



# **Finance Committee Meeting 2022**

**April 8, 2022**



## **Finance Committee Meeting**

**Friday, April 8, 2022**

**8:30 AM**

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

### **AGENDA**

#### **IMPORTANT NOTICE Regarding COVID 19**

In accordance with the State of Emergency proclaimed by Governor Newsom on March 4, 2020, Executive Order N-29-20 issued by Governor Newsom on March 17, 2020 and the Recommendation Regarding Social Distancing Including Remote Meetings of Legislative Bodies, issued by the Monterey County Health Officer on September 22, 2021, 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=cGVUcEJTTU53aGsyd0tJbDRlUUtQT09>

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](mailto:Natividadpubliccomments@natividad.com) by 2:00 p.m. on the Thursday prior to the Committee meeting. To assist Natividad staff in identifying the agenda item to which the comment relates, the public is requested to indicate the Committee date and agenda number in the subject line. Comments received by the 2:00 p.m. Thursday deadline will be distributed to the Committee and will be placed in the record.

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

### **Call to Order**

**Marcia Atkinson, Chair**

### **Roll Call**

### **Agenda Additions/Corrections**

**Noemi Ferguson**

### **Public Comments (Limited 3 minutes per speaker)**

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

### **Approval of Minutes**

1. Approve the Minutes of March 11, 2022 Finance Committee Meeting. *Pages 7-12*

## **Consent Items**

2. Approve for consideration by the NMC Board of Trustees the Items in Attachment A. *Pages 13-53*

## **Scheduled Items/Discussion Items**

3. Consider finding, pursuant to AB 361, that the COVID-19 pandemic state of emergency declared by Governor Newsom is still in effect; the Natividad Medical Center Finance Committee has reconsidered the circumstances of the state of emergency; and the Monterey County Health Officer continues to recommend social distancing measures for meetings of the legislative bodies.  
**Stacy Saetta,  
Chief Deputy County Counsel**
4. Receive and Approve February 2022 Financial Report. *Pages 54-66*  
**Daniel Leon, CFO**

## **Adjournment**

### **NEXT FINANCE COMMITTEE MEETING FRIDAY, MAY 13, 2022 AT 8:30 A.M.**

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

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



**Finance Committee Meeting**  
**Friday, April 8, 2022**  
**Consent Items**

**Attachment A**

<b>1.</b> <i>Pages 14-15</i>	Authorize the County Counsel to execute amendment No. 4 to the agreement (A-13923) with Best Best & Krieger, LLP for specialized attorney services, extending the term an additional two (2) year period through April 30, 2024 for a total revised term of May 1, 2017 through April 30, 2024, with no change to the total agreement amount of \$465,000.
<b>2.</b> <i>Pages 16-17</i>	Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute renewal and amendment No. 9 to the agreement (A-13506) with Focus One Solutions, LLC for a Healthcare Vendor Management System pursuant to the Request for Proposal (RFP) # 9600-62, adding \$14,000,000 for a revised total agreement amount not to exceed \$69,563,000 and to extend the term fourteen (14) months for a total agreement term of April 19, 2017 through June 30, 2023.
<b>3.</b> <i>Pages 18-19</i>	Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 6 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, 2022 through April 30, 2023) for a revised full agreement term of May 1, 2016 through April 30, 2023, and adding \$100,000 for a revised total agreement amount not to exceed \$1,831,900.
<b>4.</b> <i>Pages 20-21</i>	a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement (A-14724) with The Society for Hospital Medicine (SHM) to renew the eQUIPS Implementation Agreement for glycemic control data collection and reporting services, to extend the agreement term for an additional forty four (44) month period (June 9, 2022 through January 31, 2026) for a revised full agreement term of June 9, 2020 through January 31, 2026 and adding an additional \$7,500 for a revised total Agreement amount of \$15,000.
<b>5.</b> <i>Pages 22-23</i>	a. Adopt the Natividad Medical Center (NMC) 2022 Job Order Contracting (JOC) Construction Task Catalog, Technical Specifications and Project Manuals for JOC 2022, Project No. JOC Bid No. NMC 2022-01, Bid No. NMC 2022-02, and NMC 2022-03; and b. Authorize advertising the "Notice to Contractors" in a newspaper of general circulation.
<b>6.</b> <i>Pages 24-25</i>	Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute renewal and amendment No. 4 to the agreement (A-14865) with R1 RCM Inc. for billing and claim denial appeal services, extending the agreement an additional two (2) year period (retroactive December 1, 2021 through November 30, 2023) for a revised full agreement term of December 1, 2015 through November 30, 2023, and adding \$50,000 for a revised total agreement amount not to exceed \$240,000.
<b>7.</b> <i>Pages 26-27</i>	Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 7 to the agreement (A-13241) with Mission Linen Supply for linen processing services per Request for Proposal (RFP) 9600-65, extending the agreement an additional one (1) year period (July 1, 2022 through June 30, 2023) for a revised full agreement term of July 1, 2016 through June 30, 2023, and adding \$815,000 for a revised total agreement amount not to exceed \$3,395,000.



<b>8.</b> <i>Pages 28-29</i>	Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 3 to the agreement (A-14559) with SkillSurvey, Inc. for online reference checking solution services, extending the agreement an additional one (1) year period (December 31, 2022 through December 30, 2023) for a revised full agreement term of December 31, 2016 through December 30, 2023, and adding \$25,000 for a revised total agreement amount not to exceed \$136,234.
<b>9.</b> <i>Pages 30-31</i>	Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 3 to the agreement (A-13971) with Spin Recruitment Services pursuant to RFP #9600-78 for advertising recruitment services, extending the agreement an additional one (1) period (January 1, 2023 through December 31, 2023) for a revised full agreement term of July 1, 2018 through December 31, 2023, and adding \$325,000 for a revised total agreement amount not to exceed \$1,225,000.
<b>10.</b> <i>Pages 32-33</i>	Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute renewal and amendment No. 7 to the agreement (A-13067) with Medical Information Technology, Inc. (MEDITECH) for the addition of a Pharmacy Automation interface and a Lab Newborn Screening interface, adding \$37,285 for a revised total agreement amount not to exceed \$571,837, and with an implementation term retroactive from January 1, 2022 through June 30, 2023.
<b>11.</b> <i>Pages 34-35</i>	Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement with Huron Consulting Services, LLC for advisory consulting services, extending the agreement an additional one (1) year period (June 1, 2022 through May 31, 2023) for a revised full agreement term of June 1, 2021 through May 31, 2023, and adding \$185,000 for additional services for a revised total agreement amount not to exceed \$247,000.
<b>12.</b> <i>Pages 36-37</i>	Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an Order Form with HealthStream, Inc. subject to the terms and conditions of the HealthStream Master Services Agreement (A-14475), to extend the web-based HealthStream learning management system for an additional five (5) year period (July 1, 2022 through June 30, 2027) for a revised full Agreement term of July 1, 2019 through June 30, 2027, at a cost of \$234,290 for a revised total Agreement amount not to exceed \$371,634.
<b>13.</b> <i>Pages 38-39</i>	<ol style="list-style-type: none"> <li>a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 6 to the agreement (A-13524) with META Dynamic, Inc. for rental of neurosurgery equipment plus associated services, adding \$208,000 for a revised total agreement amount not to exceed \$693,000, with no change to the term of the Agreement of April 15, 2015 through April 14, 2023.</li> <li>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%) (\$10,000) of the original cost of the agreement.</li> </ol>
<b>14.</b> <i>Pages 40-41</i>	<ol style="list-style-type: none"> <li>a. Amend Personnel Policies and Practices Resolution No. 98-394 and Appendices A and B to adjust the salary range for the classification of Nursing Assistant, as indicated in the attached resolution; and</li> <li>b. Direct the Human Resources Department to implement the changes in the Advantage HRM System.</li> </ol>
<b>15.</b> <i>Pages 42-43</i>	<ol style="list-style-type: none"> <li>a. Authorize the Chief Executive Officer for Natividad execute the First Amendment to the Professional and Call Coverage Services Agreement (A-14723) with Monterey Bay GI Consultants to provide gastroenterology services, extending the term by twenty-four months (July 1, 2022 to June 30, 2024) for a revised full agreement term of July 1, 2020 to June 30, 2022, and adding \$400,000 for a revised not to exceed amount of \$800,000 in the aggregate; and</li> <li>b. Authorize the Chief Executive Office for Natividad to sign up to three (3) amendments to this agreement where the total amendments do not exceed 10% (\$40,000) of the original contract amount and do not significantly change the scope of work.</li> </ol>
<b>16.</b> <i>Pages 44-45</i>	<ol style="list-style-type: none"> <li>a. Authorize the Chief Executive Officer for Natividad or his designee to execute the Second Amendment to the Professional Services Agreement (A-15115) with Dopamine Therapeutics,</li> </ol>

	<p>Inc. to provide family medicine services at Natividad, extending the term by twelve months (July 1, 2022 to June 30, 2023) for a revised full agreement term of August 1, 2019 to June 30, 2023 with no change to the previously approved total not to exceed amount of \$300,000 in the aggregate; and</p> <p>b. Authorize the Chief Executive Officer for Natividad or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not exceed 10% (\$10,000) of the original contract amount and do not significantly change the scope of work.</p>
<p><b>17.</b> <i>Pages 46-47</i></p>	<p>a. Authorize the Chief Executive Officer for NMC or his designee to execute renewal and amendment No. 3 to the Agreement (A-13929) with Blue Elm Company LLC for data auditing software services, extending the agreement an additional three (3) year period (May 1, 2022 through April 30, 2025) for a revised full agreement term of May 1, 2018 through April 30, 2025 and adding \$12,936 for a revised total agreement amount not to exceed \$46,776.</p> <p>b. Authorize the Deputy Purchasing Agent for NMC or his delegate to execute up to one (1) future amendment for extended software maintenance in future years, provided that the annual cost of the extended maintenance does not exceed \$4,240 per year.</p>
<p><b>18.</b> <i>Pages 48-49</i></p>	<p>a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with Kindred Group of California, LLC dba Kindred Hospital Rehabilitation for rehabilitation program management services at NMC for an amount not to exceed \$6,600,000 with an agreement term of May 1, 2022 through April 30, 2027.</p> <p>b. Authorize the Chief Executive Officer for NMC or his designee to execute up to three (3) future amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$660,000) of the original cost of the agreement.</p>
<p><b>19.</b> <i>Pages 50-51</i></p>	<p>Authorize payment of \$415,000 to Medical Information Technology, Inc. (MEDITECH), for cost of annual routine maintenance services on the various MEDITECH electronic health record software system modules implemented at Natividad Medical Center in the amount not to exceed \$369,819, and for cost of new interfaces and enhancements in the amount of \$45,181, for the period of July 01, 2022 through June 30, 2023 and subject to the terms and conditions of the parties' Healthcare Information System Software Agreement dated July 19, 2004.</p>
<p><b>20.</b> <i>Pages 52-53</i></p>	<p>a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute four (4) Agreements with Stericycle, Inc. for regulated medical waste services, sharps disposal services, pharmaceutical waste disposal services, and hazardous waste disposal Services, collectively for an amount not to exceed \$1,251,555, and with each Agreement having a term of May 1, 2022 through April 30, 2027; and</p> <p>b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (3) future amendments to the agreements which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$125,155) of the original cost of the agreement.</p>



## **Finance Committee Meeting**

**Friday, March 11, 2022**

**8:30 AM**

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

### **MINUTES**

#### **IMPORTANT NOTICE Regarding COVID 19**

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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](mailto:Natividadpubliccomments@natividad.com) by 2:00 p.m. on the Thursday prior to the Committee meeting. To assist Natividad staff in identifying the agenda item to which the comment relates, the public is requested to indicate the Committee date and agenda number in the subject line. Comments received by the 2:00 p.m. Thursday deadline will be distributed to the Committee and will be placed in the record.
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  4. Individuals with disabilities who desire to request a reasonable accommodation or modification to observe or participate in the meeting may make such request by sending an email to [Natividadpubliccomments@natividad.com](mailto:Natividadpubliccomments@natividad.com). The request should be made no later than noon on the Wednesday prior to the Committee meeting in order to provide time for Natividad to address the request.
  5. The Chair and/or Secretary may set reasonable rules as needed to conduct the meeting in an orderly manner.

