NMC; and</p> <p>c. Authorize the Interim Chief Executive Officer for NMC to sign renewals to the ARIN agreement and to issue purchase orders on an as-needed basis, incorporating the same non-</p>

	standard contract provisions, in an amount not to exceed \$100,000.
6. <i>Pages 21-22</i>	Authorize the Interim Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute renewal & amendment No. 3 to the agreement (A-13517) with Healthcare Coding and Consulting Services, LLC for US-based remote medical record coding and consulting services, extending the agreement an additional one (1) year period (August 22, 2021 through August 21, 2022) for a revised full agreement term of August 22, 2016 through August 21, 2022, and adding \$450,000 for a revised total agreement amount not to exceed \$2,277,000.



Finance Committee Meeting

Friday, July 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, Jeanne-Ann Balza, Nancy Buscher, Dr. Craig Walls, Ari Entin,
Tim Fitzgerald, Raquel Mojica

Call to Order

Marcia Atkinson, Chair

Roll Call

Present

***Marcia Atkinson
Libby Downey
Dr. Charles Harris
Dr. Chris Carpenter***

Not Present

None

Agenda Additions/Corrections

Noemi Ferguson

- Correction on Scheduled item# 5 – Should read "May 2021 Financial Report"

Public Comments (Limited 3 minutes per speaker)

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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 June 11, 2021 Finance Committee Meeting.

MOTION: *Motion to approve the minutes of June 11, 2021 Finance Committee Meeting moved by Libby Downey, seconded by Dr. Chris Carpenter and approved by the following vote*

Roll call vote taken pursuant to Government Code 54953:
Dr. Charles Harris: AYE
Dr. Chris Carpenter: AYE
Marcia Atkinson: AYE
Libby Downey: AYE

Consent Items

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

MOTION: *Motion to approve Consent Items for consideration by the NMC Board of Trustees, Attachment A, item 1 through 3, moved by Libby Downey, seconded by Dr. Chris Carpenter, and approved by the following vote*

Roll call vote taken pursuant to Government Code 54953:
Dr. Charles Harris: AYE
Dr. Chris Carpenter: AYE
Marcia Atkinson: AYE
Libby Downey: AYE

Scheduled Items/Discussion Items

3. Review and approve for consideration by the NMC Board of Trustees the following request which is in the final stages of negotiation:
 - a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute the non-standard agreement with a State and Local Agency Server and Cloud Enrollment Agreement with Software House International (SHI), a Microsoft licensing reseller, for Microsoft Office 365 government services, data backup software, subscriptions, and associated maintenance/support, for the period of September 1, 2021 through August 31, 2024, for an amount not to exceed \$2,693,035; and
 - b. Accept non-standard contract provisions as recommended by the Chief Executive Officer for NMC; and
 - c. Authorize the Chief Executive Officer for NMC to sign order confirmations on an as-needed basis pursuant this Agreement over the period of September 1, 2021 through August 31, 2024. (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. Chris Carpenter and approved by the following vote*

Roll call vote take pursuant to Government Code 54953:
Dr. Charles Harris: AYE
Dr. Chris Carpenter: AYE
Marcia Atkinson: AYE
Libby Downey: AYE

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

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No.4 to the agreement (A-13620) with The CBORD Group, Inc. for food and nutrition software and maintenance services, extending the agreement an additional one (1) year period (August 1, 2021 through July 31, 2022) for a revised full agreement term of July 11, 2017 through July 31, 2022, and adding \$31,485 for a revised total agreement amount not to exceed \$178,796.
- b. Authorize the Chief Executive Officer for NMC or his designee to execute one (1) future amendment to the agreement which does not significantly alter the scope of work and does not cause an increase of more than ten percent (10%) (\$10,977) of the original cost of the agreement.
(Tim Fitzgerald)

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

Roll call vote take pursuant to Government Code 54953:

Dr. Charles Harris: AYE

Dr. Chris Carpenter: AYE

Marcia Atkinson: AYE

Libby Downey: AYE

5. Receive and Approve ~~June~~ May 2021 Financial Report.

Daniel Leon, CFO

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

Roll call vote taken pursuant to Government Code 54953:

Dr. Charles Harris: AYE

Dr. Chris Carpenter: AYE

Marcia Atkinson: AYE

Libby Downey: AYE

Adjournment at 8:52am

Marcia Atkinson, Chair

Recorded by Noemi Ferguson



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

1.	<ul style="list-style-type: none">a. Authorize the Chief Executive Officer for Natividad or his designee to execute the Fourth Amendment to the Professional and Call Coverage Services Agreement (A-13611) with Mohamed Kerala Serio, M.D. to provide cardiology services, extending the term by twelve months (August 1, 2021 to July 31, 2022) for a revised full agreement term of July 1, 2017 to July 31, 2022, and adding \$610,000 for a revised total not to exceed amount of \$3,100,000 in the aggregate; andb. Authorize the Deputy Purchasing Agent for NMC to sign up to three (3) future amendments to this agreement where the amendments do not significantly change the scope of work, and do not cause an increase of more than ten percent 10% (\$122,000) of the original contract amount.
2.	<ul style="list-style-type: none">a. Authorize the Chief Executive Officer for Natividad or his designee to execute the Second Amendment to the Professional and Call Coverage Services Agreement (A-14453) with Advanced Gastroenterology of Monterey County to provide gastroenterology services extending the term by twelve months (August 1, 2021 to July 31, 2022) for a revised full agreement term of August 1, 2019 to July 31, 2022, and adding \$650,000 for a revised total not to exceed amount of \$1,950,000 in the aggregate; andb. Authorize the Chief Executive Officer for Natividad or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not significantly change the scope of work and do not cause an increase of more than ten percent 10% (\$65,000) of the original contract amount.
3.	<ul style="list-style-type: none">a. Amend the FY 2021-2022 Health Department Budget to delete 2.0 FTE Psychiatric Social Worker I positions as indicated in the Attachment A; andb. Amend the FY 2021-2022 Natividad Medical Center Budget to add 2.0 FTE Psychiatric Social Worker I positions as indicated in the Attachment A; andc. Direct the County Administrative Office and the Auditor-Controller to incorporate the position changes in the FY 2021-2022 Adopted Budget, and the Human Resources Department to implement the changes in the Advantage HRM system.

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

QVentus Amendment No. 4

Legistar Number:

..Title

a. Authorize the Interim Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 4 to the Agreement (A-13417) with QVentus (formerly known as AnalyticsMD, Inc.) for operational decision support software services, extending the agreement an additional two (2) year period (October 29, 2021 through October 28, 2023), for a revised full agreement term of October 29, 2015 through October 28, 2023, and adding \$210,000 for a revised total agreement amount not to exceed \$781,000.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

a. Authorize the Interim Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 4 to the Agreement (A-13417) with QVentus (formerly known as AnalyticsMD, Inc.) for operational decision support software services, extending the agreement an additional two (2) year period (October 29, 2021 through October 28, 2023), for a revised full agreement term of October 29, 2015 through October 28, 2023, and adding \$210,000 for a revised total agreement amount not to exceed \$781,000.

SUMMARY/DISCUSSION:

Qventus (formerly AnalyticsMD) is an operational decision support software system used by Natividad Medical Center's Emergency Department (ED) and inpatient units that has been implemented to improve department efficiency and productivity. The software utilizes real time patient flow data, such as registration data, staffing ratios, door to physician times, etc. to improve operational performance. This product provides real time reporting, as well as, predictive analytics tools. Through dashboards, alerts, and daily/weekly summaries of data, hospital management and administration teams can identify trends and look for the root causes of inefficiencies. Front line staff use the real time dashboards to monitor patient flow and are prompted to focus on problem areas to prevent bottlenecks. The tool also possesses predictive analytics functionality. Based on the real time dashboards, future trends in patient census are predicted which can automatically trigger alerts and notifications to front line staff to facilitate operational decisions that can alleviate staffing and patient discharge and admission bottlenecks.