**NMC Staff/County:** Daniel Leon, Dr. Craig Walls, Nancy Buscher, Andrea Rosenberg, Jeanne-Ann Balza, Stacy Saetta, Ari Entin, Janine Bouyea

### Call to Order

**Marcia Atkinson, Chair**

### Roll Call

#### *Present*

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

#### *Not Present*

*Libby Downey*

### 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 February 11, 2022 Finance Committee Meeting.

*Board member Downey entered the meeting.*

**MOTION:**     *Motion to approve the minutes of February 11, 2022 Finance Committee Meeting moved by Dr. Chris Carpenter, seconded by Libby Downey and approved by the following vote*

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

*Dr. 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 Item 2 for consideration by the NMC Board of Trustees, Attachment A, item 1 through 9, 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. Consider finding, pursuant to AB 361, that the COVID-19 pandemic state of emergency declared by Governor Newsom is still in effect; the Natividad Medical Center Finance Committee has reconsidered the circumstances of the state of emergency; and the Monterey County Health Officer continues to recommend social distancing measures for meetings of the legislative bodies. **Stacy Saetta,**  
**Chief Deputy County Counsel**

**MOTION:**     *Motion to accept and considering finding, pursuant to AB 361 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*

**MOTION:** *Motion to accept the January 2022 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 8:47am**

*Recorded by Noemi Ferguson*

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Marcia Atkinson, Chair



**Finance Committee Meeting**  
**Friday, March 11, 2022**  
**Consent Items**  
**MINUTES**  
**Attachment A**

1.	<p>a. Authorize the Interim Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 7 to the agreement (A-13298) with Net Health Systems, Inc. to renew the software licensing agreement for physical therapy outpatient, scheduling, home exercise, analytics (ReDoc xFit) and Agility modules retroactive from January 31, 2022 through November 30, 2024 and adding an additional \$235,184 for a revised total Agreement amount of \$582,613.</p> <p>b. Extend the existing agreement for inpatient rehabilitation (IP ReDoc) for five (5) months for a revised full agreement term of August 31, 2016 through November 30, 2024 to be coterminous with the ReDoc xFit modules agreement.</p>
2.	<p>a. Authorize the Interim Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement with Kirby Bates Associates for interim leadership services, and adding \$200,000 for a revised total agreement amount not to exceed \$300,000, with no change to the term Agreement January 1, 2022 through December 31, 2022.</p> <p>b. Authorize the Interim 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%) (\$10,000) of the original cost of the agreement.</p>
3.	<p>a. Authorize the Interim Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement with GX3 Group for project inspection per HCAI approved plans and specifications services, extending the agreement an additional three (3) year period (April 1, 2023 through March 31, 2026) for a revised full agreement term of April 1, 2021 through March 31, 2026, and adding \$400,000 for a revised total agreement amount not to exceed \$500,000.</p> <p>b. Authorize the Interim Chief Executive Officer for NMC or his designee to execute up to three (3) future amendments to the agreement which do not cause an increase of more than ten percent (10%) (\$10,000) of the original cost of the agreement.</p>
4.	<p>a. Authorize the Interim Chief Executive Office for Natividad Medical Center or his designee to execute the Third Amendment to the Professional Services Agreement with Lena Nerjis Malik M.D. to provide pediatric hospitalist services, extending the term by twenty-four months (April 1, 2022 to March 31, 2024) for a revised full agreement term of July 1, 2017 to March 31, 2024 and adding \$100,000 for a revised total not to exceed amount of \$200,000 in the aggregate; and</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 exceed 10% (\$10,000) of the original contract amount and do not significantly change the scope of work.</p>

5.	<p>a. Authorize the Interim Chief Executive Officer for Natividad or his designee to execute the Third Amendment to the Professional Services Agreement (A-13538) with James F. Lilja, M.D. dba Bay Area Gynecology Oncology to provide gynecology oncology and urology gynecology services, extending the term by twelve months (April 1, 2022 to March 31, 2023) for a revised full agreement term of February 1, 2018 to March 31, 2023, and adding \$350,000 for a revised total not to exceed amount of \$1,160,000 in the aggregate; and</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% (\$41,000) of the original contract amount.</p>
6.	<p>a. Authorize the Interim Chief Executive Officer for Natividad or his designee to execute the First Amendment to Professional Services Agreement with Kyle A. Graham, M.D. to provide obstetrics and gynecological services, extending the term by twenty-four (24) months (April 1, 2022 to March 31, 2024) for a revised full agreement term of April 1, 2020 to March 31, 2024, and adding \$100,000, for a revised total not to exceed amount of \$200,000 in the aggregate; and</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 exceed 10% (\$10,000) of the original contract amount and do not significantly change the scope of work.</p>
7.	<p>a. Authorize the Interim Chief Executive Officer for Natividad or his designee to execute the Professional and Call Coverage Services Agreement with Tele-Physicians, P.C. to provide tele-neurology services for an amount not to exceed \$800,000 the period April 1, 2022 to March 31, 2024; and</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% (\$80,000) of the original contract amount.</p>
8.	<p>Authorize the interim Chief Executive Office for Natividad Medical Center (NMC) or his designee to execute renewal and amendment No. 4 to the agreement with Neurologic, LLC, for Intraoperative Neurophysiological Monitoring Services, to extend the agreement for an additional one (1) year period (January 1, 2022 through December 31, 2022) for a revised full agreement term of October 1, 2015 through December 2022, and to add \$100,000 for a revised total agreement amount not to exceed amount of \$406,000.</p>
9.	<p>Authorize the Interim Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 5 to the agreement (A-13517) with Healthcare Coding and Consulting Services, LLC for US-based remote medical record coding and consulting services, to extend the agreement term for an additional two (2) year period (August 22, 2022 through August 21, 2024) for a revised full agreement term of August 22, 2016 through August 21, 2024, and to add \$850,000 for a revised total agreement amount not to exceed \$3,427,000.</p>



**..Title**

Authorize the County Counsel to execute amendment No. 4 to the agreement (A-13923) with Best Best & Krieger, LLP for specialized attorney services, extending the term an additional two (2) year period through April 30, 2024 for a total revised term of May 1, 2017 through April 30, 2024, with no change to the total agreement amount of \$465,000.

**..Report**

**RECOMMENDATION:**

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

Authorize the County Counsel to execute amendment No. 4 to the agreement (A-13923) with Best Best & Krieger, LLP for specialized attorney services, extending the term an additional two (2) year period through April 30, 2024 for a total revised term of May 1, 2017 through April 30, 2024, with no change to the total agreement amount of \$465,000.

**SUMMARY/DISCUSSION:**

Best Best & Krieger, LLP, provides advice in consultation with the Office of the County Counsel on a variety of healthcare-related issues to Natividad Medical Center. The firm performs specialized legal attorney services related to healthcare law, including, but not limited to, the Health Insurance Portability and Accountability Act (HIPAA), Stark and Anti-Kickback laws and laws pertaining the formation and development of Institutional Review Boards (IRBs) and Trademark laws. They provide guidance on Business Associate Agreements, contracts, the developments of a Local IRB at NMC, and a variety of issues related to confidentiality of medical information. They also continue to advice on implementation of population health initiatives and healthcare issues related to claims against NMC.

**OTHER AGENCY INVOLVEMENT:**

County Counsel reviewed and approved this amendment No.4 as to legal form, and the Auditor-Controller reviewed and approved as to payment provisions. The amendment No. 4 was reviewed and approved by NMC's Finance Committee and Board of Trustees on April 8, 2022.

**FINANCING:**

There is no cost associated with this amendment No. 4.

**BOARD OF SUPERVISORS STRATEGIC INITIATIVES:**

This agreement is for legal consulting services regarding healthcare related matters on an as needed basis, the outcome of which will contribute to assisting NMC 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: Charles R. Harris, M.D., Chief Executive Officer, 783-2504

Attachments:

Best Best & Krieger, LLP Amendment No. 4

Best Best & Krieger, LLP Amendment No. 3

Best Best & Krieger, LLP Amendment No. 2

Best Best & Krieger, LLP Amendment No. 1

Best Best & Krieger, LLP Agreement

Attachments on file with the Clerk of the Board

# MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

**Focus One LLC Renewal and Amendment No. 9**

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

## **..Title**

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute renewal and amendment No. 9 to the agreement (A-13506) with Focus One Solutions, LLC for a Healthcare Vendor Management System pursuant to the Request for Proposal (RFP) # 9600-62, adding \$14,000,000 for a revised total agreement amount not to exceed \$69,563,000 and to extend the term fourteen (14) months for a total agreement term of April 19, 2017 through June 30, 2023.

## **..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. 9 to the agreement (A-13506) with Focus One Solutions, LLC for a Healthcare Vendor Management System pursuant to the Request for Proposal (RFP) # 9600-62, adding \$14,000,000 for a revised total agreement amount not to exceed \$69,563,000 and to extend the term fourteen (14) months for a total agreement term of April 19, 2017 through June 30, 2023.

### **SUMMARY/DISCUSSION:**

Natividad Medical Center utilizes the registry services provided by Focus One Solutions, LLC to staff hard to fill clinical positions in order to meet the hospitals staffing needs to ensure high quality patient care. Focus One Solutions provides NMC a one-stop search agency for nurses and clinical technicians. Focus One has a network of over three dozen independent agencies that provide the needed personnel. NMC uses the registry services to fill positions in the following areas: Emergency department, Intensive Care, Labor and Delivery, Surgery, Neonatal Intensive Care, Behavioral department, Rehabilitation, Physical and Occupational therapy, Radiology, Ultrasound, Interventional Radiology, Clinical Lab and Pharmacy.

Over the past year, the need for additional nursing staff has increased due to the COVID-19 pandemic, which increased Natividad Medical Center daily census and the acuity of its patients. In addition, Natividad has seen a larger number of resignations during the pandemic and a smaller applicant pool. As a result, additional nurses continue to be needed in order to provide high quality care to our community. Natividad would like to add an additional \$14,000,000 to continue to cover service needs at Natividad over the next fourteen months.

### **OTHER AGENCY INVOLVEMENT:**

The Office of County Counsel reviewed and approved this renewal and amendment No. 9 as to form, and the Auditor-Controller reviewed and approved as to payment provisions. The renewal and amendment No. 9 was reviewed and approved by NMC's Finance Committee and by its Board of Trustees on April 8, 2022.

### **FINANCING:**

The cost for this Renewal and Amendment No. 9 is \$14,000,000, all of which will be absorbed in Natividad's FY 21-22 and FY 22-23 Budget.

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

This agreement greatly improves the responsiveness to critical staffing needs at NMC. This agreement ensures that requests for qualified nurses and other clinical staff at NMC are met in a timely manner. This enables NMC to provide high quality patient care thereby improving the health and quality of life for patients and their families.

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

Prepared by: Janine Bouyea, Human Resources Administrator, 831-783-2701  
Approved by: Charles Harris, Chief Executive Officer, 783-2553

### Attachments:

Focus One Solutions, LLC Renewal and Amendment No. 9  
Focus One Solutions, LLC Amendment No. 8  
Focus One Solutions, LLC Amendment No. 7  
Focus One Solutions, LLC Amendment No. 6  
Focus One Solutions, LLC Amendment No. 5  
Focus One Solutions, LLC Amendment No. 4  
Focus One Solutions, LLC Amendment No. 3  
Focus One Solutions, LLC Amendment No. 2  
Focus One Solutions, LLC Amendment No. 1  
Focus One Solutions, LLC Agreement

Attachments on file with the Clerk of the Board

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

**Armanino, LLP dba AMF Media Group Amendment No. 6      Legistar Number: \_\_\_\_\_**

### **..Title**

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 6 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, 2022 through April 30, 2023) for a revised full agreement term of May 1, 2016 through April 30, 2023, and adding \$100,000 for a revised total agreement amount not to exceed \$1,831,900.

### **..Report**

#### **RECOMMENDATION:**

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

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 6 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, 2022 through April 30, 2023) for a revised full agreement term of May 1, 2016 through April 30, 2023, and adding \$100,000 for a revised total agreement amount not to exceed \$1,831,900.

#### **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 six 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 six 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, including those 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 as needed 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 amendment No. 6 as to form, and the Auditor-Controller has reviewed and approved as to fiscal provisions. The amendment No. 5 has



also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on April 8, 2022.

**FINANCING:**

The cost for this amendment No. 6 is \$100,000 of which \$50,000 is included in the Fiscal Year 2022-23 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: Charles R. Harris, Chief Executive Officer, 783-2504

Attachments:

AMF Media Group Amendment No. 6  
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 & Amendment No. 1  
AMF Media Group Agreement

Attachments on file with the Clerk of the Board

# MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

**Society of Hospital Medicine 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-14724) with The Society for Hospital Medicine (SHM) to renew the eQUIPS Implementation Agreement for glycemic control data collection and reporting services, to extend the agreement term for an additional forty four (44) month period (June 9, 2022 through January 31, 2026) for a revised full agreement term of June 9, 2020 through January 31, 2026 and adding an additional \$7,500 for a revised total Agreement amount of \$15,000.

## **..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-14724) with The Society for Hospital Medicine (SHM) to renew the eQUIPS Implementation Agreement for glycemic control data collection and reporting services, to extend the agreement term for an additional forty four (44) month period (June 9, 2022 through January 31, 2026) for a revised full agreement term of June 9, 2020 through January 31, 2026 and adding an additional \$7,500 for a revised total Agreement amount of \$15,000.