NMC is requesting to amend the current Agreement to extend the term for two additional years to cover ongoing operational software subscription and maintenance fees.

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. This amendment No. 4 has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on August 13, 2021.

FINANCING:

The cost for amendment No. 4 is \$210,000 of which \$105,000 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 agreement facilitates the enhanced operational performance of the Emergency Department. This improves efficiency and accuracy with regards to patient care which equates to improved healthcare and equitable health opportunities at NMC.

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

Prepared by: Raquel Mojica, IT Business Operations Manager, 783-2812

Approved by: Charles Harris, MD, Interim Chief Executive Officer, 783-2785

Attachments:

- QVentus Amendment No. 4
- QVentus Renewal and Amendment No. 3
- QVentus Renewal and Amendment No. 2
- QVentus Renewal and Amendment No. 1
- QVentus Software Services Agreement

Attachments on file with the Clerk of the Board

..Title

- a. Authorize the Interim Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement (A-14125) with Monarch Medical Technologies, LLC. for glucose management system enterprise software subscription services, extending the agreement an additional forty (40) month period (October 1, 2021 through January 31, 2025) for a revised full agreement term of October 1, 2018 through January 31, 2025, and adding \$87,026 for a revised total agreement amount not to exceed \$277,041.
- b. Authorize the Interim Chief Executive Officer 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 then percent (10%) (\$19,001) of the original cost of the agreement.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

- a. Authorize the Interim Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement (A-14125) with Monarch Medical Technologies, LLC. for glucose management system enterprise software subscription services, extending the agreement an additional forty (40) month period (October 1, 2021 through January 31, 2025) for a revised full agreement term of October 1, 2018 through January 31, 2025, and adding \$87,026 for a revised total agreement amount not to exceed \$277,041.
- b. Authorize the Interim Chief Executive Officer 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 then percent (10%) (\$19,001) of the original cost of the agreement.

SUMMARY/DISCUSSION:

Endotool is a clinical decision support software that provides personalized recommendations for insulin therapy to better control the patient's glycemic rates in a more automated fashion. Instead of the provider choosing from multiple order sets, it gives the provider the ability to order Endotool management and the nurse follows the instructions from Endotool rather than hand calculating insulin dosage. The software is built using NMC's policies, procedures and protocols that define insulin management and glycemic control. The system is HIPAA compliant and integrates with Meditech. This product has been shown to decrease the time it takes to have a patient's glucose level under control, reduces the number of hyper- and hypoglycemic events and improves patient outcomes and care.

NMC is requesting an extension of the current agreement for an additional forty (40) month period.

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 August 13, 2021.

FINANCING:

The cost for this amendment No. 1 is \$87,026 of which \$ 28,436 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 agreement facilitates the enhanced operational performance of Natividad Medical Center. This provides NMC with the additional support it needs to be able to provide reliable and quality patient care thus improving the health and quality of life for patients and their families.

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

Prepared by: Raquel Mojica, IT Business Applications Manager, 831-783-2812
Approved by: Charles R. Harris, Interim Chief Executive Officer, 783-2504

Attachments:
Monarch Medical Technologies, LLC Amendment 1
Monarch Medical Technologies, LLC Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Lucile Salter Packard Children's Hospital Agreement

..Title

- a. Authorize the Interim Chief Executive Officer for Natividad or his designee to execute an Agreement with Lucile Salter Packard Children's Hospital at Stanford (LPCH) for Maternal Fetal Medicine Services at Natividad for an amount not to exceed \$348,480 for the period September 1, 2021 through August 31, 2023; and
- b. Authorize the Interim Chief Executive Officer for Natividad 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%) of the original cost of the agreement per each amendment.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

- a. Authorize the Interim Chief Executive Officer for Natividad or his designee to execute an Agreement with Lucile Salter Packard Children's Hospital at Stanford (LPCH) for Maternal Fetal Medicine Services at Natividad for an amount not to exceed \$348,480 for the period September 1, 2021 through August 31, 2023; and
- b. Authorize the Interim Chief Executive Officer for Natividad 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%) of the original cost of the agreement per each amendment.

SUMMARY/DISCUSSION:

Natividad offers comprehensive maternal care services including antepartum, intrapartum and postpartum care to women in Monterey County. American College of Obstetricians and Gynecologist recommends Level III maternal centers to have board certified maternal fetal medicine (MFM) physician be available for consultation and management of highly complex, critically ill, or unstable maternal patients.

Natividad would like to enter into an agreement LPCH to provide the MFM services. LPCH will also provide administrative services including clinical education and review of policies and procedures related to MFM. 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, and the Auditor-Controller has reviewed and approved as to payment provisions. The Agreement has also been reviewed and approved by Natividad's Finance Committee and Board of Trustees.

FINANCING:

The cost for this Agreement is \$348,480 of which \$174,240 is included in the Fiscal Year 2021/2022 Adopted Budget. Amounts for remaining years of the Agreement will be included in those budgets as appropriate. There is no impact to the General Fund.

Prepared by: Jeanne-Ann Balza, Director of Physician Services, 758.2506
Approved by: Charles R. Harris, Interim Chief Executive Officer, 783-2553

Attachments:
Agreement

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Seunggu Jude Han, M.D. First Amendment

..Title

- a. Authorize the Interim Chief Executive Officer for Natividad or his designee to execute the First Amendment to the Professional and Call Coverage Services Agreement with Seunggu Jude Han, M.D. to provide neurosurgery services at Natividad adding \$340,000 for a revised not to exceed amount of \$1,040,000 and extending the term by twelve months (September 1, 2021 to August 31, 2022) for a revised full term of September 1, 2020 to August 31, 2022.
- b. Authorize the Interim Chief Executive Officer for Natividad or his designee to sign up to three (3) future amendments to this agreement where the total amendments do not significantly change the scope of work and do not cause an increase of more than ten percent 10% (\$70,000) of the original contract amount.

..Report

RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Authorize the Interim Chief Executive Officer for Natividad or his designee to execute the First Amendment to the Professional and Call Coverage Services Agreement with Seunggu Jude Han, M.D. to provide neurosurgery services at Natividad adding \$340,000 for a revised not to exceed amount of \$1,040,000 and extending the term by twelve months (September 1, 2021 to August 31, 2022) for a revised full term of September 1, 2020 to August 31, 2022.
- b. Authorize the Interim Chief Executive Officer for Natividad or his designee to sign up to three (3) future amendments to this agreement where the total amendments do not significantly change the scope of work and do not cause an increase of more than ten percent 10% (\$70,000) 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 neurosurgeons provide dedicated call coverage with a 30 minute response time for Level II Trauma Centers. In order to provide 24/7 care, it is necessary to develop and sustain a core team of quality neurosurgeons made up of independent contract physicians to provide daily call coverage in the Emergency Department and follow-up care to patients in the Intensive Care Unit and Specialty Clinic.

Natividad would like to amend the agreement with Seunggu Jude Han, M.D., a board certified neurosurgeon, so that he can continue to provide neurosurgical services as part of the comprehensive trauma services required for the Level II Trauma Center. Dr. Han will provide inpatient and outpatient services, procedures in the operating room, primary and backup call coverage in the emergency department as well medical director services for the neurosurgery department. Natividad has obtained an independent opinion of fair market value supporting the payment terms of this Agreement.