### **SUMMARY/DISCUSSION:**

The Society of Hospital Medicine's Glycemic Control eQUIPS Benchmarking Program has enhanced the efficiency and reliability of Natividad's quality improvement efforts and optimize best practices and methods for caring for patients with hyperglycemia.

The eQUIPS Glycemic control data center helps Natividad track performance via internal data reports and cross-comparative external benchmark performance reports.

Benchmark reports are generated every six months that compare Natividad with all participating hospitals. These reports allow Natividad to compare glycemic control performance between like hospitals and help prioritize problem areas. The reports also provide rationale for supporting a glycemic control program and assist Natividad in setting goals based on opportunities for improvement.

Natividad is seeking approval to extend the existing eQUIPS Implementation Agreement for an additional forty four (44) 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 April 8, 2022.

## **FINANCING:**

The cost for this Amendment No. 1 is \$7,500 of which \$2,500 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 with the Society of Hospital Medicine 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 with hyperglycemia.

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

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

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

### Attachments:

The Society for Hospital Medicine Amendment No. 1  
Society of Hospital Medicine Agreement

Attachments on file with the Clerk of the Board

**..Title**

- a. Adopt the Natividad Medical Center (NMC) 2022 Job Order Contracting (JOC) Construction Task Catalog, Technical Specifications and Project Manuals for JOC 2022, Project No. JOC Bid No. NMC 2022-01, Bid No. NMC 2022-02, and NMC 2022-03; and
- b. Authorize advertising the “Notice to Contractors” in a newspaper of general circulation.

**..Report**

**RECOMMENDATION:**

It is recommended that the Board of Supervisors:

- a. Adopt the Natividad Medical Center (NMC) 2022 Job Order Contracting (JOC) Construction Task Catalog, Technical Specifications and Project Manuals for JOC 2022, Project No. JOC Bid No. NMC 2022-01, Bid No. NMC 2022-02, and NMC 2022-03; and
- b. Authorize advertising the “Notice to Contractors” in a newspaper of general circulation.

**SUMMARY/DISCUSSION:**

California Public Contract Code (PPC) Section 20128.5 provides that counties may award annual contracts for repair, remodeling or other repetitive work to be done according to unit prices. This is commonly referred to as Job Order Contracting (JOC), and is typically done by developing a construction task catalog that is then competitively bid. Job Order Contracting improves economy and efficiency in completing many public improvement projects, including urgent and time sensitive projects.

In April 2013, the Board of Supervisors (Board) approved an Agreement between the County of Monterey (County) and The Gordian Group, Inc. to provide the County with a JOC System. The Gordian Group job order contracting system uses an extensive catalog of construction tasks and associated technical specifications containing over 260,000 individual items specifically designed for Monterey County. Per PCC Section 20128.5, the Board may award individual annual contracts which shall not exceed the statutory maximum contract value. Per PCC Section 20128.5, each awarded contract has a maximum contract value (MxCV) that is adjusted annually to reflect the percentage change in the California Consumer Price Index (CPI), for repair, remodeling, or other repetitive work to be done according to unit prices. The percentage change in the CPI is calculated and provided by the Department of Industrial Relations (DIR). Per DIR’s annual determination, the MxCV for JOC contracts was increased from \$5,098,418 in 2021 to \$5,185,091 in 2022. County JOC specifications provide for a one (1) year term with \$25,000 worth of work guaranteed for each individual contract.

County JOC specifications require Contractors to provide a letter from a bonding company stating their ability to obtain Payment and Performance Bonds for the MxCV. NMC’s staff recommends that Monterey County require the successful bidder to furnish a payment bond and a performance bond for approximately one hundred percent (100%) of the MxCV, each in the amount of \$5,185,091.

With the amount of capital projects slated for fiscal year (FY) 2021-22, it is recommended by the Gordian Group to advertise three (3) separate Job Order Contracts. Each contract would be awarded to three (3) separate contractors allowing NMC the option to use the alternate contractor if one of the contractors is deemed nonresponsive or has poor performance. Any Job Order that would exceed \$1 million will be brought to the Capital Improvement Committee (CIC) prior to issuing the Notice to Proceed. The contracts will apply to eligible projects during FY 2021-22. The JOC contract will not exceed beyond a twelve (12) month contract for issuing of job orders. Any capital and/or facilities maintenance repair project that enters into FY 2021-22 will be budgeted after final approval by the Board.

**OTHER AGENCY INVOLVEMENT:**

County Counsel has reviewed and approved this Agreement as to legal form and risk provisions.

Auditor-Controller has reviewed and approved this Agreement as to fiscal provisions.

FINANCING:

The 2022 JOC Program would provide for three (3) individual NMC Job Order Contracts with a cap of \$5,185,091 for a total of \$15,555,273. Expenditures will be within and not exceed the FY 2021-22 and future FY proposed capital budgets approval by the Board of Supervisors.

Funding for the projects will come from NMC's Capital Reserve Fund. A five percent (5%) License Fee to utilize the JOC program is payable to the Gordian Group only if and when a Job Order is issued to a JOC Contractor. Optionally, as needed, the County may utilize JOC Project Management services for an additional 5.95% fee. Gordian fees are contained in the overall eligible project budgets.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The JOC program helps with providing efficient and effective hospital operations by allowing improved processing for smaller and more urgent projects. The JOC program projects include improvements to health and safety facilities. Provision of adequate County facilities and infrastructure improves the quality of life for County residents and supports economic development results.

X Economic Development

X Administration

X Health & Human Services

X Infrastructure

X Public Safety

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

Approved by: Andrea Rosenberg, NMC Assistant Administrator, Operations & Support Services, 783-2562

Attachments: Natividad Medical Center 2021 Project Manual; Natividad Medical Center 2021 Construction Task Catalogs; Natividad Medical Center 2021 Technical Specifications; Notice to Contractors

(Attachments on file with the Clerk of the Board)



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

**R1 RCM Inc. Renewal & Amendment No. 4**

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

## **..Title**

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute renewal and amendment No. 4 to the agreement (A-14865) with R1 RCM Inc. for billing and claim denial appeal services, extending the agreement an additional two (2) year period (retroactive December 1, 2021 through November 30, 2023) for a revised full agreement term of December 1, 2015 through November 30, 2023, and adding \$50,000 for a revised total agreement amount not to exceed \$240,000.

## **..Report**

### **RECOMMENDATION:**

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

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute renewal and amendment No. 4 to the agreement (A-14865) with R1 RCM Inc. for billing and claim denial appeal services, extending the agreement an additional two (2) year period (retroactive December 1, 2021 through November 30, 2023) for a revised full agreement term of December 1, 2015 through November 30, 2023, and adding \$50,000 for a revised total agreement amount not to exceed \$240,000.

### **SUMMARY/DISCUSSION:**

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

### **OTHER AGENCY INVOLVEMENT:**

The Office of County Counsel reviewed and approved this renewal and amendment No. 4 as to form, and the Auditor-Controller reviewed and approved as to payment provisions. The renewal and amendment No. 4 was also reviewed and approved by NMC's Finance Committee and by its Board of Trustees on April 8, 2022.

### **FINANCING:**

The cost for this renewal and amendment No. 4 is \$50,000 of which \$25,000 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:**

The services rendered in this agreement provide support for the efficient utilization management of resources and billing compliance at Natividad.

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

Prepared by: Karen Friedrich, Administration, 783-2556

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

Attachments:

R1 RCM Inc. Renewal and Amendment 4

R1 RCM Inc. Renewal and Amendment 3

R1 RCM Inc. Amendment 2

R1 RCM Inc. Renewal and Amendment 1

Accretive Health Inc. Agreement

Attachments on file with the Clerk of the Board

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

**Mission Linen Supply Amendment No. 7**

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

### **..Title**

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 7 to the agreement (A-13241) with Mission Linen Supply for linen processing services per Request for Proposal (RFP) 9600-65, extending the agreement an additional one (1) year period (July 1, 2022 through June 30, 2023) for a revised full agreement term of July 1, 2016 through June 30, 2023, and adding \$815,000 for a revised total agreement amount not to exceed \$3,395,000.

### **..Report**

#### **RECOMMENDATION:**

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

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 7 to the agreement (A-13241) with Mission Linen Supply for linen processing services per Request for Proposal (RFP) 9600-65, extending the agreement an additional one (1) year period (July 1, 2022 through June 30, 2023) for a revised full agreement term of July 1, 2016 through June 30, 2023, and adding \$815,000 for a revised total agreement amount not to exceed \$3,395,000.

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

NMC issued a Request for Proposal (RFP) # 9600-64 on March 16, 2016 to solicit for one or more new agreements for linen processing services and scrub rental services from qualified vendors. Upon a thorough selection process by NMC, Mission Linen Supply was found to be the most qualified vendor and was awarded an agreement to provide linen processing services and scrub rental services for NMC. The Board of Supervisors approved Agreement (A-13241) for a one (1) year period from July 1, 2016 through June 30, 2017 with an option to extend the Agreement for four (4) additional one year periods, and a total agreement amount not to exceed \$400,000 as stated in the RFP.

On May 9, 2017, the Board of Supervisors approved amendment no. 1 to extend the term of the agreement for an additional one (1) year period through June 30, 2018 to allow for services to continue, and to add an additional \$680,000 based on an increase in the annual projected spend from \$400,000 to \$540,000 for linen and scrub rental services. The initial agreement amount of \$400,000 was too low as NMC did not anticipate a significant increase in the volume of patients treated at the trauma center when the contract amount was projected for the RFP. The annual volume of patients treated at NMC has steadily increased since NMC's designation as a Level II Trauma Center in January 2015, which resulted in a greater demand for scrub rental services and linen processing services.

On May 8, 2018, the Board of Supervisors approved amendment no. 2 to extend the term of the agreement for an additional one (1) year period through June 30, 2019, to allow for services to continue, and to add an additional \$410,000 in funds for the additional year of services. As an acute care hospital, it is the policy of NMC to maintain a supply of clean linens for at least three (3) complete bed changes for the hospital's licensed bed capacity in which soiled/contaminated linen is handled as little as possible and with minimum of agitation to prevent microbial contamination of the air and persons handling the linen. In accordance with Title 22 California Code of Regulations (CCR) § 70825, The Joint Commission (TJC) regulations, as well as any other regulating agency

that oversees hospital day-to-day operations, NMC is required to utilize a commercial laundry processing service provider for laundry and linen services consisting mainly of scrubs, mats, and towels.

On February 13, 2019, NMC amended the agreement via amendment no. 3 to move to customer owned scrubs instead of rental scrubs to better control inventory and internal costs. Mission Linen Supply will still launder NMC's owned scrubs at a fixed cost of \$0.42 per piece. This will enable Natividad to maintain its own par levels in-house.

NMC is requesting approval to extend the agreement with Mission Linen Supply for an additional one (1) year period through June 30, 2023 to allow services to continue, with increase in funds for the additional year for service. Approval of the recommended action will allow Mission Linen Supply to continue providing NMC with linen processing services in accordance with regulatory requirements as well as accommodate any unexpected volume increases. Having a reliable and available service provider is crucial to NMC's daily operations and will allow NMC to continue to have clean linens available for NMC patient care needs, and clean scrubs available for the NMC staff.

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

The Office of County Counsel has reviewed and approved this and amendment No. 7 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendment No. 7 has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on April 8, 2022.

#### **FINANCING:**

The cost for this amendment No. 7 is \$815,000 of which \$265,000 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:**

The services rendered under this agreement enhance operations at the hospital by improving the patient experience, promoting a healthy environment, and also providing 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: Marcel Smith, Director of Environmental Services, 783-2654

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

#### **Attachments:**

Mission Linen Supply Amendment 7  
Mission Linen Supply Amendment 6  
Mission Linen Supply Amendment 5  
Mission Linen Supply Amendment 4

Mission Linen Supply Amendment 3  
Mission Linen Supply Amendment 2  
Mission Linen Supply Amendment 1  
Mission Linen Supply Agreement

Attachments on file with the Clerk of the Board



# MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

**SkillSurvey, Inc. Amendment No. 3**

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

## **..Title**

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 3 to the agreement (A-14559) with SkillSurvey, Inc. for online reference checking solution services, extending the agreement an additional one (1) year period (December 31, 2022 through December 30, 2023) for a revised full agreement term of December 31, 2016 through December 30, 2023, and adding \$25,000 for a revised total agreement amount not to exceed \$136,234.

## **..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. 3 to the agreement (A-14559) with SkillSurvey, Inc. for online reference checking solution services, extending the agreement an additional one (1) year period (December 31, 2022 through December 30, 2023) for a revised full agreement term of December 31, 2016 through December 30, 2023, and adding \$25,000 for a revised total agreement amount not to exceed \$136,234.

### **SUMMARY/DISCUSSION:**

SkillSurvey, Inc., is an on-line automated software utilized to conduct employment reference checks in a consistent, timely, and cost-effective manner and will provide Natividad hiring managers with a comprehensive candidate report to evaluate the candidates being considered. Natividad is currently requesting to augment our services to include Employee Exit Surveys. SkillSurvey provides valuable insight on reasons for leaving and feedback that will be used to improve engagement and retention of staff.

Natividad is not currently capturing this information upon employee separation. With a trusted third party administrator of our program, it will enable Natividad Leadership to collectively develop a plan of action for any areas of concern.

### **OTHER AGENCY INVOLVEMENT:**

The Office of County Counsel has reviewed and approved this amendment No. 3 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendment No. 3 has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on April 8, 2022.

### **FINANCING:**

The cost for this amendment No. 3 is \$25,000 of which \$3,600 is included in the Fiscal Year 2021-21 Adopted Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

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

The program automation and detailed reporting tools will strengthen Natividad's overall ability to identify trends. Again, enabling Natividad to identify areas of weaknesses, which will lead to recruiting and retaining professionals in the area, and thereby further enhancing healthcare opportunities for Monterey County residents.

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

Prepared by: Janine Bouyea, NMC Assistant Administrator, 783-2701

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

### Attachments:

SkillSurvey, Inc. Amendment 3  
SkillSurvey, Inc. Amendment 2  
SkillSurvey, Inc. Amendment 1  
SkillSurvey, Inc. Agreement

Attachments on file with the Clerk of the Board

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

**Spin Recruitment Inc. Amendment No. 3**

**Legistar Number: A 21-046**

### **..Title**

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 3 to the agreement (A-13971) with Spin Recruitment Services pursuant to RFP #9600-78 for advertising recruitment services, extending the agreement an additional one (1) period (January 1, 2023 through December 31, 2023) for a revised full agreement term of July 1, 2018 through December 31, 2023, and adding \$325,000 for a revised total agreement amount not to exceed \$1,225,000.

### **..Report**

#### **RECOMMENDATION:**

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

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 3 to the agreement (A-13971) with Spin Recruitment Services pursuant to RFP #9600-78 for advertising recruitment services, extending the agreement an additional one (1) period (January 1, 2023 through December 31, 2023) for a revised full agreement term of July 1, 2018 through December 31, 2023, and adding \$325,000 for a revised total agreement amount not to exceed \$1,225,000.

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

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

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

The Office of County Counsel has reviewed and approved this amendment No. 3 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendment No. 3 has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on April 8, 2022.

#### **FINANCING:**

The cost for this amendment No. 3 is \$325,000 of which \$325,000 is included in the Fiscal Year 2022-23 Adopted or 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 provide the additional support NMC needs to fill hard to fill healthcare positions in order to continue providing reliable and quality patient care to NMC patients.

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

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

Approved by: Charles R. Harris, M.D., Chief Executive Officer, 783-2553

### Attachments:

- Spin Recruitment Inc. Amendment No. 3
- Spin Recruitment Inc. Amendment No. 2
- Spin Recruitment Inc. Amendment No. 1
- Spin Recruitment Inc. Agreement

Attachments on file with the Clerk of the Board

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

**Medical Information Technology, Inc. Renewal and Amendment No. 7**  
**Number: \_\_\_\_\_**

**Legistar**

### **..Title**

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute renewal and amendment No. 7 to the agreement (A-13067) with Medical Information Technology, Inc. (MEDITECH) for the addition of a Pharmacy Automation interface and a Lab Newborn Screening interface, adding \$37,285 for a revised total agreement amount not to exceed \$571,837, and with an implementation term retroactive from January 1, 2022 through June 30, 2023.

### **..Report**

#### **RECOMMENDATION:**

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute renewal and amendment No. 7 to the agreement (A-13067) with Medical Information Technology, Inc. (MEDITECH) for the addition of a Pharmacy Automation interface and a Lab Newborn Screening interface, adding \$37,285 for a revised total agreement amount not to exceed \$571,837, and with an implementation term retroactive from January 1, 2022 through June 30, 2023.

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

Medical Information Technology, Inc. (MEDITECH) provides NMC with a Health Care Information System (HCIS) for Electronic Medical Records (EMRs). It is NMC's primary source of electronic patient data.

MEDITECH's Pharmacy Automation interface generates orders for medications in the Pyxis Pharmacy medication dispensers scattered throughout the hospital. This improves the process of dispensing medications and helps to reduce the possibility of medication errors.

MEDITECH's Lab Newborn Screening interface automates an existing paper process for a Public Health program that screens all babies for serious but treatable genetic disorders. All babies born in California are now required to get this screening soon after birth.

In addition to the \$37,285 cost of the described interfaces and their implementation, there is an ongoing monthly maintenance/service fee. The cost for the ongoing maintenance for these new modules is \$200 monthly and was included as part of the annual MEDITECH maintenance costs presented to and approved by the Board of Supervisors on June 08, 2021. Therefore, this request is being presented for just the cost of the new modules of \$37,285.

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

The Office of County Counsel has reviewed and approved this renewal and amendment No. 7 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The renewal and amendment No. 7 has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on April 8, 2022.

#### **FINANCING:**

The cost for amendment No. 7 is \$37,285, all of which is included in the Fiscal Year 2021-22 Adopted Budget.

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

This amendment expands upon the existing MEDITECH agreement and further enhances its capabilities, leading to improved technological functionality and further enhances the healthcare experience for patients by providing additional data to care providers.

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

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

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

### Attachments:

Medical Information Technology Inc Amendment 7  
Medical Information Technology Inc Amendment 6  
Medical Information Technology Inc Amendment 5  
Medical Information Technology Inc Amendment 4  
Medical Information Technology Inc Amendment 3  
Medical Information Technology Inc Amendment 2  
Medical Information Technology Inc Amendment 1  
Medical Information Technology Inc Agreement

Attachments on file with the Clerk of the Board

# MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

**Huron Consulting Services, LLC Amendment No. 1**

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

## **..Title**

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement with Huron Consulting Services, LLC for advisory consulting services, extending the agreement an additional one (1) year period (June 1, 2022 through May 31, 2023) for a revised full agreement term of June 1, 2021 through May 31, 2023, and adding \$185,000 for additional services for a revised total agreement amount not to exceed \$247,000.

## **..Report**

### **RECOMMENDATION:**

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 1 to the agreement with Huron Consulting Services, LLC for advisory consulting services, extending the agreement an additional one (1) year period (June 1, 2022 through May 31, 2023) for a revised full agreement term of June 1, 2021 through May 31, 2023, and adding \$185,000 for additional services for a revised total agreement amount not to exceed \$247,000.

### **SUMMARY/DISCUSSION:**

NMC originally entered into a service agreement with Huron Consulting Services (Huron) for analysis and benchmarking services to be performed for specific Professional Service Agreements such as call pay coverage and medical directorship services. The data and consulting provided assists NMC leadership in defining governance processes, contract components, and ongoing benchmark techniques. NMC is now wishing to amend the agreement to add services. The new services will help identify workforce management improvements within its radiology department. It will include a robust assessment which will ultimately lead to opportunities for optimized workflows and improved patient care.

### **OTHER AGENCY INVOLVEMENT:**

The Office of County Counsel has reviewed and approved this amendment No. 1 as to form, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendment No. 1 has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on April 8, 2022.

### **FINANCING:**

The cost for this amendment No. 1 is \$185,000 of which \$60,000 which is included in the Fiscal Year 2022-23 Adopted Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

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

The consulting services provided by Huron yield data that assists hospital administration with strategic planning as well as operational and financial decision making.

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

Prepared by: Daniel Leon, Chief Financial Officer, 783-2561  
Approved by: Charles R. Harris, Chief Executive Officer, 783-2504

Attachments:  
Huron Consulting Services, LLC Amendment No. 1  
Huron Consulting Services, LLC Agreement

Attachments on file with the Clerk of the Board



## MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

HealthStream, Inc.

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

### **..Title**

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an Order Form with HealthStream, Inc. subject to the terms and conditions of the HealthStream Master Services Agreement (A-14475), to extend the web-based HealthStream learning management system for an additional five (5) year period (July 1, 2022 through June 30, 2027) for a revised full Agreement term of July 1, 2019 through June 30, 2027, at a cost of \$234,290 for a revised total Agreement amount not to exceed \$371,634.

### **..Report**

#### **RECOMMENDATION:**

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

Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an Order Form with HealthStream, Inc. subject to the terms and conditions of the HealthStream Master Services Agreement (A-14475), to extend the web-based HealthStream learning management system for an additional five (5) year period (July 1, 2022 through June 30, 2027) for a revised full Agreement term of July 1, 2019 through June 30, 2027, at a cost of \$234,290 for a revised total Agreement amount not to exceed \$371,634.

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

HealthStream is a well-known online hospital education company that NMC has contracted with since October 2009 to provide required educational services to hospital staff to meet The Joint Commission and other state regulations and requirements. This renewal agreement will allow NMC to continue to contract with HealthStream in order to meet the needs of the hospital, as well as to ensure compliance with The Joint Commission education recommendations.

This renewal consists terms and conditions similar to those previously agreed to and required by HealthStream as they have grown and evolved in their market over the last ten (10) years. It also includes the same four software modules that are currently utilized, which will continue to enhance NMC's education program: 1) Knowledge Q; 2) HealthStream Performance Center; 3) hStream and 4) Checklist Management.

Knowledge Q is a program that allows NMC administrators responsible for annual mandatory training to invest training resources smarter by better understanding where NMC is at risk. It allows NMC to gauge the annual mandatory training program and how NMC compares to the industry standard; the overall performance of employees on annual mandatory training measures. It is a solution that delivers, tests, and measures the knowledge in NMC to increase the effectiveness of staff and to improve the efficiency of training initiatives.

HealthStream Performance Center simplifies annual reviews by moving from paper-based processes to online assessments. The complete solution gives NMC tools such as Cascading Goal Management and Succession Planning to help develop a workforce that is engaged and performing. It is designed to create an environment of accountability and ensure everyone in the organization is working toward the same strategic initiatives.

HealthStream Checklist Management provides direct tools that support any situation, from the

simplest to the most complex faced in healthcare on a daily basis. It is automated to improve any educational initiatives with the addition of checklists. The checklists are a resource for managers to track the validation of skill-based competencies, and they ensure only qualified and pre-approved evaluators work with employees to certify their skills and knowledge. The checklist method validates technical skills and moves beyond testing knowledge (documents observation of technical skills). It ensures standardized methods and also has additional tools, such as coaching prompts and the ability to assign targeted learning based on the observation, making the checklist experience more valuable.

We are recommending a five (5) year extension as opposed to a three (3) year or less period to take advantage of cost savings of approximately \$5,114 per year.

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

The Office of County Counsel has reviewed and approved this request as to form, 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 April 8, 2022.

#### **FINANCING:**

The cost for this request is \$234,290 of which \$46,858 is included in the Fiscal Year 2022-23 Recommended Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

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

This agreement brings improved technological capabilities and functionality to NMC, enhancing and strengthening its technological functionality and reliability which fosters a sound, secure and sustainable physical infrastructure.

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

Prepared by: Janine Bouyea, Hospital Assistant Administrator, 783-2701

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

Attachments:

Board Report Attachment A: HealthStream Order Form

HealthStream, Inc. Agreement

Attachments on file with the Clerk of the Board

# MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORT

**META Dynamic, Inc. 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-13524) with META Dynamic, Inc. for rental of neurosurgery equipment plus associated services, adding \$208,000 for a revised total agreement amount not to exceed \$693,000, with no change to the term of the Agreement of April 15, 2015 through April 14, 2023.

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%) (\$10,000) of the original cost of the agreement.

## **..Report**

### **RECOMMENDATION:**

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

a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute amendment No. 6 to the agreement (A-13524) with META Dynamic, Inc. for rental of neurosurgery equipment plus associated services, adding \$208,000 for a revised total agreement amount not to exceed \$693,000, with no change to the term of the Agreement of April 15, 2015 through April 14, 2023.

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%) (\$10,000) of the original cost of the agreement.

### **SUMMARY/DISCUSSION:**

Intraoperative image guided navigational surgery (IGS) allows the surgeon to operate within a surgical site whose standard anatomical landmarks may be ambiguous because of tumor, infection, fracture or previous surgery. Studies suggest that IGS may result in decreased complications, increased disease removal, decreased length of stay and in some cases decreased operative time.