OTHER AGENCY INVOLVEMENT:

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

FINANCING:

The cost of this Amendment is \$340,000. The total not to exceed amount of this Agreement is \$1,040,000. The actual cost is contingent upon Dr. Han's participation in the call panel which may fluctuate based on his availability. Natividad has agreements with multiple providers to ensure sufficient coverage of the neurosurgery services where the total expenditure will not exceed \$1,300,000 annually which is included in Fiscal Year 2021/2022 adopted budget. The remaining balance will be budgeted in subsequent fiscal years. There is no impact to the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

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

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

Prepared by: Jeanne-Ann Balza, Director of Physician Services, 783.2506
Approved by: Dr. Charles Harris, Interim Chief Executive Officer, 783.2553

Attachments:
First Amendment
Agreement

MONTEREY COUNTY BOARD OF SUPERVISORS **BOARD REPORT**

American Registry for Internet Numbers Agreement

Legistar Number:

..Title

- a. Authorize the Interim Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute a non-standard agreement with American Registry for Internet Numbers, LTD. (ARIN), enabling NMC to obtain unique NMC Internet Protocol (IP) addresses to allow for multiple Internet Service Providers as part of Natividad Medical Center's Business Continuity, in an amount not to exceed \$1,000 for the period of August 1, 2021 through July 31, 2024; and
- b. Accept the non-standard language in the Agreement provided by ARIN as recommended by the Interim Chief Executive Officer for NMC; and
- c. Authorize the Interim Chief Executive Officer for NMC to sign renewals to the ARIN agreement and to issue purchase orders on an as-needed basis, incorporating the same non-standard contract provisions, in an amount not to exceed \$100,000.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

- a. Authorize the Interim Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute a non-standard agreement with American Registry for Internet Numbers, LTD. (ARIN), enabling NMC to obtain unique NMC Internet Protocol (IP) addresses to allow for multiple Internet Service Providers as part of Natividad Medical Center's Business Continuity, in an amount not to exceed \$1,000 for the period of August 1, 2021 through July 31, 2024; and
- b. Accept the non-standard language in the Agreement provided by ARIN as recommended by the Interim Chief Executive Officer for NMC; and
- c. Authorize the Interim Chief Executive Officer for NMC to sign renewals to the ARIN agreement and to issue purchase orders on an as-needed basis, incorporating the same non-standard contract provisions, in an amount not to exceed \$100,000.

SUMMARY/DISCUSSION:

ARIN, a nonprofit member-based organization, supports the operation of the Internet through the management of Internet number resources throughout its service region, including the United States. ARIN is solely responsible for registration, allocation and assignment of Internet resources, i.e., allocating a unique "address" identifying individual networks on the Internet. As a practical matter, in the United States, Internet identifiers such as blocks of Internet addresses are only available from ARIN.

The proposed agreement is non-standard for the County, but is based upon a standard agreement that ARIN uses throughout the United States and Canada, including with other governmental bodies. The Interim Chief Executive Officer for NMC is recommending approval of this agreement.

OTHER AGENCY INVOLVEMENT:

The Office of County Counsel reviewed this Agreement as to form but has declined to approve, and the Auditor-Controller reviewed and approved as to payment provisions. The Agreement was reviewed and approved by NMC's Finance Committee and by its Board of Trustees on August 13,

2021.

FINANCING:

The cost for this agreement is \$1,000 of which \$700 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 agreement facilitates the maintenance and support of NMC's internet systems and applications that support NMC's patient care systems and hospital computing operations.

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

Prepared by: Ari Entin, Chief Information Officer, 831-783-2564

Approved by: Dr. Chad Harris, Interim Chief Executive Officer, 831-783-2504

Attachments:

American Registry for Internet Numbers Registration Service Agreement

Attachments on file with the Clerk of the Board

MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

Healthcare Coding and Consulting Services, LLC Renewal & Amendment No. 3 Legistar Number:

..Title

a. Authorize the Interim Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute renewal & amendment No. 3 to the agreement (A-13517) with Healthcare Coding and Consulting Services, LLC for US-based remote medical record coding and consulting services, extending the agreement an additional one (1) year period (August 22, 2021 through August 21, 2022) for a revised full agreement term of August 22, 2016 through August 21, 2022, and adding \$450,000 for a revised total agreement amount not to exceed \$2,277,000.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

a. Authorize the Interim Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute renewal & amendment No. 3 to the agreement (A-13517) with Healthcare Coding and Consulting Services, LLC for US-based remote medical record coding and consulting services, extending the agreement an additional one (1) year period (August 22, 2021 through August 21, 2022) for a revised full agreement term of August 22, 2016 through August 21, 2022, and adding \$450,000 for a revised total agreement amount not to exceed \$2,277,000.

SUMMARY/DISCUSSION:

Healthcare Coding and Consulting Services (HCCS) provides remote coding support, utilizing International Classification of Diseases Tenth Revision (ICD10-CM/PCS), Current Procedural Terminology (CPT), Evaluation /Management Levels (E/M), HCPCs Medical Supply conventions to Natividad designated medical encounters and Education and Training to Natividad as changes occur within the coding spectrum.

HCCS require their coding staff to possess coding credentials. The coders must also maintain their credentials annually, by attending education and training for their specific coding discipline.

Natividad began utilizing HCCS coding support for the Emergency Department in Sept 2016. This vendor was chosen due to the complexity and distinctiveness of our Emergency and Trauma encounters, which are comprise of multiple layers of treatment management, equipment, procedures and extensive documentation. HCCS appends the medical charges to the Emergency and Labor Delivery Emergency Department accounts, which allows the supportive nursing staff to provide care to the patients. HCCS provides coding support for our inpatient encounters to ensure accuracy and timely reimbursement.

HCCS has layers of auditors to review complicated encounters; conduct monthly audits of the coding staff assigned to Natividad account, which meets the compliance requirement. The results are distributed, reviewed, discussed, recommendations to enhance beneficial outcomes for the organization are considered and often executed. HCCS also provides auditing and validation summary documentation of specific third-party payor accounts required service justification.

Natividad recognized with the increased volume of emergency/labor delivery emergency, trauma encounters and inpatient, the level of complexity with accurate coding these services; our existing coding staff are not capable of meeting the managements' level of expectations and demand.

As HCCS adheres to Natividad's mandated completion turnaround times, accuracy, compliance requirements and standards, it is critical and favorable for Natividad to retain HCCS as their coding support vendor.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this amendment as to legal form, and the Auditor-Controller has reviewed and approved as to payment provisions. The renewal & amendment No. 3 has also been reviewed and approved by Natividad's Finance Committee and by its Board of Trustees on August 13, 2021.

FINANCING:

The cost for this renewal & amendment No. 3 is \$450,000 of which \$450,000 is included in the Fiscal Year 2021-22 Adopted Budget.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The services rendered in this agreement provides Natividad with the additional support which is needed due to the credential requirements to ensure accurate appending coding for reimbursement, regulatory, patient care initiatives and data reporting.

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

Prepared by: Kim Williams-Neal, Director of HIM, 831-783-2440

Approved by: Charles R. Harris, Interim Chief Executive Officer, 783-2504

Attachments:

Healthcare Coding and Consulting Services, LLC Renewal & Amendment 3
Healthcare Coding and Consulting Services, LLC Amendment 2
Healthcare Coding and Consulting Services, LLC Amendment 1
Healthcare Coding and Consulting Services, LLC Agreement

Attachments on file with the Clerk of the Board

..Title

It is recommended the Board of Supervisors:

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute renewal and amendment No. 6 to the agreement (A-12753) with RBB Architects Inc. for architectural services for the Radiology Modernization Project at NMC pursuant to the Request for Qualifications (RFQ) # 9600-54, extending the agreement an additional four (4) month period (June 1, 2021 through October 1, 2021) for a revised full agreement term of September 23, 2014 through October 1, 2021.

..Report

RECOMMENDATION:

It is recommended the Board of Supervisors:

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute renewal and amendment No. 6 to the agreement (A-12753) with RBB Architects Inc. for architectural services for the Radiology Modernization Project at NMC pursuant to the Request for Qualifications (RFQ) # 9600-54, extending the agreement an additional four (4) month period (June 1, 2021 through October 1, 2021) for a revised full agreement term of September 23, 2014 through October 1, 2021.

SUMMARY/DISCUSSION:

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

The construction was originally forecasted to occur over a 24-month period, with construction occurring into 4 phases to maintain services during the remodel. Construction started on September 4, 2018, and has currently completed 98% of the project. The Office of Statewide Health Planning and Development (OSHPD) requested a fully comprehensive building air balance report in area's that the air handler units in addition to the exhaust fans to verify air exchanges have not been changed this has caused a delay in occupancy. In addition to the air balance report the contractor is finalizing the commissioning of the new equipment and programing the Building Management System (BMS). Lastly during the project, a temporary hot lab, which supports the nuclear medicine procedure room has be verified by the state. State will determine based on a wipe test that there is not radiation hot spots outside of normal limits within the room. This test could take up to six additional weeks. The project has exceed the original project schedule and now is anticipated to be completed by the end of August of 2021. The remaining term of the contract will be billed as-needed through October 31, 2021. The cost for this add service will be \$84,000.

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

This Renewal and Amendment No. 6 will include extending the term of the agreement additional four (4) month period (June 1, 2021 through October 1, 2021) for a revised full agreement term of September 23, 2014 through October 1, 2021. A transfer of \$84,000 will be made from the approved capital project.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this renewal and amendment No. 6 as to legal form, and the Auditor-Controller has reviewed and approved as to payment provisions.

FINANCING:

The cost for Renewal and Amendment No. 6 is \$84,000 of which is included in the project contingency. There is no impact to the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

Improve patient care.

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

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

Approved by: Charles Harris, MD, Interim Chief Executive Officer, 783-2504

Attachments:

RBB Architects Inc. Renewal and Amendment No. 6
RBB Architects Inc. Renewal and Amendment No. 5
RBB Architects Inc. Amendment No. 4
RBB Architects Inc. Amendment No. 3
RBB Architects Inc. Amendment No. 2
RBB Architects Inc. Amendment No. 1
RBB Architects Inc. Agreement
Spend Sheet