Meta Dynamic supplies the Neuro Navigation system which includes the equipment, hardware and software to perform image guided neurosurgery. Digital patient data is uploaded from the computed tomography (CT) or magnetic resonance imaging (MRI) located at Natividad Medical Center to the Neuro Navigation system in the Operating Room (OR) assisting the surgeon in identifying the right surgical approach and more specifically landmarks. Surgeons are guided through procedures with real time data allowing for smaller skull and back (spine surgery) incisions thereby minimizing damage to healthy structures. With the universal instrument holder (VarioGuide™), preplanned trajectories can be targeted systematically within seconds and anytime during the surgery.

The equipment arrives from Meta Dynamic within twenty-four (24) hours of surgery. The Meta Dynamic technician arrives within one (1) hour of surgery and sets up the equipment. The technician assists the surgeon with the operation of the equipment. The equipment and services provided by Meta Dynamic have aided Natividad's surgical staff tremendously in performing complex surgeries and it utilized quite a bit. This amendment is to add funds to the agreement to cover current costs and includes enough additional which is projected to last through expiration of the agreement.

NMC is requesting to amend the current Agreement to extend the term to cover ongoing operational

rental fees.

**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 April 8, 2022.

**FINANCING:**

The cost for this amendment No. 6 is \$208,000 of which \$48,000 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:**

The services rendered in this agreement supports the Board of Supervisor's strategic initiative to "improve the health and quality of life through County supported programs and services" by providing the technology necessary for these types of procedures to be performed locally, keeping families at home.

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

Prepared by: Wally Sayles, Surgical Services Director, 772-7771

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

Attachments:

Meta Dynamic Amendment 6  
Meta Dynamic Amendment 5  
Meta Dynamic Renewal and Amendment 4  
Meta Dynamic Amendment 3  
Meta Dynamic Renewal and Amendment 2  
Meta Dynamic Amendment 1  
Meta Dynamic Agreement

Attachments on file with the Clerk of the Board

## **..Title**

Adopt Resolution to:

- a. Amend Personnel Policies and Practices Resolution No. 98-394 and Appendices A and B to adjust the salary range for the classification of Nursing Assistant, as indicated in the attached resolution; and
- b. Direct the Human Resources Department to implement the changes in the Advantage HRM System.

## **..Report**

### RECOMMENDATION:

It is recommended that the Board of Supervisors:

Adopt Resolution to:

- a. Amend Personnel Policies and Practices Resolution No. 98-394 and Appendices A and B to adjust the salary range for the classification of Nursing Assistant, as indicated in the attached resolution; and
- b. Direct the Human Resources Department to implement the changes in the Advantage HRM System.

### SUMMARY/DISCUSSION:

Natividad administration staff requested a compensation study in honor of the agreement in negotiations between the Monterey County Labor Relations team and SEIU Local 521 to conduct a study upon approval of an updated compensation philosophy for the Nursing Assistant classification. The Natividad HR Department conducted a wage study with the updated comparable agencies and recommends that the salary range for the Nursing Assistant classification be increased as follows based on labor market findings:

Class Title	Current Salary Range (Monthly)	Proposed Salary Range (Monthly)
Nursing Assistant	\$3,426 - \$4,679	\$3,648 - \$4,982

The Nursing Assistant classification is responsible for performing a variety of non-professional tasks in providing direct bedside care to patients as needed within all inpatient units at Natividad.

The wage study is now complete and confirmed that the classification series of Nursing Assistant is paid 8.59% below the survey mean.

Classification Title: Nursing Assistant							Class Code	WG *	EEO Cat*	W/C*	BU	FLSA Code*
Hourly, Bi-Weekly and Monthly Pay Rates												
Step 1	Step 2	Step 3	Step 4	Step 5	Step 6	Step 7						
\$21.044	\$22.202	\$23.423	\$24.711	\$26.070	\$27.373	\$28.742	50U20	20	SM	9043	H	N
\$1,683.54	\$1,776.13	\$1,873.81	\$1,976.87	\$2,085.59	\$2,189.87	\$2,299.36						
\$3,648	\$3,848	\$4,060	\$4,283	\$4,519	\$4,745	\$4,982						

\*provided for informational purposes only

It is therefore recommended the Board of Supervisors approve the proposed action to adjust the salary range of the Nursing Assistant classification to ensure that qualified applicants are recruited and retained for these positions that are utilized within various departments of Natividad.

OTHER AGENCY INVOLVEMENT:

The Human Resources Department and SEIU Local 521 have reviewed and concur with the recommendations.

FINANCING:

There is a salary increase of approximately \$60,176 as a result of these actions for Natividad Medical Center (Unit 9600) FY 2021-22 Adopted Budget. This action does not impact the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

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

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

Prepared by: Jennifer Lusk, Senior Personnel Analyst, (831) 783-2764

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

Dr. Charles Harris, Hospital Chief Executive Officer, (831) 783-2553

Attachments:

Resolution

## **MONTEREY COUNTY BOARD OF SUPERVISORS BOARD REPORTS**

### **Monterey Bay GI Consultants First Amendment**

#### **TITLE:**

- a. Authorize the Chief Executive Officer for Natividad execute the First Amendment to the Professional and Call Coverage Services Agreement (A-14723) with Monterey Bay GI Consultants to provide gastroenterology services, extending the term by twenty-four months (July 1, 2022 to June 30, 2024) for a revised full agreement term of July 1, 2020 to June 30, 2022, and adding \$400,000 for a revised not to exceed amount of \$800,000 in the aggregate; and
- b. Authorize the Chief Executive Office for Natividad to sign up to three (3) amendments to this agreement where the total amendments do not exceed 10% (\$40,000) of the original contract amount and do not significantly change the scope of work.

#### **RECOMMENDATION:**

It is recommended that the Board of Supervisors:

- a. Authorize the Chief Executive Officer for Natividad execute the First Amendment to the Professional and Call Coverage Services Agreement (A-14723) with Monterey Bay GI Consultants to provide gastroenterology services, extending the term by twenty-four months (July 1, 2022 to June 30, 2024) for a revised full agreement term of July 1, 2020 to June 30, 2022, and adding \$400,000 for a revised not to exceed amount of \$800,000 in the aggregate; and
- b. Authorize the Chief Executive Office for Natividad to sign up to three (3) amendments to this agreement where the total amendments do not exceed 10% (\$40,000) of the original contract amount and do not significantly change the scope of work.

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

Natividad must arrange for care and treatment of patients who present to the emergency department and hospitalized patients in need of medical care in the specialty of gastroenterology. Natividad wishes to amend this Agreement with Monterey Bay GI Consultants so that its board certified gastroenterologists can continue to provide gastroenterology call coverage in the emergency department along with other panel members to ensure sufficient coverage of the service twenty-four hours per day, seven days a week, including all holidays.

The group is paid a daily rate for call coverage services according to the terms of the Agreement. The amount of services provided may increase due to availability and need for coverage, but the rate of pay will remain the same for the term of the Agreement. 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. The Amendment also been reviewed and approved by Natividad's Finance Committee and Board of Trustees.

#### **FINANCING:**

The cost for this Amendment is \$400,000. The total not to exceed amount of this Agreement is \$800,000 for the period July 1, 2020 to June 30, 2024 (48 months). \$200,000 is included in the Fiscal Year 2022/2023 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 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 R. Harris, 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**

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

#### **TITLE:**

- a. Authorize the Chief Executive Officer for Natividad or his designee to execute the Second Amendment to the Professional Services Agreement (A-15115) with Dopamine Therapeutics, Inc. to provide family medicine services at Natividad, extending the term by twelve months (July 1, 2022 to June 30, 2023) for a revised full agreement term of August 1, 2019 to June 30, 2023 with no change to the previously approved total not to exceed amount of \$300,000 in the aggregate; and
- b. Authorize the Chief Executive Officer for Natividad or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not exceed 10% (\$10,000) of the original contract amount and do not significantly change the scope of work.

#### **RECOMMENDATION:**

It is recommended that the Board of Supervisors

- a. Authorize the Chief Executive Officer for Natividad or his designee to execute the Second Amendment to the Professional Services Agreement (A-15115) with Dopamine Therapeutics, Inc. to provide family medicine services at Natividad, extending the term by twelve months (July 1, 2022 to June 30, 2023) for a revised full agreement term of August 1, 2019 to June 30, 2023 with no change to the previously approved total not to exceed amount of \$300,000 in the aggregate; and
- b. Authorize the Chief Executive Officer for Natividad or his designee to sign up to three (3) future amendments to this Agreement where the total amendments do not exceed 10% (\$10,000) of the original contract amount and do not significantly change the scope of work.

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

Natividad operates Family Medicine Residency Program affiliated with the University of California's San Francisco Medical School with a total of 30 residents that practice in multiple settings including the inpatient labor and delivery unit. The Residency Program must arrange for patient care and supervision of its residents by qualified family medicine physicians. Natividad has an agreement with Dopamine Therapeutics, Inc., for which Dr. Nathaniel Lepp provides family medicine services, as needed, to cover the service. Natividad would like to amend the Agreement at this time in order to avoid interruption of services. 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. The Amendment has also been reviewed and approved by Natividad's Finance Committee and Board of Trustees.

#### **FINANCING:**

There is no cost for this Amendment. The total not to exceed amount of this Agreement is \$300,000 for the period August 1, 2019 to June 30, 2023. \$100,000 is included the Fiscal Year 2022/2023 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 are required for Natividad's Family Medicine Residency

Program and provide Natividad with the additional support it needs in order to provide reliable and high quality patient care which improves the health and quality of life for patients and their families.

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

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

Attachments:

Second Amendment  
First Amendment  
Assignment and Assumption Agreement  
Agreement

Attachments on file at the Clerk of the Board

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

### **Blue Elm Renewal and Amendment No. 3**

**Legistar Number:**

#### **..Title**

- a. Authorize the Chief Executive Officer for NMC or his designee to execute renewal and amendment No. 3 to the Agreement (A-13929) with Blue Elm Company LLC for data auditing software services, extending the agreement an additional three (3) year period (May 1, 2022 through April 30, 2025) for a revised full agreement term of May 1, 2018 through April 30, 2025 and adding \$12,936 for a revised total agreement amount not to exceed \$46,776.
- b. Authorize the Deputy Purchasing Agent for NMC or his delegate to execute up to one (1) future amendment for extended software maintenance in future years, provided that the annual cost of the extended maintenance does not exceed \$4,240 per year.

#### **..Report**

#### **RECOMMENDATION:**

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

- a. Authorize the Chief Executive Officer for NMC or his designee to execute renewal and amendment No. 3 to the Agreement (A-13929) with Blue Elm Company LLC for data auditing software services, extending the agreement an additional three (3) year period (May 1, 2022 through April 30, 2025) for a revised full agreement term of May 1, 2018 through April 30, 2025 and adding \$12,936 for a revised total agreement amount not to exceed \$46,776.
- b. Authorize the Deputy Purchasing Agent for NMC or his delegate to execute up to one (1) future amendment for extended software maintenance in future years, provided that the annual cost of the extended maintenance does not exceed \$4,240 per year.

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

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

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

The Office of County Counsel reviewed and approved this renewal and amendment No. 3 as to form, and the Auditor-Controller reviewed and approved as to payment provisions. The renewal and amendment No. 3 was reviewed and approved by NMC's Finance Committee and Board of Trustees on April 8, 2022.

## **FINANCING:**

The cost for this renewal and amendment No. 3 is \$12,936 which \$4,240 is included in the Fiscal Year 2021-22 Adopted Budget.

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

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

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

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

### Attachments:

Blue Elm Renewal and Amendment 3  
Blue Elm Amendment 2  
Blue Elm Amendment 1  
Blue Elm Services Agreement

Attachments on file with the Clerk of the Board

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

**Kindred Group of California, LLC dba Kindred Hospital Rehabilitation**      **Legistar**  
**Number:** \_\_\_\_\_

### **..Title**

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with Kindred Group of California, LLC dba Kindred Hospital Rehabilitation for rehabilitation program management services at NMC for an amount not to exceed \$6,600,000 with an agreement term of May 1, 2022 through April 30, 2027.
- 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%) (\$660,000) of the original cost of the agreement.

### **..Report**

#### **RECOMMENDATION:**

- a. Authorize the Chief Executive Officer for Natividad Medical Center (NMC) or his designee to execute an agreement with Kindred Group of California, LLC dba Kindred Hospital Rehabilitation for rehabilitation program management services at NMC for an amount not to exceed \$6,600,000 with an agreement term of May 1, 2022 through April 30, 2027.
- 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%) (\$660,000) of the original cost of the agreement.

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

The County of Monterey, on behalf of NMC, has had an agreement with Kindred Group of California, LLC (Kindred) in place for approximately fourteen years. Kindred is a premier provider of rehabilitation services and post- acute care services including a specialty focus on inpatient rehabilitation. The Sam Karas Acute Rehabilitation Center at NMC is the major provider of inpatient rehabilitation in Monterey County.