Attachments on file with the Clerk of the Board

FINANCIAL STATEMENTS

JUNE 30, 2021

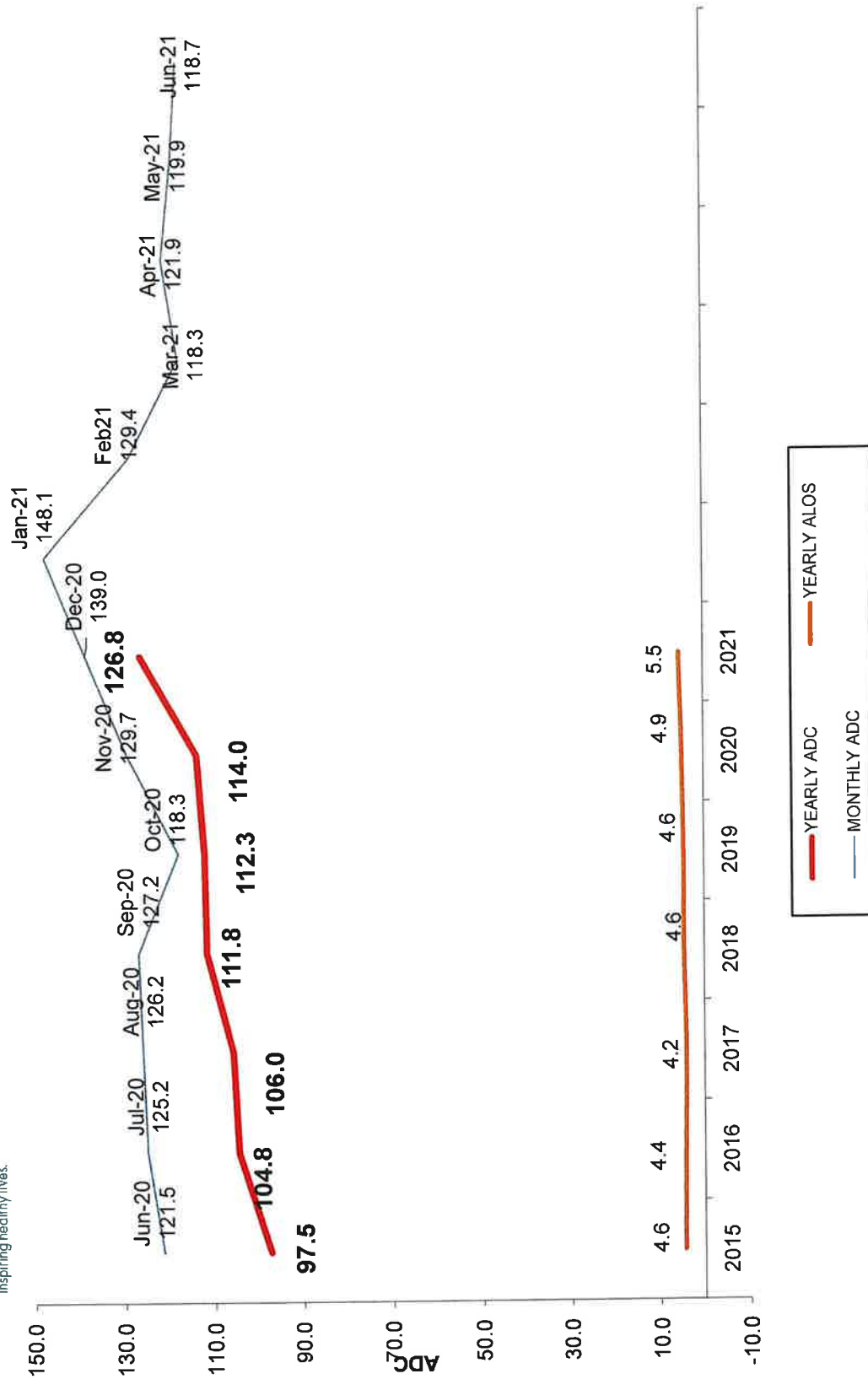
7/15/2021

FINANCIAL STATEMENTS

JUNE 30, 2021

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NATIVIDAD

STATISTICAL REPORT

JUNE 30, 2021

Month-To-Date					Year-To-Date					
04-21	05-21	06-21	Budget		Budget	Current	Prior Yr	%		
PT DAYS BY SERVICE					STAFFED BEDS					
					CY/PT					
1	225	146	168	201	NICU	15	2,448	2,293	2,693	-14.85%
2	1,629	1,767	1,643	1,505	Med/Surg	61	18,310	21,840	18,276	19.50%
3	205	175	167	189	ICU	10	2,297	3,568	2,535	40.75%
4	44	57	34	52	Peds	12	635	386	651	-40.71%
5	715	733	746	700	Acute Rehab	24	8,522	8,565	8,408	1.87%
6	325	291	287	263	OB/Gyn	27	3,194	3,517	3,396	3.56%
7	3,143	3,169	3,045	2,910	TOTAL ACUTE	149	35,406	40,169	35,959	11.71%
8	515	548	516	450	Psychiatric	19	5,475	6,107	5,764	5.95%
9	3,658	3,717	3,561	3,360	TOTAL DAYS	168	40,881	46,276	41,723	10.91%
10	268	313	280	278	Nursery	18	3,380	3,423	3,403	0.59%
AVERAGE DAILY CENSUS										
11	80.9	78.6	76.6	73.7	Acute	125	73.7	86.6	75.5	14.70%
12	23.8	23.6	24.9	23.3	Acute Rehab	24	23.3	23.5	23.0	2.17%
13	17.2	17.7	17.2	15.0	Psychiatric	19	15.0	16.7	15.8	5.70%
14	121.9	119.9	118.7	112.0	TOTAL	168	112.0	126.8	114.3	10.94%
15	8.9	10.1	9.3	9.3	Nursery	18	9.3	9.4	9.3	1.08%
PERCENTAGE OF OCCUPANCY										
16	64.7%	62.9%	61.3%	59.0%	Acute		59.0%	69.3%	60.4%	14.7%
17	99.2%	98.3%	103.8%	97.1%	Acute Rehab		97.1%	97.9%	95.8%	2.2%
18	90.5%	93.2%	90.5%	78.9%	Psychiatric		78.9%	87.9%	83.2%	5.7%
19	72.6%	71.4%	70.7%	66.7%	TOTAL		66.7%	75.5%	69.7%	8.3%
20	49.4%	56.1%	51.7%	51.7%	Nursery		51.7%	52.2%	51.7%	1.1%
ADMISSIONS										
21	629	668	632	596	Acute		7,255	7,184	7,087	1.37%
22	53	53	62	56	Acute Rehab		676	652	668	-2.40%
23	42	56	49	61	Psychiatric		743	601	707	-14.99%
24	724	777	743	713	TOTAL		8,674	8,437	8,462	-0.30%
25	176	184	185	166	Nursery		2,023	2,109	2,087	1.05%
26	179	186	189	177	Deliveries		0	2,146	2,140	0.28%
DISCHARGES										
27	619	646	630	612	Acute		7,447	7,058	7,165	-1.49%
28	52	54	57	63	Acute Rehab		768	646	663	-2.56%
29	42	54	47	55	Psychiatric		664	596	705	-15.46%
30	713	754	734	730	TOTAL		8,879	8,300	8,533	-2.73%
31	155	173	166	151	Nursery		1,837	1,926	1,858	3.66%
AVERAGE LENGTH OF STAY										
32	5.1	4.8	4.8	4.7	Acute(Hospital wide no babies)		4.7	5.5	4.9	12.24%
33	13.5	13.8	12.0	12.5	Acute Rehab		12.6	13.1	12.6	3.97%
34	2.8	2.4	2.5	2.6	OB/Gyn		3.0	2.6	2.7	-3.70%
35	12.3	9.8	10.5	7.4	Psychiatric		7.4	10.2	8.2	24.39%
36	1.5	1.7	1.5	1.7	Nursery		1.7	1.6	1.6	0.00%
OUTPATIENT VISITS										
37	3,561	4,005	4,174	4,383	Emergency Room		53,319	42,109	48,783	-13.68%
38	548	567	548	553	ER Admits		6,725	6,325	6,358	-0.52%
39	75.7%	73.0%	73.8%	77.6%	ER Admits as a % of Admissions		77.5%	75.0%	75.1%	-0.22%
40	5,830	5,465	5,937	6,028	Clinic Visits		73,340	64,538	66,251	-2.59%
ANCILLARY PROCEDURES BILLED										
41	51,002	49,822	52,853	46,589	Lab Tests		566,833	626,609	549,605	14.01%
42	3,201	3,123	3,326	2,915	Radiology Procedures		35,472	38,113	38,792	-1.75%
43	221	233	254	203	MRI Procedures		2,471	2,471	2,213	11.66%
44	60	84	129	143	Nuclear Med Procedures		1,742	948	1,508	-37.14%
45	1,213	1,215	1,271	1,103	Ultrasound Procedures		13,421	13,599	12,399	9.68%
46	1,730	1,791	2,015	1,793	CT Scans		21,816	20,032	19,332	3.62%
47	355	380	413	364	Surgeries		4,001	4,154	4,365	-4.83%
48	8.43	8.37	7.98	7.86	FTE'S PER AOB		7.86	8.19	8.15	0.49%
49	1,446.4	1,414.8	1,364.1	1,271.3	TOTAL PAID FTE'S		1,271.3	1,408.7	1,303.8	8.05%
50	5,148	5,225	5,128	4,854	ADJUSTED PATIENT DAYS		59,048	62,742	58,399	7.44%

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

	JUL-20	AUG-20	SEP-20	OCT-20	NOV-20	DEC-20	JAN-21	FEB-21	MAR-21	APR-21	MAY-21	JUN-21	YTD
REVENUE													
Patent Revenue:													
1 Inpatient	\$ 77,149,435	\$ 79,855,472	\$ 78,306,171	\$ 74,755,362	\$ 78,953,622	\$ 86,007,642	\$ 90,783,416	\$ 71,759,580	\$ 69,167,500	\$ 72,947,904	\$ 68,884,864	\$ 76,848,413	\$ 928,429,501
2 Pro Fees	2,696,122	2,236,166	2,299,002	2,494,198	1,888,807	2,532,642	1,722,218	2,351,706	3,073,119	3,416,474	2,735,954	3,318,292	30,744,720
3 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	31,111,369	29,471,931	35,276,267	340,575,200
4 Total Patient Revenue	108,372,963	110,080,854	107,664,618	106,858,107	107,632,595	115,363,340	114,783,944	98,363,113	103,518,300	107,475,747	102,092,849	115,442,971	1,297,749,421
Deductions from revenue													
5 Contractual Deductions	77,886,531	82,859,389	80,916,787	81,400,865	80,503,011	86,748,036	87,916,581	74,514,581	78,490,849	80,581,105	78,160,795	88,623,647	978,611,997
6 Bad Debt	5,810,435	3,985,636	3,289,758	2,044,119	3,030,736	2,482,825	1,332,700	1,626,643	2,008,714	3,132,757	1,797,649	4,094,598	34,636,670
7 Unable to Pay	198,523	183,546	105,354	112,097	236,157	167,623	272,566	270,434	316,526	351,037	241,852	340,320	2,826,035
8 Total Contractual Discounts	83,905,489	87,028,581	84,311,899	83,556,881	83,769,904	89,998,584	88,521,847	76,411,668	80,816,089	84,094,899	80,200,296	93,056,565	1,016,074,702
9 Net Patient Revenue	24,467,484	23,052,273	23,452,719	23,301,226	23,862,691	25,964,756	25,262,097	21,951,445	22,702,211	23,380,848	21,892,553	22,384,406	281,674,719
10 As a percent of Gross Revenue	22.58%	20.94%	21.76%	21.81%	22.17%	22.51%	22.01%	22.32%	21.93%	21.75%	21.44%	19.39%	21.70%
Total Government Funding	5,875,865	6,422,375	5,446,330	7,359,941	5,690,945	5,192,481	5,112,591	8,155,601	6,843,533	6,089,341	6,868,766	5,002,311	73,660,090
Other Operating Revenue:													
12 Rent Income	115,026	116,045	116,225	116,224	116,225	115,753	116,224	159,565	117,961	120,951	114,961	119,533	1,444,703
13 Interest Income	226,937	226,937	219,616	344,086	219,616	226,937	221,497	235,765	232,378	170,001	226,937	219,616	2,770,323
14 NMF Contribution	61,151	61,151	59,178	61,151	59,178	61,151	61,151	55,233	61,151	59,178	61,151	59,178	720,002
15 Other Income	606,176	292,810	285,463	318,962	367,237	233,363	349,855	198,304	1,271,651	558,497	290,855	523,668	5,308,871
16 Total Other Operating Revenue	1,009,290	696,943	680,512	840,423	762,256	637,204	748,727	648,867	1,683,141	908,637	693,904	921,965	10,241,959
TOTAL REVENUE	31,352,649	30,171,591	29,569,561	31,501,590	30,315,892	31,794,451	31,123,415	30,755,913	31,028,865	30,378,826	29,255,223	28,308,712	365,576,708
EXPENSE													
Salaries, Wages & Benefits													
18 Registry	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	15,830,304	16,538,708	15,161,338	190,377,466
19 Phys/Residents SWP & Contract Fees	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	3,110,140	1,077,460	1,114,563	23,041,875
20 Purchased Services	3,419,049	3,363,196	3,503,759	3,215,766	3,292,953	3,599,756	3,914,861	4,291,737	4,342,484	3,890,665	4,026,717	4,073,413	44,934,388
21 Supplies	2,837,656	3,000,463	3,257,630	3,384,603	3,585,479	3,616,722	3,139,369	3,055,013	3,142,261	3,139,617	3,377,379	3,132,548	38,724,941
22 Insurance	2,759,766	2,558,981	2,666,373	2,971,814	3,077,098	3,392,405	3,601,290	3,454,429	2,872,928	3,997,898	2,952,562	2,751,548	37,045,072
23 Utilities and Telephone	321,377	320,092	320,093	320,093	320,093	320,092	320,093	320,093	320,093	320,093	320,093	320,093	3,842,397
24 Interest Expense	288,191	446,910	334,046	463,675	404,263	344,769	305,029	257,422	259,096	283,107	269,188	390,948	4,026,644
25 Depreciation & Amortization	175,382	163,966	(88,870)	(277,792)	172,660	172,660	66,997	66,997	66,997	66,997	68,997	68,997	628,512
26 Other Operating Expense	942,944	975,367	973,628	984,654	969,783	970,093	986,515	985,301	985,980	999,000	1,000,041	1,004,211	11,737,517
27 TOTAL EXPENSE	483,569	776,259	573,531	683,866	648,311	695,917	583,821	601,386	673,875	692,076	570,012	570,588	7,499,191
NET INCOME(LOSS)	30,392,516	28,927,201	28,569,112	28,451,084	28,984,089	30,386,730	30,310,781	32,293,644	32,395,547	32,357,894	30,201,157	28,588,248	381,898,003
Normalization for Extraordinary Items													
28 Interest Anthem Arbitration	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)	(1,979,088)	(945,934)	(279,536)	3,718,705
29 CARES Act Funding													
30 DSH Final Settlement FY09-10													
31 Families First C-19 Response													
32 Total Extraordinary Items	(277,658)	(658,108)	(730,230)	(974,844)	(974,844)	(974,844)	(244,614)	(244,614)	(244,614)	(244,614)	(244,614)	(244,614)	(5,852,676)
33 Total Extraordinary Items	(1,007,868)	(1,366,339)	(730,230)	(2,491,965)	(974,844)	(244,614)	(244,614)	(244,614)	(244,614)	(1,057,436)	(432,188)	(327,567)	(9,398,912)
34 NET INCOME BEFORE Extraordinary Items	\$ (47,755)	\$ (143,948)	\$ 290,219	\$ 558,541	\$ 356,959	\$ 1,163,107	\$ 568,020	\$ (1,762,345)	\$ (1,611,276)	\$ (3,036,504)	\$ (1,378,122)	\$ (607,103)	\$ (5,670,207)
CAPITAL CONTRIBUTIONS													
35 County Contribution													
CHANGE IN NET ASSETS													
36	\$ 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)	\$ (1,979,088)	\$ (945,934)	\$ (279,536)	\$ 3,718,705

NATIVIDAD
STATEMENT OF REVENUES AND EXPENSES & CHANGES IN NET ASSETS
AS OF JUNE 30, 2021

CURRENT MONTH						YEAR-TO-DATE						
		Actual	Budget	Variance fav. (unfav) \$ VAR.	% VAR			Actual	Budget	Variance fav. (unfav) \$ VAR.	% VAR	Prior Yr
R E V E N U E												
Patient Revenue:												
1	\$	76,848,413	\$ 68,178,034	\$ 8,670,379	12.7							\$ 813,898,537
2		3,318,292	1,881,776	1,436,516	76.3							26,932,688
3		35,276,266	31,132,956	4,143,310	13.3							336,058,728
4		115,442,971	101,192,766	14,250,205	14.1							1,176,887,953
Total Patient Revenue												5.4
Deductions from Revenue												
5		88,623,647	75,209,724	(13,413,923)	(17.8)							881,873,543
6		4,094,598	3,793,024	(301,574)	(8.0)							35,417,846
7		340,320	406,694	66,374	16.3							5,071,194
8		93,058,565	79,409,442	(13,649,123)	(17.2)							922,362,583
9		22,384,406	21,783,324	601,082	2.8							254,525,370
10		19.39%	21.53%									21.63%
Net Patient Revenue												6.3
As a percent of Gross Revenue												
Total Government Funding												29.71
11		5,002,311	4,667,423	334,888	7.2							81,470,757
Other Operating Revenue:												
12		119,533	111,625	7,908	7.1							1,362,075
13		219,616	219,616	-	-							4,554,620
14		59,178	59,178	-	-							718,017
15		523,668	335,966	187,702	55.9							4,849,869
16		921,995	726,385	195,610	26.9							11,484,581
Total Other Operating Revenue												29.8
TOTAL REVENUE												15.9
17		28,308,712	27,177,132	1,131,580	4.2							347,480,708
EXPENSE												
Salaries, Wages & Benefits												
18		15,161,338	15,595,159	433,821	2.8							184,485,321
19		1,114,563	70,020	(1,044,543)	(1,491.8)							6,498,960
20		4,073,413	3,325,845	(747,568)	(22.5)							40,854,344
21		3,132,549	2,891,456	(241,093)	(8.3)							38,238,422
22		2,751,548	2,143,294	(608,254)	(28.4)							28,317,877
23		320,093	298,088	(22,005)	(7.4)							2,872,797
24		390,948	277,123	(113,825)	(41.1)							3,620,399
25		68,997	213,726	144,729	67.7							3,368,504
26		1,004,211	1,011,265	7,054	0.7							11,389,065
27		570,588	514,902	(55,686)	(10.8)							6,469,148
28		28,588,248	26,340,878	(2,247,370)	(8.5)							326,114,837
TOTAL EXPENSE												(12.9)
Other Operating Expense												
NET INCOME(LOSS)												(63.5)
29		(279,536)	836,254	(1,115,790)	(133.4)							21,365,871
CAPITAL CONTRIBUTIONS												
30												-
31		-	-	-	-							-
32		-	-	-	-							-
33		-	-	-	-							-
34	\$	(279,536)	\$ 836,254	\$ (1,115,790)	(133.4)							(63.5) % \$ 21,365,871
County Contribution												
CHANGE IN NET ASSETS												
\$ 3,718,705												\$ 10,174,569
\$ (6,455,864)												(63.5) % \$ 21,365,871