Kindred manages NMC's Acute Rehabilitation Unit under the direction of the NMC Medical Director providing rehabilitation services for NMC patients. For the last fourteen years, pursuant to the parties' agreement, Kindred has provided and continues to provide management services for NMC's Acute Rehabilitation Unit ("ARU"), a specialized clinical unit that serves patients with a multitude of diagnoses including stroke, orthopedic conditions, arthritis and traumatic brain injuries (trauma patients). The main goal of the ARU is to assist individuals in restoring functional status and resuming the highest possible quality of life post injury or post significant adverse medical events.

This agreement replaces an older agreement from 2017 with the same terms. NMC has transitioned to employed inpatient Acute Rehabilitation Unit therapy and social worker staff through a recruitment process beginning July, 2016. Kindred will continue to provide management services for the NMC Acute Rehabilitation Unit but as noted therapy staff and social work staff have transitioned to become NMC employees. Kindred continues to offer a shared therapy option to NMC through a contracted rate in the event of staff shortages unfilled through NMC contracted staffing agency.

#### **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 its Board of Trustees on April 8, 2022.

**FINANCING:**

The cost for this agreement is \$6,600,000 of which \$ 1,244,574.72 is included in the Fiscal Year 2022-23 Adopted Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate.

**BOARD OF SUPERVISORS STRATEGIC INITIATIVES:**

This vendor has a proven history of running the Acute Rehabilitation Center in an effective and efficient manner under the oversight of NMC. This agreement ensures that this working relationship continues and contributes to a more efficient use of resources within the organization. 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: Charles R. Harris, Chief Executive Officer, 783-2504

**Attachments:**

Kindred Group of California, LLC dba Kindred Hospital Rehabilitation Agreement

Attachments on file with the Clerk of the Board

## **BOARD REPORT MEDITECH ANNUAL MAINTENANCE FY22-23**

### **..Title**

Authorize payment of \$415,000 to Medical Information Technology, Inc. (MEDITECH), for cost of annual routine maintenance services on the various MEDITECH electronic health record software system modules implemented at Natividad Medical Center in the amount not to exceed \$369,819, and for cost of new interfaces and enhancements in the amount of \$45,181, for the period of July 01, 2022 through June 30, 2023 and subject to the terms and conditions of the parties' Healthcare Information System Software Agreement dated July 19, 2004.

### **..Report**

#### **RECOMMENDATION:**

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

Authorize payment of \$415,000 to Medical Information Technology, Inc. (MEDITECH), for cost of annual routine maintenance services on the various MEDITECH electronic health record software system modules implemented at Natividad Medical Center in the amount not to exceed \$369,819, and for cost of new interfaces and enhancements in the amount of \$45,181, for the period of July 01, 2022 through June 30, 2023 and subject to the terms and conditions of the parties' Healthcare Information System Software Agreement dated July 19, 2004.

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

MEDITECH is Natividad's primary system for patient registration, clinical documentation, physician ordering, patient electronic health records, and financial records. The MEDITECH System consists of many modules and interfaces that all have required ongoing monthly maintenance fees to support the software. 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. \$45,181 of the \$415,000 is to be used for any routine one-time costs for small features, interfaces and customizations costing under \$15,000 each.

The Healthcare Information System Software Agreement, the County's original services agreement with MEDITECH, has a perpetual term 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 April 8, 2022.

**FINANCING:**

The cost for this request is \$415,000 for FY22-23, all of which will be included in the FY22-23 Recommended 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: Raquel Mojica, IT Operations Manager, 783-2812

Approved by: Charles R. Harris, MD, 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



## **BOARD REPORT STERICYCLE AGREEMENTS**

### **..Title**

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute four (4) Agreements with Stericycle, Inc. for regulated medical waste services, sharps disposal services, pharmaceutical waste disposal services, and hazardous waste disposal Services, collectively for an amount not to exceed \$1,251,555, and with each Agreement having a term of May 1, 2022 through April 30, 2027; and
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (3) future amendments to the agreements which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$125,155) of the original cost of the agreement.

### **..Report**

#### **RECOMMENDATION:**

It is recommended that the Board of Supervisors:

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute four (4) Agreements with Stericycle, Inc. for regulated medical waste services, sharps disposal services, pharmaceutical disposal services, and hazardous waste disposal Services, collectively for an amount not to exceed \$1,251,555, and with each Agreement having a term of May 1, 2022 through April 30, 2027; and
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (3) future amendments to the agreements which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$125,155) of the original cost of the agreement.

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

As medical procedures are performed throughout the facility waste is generated and separated into several types of waste streams. The types of waste streams generated under this banner are: red bag (blood or blood product), sharps waste (scalpel blades, broken glass vials, needles, syringes, etc.), pathological waste (certain types of tissue), trace chemotherapy, bulk chemotherapy, pharmaceutical waste, and RCRA (Resource Conservation and Recovery Act) hazardous medical waste. On average Natividad Medical Center generates 18,000 pounds of the above mentioned waste streams a month.

Medical waste removal services are required by various regulating agencies. The focus of our Waste Compliance is to achieve and maintain Environmental Protection Agency (EPA), Department of Transportation (DOT) and Joint Commission (TJC) compliance, while reducing the risk associated with handling compounds.

NMC has used Stericycle for Regulated Medical Waste Services for many years. They have a proven track record of being reliable and capable of meeting the Medical Waste Removal needs of NMC. These new Agreements are connected to a Vizient GPO Contract. Vizient issued a RFP (Request for Proposals) in 2019 for these services and Stericycle was one of several companies awarded a contract within the GPO.

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

County Counsel has reviewed and approved the Agreements as to legal form and risk provisions, and the Auditor-Controller has reviewed and approved as to payment provisions. The Agreement

has also been reviewed and approved by NMC's Finance Committee and by its Board of Trustees on April 8, 2022.

**FINANCING:**

The cost for this Agreement is \$1,251,555 of which \$37,750 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:**

Hazardous/medical waste removal is an essential part of operations for a hospital to ensure a clean, safe and sanitary environment. This Agreement allows NMC to maintain compliance with regards to hazardous/medical waste removal across all enforcement and regulatory agencies.

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

Prepared by: Marcel Smith, Hospital Director of Environmental Services, 783-2654

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

**Attachments:**

Stericycle Agreement for Medical Waste Disposal  
Stericycle Agreement for Sharps Disposal  
Stericycle Agreement for Pharmaceutical Waste Disposal  
Stericycle Agreement for Hazardous Waste Disposal