STATEMENT OF REVENUES AND EXPENSES & CHANGES IN NET ASSETS PER ADJUSTED PATIENT DAY
AS OF JUNE 30, 2021

NATIVIDAD

CURRENT MONTH					YEAR -TO -DATE					
		Variance fav. (unfav)					Variance fav. (unfav)			
		Actual	Budget	\$ VAR.	% VAR	Actual	Budget	\$ VAR.	% VAR	Prior Yr
		5,128	4,854	274	5.6%	62,742	59,048	3,694	6.3%	58,399
		<div>REVENUE</div>								
		<div>ADJUSTED PATIENT DAYS</div>								
		<div>Patient Revenue:</div>								
1	\$	14,986	\$	14,045	\$	14,766	\$	14,048	\$	
2		647	388	259	66.9	490	388	102	26.4	13,937
3		6,879	6,414	465	7.3	5,428	6,415	(987)	(15.4)	461
4		22,512	20,847	1,666	8.0	20,684	20,850	(166)	(0.8)	5,755
		<div>Deductions from revenue</div>								
5		17,282	15,494	(1,788)	(11.5)	15,597	15,497	(101)	(0.7)	20,153
6		798	781	(17)	(2.2)	552	782	229	29.4	15,101
7		66	84	17	20.8	45	84	39	48.2	606
8		18,147	16,359	(1,788)	(10.9)	16,195	16,362	167	1.0	87
9		4,365	4,488	(122)	(2.7)	4,489	4,488	1	0.0	15,794
10		19.39%	21.53%			21.70%	21.53%			4,358
		<div>Net Patient Revenue</div>								
		<div>As a percent of Gross Revenue</div>								
11		975	962	14	1.5	1,174	962	212	22.1	21.63%
		<div>Total Government Funding</div>								
		<div>Other Operating Revenue:</div>								
12		23	23	0	1.4	23	23	0	0.1	197
13		43	45	(2)	(5.3)	44	45	(1)	(2.4)	5,950
14		12	12	(1)	(5.3)	11	12	(1)	(5.9)	23
15		102	69	33	47.5	85	69	15	22.2	78
16		180	150	30	20.2	163	150	14	9.1	83
17		5,520	5,599	(78)	(1.4)	5,827	5,600	227	4.1	
		<div>Total Other Operating Revenue</div>								
		<div>TOTAL REVENUE</div>								
		<div>EXPENSE</div>								
18		2,957	3,213	256	8.0	3,032	3,213	181	5.6	3,159
19		217	14	(203)	(1,406.8)	367	14	(353)	(2,445.5)	111
20		794	685	(109)	(15.9)	718	685	(33)	(4.8)	700
21		611	596	(15)	(2.6)	617	596	(21)	(3.6)	655
22		537	442	(95)	(21.5)	590	442	(149)	(33.7)	485
23		62	61	(1)	(1.6)	61	61	0	0.3	49
24		76	57	(19)	(33.5)	64	57	(7)	(12.4)	62
25		13	44	31	69.4	10	44	34	77.3	58
26		196	208	13	6.0	187	208	21	10.2	195
27		111	106	(5)	(4.9)	120	106	(13)	(12.7)	111
28		5,575	5,427	(148)	(2.7)	5,767	5,427	(340)	(6.3)	5,584
29		(55)	172	(227)	(131.6)	59	172	(113)	(65.6)	366
		<div>NET INCOME(LOSS)</div>								
		<div>CAPITAL CONTRIBUTIONS</div>								
30										
31		-	-	-	-	-	-	-	-	-
32		-	-	-	-	-	-	-	-	-
33		-	-	-	-	-	-	-	-	-
34	\$	(55)	\$	172	\$	59	\$	172	\$	(113)
		<div>County Contribution</div>								
		<div>CHANGE IN NET ASSETS</div>								
		<div>(132) %</div>								
		<div>(85.6) %</div>								
		<div>\$</div>								

**NATIVIDAD
BALANCE SHEET
AS OF JUNE 30, 2021**

		CURRENT MONTH			YEAR - TO - DATE		
		BEGINNING	ENDING	INC/(DEC)	BEGINNING	ENDING	INC/(DEC)
							% CHG.
1	CASH	\$ 103,800,384	\$ 71,807,938	\$ (31,992,446)	\$ 66,424,055	\$ 71,807,938	\$ 5,383,883
2	SEASIDE CLINICS	-	-	-	11,810,000	-	(11,810,000)
3	FUND AID	40,445,618	40,445,618	-	-	40,445,618	40,445,618
4	ACCOUNT'S RECEIVABLE NET	47,884,017	49,768,119	1,884,102	39,317,759	49,768,119	10,450,360
5	STATE/COUNTY RECEIVABLES	28,059,798	3,753,779	(24,306,019)	41,690,999	3,753,779	(37,937,220)
6	INVENTORY	5,534,572	5,518,792	(15,780)	5,048,912	5,518,792	469,880
7	PREPAID EXPENSE	5,015,277	4,233,047	(782,230)	6,264,737	4,233,047	(2,031,690)
8	TOTAL CURRENT ASSETS	230,739,666	175,527,293	(55,212,373)	170,556,462	175,527,293	4,970,831
9	PROPERTY, PLANT & EQUIPMENT	336,968,816	337,191,479	222,663	325,201,149	337,191,479	11,990,330
10	LESS: ACCUMULATED DEPRECIATION	(208,243,128)	(209,247,777)	(1,004,649)	(197,505,014)	(209,247,777)	(11,742,763)
11	NET PROPERTY, PLANT & EQUIPMENT	128,725,688	127,943,702	(781,986)	127,696,135	127,943,702	247,567
12	OTHER ASSETS	160,905,324	212,755,725	51,850,401	193,003,625	212,755,725	19,752,100
13	INVESTMENTS	-	-	-	-	-	-
14	HELD FOR CONSTRUCTION	-	-	-	-	-	-
15	ACCURED INTEREST RECEIVABLE	-	-	-	-	-	-
16	FUNDS IN TRUST	-	-	-	-	-	-
17	TOTAL INVESTMENTS	-	-	-	-	-	-
18	TOTAL ASSETS	\$ 520,370,678	\$ 516,226,720	\$ (4,143,958)	\$ 491,256,222	\$ 516,226,720	\$ 24,970,498
19							5.1 %
20	CURRENT LIABILITIES	24,763,483	25,893,293	1,129,810	27,324,830	25,893,293	(1,431,537)
21	ACCURED PAYROLL	13,642,047	9,532,546	(4,109,501)	12,099,669	9,532,546	(2,567,123)
22	ACCOUNTS PAYABLE	81,511,460	81,511,460	-	51,664,932	81,511,460	29,846,528
23	MCARE/MEDICAL LIABILITIES	3,642,205	3,642,205	-	3,433,614	3,642,205	208,591
24	CURRENT PORTION OF DEBT	13,582,995	12,753,081	(829,914)	13,346,613	12,753,081	(593,532)
25	OTHER ACCRUALS	137,142,190	133,332,585	(3,809,605)	107,869,658	133,332,585	25,462,927
26	TOTAL CURRENT LIABILITIES	137,142,190	133,332,585	(3,809,605)	107,869,658	133,332,585	25,462,927
27	LONG TERM LIABILITIES	4,536,420	4,481,603	(54,817)	5,050,532	4,481,603	(568,929.0)
28	LT ACCURED LIABILITIES	25,431,389	25,431,389	-	29,073,594	25,431,389	(3,642,205)
29	UN EARNED CONTRIBUTIONS	29,967,809	29,912,992	(54,817)	34,124,126	29,912,992	(4,211,134)
30	LONG TERM PORTION OF C.O.P's	-	-	-	-	-	-
31	TOTAL LONG TERM DEBT	-	-	-	-	-	-
32	FUND BALANCES	349,262,438	349,262,438	-	349,262,438	349,262,438	-
33	ACCUMULATED FUND	3,998,241	3,718,705	(279,536)	-	3,718,705	3,718,705
34	CHANGE IN NET ASSETS	353,260,679	352,981,143	(279,536)	349,262,438	352,981,143	3,718,705
35	TOTAL FUND BALANCES	353,260,679	352,981,143	(279,536)	349,262,438	352,981,143	3,718,705
36	TOTAL LIAB. & FUND BALANCES	\$ 520,370,678	\$ 516,226,720	\$ (4,143,958)	\$ 491,256,222	\$ 516,226,720	\$ 24,970,498
37							5.1 %