Attachments on file with Clerk of the Board

# FINANCIAL STATEMENTS

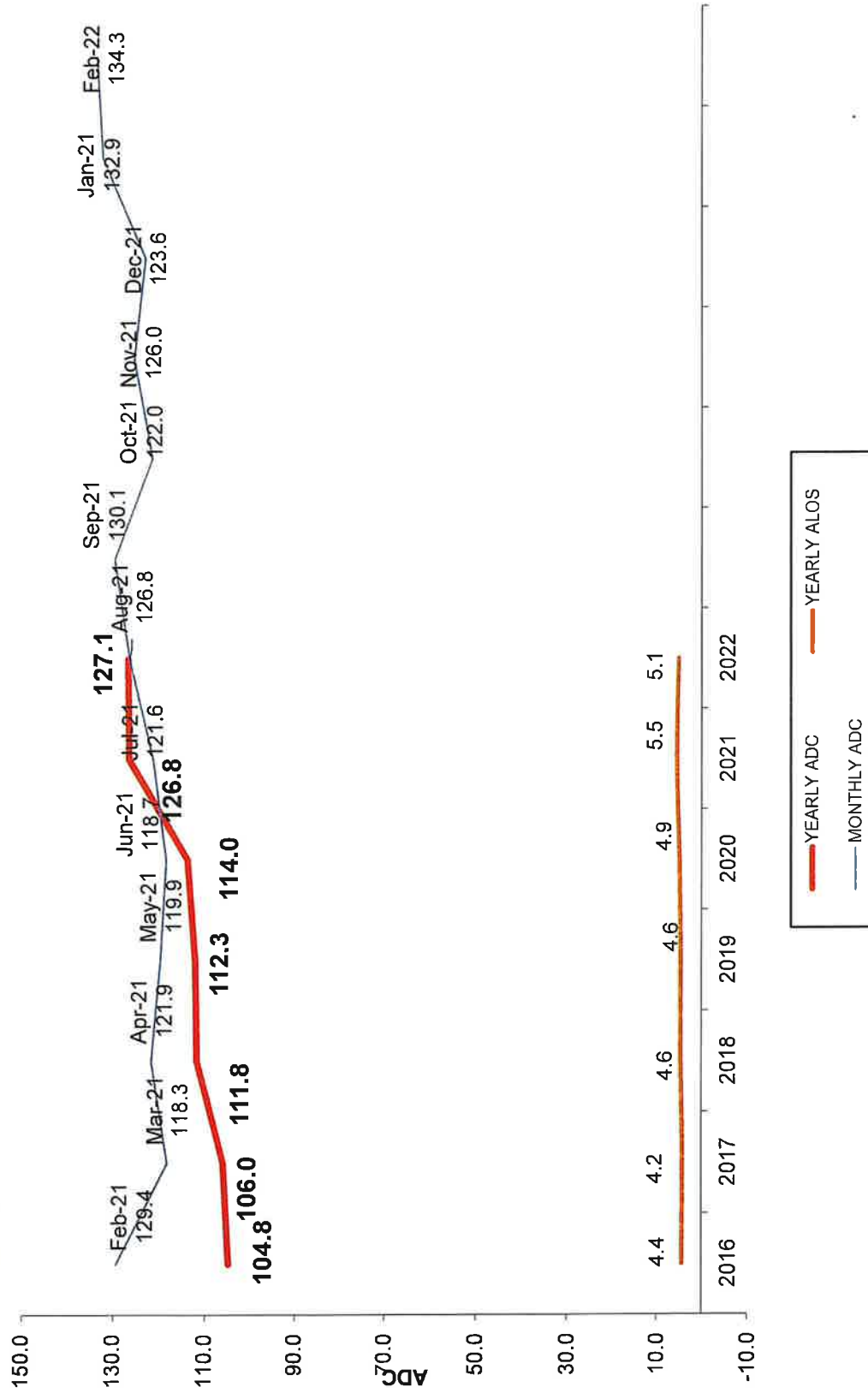
FEBRUARY 28, 2022

## **FINANCIAL STATEMENTS**

**FEBRUARY 28, 2022**

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# NATIVIDAD

## STATISTICAL REPORT

### FEBRUARY 28, 2022

Month-To-Date					Year-To-Date					
12-21	01-22	02-22	Budget		Budget	Current	Prior Yr	%		
PT DAYS BY SERVICE					STAFFED BEDS		CY/PT			
1	312	182	201	201	NICU	15	1,741	1,827	1,476	23.78%
	1,609	1,788	1,625	1,433	Med/Surg	57	12,433	13,660	15,323	-10.85%
3	352	449	399	181	ICU	10	1,569	2,509	2,714	-7.55%
4	77	72	52	57	Peds	12	494	573	223	156.95%
5	734	827	767	641	Acute Rehab	28	5,565	6,038	5,634	7.17%
6	324	328	283	254	OB/Gyn	27	2,203	2,581	2,282	13.10%
7	3,408	3,646	3,327	2,767	TOTAL ACUTE	149	24,005	27,188	27,652	-1.68%
8	425	473	433	426	Psychiatric	19	3,693	3,688	4,021	-8.28%
9	3,833	4,119	3,760	3,193	TOTAL DAYS	168	27,698	30,876	31,673	-2.52%
10	299	339	273	258	Nursery	18	2,240	2,386	2,290	4.19%
AVERAGE DAILY CENSUS										
11	86.3	90.9	91.4	75.9	Acute	121	75.9	87.0	90.6	-3.97%
12	23.7	26.7	27.4	22.9	Acute Rehab	28	22.9	24.8	23.2	6.90%
13	13.7	15.3	15.5	15.2	Psychiatric	19	15.2	15.2	16.5	-7.88%
14	123.6	132.9	134.3	114.0	TOTAL	168	114.0	127.1	130.3	-2.46%
15	9.6	10.9	9.8	9.2	Nursery	18	9.2	9.8	9.4	4.26%
PERCENTAGE OF OCCUPANCY										
16	71.3%	75.1%	75.5%	62.7%	Acute		62.7%	71.9%	74.9%	-4.0%
17	84.6%	95.4%	97.9%	81.8%	Acute Rehab		81.8%	88.6%	96.7%	-8.4%
18	72.1%	80.5%	81.6%	80.0%	Psychiatric		80.0%	80.0%	86.8%	-7.9%
19	73.6%	79.1%	79.9%	67.9%	TOTAL		67.9%	75.7%	79.5%	-4.8%
20	53.3%	60.6%	54.4%	51.1%	Nursery		51.1%	54.4%	52.2%	4.3%
ADMISSIONS										
21	643	669	580	560	Acute		4,866	5,153	4,666	10.44%
22	61	55	55	51	Acute Rehab		439	425	427	-0.47%
23	40	46	64	56	Psychiatric		486	371	388	-4.38%
24	744	770	699	667	TOTAL		5,791	5,949	5,481	8.54%
25	188	204	161	155	Nursery		1,347	1,437	1,391	3.31%
26	200	221	176	164	Deliveries		1,426	1,541	1,417	8.75%
DISCHARGES										
27	642	646	558	570	Acute		4,954	5,009	4,583	9.30%
28	61	51	55	56	Acute Rehab		486	431	426	1.17%
29	46	41	64	51	Psychiatric		439	375	387	-3.10%
30	749	738	677	677	TOTAL		5,879	5,815	5,396	7.77%
31	159	199	149	139	Nursery		1,202	1,333	1,275	4.55%
AVERAGE LENGTH OF STAY										
32	5.2	5.3	5.4	4.8	Acute(Hospital wide no babies)		4.8	5.2	5.8	-10.34%
33	12.0	15.0	13.9	12.6	Acute Rehab		12.7	14.2	13.2	7.58%
34	2.3	2.4	3.0	2.8	OB/Gyn		2.8	2.6	2.6	0.00%
35	10.6	10.3	6.8	7.6	Psychiatric		7.6	9.9	10.4	-4.81%
36	1.6	1.7	1.7	1.7	Nursery		1.7	1.7	1.6	6.25%
OUTPATIENT VISITS										
37	4,025	4,499	3,636	4,154	Emergency Room		36,049	34,910	26,993	29.33%
38	3,467	593	517	521	ER Admits		4,522	7,335	4,153	76.62%
39	466.0%	77.0%	74.0%	78.1%	ER Admits as a % of Admissions		78.1%	123.3%	75.8%	62.72%
40	5,569	5,232	5,794	5,594	Clinic Visits		48,545	46,334	41,210	12.43%
ANCILLARY PROCEDURES BILLED										
41	52,026	58,094	53,155	44,179	Lab Tests		383,407	432,506	421,428	2.63%
42	3,302	3,571	3,617	2,750	Radiology Procedures		23,867	29,293	25,369	15.47%
43	222	215	168	184	MRI Procedures		1,598	1,584	1,557	1.73%
44	116	123	109	136	Nuclear Med Procedures		1,176	906	585	54.87%
45	1,268	1,078	1,302	1,024	Ultrasound Procedures		8,890	10,014	8,663	15.60%
46	1,713	1,593	1,778	1,633	CT Scans		14,173	14,628	12,908	13.33%
47	356	242	312	346	Surgeries		2,768	2,766	2,698	2.52%
48	7.79	7.62	7.32	7.87	FTE'S PER AOB		7.87	7.61	8.12	-6.28%
49	1,339.1	1,367.0	1,359.5	1,293.9	TOTAL PAID FTE'S		1,293.9	1,359.0	1,401.7	-3.05%
50	5,316	5,560	5,202	4,605	ADJUSTED PATIENT DAYS		39,944	43,401	41,828	3.76%

**NATIVIDAD**  
**STATEMENT OF REVENUES AND EXPENSES & CHANGES IN NET ASSETS-TREND-NORMALIZED**  
**FOR FY2022**

	JUL-21	AUG-21	SEP-21	OCT-21	NOV-21	DEC-21	JAN-22	FEB-22	MAR-22	APR-22	MAY-22	JUN-22	YTD
<b>R E V E N U E</b>													
<b>Patient Revenue:</b>													
1 Inpatient	\$ 76,889,231	\$ 76,760,079	\$ 78,970,069	\$ 76,892,666	\$ 72,803,283	\$ 75,655,929	\$ 80,660,342	\$ 76,184,565	\$ -	\$ -	\$ -	\$ -	\$ 614,816,164
2 Pro Fees	2,501,994	3,577,745	2,989,087	3,273,870	3,062,529	3,062,529	3,836,676	3,279,495	-	-	-	-	26,524,689
3 Outpatient	32,818,280	35,889,936	33,282,272	36,626,402	31,043,193	30,439,082	29,570,375	30,484,394	-	-	-	-	280,153,854
4 Total Patient Revenue	112,209,485	116,227,760	115,231,428	116,792,938	107,869,779	109,157,540	114,067,393	109,948,394	-	-	-	-	901,494,717
<b>Deductions from revenue</b>													
5 Contractual Deductions	81,597,680	85,314,572	84,910,889	87,630,866	82,220,937	83,163,303	88,482,095	85,688,511	-	-	-	-	679,008,833
6 Bad Debt	6,346,305	5,288,901	5,629,577	3,470,590	1,719,409	2,789,145	906,234	2,191,636	-	-	-	-	28,343,897
7 Unable to Pay	239,324	392,287	375,729	232,681	323,431	276,477	196,758	209,140	-	-	-	-	2,245,847
8 Total Contractual Discounts	88,183,289	90,995,770	90,916,295	91,334,147	84,263,777	86,228,925	89,585,087	88,089,287	-	-	-	-	709,598,577
9 Net Patient Revenue	24,024,196	25,231,990	24,305,133	25,458,791	23,606,002	22,928,615	24,482,306	21,859,107	-	-	-	-	181,896,140
10 As a percent of Gross Revenue	21.41%	21.71%	21.09%	21.80%	21.98%	21.01%	21.46%	19.88%	0.00%	0.00%	0.00%	0.00%	21.29%
11 Total Government Funding	5,241,987	5,559,105	5,241,987	5,450,705	6,760,201	7,000,698	6,587,201	6,941,634	-	-	-	-	48,763,518
<b>Other Operating Revenue:</b>													
12 Rent Income	117,884	121,147	119,521	119,519	119,633	119,632	119,631	119,631	-	-	-	-	956,598
13 Interest Income	251,951	251,951	251,951	(149,922)	50,037	150,000	14,678	91,000	-	-	-	-	911,646
14 NMF Contribution	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	-	-	-	-	480,000
15 Other Income	294,618	312,602	321,605	432,232	431,515	466,969	416,144	455,649	-	-	-	-	3,131,334
16 Total Other Operating Revenue	724,453	745,700	733,077	461,829	661,185	796,601	610,453	726,280	-	-	-	-	5,479,578
17 TOTAL REVENUE	29,990,636	31,536,795	30,300,197	31,371,325	31,027,388	30,725,914	31,659,960	29,527,021	-	-	-	-	246,138,236
<b>EXPENSE</b>													
<b>Salaries, Wages &amp; Benefits</b>													
18 Registry	16,165,713	16,887,897	16,631,730	16,973,444	16,221,003	16,665,020	17,212,339	16,050,570	-	-	-	-	132,807,716
19 Phys/Residents SWB & Contract Fees	983,851	595,103	1,270,743	966,970	1,597,614	1,108,107	1,168,384	1,598,294	-	-	-	-	9,289,076
20 Purchased Services	4,176,569	4,655,658	3,665,230	3,766,166	4,655,523	4,209,632	4,729,151	4,174,562	-	-	-	-	33,330,511
21 Supplies	3,238,042	3,076,178	3,165,590	3,524,173	3,893,543	3,166,947	3,119,082	2,726,428	-	-	-	-	25,709,663
22 Insurance	2,876,091	3,060,028	2,871,177	2,893,042	2,950,831	2,197,712	3,002,216	2,632,679	-	-	-	-	23,282,578
23 Utilities and Telephone	352,984	352,985	352,984	352,984	352,985	352,984	352,984	352,984	-	-	-	-	2,823,874
24 Interest Expense	316,633	516,886	442,884	421,872	366,015	385,823	236,627	318,288	-	-	-	-	2,985,028
25 Depreciation & Amortization	86,997	69,997	68,996	53,820	53,821	53,821	53,821	53,821	-	-	-	-	476,094
26 Other Operating Expense	992,314	990,754	997,548	990,817	989,221	1,006,978	1,086,615	970,323	-	-	-	-	8,024,570
27 TOTAL EXPENSE	431,788	437,157	542,887	580,184	685,597	539,723	518,789	496,408	-	-	-	-	4,230,493
28 NET INCOME(LOSS)	29,558,982	30,641,943	30,009,749	30,573,452	30,633,952	30,445,768	31,478,000	29,374,357	-	-	-	-	242,938,903
29 Normalization for Extraordinary Items	407,654	895,152	290,448	797,873	193,436	280,146	181,980	152,664	-	-	-	-	3,199,333
30 Provider Relief Fund	-	-	-	-	(1,291,951)	(1,408,710)	(620,000)	(1,350,000)	-	-	-	-	(4,670,661)
31 American Rescue Plan (ARPA) Rural Fund	-	-	-	-	(226,263)	(226,263)	(226,263)	(226,263)	-	-	-	-	(905,052)
32 Families First C-19 Response	-	(317,118)	-	(208,718)	-	(123,738)	-	(123,394)	-	-	-	-	(772,959)
33 Total Extraordinary Items	-	(317,118)	-	(208,718)	(1,518,214)	(1,758,711)	(646,263)	(1,899,647)	-	-	-	-	(6,348,671)
34 NET INCOME BEFORE Extraordinary Items	\$ 407,654	\$ 578,034	\$ 290,448	\$ 588,155	\$ (1,324,776)	\$ (1,478,565)	\$ (664,303)	\$ (1,546,983)	\$ -	\$ -	\$ -	\$ -	\$ (3,149,338)
<b>CAPITAL CONTRIBUTIONS</b>													
35 County Contribution	-	-	-	-	-	-	-	-	-	-	-	-	-
36 CHANGE IN NET ASSETS	\$ 407,654	\$ 895,152	\$ 290,448	\$ 797,873	\$ 193,436	\$ 280,146	\$ 181,980	\$ 152,664	\$ -	\$ -	\$ -	\$ -	\$ 3,199,333

**NATIVIDAD**  
**STATEMENT OF REVENUES AND EXPENSES & CHANGES IN NET ASSETS**  
**AS OF FEBRUARY 28, 2022**

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	\$	76,184,565	\$	11,719,900	18.2	\$	614,816,164	\$	559,461,098	\$	637,580,720	
2		3,279,495		1,925,125	70.4		26,524,699		16,707,389		18,200,881	
3		30,484,334		29,350,279	3.9		260,153,854		254,718,558		213,437,953	
4		109,948,394		95,740,069	14.8		901,494,717		830,887,045		869,219,554	
Deductions from Revenue												
5		85,688,511		72,183,798	(18.7)		679,008,833		626,452,244		652,755,601	
6		2,191,636		3,006,725	27.1		28,343,897		26,094,077		23,602,952	
7		209,140		444,372	52.9		2,245,847		3,856,518		1,546,300	
8		88,089,287		75,634,895	(16.5)		709,598,577		656,402,839		677,904,853	
9		21,859,107		20,105,174	8.7		191,896,140		174,484,206		191,314,701	
10		19.88%		21.00%			21.29%		21.00%		22.01%	
As a percent of Gross Revenue												
11		6,941,634		5,231,876	32.7		48,763,518		41,855,008		49,256,139	
Total Government Funding												
Other Operating Revenue:												
12		119,631		117,833	1.5		956,598		942,664		971,287	
13		91,000		251,951	(63.9)		911,646		2,015,608		1,921,391	
14		60,000		60,000	-		480,000		480,000		479,344	
15		455,649		346,001	31.7		3,131,334		2,768,008		2,662,200	
16		726,280		775,785	(6.4)		5,479,578		6,206,280		6,034,222	
17		29,527,021		26,112,835	13.1		246,139,236		222,545,494		246,605,062	
TOTAL REVENUE												
EXPENSE												
Salaries, Wages & Benefits												
18		16,050,570		15,234,029	(5.4)		132,807,707		128,826,197		126,958,529	
19		1,598,294		129,843	(1,130.9)		9,289,076		1,126,854		13,766,550	
20		4,174,562		3,310,716	(863.846)		33,330,520		27,532,474		28,733,025	
21		2,726,428		2,895,735	169.307		25,709,963		24,532,034		25,877,135	
22		2,632,679		2,028,437	(29.8)		23,262,578		17,603,970		24,470,136	
23		352,984		365,010	12.026		2,823,874		2,920,080		2,562,026	
24		318,288		265,369	(52.919)		2,985,028		2,303,034		2,824,305	
25		53,821		53,037	(784)		476,094		460,284		352,526	
26		970,323		931,424	(38.899)		8,024,570		8,083,444		7,748,285	
27		496,408		473,429	(22.979)		4,230,493		4,108,744		5,022,640	
28		29,374,357		25,687,029	(3,687.328)		242,939,903		217,497,115		238,315,157	
TOTAL EXPENSE												
29		152,664		425,806	(273,142)		3,199,333		5,048,379		8,289,905	
NET INCOME(LOSS)												
CAPITAL CONTRIBUTIONS												
30												
31		-		-	-		-		-		-	
32		-		-	-		-		-		-	
33		-		-	-		-		-		-	
34	\$	152,664	\$	425,806	\$ (273,142)		\$ 3,199,333	\$	5,048,379	\$ (1,849,046)	\$ 8,289,905	
					(64.1)						(36.6)	%
						County Contribution						
					-	CHANGE IN NET ASSETS						
					(64.1)						(36.6)	%