**NATIVIDAD
STATE AND COUNTY RECEIVABLES
AS OF 06/30/21**

BALANCE SHEET

	Beq. Balance	Accruals	Reclas and Adj	Payment LIHP Final Recti	GPP PRIME/CARES	IGT	Payments	Ending Balance
Medi-Cal Waiver (DSH +SNCP)	\$ 8,722,908	25,900,007	364,441			26,400,264	(54,705,336)	6,682,283
Hospital Fee	-	1,434,628					(1,701,148)	(266,520.09)
Rate Range IGT-CCAH-	5,582,092	8,099,997				9,814,109	(24,637,494)	(1,161,296)
MCMC EPP	7,864,092	7,759,996				8,256,679	(23,984,701)	(103,933)
MCMC QIP	18,519,196	12,425,001				18,769,545	(56,439,341)	(6,725,599)
SB1732	1,067,767	3,900,001					(2,781,391)	2,186,377
AB 915	-	3,599,995					(3,732,061)	(132,066)
Medical GME	1,925,521	898,638				2,917,795	(5,908,167)	(166,213)
CARES ACT Funding	(3,651,146)		5,852,676		180,590		(2,201,529)	180,591
A/R UCSF & TUORO University	-	41,000					(41,000)	-
A/R Seaside Clinic	-		81,117				(81,117)	-
A/R Office Buildings	39,425	1,465,372					(1,503,296)	1,500
Medical HPE	-	709,217					(819,504)	(110,287)
Interest Accrued Positive Cash	-	2,671,997					(2,005,829)	666,168
Accrued Donations	1,574,818	720,002					(1,046,864)	1,247,936
A/R Jail-PG&E	(3,302)	1,147,324					(1,031,283)	112,739.00
Health Department	69,626	1,779,998					(1,658,818)	190,808
A/R Radiology Group	-	1,151,290						1,151,290
STATE RECEIVABLES	\$ 41,690,996	\$ 73,704,464	\$ 6,298,234	\$ -	\$ 180,590	\$ 66,158,392	\$ (184,276,899)	\$ 3,753,778

P & L

	YTD Jun-21
Medi-Cal DSH /SNCP/PHYS SPA	\$ 13,700,178
PRIME	13,560,000
Rate Range IGT-CCAH-	8,099,997
Esperanza Care	(2,000,002)
Family First C-19 Response-FMAP Enhance-	2,176,065
EMS/ Maddy Funds	166,059
CARES Act Funding	5,852,676
HPE	709,217
Hospital Fee	1,434,628
MCMC EPP	7,759,996
HD Residency Support	(500,000)
MCMC QIP	12,425,001
AB915	3,599,995
Medical GME	898,638
Medicare GME	1,877,638
SB 1732	3,900,001
GOVERNMENT FUNDING INCOME	\$ 73,660,086

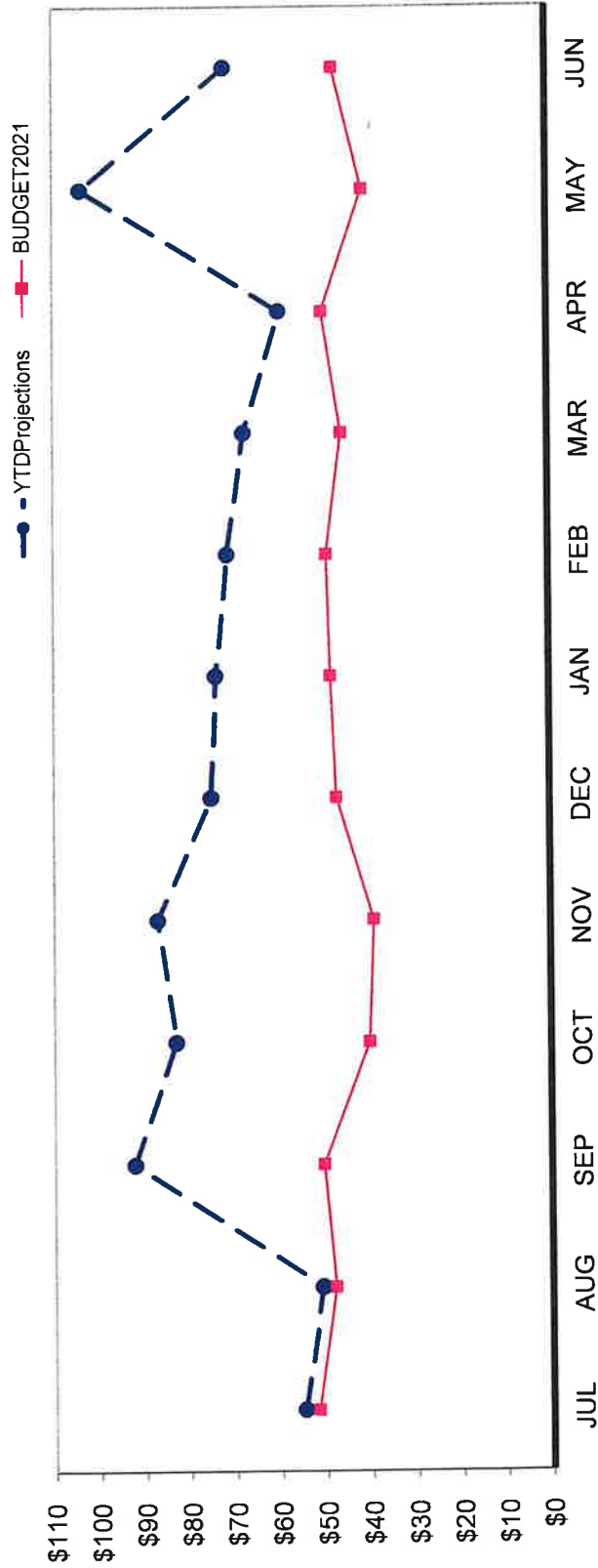
NATIVIDAD
STATEMENT OF CASH FLOWS
AS OF JUNE 30, 2021

	CURRENT MONTH	YEAR - TO - DATE
1	\$ 103,800,384	\$ 66,424,055
2		
3	(279,536)	3,718,705
4	-	-
5	1,004,649	11,742,763
6	725,113	15,461,468
7		
8	(1,884,102)	(10,450,360)
9	24,306,019	49,747,220
10	798,010	1,561,810
11	1,129,810	(1,431,537)
12	(4,109,501)	(2,567,123)
13	-	(10,599,090)
15	-	208,591
16	(829,914)	(593,532)
17	19,410,322	25,875,979
18		
19	(222,663)	(11,990,330)
20	-	-
19	-	-
21	(222,663)	(11,990,330)
22		
23	(54,817)	(4,211,134)
24	(51,850,401)	(19,752,100)
25	-	-
26	(51,905,218)	(23,963,234)
27	(31,992,446)	5,383,883
28	\$ 71,807,938	\$ 71,807,938

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	12,160,000	13,560,000	1,400,000
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	-	2,176,065	2,176,065
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	1,877,644	525,644
Medical GME	-	898,625	898,625
DHS Audit Final FY2010	-	1,300,000	1,300,000
EMS/ Maddy	-	166,059	166,059
Provider Fee	950,000	1,434,628	484,628
	\$ 56,787,000	\$ 73,660,087	\$ 16,873,087

Cash Flow Performance Fiscal Year 2021 (in Millions)



	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL
Months	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jun	Jun	Jun
YTD	54.9	50.8	92.3	83.0	87.1	75.1	74.0	71.4	67.6	59.7	103.8	71.8			
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	9.6	62.7	24.1			

NATIVIDAD
CASH FORECAST
FISCAL YEAR 2021

[illegible]