**NATIVIDAD**

## CAPITAL CONTRIBUTIONS

**NATIVIDAD  
BALANCE SHEET  
AS OF FEBRUARY 28, 2022**

		CURRENT MONTH			YEAR - TO - DATE		
		BEGINNING	ENDING	INC/(DEC)	BEGINNING	ENDING	INC/(DEC)
							% CHG.
1	\$	69,248,376	\$	(5,874,868)	\$	63,373,508	(13.3) %
2		39,153,667		-		39,153,667	-
3		56,875,073		(958,234)		55,916,839	13.3
4		28,704,465		5,547,248		34,251,713	34.0
5		5,552,902		(262,925)		5,289,977	0.5
6		5,346,122		45,632		5,391,754	24.4
7		204,880,605		(1,503,147)		203,377,458	2.7
8		346,082,014		293,170		346,375,184	2.4
9		(216,299,832)		(970,013)		(217,269,845)	(3.8)
10		129,782,182		(676,843)		129,105,339	0.2
11		211,660,637		(2,866)		211,657,771	(0.3)
12	\$	546,323,424	\$	(2,182,856)	\$	544,140,568	0.9 %
<b>CURRENT ASSETS</b>							
<b>CASH</b>							
<b>FUND AID</b>							
<b>ACCOUNTS RECEIVABLE NET</b>							
<b>STATE/COUNTY RECEIVABLES</b>							
<b>INVENTORY</b>							
<b>PREPAID EXPENSE</b>							
<b>TOTAL CURRENT ASSETS</b>							
<b>PROPERTY, PLANT &amp; EQUIPMENT</b>							
<b>LESS: ACCUMULATED DEPRECIATION</b>							
<b>NET PROPERTY, PLANT &amp; EQUIPMENT</b>							
<b>OTHER ASSETS</b>							
<b>TOTAL ASSETS</b>							
<b>CURRENT LIABILITIES</b>							
<b>ACCRUED PAYROLL</b>							
<b>ACCOUNTS PAYABLE</b>							
<b>MCARE/MEDICAL LIABILITIES</b>							
<b>CURRENT PORTION OF DEBT</b>							
<b>OTHER ACCRUALS</b>							
<b>TOTAL CURRENT LIABILITIES</b>							
<b>LONG TERM LIABILITIES</b>							
<b>LT ACCRUED LIABILITIES</b>							
<b>UN EARNED CONTRIBUTIONS</b>							
<b>LONG TERM PORTION OF C.O.P's</b>							
<b>TOTAL LONG TERM DEBT</b>							
<b>FUND BALANCES</b>							
<b>ACCUMULATED FUND</b>							
<b>CHANGE IN NET ASSETS</b>							
<b>TOTAL FUND BALANCES</b>							
<b>TOTAL LIAB. &amp; FUND BALANCES</b>							
13	23,697,978		195,222		21,217,426	23,893,200	12.6
14	15,289,308		(451,451)		9,532,546	14,837,857	55.7
15	87,435,051		(1,905,002)		90,244,323	85,530,049	(5.2)
16	3,817,583		-		3,642,205	3,817,583	4.8
17	15,093,702		(119,475)		12,449,764	14,974,227	20.3
18	145,333,622		(2,280,706)		137,086,264	143,052,916	4.4
19	4,097,882		(54,817)		4,481,603	4,043,065	(10.8)
20	-		-		-	-	-
21	21,613,806		-		25,431,389	21,613,806	(15.0)
22	25,711,688		(54,817)		29,912,992	25,656,871	(14.2)
23	372,231,445		-		372,231,445	372,231,445	-
24	3,046,669		152,667		-	3,199,336	100.0
25	375,278,114		152,667		372,231,445	375,430,781	0.9
26	546,323,424		(2,182,856)		539,230,701	544,140,568	0.9 %

**NATIVIDAD  
STATE AND COUNTY RECEIVABLES  
AS OF 02/28/22**

**BALANCE SHEET**

	<u>Beq. Balance</u>	<u>Accruals</u>	<u>Reclas and Adj</u>	<u>DSH 11-12 Final Rec'n</u>	<u>GPP PRIME/CARES</u>	<u>IGT</u>	<u>Payments</u>	<u>Ending Balance</u>
Medi-Cal Waiver (DSH +SNCP)	\$ 16,562,205	8,003,688		(9,540,331)		13,970,831	(34,850,324)	(5,853,930)
Hospital Fee	-	666,665					(889,390)	(222,725)
Rate Range IGT-CCAH-	(1,161,296)	6,480,000				5,217,406	(11,407,527)	(871,417)
MCMC EPP	8,384,962	9,333,336				8,750,451	(12,569,120)	13,899,629
MCMC QIP	-	13,990,000				8,753,180		22,743,180
SB1732	426,268	1,866,864					(806,541)	1,486,391
AB 915	-	2,448,000						2,448,000
Medical GME	-	-				937,600	(1,433,873)	(496,273)
CARES ACT Funding	180,591	-	2,313,762				(3,218,815)	(724,462)
A/R UCSF & Touro University	-	116,378					(38,600)	77,778
A/R Office Buildings	-	988,160					(953,899)	34,261
Medical HPE	-	200,000					(222,607)	(22,607)
Interest Accrued Positive Cash	-	1,883,706					(1,577,706)	306,000
Accrued Donations	1,100,478	480,000					(480,536)	1,099,942
A/R Jail/PG&E	-	790,532					(706,490)	84,042
Health Department	69,629	1,106,376					(912,101)	263,904
<b>STATE RECEIVABLES</b>	<b>\$ 25,562,837</b>	<b>\$ 48,353,505</b>	<b>\$ 2,313,762</b>	<b>\$ (9,540,331)</b>	<b>\$ -</b>	<b>\$ 37,629,468</b>	<b>\$ (70,087,529)</b>	<b>\$ 34,251,713</b>

**P & L**

	<u>YTD Feb-22</u>
Medi-Cal DSH /SNCP/PHYS SPA	\$ 8,482,639
Rate Range IGT-CCAH-	6,480,000
Esperanza Care	(1,666,672)
Family First C-19 Response-FMAP Enhance-	772,958
CARES Act Funding	5,575,713
HPE	200,000
Hospital Fee	666,665
MCMC EPP	9,333,336
HD Residency Support	(333,336)
MCMC QIP	13,990,000
AB915	2,448,000
Medicare GME	947,551
SB 1732	1,866,664
<b>GOVERNMENT FUNDING INCOME</b>	<b>\$ 48,763,518</b>

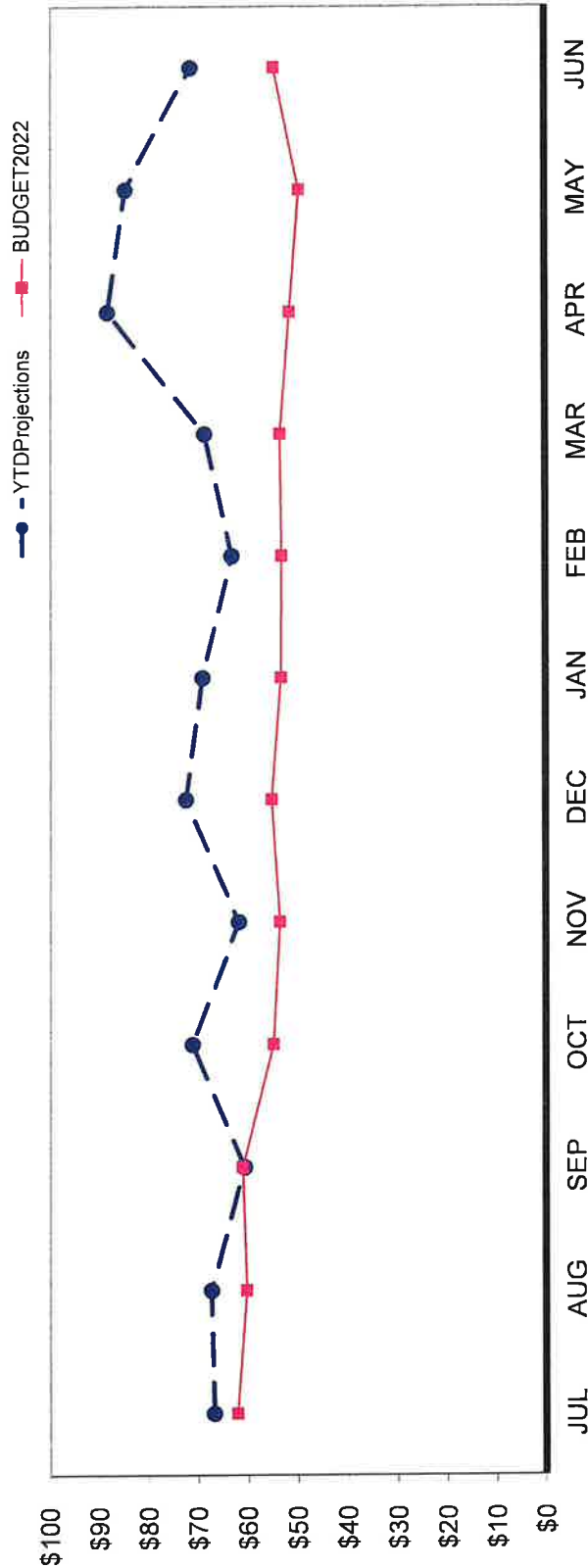
**NATIVIDAD  
STATEMENT OF CASH FLOWS  
AS OF FEBRUARY 28, 2022**

	CURRENT MONTH	YEAR - TO - DATE
1	\$ 69,248,376	\$ 73,077,248
2		
3	152,667	3,199,336
4	-	-
5	970,013	\$ 8,022,068
6	1,122,680	11,221,404
7		
8	958,234	(6,559,523)
9	-	1,291,951
10	(5,547,248)	(8,688,876)
11	217,293	(1,085,473)
12	195,222	2,675,774
13	(451,451)	5,305,311
14	(1,905,002)	(4,714,274)
15	-	175,378
16	(119,475)	2,524,463
17	(6,652,427)	(9,075,269)
18		
19	(293,170)	(8,247,071)
20	-	-
21	(293,170)	(8,247,071)
22		
23	(54,817)	(4,256,121)
24	2,866	653,317
25	-	-
26	(51,951)	(3,602,804)
27	(5,874,868)	(9,703,740)
28	\$ 63,373,508	\$ 63,373,508

**NATIVIDAD  
RECONCILIATION OF GOVERNMENT FUNDING  
FISCAL YEAR 2022**

	<b><u>BDGT-22</u></b>	<b><u>ESTIMATE FY2022</u></b>	<b><u>Variance to Budget</u></b>
	\$	\$	\$
Medi-Cal DSH Waiver	10,705,534	10,705,534	-
Phys SPA Reconciliations		478,951	
EPP	14,000,000	14,000,000	-
QIP	20,985,000	20,985,000	-
Physician SPA	1,300,000	1,300,000	-
AB915	3,672,000	3,672,000	-
SB1732	2,800,000	2,800,000	-
CCAH Rate Range	9,720,000	9,720,000	-
HPE	300,000	300,000	-
Families First Corona Virus Response	-	772,957	772,957
PRF & ARPA Stimulus	-	6,480,765	6,480,765
Esperanza Care Outside Purchased Service	(2,500,000)	(2,500,000)	-
HD Residency Support	(500,000)	(500,000)	-
Medicare GME & B/D	1,300,000	1,300,000	-
Medical GME	-	1,228,092	1,228,092
Provider Fee	1,000,000	1,000,000	-
	\$ 62,782,534	\$ 71,743,299	\$ 8,481,814

## Cash Flow Performance Fiscal Year 2022 (in Millions)



	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN
ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ESTIMATE	ESTIMATE	ESTIMATE	ESTIMATE
Months	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
YTD	66.8	67.4	60.8	71.3	62.0	72.6	69.2	63.4	68.9	88.5	84.9	71.6
BDGT	62.1	60.3	61.2	54.9	53.7	55.3	53.5	53.4	53.7	51.8	49.9	54.9
Variance	4.7	7.1	(0.4)	16.3	8.3	17.2	15.8	10.0	15.2	36.7	35.0	16.7

## Beginning Balance

66